

REPORT #5 QUARTERLY PROGRESS REPORT OF INVESTMENT PROMOTION PROGRAM AT MISSIONS ABROAD FOR FY 88
89/10/06 FORECAST OF KEY INVESTMENT ACTIVITIES AND ANTICIPATED RESULTS STATED IN MISSION'S ANNUAL PLAN

431 - HELSINKI

FINLAND

PLANNING:	ACTIVITIES PROPOSED IN POST PLAN	ANTICIPATED RESULTS
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	FOREST PRODUCTS,EQUIP,SERVICES ALL SUB-SECTORS CONTINUE PROGRAM OF HEAD OF POST VISITS TO TOP EXECUTIVES OF LARGE FINNISH COMPANIES WITH OPERATIONS OR INTEREST IN CANADA.	3 OR 4 MAJOR FINNISH INDUSTRIAL INVESTMENTS IN CANADA.
	INDUSTRIAL MACHIN,PLANTS,SERV. MANUFACT & MATERIAL PLANT,EQP. UPDATE ON A CONTINUING BASIS POST'S DATABASE OF FINNISH FOREIGN INVESTORS AND EXPORTERS TO NORTH AMERICA.	MORE PRECISE IDENTIFICATION OF POTENTIAL FINNISH FOREIGN INVESTORS.
	MINE,METAL,MINERAL PROD & SRV ALL SUB-SECTORS CONTINUE REGULAR MASS MAILING CAMPAIGN TO EXISTING AND POTENTIAL INVESTORS.	ASSURE FINNISH INVESTORS HAVE INFORMATION ON THE MOST RECENT DEVELOPMENTS IN THE CANADIAN INVESTMENT CLIMATE.
	CHEM PROD & PETROCHEM,EQP,SERV ALL SUB-SECTORS CONTINUE VISITS TO FINNISH INDUSTRIES IDENTIFIED AS HAVING GOOD POTENTIAL TO INVEST IN CANADA.	PLANT IDEA OF INVESTING IN CANADA AMONG FIRMS THAT HAD NOT CONSIDERED IT BEFORE.
	CONSTRUCTION INDUSTRY ALL SUB-SECTORS MAINTAIN INVENTORY OF INFORMATION MATERIAL ON CANADIAN INDUSTRIAL SECTORS, GOVERNMENT ASSISTANCE, LEGAL REQUIREMENTS AND INDUSTRIAL SITES.	RESPOND MORE QUICKLY TO ENQUIRIES FROM FINNISH FIRMS INTERESTED IN CANADA.
	FISHERIES,SEA PRODUCTS & SERV. FISH & SHELLFISH & OTHER PROD SUPPORT, CO-ORDINATE AND ARRANGE INCREASINGLY FREQUENT VISITS BY REPRESENTATIVES OF FEDERAL, PROVINCIAL AND MUNICIPAL GOVERNMENT AND CANADIAN INDUSTRIAL GROUPS.	EXPLOIT SPECIFIC SECTORAL OPPORTUNITIES.
	NON SECTORALLY ORIENTED ACTIVITIES CONTINUE PERSONAL CONTACTS WITH FINNISH VENTURE CAPITAL FIRMS.	SEVERAL SMALL OR MEDIUM SIZED EQUITY INVESTMENTS IN CANADIAN MANUFACTURING SECTOR.
	SUPPLY INVESTMENT RELATED INFORMATION TO BANKS AND ALL CHAMBERS OF COMMERCE IN FINLAND ON A REGULAR BASIS.	INCREASED INSTITUTIONAL AWARENESS OF CDA AS AN INVESTMENT TARGET.
	CO-OPERATE WITH THE FINNISH FOREIGN TRADE ASSOCIATION, TECHNICAL DEVELOPMENT CENTRE AND FINNISH INSTITUTE OF EXPORT IN SERIES OF SEMINARS ON ESTABLISHING A SUBSIDIARY IN CANADA.	REACHING EXPORT MANAGERS IN FIRMS WITH DEMONSTRATED INTEREST IN INVESTING IN CANADA.