

QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM  
AT MISSIONS ABROAD FOR FISCAL YEAR 88  
FORECAST OF KEY ACTIVITIES AND ANTICIPATED RESULTS STATED IN MISSION'S ANNUAL PLAN

POST :346-BAGHDAD

005-ADVANCED TECH. PROD. & SERV  
IRAQ

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

??????

RENDER ASSISTANCE IN RE-OPENING CONTRACT NEGOTIATIONS WITH IRAQI  
MINISTRY OF DEFENCE.

SUCCESSFUL CONCLUSION OF THIS DEAL WOULD  
ALLOW BCI TO RE-OPEN LOCAL OFFICE AND PROVIDE  
NEEDED REVENUES OF APPROX. \$60 MILLION TO  
REMAIN IN IRAQI MARKET.

SUPPORT ON-GOING ACTIVITIES OF BCI AFTER RE-ESTABLISHMENT OF  
LOCAL OFFICE IN LIAISON WITH M.O.D. AND PTT.

PROMOTE ADDITIONAL IRAQI INTEREST IN CANADIAN  
GOODS AND SERVICES.

ASSUMING BCI IS SUCCESSFUL IN OBTAINING SECTION 31 FINANCING, POST  
WILL COMMENCE MORE ACTIVE PROMOTION OF OTHER CANADIAN COMMUNICA-  
TIONS PRODUCTS IN IRAQ.

DEVELOP NEW PROJECTS/SUPPLY CONTRACTS WHICH  
OF CANADIAN GOVERNMENT FINANCING IS AVAILABLE  
COULD EXCEED \$200 MILLION.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 -----

QUARTER: 2 -----

QUARTER: 3 Assist BCI to re-open Iraq market.

BCI participation in BIF resulted in substantial  
interest among small system users-potential is  
good.

QUARTER: 4 Assist Cdn. companies in market

BCI reopened office in Baghdad. High level team  
visited and making offer on Basrah system in  
April.