

Export and Investment Promotion Planning System

MISSION: 348 KUWAIT

COUNTRY: 311 KUWAIT

Projects or portion of projects which are still in the planning stage and for which Canadian companies might have reasonable prospects.

iii) Project Name: BAHRAIN - GAS PLANT EXPANSION
Approximate Value: \$ 20 M
Financing Source: 012 DOM
For further info. please contact:
EMBASSY

iv) Project Name: OTHERS TOO NUMEROUS TO LIST
Approximate Value: \$ M
Financing Source:
For further info. please contact:
EMBASSY

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:

- a lack of interest in the market on the part of Canadian exporters
- difficulties of adaptation of marketing techniques to the market by some Canadian companies
- other factor(s) described by the Trade Office as follows:
 - INTENSE COMPETITION FROM MANY COUNTRIES WELL ESTABLISHED IN GULF
 - FAILURE OF MOST CANADIAN COMPANIES TO MAKE COMMITMENT TO MARKET AND AGGRESSIVELY FOLLOW-UP
 - LACK OF AWARENESS OF MAJOR PROJECTS IN ADVANCE

Some Canadian exporters to this market in this sector(sub-sector) have enjoyed success previously as a result of a variety of factors which the trade office reports to include:

- aggressive marketing on the part of Canadian Exporters
- use of Canadian Government export promotion activities
- strong sectoral capability in Canada

In support of Canadian exports in this sector (sub-sector) the Trade Office is currently engaged in activities which include:

Activity: TIMELY REPORTING OF UPCOMING PROJECTS

Results Expected: INCREASED CANADIAN PARTICIPATION

For the next fiscal year, the Trade Office is planning to undertake the following new export support initiative(s) in this sector (sub-sector):

Activity: FULL REPORT ON SERVICES MARKET IN GULF

Results Expected: GREATER MARKET AWARENESS