

RPTC3

TRADE AND INVESTMENT PROMOTION PLANNING SYSTEM

90/91 CONSULTING SERVICES SUB-SECTOR HIGHLIGHTS

Mission: SANTIAGO

Market: CHILE

Sector : MINE,METAL,MINERAL PROD & SRV

Sub-Sector: CONSULTING & OTHER SERVICES

Market Data	2 Years Ago	1 Year Ago	Current Year (Estimated)	Next Year (Projected)
Market Size	20.00 \$M	25.00 \$M	25.00 \$M	25.00 \$M
Canadian Exports	7.00 \$M	10.00 \$M	25.00 \$M	15.00 \$M
Canadian Share of Market	35.00 %	40.00 %	40.00 %	60.00 %

Cumulative 3 year export potential for
CDN products in this sector/subsector: 30-60 \$M

Major Competing Countries	Market Share
CANADA	40.00 %
UNITED STATES OF AMERICA	30.00 %
SOUTH AFRICA	20.00 %
CHILE	10.00 %

Current Status of Canadian
exports in this sector/subsector: Well established and growing

Products/services for which there are good market prospects:

1. Exploration services
2. Drilling services
3. Mine development planning

Factors contributing to current successful Canadian exports:

- Import restrictions are not a impediment in this sector
- Aggressive marketing
- PEMD support
- Fairs and Missions support
- Trade Fair activity
- Provincial export promotion
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- Competitive pricing
- Canada is one of few sources of supply
- Strong sectoral capability in Canada
- Competitive Canadian financing
- Exporters willing to invest/joint venture in territory