

RPTC1

TRADE AND INVESTMENT PROMOTION PLANNING SYSTEM

89/90 SECTOR/SUB-SECTOR HIGHLIGHTS

Mission: KUWAIT

Market: KUWAIT

Sector : CONSTRUCTION INDUSTRY

Sub-Sector: ALL SUB-SECTORS

Market Data	2 Years Ago	1 Year Ago	Current Year (Estimated)	Next Year (Projected)
Market Size.	600.00 \$M	600.00 \$M	500.00 \$M	500.00 \$M
Canadian Exports	8.00 \$M	3.00 \$M	3.00 \$M	3.00 \$M
Canadian Share of Market	1.30 %	0.50 %	0.60 %	0.60 %

Cumulative 3 year export potential for
CDN products in this sector/subsector: 5-15 \$M

Major Competing Countries

Market Share

JAPAN	25.00 %
KOREA	25.00 %
FRANCE	15.00 %
GERMANY WEST	15.00 %
PEOPLE'S REP OF CHINA	10.00 %
UNITED KINGDOM	10.00 %

Current Status of Canadian
exports in this sector/subsector: Mature with little growth

Products/services for which there are good market prospects:

1. CONSULTING
2. ARCHITECTURE
3. HEAVY EQUIPMENT SPARES
4. CONSTRUCTION MATERIAL

Factors contributing to current successful Canadian exports:

- Import restrictions are not a significant impediment in this sector
- Competitive pricing
- Canada is one of few sources of supply
- SPECIALIZED EQUIPMENT
- PROBABLY SUPPLIED TO USA
- PATENT.