

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

POST : 521-ISLAMABAD

011-OIL & GAS EQUIPMENT, SERVICES
PAKISTAN

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

ALL SUB-SECTORS

WIDEN POSTS CONTACTS IN THE INDUSTRY BY IN-COUNTRY TRAVEL TO CALL REGULARLY UPON SENIOR EXECUTIVES OF PRIVATE SECTOR OIL COMPANIES AND PIPELINES.

ASSISTANCE TO CANADIAN COMPANY THAT HAS CONCLUDED NEGOTIATIONS FOR A CONCESSION.

UPDATE MISSION BRIEFING NOTES ON THE OIL & GAS INDUSTRY & INCLUDE INFORMATION ABOUT GRANTING OF OIL AND GAS CONCESSIONS.

ASSISTANCE TO SEVERAL CANADIAN EXPLORATION COMPANIES INTERESTED IN CONCESSIONS.

WIDEN CANADIAN SALES PENETRATION BEYOND OGDC AND INCREASE OUR MARKET SHARE.

SUCCESSFUL INITIAL PHASE OF CANADIAN ACTIVITY IN THIS SECTOR.

HEIGHTENED INTEREST IN PAKISTAN FOR CANADIAN CAPABILITIES PREPARATION BY EXPORTERS VISITING THE MARKET.

SECOND CONCESSION GRANTED TO CANADIAN OIL AND GAS EXPLORATION COMPANY.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 -----

QUARTER: 2 -ASSIST CANADIAN COMPANIES SEEKING PETROLEUM CONCESSION AREAS IN PAKISTAN.

QUARTER: 3 ASSIST CDN COMPANIES SEEKING PETROLEUM CONCESSION AREAS IN PAKISTAN.

QUARTER: 4 -----

-ARRANGED PETRO-CANADA AND HOME OIL'S VISIT FOR JOINT NEGOTIATIONS WITH GOVERNMENT OF PAKISTAN. AGREEMENT EXPECTED TO BE SIGNED IN NEXT QUARTER.

PROMOTE PETROCAN & HOME OIL'S EFFORTS TO SIGN AGREEMENTS WITH GOV'T OF PAKISTAN.