

Export and Investment Promotion Planning System

87/88 Sector/Sub-Sector Highlights
Submitted by Posts by Region

Region: LATIN AMERICA-CARIBBEAN

Mission: 633 SANTIAGO

Market: 068 CHILE

Sector: 004 DEFENCE PROGRAMS, PRODUCTS, SERV

Subsector: 043 ELECTRICAL & ELECTRONIC

Statistical Data On Sector/sub-sector	Next Year (Projected)	Current Year (Estimated)	1 Year Ago	2 Years Ago
Mkt Size(import) \$	18.00M	\$ 20.00M	\$ 25.00M	\$ 30.00M
Canadian Exports \$	2.00M	\$ 1.00M	\$ 0.50M	\$ 0.50M
Canadian Share of Import Market	11.10%	5.00%	2.00%	1.70%

Major Competing Countries

Market Share

i) 577 UNITED STATES OF AMERICA	040 %
ii) 354 NETHERLANDS	020 %
iii) 051 UNITED KINGDOM	020 %
iv) 232 ISRAEL	010 %
v) 068 CHILE	010 %

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

Current status of Canadian exports: Small but expanding

Products/services for which there are
good market prospects

Current Total Imports

In Canadian \$

i) RADAR EQUIPMENT	\$ 2.00 M
ii) NAVAIDS EQUIPMENT	\$ 2.00 M
iii) FLIGHT SIMULATOR	\$ 2.00 M
iv) COMMUNICATION EQUIPMENT	\$ 2.00 M

Projects or portion of projects which are still in the planning
stage and for which Canadian companies might have reasonable prospects.

- i) Project Name: NEW RADAR SYSTEM ALONG COAST LINE
Approximate Value: \$ 2 M
Financing Source: 023 EDC
For further info. please contact:
MISSION/TLX: 34-240341
- ii) Project Name: UPGRADING OF AIR CONTROL TRAFFIC SYSTEM
Approximate Value: \$ 20 M
Financing Source: 023 EDC
For further info. please contact:
MISSION/TLX: 34-240341