

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 : 308-HARARE

005-COMM. & INFORM. EQP. & SERV  
ZIMBABWE

PLANNING: ACTIVITIES PROPOSED IN POST PLAN: ANTICIPATED RESULTS:

ALL SUB-SECTORS

CIDA FINANCING HAS OPENED OPPORTUNITIES IN ZIMBABWE FOR TELECOM-  
MUNICATION EQUIPMENT - RURAL COMMUNICATION SERVICES A PRIORITY.

INCREASED SHARE OF MARKET.

MISSION CONTINUES TO KEEP CANADIAN EXPORTERS ADVISED OF OPPORTUNI-  
TIES IN SECTOR TENDERS FOR HANDSETS, TELECOMMUNICATION SYSTEMS,  
EXCHANGE.

INCREASED SALES TO MARKET.

CANADIAN ORGANIZATIONS HAVE TENDERED TO ZIMBABWE POSTS AND TELE-  
COMMUNICATIONS DEPARTMENT FOR FEASIBILITY STUDY CONTRACTS ASSIS-  
TED BY HICOM.

CANADIAN INVOLVEMENT IN SECTOR.

TO KEEP IMPETUS GOING IN COMMUNICATION SECTOR NOTIFYING CANADIAN  
COMPANIES OF CONTINUED OPPORTUNITIES.

INCREASED INVOLVEMENT IN AREA.

EXCHANGE AND SUPPORT OF JOINT VENTURE (MANUFACTURING) ACTIVITIES  
BEING PURSUED BY TWO CANADIAN COMPANIES.

ESTABLISHMENT OF A CDN-ZIMBABWE MFTG. FACILI-  
TY FOR TELEPHONE HAND SETS AND/OR PABX  
SERVICE FACILITY.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 MODERNIZATION OF TELECOMMUNICATIONS SYSTEMS AND  
EXTENSION OF DISTRIBUTION SYSTEMS TO RURAL AREAS

DETAILS OF TELECOM'N SYSTEMS EQUIPMENT REQUIRE-  
MENTS OVER FIVE YEAR PLAN PERIOD OBTAINED FROM  
POSTS AND TELECOMMUNICATION CORPORATION (PTC)  
MEETING HELD WITH TOP PTC EXECUTIVE AND EDC IN  
HARARE TO DISCUSS AVAILABILITY FINANCING.

QUARTER: 2 -----

QUARTER: 3 -----

QUARTER: 4 -----