

REPORT 4
87/09/25

QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM
AT MISSIONS ABROAD FOR FISCAL YEAR 87
FORECAST OF KEY ACTIVITIES AND ANTICIPATED RESULTS STATED IN MISSION'S ANNUAL PLAN

PAGE : 43

POST : 522-NEW DELHI

007-POWER & ENERGY EQUIP. & SERV.
INDIA

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

ALL SUB-SECTORS

ANALYSIS OF AWARD OF CAPITAL PROJ. BY INDIA TO ALL COUNTRIES IS NEEDED BECAUSE OF CDN COS CONCERNS THAT CDN APPROACH & FINANCING MECHANISMS ARE INADEQUATE SUPPORT TO PRIVATE SECTOR INITIATIVES IN THE INDIAN MARKET.

WORK CLOSELY WITH CANADIAN FIRMS IN DEVELOPING APPROPRIATE STRATEGIES WHEN PURSUING MAJOR CAPITAL PROJECTS.

CONTINUE DEVELOPING CLOSE LIAISONS WITH KEY PLAYERS IN IDENTIFIED GOV'T OF INDIA PUBLIC SECTOR, ESPECIALLY DEPTS OF ECONOMIC AFFAIRS FINANCE, ENERGY, POWER, INDUSTRY, SPACE AND RAILWAYS, WITH A VIEW TO PROMOTING CDN INTERESTS IN THE POWER SECTOR.

ANALYSIS OF INTN'L COMPETITION WLD AID CDN GVMT. TO ASSESS ITS SUPPORT TO CDN PRIVATE SECTOR INIT. IN INDIAN MARKETPLACE.

SIGNED CONTRACT FOR ONE OR MORE MAJOR CAPITAL PROJECT.

THIS ENHANCED LIAISON SHOULD INCREASE CDN FIRMS OPPORTUNITIES TO ADVANCE THEIR PROPOSAL FOR MAJOR CAPITAL PROJ. WITHIN INDIAN SECTOR.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 WORK CLOSELY WITH CANADIAN FIRMS IN DEVELOPING APPROPRIATE STRATEGIES IN PURSUIT OF MAJOR CAPITAL PROJECTS.

RAJ MAHAL COAL STUDY COMPLETE. CONTRACT NEGOTIATIONS TO START. YAMUNANAGAR AND UNCHAHAR STRATEGISING CONTINUES.

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----