

437 - LONDON

UNITED KINGDOM

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER

RESULTS REPORTED

QUARTER : 1

-SERVICING OF CO'S POSITIVELY RESPONDING TO 9  
MAR MAILOUT TO 170 OF \$400M+ TURNOVER.  
-ELECTRONICS SEMINAR FOLLOW UP. -ADDITIONAL  
CORPORATE MAILOUT JUNE 19 TO CO'S OF BETWEEN  
\$200 AND \$400M. -SERVICING DHS INVEST. PROSPECTS  
-CONTINUING RESPONSIVE WORKLOAD.  
-PREPARATION OF SECTOR PROFILES.  
-NEWFOUDLAND ENGINEERING MISSION.

-OF 17 RESPONSES, 2 CO'S ACTIVELY ENGAGED IN  
ACQUISITION SEARCHES, 1 STILL CONSIDER. ACQUI-  
SITION, REMAINDER BEING PROVIDED INFO. -ANTICIPA-  
TED MAILOUT TO 1600 CO'S AWAITS PROVISION INFO  
FR OTTAWA. -INITIAL RESPONSES. -7 ACQUISITION  
POSSIBILITIES REFERRED TO MCLEOD YOUNG, 2 GREEN-  
FIELD AND 1 J.-V. BEING SERVICED. -13 PROFILES  
HAVE BEEN PREPARED, 5 FOREST PRODUCTS, 4 METALS  
& MINERALS, 3 FOOD & 1 OIL AND GAS. -NUMBER OF  
J.-V'S DISCUSSED.

QUARTER : 2

A) IMPLEMENTATION OF WINVEST TRACKING SYSTEM.  
B) FOLLOW-UP TO JUNE BANKING SEMINARS.  
C) ORIENTATION OF FALL COMMUNICATIONS CAMPAIGN.  
D) ELECTRONICS SEMINAR FOLLOW-UP AND DIRECT  
MAIL.

A) PARINVEST II BOOT-UP AND COMMENCEMENT OF  
TOMBSTONE DATA ENTRY AND ACTIVE FILE CLASSIFI-  
CATION; B) STRATEGIC CONTACT LIST DEVELOPMENT &  
BEGINNING OF PROGRAMME OF REGULAR INFORMATION  
FLOW ON CDN INVESTMENT ISSUES; C) SELECTION OF  
PRINCIPAL VEHICLES (SUPPLEMENTS IN GUARDIAN AND  
DAILY TELEGRAPH) AND COPY; LINK & MANAGEMENT BB  
ADS; D) MAIL OUT OF 1100: WORKING WITH DRIE ON  
KEY TARGETS AMONG 49 SEMINAR ATTENDEES.

QUARTER : 3

INFO BOOTH & INVESTMENT PROSPECTING AT CON-  
FEDERATION OF BRITISH INDUSTRY ANNUAL CONFERENCE  
& EXHIB.; (02)ENTREPRENEURIAL IMMIGRATION PROS-  
PECTING PROG.; (03)"CD:OPEN FOR BUSINESS" REG.  
SEMINAR SERIES UNDERWAY; (04)INVESTMENT PROSPEC-  
TING AT INTERPLAS 87 TRADE FAIR; (05)SPECIAL CDA  
SUPPLEMENTS IN MAJOR UK DAILIES; (06)CORPORATE  
LIAISON ACTIVITY IN CONJUNCTION WITH MIN WILSON  
VISIT; (07)DEVELOP SUBSTANTIVE DATABASE OF UK  
SUBSIDIARIES IN CDA; (08)ACTIVE LIAISON WITH PROV

10 INVESTMENT LEADS  
20 POTENTIAL LEADS AT SEMINARS IN N. ENGLAND  
40 SEMINAR ATTENDEES IN BOURNEMOUTH  
7 INVESTMENT ENQUIRIES  
DAILY TELEGRAPH, FINANCIAL TIMES, THE GUARDIAN  
RECEP, ROUND TABLE WITH INTER., HOP DIN. WITH CEOS  
DATA GATHERING UNDERWAY  
EXCHANGE OF 88/9 PROGRAMME PLANS WITH PROVINCES  
PLANNING FOR 88/9 BUDGET REQUIREMENTS  
IN PROCESS

QUARTER : 4

AUTOPARTS TARGETTED PROSPECTING  
INFO BOOTH AT OCEANOLOGY 88  
CONTINUATION OF REGIONAL "DOING BUSINESS WITH  
CANADA" SEMINARS  
BIOTECH MATCHMAKING PROJECT.

FOLLOW UP WITH FOUR SERIOUS PROSPECTS  
THREE INVESTMENT PROSPECTS CURRENTLY BEING  
DEVELOPED.  
60 "SUSPECTS" PARTICIPATED AT NEWCASTLE, 3 MARCH  
17 NEAR-TERM AND 13 LONGER-TERM CANDIDATES  
IDENTIFIED; FOLLOW-UP INITIATED FOR JUNE RETURN  
VISIT.