

Export and Investment Promotion Planning System

87/88 Sector/Sub-Sector Highlights
Submitted by Posts by Region

Region: MIDDLE EAST

Mission: 339 ABU DHABI

Market: 328 UNITED ARAB EMIRATES

Sector: 003 GRAINS AND OILSEEDS

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) \$	172.00M	\$ 149.00M	\$ 112.00M	\$ 134.00M
Canadian Exports \$	0.60M	\$ 0.42M	\$ 0.39M	\$ 0.38M
Canadian Share of Import Market	0.34%	0.28%	0.24%	0.28%

Major Competing Countries

Market Share

i) 011 AUSTRALIA	040 %
ii) 577 UNITED STATES OF AMERICA	025 %
iii) 051 UNITED KINGDOM	015 %

Cumulative 3 year export potential for CDN products in this Sector/Subsector: 1-3 \$M

Current status of Canadian exports: Small but expanding

Products/services for which there are good market prospects

Current Total Imports

- i) CEREAL GRAINS
- ii) OIL SEEDS

In Canadian \$	
\$	70.00 M
\$	50.00 M

The Trade Office reports that the following factors influence Canadian export performance in this market for this sector (sub-sector).

- exports of certain products or services to this country are subject to Canadian export controls
- the degree of import duty protection of local industry tends to be low

In the Trade Office's opinion, Canadian export performance in this sector (sub-sector) in this market is lower than optimum mainly because of:

- a lack of interest in the market on the part of Canadian exporters
- non competitive pricing
- difficulties in obtaining credit facilities in Canada
- market prospect which are relatively new and have not yet been explored adequately by Canadian exporters