

**PROGRAM RESULTS: ALL REGIONS**

**BUSINESS ACTIVITY**

During the April-June 1988 period, eighty-one posts submitted quarterly reports identifying the following business activity:

1. 421 EXPORT SALES WORTH \$1525 BILLION
2. 372 NEW BUYING CONNECTIONS/AGENCY AGREEMENTS
3. 34 NEW JOINT VENTURES/LICENCING AGREEMENTS WORTH \$140 MILLION
4. 30 FOREIGN INDUSTRIAL AND COMMERCIAL INVESTMENTS IN CANADA WORTH \$139 MILLION
5. 10 CANADIAN INVESTMENT INITIATIVES ABROAD WORTH \$20 MILLION
6. 32 TECHNOLOGY TRANSFERS WORTH \$71 MILLION

**HIGHLIGHTS:**

- o \$65 million sale of Capelin (Tokyo)
- o \$45 million sale of 2 Challenger aircrafts & spares (Beijing)
- o \$43 million joint venture in hi-resolution graphics (Washington)
- o \$28 million sale of locomotives (Jakarta)
- o \$25 million investment in territory for salt (Chicago)
- o \$23 million sale of engineering services (Santiago)

**KEY STATISTICS:** for the eighty-one posts having submitted a quarterly report

MISSIONS IN:	Missions		No. Confirmed Export Sales	Value Confirmed Export Sales(\$M)
	Total	Reporting		
Africa & Middle East	18	13	32	884
Asia & Pacific	19	17	95	229
Europe	28	27	80	38
Latin America & Caribbean	14	12	47	74
United States	<u>13</u>	<u>12</u>	<u>167</u>	<u>300</u>
	92	81	421	1525

	Trade Enquiries		Investment Enquiries		Business Visitors	
	Cdn	Local	Cdn	Local	Cdn	Local
Africa & Middle East	3917	2897	136	225	875	1400
Asia & Pacific	7225	9755	359	461	2568	3969
Europe	8960	7723	374	686	2324	1981
Latin America & Caribbean	3657	3152	60	80	534	1087
United States	<u>6892</u>	<u>5483</u>	<u>234</u>	<u>1784</u>	<u>2695</u>	<u>2757</u>
	30651	29010	1163	3236	8996	11194