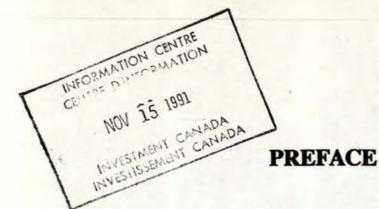
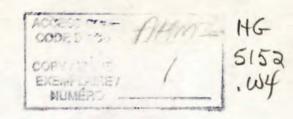
WEST GERMAN INVESTMENT IN CANADA 1985-1990







The analysis in this report is based on investments filed with Investment Canada, either as notices of non-reviewable investments or as applications for review, in the period June 30, 1985 to March 31, 1990. The primary purpose of the analysis is to identify investors' locational and sectoral preferences as reflected in their investment decisions.

For completeness, the analysis is based on frequency of investments (number of transactions) and asset values. However, the frequency data are much more useful for purposes of analysis. The asset value data are of limited value in indicating investors' preferences for a number of reasons. The values used are not transaction values. They are planned investments in the first or second year of operations in the case of new business investments and the book value of the Canadian business in the case of acquisitions. The value data are also significantly skewed by a few large acquisitions. Finally, the data have not been adjusted to eliminate proposed transactions that are known not to have been implemented. This latter weakness in the database is not statistically significant with respect to the analysis based on frequency of investments but does further distort the analysis based on asset values.

Also for completeness the data include direct, indirect and incidental investments although each section contains a separate analysis based only on direct investments. Direct investments are investments for the establishment of new businesses and acquisitions of Canadian businesses, either through the acquisition of their voting interests or assets, where the transaction took place in Canada but exclude those acquisitions where the Canadian transaction was part of, or incidental to, a larger international transaction. The latter are referred to in this report as incidental investments. An indirect investment is the acquisition of control of a Canadian business through

acquisition of control of its parent outside Canada. It will be obvious to readers that indirect and incidental investments are of limited value in analyzing investors' preferences for locations within Canada as in most cases the primary focus of such investments are business operations in one or more other countries.

Two further qualifications of the data and hence the analysis based on it should be noted. First, within the Investment Canada database each investment is identified with a single province - the one with the largest number of employees of the business being acquired. In many cases, there are other provinces in which the acquired business has significant operations. Second, the data for urban centres were compiled on the basis of postal codes and the definitions of urban centres were those used by Canada Post. These definitions are somewhat narrower than the definitions of Census Metropolitan Areas used by Statistics Canada.

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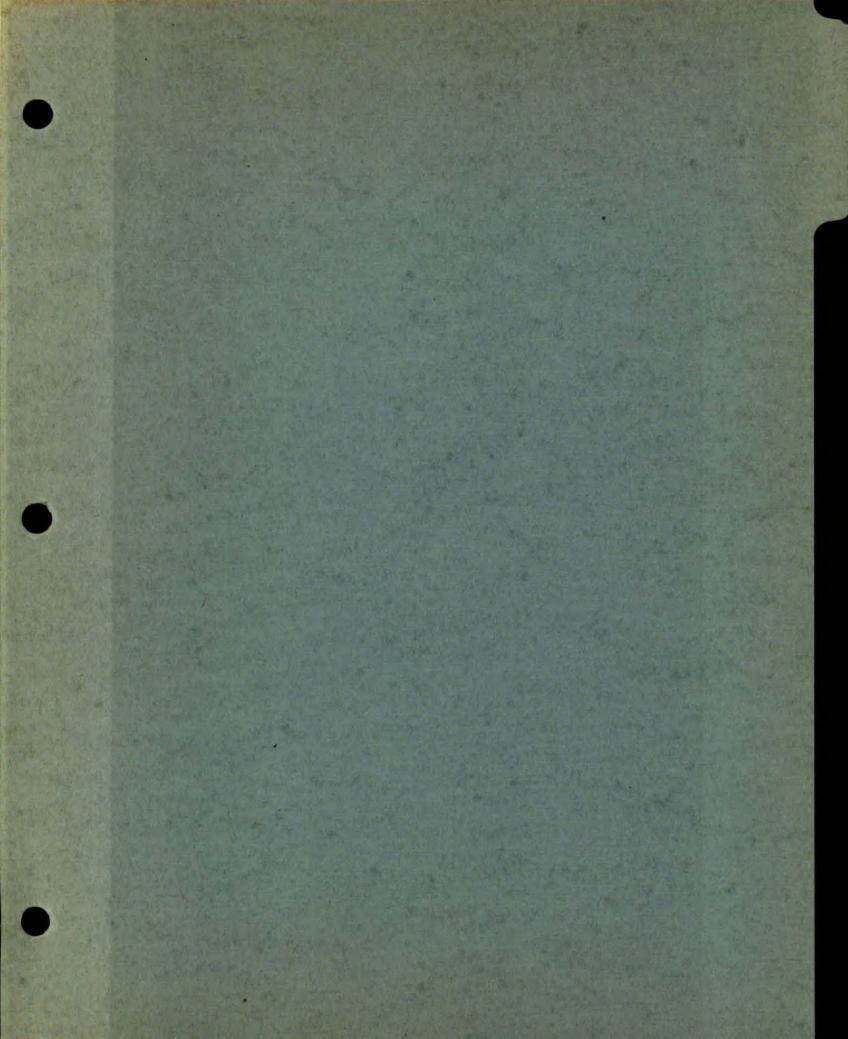
File #	Region: Summary	Investment Type	Measurement
1.00	Executive Summary - Canada: An Overview		
1.10	Canada: Graphical Summary:		
1.20 1.21	Comparison of Provinces	All Direct	Assets & Frequ. Assets & Frequ.
1.30 1.31	Types of Investment	All & Direct All & Direct	Assets Frequencies
1.40 1.41 1.42 1.43	· Industry Sectors	All All Direct Direct	Assets Frequencies Assets Frequencies
1.50	Canada: Spreadsheet Summary		
2.00	Nova Scotia: An Overview		
2.10	Nova Scotia: Graphical Summary:		
2.20 2.21	Overview	Direct Direct	Assets Frequencies
2.50	Nova Scotia: Spreadsheet Summary		
3.00	Quebec: An Overview		
3.10	Quebec: Graphical Summary:		
3.20 3.21 3.22 3.23	Overview	All All Direct Direct	Assets Frequencles Assets Frequencies
3.30 3.31	Types of Investment	All & Direct All & Direct	Assets Frequencies
3.40 3.41 3.42 3.43	Industry Sectors	Ali All Direct Direct	Assets Frequencies Assets Frequencies
3.50	Quebec: Spreadsheet Summary		
4.00	Ontario: An Overview		
4.10	Ontario: Graphical Summary:		•
4.20 4.21 4.22 4.23	Overview	All All Direct Direct	Assets Frequencies Assets Frequencies

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4.31	·	All & Direct	Frequencies
4.40	Industry Sectors	All	Assets
4.41		All	Frequencies
4.42		Direct	Assets
4.43		Direct	Frequencies
4.50	Ontario: Spreadsheet Summary		
5.00	Prairie Provinces: An Overview:		,
5.1	Prairie Provinces: Graphical Summary:		
5.10	Overview	Direct	Assets
5.12	•	Direct	Frequencies
5.13	Comparison of Provinces	Direct	Assets & Frequ. ,
5.17	Types of Investment	Direct	Assets & Frequ.
5.18	Industry Sectors	Direct	Assets
5.19		Direct	Frequencies
5.20	Prairie Provinces: Spreadsheet Summary		
	-		
5.3	Manitoba: Graphical Summary:		
5.30	Overview	Direct	Assets
5.31	Overview	Direct	Frequencies
5.50	Manitoba: Spreadsheet Summary		
5.6	Alberta: Graphical Summary:		
5.60	Overview	Direct	Assets
5.61	;	Direct	Frequencies
	M	Direct	Assets & Frequ.
5.62	Types of Investment	Difect	Assets & Fiequ.
5.63	Industry Sectors	Direct	Assets
5.64		Direct	
5.70	Alberta: Spreadsheet Summary		
6.00	British Columbia: An Overview		
6.1	British Columbia: Graphical Summary:		
		Dimen	Assets
6.10 6.11	Overview	Direct Direct	Frequencies
0.11		211001	-,
6.20	Types of Investment	Direct	Assets & Frequ.
6.30	Industry Sectors	Direct	Assets
6.31	•	Direct	Frequencies
6.50	British Columbia: Spreadsheet Summary		

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7.00	Urban Centres: An Overview		
7.1	Urban Centres: Graphical Summary		·
7.10 7.11 7.12 7.13	Overview	All All Direct Direct	Assets Frequencies Assets Frequencies
7.2	Montreal: Graphical Summary:		
7.20 7.21	Comparison with Quebec	Ali Direct	Assets & Frequ. Assets & Frequ.
7.22 _. 7.23	Types of Investment	All Direct	Assets & Frequ. Assets & Frequ.
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7.50	Toronto: Spreadsheet Summary		
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7.60	Comparison with Alberta	Direct	Assets & Frequ.
7.61	Types of Investment	Direct	Assets & Frequ.
7.62	Industry Sectors	Direct	Assets & Frequ.
7.70	Calgary: Spreadsheet Summary		
7.8	Vancouver: Graphical Summary:		
7.80	Comparison with B.C.	Direct	Assets & Frequ.
7.81	Types of Investment	Direct	Assets & Frequ.
7.82	Industry Sectors	Direct	Assets & Frequ.
7.90	Vancouver: Spreadsheet		



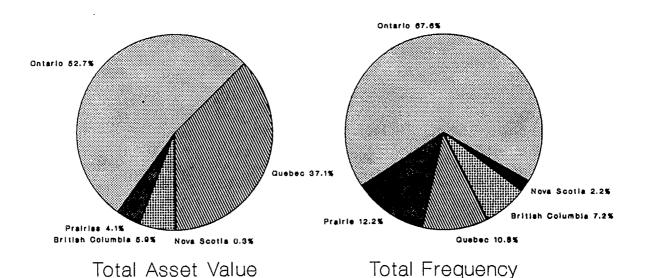
REGION:		TOTAL ASSET VALUE (000's):	TOTAL FREQUENCY:		
Canada	All Direct	1,337,965 732,780	139 125		
Nova Scotia	Direct	3383	3		
Quebec	All Direct	495,908 182,908	15 14		
Ontario	All Direct	705,685 413,500	94 81		
Manitoba	Direct	2,292	3		
Saskatchewan	Direct	1,000	1		
Alberta	Direct	50,998	13		
British Columbia	Direct	78 ,699	10		
MAJOR CITIES:					
Montreal	All Direct	333,075 20,075	6 5		
Toronto	All Direct	170,083 100,284	22 19		
Calgary	Direct	47,368	10		
Vancouver	Direct	37,305	5		

* REGIONAL FOCUS OF INVESTMENT

Ontario is the primary destination of the asset value of German investment receiving 53% of the Canadian total. Quebec (37%), British Columbia (6%), and Alberta (4%) follow. A negligible amount of investment is made in the Atlantic provinces.

Ontario is also by far the most frequent destination of German investment to Canada with 68% of the total investment transactions in Canada. Quebec (11%), Alberta (9%), and British Columbia (7%) ensue. Only three transactions each were targeted to the Nova Scotia and Manitoba. One transaction occurred in Saskatchewan.

One indirect acquisition in the Quebec man-made fibre and filament yarn industry comprises 63% of the total asset value of investment to Quebec and 23% of the total asset value of investment to Canada. This transaction tends to over emphasize the total Quebec asset value of investment.

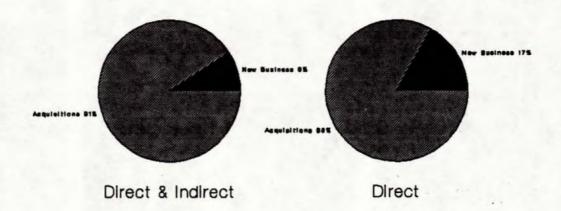


includes direct, indirect and incidental investment

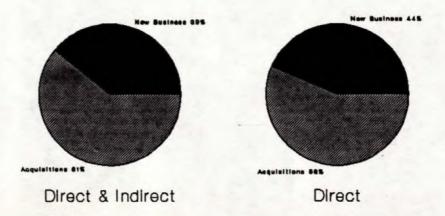
TYPES OF INVESTMENT

Direct investment comprises only 55% of the asset value and 89% of the frequency of all investment. New business accounts for a modest 17% of the asset value of direct investment. In contrast, 44% of the direct investment transactions involve new businesses. This discrepancy is attributable to the large indirect acquisition in Quebec and to the high frequencies and low asset values of new businesses initiated in manufacturing and wholesale trade sectors.

TOTAL ASSETS



TOTAL FREQUENCIES

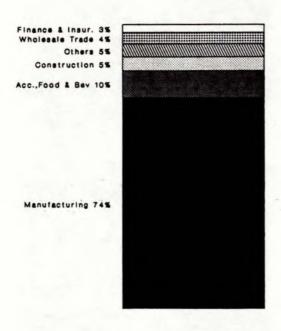


INDUSTRY SECTORS

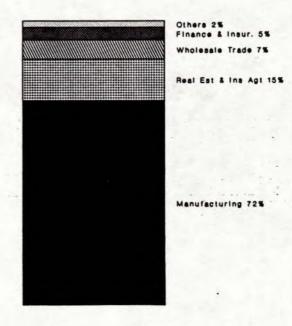
Manufacturing industries draw the greatest amount of German investment with 72% of the asset value and 42% of the frequency of total Canadian investment. According to the asset value of investment, real estate and insurance agents (12%) and wholesale trade (6%) are relatively minor. Wholesale trade attracts a relatively high frequency of investment, 25% of the Canadian total, though asset values are low. Real estate and insurance agents (9%) and accommodation, food and beverage (6%) are also frequent targets.

The large indirect acquisition in Quebec again influences these figures accentuating the asset value of investment in manufacturing and downplaying other industry sectors.

TOTAL ASSETS



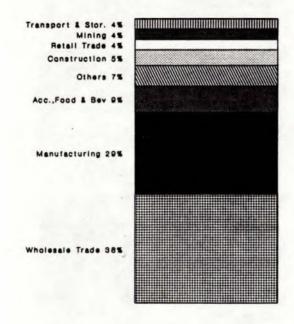
New Business includes direct, indirect and incidental investment



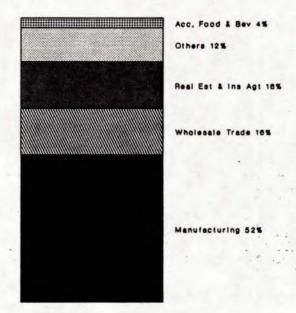
Acquisitions

WEST GERMANY - CANADA - AN OVERVIEW INDUSTRY SECTORS

TOTAL FREQUENCIES

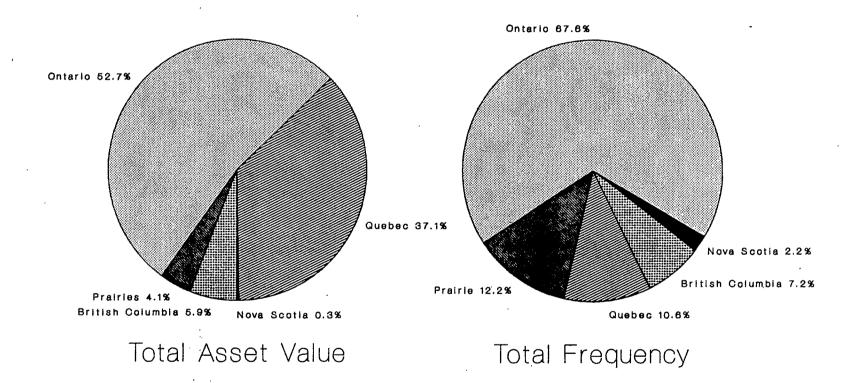


New Business includes direct, indirect and incidental investment



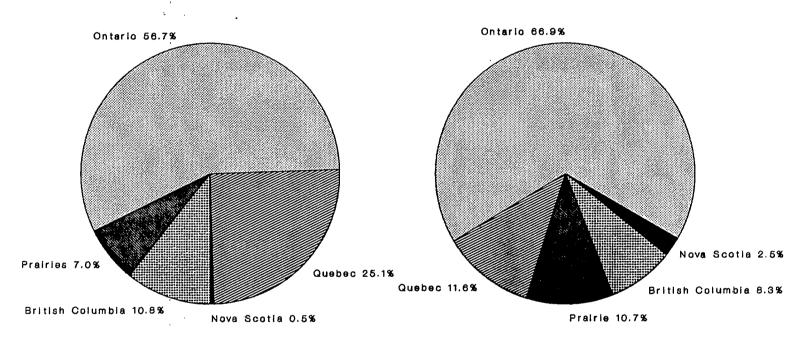
Acquisitions

W.GERMANY - CANADA 1985-1990 COMPARISON BETWEEN PROVINCES



includes direct, indirect and incidental investment

W.GERMANY - CANADA 1985-1990 COMPARISON BETWEEN PROVINCES

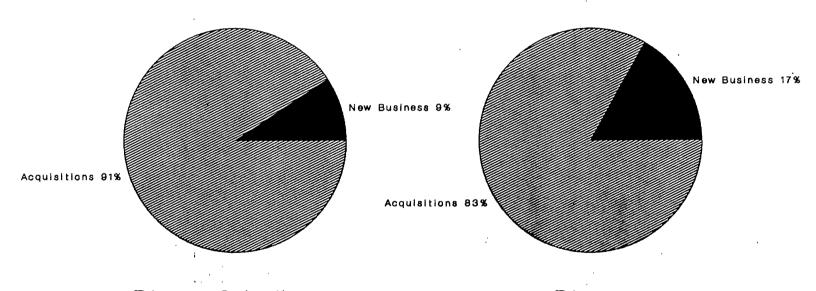


Total Asset Value

Total Frequency

direct investment only

W. GERMANY - CANADA 1985-1990 TYPES OF INVESTMENT TOTAL ASSETS

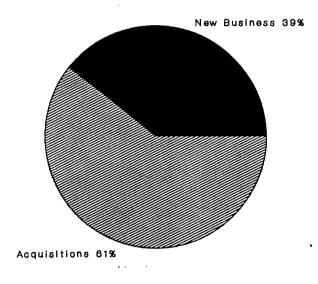


Direct & Indirect

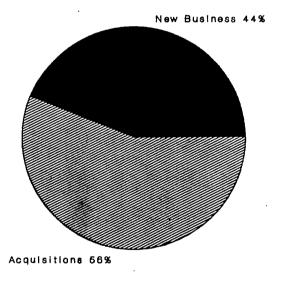
Direct

Direct investment comprises 55% of total investment in asset values.

W. GERMANY - CANADA 1985-1990 TYPES OF INVESTMENT TOTAL FREQUENCIES



Direct & Indirect



Direct

Direct investment comprises 89% of total investment transactions.

