

PROGRAM RESULTS: ALL REGIONS

BUSINESS ACTIVITY

During the October-December 1987 period, eighty-five posts submitted quarterly reports identifying the following business activity:

1. 547 EXPORT SALES WORTH \$1214 MILLION
2. 498 NEW BUYING CONNECTIONS/AGENCY AGREEMENTS
3. 52 NEW JOINT VENTURES/LICENCING AGREEMENTS WORTH \$104.8 MILLION
4. 56 FOREIGN INDUSTRIAL AND COMMERCIAL INVESTMENTS IN CANADA WORTH \$1238.4 MILLION
5. 17 CANADIAN INVESTMENT INITIATIVES ABROAD WORTH \$62.2 MILLION
6. 38 TECHNOLOGY TRANSFERS WORTH \$38.8 MILLION

HIGHLIGHTS:

- o \$100 million sale of locomotives (Lagos)
- o Various investments in Canada worth \$810 million (Hong Kong)
- o \$8 million sale of helicopter simulator (Bonn)
- o \$55 million sale of Dash-8 aircraft (Bridgetown)
- o \$30 million sale of meat processing plant (Cleveland)
- o \$23 million sale of satellite station (Quito)
- o \$50 million sale of Linear Low Density Polyethylene Plant (Beijing)

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

<u>MISSIONS IN:</u>	<u>Missions</u>		<u>No. Confirmed Export Sales</u>	<u>Value Confirmed Export Sales(\$M)</u>
	<u>Total</u>	<u>Reporting</u>		
Africa & Middle East	18	14	46	170
Asia & Pacific	19	17	167	351
Europe	28	28	92	84
Latin America & Caribbean	14	13	79	214
United States	13	13	163	395
	<u>92</u>	<u>85</u>	<u>547</u>	<u>1214</u>

	<u>Trade Enquiries</u>		<u>Investment Enquiries</u>		<u>Business Visitors</u>	
	<u>Cdn</u>	<u>Local</u>	<u>Cdn</u>	<u>Local</u>	<u>Cdn</u>	<u>Local</u>
Africa & Middle East	3485	2837	53	177	588	1553
Asia & Pacific	6898	10152	383	1487	3087	3887
Europe	7356	6196	397	748	2040	2403
Latin America & Caribbean	4036	2983	53	45	806	1061
United States	7697	5430	259	2102	2177	3367
	<u>29472</u>	<u>27598</u>	<u>1145</u>	<u>4559</u>	<u>8698</u>	<u>12271</u>