

Export and Investment Promotion Planning System

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

Region: AFRICA

Mission: 303 NAIROBI

Market: 279 KENYA

Sector: 004 DEFENCE PROGRAMS, PRODUCTS, SERV

Subsector: 999 ALL SUB-SECTORS

Statistical Data On Sector/sub-sector	Next Year (Projected)	Current Year (Estimated)	1 Year Ago	2 Years Ago
Mkt Size(import) \$	50.00M	\$ 40.00M	\$ 50.00M	\$ 20.00M
Canadian Exports \$	4.00M	\$ 4.00M	\$ 47.00M	\$ 2.00M
Canadian Share of Import Market	8.00%	10.00%	94.00%	10.00%

Major Competing Countries

Market Share

i) 051 UNITED KINGDOM	040 %
ii) 577 UNITED STATES OF AMERICA	030 %
iii) 112 FRANCE	010 %
iv) 128 GERMANY WEST	010 %

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

Current status of Canadian exports: Well established and growing

Products/services for which there are
good market prospects

Current Total Imports

	In Canadian \$
i) AIRCRAFT PARTS	\$ 3.00 M
ii) AMMUNITION	\$ 0.50 M
iii) TRANSPORT AIRCRAFT	\$ 24.00 M
iv) RADAR (SLAR)	\$ 0.00 M

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

i) Project Name: COMMUNICATIONS-RACE SYSTEM

Approximate Value: \$.2 M

Financing Source: 023 EDC

For further info. please contact:

A. LYONS, CDN HIGH COMM, T: 334033, TLX: 22198

ii) Project Name: AIRCRAFT PARTS AND ASSEMBLIES

Approximate Value: \$ 4.0 M

Financing Source: 012 DOM

For further info. please contact:

A. LYONS CDN HIGH COMM TEL: 33403 TLX: 22198 DOMCAN