

## Export and Investment Promotion Planning System

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

Region: AFRICA

Mission: 349 LIBREVILLE

Market: 629 GABON

Sector: 007 POWER &amp; ENERGY EQUIP. &amp; SERV.

Subsector: 071 HYDRO

Statistical Data On Sector/sub-sector	Next Year (Projected)	Current Year (Estimated)	1 Year Ago	2 Years Ago
Mkt Size(import) \$	110.00M	\$ 55.00M	\$ 0.00M	\$ 0.00M
Canadian Exports \$	30.00M	\$ 55.00M	\$ 0.00M	\$ 0.00M
Canadian Share of Import Market	25.00%	100.00%	0.00%	0.00%

Major Competing Countries	Market Share
i) 112 FRANCE	000 %

Cumulative 3 year export potential for CDN products  
in this Sector/Subsector: 30-60 \$M

Current status of Canadian exports: Well established and growing

Products/services for which there are good market prospects	Current Total Imports In Canadian \$
i) ETUDES	\$ 3.00 M
ii) POMPES/POTEAUX/GENERATEUR	\$ 24.00 M
iii) INGENIERIE	\$ 0.00 M

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

- 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:

- No factors reported by mission

Some Canadian exporters to this market in this sector (sub-sector) have enjoyed success previously as a result of a variety of factors which the trade office reports to include:

- aggressive marketing on the part of Canadian Exporters
- use of Canadian Government export promotion activities
- the presence of CIDA programs which have opened the market to Canadian companies
- the availability of competitive Canadian financing