

Export and Investment Promotion Planning System

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

Region: MIDDLE EAST

Mission: 348 KUWAIT

Market: 311 KUWAIT

Sector: 004 DEFENCE PROGRAMS, PRODUCTS, SERV

Subsector: 999 ALL SUB-SECTORS

Statistical Data On Sector/sub-sector	Next Year (Projected)	Current Year (Estimated)	1 Year Ago	2 Years Ago
Mkt Size(import) \$	500.00M	\$ 550.00M	\$ 500.00M	\$ 1250.00M
Canadian Exports \$	10.00M	\$ 5.00M	\$ 5.00M	\$ 0.00M NA
Canadian Share of Import Market	2.00%	0.90%	1.00%	0.00% NA

Major Competing Countries	Market Share
i) 112 FRANCE	025 %
ii) 577 UNITED STATES OF AMERICA	020 %
iii) 051 UNITED KINGDOM	010 %
iv) 128 GERMANY WEST	015 %
v) 553 UNION OF SOVIET SOC REP	015 %
vi) 616 OTHER COUNTRIES	015 %

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

Current status of Canadian exports: Small but expanding

Products/services for which there are good market prospects	Current Total Imports In Canadian \$
i) MILITARY VEHICLES	\$ 0.00 M
ii) ELECTRONICS	\$ 0.00 M
iii) SIMULATORS	\$ 0.00 M
iv) COMMUNICATIONS EQUIPMENT	\$ 0.00 M
v) AIMING/OBSERVATIONS	\$ 0.00 M
vi) BIOLOGICAL & CHEMICAL DEFENSE-PROTECTION MON.	\$ 0.00 M

Projects or portion of projects which are still in the planning stage and for which Canadian companies might have reasonable prospects.

- i) Project Name: MINISTRY OF INTERIOR PLANNING TO MODERNIZE SECURITY & COMMUNICATIONS OPERATIONS

Approximate Value: \$ 40 M

Financing Source: 028 TO/DETER

For further info. please contact:

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