

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: 016 INDUSTRIAL MACHIN, PLANTS, SERV.

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) \$	135.00M	\$ 140.00M	\$ 0.00M NA	\$ 0.00M NA
Canadian Exports \$	1.50M	\$ 0.80M	\$ 0.00M NA	\$ 0.00M NA
Canadian Share of Import Market	1.12%	0.57%	0.00%	0.00%

Major Competing Countries

Market Share

i) 265 JAPAN	028 %
ii) 577 UNITED STATES OF AMERICA	023 %
iii) 051 UNITED KINGDOM	019 %
iv) 128 GERMANY WEST	012 %

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

Current status of Canadian exports: Small but expanding

Products/services for which there are
good market prospects

Current Total Imports

i) TOOLS	In Canadian \$
ii) INDUSTRIAL REFRIGERATION EQUIPMENT	\$ 25.00 M
iii) PUMPS	\$ 30.00 M
	\$ 35.00 M

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

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
- difficulties in obtaining credit facilities in Canada
- market prospect which are relatively new and have not yet been explored adequately by Canadian exporters