

RPTC1

TRADE AND INVESTMENT PROMOTION PLANNING SYSTEM

89/90 SECTOR/SUB-SECTOR HIGHLIGHTS

Mission: BAGHDAD

Market: IRAQ

Sector : MINF.METAL.MINERAL PROD & SRV

Sub-Sector: MINERALS AND MINERAL PRODUCTS

Market Data	2 Years Ago	1 Year Ago	Current Year (Estimated)	Next Year (Projected)
Market Size	100.00 \$M	125.00 \$M	100.00 \$M	150.00 \$M
Canadian Exports	1.50 \$M	2.00 \$M	0.00 \$M	10.00 \$M
Canadian Share of Market	1.50 %	0.16 %	0.00 %	0.06 %

Cumulative 3 year export potential for
CDN products in this sector/subsector: 15-30 \$M

Major Competing Countries	Market Share
UNION OF SOVIET SOC REP	60.00 %
INDIA	25.00 %
PEOPLE'S REP OF CHINA	10.00 %

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

Products/services for which there are good market prospects:

1. ASBESTOS FIBRE

Factors contributing to current successful Canadian exports:

- Import restrictions are not a significant impediment in this sector
- Aggressive marketing
- Provincial export promotion
- Competitive pricing
- Canada is one of few sources of supply
- Strong sectoral capability in Canada

Factors for Canadian exports not reaching market potential:

- Non-competitive financing
- LACK OF CREDIT