

Power Transmission and Distribution Mission

(October 98)

Mission to India to focus on increasing awareness of Canadian capabilities through seminar presentations and one-on-one meetings in major centres in India. In particular, demonstration of Canadian technologies that increase efficiencies in the transmission and distribution of power will be featured.

South Asia Power Conference and Exhibition

(November 98)

Post to encourage and organize Canadian participation in both the conference/seminar and exhibition elements of this biennial international event.

OIL AND GAS

Detailed Market Study of the Oil and Gas Sector

(April 98)

This study to provide a comprehensive document defining both the legislative and operational environments for firms in this sector as well as identifying opportunities for sale of goods/ services, co-operation, technology transfer and joint-venture operations in the oil and gas sector.

Mission to the National Petroleum Show (June 98)

Post to provide support to Indian firms visiting Petrocan '98, and to ensure that an Indian journalist's visit to the show is effective in promoting Canadian technologies and capabilities in the oil and gas sector.

Outgoing Oil and Gas Mission to India

(November 98)

Mission visiting several centres in India to explore commercial opportunities in the context of India's new exploration policies, the new decontrolled pricing and distribution system, as well as opportunities for partnerships in upcoming pipeline projects in both the public and private sector.

Petrotech '99 (January 99)

Post to encourage Canadian firms to exhibit in this the largest oil and gas show in India, and to actively participate in the conference program in order to showcase Canadian products, technologies and services to prospective buyers/partners.

References

- India's Power Sector: Business Opportunities for Canadians
- India Market Report: Oil and Gas Sector

These can be obtained from DFAIT's Enquiries Service at:

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TRANSPORTATION SYSTEMS

Opportunities

AUTOMOTIVE INDUSTRY

The Indian automotive sector continues to grow. In the lower end two- and three- wheeler market, there has been a 20-percent increase in sales. This demonstrates the largest portion of motor vehicle consumption with the relatively small amount of only 410 000 cars and utility vehicles (UVs) being sold in 1996. The comparatively small size of the car and UV industry is accounted for by India's relatively low purchasing power and discouraging government policies in the past (with high duties and customs and excise). During the first half of 1997, car sales increased by 21 percent and UVs were up by 17 percent. With the continued growth