

PROGRAM RESULTS: ALL REGIONS

BUSINESS ACTIVITY

During the January - March 1993 period, eighty-two posts submitted quarterly reports identifying the following business activities:

- 505 EXPORT SALES WORTH \$2269.23 MILLION
- 139 NEW BUYING CONNECTIONS / 168 AGENCY AGREEMENTS
- 38 NEW JOINT VENTURES WORTH \$23.8 MILLION / 7 LICENSING AGREEMENTS WORTH \$4 MILLION
- 22 FOREIGN INDUSTRIAL AND COMMERCIAL INVESTMENTS IN CANADA WORTH \$164.35 MILLION
- 29 CANADIAN INVESTMENTS ABROAD WORTH \$218.8 MILLION
- 65 TECHNOLOGY TRANSFERS WORTH \$8.17 MILLION

HIGHLIGHTS:

- \$ 100 million investment in territory for Hotel Development (Prague)
- \$ 90 million investment in Canada to Manufacture Auto Seats (Detroit)
- \$ 75 million sale of Diesel Locomotives (Sydney)
- \$ 30 million investment in territory for Wastewater Treatment Firm (Milan)
- \$ 23 million sale of Air Traffic Control Radars (New Delhi)
- \$ 20 million sale of Telephone Equipment (Guatemala)
- \$ 11.8 million sale of Multiplexers and Modems (Atlanta)
- \$ 10 million sale of Oil Separation System (Bogota)
- \$ 5 million Canadian technology transfer of Remote Sensing Equipment (Riyadh)
- \$ 3 million new licencing agreement for Baby Food Formula (Amman)

KEY STATISTICS: for the eighty-two posts having submitted a quarterly report

REGIONS	MISSIONS		NUMBER CONFIRMED		VALUE CONFIRMED	
	TOTAL	REPORTING	EXPORT SALES		EXPORT SALES (\$M)	
Africa & Middle East	17	14	63		1473	
Asia & Pacific	20	17	88		262	
Europe & Multilateral	29	27	83		217	
Latin America & Carriibbean	14	13	60		110	
United States	<u>13</u>	<u>11</u>	<u>211</u>		<u>207</u>	
	93	82	505		2269	
REGIONS	TRADE ENQUIRIES		INVESTMENT ENQUIRIES		BUSINESS VISITORS	
	Cdn	Local	Cdn	Local	Cdn Pr / Pub	Loc Pr / Pub
Africa & Middle East	4250	4643	23	59	579 / 70	1024 / 501
Asia & Pacific	8956	12185	170	323	3350 / 606	5936 / 971
Europe & Multilateral	8053	8608	344	700	1867 / 542	1732 / 402
Latin America & Carriibbean	7276	8841	88	54	2023 / 318	5555 / 447
United States	<u>7222</u>	<u>4655</u>	<u>138</u>	<u>372</u>	<u>2679 / 396</u>	<u>2446 / 420</u>
	35757	38932	763	1508	10498/1932	16693/2741