

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

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POST : 521-ISLAMABAD

011-OIL & GAS EQUIPMENT, SERVICES
PAKISTAN

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

ALL SUB-SECTORS

WIDEN POSTS CONTACTS IN THE INDUSTRY BY IN-COUNTRY TRAVEL TO CALL
REGULARLY UPON SENIOR EXECUTIVES OF PRIVATE SECTOR OIL COMPANIES
AND PIPELINES.

WIDEN CANADIAN SALES PENETRATION BEYOND OGDC
AND INCREASE OUR MARKET SHARE.

ASSISTANCE TO CANADIAN COMPANY THAT HAS CONCLUDED NEGOTIATIONS
FOR A CONCESSION.

SUCCESSFUL INITIAL PHASE OF CANADIAN
ACTIVITY IN THIS SECTOR.

UPDATE MISSION BRIEFING NOTES ON THE OIL & GAS INDUSTRY & INCLUDE
INFORMATION ABOUT GRANTING OF OIL AND GAS CONCESSIONS.

HEIGHTENED INTEREST IN PAKISTAN FOR CANADIAN
CAPABILITIES PREPARATION BY EXPORTERS
VISITING THE MARKET.

ASSISTANCE TO SEVERAL CANADIAN EXPLORATION COMPANIES INTERESTED
IN CONCESSIONS.

SECOND CONCESSION GRANTED TO CANADIAN OIL AND
GAS EXPLORATION COMPANY.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 -----

QUARTER: 2 -ASSIST CANADIAN COMPANIES SEEKING PETROLEUM
CONCESSION AREAS IN PAKISTAN.

-ARRANGED PETRO-CANADA AND HOME OIL'S VISIT FOR
JOINT NEGOTIATIONS WITH GOVERNEMENT OF PAKISTAN.
AGREEMENT EXPECTED TO BE SIGNED IN NEXT QUARTER.

QUARTER: 3 -----

QUARTER: 4 -----