

Export and Investment Promotion Planning System

REPT: SYN-GEO 88/89 A. Post export program priorities

Region: MIDDLE EAST

Mission: 348 KUWAIT

Market: 311 KUWAIT

The Mission selected the following sectors as priority areas for export promotion activities for the coming fiscal year:

1. 011 OIL & GAS EQUIPMENT, SERVICES

REASONS: KUWAIT MUST OPERATE & MAINTAIN LARGEST OIL & GAS PRODUCTION/REFINING COMPLEX IN GULF. AS WELL AS HUGE ONGOING PURCHASES, KUWAIT OIL & GAS COMPANIES ALSO HAVE SEVERAL LARGE PROJECTS IN PLANNING STAGES.

2. 014 EDUCATION, MEDICAL, HEALTH PROD

REASONS: EDUCATION & HEALTHCARE CONTINUES TO BE HIGH PRIORITIES OF GOV'T. FURTHER EXPANSION & REFINEMENT OF HEALTHCARE SYSTEMS UNDERWAY. EXISTING CAMPUSES WILL BE UPGRADED & NEW MASSIVE CAMPUS TO BE BUILT.

3. 001 AGRI & FOOD PRODUCTS & SERVICE

REASONS: ALSO PRIORITY OF GOV'T FOR BEAUTIFICATION ("GREENIFICATION")/HORTICULTURAL SCHEMES PLUS AGRICULTURAL DEVELOPMENT FOR ECONOMIC DIVERSIFICATION. ALL FOOD IS IMPORTED & ANNUAL IMPORTS OF FOOD LARGEST SINGLE \

4. 007 POWER & ENERGY EQUIP. & SERV.

REASONS: POST RECEIVES LARGE NO. OF SOURCING REQUESTS. MANY INFRASTRUCTURE PROJECTS BEING IMPLEMENTED INCLUDING \$2.0 BIL SABIYA POWER STATION. O&M OF EXISTING PLANTS HOLD GREAT POTENTIAL.

5. 004 DEFENCE PROGRAMS, PRODUCTS, SERV

REASONS: KUWAIT BECOMING INCREASINGLY SECURITY CONSCIOUS. LARGEST PORTION OF ANNUAL BUDGET ALLOCATED TO DEFENCE MINISTRIES PLUS INTERIOR (SECURITY) MINISTRY SEVERAL PROJECTS UNDERWAY.

6. 009 FOREST PRODUCTS, EQUIP, SERVICES

REASONS: ALREADY ONE OF HIGHEST EXPORT SECTORS. CDA IS WELL KNOWN AS LEADING SUPPLIER. STILL EXIST GOOD OPPORTUNITIES TO EXPAND & DIVERSIFY EXPORTS

The most important current Canadian export sectors to this market are (based on actual export sales):

1. 007 POWER & ENERGY EQUIP. & SERV.
2. 009 FOREST PRODUCTS, EQUIP, SERVICES
3. 012 PETROCHEM & CHEM PROD, EQP, SERV
4. 005 COMM. & INFORM. EQP. & SERV
5. 001 AGRI & FOOD PRODUCTS & SERVICE
6. 011 OIL & GAS EQUIPMENT, SERVICES