

RPTC1

TRADE AND INVESTMENT PROMOTION PLANNING SYSTEM

90/91 SECTOR/SUB-SECTOR HIGHLIGHTS

Mission: LAGOS

Market: NIGERIA

Sector : OIL & GAS EQUIPMENT, SERVICES

Sub-Sector: ALL SUB-SECTORS

Market Data	2 Years Ago	1 Year Ago	Current Year (Estimated)	Next Year (Projected)
Market Size	200.00 \$M	200.00 \$M	200.00 \$M	300.00 \$M
Canadian Exports	0.00 \$M	1.00 \$M	2.50 \$M	5.00 \$M
Canadian Share of Market	0.00 %	0.50 %	1.30 %	1.70 %

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

Major Competing Countries	Market Share
UNITED KINGDOM	30.00 %
UNITED STATES OF AMERICA	25.00 %
NETHERLANDS	10.00 %
GERMANY WEST	10.00 %
ITALY	8.00 %
JAPAN	5.00 %

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

Products/services for which there are good market prospects:

1. Pipeline equipment
2. Gas storage and distribution equipment
3. Gas liquification equipment
4. Exploration equipment and services
5. Drilling machinery
6. Clean-up equipment
7. Safety equipment
8. Consulting services

Factors contributing to current successful Canadian exports:

- Import restrictions are not a significant impediment in this sector
- Aggressive marketing
- Competitive pricing
- Strong sectoral capability in Canada