c) The strength of the local industry could also allow software exporters to develop local partnerships with the aim of supplying third country Latin American markets.

Finally, the recent commissioned software market study incorporates various statistical analyses of the Chilean software market; Chilean software imports; and their estimated growth rates.

Computing Summary:

a) Market Data

Market Data	1990	1991	1992f
Market Size (software)	90	110	130
Cdn. Exports	5	10	15
Cdn. Mkt Share	6%	9%	12%
Market Size (hardware)	180	200	200
Cdn. Exports	5	5	10
Cdn. Mkt Share	3%	3%	5%

b) Major Competing Countries:

USA, Mexico, Japan and Germany

c) Products/Services for which there are strong market prospects:

Custom-designed software for GIS, Process-Control and Database applications.

d) Canadian Companies established in Chilean Telecom Market:

None

Instrumentation

Chilean demand for instrumentation will inevitably follow chief areas of upcoming investment in Chile, namely in the Mining, Energy, Pulp and Paper and Telecom sectors. Chile's largest industrial association SOFOFA recently made the following estimates regarding investment in Chile between 1992 and 2000.

- MINING .... $2.2 BILLION U.S.
- ENERGY GENERATION .... $1.8 BILLION U.S.
- PULP AND PAPER .... $3.3 BILLION U.S.
- TELECOMMUNICATIONS ... $2.1 BILLION U.S.