

RPTC1

## TRADE AND INVESTMENT PROMOTION PLANNING SYSTEM

## 89/90 SECTOR/SUB-SECTOR HIGHLIGHTS

Mission: RIYADH

Market: SAUDI ARABIA

Sector : DEFENCE PROGRAMS, PRODUCTS, SERV

Sub-Sector: AEROSPACE

Market Data	2 Years Ago	1 Year Ago	Current Year (Estimated)	Next Year (Projected)
Market Size	4000.00 \$M	2000.00 \$M	2000.00 \$M	2000.00 \$M
Canadian Exports	2.00 \$M	6.00 \$M	6.00 \$M	10.00 \$M
Canadian Share of Market	0.00 %	1.00 %	1.00 %	1.00 %

Cumulative 3 year export potential for  
CDN products in this sector/subsector: 60-100 \$M

Major Competing Countries	Market Share
UNITED KINGDOM	30.00 %
FRANCE	20.00 %
UNITED STATES OF AMERICA	20.00 %
NETHERLANDS	10.00 %
GERMANY WEST	0.00 %

Current Status of Canadian  
exports in this sector/subsector: No export results to date

Products/services for which there are good market prospects:

1. STOL AIRCRAFT
2. REMOTE RECONNAISSANCE VEHICLE
3. PILOT TRAINING
4. CL215 WATER BOMBER
5. OVERHAUL OF RSAF ENGINE
6. F-5 FLEET MAINTENANCE
7. CRV7 ROCKET WEAPON SYSTEM

Factors contributing to current successful Canadian exports:

- Import restrictions are not a significant impediment in this sector
- Aggressive marketing
- PFMD support
- Competitive pricing
- Canada is one of few sources of supply
- Strong sectoral capability in Canada
- Willingness of exporters to invest/joint venture in territory