

Export and Investment Promotion Planning System

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

Region: LATIN AMERICA-CARIBBEAN

Mission: 631 BUENOS AIRES

Market: 001 ARGENTINA

Sector: 005 COMM. & INFORM. EQP. & SERV

Subsector: 053 TELECOMMUNICATIONS (INC SPACE)

Statistical Data On Sector/sub-sector	Next Year (Projected)	Current Year (Estimated)	1 Year Ago	2 Years Ago
Mkt Size(import) \$	350.00M	\$ 350.00M	\$ 330.50M	\$ 326.90M
Canadian Exports \$	3.00M	\$ 0.50M	\$ 2.50M	\$ 3.90M
Canadian Share of Import Market	0.90%	0.01%	0.80%	1.20%

Major Competing Countries

Market Share

i) 128 GERMANY WEST	030 %
ii) 112 FRANCE	006 %
iii) 265 JAPAN	030 %
iv) 237 ITALY	009 %
v) 577 UNITED STATES OF AMERICA	010 %
vi) 047 BRAZIL	008 %

Cumulative 3 year export potential for CDN products
in this Sector/Subsector: 100 \$M AND UP

Current status of Canadian exports: Small but expanding

Products/services for which there are good market prospects	Current Total Imports In Canadian \$
i) DOMESTIC COMMUNICATIONS SATELLITE	\$ 0.00 M
ii) HIGH AND LOW CAPACITY SWITCHING SYSTEMS	\$ 85.00 M
iii) RURAL TELEPHONY	\$ 35.00 M
iv) DIGITAL MULTIPLEXERS	\$ 0.00 M
v) TELEPHONE DIRECTORIES (INTERIOR OF COUNTRY)	\$ 0.00 M
vi) CONSULTING SERVICES TO ENTEL	\$ 0.00 M

The Trade Office reports that the following factors influence Canadian
export performance in this market for this sector (sub-sector).

- the degree of import duty protection of local industry tends to be high