

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

POST :502-HONG KONG

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 3 Software - Major mission of 11 companies. Technical presentations and individual meetings. Commtel 89 - 12 co's(26 reps)displayed products at Commtel show. Major reception co-hosted by Mitel, NT and Mission. Major speech by DOC/Cda.

-Approx C\$1 million software products sold.
-As a result of participation in Commtel, Cdn companies estimate that some \$2 million will be sold over the next year.

QUARTER: 4 -----

MOBILE DATA NETWORK - FIRE SERVICES AND CERTAIN AT LEAST 7 OR 8 SUPPLIERS WILL BE REQUIRED

WEEK IN 1989

COMMIT ASIA'89, DEC 4-7
DETAILS OFFICIAL CANADIAN PARTICIPATION WITH 12 TO 20 COMP

SUB-SECTOR:COMPUTER HARDWARE & CON

WORLD'S INFORMATION SYSTEM (\$ MILLION)

UNION COLLEGE LIBRARY AUTOMATION (\$ MILLION)

THE POLICE COMPUTER ASSISTED FINGERPRINT IDENTIFICATION SYST

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

CO-OPERATION OF SOFTWARE FOR 8086 AUTOCH 80 OR 218 EV
LOCAL PROSPECTS OF CANADIAN PRODUCTS

QUARTERLY RESULTS REPORTED:

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

Thus far seven to ten co's will participate in Commtel Asia in Dec. 89. 5 contracts awarded for ITech expo and services and one pending.

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

About 10 other Canadian doctors will be participating and will be concluded in 3 yrs. 2 local agency agreements will be established. Further potential for electronic agreements. Negotiations ongoing to be strong in 89.

QUARTER: 2 Mission of 9 company reps in electronic computer sector and participation in Interpcom Trade Fair. Technological seminar was also held.