

RPTB2

TRADE AND INVESTMENT PROMOTION PLANNING SYSTEM

89/90 EXPORT PROMOTION PRIORITIES

Mission: HARARE

Country: ZIMBABWE

The Mission selected the following sectors as priority areas for export promotion activities for the coming fiscal year for the stated reason:

1. TRANSPORT SYS,EQUIP,COMP,SERV.
ZIMBABWE RAILWAYS HAVE IDENTIFIED IMMEDIATE REQUIREMENT FOR 10 LOCOMOTIVES PLUS OTHER OVER A FIVE YEAR PERIOD. THERE ARE REQUIREMENTS FOR LOCOMOTIVES BY BOTSWANA RAILWAYS CIDA HAS ALSO PLEDGED FUNDS FOR REHABILITATION OF LIMPOPO RAIL SYSTEM IN MOZAMBIQUE. NEGOTIATIONS STILL CONT. RE SALE DASH 8 TO AIR ZIMBABWE AND CHITUNGWIZA URBAN TRANSPORT.
2. ADVANCED TECH. PROD. & SERV
THERE ARE A NUMBER OF PROPOSED PROJECTS IN BOTSWANA, MALAWI AND ZIMBABWE FOR EXTENSION RURAL COMMUNICATIONS. ANGOLA ALSO PLANNING EXTENSION OF AND REHABILITATION OF TELECOMMUNICATIONS SYSTEMS. EDC AND CIDA FUNDING SOUGHT.
3. POWER & ENERGY EQUIP. & SERV.
MALAWI AND ZIMBABWE EXAMINING MEANS OF INCREASING ELECTRICITY GENERATING CAPACITY. MALAWI LOOKING AT MINI HYDRO WHILE ZIMBABWE STILL TO IDENTIFY SOURCE OF INCREASED POWER REQUIREMENT, HYDRO OR THERMAL. FINANCING WILL BE MAJOR REQUIREMENT.
4. OIL & GAS EQUIPMENT,SERVICES
ANGOLA HAS MADE USE OF CANADIAN COMPANIES UTILISING EDC CREDIT LINE FOR EQUIPMENT REQUIREMENTS. ZIMBABWE LOOKING FOR CONSTRUCTION NEW OIL STORAGE FACILITIES AND 175KM FUEL PIPELINE. ANTICIPATE CANADA WILL ACHIEVE SHARE OF PROJECTS IF FINANCING AVAILABLE.
5. EDUCATION,MEDICAL,HEALTH PROD
ANGOLA, MALAWI, MOZAMBIQUE AND ZAMBIA ARE BIG IMPORTERS OF PHARMACEUTICAL PRODUCTS, SERUMS AND VACCINES CIDA FINANCING HAS PROVIDED ACCESS TO MALAWI AND ZAMBIA MARKETS WHILE AGGRESSIVE MARKETING HAS ACHIEVED LARGER SHARE ZIMBABWE, BOTSWANA AND ANGOLA MARKETS.

The most important current Canadian export sectors to this market are (based on actual export sales):

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| 1. MINE,METAL,MINERAL PROD & SRV | 4. TRANSPORT SYS,EQUIP,COMP,SERV. |
| 2. GRAINS AND OILSEEDS | 5. CHEM PROD & PETROCHEM,EQP,SERV |
| 3. FOREST PRODUCTS,EQUIP,SERVICES | 6. ADVANCED TECH. PROD. & SERV |