

## MEXICO

### Overview

No doubt that telecommunications is the sector that offers the best opportunities in advanced technology in this market era.

Post foresees opportunities for systems, equipment, components and spare parts in following: telecommunications - rural telephony, satellite earth stations and communication systems to operate in C. KU and L. Band, central switching and PBX equipment, cellular telephony, digital fibre optic transmission networks and microwave systems.

In datacom specifically we foresee good opportunities for radio based data communication systems and related equipment, however opportunities exist as well for standard datacom equipment.

In computing, opportunities are mainly concentrated in software for special areas of application, oil industry, utilities and service areas, security applications, fleet management, material handling. In the geomatics sector opportunities for software exists in the following applications: hydrographic and municipal mapping, forest, environmental, water and municipal management, mining and mineral exploration. Regarding hardware; opportunities arise for PCs and minicomputers, components and peripheral products.

For consumer electronics: we do not foresee clear opportunities for Canadian products, since Mexico is oversupplied mainly by Asian trademarks which are very competitive in price and heavily supported with advertising.

In the defence sector, detected potential opportunities for military tactical communication equipment.

In remaining areas such as aerospace and space technologies opportunities are not clear so far.