

RPTC1

TRADE AND INVESTMENT PROMOTION PLANNING SYSTEM

90/91 SECTOR/SUB-SECTOR HIGHLIGHTS

Mission: BOGOTA

Market: ECUADOR

Sector : MINE,METAL,MINERAL PROD & SRV

Sub-Sector: ALL SUB-SECTORS

Market Data	2 Years Ago	1 Year Ago	Current Year (Estimated)	Next Year (Projected)
Market Size	80.00 \$M	95.00 \$M	120.00 \$M	145.00 \$M
Canadian Exports	6.00 \$M	12.00 \$M	18.00 \$M	24.00 \$M
Canadian Share of Market	7.00 %	13.00 %	15.00 %	17.00 %

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

Major Competing Countries	Market Share
UNITED STATES OF AMERICA	50.00 %
UNITED KINGDOM	15.00 %
GERMANY WEST	10.00 %
FRANCE	5.00 %

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

Products/services for which there are good market prospects:

1. GOLD MINING
2. CONSULTING SERVICES
3. EXPLORATION SERVICES
4. MINING PLANTS/MILLS
5. SMALL EQPT/INSTRUMENTS
6. GEOPHYSICAL SERVICES
7. ASBESTOS
8. ZINC
9. ALUMINUM
10. SPECIAL STEEL PLANT
11. FORGED TOOLS JV

Factors contributing to current successful Canadian exports:

- Import duties are low
- Fairs and Missions support
- Provincial export promotion
- Strong sectoral capability in Canada
- Willingness of exporters to invest/joint venture in territory