W. GERMANY - CANADA 1985-1990 INDUSTRY SECTORS TOTAL FREQUENCIES

Transport & Stor. 4%

Mining 4%

Retail Trade 4%

Construction 5%

Others 7%

Acc.,Food & Bev 9%

Manufacturing 29%

Wholesale Trade 38%

Acc, Food & Bev 4%
Others 12%

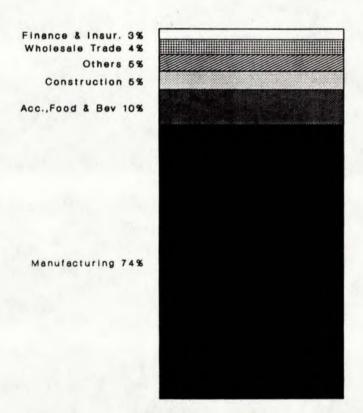
Real Est & Ins Agt 16%

Wholesale Trade 16%

Manufacturing 52%

includes direct, indirect and incidental investment

W. GERMANY - CANADA 1985-1990 INDUSTRY SECTORS TOTAL ASSETS



New Business

Others 2% Finance & Insur. 5% Wholesale Trade 7%

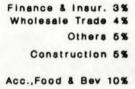
Real Est & Ins Agt 15%

Manufacturing 72%

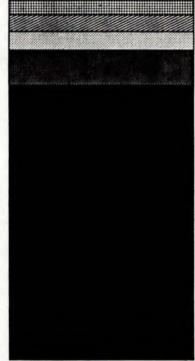
Acquisitions

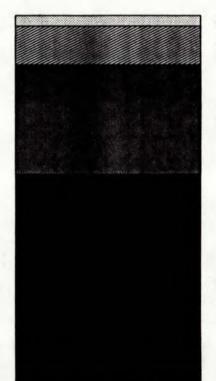
includes direct, indirect and incidental investment

W. GERMANY - CANADA 1985-1990 INDUSTRY SECTORS TOTAL ASSETS



Manufacturing 74%





Others 3% Wholesale Trade 10%

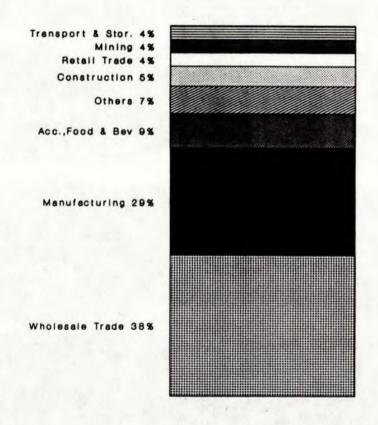
Real Est & Ins Agt 29%

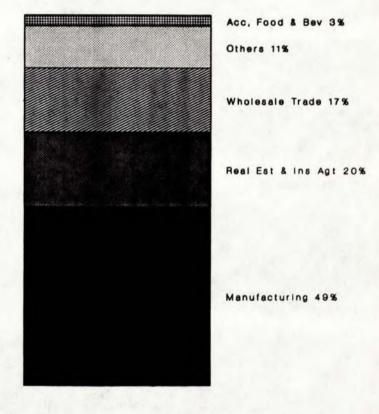
Manufacturing 57%

New Business direct investment only

Acquisitions

W. GERMANY - CANADA 1985-1990 INDUSTRY SECTORS TOTAL FREQUENCIES

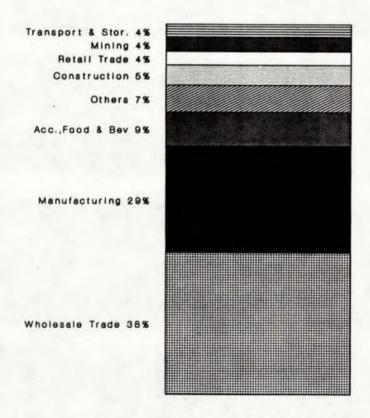




New Business direct investment only

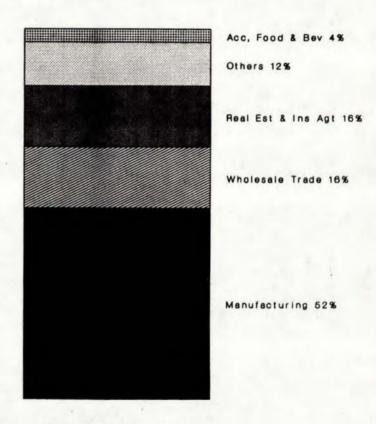
Acquisitions

W. GERMANY - CANADA 1985-1990 INDUSTRY SECTORS TOTAL FREQUENCIES

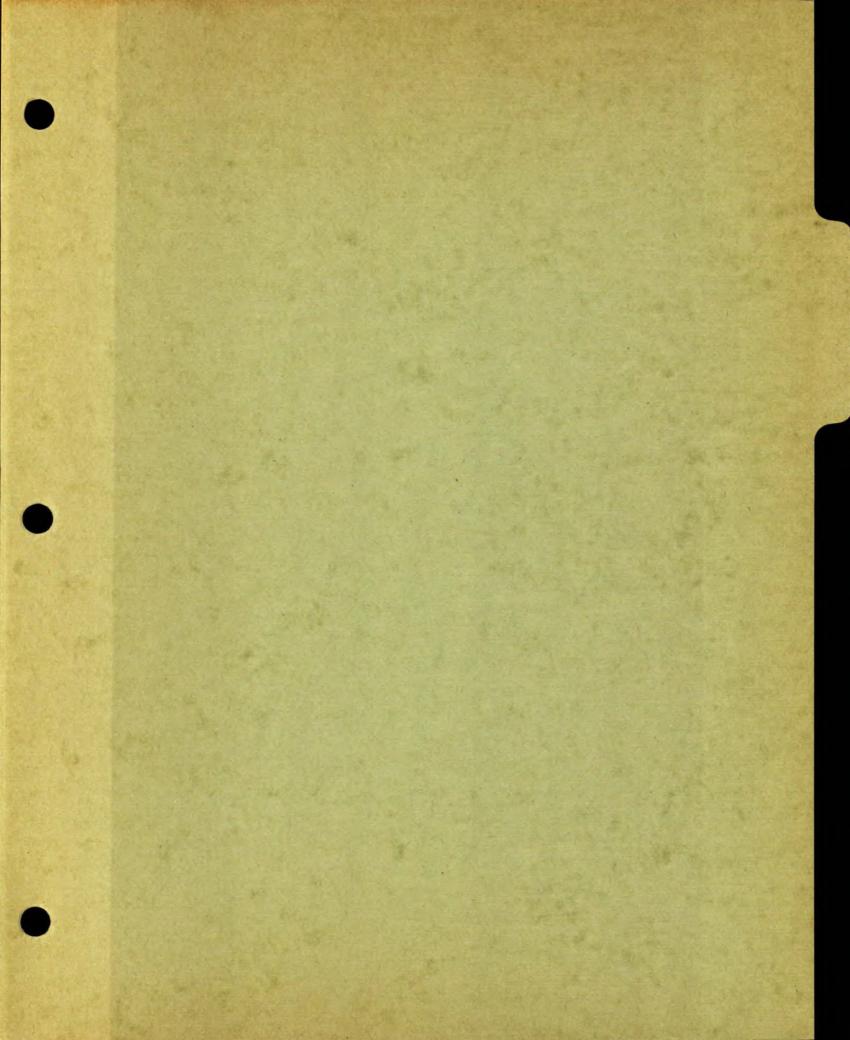


New Business

includes direct, indirect and incidental investment



Acquisitions

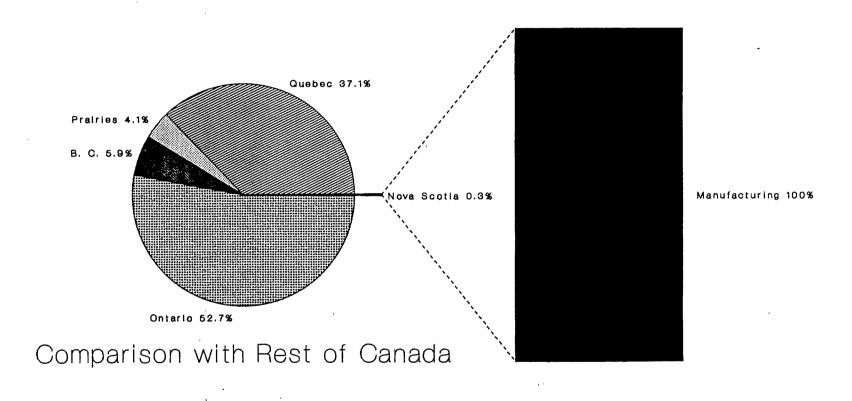


WEST GERMANY - NOVA SCOTIA - AN OVERVIEW

OVERVIEW

Three direct acquisitions were made in manufacturing industries comprising a negligible portion of the asset value and 2% of the frequency of investment to Canada. These investments also constitute all German investment to the Atlantic provinces.

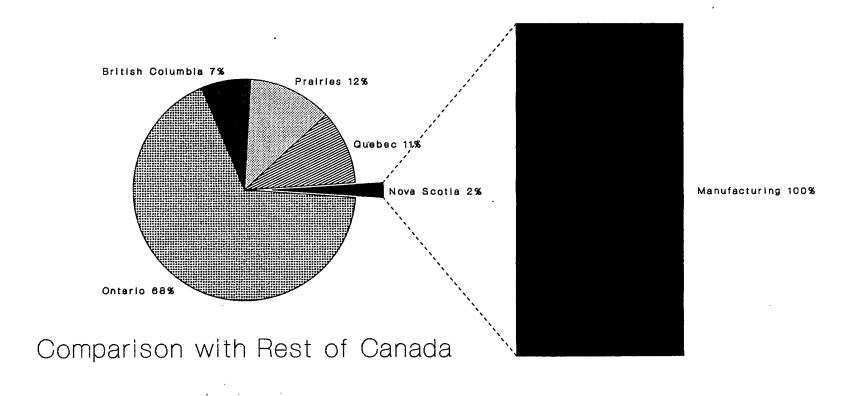
W. GERMANY - NOVA SCOTIA 1985-1990 OVERVIEW TOTAL ASSETS



Industrial Sectors

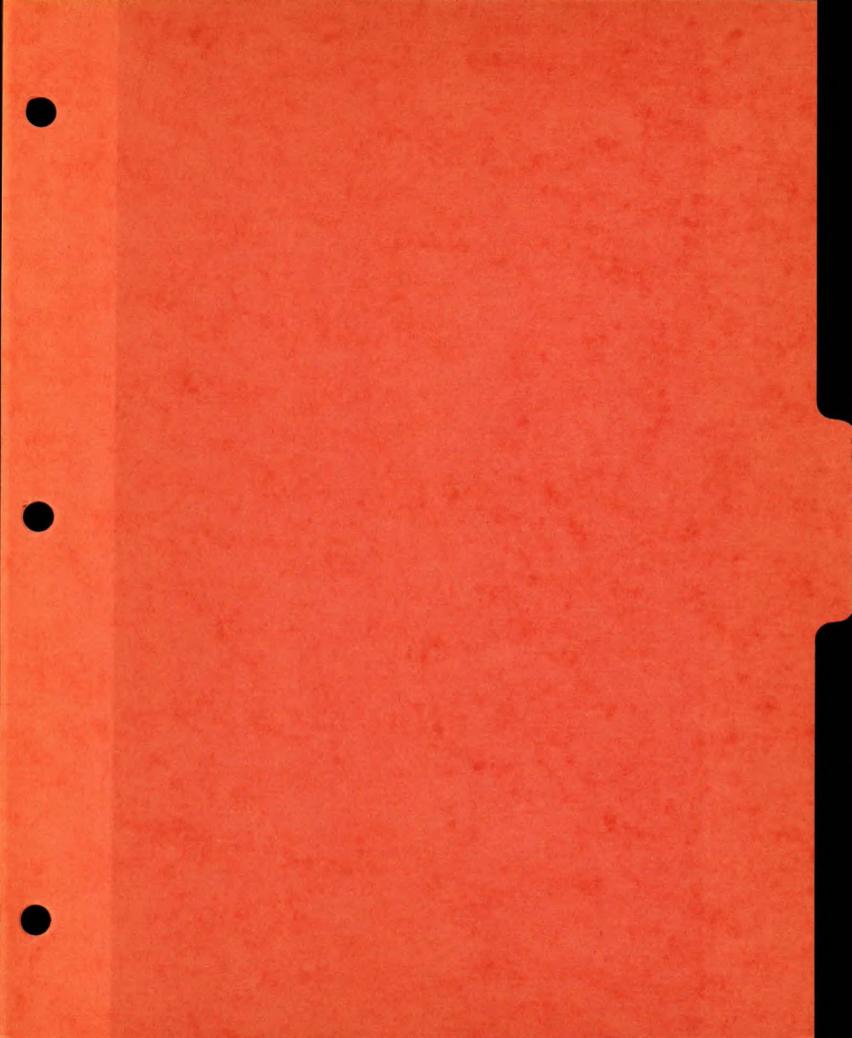
Three direct acquisitions in Nova Scotia were the only transactions occurring in the Atlantic provinces.

W. GERMANY - NOVA SCOTIA 1985-1990 OVERVIEW TOTAL FREQUENCIES



Industrial Sectors

Three direct acquisitions in Nova Scotia were the only transactions occurring in the Atlantic provinces.



WEST GERMANY - QUEBEC - AN OVERVIEW

OVERVIEW

Quebec is the destination of 37% of the asset value and 11% of the frequency of German investment in Canada. One major indirect acquisition in the man-made fibre and filament yarn industry (manufacturing) accounts for 63% of the asset value of investment to Quebec. If only direct investment is considered, Quebec receives a smaller portion, 25%, of the total asset value of investment to Canada.

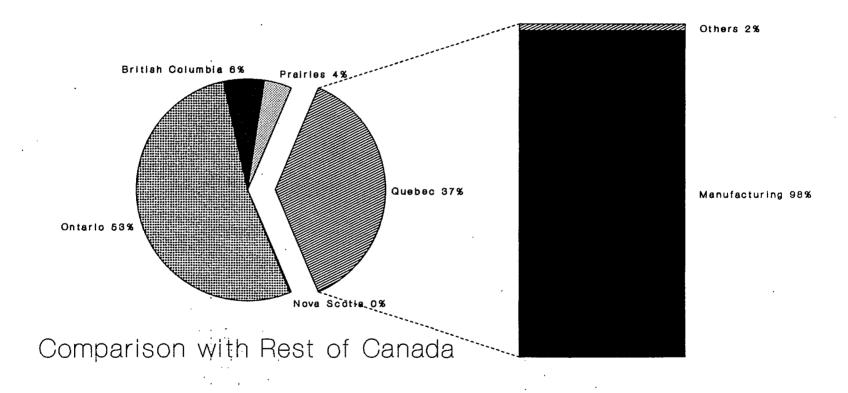
TYPES OF INVESTMENT

Only 37% of the asset value of investment to Quebec is direct; however, only the one major acquisition in the manufacturing industry is indirect. New businesses account for 48% of the asset value and 50% of the frequency of direct investment.

INDUSTRY SECTORS

Manufacturing is the primary industry for German investment attracting 98% of the asset value and 53% of the frequency of total investment to Quebec. Wholesale trade is also a frequent target (33%), even though the asset value of investment is relatively low (2%).

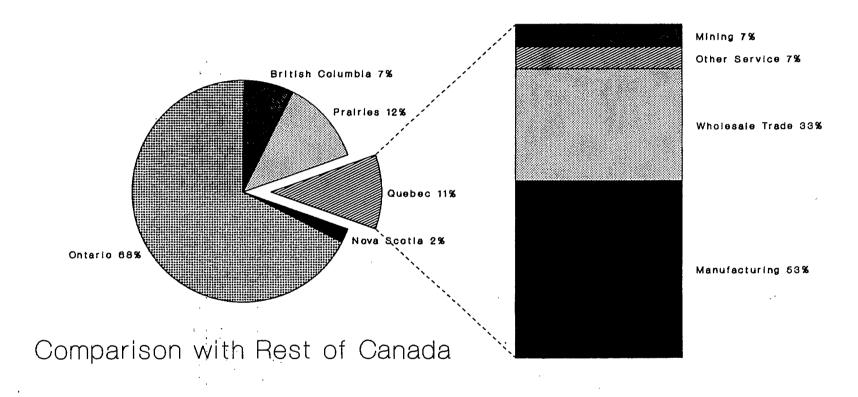
W. GERMANY - QUEBEC 1985-1990 OVERVIEW TOTAL ASSETS



Industrial Sectors

includes direct, indirect and incidental investment

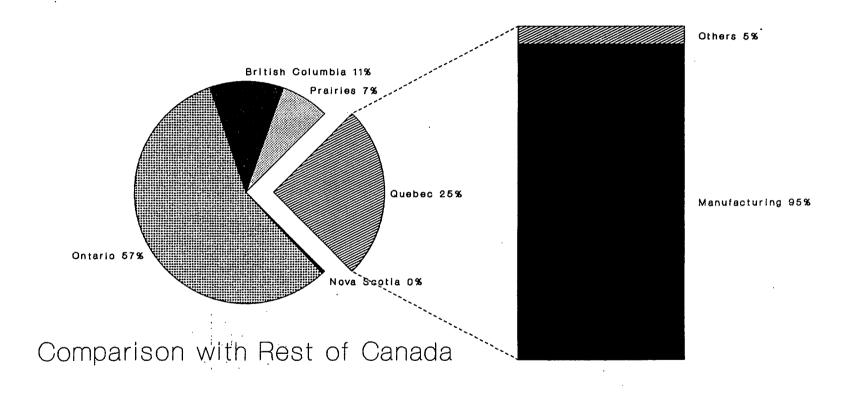
W. GERMANY - QUEBEC 1985-1990 OVERVIEW TOTAL FREQUENCIES



Industrial Sectors

includes direct, indirect and incidental investement

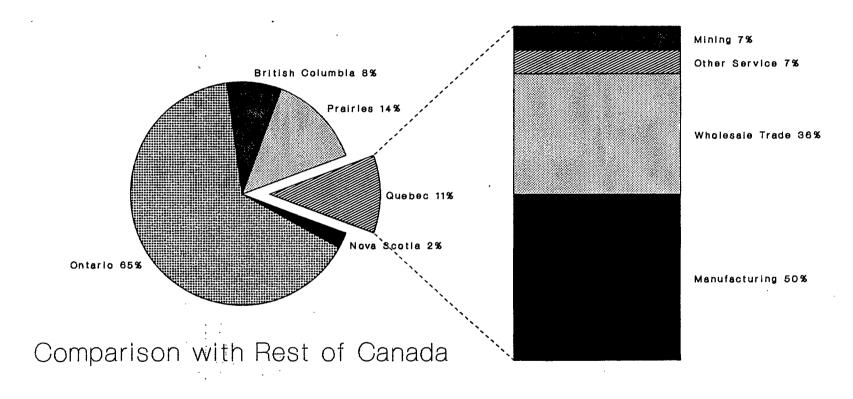
W. GERMANY - QUEBEC 1985-1990 OVERVIEW TOTAL ASSETS



Industrial Sectors

direct investment only

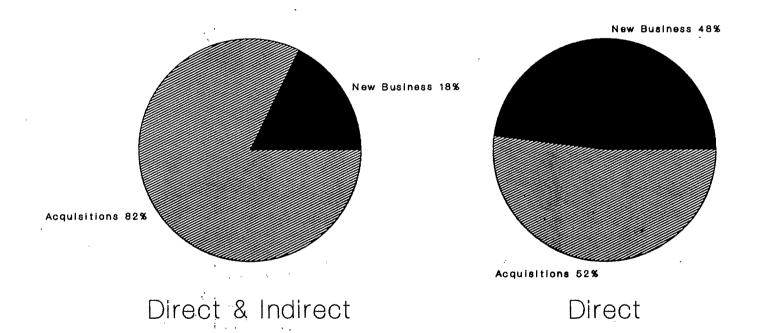
W. GERMANY - QUEBEC 1985-1990 OVERVIEW TOTAL FREQUENCIES



Industrial Sectors

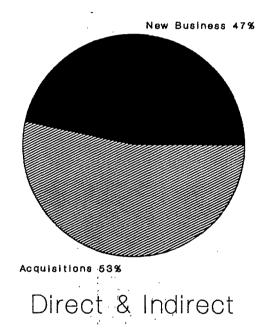
direct investment only

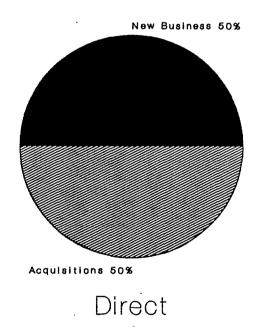
W. GERMANY - QUEBEC 1985-1990 TYPES OF INVESTMENT TOTAL ASSETS



Direct investment comprises 37% of total investment in asset values.

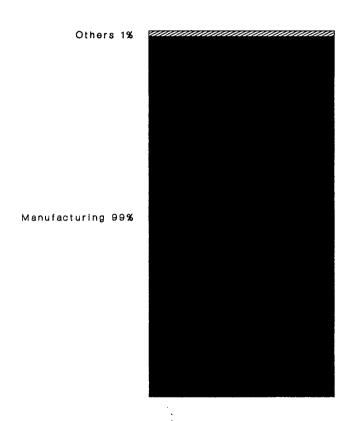
W. GERMANY - QUEBEC 1985-1990 TYPES OF INVESTMENT TOTAL FREQUENCIES





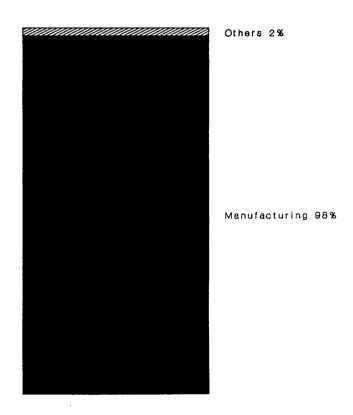
Direct investment comprises 93% of total frequency of investment.

W. GERMANY - QUEBEC 1985-1990 INDUSTRY SECTORS TOTAL ASSETS

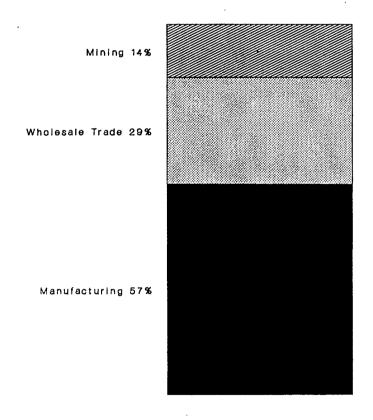


New Business

includes direct, indirect and incidental investment

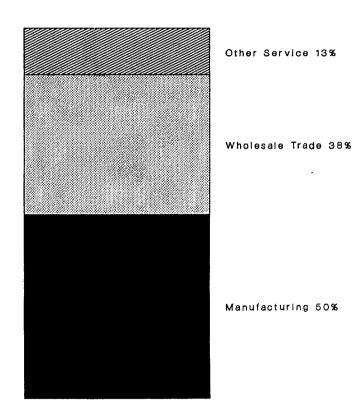


W. GERMANY - QUEBEC 1985-1990 INDUSTRY SECTORS TOTAL FREQUENCIES



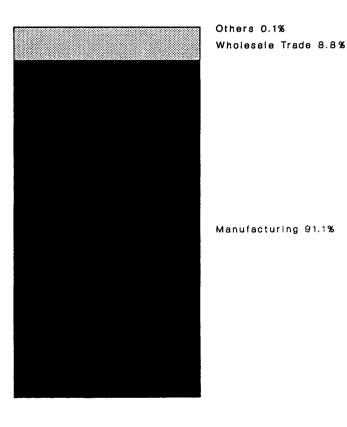
New Business

includes direct, indirect and incidental investment



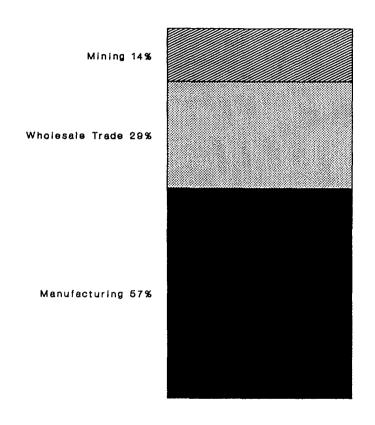
W. GERMANY - QUEBEC 1985-1990 INDUSTRY SECTORS TOTAL ASSETS





New Business direct investment only

W. GERMANY - QUEBEC 1985-1990 INDUSTRY SECTORS TOTAL FREQUENCIES



Wholesale Trade 43%

Manufacturing 43%

New Business direct investment only

Acquisitions



WEST GERMANY - ONTARIO - AN OVERVIEW

OVERVIEW

Ontario is a primary destination of German investment receiving, 53% of the total asset value and 68% of the total frequency of investment to Canada.

