

Export and Investment Promotion Planning System

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

Region: MIDDLE EAST

Mission: 347 RIYADH

Market: 322 SAUDI ARABIA

Sector: 005 COMM. & INFORM. EGP. & SERV

Subsector: 053 TELECOMMUNICATIONS (INC SPACE)

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 \$	150.00M	\$ 200.00M	\$ 270.00M	\$ 270.00M
Canadian Share of Import Market	30.00%	40.00%	45.00%	39.00%

Major Competing Countries

Market Share

i) 507 SWEDEN	000 %
ii) 265 JAPAN	000 %
iii) 354 NETHERLANDS	000 %
iv) 577 UNITED STATES OF AMERICA	000 %

Cumulative 3 year export potential for CDN products in this Sector/Subsector: 100 \$M AND UP

Current status of Canadian exports: Mature with little growth

Products/services for which there are good market prospects

Current Total Imports

	In Canadian \$
i) PACKET SWITCHING EQUIP.	\$ 0.00 M
ii) TEST EQUIPMENT	\$ 30.00 M
iii) PABX	\$ 70.00 M
iv) RURAL SUBSCRIBER RADIO	\$ 20.00 M
v) MODEMS	\$ 10.00 M
vi) COMMUNICATIONS TOWERS	\$ 10.00 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: TELEX O&M CONTRACT
Approximate Value: \$ 100 M
Financing Source: 012 DOM
For further info. please contact:

J. P. MCLACHLAN TLX 404893 DOMCAN SJ FAX 488-0137