

REPT40  
90/06/26

QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM  
AT MISSIONS ABROAD FOR FISCAL YEAR 89  
FORECAST OF KEY ACTIVITIES AND ANTICIPATED RESULTS STATED IN MISSION'S ANNUAL PLAN

POST :502-HONG KONG

SECTOR :005-ADVANCED TECH. PROD. & SERV  
HONG KONG

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

SUB-SECTOR:TELECOM, DATACOM, SAT, SPACECOM

CABLE TV NETWORK EQUIPMENT SUPPLY CONTRACT  
AT LEAST 1 OR 2 SUPPLIERS WILL BE SECURED

MOBILE DATA NETWORK - FIRE SERVICES 2ND GENERATION  
AT LEAST 1 OR 2 SUPPLIERS WILL BE SECURED

COMMTEL ASIA'90, DEC 4-7  
OBTAIN OFFICIAL CANADIAN PARTICIPATION WITH 15 TO 20 COMPANIES IN 1990

SUB-SECTOR:COMPUTERS HARD/SOFTWARE & COMP

HOSPITALS INFORMATION SYSTEM (4 MILLION)

URBAN COUNCIL LIBRARY AUTOMATION (3 MILLION)

RHK POLICE COMPUTER ASSISTED FINGERPRINT IDENTIFICATION SYST

HK INLAND REVENUE DEPT - AN APPLICATION DEVELOPMENT TOOL(1M)

CO-SPONSORSHIP OF SOFTWARE EXH 89,&/OR AUTOTECH 89 OR SIM EV  
LOCAL PUBLICITY OF CANADIAN PRODUCTS

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 Interest companies in participating in Commtel Asia in Dec 89.  
Assist Cdn companies with three contracts being pursued.  
Info booth at Internepcon and mission.

Thus far some 10 Cdn co's will participate in Commtel Asia in Dec. 89.  
2 contracts awarded for hitech eqpt and services and one pending.

QUARTER: 2 Mission of 9 company reps in electronic components sector and participation in Internepcon Trade Fair. Technical/sales seminar was also held.

-About 10 million Canadian dollars sales has been identified and will be concluded in 2 yrs.  
-5 local agency agreements will be established  
-market potential for Cdn electronic components suppliers appears to be strong in HK.