

30/05/89

DEPARTMENT OF EXTERNAL AFFAIRS

251

RPTC1

TRADE AND INVESTMENT PROMOTION PLANNING SYSTEM

89/90 SECTOR/SUB-SECTOR HIGHLIGHTS

Mission: SANTIAGO

Market: CHILE

Sector : TRANSPORT SYS,EQUIP,COMP,SERV.

Sub-Sector: URBAN TRANSIT

Market Data	2 Years Ago	1 Year Ago	Current Year (Estimated)	Next Year (Projected)
Market Size	4.30 \$M	6.00 \$M	5.00 \$M	5.00 \$M
Canadian Exports	0.10 \$M	0.20 \$M	0.10 \$M	0.10 \$M
Canadian Share of Market	2.30 %	3.30 %	2.00 %	2.00 %

Cumulative 3 year export potential for  
CDN products in this sector/subsector: 60-100 \$M

Major Competing Countries                                  Market Share

FRANCE    85.00 %

Current Status of Canadian  
exports in this sector/subsector: No export results to date

Products/services for which there are good market prospects:

1. METRO WAGONS
2. CONSULTANT SERVICES
3. CONSTRUCTION OF METRO LINE

Factors contributing to current successful Canadian exports:

- Import restrictions are not a significant impediment in this sector
- CIDA programs
- Strong sectoral capability in Canada
- Competitive Canadian financing
- Willingness of exporters to invest/joint venture in territory