

Space Communications Equipment - Average Annual Growth

| 1988-1989 | 1990-1991 | 1991-1992 |
|-----------|-----------|-----------|
| 17.5% | 50.0% | 51.25% |

Telecommunications Equipment - Average Annual Growth

| 1988-1989 | 1990-1991 | 1991-1992 |
|-----------|-----------|-----------|
| 19.2% | 21.3% | 23.4% |

Our forecasts for growth rates in this sector are provided below. Telecommunications Sector - Average Annual Growth Rates

| Year | 1988-1989 | 1990-1991 | 1991-1992 |
|-----------|-----------|-----------|-----------|
| Mobile | 31.8% | 32.0% | 32.5% |
| Broadcast | 0.4% | 0.2% | 0.7% |

Almost all individual sectors, with the exception of Broadcast/Multimedia Equipment, are expected to experience growth rates above 20 per cent, as shown below.

Consumer Premises Equipment - Average Growth

| Year | 1988-1989 | 1990-1991 | 1991-1992 |
|-------|-----------|-----------|-----------|
| TOTAL | 19.6% | 21.5% | 21.0% |

Support is a key issue in this market and a local distributor is sought either to establish a presence in the market or to support an existing distributor. The local distributor should be able to provide the necessary support and service to the end user.

Mobile Equipment - Average Annual Growth Rates

Local and non-local operators are both active in the market. Although the market is still in its early stages, it is expected to grow rapidly. The market is expected to be dominated by local operators, but non-local operators are also expected to compete vigorously. The market is expected to be dominated by local operators, but non-local operators are also expected to compete vigorously.

Broadcast/Multimedia Equipment - Average Annual Growth Rates

The market for Broadcast/Multimedia Equipment is expected to grow at a slower rate than other sectors. This is due to the high cost of the equipment and the limited number of operators in the market. The market is expected to be dominated by local operators, but non-local operators are also expected to compete vigorously.