REPORT #5 88/03/17 QUARTERLY PROGRESS REPORT OF INVESTMENT PROMOTION PROGRAM AT MISSIONS ABROAD FOR FY 87
TRADE TRACKING PROGRESS REPORT OF INVESTMENT ACTIVITIES AND RESULTS

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NORWAY

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TRACKING:

ACTIVITIES UNDERTAKEN IN QUARTER

## QUARTER: 1

-34 MEMBER NEWFOUNDLAND & LABRADOR OFFSHORE OIL & GAS MISSION VISITED NORWAY TO PROMOTE JOINT-VENTURE. -CDN MINISTER OF STATE FOR SCIENCE & TECHNOLOGY LED MISSION TO EXAMINE JOINT-VENTURES TECHNOLOGY TRANSFERS & SCIENTIFIC EXCHANGES. -EXEC. V.P. OF INVEST.CDA MET WITH NORWEGIAN INTERLOCUTORS TO STRESS CANADA'S OPEN FOR BUSINESS POLICY AND EXAMINE PROCEDURES FOR INVESTMENT.

## QUARTER : 2

AQUACULTURE INVESTMENT SEMINAR IN CONJUNCTION WITH THE PROVINCE OF BRITISH COLUMBIA AND 3 LEADING NORWEGIAN BANKS WAS ORGANIZED AND IMPLEMENTED BY THE POST.
CANADA NORWAY OFFSHORE WORKING GROUP MISSION TO CANADA.

## QUARTER: 3

CORPORATION LIAISON VISITS ON LEADING NORWEGIAN COMPANIES WITH INVESTMENT POTENTIAL AS WELL AS NORWEGIAN BANKS & DISTRIBUTION OF CDA/USA FREE TRADE AGREEMENT INFORMATION TO POTENTIAL INVESTORS. (02) CORPORATE LIAISON VISITS & INVESTMENT SEMINAR IN ICELAND.

## **GUARTER: 4**

-FIRM INTEREST BY NORWEGIAN CO'S. AWAITING ANNOUNCEMENT ON HIBERNIA DEVELOPMENT. 16 JOINT-VENTURES PENDING. -KEEN INTEREST BY 7 LARGEST NORWEGIAN FIRMS WHO MET WITH MINISTER. REQUEST PRECISE INFORMATION ON VARIOUS ASPECTS OF INVESTIG IN CANADA. -NORWEGIAN INDUSTRIAL FUND WILL SUPPORT NORWEGIAN INVESTMENT IN CANADA.

RESULTS REPORTED

OVER 100 PARTICIPANTS REGISTERED FOR THE SEMINAR WHICH ALLOWED FOR AN EXCELLENT EXCHANGE BETWEEN CDN COS & POTEN'L NRWGN INVSTRS. WHILE B.C. REC'D PRIMARY FOCUS, EAST COAST POTEN'L WAS ALSO IDENTIFIED WITH MORE INTEREST BEING SHOWN BY NRWGN INVSTRS IN THIS REGION OF CDA AS WELL. MEMBERS OF NRWGN DELEGA'N MET WITH CDN COS IN AN ATTEMPT TO FIND POSSIBLE JV PARTNERS. INITIAL INDICATIONS ARE THAT MORE COOPERATION IS POSSIBLE.

AQUACULTURE CONTINUES TO PLAY LARGE ROLE IN NORWAY/CDA INVESTMENT DEVELOPMENT. GROWING INTEREST AS RESULT OF CDA/USA FREE TRADE AGREEMENT HOWEVER, NORWEGIAN ECONOMY BEGINNING TO SLOW DOWN WHICH MAY IMPACT ADVERSELY ON FOREIGN INVESTMENT OPPORTUNITIES. (12) NEW REGULATIONS ALLOWING ICELANDIC FIRMS TO INVEST ABROAD MAY HAVE POSITIVE RESULTS FOR CDA.