

PROGRAM RESULTS: AFRICA & MIDDLE EAST

BUSINESS ACTIVITY

During the January - March 1989 period, seventeen posts reported the following business activity:

1. 86 EXPORT SALES WORTH \$ 371 MILLION
2. 50 NEW BUYING CONNECTIONS/AGENCY AGREEMENTS WORTH \$ 38 MILLION
3. 10 NEW JOINT VENTURE/LICENCING AGREEMENTS WORTH \$ 5 MILLION
4. 0 FOREIGN INDUSTRIAL AND COMMERCIAL INVESTMENT IN CANADA
5. 2 CANADIAN INVESTMENTS WORTH \$ 800,000
6. 14 TECHNOLOGY TRANSFERS WORTH \$ 11.3 MILLION

HIGHLIGHTS:

- \$ 10 million sale of simulator components (Kuwait)
- \$ 6 million contract for water projects (Cairo)
- \$ 3 million sale of microwave equipment (Kuwait)
- \$ 11.5 million sale of locomotives (Rabat)
- \$ 6.8 million sale of modular water treatment system (Harare)
- Four sales of lumber worth \$ 88 million (Algiers)

KEY STATISTICS: for the seventeen posts reporting workload information

	<u>MISSIONS REPORTING TO</u>	
	GAT	GMT
No. Trade Enquiries	Cdn	2631
	Local	1592
No. Investment Enquiries	Cdn	15
	Local	28
No. Business Visitors	Cdn	487
	Local	698