

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 : 522-NEW DELHI

011-OIL & GAS EQUIPMENT, SERVICES  
INDIA

PLANNING:

ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

MACHINERY AND EQUIPMENT

CIDA/EDC LINE OF CREDIT FOR OIL AND GAS SECTOR.

WHEN SIGNED SIGNIFICANT AND IMMEDIATE  
INCREASE IN SALES.

PETRO-CANADA - OIL & NATURAL GAS COMMISSION MOU FOR TECHNICAL  
COOPERATION WITH OIL & GAS SECTOR.

WHEN SIGNED SIGNIFICANT INCREASE IN LINK  
BETWEEN CANADIAN COMPANIES AND ONGC.

GENERAL INCREASE IN ACTIVITY, ENQUIRIES, AGENCIES AGREEMENTS DUE TO  
SEVERE RECESSION IN CANADIAN INDUSTRY AND HENCE INCREASED INTEREST  
IN INDIAN MARKET.

INCREASED SIGNED AGENCY AGREEMENTS AND SALES.

COMPUTERIZE OIL & GAS CONTACTS, AGENTS LISTS, TENDERS ISSUED, RESPONSES  
FROM CANADA, SOURCING DOCUMENTS, ENQUIRIES FROM CANADA AND  
INDIA.

IMPROVED EFFICIENCY IN RESPONDING & MATCHING  
OPPORTUNITIES WITH CANADIAN COMPANIES.

ALL SUB-SECTORS

CIDA/EDC LINE OF CREDIT FOR OIL AND GAS SECTOR.

WHEN SIGNED SIGNIFICANT AND IMMEDIATE INCREASE  
IN SALES.

PETRO-CANADA - OIL & NATURAL GAS COMMISSION MOU FOR TECHNICAL  
COOPERATION WITH OIL & GAS SECTOR.

WHEN SIGNED SIGNIFICANT INCREASE IN LINKS  
BETWEEN CANADIAN COMPANIES AND ONGC.

GENERAL INCREASE IN ACTIVITY, ENQUIRIES, AGENCIES AGREEMENTS DUE TO  
SEVERE RECESSION IN CANADIAN INDUSTRY AND HENCE INCREASED INTEREST  
IN INDIAN MARKET.

INCREASED SIGNED AGENCY AGREEMENTS AND SALES.

TRACKING:

ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 CIDA/EDC LINE OF CREDIT FOR OIL & GAS SECTOR.

CONTINUING ATTEMPTS TO PRODUCE FIRST TRANSACTION

QUARTER: 1 PETRO-CANADA-OIL & NATURAL GAS COMMISSION MOU  
FOR TECHNICAL COOPERATION WITH OIL & GAS  
SECTOR.

STILL IN DEFINITION PHASE.

QUARTER: 1 GENERAL INCREASE IN ACTIVITY, ENQUIRIES, AGENCY  
AGREEMENTS DUE TO SEVERE RECESSION IN CANADIAN  
INDUSTRY AND HENCE INCREASED INTEREST IN INDIAN  
MARKET.

HAS BEEN SOMEWHAT DAMPENED BY PROBLEMS IN  
LAUNCHING OIL AND GAS FINANCING FACILITY.