

REPORT 4
88/02/02

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 54

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 CDN FIRMS IN DEVELOPING APPRO-
PRIATE STRATEGIES IN PURSUIT OF MAJOR CAPITAL
PROJECTS.

RAJ MAHAL COAL STUDY COMPLETE. CONTRACT NEGOTIA-
TIONS TO START. YAMUNANAGAR AND UNCHALAR STRATE-
GISING CONTINUES.

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----