

Export and Investment Promotion Planning System

88/89 Sector/Sub-Sector Highlights
Submitted by Posts by Region

Region: MIDDLE EAST

Mission: 346 BAGHDAD

Market: 305 IRAQ

Sector: 003 GRAINS AND OILSEEDS

Subsector: 031 CEREAL GRAINS

Statistical Data On Sector/sub-sector	Next Year (Projected)	Current Year (Estimated)	1 Year Ago	2 Years Ago
Mkt Size(import) \$	280.00M	\$ 280.00M	\$ 300.00M	\$ 320.00M
Canadian Exports \$	80.00M	\$ 80.00M	\$ 93.00M	\$ 50.00M
Canadian Share of Import Market	29.00%	29.00%	31.00%	15.00%

Major Competing Countries

Market Share

- | | |
|----------------------------------|-------|
| i) 011 AUSTRALIA | 038 % |
| ii) 577 UNITED STATES OF AMERICA | 030 % |

Cumulative 3 year export potential for CDN products
in this Sector/Subsector: 100 \$M AND UP

Current status of Canadian exports: Mature with little growth

Products/services for which there are
good market prospects

Current Total Imports

- | | |
|---------------------|----------------|
| i) RED SPRING WHEAT | In Canadian \$ |
| ii) FLOUR | \$ 190.00 M |
| iii) MALTING BARLEY | \$ 50.00 M |
| | \$ 50.00 M |

The Trade Office reports that the following factors influence Canadian
export performance in this market for this sector (sub-sector).

In the Trade Office's opinion, Canadian export performance in this sector
(sub-sector) in this market is lower than optimum mainly because of:

- non competitive financing from Canada
- other factor(s) described by the Trade Office as follows:
IRAGIS HAVE RECEIVED TRANSPORTATION CREDITS FROM USA & AUSTRALIA
FOR GRAINS THEY BUY FROM THOSE COUNTRIES. THERE IS INCREASING
PRESSURE FOR CANADA TO FOLLOW SUIT. IF IT CANNOT, CANADIAN SALES
TO IRAG WILL BE HURT.