

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 : 308-HARARE

005-COMM. & INFORM. EQP. & SERV
ZIMBABWE

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

ALL SUB-SECTORS

CIDA FINANCING HAS OPENED OPPORTUNITIES IN ZIMBABWE FOR TELECOM-
MUNICATION EQUIPMENT - RURAL COMMUNICATION SERVICES A PRIORITY.

INCREASED SHARE OF MARKET.

MISSION CONTINUES TO KEEP CANADIAN EXPORTERS ADVISED OF OPPOTUNI-
TIES IN SECTOR TENDERS FOR HANDSETS, TELECOMMUNICATION SYSTEMS,
EXCHANGE.

INCREASED SALES TO MARKET.

CANADIAN ORGANIZATIONS HAVE TENDERED TO ZIMBABWE POSTS AND TELE-
COMMUNICATIONS DEPARTMENT FOR FEASIBILITY STUDY CONTRACTS ASSIS-
TED BY HICOM.

CANADIAN INVOLVEMENT IN SECTOR.

TO KEEP IMPETUS GOING IN COMMUNICATION SECTOR NOTIFYING CANADIAN
COMPANIES OF CONTINUED OPPORTUNITIES.

INCREASED INVOLVEMENT IN AREA.

EXCHANGE AND SUPPORT OF JOINT VENTURE (MANUFACTURING) ACTIVITIES
BEING PURSUED BY TWO CANADIAN COMPANIES.

ESTABLISHMENT OF A CDN-ZIMBABWE MFTQ. FACILI-
TY FOR TELEPHONE HAND SETS AND/OR PABX
SERVICE FACILITY.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 MODERNIZATION OF TELECOMMUNICATIONS SYSTEMS AND
EXTENSION OF DISTRIBUTION SYSTEMS TO RURAL AREAS

DETAILS OF TELECOMMUNICATION SYSTEMS EQPT REQUI-
REMENTS OVER 5 YEAR PLAN PERIOD OBTAINED FROM
POSTS & TELECOMMUNICATION CORP. (PTC) MEETING HELD
WITH TOP PTC EXECUTIVE & EDC IN HARARE TO DISC-
USS AVAILABILITY FINANCING.

QUARTER: 2 -----

QUARTER: 3 BOTSWANA RURAL TELECOMMUNICATIONS STUDY.

ADB FINANCED PROJECT. CDN PARTICIPATION IN TELE-
COMS STUDY WILL BE ASSISTED BY FINANCING UNDER
CDN FUND FOR TECHNICAL ASSISTANCE.

QUARTER: 4 -----