

**PROGRAM RESULTS: AFRICA & MIDDLE EAST**

**BUSINESS ACTIVITY**

During the January - March 1989 period, seventeen posts reported the following business activity:

1. 86 EXPORT SALES WORTH \$ 371 MILLION
2. 50 NEW BUYING CONNECTIONS/AGENCY AGREEMENTS WORTH \$ 38 MILLION
3. 10 NEW JOINT VENTURE/LICENCING AGREEMENTS WORTH \$ 5 MILLION
4. 0 FOREIGN INDUSTRIAL AND COMMERCIAL INVESTMENT IN CANADA
5. 2 CANADIAN INVESTMENTS WORTH \$ 800,000
6. 14 TECHNOLOGY TRANSFERS WORTH \$ 11.3 MILLION

**HIGHLIGHTS:**

- \$ 10 million sale of simulator components (Kuwait)
- \$ 6 million contract for water projects (Cairo)
- \$ 3 million sale of microwave equipment (Kuwait)
- \$ 11.5 million sale of locomotives (Rabat)
- \$ 6.8 million sale of modular water treatment system (Harare)
- Four sales of lumber worth \$ 88 million (Algiers)

**KEY STATISTICS: for the seventeen posts reporting workload information**

	<u>MISSIONS REPORTING TO</u>		
		GAT	GMT
No. Trade Enquiries	Cdn	2631	2188
	Local	1592	3279
No. Investment Enquiries	Cdn	15	76
	Local	28	734
No. Business Visitors	Cdn	487	602
	Local	698	1315