

520 - TOKYO

JAPAN

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER

RESULTS REPORTED

QUARTER : 1

AUTO PARTS INCOMING MISSION
ELECTRICAL MACHINES INCOMING MISSION
BIOTECHNOLOGY INCOMING MISSION
DRIE INVESTMENT PROSPECTING MISSIONS TO JAPAN
BANKING OUTREACH ACTIVITIES
PUBLIC RELATIONS ACTIVITIES
CORPORATE LIAISON ACTIVITIES

DEFERRED PENDING MATURATION OF BANKING OUTREACH PROGRAM & OTHER INVEST PROSPECTING EFFORTS IN AUTO PARTS SECTOR. (2)DEFERRED PENDING DRIE ELECTRICAL MACH SECT VISIT TO JAPAN IN FALL OF 88 (3)DEFERRED PENDING FURTHER CORPORATE LIAISON ACTIVITIES IN SECTOR. (4)NO ACTIVITIES IN QUARTER. (5)ORGANIZED SUMITOMO BANK INTERNAL INVEST SURVEY MISSIONS:SUCCESSFUL 2 WK VISIT TO KEY CDN LOCATIONS & IND CONTACTS.(6)OVERSAW SUMMARY BROCHURE & PROSPECTUS CDA BROCHURE.

QUARTER : 2

1.Auto parts mission to Japan.
2.DRIE investment prospecting mission to Japan.
3.Banking outreach activities.
4.Public relations activities.
5.Corporate liaison activities.

1.Deferred pending j.v. workshop in Cdn in late 88. 2.ACKP/Bower visit to MITI,banks,trading coys in Sept. 3.Successful Bank of Tokyo internal invstmt survey mission;10 days sectorally oriented program,yielding specific invstmt prospects currently being promoted by BOT officers. 4.Conceived & negotiated co-op program for printing/funding FTA brochure with key banks/trading coys;assisted in publica'n by Sumitomo Bank of "Invstmt in Cda" book.5.Individual contact with

QUARTER : 3

1. MITI Investment Mission to Canada. 2. DRIE investment prospecting mission to Japan. 3. Study of sectoral investment trends in U.S.A.,post FTA. 4. Ranking outreach activities. 5. Participation in Invex 88. 6. Public relations activities. 7. Corporate liaison activities.

1. deferred to 1989. 2. Successful visits by IITI(Watkins/Burke)& GSTM(Robinson/Terry).Industry presentations & co.calls which led to solid opport.for follow-up. 3.Cancelled in absence of funding. 4.Obtained agreement of Sumitomo Trust & Bank for '89 mission. 5.Exhibition cancelled. 6.Designed & obtained funding support for comprehensive FTA Comm.Strategy. 7.On-going management of and active particip.in prog.;91 inv.pros. currently on-file;44 compl.invest.in most recent

QUARTER : 4

1.Sumitomo Bank mission of customers
2.Internal mission of bank officers
3.Support of ISTC missions
4.Public Relation activities
5.Corporate Liaison activities

1.Deferred to 1989/90
2.Mitsubishi Bank mission completed
3.Rick Bower visit, review of industrial cooperation agreements, meetings with major investment contacts.
4.Implemented major elements of FTC communications (Amb. Richie visit, Amb. Steers press conference, newspaper ads, direct mail)
5.Ongoing management of 94 investor prospects