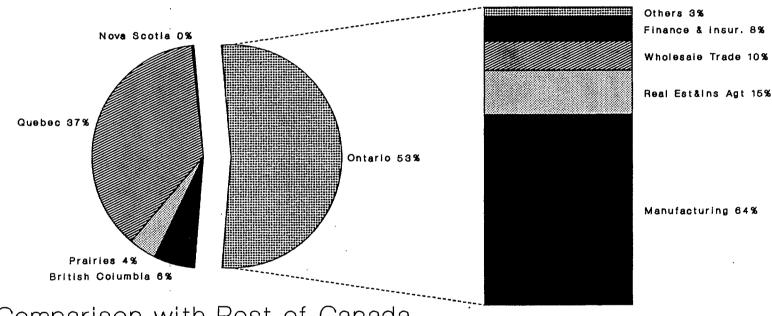
TYPES OF INVESTMENT

Direct investment comprises 59% of the asset value and 86% of the frequency of investment to Ontario. New business accounts for 5% of the asset value and 44% of the frequency of direct investment. The discrepancies between investment figures given by asset value and frequency are due to the high frequencies and low asset values of new businesses initiated in manufacturing and wholesale trade.

INDUSTRY SECTORS

Manufacturing is the primary target of German investment receiving 64% of the asset value and 46% of the frequency of investment to Ontario. According to the asset value of investment, real estate and insurance agents (15%), wholesale trade (10%), and finance and insurance (8%) are also notable. As usual, a high frequency of investment transactions (29%) relative to the asset value of investment occur in wholesale trade industries. Real estate and insurance agents (12%) are also popular destinations of German investment in Ontario.

W. GERMANY - ONTARIO 1985-1990 OVERVIEW TOTAL ASSETS

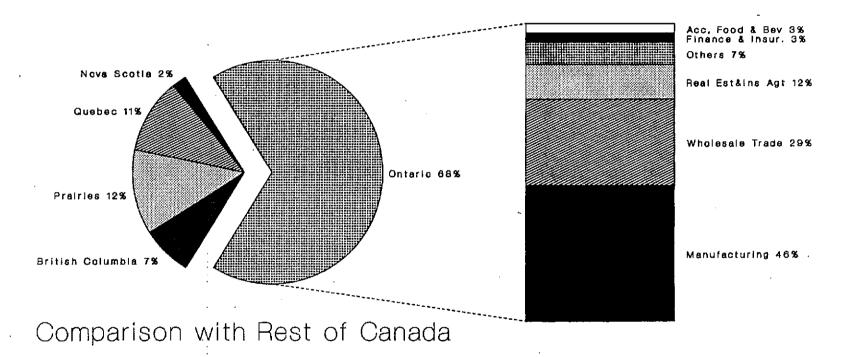


Comparison with Rest of Canada

Industrial Sectors

includes direct, indirect and incidental investment

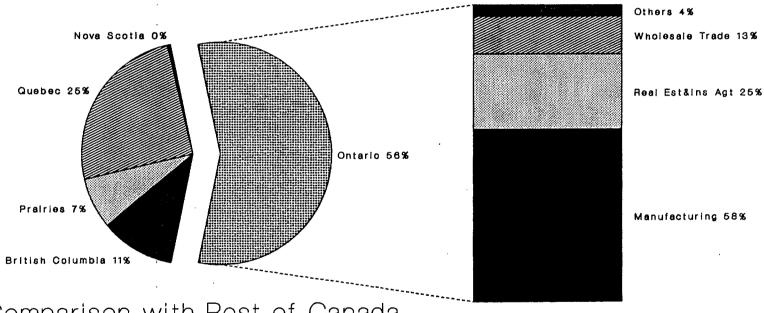
W. GERMANY - ONTARIO 1985-1990 OVERVIEW TOTAL FREQUENCIES



Industrial Sectors

includes direct, indirect and incidental investment

W. GERMANY - ONTARIO 1985-1990 OVERVIEW TOTAL ASSETS

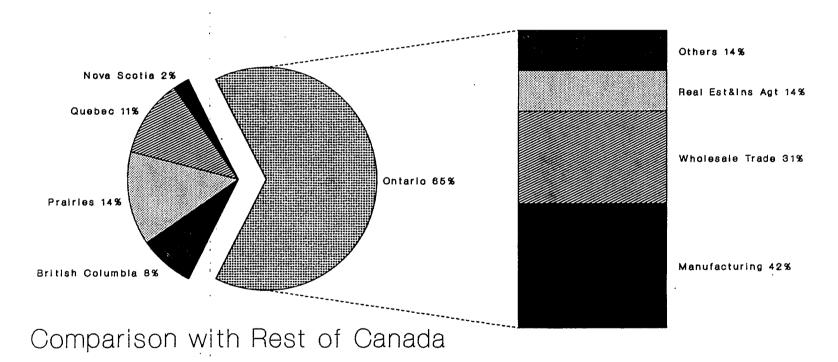


Comparison with Rest of Canada

Industrial Sectors

direct investment only

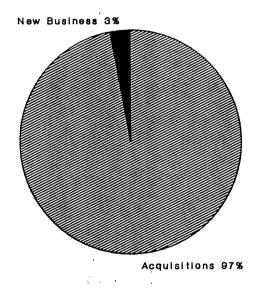
W. GERMANY - ONTARIO 1985-1990 OVERVIEW TOTAL FREQUENCIES



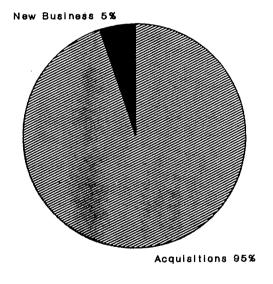
Industrial Sectors

direct investment only

W. GERMANY - ONTARIO 1985-1990 TYPES OF INVESTMENT TOTAL ASSETS



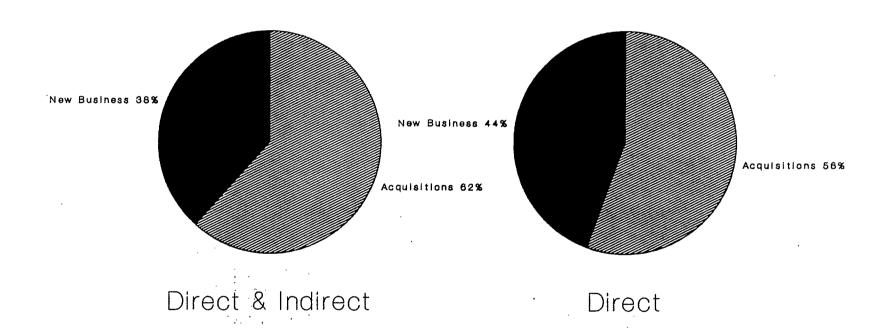
Direct & Indirect



Direct

Direct investment comprises 59% of total investment in asset values.

W. GERMANY - ONTARIO 1985-1990 TYPES OF INVESTMENT TOTAL FREQUENCIES



Direct investment comprises 86% of total frequency of investment.

W. GERMANY - ONTARIO 1985-1990 INDUSTRY SECTORS TOTAL ASSETS

Others 9%

Finance & Insur. 17%

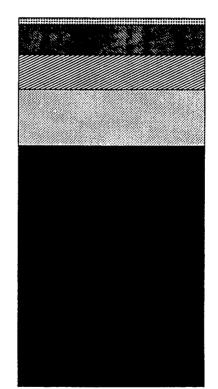
Manufacturing 17%

Wholesale Trade 22%

Acc, Food & Bev 36%

New Business

includes direct, indirect and incidental investment



Others 2% Finance & insur. 8%

Wholesale Trade 9%

Real Est & ins Agt 15%

Manufacturing 65%

Acquisitions

W. GERMANY - ONTARIO 1985-1990 INDUSTRY SECTORS TOTAL ASSETS

Others 9%
Finance & Insur, 17%

Manufacturing 17%

Wholesale Trade 22%

Acc, Food & Bev 36%

Others 1%

Wholesale Trade 12%

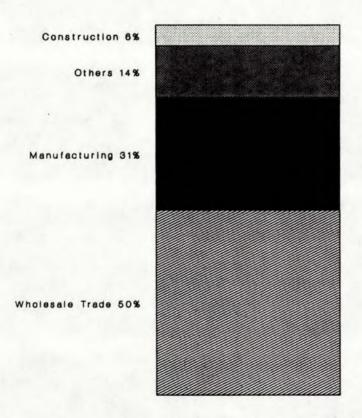
Real Est & Ins Agt 26%

Manufacturing 61%

New Business direct investment only

Acquisitions

W. GERMANY - ONTARIO 1985-1990 INDUSTRY SECTORS TOTAL FREQUENCIES



New Business

Others 10%

Wholesale Trade 16%

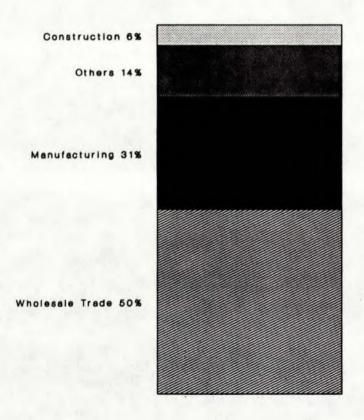
Real Est & Ins Agt 19%

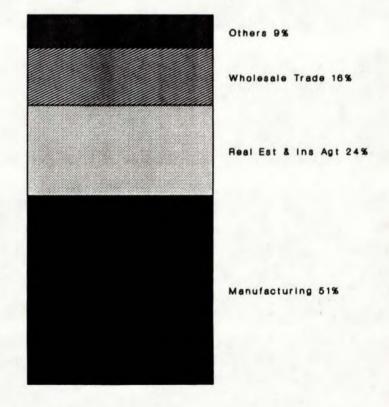
Manufacturing 55%

Acquisitions

includes direct, indirect and incidental investment

W. GERMANY - ONTARIO 1985-1990 INDUSTRY SECTORS TOTAL FREQUENCIES





New Business direct investment only

Acquisitions



WEST GERMANY - PRAIRIE PROVINCES - AN OVERVIEW

OVERVIEW

The Prairie provinces are the destination of 4% of the asset value and 12% of the frequency of German investment in Canada.

DIVISION BETWEEN PROVINCES

Alberta dominates with 94% of the asset value and 76% of the frequency of German investment to the Prairie provinces. Three transactions comprising 4% of the asset value of German investment to the Prairie provinces were targeted to Manitoba. Only one transaction comprising a minimal amount (2%) was directed to Saskatchewan.

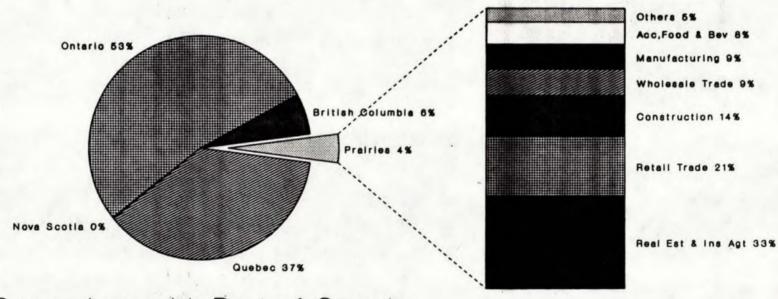
TYPES OF INVESTMENT

All German investment to the Prairies was direct. New business comprised 23% of the asset value and 46% of the frequency of this investment.

INDUSTRY SECTORS

According to their portion of the asset value of investment to the Prairies, real estate and insurance agents (33%), retail trade (21%), construction (14%), and manufacturing (9%) were the most significant industries targeted. Only one transaction, the direct acquisition of a non residential building operation, occurred in the real estate and insurance agents sector, though it is most significant in asset value. Manufacturing (18%), accommodation, food, and beverage (18%), construction (12%), and transportation and storage (12%) sectors were the most frequented industry sectors.

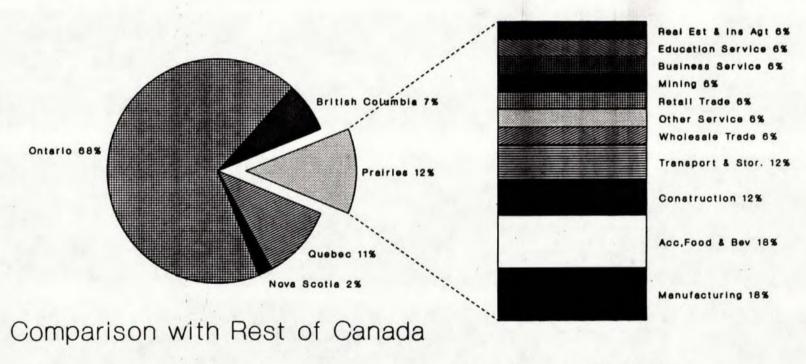
W. GERMANY-PRAIRIE PROVINCES 1985-1990 OVERVIEW TOTAL ASSETS



Comparison with Rest of Canada

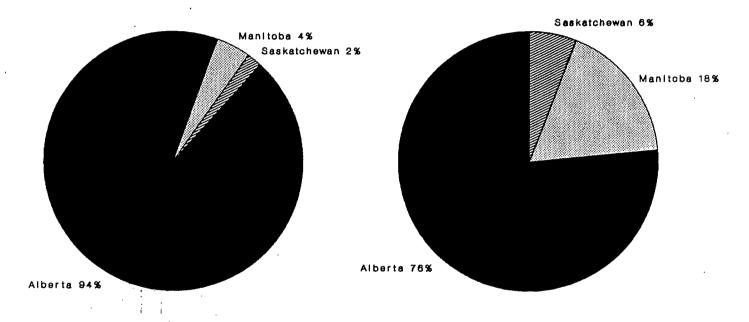
Industrial Sectors

W. GERMANY-PRAIRIE PROVINCES 1985-1990 OVERVIEW TOTAL FREQUENCIES



Industrial Sectors

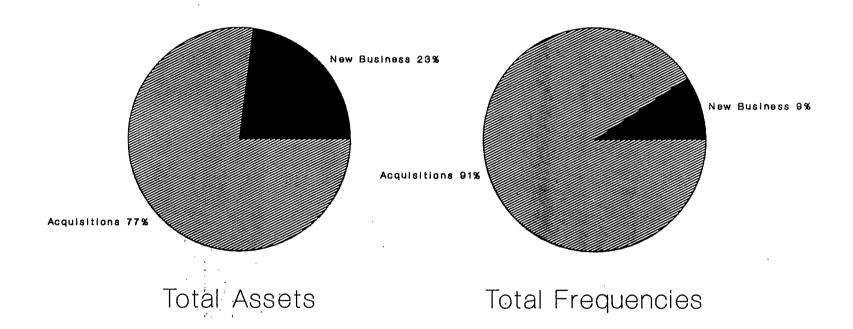
W.GERMANY-PRAIRIE PROVINCES 1985-1990 COMPARISON BETWEEN PROVINCES



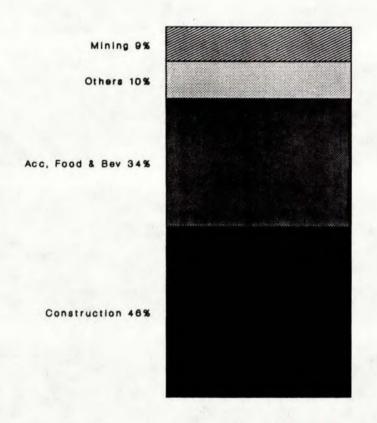
Total Asset Value

Total Frequency

W. GERMANY-PRAIRIE PROVINCES 1985-1990 TYPES OF INVESTMENT



W. GERMANY - PRAIRIE PROVINCES 1985-1990 INDUSTRY SECTORS TOTAL ASSETS



Others 6%

Manufacturing 12%

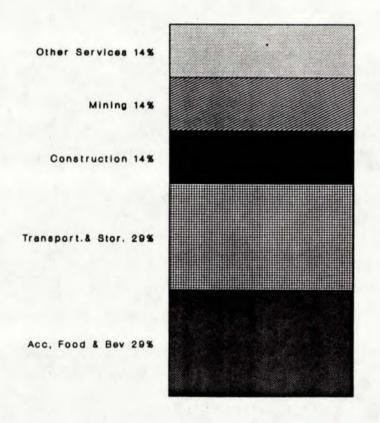
Wholesale Trade 12%

Retail Trade 28%

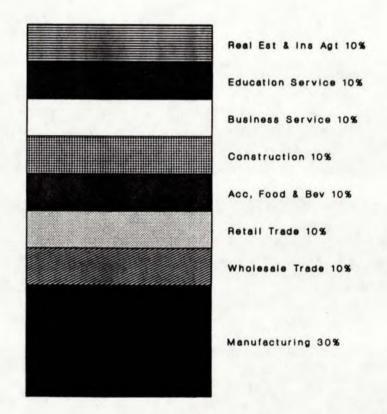
New Business
Only direct investment was made.

