

## Export and Investment Promotion Planning System

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

Region: LATIN AMERICA-CARIBBEAN

Mission: 631 BUENOS AIRES

Market: 001 ARGENTINA

Sector: 005 COMM. &amp; INFORM. EQP. &amp; SERV

Subsector: 053 TELECOMMUNICATIONS (INC SPACE)

Statistical Data On Sector/sub-sector	Next Year (Projected)	Current Year (Estimated)	1 Year Ago	2 Years Ago
Mkt Size(import) \$	335.00M	\$ 340.00M	\$ 330.00M	\$ 330.50M
Canadian Exports \$	2.00M	\$ 1.50M	\$ 0.50M	\$ 2.50M
Canadian Share of Import Market	0.60%	0.50%	0.10%	0.80%

## Major Competing Countries

## Market Share

i) 128 GERMANY WEST	030 %
ii) 265 JAPAN	030 %
iii) 577 UNITED STATES OF AMERICA	010 %
iv) 237 ITALY	009 %
v) 047 BRAZIL	008 %
vi) 112 FRANCE	006 %

Cumulative 3 year export potential for CDN products in this Sector/Subsector: 100 \$M AND UP

Current status of Canadian exports: Small but expanding

Products/services for which there are  
good market prospects

## Current Total Imports

	In Canadian \$
i) HIGH AND LOW CAPACITY SWITCHING SYSTEMS	\$ 85.00 M
ii) RURAL TELEPHONY	\$ 35.00 M
iii) DOMESTIC COMMUNICATIONS SATELLITES	\$ 0.00 M
iv) DIGITAL MULTIPLEXES	\$ 0.00 M
v) TELEPHONE DIRECTORIES (INTERIOR OF COUNTRY)	\$ 0.00 M
vi) CONSULTING SERVICES TO ENTEL	\$ 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: RURAL TELEPHONY

Approximate Value: \$ 200 M

Financing Source: 001 IBRD 003 IADB

For further info. please contact:

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