

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 :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

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

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

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

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

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

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

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/ADB FUNDING INTENTIONS.

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

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

DONE.

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.

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

QUARTER: 4 FINALIZE AWARD OF METRO-SEPTIA PROJECT, AND
FINANCING AGREEMENT FOR DAMANHOOR BOILERS.

(A) COMPETITIVE FINANCE OFFER HAS BEEN MADE BY
EDC ON METRO SEPTIA. EXPECTING POSITIVE RESPONSE
SHORTLY. (B) LOAN SIGNED FEBRUARY 7, 1988. AWAI-
TING PEOPLE'S ASSEMBLY APPROVAL AND GUARANTEE
SIGNATURE.