Acquisitions

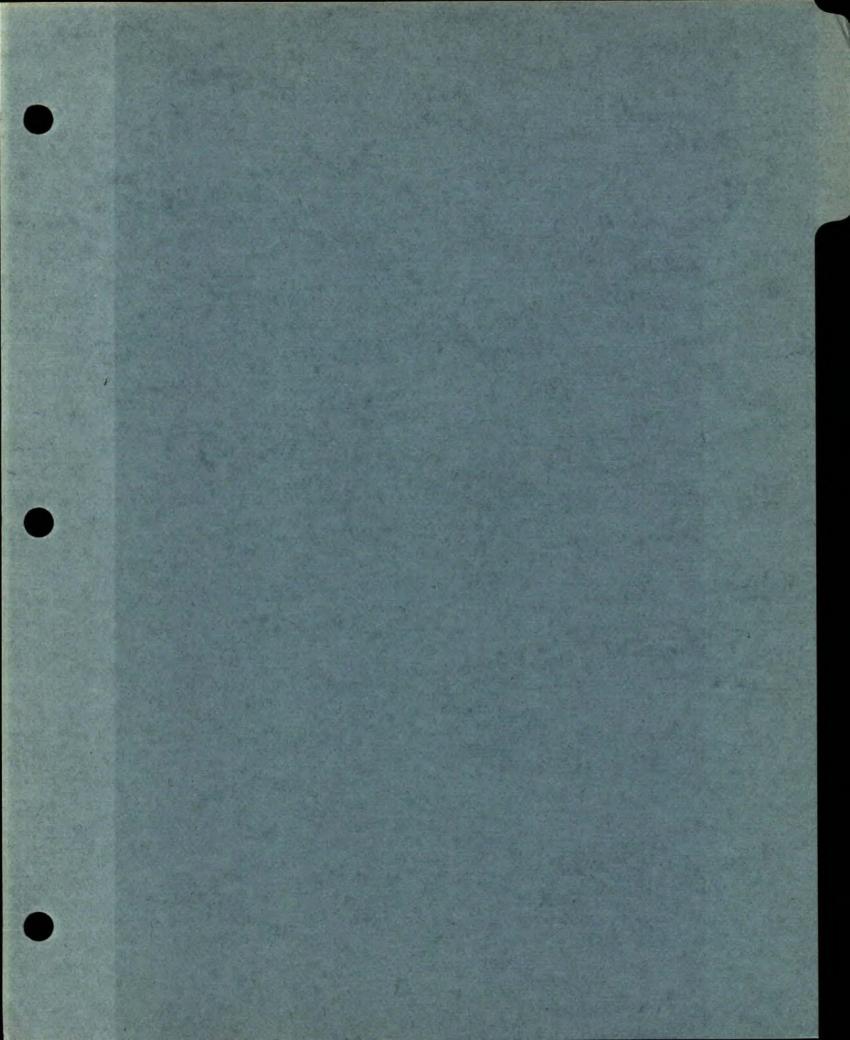
W. GERMANY - PRAIRIE PROVINCES 1985-1990 INDUSTRY SECTORS TOTAL FREQUENCIES



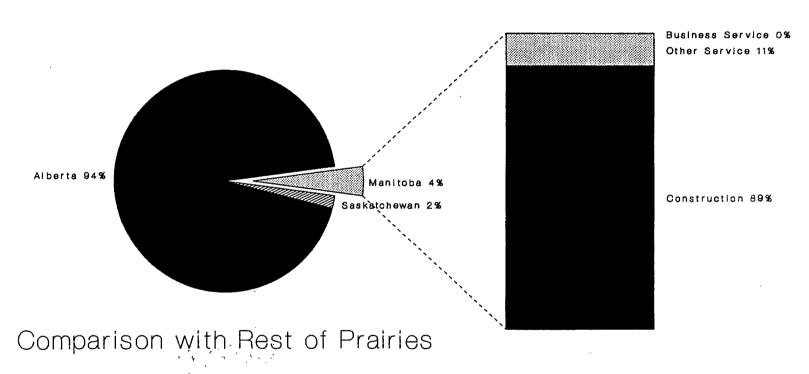




Acquisitions



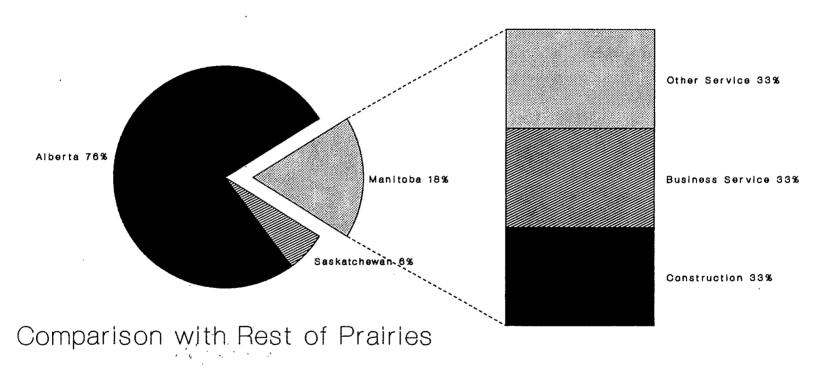
W. GERMANY - MANITOBA 1985-1990 OVERVIEW TOTAL ASSETS



Industrial Sectors

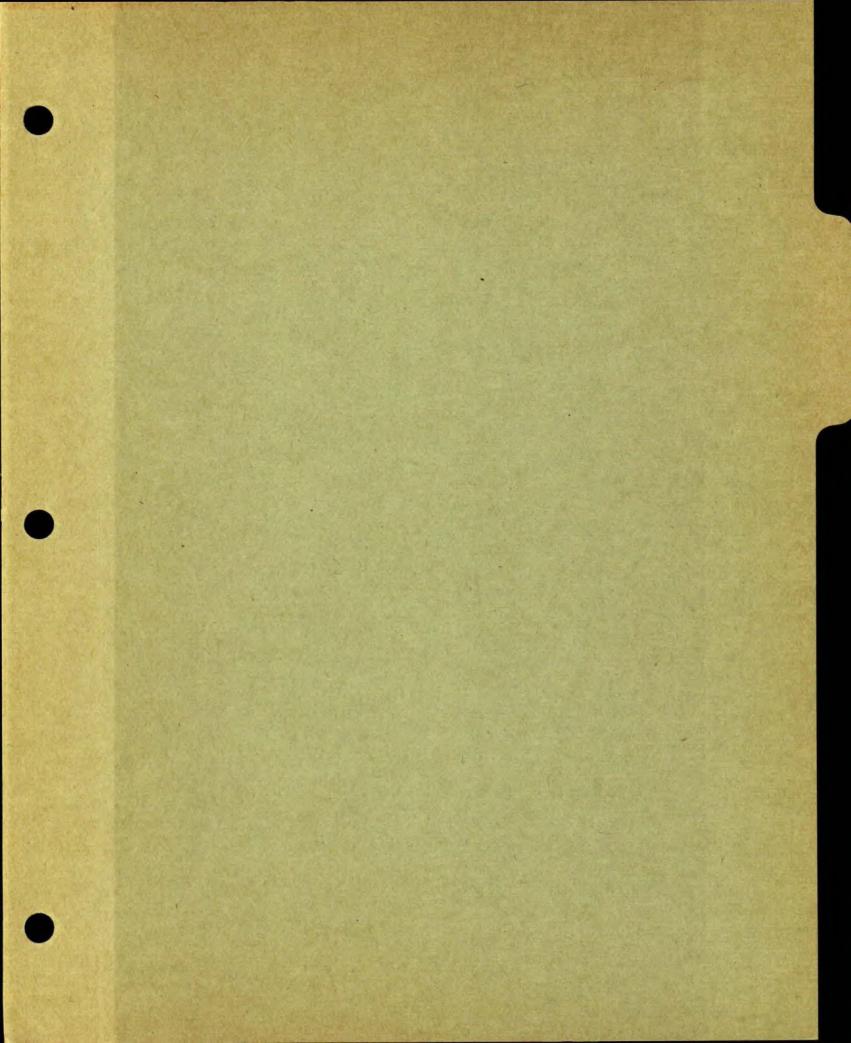
Only three direct acquisitions were made.

W. GERMANY - MANITOBA 1985-1990 OVERVIEW TOTAL FREQUENCIES

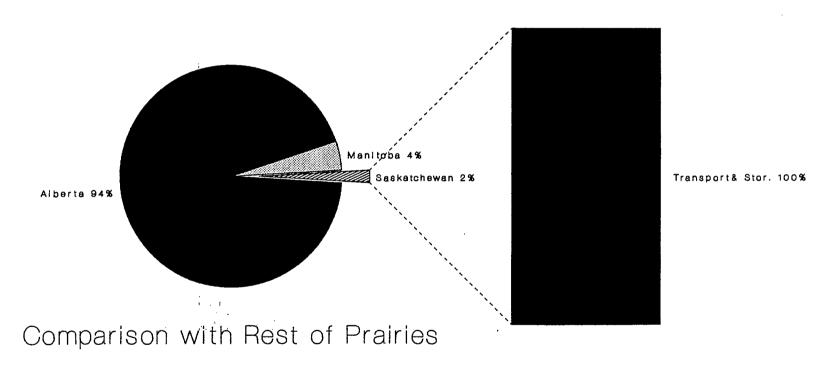


Industrial Sectors

Only three direct acquisitions were made.



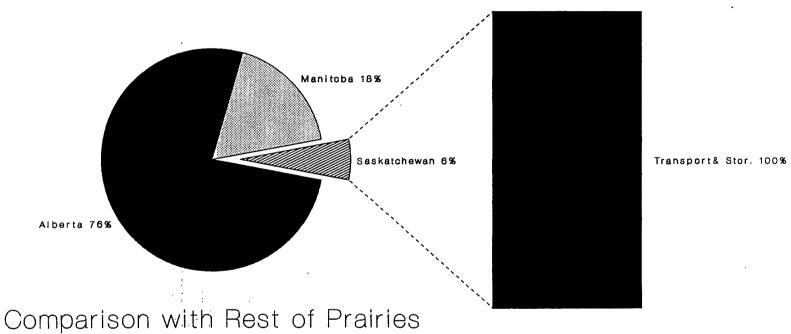
W. GERMANY-SASKATCHEWAN 1985-1990 OVERVIEW TOTAL ASSETS



Industrial Sectors

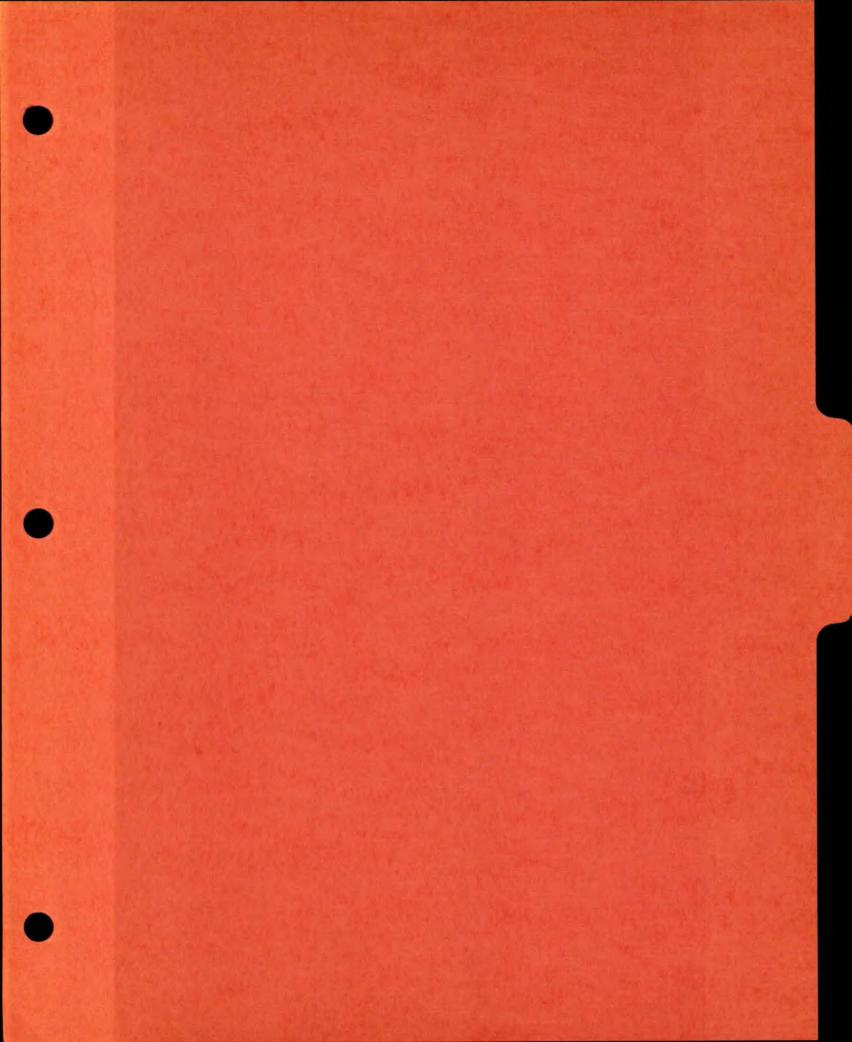
Only one transaction, a new business, has occurred.

W. GERMANY-SASKATCHEWAN 1985-1990 **OVERVIEW TOTAL FREQUENCIES**

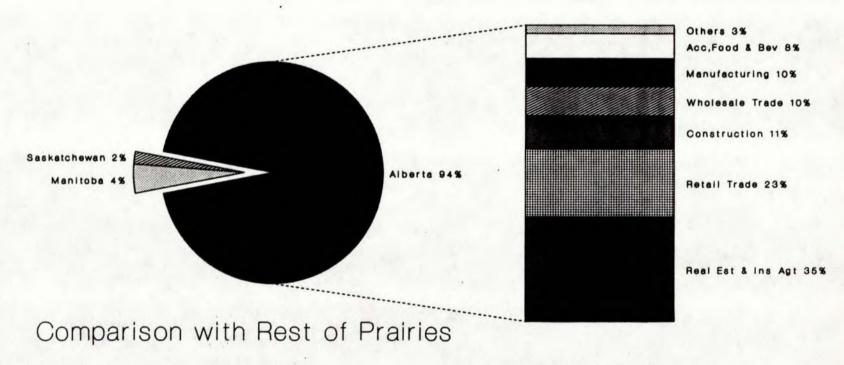


Industrial Sectors

Only one transaction, a new business, has occurred.

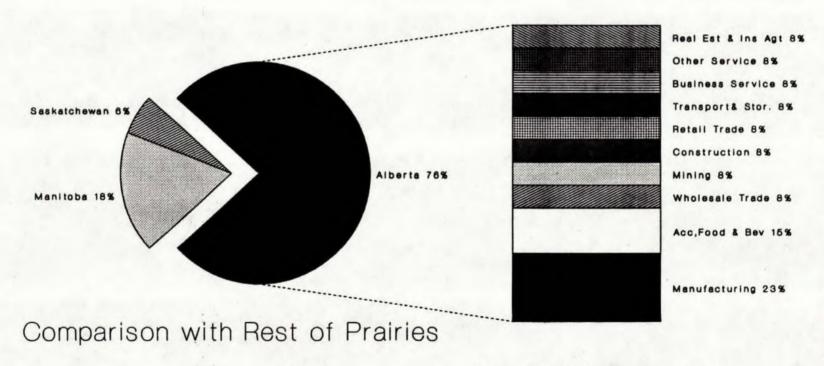


W. GERMANY - ALBERTA 1985-1990 OVERVIEW TOTAL ASSETS



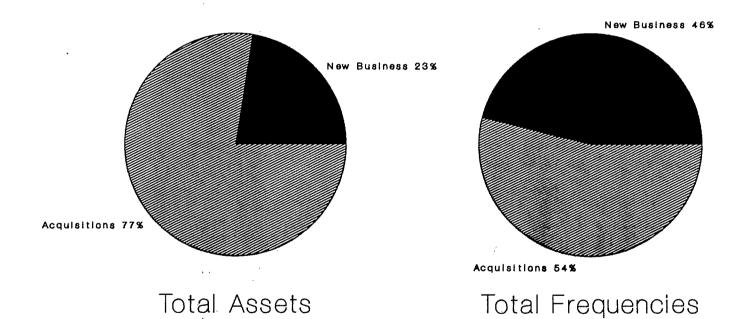
Industrial Sectors

W. GERMANY - ALBERTA 1985-1990 OVERVIEW TOTAL FREQUENCIES

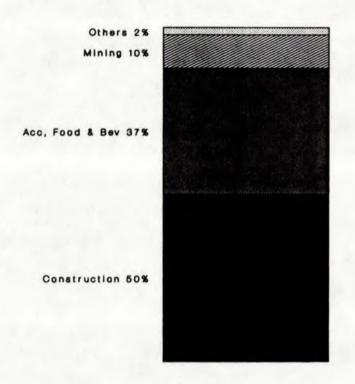


Industrial Sectors

W. GERMANY - ALBERTA 1985-1990 TYPES OF INVESTMENT



W. GERMANY - ALBERTA 1985-1990 INDUSTRY SECTORS TOTAL ASSETS



New Business

B M W

Business Service 0.03% Manufacturing 12.34%

Wholesale Trade 12.65%

Retail Trade 29.44%

Real Est & Ins Agt 45.55%

Acquisitions

W. GERMANY - ALBERTA 1985-1990 INDUSTRY SECTORS TOTAL FREQUENCIES

Other Services 17%

Mining 17%

Construction 17%

Acc, Food & Bev 33%

Acc, Food & Bev 14%

Retail Trade 14%

Business Service 14%

Wholesale Trade 14%

Manufacturing 43%

New Business Only direct investment was made.

Acquisitions



WEST GERMANY - BRITISH COLUMBIA - AN OVERVIEW

OVERVIEW

British Columbia attracts 6% of the total asset value and 7% of the frequency of German investment.

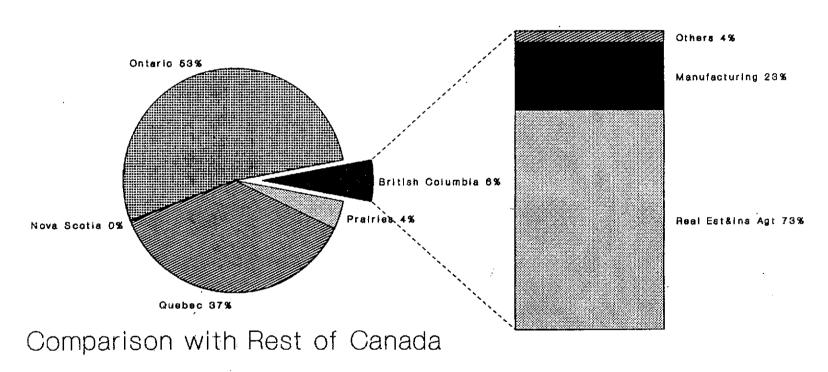
TYPES OF INVESTMENT

All investment to British Columbia was direct. Half of the transactions involved new businesses; however they only accounted for 3% of the asset value of German investment to British Columbia.

INDUSTRY SECTORS

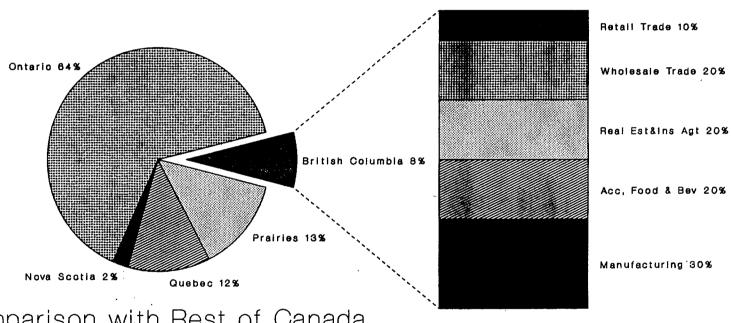
Four sectors were the targets of German investment: manufacturing, retail trade, wholesale trade, and real estate and insurance agents. Real estate and insurance agents attracted the most significant asset value of German investment, 73% of the total for B.C. Manufacturing (23%) followed. Two transactions occurred in each of the four industry sectors.

W. GERMANY - BRITISH COLUMBIA 1985-1990 OVERVIEW TOTAL ASSETS



Industrial Sectors

W. GERMANY - BRITISH COLUMBIA 1985-1990 OVERVIEW TOTAL FREQUENCIES

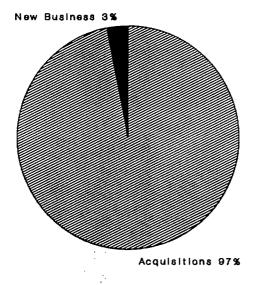


Comparison with Rest of Canada

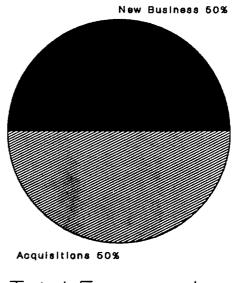
Industrial Sectors

Only direct investment was made.

W. GERMANY - BRITISH COLUMBIA 1985-1990 TYPES OF INVESTMENT



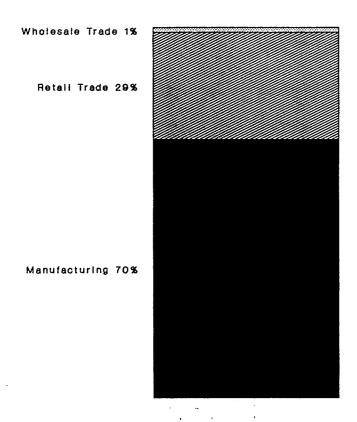
Total Assets



Total Frequencies

Only direct investment was made.

W.GERMANY - BRITISH COLUMBIA 1985-1990 INDUSTRY SECTORS TOTAL ASSETS



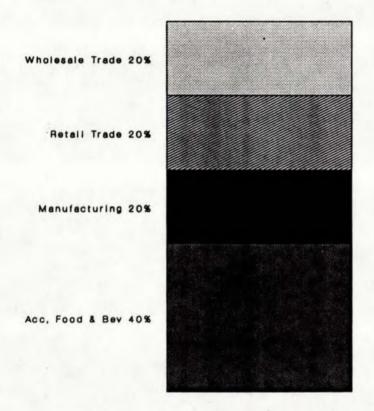
Wholesale Trade 3%

Manufacturing 21%

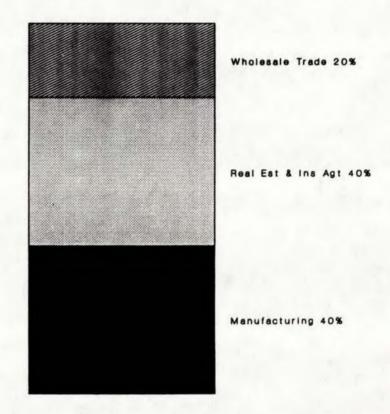
Real Est & Ins Agt 76%

New Business Only direct investment was made. Acquisitions

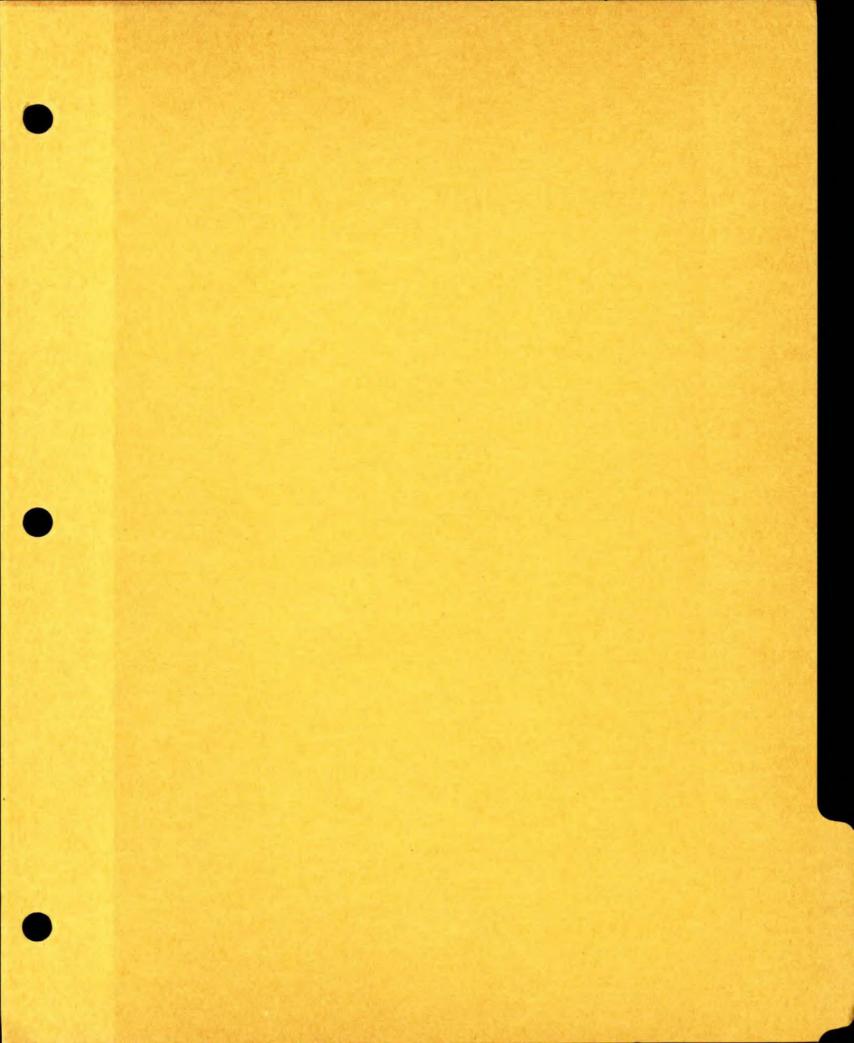
W. GERMANY - BRITISH COLUMBIA 1985-1990 INDUSTRY SECTORS TOTAL FREQUENCIES







Acquisitions



WEST GERMANY - URBAN CENTRES - AN OVERVIEW

44% of the asset value and 31% of the frequency of German investment to Canada is destined to one of four major cities. Montreal receives the greatest asset value of investment, 57% of the total to major urban centres. Toronto (29%), Calgary (8%), and Vancouver (6%) follow. Toronto is the most frequent destination of urban centre investment with 51% of the total transactions. Calgary (23%) and Vancouver (14%) follow.

