

## Export and Investment Promotion Planning System

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

Region: MIDDLE EAST

Mission: 348 KUWAIT

Market: 311 KUWAIT

Sector: 005 COMM. &amp; INFORM. EQP. &amp; 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) \$	500.00M	\$ 500.00M	\$ 600.00M	\$ 700.00M
Canadian Exports \$	10.00M	\$ 5.00M	\$ 8.00M	\$ 10.00M
Canadian Share of Import Market	2.00%	1.00%	1.20%	1.40%

## Major Competing Countries

## Market Share

i) 265 JAPAN	030 %
ii) 507 SWEDEN	015 %
iii) 128 GERMANY WEST	015 %
iv) 112 FRANCE	005 %
v) 577 UNITED STATES OF AMERICA	015 %
vi) 051 UNITED KINGDOM	005 %

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

Current status of Canadian exports: Small but expanding

## Products/services for which there are good market prospects

## Current Total Imports

	In Canadian \$
i) PBX EXCHANGES	\$ 30.00 M
ii) REMOTE SENSING	\$ 45.00 M
iii) TRAINING	\$ 80.00 M
iv) SWITCHES	\$ 20.00 M
v) PERIPHERALS	\$ 25.00 M
vi) CELLULAR	\$ 40.00 M
vii) TELEPHONE O & M	\$ 70.00 M
viii) BROADCASTING	\$ 15.00 M
ix) DATA COMM	\$ 95.00 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: OMAN LAND INFO SYSTEM  
Approximate Value: \$ 100 M  
Financing Source: 012 DOM  
For further info. please contact:  
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