

QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM  
AT MISSIONS ABROAD FOR FISCAL YEAR 89  
FORECAST OF KEY ACTIVITIES AND ANTICIPATED RESULTS STATED IN MISSION'S ANNUAL PLAN

POST :521-ISLAMABAD

SECTOR :011-OIL & GAS EQUIPMENT,SERVICES  
PAKISTAN

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

SUB-SECTOR:ALL SUB-SECTORS

REGULARLY CALL ON OIL CO EXECS IN ISLAMABAD,LAHORE & KARACHI  
OBTAIN TIMELY INFORMATION ON PROCUREMENT OPPORTUNITIES.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 Expose Pakistan oil and gas companies executives  
to Canadian capabilities.  
Help Canadian companies to get business from  
Pakistan oil and gas companies.

Arranged visit of Mr. W.A. Zuberi, Managing Dir.  
,Pakistan Oilfields Ltd. to Intercan 89. Several  
Cdn cos got first hand knowledge about POL's  
planned purchasing activities from its Chief Exe-  
cutive & expressed interest to pursue those opp.

QUARTER: 2 1. Resolve CCC/Cardwell contract.  
2. Arrange Chairman OGDC visit to Alta.

1. HOM met Min Petroleum; result OGDC raises  
possibility of third rig.  
2. Chairman pleased with visit.

QUARTER: 3 -----

QUARTER: 4 -----

QUARTER: 4 Continue the regular follow-up of the projects  
which are close to contract signature.

OGDC project financing negotiations were  
completed and loan agreement signed.  
OGDC signed a \$200 million contract under  
which OGDC has provided the tech. proposals.