Montreal, though it has the highest asset value of investment, is the target of only 14% of the total urban centre transactions. One indirect acquisition, in the man-made fibre and filament yarn industry accounting for 51% of the total asset value of German urban centre investment, leads to this discrepancy. If only direct investment is considered, Montreal's share of urban centre investment is reduced to 10% of the asset value.

MONTREAL

OVERVIEW

67% of the asset value of investment and 40% of investment transactions in Quebec are placed in Montreal. Again, the large indirect acquisition has a distorting effect. Only 11% of the asset value of direct investment to Quebec is destined to Montreal.

TYPES OF INVESTMENT

Only one transaction, the large acquisition of the fibre and yarn industry, is indirect. However, just 6% of the asset value of investment, are direct. Only one new business, in wholesale trade, was initiated. It comprised a negligible portion of the asset value of investment to Montreal.

INDUSTRY SECTORS

Manufacturing industries attracted the largest asset value of investment, 97% of the total German investment in Montreal.

WEST GERMANY - URBAN CENTRES - AN OVERVIEW

MONTREAL

INDUSTRY SECTORS

Even when the effect of the large indirect acquisition in the fibre and yarn is excluded, it comprises 58% of the total.

Investment transactions most frequently occur in wholesale trade and manufacturing. These industries received 67% and 33% respectively, of the total frequency of German investment to Montreal.

TORONTO

OVERVIEW

24% of the asset value and 23% of the total frequency of Ontario investment is made in Toronto. Numerous acquisitions and small businesses in manufacturing industries were initiated outside the Toronto region. Investment in Toronto manufacturing industries comprised only 3% of the asset value and 7% of the frequency of transactions in Ontario.

TYPES OF INVESTMENT

Direct investment comprises 60% of the asset value of investment and 86% of the total investment transactions in Toronto. New businesses accounted for 5% of the total asset value of direct investment. Yet, they constitute 53% of the direct investment transactions. This contrast can be explained by numerous, small businesses initiated in wholesale trade industries.

INDUSTRY SECTORS

Real estate and insurance agents (56%) and finance and insurance (34%) were the most prominent targets, according to total asset values of investment in Toronto.

WEST GERMAN - URBAN CENTRES - AN OVERVIEW

TORONTO

INDUSTRY SECTORS

Manufacturing, though it was the primary industry target in Ontario, was less significant in Toronto, with only 8% of the total asset value of investment.

Real estate and insurance agents (32%), wholesale trade (32%), finance and insurance (14%), and manufacturing (14%) were the most frequented targets.

CALGARY

OVERVIEW

93% of the asset value and 77% of the total frequency of investment transactions in Alberta are placed in Calgary.

TYPES OF INVESTMENT

All investment to Calgary was direct. New businesses comprised 23% of the asset value and 50% of the frequency of investment.

INDUSTRY SECTORS

Real estate and insurance agents (47%) and retail trade (25%) attracted the greatest asset value of investment. Real estate and insurance agents were the most frequented destination of investment to Calgary; however this comprises only three of the ten transactions.

VANCOUVER

OVERVIEW

Only five transactions were targeted to Vancouver comprising, 47% of the asset value and 50% of the frequency of

WEST GERMANY - URBAN CENTRES - AN OVERVIEW

VANCOUVER

OVERVIEW

investment to British Columbia.

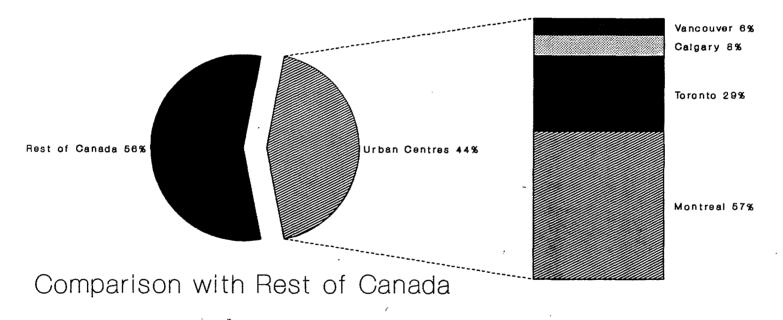
TYPES OF INVESTMENT

All German investment destined to Vancouver was direct. Three transactions, comprising a negligible portion of the total asset value, involved a new business. Two new businesses in the accommodation, food and beverage industry had asset values of less than \$1,000 given for their initial investments.

INDUSTRY SECTORS

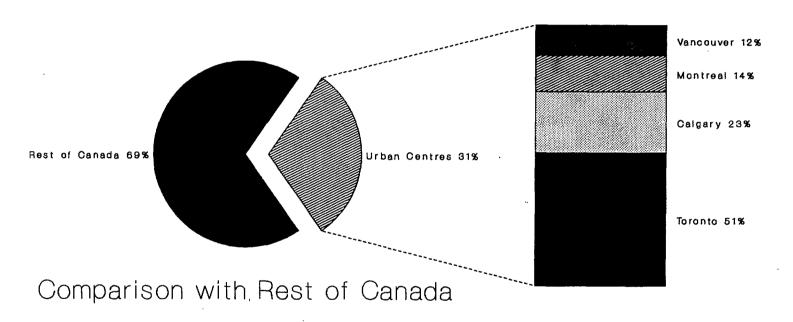
The one transaction in real estate and insurance agency sector comprises 96% of the asset value of investment to Vancouver. Two transactions each occurred in the wholesale trade and accommodation, food and beverage industries.

