

REPORT #5
88/10/21

QUARTERLY PROGRESS REPORT OF INVESTMENT PROMOTION PROGRAM AT MISSIONS ABROAD FOR FY 88
TRADE TRACKING PROGRESS REPORT OF INVESTMENT ACTIVITIES AND RESULTS

409 - BERNE

SWITZERLAND

TRACKING:

QUARTER : 1

IPAC SEMINARS IN GENEVA AND ZURICH.
VISIT OF MINISTER WILSON.

DESPITE INTENSIVE COMPETITION BOTH EVENTS HAD
RESPECTABLE TURNOUT OF POTENTIAL SWISS INVESTORS
(60 & 90). QUALITY OF PRESENTATIONS GENERALLY
GOOD (1 NOTABLE EXCEPTION). TIMING WAS POOR AS
OIL MARKET CONTINUED ON DOWNWARD TREND. DUE TO
CHANGE IN VISIT TIME UNABLE TO PROVIDE MIN.
WILSON AS SPEAKER TO INVESTMENT GROUP. WE WERE
ABLE TO INCLUDE VISITS TO THREE KEY PRIVATE
BANKS.

QUARTER : 2

QUARTER : 3

QUARTER : 4

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ACTIVITIES UNDERTAKEN IN QUARTER
RESULTS REPORTED