

Export and Investment Promotion Planning System

88/89 Sector/Sub-Sector Highlights
Submitted by Posts by Region

Region: MIDDLE EAST

Mission: 348 KUWAIT

Market: 311 KUWAIT

Sector: 014 EDUCATION, MEDICAL, HEALTH PROD

Subsector: 142 HOSP. & MEDICAL EQUIP, INSTRUM.

Statistical Data On Sector/sub-sector	Next Year (Projected)	Current Year (Estimated)	1 Year Ago	2 Years Ago
Mkt Size(import) \$	2500.00M	\$ 2000.00M	\$ 2100.00M	\$ 2000.00M
Canadian Exports \$	3.00M	\$ 2.00M	\$ 2.00M	\$ 2.00M
Canadian Share of Import Market	0.10%	0.10%	0.10%	0.10%

Major Competing Countries

Market Share

i) 051 UNITED KINGDOM	040 %
ii) 128 GERMANY WEST	015 %
iii) 577 UNITED STATES OF AMERICA	020 %
iv) 112 FRANCE	020 %

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

Current status of Canadian exports: Small but expanding

Products/services for which there are
good market prospects

Current Total Imports

	In Canadian \$
i) PHARMACEUTICALS	\$ 200.00 M
ii) DISPOSABLES	\$ 300.00 M
iii) HOSPITAL MANAGEMENT	\$ 100.00 M
iv) EDUCATION CONSULTING	\$ 0.00 M
v) TRAINING (MEDICAL)	\$ 0.00 M
vi) REUSEABLE LINENS	\$ 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: 500 BEDS HOSPITAL AT AL AIN (ABU DHABI)
Approximate Value: \$ 150 M
Financing Source: 012 DOM
For further info. please contact:
EMBASSY

ii) Project Name: SALMIYA HOSPITAL (KUWAIT)
Approximate Value: \$ 45 M
Financing Source: 012 DOM
For further info. please contact:
EMBASSY