W. GERMANY - URBAN CENTRES 1985-1990 OVERVIEW TOTAL ASSETS



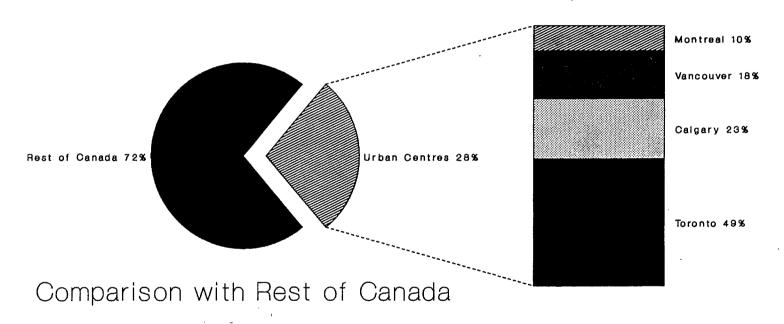
Division Between Major Cities

W. GERMANY - URBAN CENTRES 1985-1990 OVERVIEW TOTAL FREQUENCIES



Division Between Major Cities

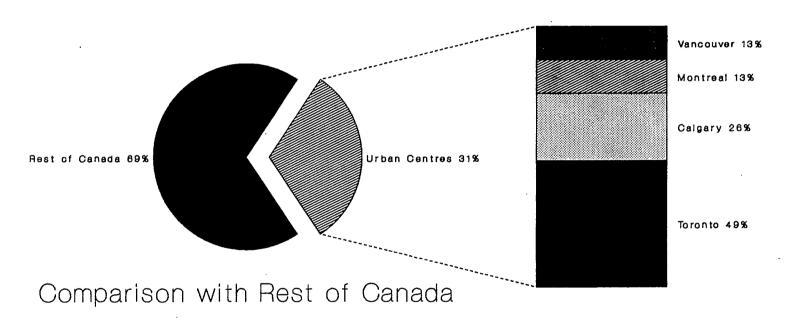
W. GERMANY - URBAN CENTRES 1985-1990 OVERVIEW TOTAL ASSETS



Division Between Major Cities

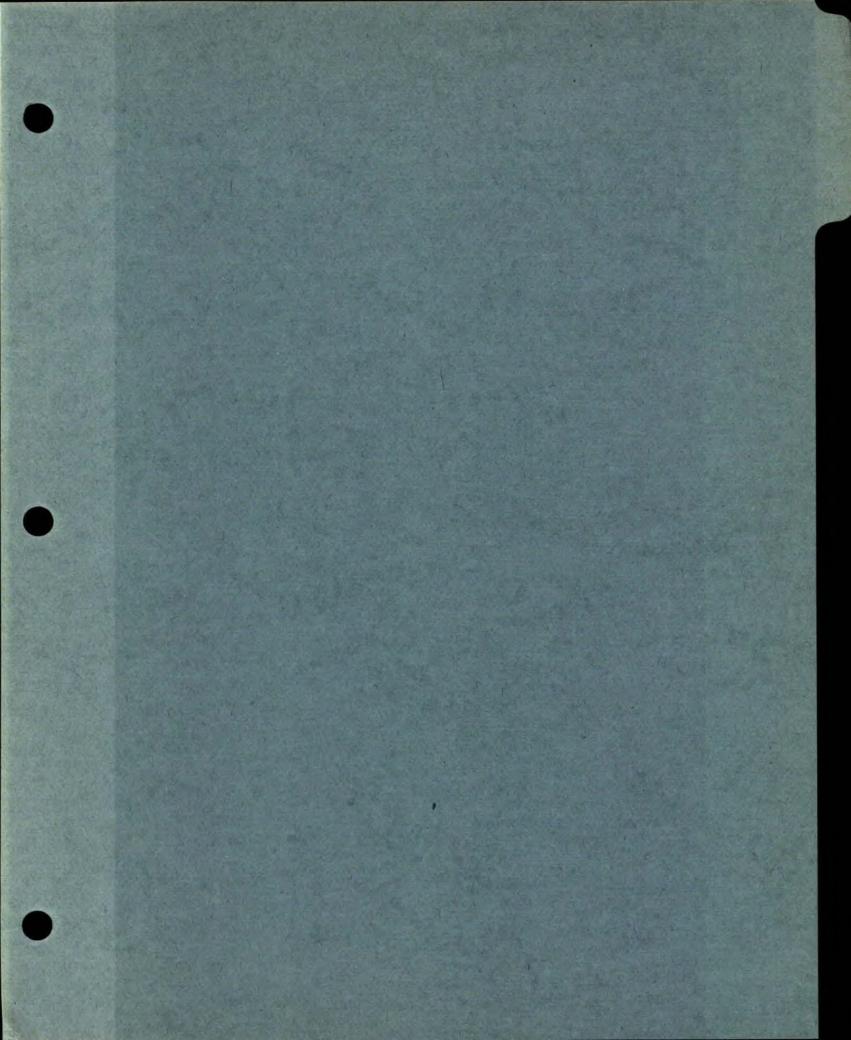
direct investment only

W. GERMANY - URBAN CENTRES 1985-1990 OVERVIEW TOTAL FREQUENCIES

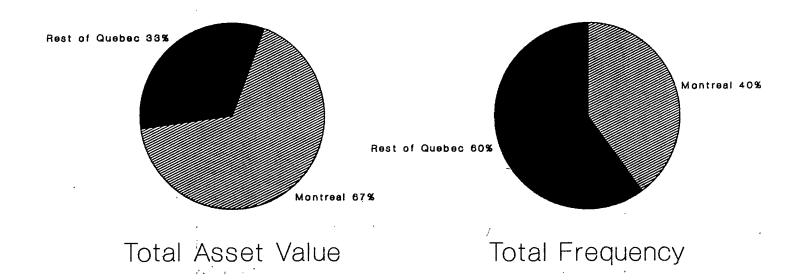


Division Between Major Cities

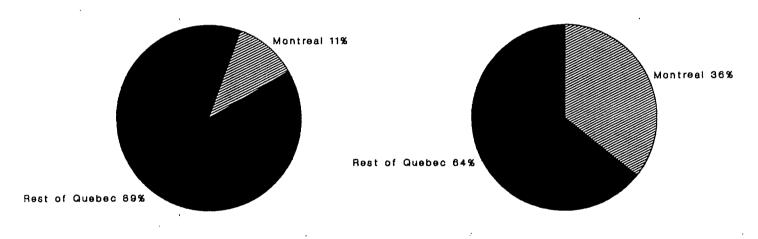
direct investment only



W.GERMANY - MONTREAL 1985-1990 COMPARISON WITH QUEBEC



W.GERMANY - MONTREAL 1985-1990 COMPARISON WITH QUEBEC

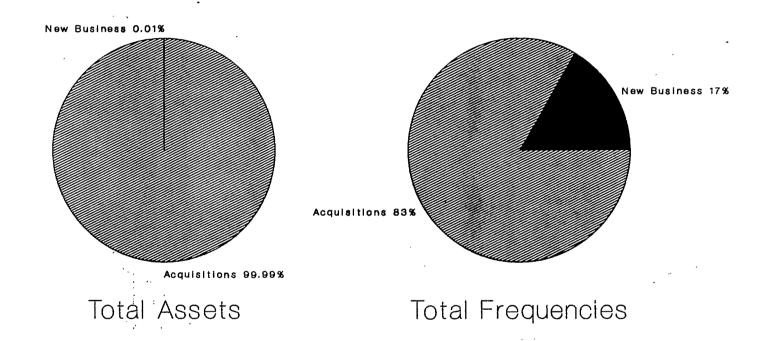


Total Asset Value

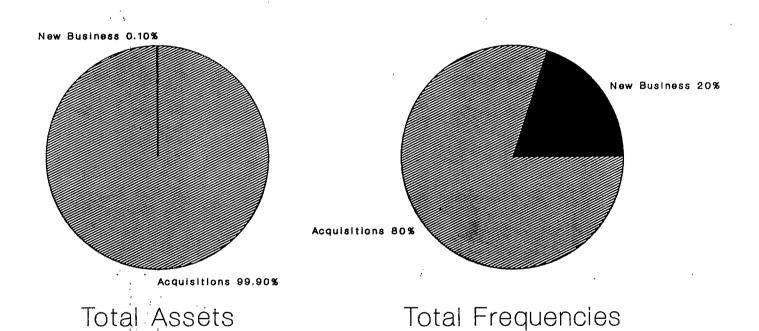
Total Frequency

direct investment only

W. GERMANY - MONTREAL 1985-1990 TYPES OF INVESTMENT

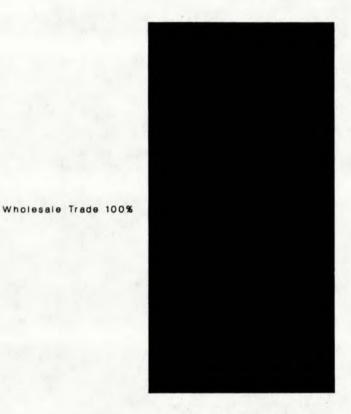


W. GERMANY - MONTREAL 1985-1990 TYPES OF INVESTMENT



direct investment only

W. GERMANY - MONTREAL 1985-1990 INDUSTRY SECTORS TOTAL ASSETS

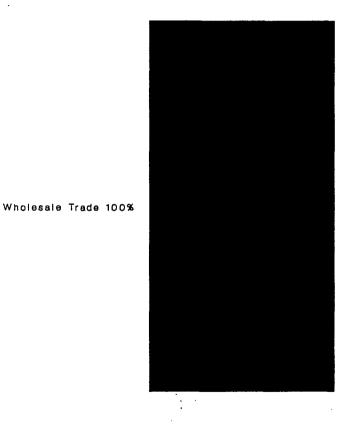


New Business

Manufacturing 97%

Acquisitions

W. GERMANY - MONTREAL 1985-1990 INDUSTRY SECTORS TOTAL FREQUENCIES



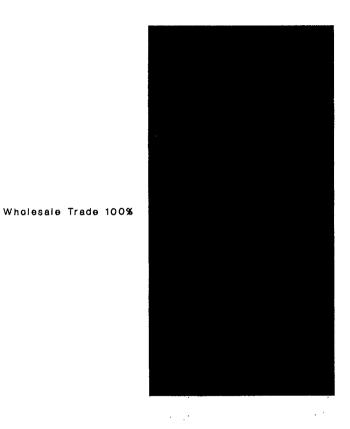
Manufacturing 40%

Wholesale Trade 60%

includes direct, indirect and incidental investment

Acquisitions

W. GERMANY - MONTREAL 1985-1990 INDUSTRY SECTORS TOTAL ASSETS



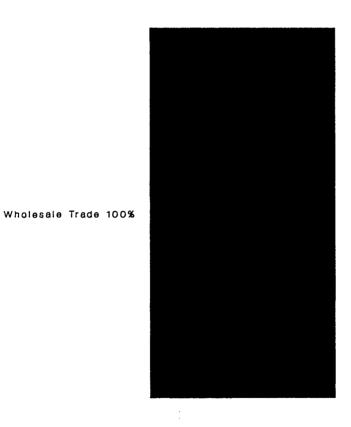
Wholesale Trade 42%

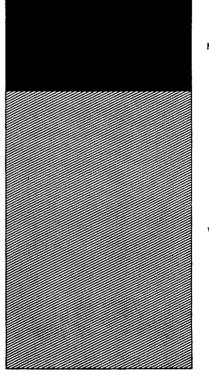
Manufacturing 58%

New Business direct investment only

Acquisitions

W. GERMANY - MONTREAL 1985-1990 INDUSTRY SECTORS TOTAL FREQUENCIES



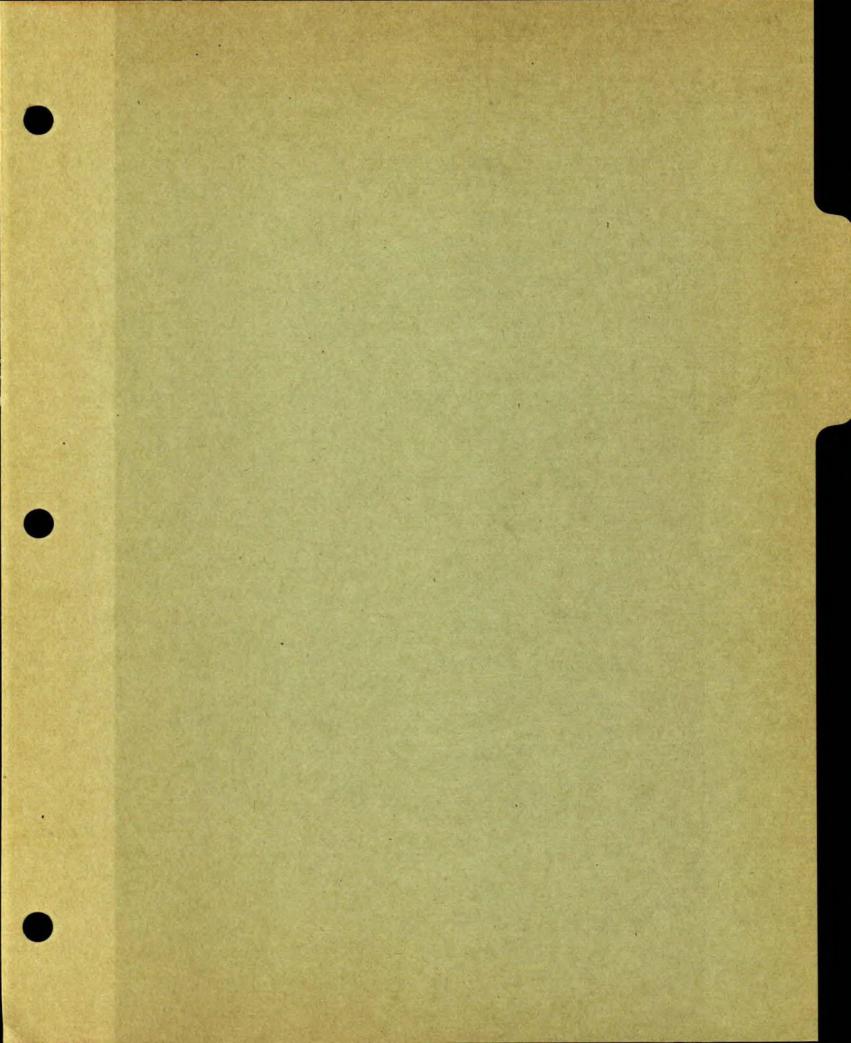


Manufacturing 25%

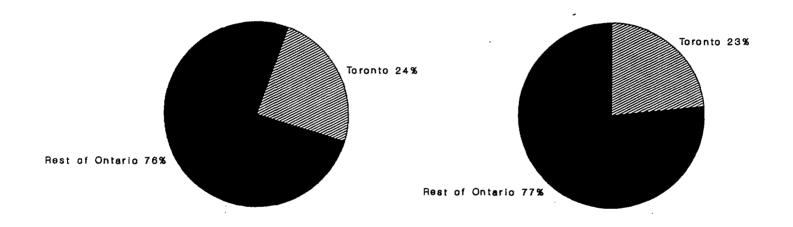
Wholesale Trade 75%

New Business direct investment only

Acquisitions



W.GERMANY - TORONTO 1985-1990 COMPARISON WITH ONTARIO

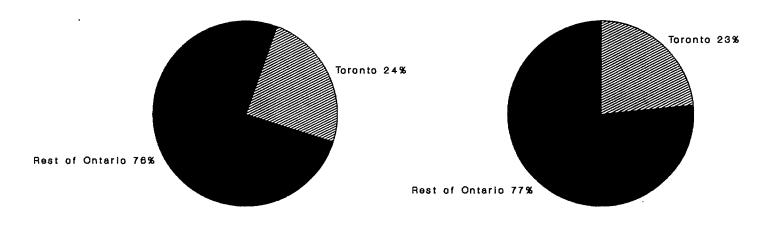


Total Frequency

includes direct, indirect and incidental investment

Total Asset Value

W.GERMANY - TORONTO 1985-1990 COMPARISON WITH ONTARIO

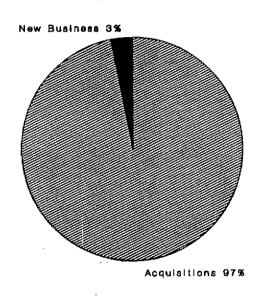


Total Asset Value

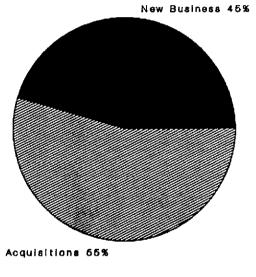
Total Frequency

direct investment only

W. GERMANY - TORONTO 1985-1990 TYPES OF INVESTMENT

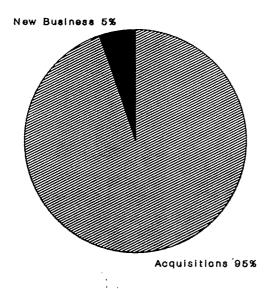


Total Assets

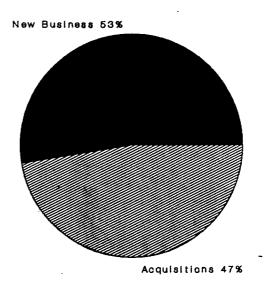


Total Frequencies

W. GERMANY - TORONTO 1985-1990 TYPES OF INVESTMENT



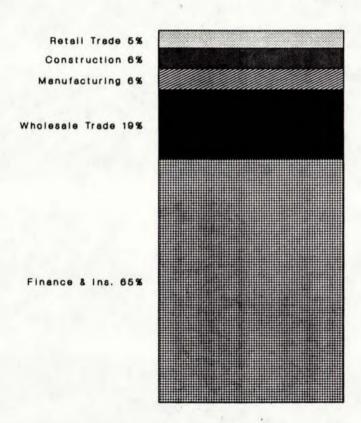
Total Assets



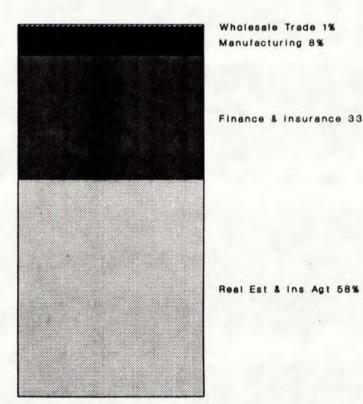
Total Frequencies

direct investment only

W. GERMANY - TORONTO 1985-1990 INDUSTRY SECTORS TOTAL ASSETS

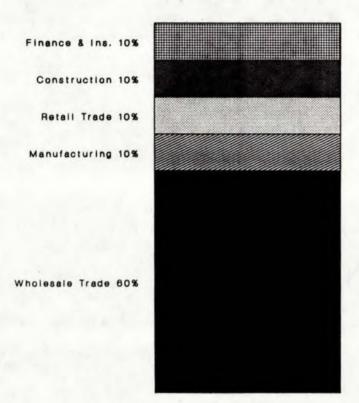


New Business

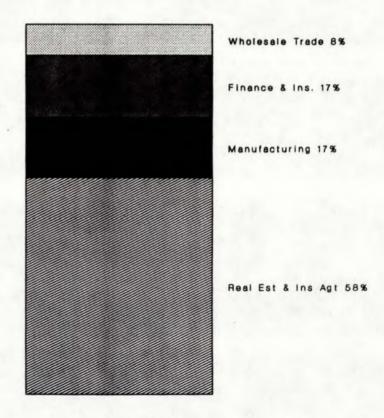


Acquisitions

W. GERMANY - TORONTO 1985-1990 INDUSTRY SECTORS TOTAL FREQUENCIES

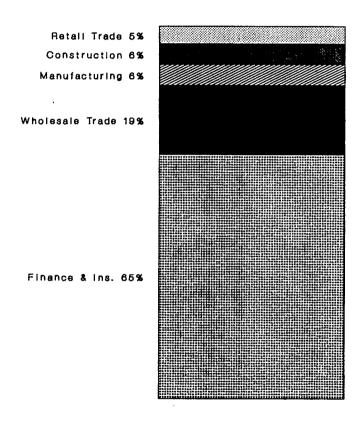


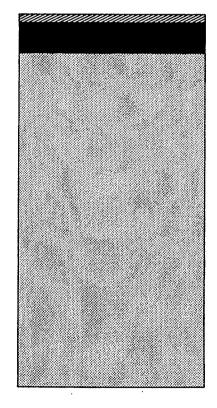
New Business



Acquisitions

W. GERMANY - TORONTO 1985-1990 INDUSTRY SECTORS TOTAL ASSETS





Others 2% Manufacturing 8%

Real Est & Ins Agt 89%

New Business direct investment only

Acquisitions

W. GERMANY - TORONTO 1985-1990 INDUSTRY SECTORS TOTAL FREQUENCIES

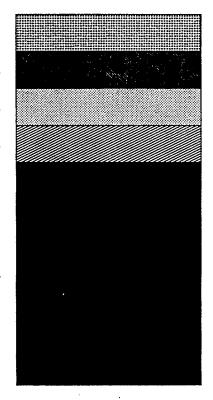
Finance & Ins. 10%

Construction 10%

Retail Trade 10%

Manufacturing 10%

Wholesale Trade 60%



Finance & Ins. 11%

Wholesale Trade 11%

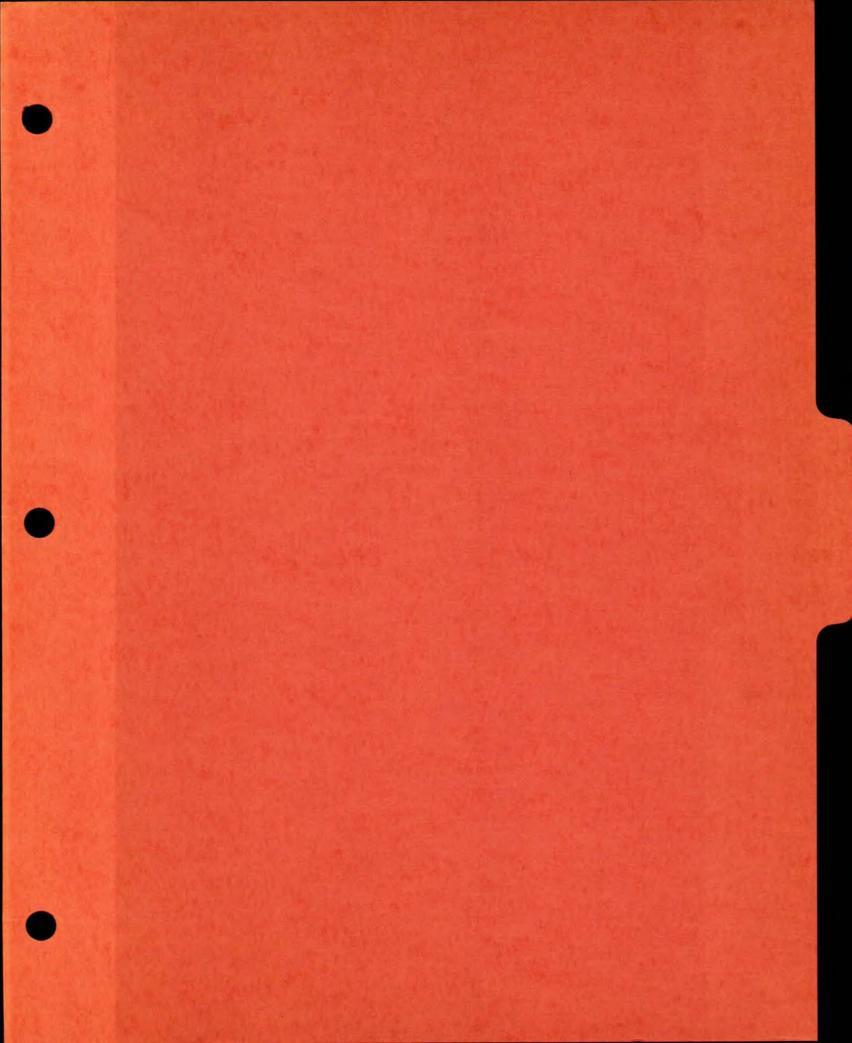
Manufacturing 11%

Real Est & Ins Agt 67%

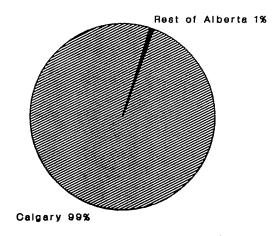
New Business

direct investment only

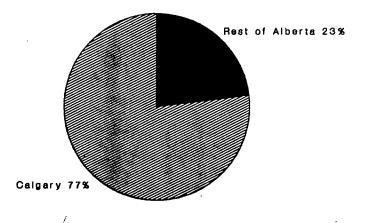
Acquisitions



W.GERMANY - CALGARY 1985-1990 COMPARISON WITH ALBERTA



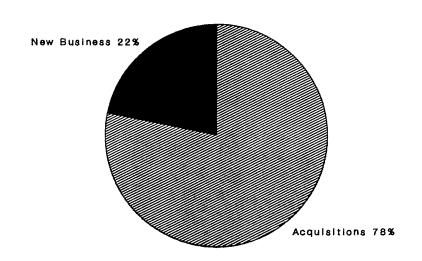
Total Asset Value



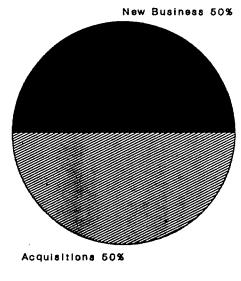
Total Frequency

Only direct investment was made.

W. GERMANY - CALGARY 1985-1990 TYPES OF INVESTMENT



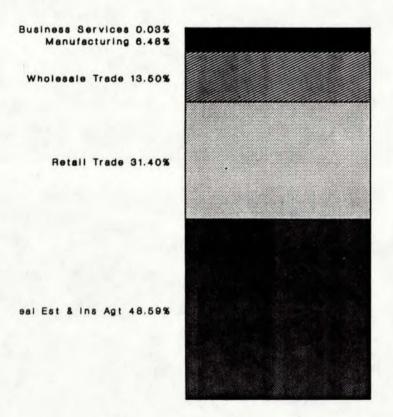
Total Assets

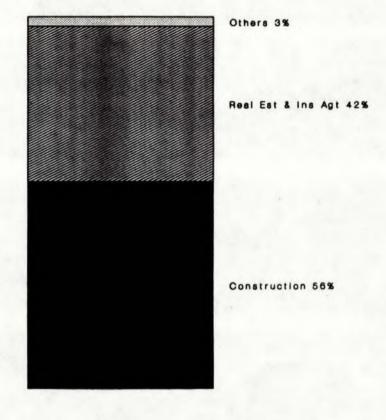


Total Frequencies

Only direct investment was made.

W. GERMANY - CALGARY 1985-1990 INDUSTRY SECTORS TOTAL ASSETS

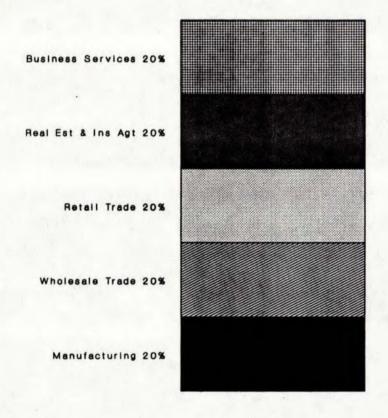


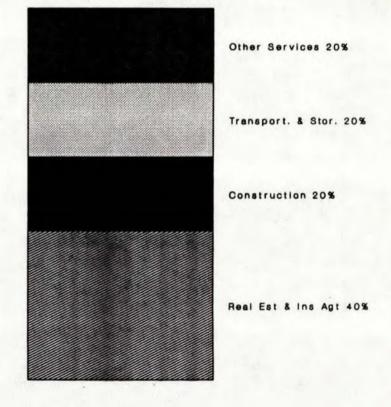


New Business Only direct investment was made.

Acquisitions

W. GERMANY - CALGARY 1985-1990 INDUSTRY SECTORS TOTAL FREQUENCIES



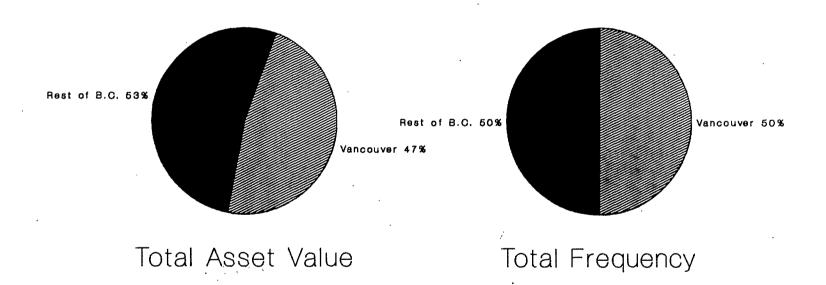


New Business Only direct investment was made.

Acquisitions

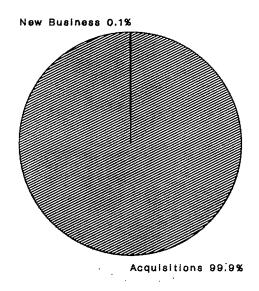


W.GERMANY - VANCOUVER 1985-1990 COMPARISON WITH BRITISH COLUMBIA

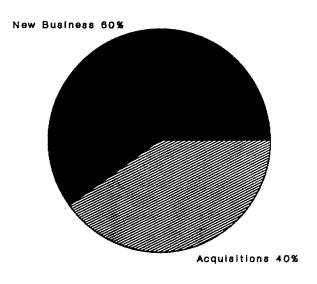


Only direct investment was made.

W. GERMANY - VANCOUVER 1985-1990 TYPES OF INVESTMENT



Total Assets



Total Frequencies

Only direct investment was made.

W. GERMANY - VANCOUVER 1985-1990 INDUSTRY SECTORS TOTAL ASSETS



Re

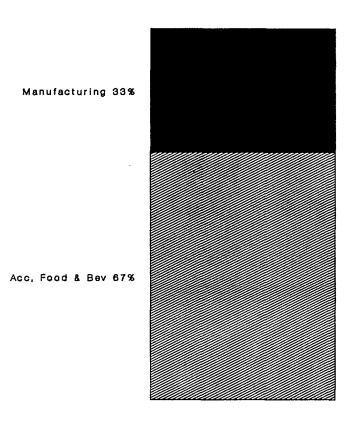
Wholesale Trade 4%

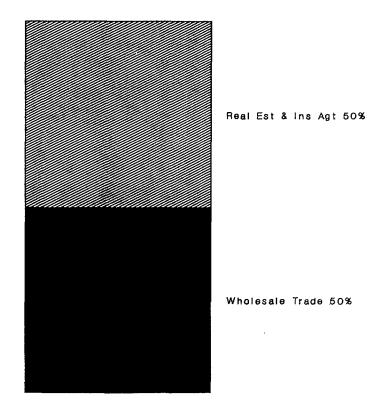
Real Est & Ins Agt 96%

New Business
Only direct investment was made.

Acquisitions

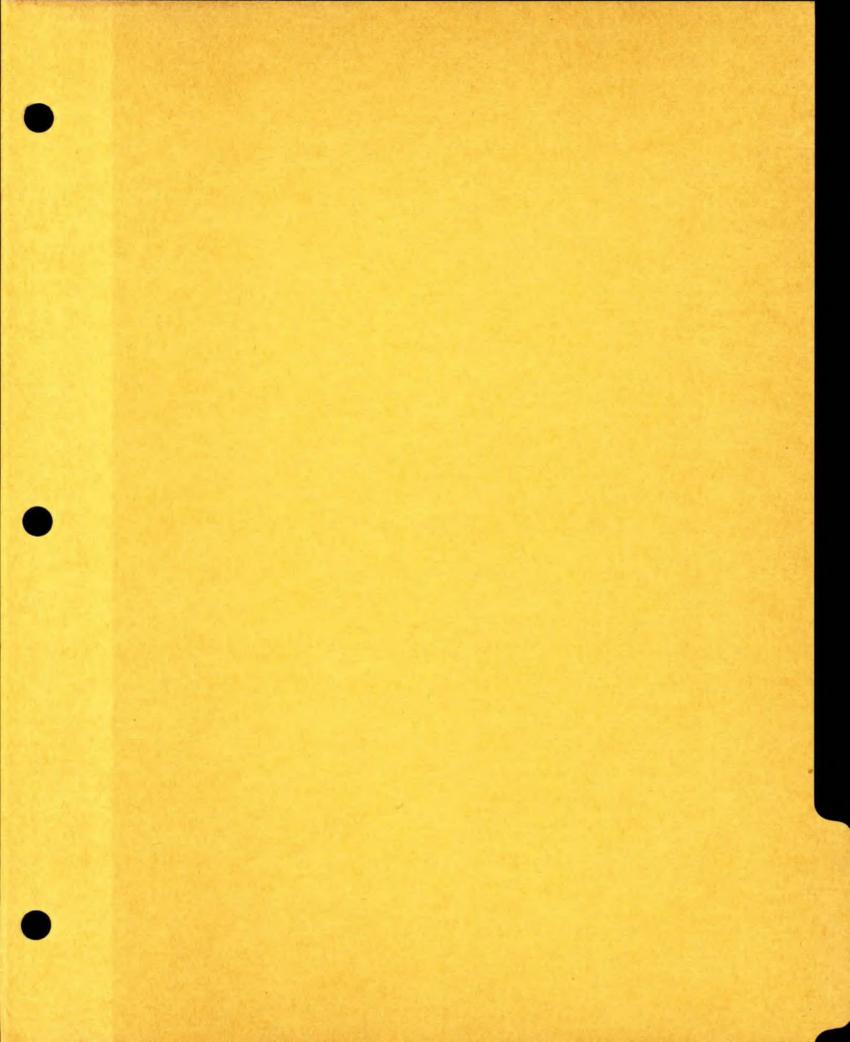
W. GERMANY - VANCOUVER 1985-1990 INDUSTRY SECTORS TOTAL FREQUENCIES





New Business Only direct investment was made.

Acquisitions



We Glermany :

CANADA:

(including indirect and incidental investment)

	Asset Va	lue:		% of Tot	. Asset Va	alue
Sector:	New:	Acqu.:	Tot.	New:	Acqu.:	Tot:
Manufacturing	91725	872305	964030	74.18	71.84	72.05
Construction	6087	2040	8127	4.92	10.17	0.61
Retail Trade	950	11634	12584	0.77	0.96	0.94
Agriculture	0	0	0	0.00	0.00	0.00
Logging & Forestry	0	0	0	0.00	0.00	0.00
Fishing & Trapping	0	0	0	0.00	0.00	0.00
Mining ()	2150	0	2150	1.74	0.00	0.16
Petro & Natural Gas	0	0	0	0.00	0.00	0.00
Wholesale Trade	4980	80412	85392	4.03	6.62	6.38
Transport. & Storage	1010	0	1010	0.82	0.00	0.08
Real Estate & Ins. Agents	0	179565	179565	0.00	14.79	13.42
Finance & Insurance	3500	55009	58509	2.83	4.53	4.37
Acc., Food & Beverages	11749	12926	24675	9.50	1.06	1.84
Business Service	250	10	260	0.20	0.00	0.02
Education Service	0	251	251	0.00	0.02	0.02
Other service	1250	162	1412	1.01	0.01	0.11
	•••••	•••••	******			
Total:	123651	1214314	1337965	100	100	100

Frequ	ency:		% of Tot	. Frequena	cy:
Hew:	Acqu.:	Tot.	New:	Acqu.:	Tot.
16	44	60	29.09	52 .38	43.17
3	1	4	5.45	1.19	2.88
2	1	3	3.64	1.19	2.16
0	0	0	0.00	0.00	0.00
0	0	. 0	0.00	0.00	0.00
0	0	Ð	0.00	0.00	0.00
2	0	2	3.64	0.00	1.44
0	0	0	0.00	0.00	0.00
21	14	35	38.18	16.67	25.18
2	0	2	3.64	0.00	1.44
0	14	14	0.00	16.67	10.07
1	2	3	1.82	2.38	2.16
5	3	8	9.09	3.57	5.76
1	1	2	1.82	1.19	1.44
0	1	1	0.00	1.19	0.72
2	3	5	3.64	3.57	3.60
55	84	139	100	100	100



CANADA:

(excluding indirect and incidental investment)

	Asset Va	lue:		% of Tot.	. Asset Va	ilue
Sector:	New:	Acqu.:	Tot.	New:	Acqu.:	Tot:

Manufacturing	91725	348871	440596	74.18	57.27	60.13
Construction	6087	2040	8127	4.92	0.33	1.11
Retail Trade	950	11634	12584	0.77	1.91	1.72
Agriculture	0	0	0	0.00	0.00	0.00
Logging & Forestry	0	0	0	0.00	0.00	0.00
Fishing & Trapping	0	0	0	0.00	0.00	0.00
Mining	2150	0	2150	1.74	0.00	0.29
Petro & Natural Gas	0	0	0	0,00	, 0.00	0.00
Wholesale Trade	4980	63530	68510	4.03	10.43	9.35
Transport. & Storage	1010	0	1010	0.82	0.00	0.14
Real Estate & Ins. Agents	0	179565	179565	0.00	29.48	24.50
Finance & Insurance	3500	1219	4719	2.83	0.20	0.64
Acc., Food & Beverages	11749	1847	13596	9.50	0.30	1.86
Business Service	250	10	260	0.20	0.00	0.04
Education Service	0	251	251	0.00	0.04	0.03
Other service	1250	162	1412	1.01	0.03	0.19
			•••••			
Total:	123651	609129	732780	100.00	100.00	100.00

Frequ	ency:		% of Tot.	. Frequuer	ncy:
New:	Acqu.:	Tot.	New:	Acqu.:	Tot.
16	34	50	29.09	49.28	40.32
3	1	4	5.45	1.45	3.23
2	1	3	3.64	1.45	2.42
0	0	0	0.00	0.00	0.00
0	0	. 0	0.00	0.00	0.00
0	0	0	0.00	0.00	0.00
2	0	2	3.64	0.00	1.61
0	0	0	0.00	0.00	0.00
21	12	33	38.18	17.39	26.61
2	0	2	3.64	0.00	1.61
0	14	14	0.00	20.29	11.29
1	1	2	1.82	1.45	1.61
5	2	7	9.09	2.90	5.65
1	1	2	1.82	1.45	1.61
0	1	1	0.00		0.81
2	2	4	3.64	2.90	3.23
	۰	124	100	100	100

