

30/05/89

DEPARTMENT OF EXTERNAL AFFAIRS

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RPTC1

TRADE AND INVESTMENT PROMOTION PLANNING SYSTEM

89/90 SECTOR/SUB-SECTOR HIGHLIGHTS

Mission: LIMA

Market: PERU

Sector : OIL & GAS EQUIPMENT, SERVICES

Sub-Sector: ALL SUB-SECTORS

| Market Data                 | 2 Years Ago | 1 Year Ago | Current Year<br>(Estimated) | Next Year<br>(Projected) |
|-----------------------------|-------------|------------|-----------------------------|--------------------------|
| Market Size                 | 41.00 \$M   | 25.00 \$M  | 35.00 \$M                   | 35.00 \$M                |
| Canadian Exports            | 0.50 \$M    | 3.75 \$M   | 6.00 \$M                    | 7.00 \$M                 |
| Canadian Share<br>of Market | 1.20 %      | 15.00 %    | 17.00 %                     | 20.00 %                  |

Cumulative 3 year export potential for  
CDN products in this sector/subsector: 5-15 \$M

| Major Competing Countries | Market Share |
|---------------------------|--------------|
| UNITED STATES OF AMERICA  | 52.00 %      |
| EUROPEAN COMMON MARKET C  | 17.00 %      |

Current Status of Canadian  
exports in this sector/subsector: Small but expanding

Products/services for which there are good market prospects:

1. DRILLING EQPT AND SPARE PARTS
2. CATERPILLAR'S SPARE PARTS
3. POWER TRANSMISSION EQPT
4. GAS ENGINES
5. MEASURE CONTROLLING EQPT
6. AIR COMPRESSORS
7. PUMPS
8. TURBINES
9. NATURAL GAS COMPRESSORS
10. CHEMICALS
11. DIESEL ENGINES
12. HEAT EXCHANGERS