

## PROGRAM RESULTS: EUROPE & MULTILATERAL

### BUSINESS ACTIVITY

During the April - June 1993 period twenty-six posts reported the following business activity:

- 48 EXPORT SALES WORTH \$49 MILLION
- 30 NEW BUYING CONNECTIONS / 85 AGENCY AGREEMENTS
- 9 NEW JOINT VENTURES WORTH \$5 MILLION / 3 LICENSING AGREEMENTS WORTH \$1 MILLION
- 10 FOREIGN INDUSTRIAL AND COMMERCIAL INVESTMENTS IN CANADA WORTH \$272.46 MILLION
- 16 CANADIAN INVESTMENTS IN TERRITORY WORTH \$23 MILLION
- 13 TECHNOLOGY TRANSFERS WORTH \$1 MILLION

### HIGHLIGHTS:

- \$ 15 million licensing agreement for Oil (Athens)
- \$ 12.56 million sale of oceanic flight processing equipment (Lisbon)
- \$ 10 million sale of durum wheat (Warsaw)
- \$ 5 million new joint venture airbag gas generator (Munich)
- \$ 3 million investment in Canada of natural stone processing (The Hague)
- \$ 2 million new joint venture of paging network (Warsaw)

**KEY STATISTICS:** for the twenty-six posts reporting workload information

#### Missions Reporting To

|                          |                | RBT       | RWT        |
|--------------------------|----------------|-----------|------------|
| No. Trade Enquiries      | Cdn            | 1450      | 6062       |
|                          | Local          | 722       | 6445       |
| No. Investment Enquiries | Cdn            | 52        | 227        |
|                          | Local          | 41        | 388        |
| No. Business Visitors    | Cdn Pr / Pub   | 432 / 39  | 1457 / 461 |
|                          | Local Pr / Pub | 444 / 130 | 1797 / 233 |