

REPORT #5
89/02/08

QUARTERLY PROGRESS REPORT OF INVESTMENT PROMOTION PROGRAM AT MISSIONS ABROAD FOR FY 88
TRADE TRACKING PROGRESS REPORT OF INVESTMENT ACTIVITIES AND RESULTS

433 - OSLO

NORWAY

TRACKING:

ACTIVITIES UNDERTAKEN IN QUARTER

RESULTS REPORTED

QUARTER : 1

- 1.VISIT TO ICELAND TO ENCOURAGE INTEREST IN CANADA;CORPORATE LIAISON VISITS.
- 2.DIRECT MAIL TO LEADING NORWEGIAN FIRMS INTERESTED IN THE CDA-USA FREE TRADE AGREEMENT AND IMPACT ON INVESTMENT.
- 3.ON-GOING CORPORATE LIAISON VISITS IN NORWAY.
- 4.INVESTMENT SEMINAR ON AQUACULTURE DIRECTED TOWARDS NORWEGIAN FIRMS ATTENDING AQUACULTURE INTERNATIONAL IN VANCOUVER.

- 1.TWO ICELANDIC FIRMS (AXIS OF ICELAND & MAREL) HAVE MADE SPECIFIC ENQUIRIES FOR JOINT VENTURE PARTNERS IN CANADA.
- 2.CONTINUED INTEREST IN AQUACULTURE DEVELOPMENT IN CANADA WITH GROWING AWARENESS OF EAST COAST OPPORTUNITIES.

QUARTER : 2

Continued corporate liaison visits in Oslo area. Attend ONS '88 and work in Canadian delegation on potential joint ventures in Canada (related to Hibernia).
Corporate liaison visits in Stavanger region to both companies and banks. (Project 7081).
Norwegian aquaculture delegation attending AQUACULTURE INTERNATIONAL in Canada.

Developing downturn in Norwegian economy has led to tightening up of capital available for overseas expansion of Norwegian industry. However, several oil and gas firms are actively pursuing joint ventures in Canada related to Hibernia dvlpmt. Stavanger banks also expressed some potential interest. Nrwn gn deleg'n to AQUACULTURE INTER'L identified sev. opportunities for dvlpmt with growing interest in Canada's East Coast.

QUARTER : 3

QUARTER : 4
