

RPTC3

TRADE AND INVESTMENT PROMOTION PLANNING SYSTEM

90/91 CONSULTING SERVICES SUB-SECTOR HIGHLIGHTS

Mission: NAIROBI

Market: UGANDA

Sector : TRANSPORT SYS,EQUIP,COMP,SERV.

Sub-Sector: CONSULTING &amp; OTHER SERVICES

Market Data	2 Years Ago	1 Year Ago	Current Year (Estimated)	Next Year (Projected)
Market Size	0.00 \$M	0.00 \$M	0.00 \$M	0.00 \$M
Canadian Exports	0.00 \$M	0.20 \$M	0.20 \$M	0.30 \$M
Canadian Share of Market	0.00 %	0.00 %	0.00 %	0.00 %

Cumulative 3 year export potential for  
CDN products in this sector/subsector: 1-3 \$M

Major Competing Countries	Market Share
ITALY	0.00 %
DENMARK	0.00 %
UNITED KINGDOM	0.00 %
GERMANY WEST	0.00 %

Current Status of Canadian  
exports in this sector/subsector: Small but expanding

Products/services for which there are good market prospects:

1. Consulting and training services in railways
2. Consulting services in civil aviation
3. Railway info systems
4. Used track supply

Factors contributing to current successful Canadian exports:

- Import restrictions are not a impediment in this sector
- CIDA programs
- Strong sectoral capability in Canada
- Competitive Canadian financing

Factors for Canadian exports not reaching market potential:

- Lack of promotion and advertising
- Non-competitive financing
- Market prospects have not been adequately explored