W. Garmany ?

ONTARIO:

(including indirect and incidental investment)

	Asset Val	ue:		% of Tot	. ONT Ass	et Value	% of Tot.	CDN Asse	et Value:	Frequer	wy:		% of Tot.	ONT Freq	juency:
Sector:	(000's) New:	Acqu.:	Tot:	New:	Acqu.:	Tot:			Tot:	Hew: /	, cqu.:1	ot:	New:	Acqu.:	Tot:
											77	43	11.70	34.04	45.74
Manufacturing	3550	448197	451747	16.93			3.87	51.38	46.86	11	32				
Construction	32 0	0	320	1.53	0.00	0.05	5.26	0.00	3.94	2	0	2	2.13	0.00	
Retail Trade	250	0	250	1.19	0.00	0.04	26.32	0.00	1.99	1	0	1	1.06	0.00	
Agriculture	0	0	0	0.00	0.00	0.00	0.00	0.00	0.00	0	0	0	0.00	0.00	
Logging & Forestry	0	0	0	0.00	0.00	0.00	0.00	0.00	0.00	0	0.	0	0.00	0.00	
Fishing & Trapping	0	0	0	0.00	0.00	0.00	0.00	0.00	0.00	0	0	0	0.00	0.0 0	
Mining	0	0	0	0.00	0.00	0.00	0.00	0.00	0.00	0	0	0	0.00	0.00	0.00
Petro & Natural Gas	0	. 0	0	0.00	0.00	0.00	0.00	0.00	0.00	0	0	0	0.00	0.00	
Wholesale Trade	4650	64727	69377	22.18	9.45	9.83	93.37	80.49	81.25	18	9	27	19.15	9.57	
Transport. & Storage	0	0	0	0.00	0.00	0.00	0.00	0.00	0.00	0	0	0	0.00	0.00	
Real Estate & Ins. Agents	0	103765	103765	0.00	15.15	14.70	0.00	57.79	57.79	0	11	11	0.00	11.70	
Finance & Insurance	3500	55009	58509	16.69	8.03	8.29	100.00	100.00	100.00	1	2	3	1.06	2.13	3.19
Acc., Food & Beverages	7449	12925	20374	35.52	1.89	2.89	63.40	99.99	82.57	1	2	3	1.06	2.13	3.19
Business Service	250	0	250	1.19	0.00	0.04	100.00	0.00	96.15	1	0	1	1.06	0.00	1.00
Education Service	0	0	0	0.00		0.00	0.00	0.00	0.00	0	0	0	0.00	0.00	0.0
Other service	1000	93	1093	4.77	0.01	0.15	80.00	57.41	77.41	1	2	3	1.06	2.13	3.19
Total:	20969	684716	705685	100		100	16.96	56.39	52.74	36	58	94	38.30	61.70	



ONTARIO:

(excluding indirect and incidental investment)

	Asset Val	ue:		% of Tot.	ONT Asse	t Value	% of Tot.	CDN Asse	t Value:	Freque	ncy:		% of Tot.	ONT Frequ	ency:
Sector:		•	Tot:		•	Tot:	Nex:	•	Tot:	New: /	•		Neu:		Tot:
Manufacturing	3550	237763	241313	16.93	60.57	58.36	3.87	68.15	54.77	11	23	34	,13.58	28.40	41.98
Construction	320	0	320	1.53	0.00	0.08	5.26	0.00	3.94	2	0	2	2.47	0.00	2.47
Retail Trade	250	Ö	250	1.19	0.00	0.06	26.32	0.00	1.99	1	0	1	1.23	0.00	1.23
Agriculture	0	0	0	0.00	0.00	0.00	0.00	0.00	0.00	0	0	0	0.00	0.00	0.00
Logging & Forestry	0	0	0	0.00	0.00	0.00	0.00	0.00	0.00	0	0	0	0.00	.0.00	0.00
Fishing & Trapping	0	0	0	0.00	0.00	0.00	0.00	0.00	0.00	0	0	0	0.00	0.00	0.00
Mining	0	0	0	0.00	0.00	0.00	0.00	0.00	0.00	0	0	0	0.00	0.00	0.00
Petro & Natural Gas	0	0	0	0.00	0.00	0.00	0.00	0.00	0.00	0	0	0	0.00	0.00	0.00
Wholesale Trade	4650	47845	52495	22.18	12.19	12.70	93.37	75.31	76.62	18	7	25	22.22	8.64	30.86
Transport. & Storage	0	0	0	0.00	0.00	0.00	0.00	0.00	0.00	0	0	0	0.00	0.00	0.00
Real Estate & Ins. Agents	0	103765	193765	0.00	26.43	25.09	0.00	57.79	57.79	0	11	11	0.00	13.58	13.58
Finance & Insurance	3500	1219	4719	16.69	' 0.31	1.14	100.00	100.00	100.00	1	1	2	1.23	1.23	2.47
Acc., Food & Beverages	7449	1846	9295	35.52	0.47	2.25	63.40	99.95	68.37	1	1	2	1.23	1.23	2.47
Business Service	250	0	250	1.19	0.00	0.06	100.00	0.00	96.15	1	0	1	1.23	0.00	1.23
Education Service	0	0	0	0.00	0.00	0.00	0.00	0.00	0.00	0	0	0	0.00	0.00	0.00
Other service	1000	93	1093	4.77	0.02	0.26	80.00	57.41	77.41	1	2	3	1.23	2.47	3.70
Total:	20969	392531	413500	100	100	100	16.96	64.44	56.43	36	45	81	44.44	55.56	100.00

W. Harmany

QUEBEC:

(including indirect and incidental investment)

	Asset Val	ue:		% of Tot	. QUE Asse	t Value	% of Tot.	CDN Ass	et Value:	Freque	юў:		% of Tot.	Frequenc	:y:
Sector:	(000's) New:	Acqu.:	Tot:	New:	Acqu.:	Tot:	New:	Acqu.:	Tot:	New: /	i \cqu.:T	ot:	Neu:	Acqu.:	Tot:
	******	•			, 	***							•• ••••		
Manufacturing	86500	399628	486128	98.52	97.92	98.03	94.30	45.81	50.43	4	4	8	26.67	26.67	53.33
Construction	0	0	0	0.00	0.00	0.00	0.00	0.00	0.00	0	0	0	0.00	0.08	0.00
Retail Trade	0	0	0	0.00	0.00	0.00	0.00	0.00	0.00	0	0	0	0.00	0.00	6.00
Agriculture	0	0	0	0.00	0.00	0.00	0.00	0.00	0.00	0	0	0	0.00	0.00	0.00
Logging & Forestry	0	0	0	0.00	0.00	0.00	0.00	0.00	0.00	0	0.	0	0.00	0.00	0.00
Fishing & Trapping	0	0	0	0.00	0.00	0.00	0.00	0.00	0.00	0	0	0	0.00	0.00	0.00
Mining	1000	0	1000	1.14	8.00	0.20	46,51	0,00	46.51	1	0	1	6.67	0.00	6.67
Petro & Natural Gas	0	0	0	0.00	0.00	0.00	0.00	0.00	0.00	0	6	Ð	0.00	0.00	0.00
Wholesale Trade	300	8411	8711	0.34	2.06	1.76	6.02	10.46	10.20	2	3	5	13.33	20.00	33.33
Transport. & Storage	0	0	0	0.00	0.00	0.00	0.00	0.00	0.00	0	0	0	0.00	0.00	0.00
Real Estate & Ins. Agents	0	0	° 0	0.00	0.00	0.00	0.00	0.00	0.00	0	0	0	0.00	0.00	0.00
Finance & Insurance	0	0	. 0	0.00	0.00	0.00	0.00	0.00	0.00	0	0	0	0.00	0.00	0.00
Acc., Food & Beverages	. 0	0	0	0.00	0.00	0.00	0.00	0.00	0.00	0	G	G	0.00	0.00	0.00
Business Service	0	0	6	0.00	0.00	0.00	0.00	0.00	0.00	8	0	0	0.00	0.00	0.00
Education Service	0	0	. 0	0.00	0.00	0.00	0.00	0.00	0.00	0	0	0	0.00	0.00	0.00
Other service	. 0	69	69	0.00	0.02	0.01	0.00	42.59	4.89	0	1	1	0.00	6.67	6.67
Total:	87800	408108	495908	100	100	100	71.01	33.61	37.06	7	8	15	46.67	53.33	100.00
IOCELI	31000		., 2700								15			100	

W. Glermany :

QUEBEC:

(excluding indirect and incidental investment)

	Asset Val	ue:		% of Tot.	QUE Asset	: Value	% of Tot.	CDN Asset	t Value:	Frequen	oy:		% of Tot.	. Frequency	y:
Sector:	•	Acqu.:	Tot:	New:	1	ot:	New:	lcqu.: 1	Fot:	New: A	.cqu.:T	ot:	New:	Acqu.:	Tot:
				••••••											
Manufacturing	86500	86628	173128	98.52	91.08	94.65	94.30	24.83	39.2 9	4	3	7	28.57	21.43	50.00
Construction	0	0	0	0.00	0.00	0.00	0.00	0.00	0.00	0	0	0	0.00	0.00	0.00
Retail Trade	0	0	0	0.00	0.00	0.00	0.00	0.00	0.00	0	0	0	0.00	0.00	0.00
Agriculture	0	0	0	0.00	0.00	0.00	0.00	0.00	0.00	0	0	0	0.00	0.00	0.00
Logging & Forestry	0	0	0	0.00	0.00	0.00	0.00	0.00	0.00	0	0.	0	0.00	0.00	0.00
Fishing & Trapping	0	0	0	0.00	0.00	0.00	0.00	0.00	0.00	0.	0	0	0.00	0.00	0.00
Mining	1000	0	1000	1.14	0.00	0.55	46.51	0.00	46.51	1	0	1	7.14	0.00	7.14
Petro & Natural Gas	0	0	0	0.00	0.00	0.00	0.00	0.00	0.00	0	0	0	0.00	0.00	0.00
Wholesale Trade	300	8411	8711	0.34	8.84	4.76	6.02	13.24	12.71	2	3	5	14.29	21.43	35.71
Transport. & Storage	0	0	0	0.00	0.00	0.00	0.00	0.00	0.00	0	0	0	0.00	0.00	0.00
Real Estate & Ins. Agents	0	0	٠ 0	0.00	0.00	0.00	0.00	0.00	0.00	0	0	0	0.00	0.00	0.00
Finance & Insurance	. 0	0	Ô	0.00	0.00	0.00	0.00	0.00	0.00	0	0	0	0.00	0.00	0.00
Acc., Food & Beverages	0	0	0	0.00	0.00	0.00	0.00	0.00	0.00	0	0	0	0.00	0.00	0.00
Business Service	0	0	0	0.00	0.00	0.00	0.00	0.00	0.00	0	0	0	0.00	0.00	0.00
Education Service	. 0	0	. 0	0.00	0.00	0.00	0.00	0.00	0.00	0	0	0	0.00	0.00	0.00
Other service	0	69	69	0.00	0.07	0.04	0.00	42.59	4.89	0	1	1	0.00	7.14	7.14
Total:	87800	95108	182908	100	100	100	71.03	15.61	24.96	7	· 7	14	50.00	50.00	100.00

c



BRITISH COLUMBIA:

(only direct investment made)

	Asset Val	ue:		% of Tot	. B.C. Ass	set Value	% of Tot.	CDN Asse	et Value:	Freque	incy:		% of Tot.	. Frequenc	y:
Sector:	New:	Acqu.:	Tot:	New:	Acqu.:	Tot:	New:	Acqu.:	Tot:	New:	Acqu.:T	ot:	New:	Acqu.:	Tot:
									••••	•••••	•••••				
Manufacturing	1675	16219	17894	69.65	21.26	22.74	1.83	1.86	1.86	1	2	3	.10.00	20.00	30.00
Construction	0	0	0	0.00	0.00	0.00	0.00	0.00	0.00	0	0	0	0.00	0.00	0.00
Retail Trade	70 0	0	700	29.11	0.00	0.89	73.68	0.00	5.56	1	0	1	10.00	0.00	10.00
Agriculture	0	0	0	0.00	0.00	0.00	0.00	0.00	0.00	0	0	0	0.00	0.00	0.00
Logging & Forestry	0	0	0	0.00	0.00	0.00	0.00	0.00	0.00	0	0	0	0.00	0.00	0.00
Fishing & Trapping	0	0	0	0.00	0.00	0.00	0.00	0.00	0.00	0	0	0	0.00	0.00	0.00
Mining	0	0	0	0.00	0.00	0.00	0.00	0.00	0.00	0	0	0	0.00	0.00	0.00
Petro & Natural Gas	0	0	0	0.00	0.00	0.00	0.00	0.00	0.00	0	0	0	0.00	0.00	0.00
Wholesale Trade	30	2275	2305	1.25	2.98	2.93	0.60	2.83	2.70	1	1	2	10.00	10.00	20.00
Transport. & Storage	0	0	0	0.00	0.00	0.00	0.00	0.00	0.00	0	0	0	0.00	0.00	0.00
Real Estate & Ins. Agents	0	57800	57800	0.00	75.76	73.44	0.00	32.19	32.19	. 0	2	2	0.00	20.00	20.00
Finance & Insurance	0	0	0	0.00	0.00	0.00	0.00	0.00	0.00	0	0	0	0.00	0.00	0.00
Acc., Food & Beverages	0	0	0	0.00	0.00	0.00	0.00	0.00	0.00	2	0	2	'20.00	0.00	20.00
Business Service	0	0	0	0.00	0.00	0.00	0.00	0.00	0.00	0	0	0	0.00	0.00	0.00
Education Service	0	0	0	0.00	0.00	0.00	0.00	0.00	0.00	0	0	0	0.00	0.00	0.00
Other service	. 0	0	0	0.00	0.00		0.00	0.00	0.00	0	0	0	0.00	0.00	0.00
		•••••		******					******				•••••		******
Total:	2405	76294	78699	100	100	100	1.94	6.28	5.88	5	5	10	50.00	50.00	100.00



Total for Atlantic Provinces is the investment made in Nova Scotia.

NOVA SCOTIA:

, .	Asset \((000's)			% of Tot	. Asset \	/alue	% of Tot	. CDN Ass	et Value:	Frequ	enay:		% of Tot.	. Frequenc	y:
Sector:	New:	Acqu.:	Tot:	New:	Acqu.:	Tot:	Neu:	Acqu.:	Tot:	New:	Acqu.:T	ot:	New:	Acqu.:	Tot:
							*		•						
Manufacturing		0 33	33 3383	8.00	100.00	100.00	0.00	0.39	0.35	0	3	3	.0.00	100.00	100.00
Construction'		0	0 (0.00	0.00	0.00	0.00	0.00	0.00	0	0	0	0.00	0.00	0.00
Retail Trade		0	0 0	0.00	0.00	0.00	0.00	0.00	0.00	0	0	0	0.00	0.00	0.00
Agriculture		0	0 (0.00	0.00	0.00	0.00	0.00	0.00	0	0	0	8.00	0.00	0.00
Logging & Forestry		0	0 0	0.00	0.00	0.00	0.00	0.00	0.00	0	0.	0	8.00	0.00	0.00
Fishing & Trapping		0	0 (0.00	0.00	0.00	0.00	0.00	0.00	0	0	0	0.00	0.00	0.00
Mining		0	0 (0.00	0.00	0.00	0.00	0.00	0.00	0	0	0	0.00	0.00	0.00
Petro & Natural Gas		0	0 (0.00	0.00	0.00	0.00	0.00	0.00	0	0	0	0.00	0.00	0.00
Wholesale Trade		0	0 (0.00	0.00	0.00	0.00	0.00	0.00	0	0	0	0.00	0.00	0.00
Transport. & Storage		0	0 2 0	0.00	0.00	0.00	0.00	0.00	0.00	0	0	0	0.00	0.00	0.00
Real Estate & Ins. Agents		0	0 . (0.00	0.00	0.00	0.00	0.00	0.00	0	0	0	0.00	0.00	0.00
Finance & Insurance		0	0 (0.00	0.00	0.00	0.00	0.00	0.00	0	0	0	: 0.00	0.00	0.00
Acc., Food & Beverages		0	0 (0.00	0.00	0.00	0.00	0.00	0.00	0	0	0	0.00	0.00	0.00
Business Service		0	0 (0.00	0.00	0.00	0.00	0.00	0.00	0	0	0	0.00	0.00	0.00
Education Service		0	0 (0.00	0.00	0.00	0.00	0.00	0.00	0	0	0	8.00	0.00	0.00
Other service		0	0 (0.00	0.00	0.00	0.00	0.00	0.00	0	0	0	0.00	0.00	0.00
Total:		0 33	3383	0.00	100.00	100	0.00	0.28	0.25	0	3	3	0.00	100.00	100.00

计引进设备

W. Hermany

PRAIRIE PROVINCES:

(only direct investment made)

	Asset Val	ue:		% of Tot.	Asset V	stue	% of Tot.	CON Ass	et Value:	Frequ	ency:		% of Tot.	Frequenc	y:
Sector:	New:	Acqu.:	Tot:	New:	Acqu.:	Tot:	New:	Acqu.:	Tot:	New:	Acqu.:1	ot:	New:	Acqu.:	Tot:
Manufacturing	0	4878	4878	0.00	11.67	8.99	0.00	0.56	0.51	0	3	3	. 0.00	17.65	17.65
Construction	5767	2040	7807	46.22	4.88	14.38	94.74	100.00	96.06	1	1	2	5.88	5.88	11.76
Retail Trade	0	11634	11634	0.00	27.82	21.43	0.00	100.00	92.45	0	1	1	0.00	5.88	5.88
Agriculture	0	0	0	0.00	0.00	0.00	0.00	0.00	0.00	0	0	0	0.00	0.00	0.00
Logging & Forestry	0	8	0	0.00	0.00	0.00	0.00	0.00	0.00	0	0,	0	0.00	0.00	0.00
Fishing & Trapping	0	0	0	0.00	0.00	0.00	0.00	0.00	0.00	0	0	0	0.00	0.00	0.00
Mining	1150	0	1150	9.22	0.00	2.12	53.49	0.00	53.49	1	0	1	5.88	0.00	5.88
Petro & Natural Gas	0	0	0	0.00	0.00	0.00	0.00	0.00	0.00	0	0	0	0.00	0.00	0.00
Wholesale Trade	0	4999	4999	0.00	11.96	9.21	0.00	6.22	5.85	0	1	1	0.00	5.88	5.88
Transport. & Storage	1010	0	1010	8.09	0.00	1.86	100.00	0.00	100.00	2	. 0	2	11.76	0.00	11.76
Real Estate & Ins. Agents	0	18000	18000	0.00	43.05	33.16	0.00	10.02	10.02	0	1	1	0.00	5.88	5.88
Finance & Insurance	0	0	0	0.00	0.00	0.00	0.00	0.00	0.00	0	0	0	0.00	0.00	0.00
Acc., Food & Beverages	4300	1	4301	34.46	, 0.00	7.92	36.60	0.01	17.43	, 2	1	3	11.76	5.88	17.65
Business Service	0	10	10	0.00	0.02	0.02	0.00	100.00	3.85	0	1	1	0.00	5.88	5.88
Education Service	0	251	251	0.00	0.60	0.46	0.00	100.00	ERR	0	1	1	0.00	5.88	5.88
Other service	2 50	0	250	2.00	0.00		20.00	0.00		1	0	1	5.88	0.00	5.88
Total:	12477	41813	54290	100	100	100	10.09	3.44	4.06	7	10	17	41.18	58.82	100.00
											17			100.00	_

W. Germany

ALBERTA:

(only direct investment made)

	Asset Valu	Je:		% of Tot.	Asset Va	alue	% of Tot.	CON Ass	et Value:	Frequ	ency:		% of Tot.	. Frequenc	:y:
	(8'000)			Nava	.	Tota	New:	Acas -	Tot:	Veus	Adqu.:1	int:	New:	Acqu.:	Tot:
Sector:	New:	Acqu.: T	ot:	New:	Acqu.:	Tot:	MCM:	Acqu.:			vade				
Manufacturing	0	4878	4878	0.00	12.34	9.57	0.00	0.56	0.51	0	3	3	0.00	23.08	23.08
Construction	5767	0	5767	50.25	0.00	11.31	94.74	0.00	70.96	1	0	1	` 7.69	0.00	7.69
Retail Trade	0	11634	11634	0.00	29.44	22.81	0.00	100.00	92.45	0	1	1	0.00	7.69	7.69
Agriculture	0	0	0	0.00	0.00	0.00	0.00	0.00	0.00	0	0	0	0.00	0.00	0.00
Logging & Forestry	0	0	0	0.00	0.00	0.00	0.00	0.00	0.00	0	0	0	0.00	0.00	0.00
Fishing & Trapping	0	0	0	0.00	0.00	0.00	0.00	0.00	0.00	0	0.	0	0.00	0.00	0.00
Mining	1150	0	1150	10.02	0.00	2.25	53.49	0.00	53.49	1	0	1	7.69	0.00	7.69
Petro & Natural Gas	0	0	0	0.00	0.00	0.00	0.00	0.00	0.00	0	0	0	0.00	0.00	0.00
Wholesale Trade	0	4999	4999	0.00	12.65	9.80	0.00	6.22	5.85	0	1	1	0.00	7.69	7.69
Transport. & Storage	10	0	10	0.09	0.00	0.02	0.00	0.00	0.00	1	0	1	7.69	0.00	
Real Estate & Ins. Agents	0	18000	18000	0.00	45.55	35.3 0	0.00	10.02	10.02	C	1	1	0.00	7.69	7.69
Finance & Insurance	0	0	. 0	0.00	0.00	0.00	0.00	0.00	0.00	C	0	0	0.00	0.00	0.00
Acc., Food & Beverages	4300	0	4300	37.47	0.00	8.43	36.60	0.00	17.43	2	2 0	2	15.38	0.00	15.38
Business Service	0	10	10	0.00	0.03	0.02	0.00	100.00	3.85	C	1	1	0.00	7.69	7.69
Education Service	0	0	0	0.00	0.00	0.00	0.00	0.00	0.00	(0	0	0.00	0.00	0.00
Other service	250	0	250	2.18	0.00	0.49	20.00	0.00	17.71	1	0	1	7.69	0.00	7.69
Total:	11477	39521	50998	100	100	100	9.28	3.25	3.81		5 7	13	46.15	53.85	100
i ocac.	11411	-,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,	20,70	,,,,				•			13			100	j

