

RPTC1 TRADE AND INVESTMENT PROMOTION PLANNING SYSTEM

89/90 SECTOR/SUB-SECTOR HIGHLIGHTS

Mission: KUWAIT

Market: KUWAIT

Sector : ADVANCED TECH. PRD. & SERV

Sub-Sector: ALL SUB-SECTORS

Market Data	2 Years Ago	1 Year Ago	Current Year (Estimated)	Next Year (Projected)
Market Size	600.00 \$M	500.00 \$M	550.00 \$M	550.00 \$M
Canadian Exports	6.75 \$M	4.30 \$M	5.00 \$M	8.00 \$M
Canadian Share of Market	1.10 %	0.90 %	0.90 %	1.50 %

Cumulative 3 year export potential for
CDN products in this sector/subsector: 15-30 \$M

Major Competing Countries

Market Share

JAPAN	30.00 %
GERMANY WEST	15.00 %
UNITED STATES OF AMERICA	15.00 %
SWEDEN	15.00 %
FRANCE	5.00 %
UNITED KINGDOM	5.00 %

Current Status of Canadian

exports in this sector/subsector: Small but expanding

Products/services for which there are good market prospects:

1. PBX EXCHANGES
2. SWITCHING
3. SPECTRUM MANAGEMENT
4. RURAL / CELLULAR TELECOMMUNICATIONS
5. DATA COMMUNICATIONS
6. REMOTE SENSING
7. TELEPHONE O & M
8. TRAINING
9. COMPUTER & SOFTWARE
10. INSTRUMENTATION
11. PERIPHERALS