

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 : 522-NEW DELHI

011-OIL & GAS EQUIPMENT, SERVICES
INDIA

TRACKING:

ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTER: 2 A) CIDA/EDC LINE OF CREDIT FOR OIL & GAS SECTOR.
B) GENERAL INCREASE IN ACTIVITY, ENQUIRIES, AGENCY AGREEMENTS.

QUARTER: 2 A) COMPUTERISE OIL & GAS CONTACT, AGENTS, LISTS, TENDERS ISSUED, RESPONSES FROM CDA SOURCING DOCUMENTS, ENQUIRIES FROM INDIA.
B) PETRO-CDA & ONGC MOU FOR TECHNICAL COOPERATION WITH OIL AND GAS SECTOR.

QUARTER: 3 CIDA/EDC LINE OF CREDIT. -GENERAL INCREASE IN ACTIVITY, ENQUIRIES, AGENCY AGREEMENTS. -COMPUTERISE OIL/GAS CONTACTS/AGENTS/LISTS/TENDERS ISSUED, RESPONSES FROM CDA, SOURCING DOCUMENTS, ENQUIRIES FROM INDIA.

QUARTER: 4 -----

QUARTERLY RESULTS REPORTED:

A) EFFORTS CONTINUED TO PRODUCE FIRST TRANSACTION
B) SIX NEW AGENCY AGREEMENTS AND 1 JOINT VENTURE ARRANGEMENT SET-UP.

A) EFFORTS CONTINUING.
B) DROPPED FOR LACK OF INTEREST FROM PETROCAN.

-EFFORTS CONTINUED TO PRODUCE FIRST TRANSACTION.
-THREE NEW AGENCY AGREEMENTS SET UP.
-EFFORTS CONTINUING.