

RPTCI

TRADE AND INVESTMENT PROMOTION PLANNING SYSTEM

89/90 SECTOR/SUB-SECTOR HIGHLIGHTS

Mission: KUWAIT

Market: KUWAIT

Sector : GRAINS AND OILSEEDS

Sub-Sector: ALL SUB-SECTORS

Market Data	2 Years Ago	1 Year Ago	Current Year (Estimated)	Next Year (Projected)
Market Size	700.00 \$M	730.00 \$M	750.00 \$M	770.00 \$M
Canadian Exports	0.00 \$M	0.70 \$M	0.00 \$M	1.00 \$M
Canadian Share of Market	0.00 %	0.00 %	0.00 %	0.00 %

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

Major Competing Countries

Market Share

AUSTRALIA	40.00 %
INDIA	10.00 %
UNITED STATES OF AMERICA	5.00 %
PAKISTAN	20.00 %
THAILAND	5.00 %

Current Status of Canadian
exports in this sector/subsector: Small but expanding

Products/services for which there are good market prospects:

1. WHEAT
2. CANOLA
3. VEGETABLE OILS
4. GRAIN HANDLING EQUIPMENT
5. TRAINING IN CANADA
6. BARLEY

Factors contributing to current successful Canadian exports:

- Import restrictions are not a significant impediment in this sector
- Competitive pricing
- Strong sectoral capability in Canada

Factors for Canadian exports not reaching market potential:

- Non-competitive pricing
- Lack of promotion and advertising
- NOT MUCH APPARENT CDN EFFORT
- TRANSPORTATION COSTS