

The principal export destinations for computer hardware in 1987 were the U.S.A. and Singapore (see Table 5), accounting for C\$5.7 million and C\$4.4 million respectively. According to industry sources, U.S.A. was a major importer particularly of power supply products. Some computer products also are assembled in Malaysia under specific contract for shipment back to U.S.A. Singapore, on the other hand acts as a transshipment port for re-export to other final destinations.

TABLE 5  
PRINCIPAL EXPORT DESTINATIONS FOR COMPUTER HARDWARE, 1987

| SITC       | Description                      | U.S.A.                |    | Singapore             |    | Others                |    | Total                  |
|------------|----------------------------------|-----------------------|----|-----------------------|----|-----------------------|----|------------------------|
|            |                                  | C\$'000               | %  | C\$'000               | %  | C\$'000               | %  | C\$'000                |
| 752.200.00 | Digital data processing machines | 345                   | 20 | 1,111                 | 65 | 260                   | 15 | 1,716                  |
| 752.300.00 | Digital central processing units | 103                   | 5  | 1,594                 | 81 | 264                   | 14 | 1,961                  |
| 752.400.00 | Digital central storage units    | 2                     | 9  | 15                    | 65 | 6                     | 26 | 23                     |
| 752.500.00 | Peripheral units                 | <u>5,278</u>          | 68 | <u>1,706</u>          | 22 | <u>744</u>            | 10 | <u>7,728</u>           |
|            | Total                            | <u>5,728</u><br>===== | 50 | <u>4,426</u><br>===== | 39 | <u>1,274</u><br>===== | 11 | <u>11,428</u><br>===== |

## 5.0 MARKET SIZE

Based on trade statistics and domestic production, the total apparent market for computer hardware is as follows:

TABLE 6  
APPARENT MARKET FOR COMPUTER HARDWARE  
1984 TO 1987

|                             | 1984                 | 1985                 | 1986                 | 1987                 |
|-----------------------------|----------------------|----------------------|----------------------|----------------------|
|                             | C\$ million          | C\$ million          | C\$ million          | C\$ million          |
| Computer Hardware:          |                      |                      |                      |                      |
| Imports                     | 53.8                 | 63.4                 | 61.0                 | 73.9                 |
| Domestic Production*        | -                    | -                    | -                    | 2.0                  |
| Less Exports and Re-exports | <u>3.1</u>           | <u>2.0</u>           | <u>2.1</u>           | <u>11.4</u>          |
| Total Apparent Market       | <u>50.7</u><br>===== | <u>61.4</u><br>===== | <u>58.9</u><br>===== | <u>64.5</u><br>===== |

Note : \* Industry estimates only.

Source: Malaysian Trade Statistics, 1984 to 1987.