

RPTC1

TRADE AND INVESTMENT PROMOTION PLANNING SYSTEM

90/91 SECTOR/SUB-SECTOR HIGHLIGHTS

Mission: LAGOS

Market: NIGERIA

Sector : TRANSPORT SYS, EQUIP, COMP, SERV.

Sub-Sector: ALL SUB-SECTORS

Market Data	2 Years Ago	1 Year Ago	Current Year (Estimated)	Next Year (Projected)
Market Size	259.40 \$M	270.00 \$M	250.00 \$M	300.00 \$M
Canadian Exports	0.06 \$M	2.00 \$M	0.85 \$M	2.50 \$M
Canadian Share of Market	0.02 %	0.74 %	0.43 %	0.83 %

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

Major Competing Countries

Market Share

UNITED KINGDOM	20.00 %
FRANCE	18.00 %
GERMANY WEST	10.00 %
ROMANIA	8.00 %
KOREA	6.00 %
JAPAN	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. Locomotives
2. Spare parts
3. Rolling stock
4. Rolling stock - rehabilitation services
5. Railway communications
6. Inland water transportation

Factors contributing to current successful Canadian exports:

- Import restrictions are not a significant impediment in this sector
- Aggressive marketing
- Competitive pricing
- Strong sectoral capability in Canada