

REPORT #5
88/10/21

QUARTERLY PROGRESS REPORT OF INVESTMENT PROMOTION PROGRAM AT MISSIONS ABROAD FOR FY 88
FORECAST OF KEY INVESTMENT ACTIVITIES AND ANTICIPATED RESULTS STATED IN MISSION'S ANNUAL PLAN

601 - BOSTON

UNITED STATES OF AMERICA

PLANNING:

ACTIVITIES PROPOSED IN POST PLAN

ANTICIPATED RESULTS

COMM. & INFORM. EQP. & SERV COMPUTERS, SOFTWARE & SYSTEMS
ESTABLISH PERSONAL CONTACT IN EACH COMPANY THAT HAS REQUESTED INFORMA-
TION FOLLOWING AD CAMPAIGN. SERVICE THEIR INQUIRIES THOROUGHLY.

TWO INVESTMENT LEADS.

EDUCATION, MEDICAL, HEALTH PROD HOSP. & MEDICAL EQUIP, INSTRUM.
DURING FOLLOW-UP WITH 150 COMPANIES, DETERMINE THOSE COMPANIES HAVING
INVESTMENT POTENTIAL.

ONE INVESTMENT LEAD IN 88/89. TWO IN 89/90

EDUCATION, MEDICAL, HEALTH PROD PHARMACEUTICALS, BIOTECHNOLOGY
IN CONJUNCTION WITH POST PROGRAM ON TECHNOLOGY INFLOW, PROMOTE JOINT
R&D & EQUITY INVESTMENT AS MECHANISMS TO EFFECT TECHNOLOGY TRANSFER
TO CANADA.

ONE INVESTMENT LEAD IN 88/89.

NON SECTORALLY ORIENTED ACTIVITIES

WORKING WITH CDN INVESTMENT DEALERS, POST IDENTIFIED 25 MONEY MANAGERS
WHO WERE INVITED TO SENIOR EXEC. INVEST. SEMINAR IN OCT/87. EIGHT REPS
FROM BOSTON ATTENDED. DURING NEXT FY POST WILL CONCENTRATE ITS EFFORTS
ON DEVELOPMENT CONTACTS WITH THESE 25 COMPANIES.

BETTER KNOWLEDGE OF CDN INVESTMENT CLIMATE
ADDITIONAL PORTFOLIO INVESTMENT.

WILL BE INFORMED FOR OUR SEMINAR
LIES IN WORKING IN THE YEAR 88. THESE COMINGS
COMMONLY REPRESENTATION ON BIO-TECHNOLOGY ACTI-
VIZATION HAS VERGED TO CO-SPONSOR WORKING WITH
UNIVERSITIES BIOTECH COMMITTEE. THE FOLLOWING COM-
MISED BELIEVE COMINGS AT THE SEMINAR HAVE IN
RECENTLY Hired TECHNOLOGY OFFICER HAS BRINGI-

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