

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: 011 OIL & GAS EQUIPMENT, SERVICES

Subsector: 116 MACHINERY AND EQUIPMENT

Statistical Data On Sector/sub-sector	Next Year (Projected)	Current Year (Estimated)	1 Year Ago	2 Years Ago
Mkt Size(import) \$	1200.00M	\$ 1267.00M	\$ 1497.00M	\$ 2124.00M
Canadian Exports \$	20.00M	\$ 17.00M	\$ 15.00M	\$ 13.00M
Canadian Share of Import Market	1.70%	1.30%	1.00%	0.60%

Major Competing Countries

Market Share

i) 577 UNITED STATES OF AMERICA	030 %
ii) 265 JAPAN	020 %
iii) 051 UNITED KINGDOM	010 %
iv) 128 GERMANY WEST	010 %
v) 112 FRANCE	005 %

Cumulative 3 year export potential for CDN products in this Sector/Subsector: 60-100 \$M

Current status of Canadian exports: Small but expanding

Products/services for which there are good market prospects

Current Total Imports

	In Canadian \$
i) MAINTENANCE SERVICES	\$ 50.00 M
ii) SCADA SYSTEMS	\$ 50.00 M
iii) EXPLORATION SOFTWARE	\$ 10.00 M
iv) SUNDRY SUPPLIES	\$ 30.00 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: IPSA II PIPELINE (IRAQ-SAUDI LINE)
Approximate Value: \$ 1000 M
Financing Source: 020 IFED
For further info. please contact:
BAGHDAD PHONE: 542-1459 TLX: 212486

ii) Project Name: COMPLETION OF GAS COLLECTION SYSTEM.
(FLUOR SUB-CONTRACT)
Approximate Value: \$ 100 M
Financing Source: 025 OTHER
For further info. please contact:
A. GRIFFITH PHONE: 488-2288 TLX: 404893 DOMCAN SJ