

PROGRAM RESULTS: AFRICA & MIDDLE-EAST

BUSINESS ACTIVITY

During the January - March 1993 period fourteen posts reported the following business activity:

- 63 EXPORT SALES WORTH \$1473.12 MILLION
- 24 NEW BUYING CONNECTIONS / 11 AGENCY AGREEMENTS
- 5 NEW JOINT VENTURES WORTH \$2.3 MILLION / 1 LICENSING AGREEMENT WORTH \$3 MILLION
- 1 CANADIAN INVESTMENT IN TERRITORY
- 12 TECHNOLOGY TRANSFERS WORTH \$5.91 MILLION

HIGHLIGHTS:

- \$ 9 million sale of Telecom Switching Equipment (Riyadh)
- \$ 5 million Canadian technology transfer of Remote Sensing Equipment (Riyadh)
- \$ 3 million new licencing agreement for Baby Food Formula (Amman)
- \$ 2 million sale of Petroleum Equipment & Assistance (Lagos)
- \$ 1.4 million sale of Helicopters (Algiers)
- \$ 0.7 million sale of Training Services Contract (Tunis)

KEY STATISTICS: for the fourteen posts reporting workload information

Missions Reporting To

		GBT
No. Trade Enquiries	Cdn	4250
	Local	4643
No. Investment Enquiries	Cdn	23
	Local	59
No. Business Visitors	Cdn Pr / Pub	579 / 70
	Local Pr / Pub	1024 / 501