

## **Advanced Technology Sector**

Advanced Technology Sector has suffered restrictions and market reserves for the past eight years, new Governmental determinations have reduced import barriers to minimum necessary to protect developing local industry. There are several Trade Fairs in specialized sectors which will take place during 1992. Post would like to call special attention to Comdex-Sucesu '92, 14-18 Sept '92 - Sao Paulo. It is the principal exhibition in Brazil for computer hard and software, telecommunications, equipment, systems etc. Canadian pavilion has been confirmed. The presence of Canadian companies is highly beneficial to market development strategies.

## **Informatics**

The sector has been protected from foreign competition over last eight years to enable growth of incipient local industry. Market reserve ends in 1992, and industry now preparing itself to face competition, principally by acquiring state of the art technologies from abroad. Opportunities exist in all areas, including: remote sensing, geomatics, process control systems, etc...

## **Telecommunications**

Lack of government investment over past decade has caused chaos to be synonym of Brazilian telephone and communications network. Opportunities exist in all areas from consulting services to manufacture and sale of complete systems. Deregulation and privatization of certain services to date considered as government monopoly offer opportunities for investment (up to 49%) in specific areas such as mobile cellular communications; CATV; Data Networks; etc...

## **Electronic Components**

Electronic components, like all other electronic equipment have been protected for the last years. With the opening of the Brazilian market, opportunity exists for sale of components in general, as well as for O.E.M. equipments under contract. Specialized instrumentation for scientific and industrial uses, non destructive testing equipment, etc. can all be considered as having good market potential.

## **Defence**

Brazilian defence sector has been the object of severe budgetary restraints during the decade of 1980. Programs like the Navy's Frigates and Corvettes construction and modernization programs, upgrading of the Minas Gerais Aircraft Carrier, Airforce's Mirage and F-5's modernization and Army's Electronic Warfare Centre have had their implementation postponed many times due to lack of resources. Furthermore, the export of Brazilian Military equipment was drastically reduced in the last two years.