W. Lermany

SASKATCHEWAN:

(only direct investment made)

	Asset Value:			% of Tot. Asset Value			% of Tot. CDN Asset Value:			Frequency:			% of Tot. Frequency:			
Sector:	(000's) New:	Acqu.:	To	ot:	New:	Acqu.:	Tot:	New: A	/cqu.:	Tot:	New:	Vádn∙:	Tot:	New:	Acqu.:	Tot:
Manufacturing		·	 0	0	0.00	0.00	0.00	0.00	0.00	0.00	0	0	0	0.00		
Construction			0	0	0.00			0.00	0.00		0	0	0	. 0.00	0.00	0.00
Retail Trade	Ì		0	0	0.00		0.00	0.00	0.00		0	0	0	0.00	0.00	0.00
Agriculture	Ì		0	0	0.00			0.00	0.00	0.00	0	0	0	0.00	0.00	0.00
Logging & Forestry			n	Ö	0.00			0.00	0.00		0	0	0	0.00	0.00	0.00
Fishing & Trapping	·		0	Ô	0.00			0.00	0.00	0.00	C	0.	0	0.00	0.00	0.00
Mining	ĺ)	0	Ô	0.00			0.00	0.00	0.00	0	0	0	0.00	0.00	0.00
Petro & Natural Gas		.	0	0	0.00			0.00	0.00	0.00	0	0	0	0.00	0.00	0.00
Wholesale Trade	į	<u> </u>	0	0	0.00			0.00	0.00	0.00	0	0	0	0.00	0.00	0.00
Transport. & Storage	100	9	0	1000	100.00			99.01	0.00		1	0	1	100.00	0.00	100.00
Real Estate & Ins. Agents			0	0	0.00			0.00	0.00	0.00	C	0	0	0.00	0.00	0.00
Finance & Insurance		-	0	• 0	0.00		0.00	0.00	0.00	0.00	(0	0	- 0.00	0.00	0.00
Acc., Food & Beverages		0	Ö	. 0	0.00		0.00	0.00	0.00	0.00		0	0	0.00	0.00	0.00
Business Service		0	0	0	0.00		0.00	0.00	0.00	0.00	(0	0	0.00	0.00	0.00
Education Service		D	0	0	0.00	0.00	0.00	0.00	0.00	0.00	(0	0	0.00	0.00	0.00
Other service		0	0	0	0.00	0.00	0.00	0.00	0.00		(0	0	0.00	0.00	0.00
Total:	100	 O	0	1000	100	0	100	0.81	0.00	0.07	****	1 0	1	100	0	100
10001		-	-		, , ,	-			-			1				

t. # .

W. Hermany

MANITOBA:

(only direct investment made)

	Asset Value:			% of Tot. Asset Value			% of Tot. CDN Asset Value:			Frequency: ,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,			% of Tot. Frequency:			
Sector:	(000's) New: Acqu.: Tot:		New: Асqu.: Tot:		New: Acqu.: Tot:		New: Acqu.: Tot:									
Manufacturing	0	0	0	0.00	0.00	0.00	0.00	0.00	0.00	0	0	0	0.00	0.00	0.00	
Construction	0	2040	2040	0.00	89.01	89.01	0.00	100.00	25.10	0	1	1	. 0.00	33.33	33.33	
Retail Trade	0	0	0	0.00	0.00	0.00	0.00	0.00	0.00	0	0	0	0.00	0.00	0.00	
Agriculture	0	0	0	0.00	0.00	0.00	0.00	0.00	0.00	0	0	0	0.00	0.00	0.00	
Logging & Forestry	0	0	0	0.00	0.00	0.00	0.00	0.00	0.00	0	0	0	0.00	0.00	0.00	
Fishing & Trapping	0	0	0	0.00	0.00	0.00	0.00	0.00	0.00	0	0.	0	0.00	0.00	0.00	
Mining	0	0	0	0.00	0.00	0.00	0.00	0.00	0.00	0	0	0	0.00	0.00	0.00	
Wholesale Trade	0	0	0	0.00	0.00	0.00	0.00	0.00	0.00	0	0	0	0.00	0.00	0.00	
Transport. & Storage	0	0	0	0.00	0.00	0.00	0.00	0.00	0.00	0	0	0	0.00	0.00	0.00	
Real Estate & Ins. Agents	0	0	0	0.00	0.00	0.00	0.00	0.00	0.00	0	0	0	0.00	0.00	0.00	
Finance & Insurance	0	0	0	0.00	0.00	0.00	0.00	0.00	0.00	0	0	0	0.00	0.00	0.00	
Acc., Food & Beverages	0	0	° 0	0.00	0.00	0.00	0.00	0.00	0.00	. 0	0	0	0.00	0.00	0.00	
Business Service	0	1	1	0.00	0.04	0.04	0.00	10.00	0.38	0	1	1	0.00	33.33	33.33	
Education Service	0	0	. 0	0.00	0.00	0.00	0.00	0.00	0.00	0	0	0	0.00	0.00	0.00	
Other service	0	251	251	0.00	10.95	10.95	0.00	154.94	17.78	0	1	1	0.00	33.33	33.33	
	*******													400	100	
Total:	0	2292	2292	0	100	100	0.00	0.38	0.31	0	3	3	0	100	100	

-a- 34

W. Germany

TORONTO:

(including indirect and incidental investment)

	Asset Value:			% of Tot.	% of Tot.Asset Value			ency:		% of Tot. Frequency:			
Sector:	(000's) New:	Acqu.:	Tot:	New:	Acqu.:	Tot:	New:	Acqu.:T	ot:	Neu:	Acqu.:	Tot:	
*************	300	12822	13122	5.61	7.78	7.72	1	2	3	4.55	9.09	13.64	
Manufacturing					0.00	0.18	•	0	•	4.55		4.55	
Construction	300			5.61				•					
Retail Trade	250	0	250	4.67	0.00	0.15	1	0	1	4.55	0.00	4.55	
Agriculture	0	0	0	0.00	0.00	0.00	0	0	0	0.00	0.00	0.00	
Logging & Forestry	0	0	0	0.00	0.00	0.00	0	0	0	0.00	0.00	. 0.00	
Fishing & Trapping	. 0	9	0	0.00	0.00	0.00	0	0	0	0.00	0.00	9.00	
Kining	0	0	0	0.00	0.00	0.00	0	0	0	0.00	.0.00	0.00	
Petro & Natural Gas	0	0	0	0.00	0.00	0.00	0	0	0	0.00	0.00	0.00	
Wholesale Trade	1000	887	1887	18.69	0.54	1.11	6	1	7	27.27	4.55	31.82	
Transport. & Storage	0	0	0	0.00	0.00	0.00	0	0	0	0.00	0.00	0.00	
Real Estate & Ins. Agents	0	96015	96015	0.00	58.29	56.45	0	7	7	0.00	31.82	31.82	
Finance & Insurance	3500	55009	58509	65.42	33.39	34.40	1	2	3	4.55	9.09	13.64	
Acc., Food & Beverages	0	0	0	0.00	0.00	0.00	0	0	0	0.00	0.00	0.00	
Business Service	0	0	. 0	0.00	0.00	0.00	0	9	0	0.00	0.00	0.00	
Education Service	0	0	. 0	0.00	0.00	0.00	0	0	0	0.00	0.00	0.00	
Health & Social Service	. 0	0	0	0.00	0.00	0.00	0	0	0	0.00	0.00	0.00	
Other service	0	0	0	0.00	0.00	0.00	0	0	0	0.00	0.00	0.00	
•													
Total:	5350	164733	170083	100	100	100	10	12	22	45.45	54.55		

100

100

W. Sermany

TORONTO:

(excluding indirect and incidental investment)

	Asset Va	lue:		% of Tot. Asset Value			Frequency:			% of Tot. Frequency:			
Sector:	New:	Acqu.:	Tot:	New:	Acqu.:	Tot:	Kew: A	lcqu.:T	ot:	Hew:	Acqu.: Tot:		
Manufacturing	300	7892	8192	5.61	8.31	8.17	1	1	2	5.26	5.26	10.53	
Construction	300	0	300	5.61	0,00	0.30	1	0	1	5.26	0.00	5.26	
Retail Trade	250	0	250	4.67	0.00	0.25	1	0	1	5.26	0.00	5.26	
Agriculture	0	0	0	0.00	0.00	0.00	0	0	0	0.00	0.00	0.00	
Logging & Forestry	0	0	0	0.00	0.00	0.00	0	0	0	0.00	0.00	0.00	
Fishing & Trapping	0	0	0	0.00	0.00	0.00	0	0	0	0.00	0.00	0.00	
Mining	0	0	0	0.00	0.00	0.00	0	0	0	0.00	0.00	0.00	
Petro & Natural Gas	0	0	0	0.00	0.00	0.00	0	0	Ð	0.00	0.00	0.00	
Wholesale Trade	1000	887	1887	18.69	0.93	1.88	6	1	7	31.58	5.26	36.84	
Transport. & Storage	0	0	0	0.00	0.00	0.00	0	0	0	0.00	0.00	0.00	
Real Estate & Ins. Agents	0	84936	84936	0.00	89.47	84.70	0	6	6	0.00	31.58	31.58	
Finance & Insurance	3500	1219	4719	65.42	1.28	4.71	1	1	2	5.26	5.26	10.53	
Acc., Food & Beverages	0	0	0	0.00	0.00	0.00	0	0	0	0.00	0.00	0.00	
Business Service	0	0	0	0.00	0.00	0.00	0	0	0	0.00	0.00	0.00	
Education Service	0	Ō	0	0.00	0.00	0.00	0	0	0	0.00	0.00	0.00	
Health & Social Service	0	0	0	0.00	0.00	0.00	0	0	0	0.00	0.00	0.00	
Other service	0	0	0	0.00	0.00	0.00	0	_ 0	0	0.00	0.00		
Total:	5350	94934	100284	100	100	100	10	9	19	52.63	47.37	100.00	

W. Gumang

MONTREAL:

(including indirect and incidental investment)

•	Asset Value: (000's)			% of Tot.Asset Value			Freque	ncy:		% of Frequency:			
Sector:	New:	Acqu.:	Tot:	New:	Acqu.:	Tot:	New:	Acqu.:T	ot:	New:	Acqu.:	Tot:	
Manufacturing	0	324644	324644	0.00	97.47	97.47	0	2	2	0.00	33.33	33.33	
Construction	0	0	0	0.00	0.00	0.00	0	0	0	0.00	0.00	0.00	
Retail Trade	0	0	0	0.00	0.00	0.00	0	0	0	0.00	0.00	0.00	
Agriculture	0	0	0	0.00	0.00	0.00	0	0	0	0.00	0.00	0.00	
Logging & Forestry	0	0	0	0.00	0.00	0.00	0	0	0	0.00	0.00	. 0.00	
Fishing & Trapping	0	0	0	0.00	0.00	0.00	0	0	0	0.00	0.00	0.00	
Mining	0	0	0	0.00	0.00	0.00	0	0	0	0.00	0.00	0.00	
Petro & Natural Gas	0	0	0	0.00	0.00	0.00	0	0	0	0.00	0.00	0.00	
Wholesale Trade	20	8411	8431	100.00	2.53	2.53	1	3	4	16.67	50.00	66.67	
Transport. & Storage	0	0	0	0.00	0.00	0.00	0	0	0	0.00	0.00	0.00	
Real Estate & Ins. Agents	0	0	0	0.00	1 0.00	0.00	0	0	0	0.00	0.00	0.00	
Finance & Insurance	0	0	0	0.00	0.00	0.00	0	0	0	0.00	0.00	0.00	
Acc., Food & Beverages	0	0	0	0.00	0.00	0.00	0	0	0	0.00	0.00	0.00	
Business Service	0	0	. 0	0.00	0.00	0.00	0	0	0	0.00	0.00	0.00	
Education Service	0	0	0	0.00	0.00	0.00	0	0	0	0.00	0.00	0.00	
Other service	. 0	Ö	. 0	0.00	0.00	0.00	0	0	0	0.00	0.00	0.00	

Total:	20	333055	333075	100	100	100	1	5	6	16.66667	83.33333	100.00	
								6			100		

W. Germany

MONTREAL:

(excluding indirect and incidental investment)

	Asset Va	lue:		% of Tot.	% of Tot.Asset Value			rcy:		% of Tot. Frequency:			
Sector:	(000's) New:	Acqu.:	Tot:	New:	,,,,,,,,,,	Tot:	New:	\cqu.:T	ot:	Neu:	Acqu.:	Tot:	
Manufacturing	0	11644	11644	0.90	58.06	58.00	0	1	1	0.00	20.00	20.00	
Construction	0	0	0	0.00	0.00	0.00	0	0	0	0.00	0.00	0.00	
Retail Trade	0	0	. 0	0.00	0.00	0.00	0	Ð	0	0.00	0.00	0.00	
Agriculture	0	C	0	0.00	, 0.08	0.00	0	0	0	0.00	0.00	0.00	
Logging & Forestry	0	0	0	0.00	0.00	0.00	0	0	Ð	0.00	0.00	0.00	
Fishing & Trapping	0	0	0	0.00	6.00	0.00	0	0	0	0.00	0.00	0.00	
Mining	0	٥	0	0.00	0.00	0.90	0	0	0	0.00	0.00	0.00	
Petro & Natural Gas	0	Q	0	0.00	0.00	0.00	0	0	0	0.00	0.00	8.00	
Wholesale Trade	20	8411	8431	100.00	41.94	42.00	1	3	4	20.00	60.00	80.00	
Transport. & Storage	0	0	. 0	0.00	0.00	0.00	0	0	0	9. 0 0	0.00	0.00	
Real Estate & Ins. Agents	0	0	,	0.00	0.00	0.00	0	0	0	0.00	0.00	0.00	
Finance & Insurance	0	C) 0	9.00	0.00	0.00	0	0	0	0.00	0.00	0.00	
Acc., Food & Beverages	0) 0	0.00	0.00	0.00	9	0	0	0.00	0.00	0.00	
Business Service	0		0	0.00	0.00	0.00	0	0	0	0.00	0.00	0.00	
Education Service	0	. (3 0	0.00	0.00	0.00	C	0	0	0.00	0.00	0.00	
Other 'service	0	Ç) 0	0.00	0.00	0.00	0	a	0	0.00	0.00	0.00	
Total:	20	20055	20075	100	100	100	1	4	5	20.00	80.00	100.00	

, pi %

W. Sermanny

VANCOUVER:

(Only direct investment was made.)

	Asset Va	lue:		% of Tot	% of Tot.Asset Value			cy:		% of Tot. Frequency:			
	(000's)									i			
Sector:	New:	Acqu.:	Tot:	New:	Acqu.:	Tot:	New: A	.cqu.:T	ot:	New:	Acqu.:	Tot:	
Manufacturing	0	0	0	0.00	0.00	0.00	0	0	1	0.00	20.00	20.00	
Construction	0	0	0	0.00	0.00	0.00	0	0	0	0.00	0.00	0.00	
Retail Trade	0	0	0	0.00	0.00	0.00	0	0	0	0.00	0.00	0.00	
Agricultur e	0	0	0	0.00	0.00	0.00	0	0	0	0.00	0.00	0.00	
Logging & Forestry	0	0	0	0.00	0.00	0.00	0	0	0	0.00	0.00	, 0.00	
Fishing & Trapping	C	0	0	0.00	0.00	0.00	0	0	0	0.00	0.00	0.00	
Mining	0	0	0	0.00	0.00	0.00	0	0	0	0.00	0.00	0.00	
Petro. & Natural Gas	0	0	0	0.00	0.00	0.00	0	0	0	0.00	0.00	0.00	
Wholesale Trade	30	2275	2305	100.00	3.97	4.02	1	1	1	20.00	0.00	20.00	
Transport. & Storage	C	0	0	0.00	0.00	0.00	0	0	G	0.00	0.00	0.00	
Real Estate & Ins. Agents	C	55000	95000	0.00	96.03	95.98	Q	1	1.	0.00	20.00	20.00	
Finance & Insurance	C	0	. 0	0.00	0.00	0.00	0	0	0	0.00	0.00	0.00	
Acc., Food & Beverages	C	0	0	0.00	0.00	0.00	2	0	2	40.00	0.00	40.00	
Business Service	C	0	0	0.00	0.00	0.00	G	. 0	0	0.00	0.00	0.00	
Education Service	C	0	0	0.00	0.00	0.00	G	0	0	0.00	0.00	0.00	
Other service	C	0	0	0.00	0.00	0.00	0	0	0	0.00	0.00	0.00	
						******		:					
Total:	30	57275	57305	100	100	100	3	2	5	60.00	40.00	100.00	

W. Humany

CALGARY:

(only direct investment was made)

	Asset Value:			% of Tot.	% of Tot. Asset Value			ency:		% of Tot. Frequency:			
Sector:	(000°s) New:	Acqu.:	Tot:	New:	Acqu.:	Tot:	Heu:	Acqu.:T	ot:	New:	Acqu.: ¿	Tot:	
Manufacturing	0	2400	2400	0.00	6.48	5.07	0	4	4	0.00	10.00	10.00	
Construction	5767	2400		55.84	0.00		1	0	1	10.00	0.00	10.00	
Retail Trade	0	11632		0.00	31.40		0	4	,	0.00	10.00	10.00	
Agriculture	0			0.00	0.00		0	0	0	0.00	0.00	0.00	
- "	0	•	-				0	0	0				
Logging & Forestry		•	-	0.00	0.00		•	•	•	0.00	0.00	0.00	
Fishing & Trapping	0	0	-	0.00	0.00		0	0	0	0.00	0.00	. 0.00	
Mining	0	0	0	0.00	0.00		0	0	0	0.00	0.00	0.00	
Petro & Natural Gas	0	0	0	0.00	0.00	0.00	0	0	0	0.00	0.00	0.00	
Wholesale Trade	0	4999	4999	0.00	13.50	10.55	0	1	1	0.00	10.00	10.00	
Transport. & Storage	10	0	10	0.10	0.00	0.02	1	0	1	10.00	0.00	10.00	
Real Estate & Ins. Agents	4300	18000	22300	41.64	48.59	47.08	2	1	3	20.00	10.00	30.00	
Finance & Insurance	0	0	. 0	0.00	0.00	0.00	0	0	0	0.00	0.00	0.00	
Acc., Food & Beverages	0	0	0	0.00	0.00	0.00	0	0	0	0.00	0.00	0.00	
Business Service	0	10	10	0.00	0.03	0.02	0	1	1	0.00	10.00	10.00	
Education Service	0	0	0	0.00	0.00	0.00	0	0	0	0.00	0.00	0.00	
Other service	250	0	250	2.42	0.00	0.53	1	0	1	10.00	0.00	10.00	
Total:	10327	37041	47368	100.00	100.00	100	5	5	10	50.00	50.00	100.00	

W. Bermany

CALGARY:

(excluding indirect and incidental investment)

·	Asset Value: (000's)			% of To	t. Asset V	Frequ	ency:		% of Tot. Frequency:			
Sector:	New:	Acqu.:	Tot:	New:	Acqu.:	Tot:	New:	Acqu.:1	Tot:	New:	Acqu.:	Tot:
Manufacturing	(0) (0.0	0.00	0.00	0	0	0	0.00	0.00	0.00
Construction	() () (0.0	0.00	0.00	C	0	0	0.00	0.00	
Retail Trade	(0) (0.0	0.00	0.00	C	0	0	0.00	0.00	0.00
Agriculture	(0 0) (0.0	0.00	0.00	C	0	0	0.00	0.00	0.00
Logging & Forestry	(0 0)	0.0	0.00	0.00	(3 0	0	0.00	0.00	0.00
Fishing & Trapping	(0 0)	0.0	0.00	0.00	0	0	0	0.00	0.00	0.00
Mining	(0 ()	0.0	0.00	0.00	(0	0	0.00	0.00	0.00
Petro & Natural Gas		0 (}	0.0	0 0.00	0.00	(0	0	0.00	0.00	0.00
Wholesale Trade		660000	66000	0.0	0 98.06	98.06	(1	1	0.00	33.33	33.33
Transport. & Storage		0 (0.0	0.00	0.00	(0	0	0.00	0.00	0.00
Real Estate & Ins. Agents	ı	D (, ,	0 0.0	0.00	0.00	(0	0	0.00	0.00	0.00
Finance & Insurance		0 (0.0	0.00	0.00	(0 0	0	0.00	0.00	0.00
Acc., Food & Beverages		0 ()	0.0	0.00	0.00	(0	0	0.00	0.00	0.00
Business Service		0 13026	5 1302	-		1.94		2	2	0.00	66.67	66.67
Education Service				0 0.0				0 0	0	0.00	0.00	0.00
Other service		•	=	0 0.0			1	0 0	0	0.00	0.00	0.00
Other Service			- 									
Total:		0 673026	67302	6	0 100	100	(0 3	3	0.00	100.00	100.00
iotat.		. 51302	, J. J.C.					3	-		100.00	