

PROGRAM RESULTS: ALL REGIONS

BUSINESS ACTIVITY

During the January - March 1988 period, 75 posts submitted quarterly reports identifying the following business activities:

- 54 EXPORT SALES WORTH \$89 MILLION
- 49 NEW BUSINESS CONNECTIONS/AGENCY AGREEMENTS
- 31 NEW JOINT VENTURE/LICENSING AGREEMENTS WORTH \$6.1 MILLION
- 24 FOREIGN INDUSTRIAL AND COMMERCIAL INVESTMENTS IN CANADA WORTH \$32.4 MILLION
- 17 CANADIAN INVESTMENTS ABROAD WORTH \$36 MILLION
- 15 TECHNOLOGY TRANSFERS WORTH \$11.3 MILLION

HIGHLIGHTS

SECTION I

\$ 290 million investment into Canada's largest industrial (Tokyo)

\$ 105 million of aircraft sale (Tokyo)

SUMMARY OF PROGRAM

\$ 41.2 million sale of digital switching equipment (Ankara)

\$ 34 million sale of electrical equipment

RESULTS

\$ 27 million sale of subscriber radio systems (Nairobi)

\$ 27 million sale of pipemill equipment (Bogota)

\$ 20.9 million sale of secondary equipment (Davao)

\$ 15 million sale of an aircraft engine (Manila)

\$ 15 million sale of seed potatoes (Rabat)

\$ 10 million sale of cancer treatment equipment (Brasilia)

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

REGIONAL DISTRICT	MISSIONS		NUMBER REPORTED EXPORT SALES		VALUE CONFIRMED EXPORT SALES (\$M)	
	TOTAL	REPORTING	Qtr	Total	Qtr	Total
Africa & Middle East	17	13	48		131	
Asia Pacific	19	15	75		719	
Europe	27	23	127		130	
Latin America & Caribbean	14	12	76		33	
United States	13	13	222		228	
	90	76	528		638	
			INVESTMENT INITIATED		BUSINESS VISITORS	
			Qtr	Total	Qtr	Total
Africa Middle East	1305	4279	75	475	56	457
Asia Pacific	8578	14095	202	434	1349	7664
Europe	1230	4393	294	400	706	2761
Latin America & Caribbean	3775	2997	68	36	86	853
United States	2625	8124	181	822	2322	3175
	13263	34425	632	2533	2675	12710