

REPORT 4
88/03/16

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 40

POST : 341-CAIRO

007-POWER & ENERGY EQUIP. & SERV.
ARAB REPUBLIC OF EGYPT

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

ALL SUB-SECTORS

DEPENDING ON EGYPT'S ECONOMIC SITUATION, PUT IN PLACE
EDC/CIDA GENERAL DEVELOPMENT LINE OF CREDIT .

CONTINUE EFFORTS TO OBTAIN AND ANALYZE INFO ON NEW 5 YEAR PLAN
AND NEW FUNDING ALLOCATIONS UNDER IBRD/ADB.

CONTINUE SYSTEM OF REGULAR FOLLOW-UP WITH OFFICIALS TO ENSURE
SMOOTH CONTRACT/TENDER PROGRESS FOR ACTIVE CDN COMPANIES AND/OR
TO FIND NEW OPPORTUNITIES.

INCLUSION OF ENERGY TRANSMISSION/GENERATION PROFILE IN PROMOTIO-
NAL/INFORMATIONAL BROCHURES LIKE ECBC NEWSLETTER DOING BUSINESS
IN EGYPT, ETC.

GDLOC SIGNATURE COULD ENSURE ONE CDN CONTRACT
WORTH \$23M

OFFERS ADVANCE NOTICE OF OPPORTUNITIES TO CDN
COMPANIES & ALLOWS NEEDED TIME FOR EFFECTIVE
BIDDING.

ENSURES COMPETITOR INTERFERENCE IS CHECKED
THEREBY PROTECTING STATUS OF CDN BIDS.

INFORMS CDN COMPANIES/GOVERNMENT DEPARTMENTS
- ENCOURAGES INVESTIGATION OF THIS MARKET AND
OFFERS VALUABLE "HOW TO " INFORMATION.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 TO CONTINUE EFFORTS TO OBTAIN AND ANALYSE INFO
ON NEW 5-YEAR PLAN FOR EGYPT AND TO DETERMINE
IBDR/ABD FUNDING INTENTIONS.

QUARTER: 2 ASSIST IN CONFIRMING ALLOCATION IN CANADA OF
METRO-SEPTIA ELECTRIC POWER CONNECTION.

QUARTER: 3 A) IDENTIFY MAIN INVESTMENT PROJECTS OF NEW 5-YR
PLAN & PREPARE REPORT FOCUSING ON WORLD BANK
B) CHASE FINALIZATION OF DAMANHOOR, METRO SEPTIA
PROJECTS.

QUARTER: 4 -----

COMPLETED REPORT ON ELECTRICAL GENERATION & TRA-
NSMISSION SECTOR WHICH INFORMED CDN CO./GOVT.
SYNOPSIS ON SECTOR PUBLISHED IN ECBC NEWSLETTER.

DONE.

A) DRAFT REPORT COMPLETED. WORLD BANK REMAINS UN-
WILLING TO COMMIT FUND. B) FREQUENT FOLLOW-UP HAS
HELPED MOVE EGYPTIAN & EDC APPROVALS.