

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 ASSIST CDN COMPANIES SEEKING PETROLEUM CONCES-  
SION AREAS IN PAKISTAN.

PROMOTE PETROCAN & HOME OIL'S EFFORTS TO SIGN  
AGREEMENTS WITH GOV'T OF PAKISTAN.

QUARTER: 4 ASSIST CANADIAN COMPANIES SEEKING PETROLEUM  
CONCESSION AREAS IN PAKISTAN.

PETRO CANADA, HOME OIL AND SCEPTRE RESOURCES  
SIGNED LEASE AGREEMENT WITH GOVERNMENT OF  
PAKISTAN.