

RPTB2

TRADE AND INVESTMENT PROMOTION PLANNING SYSTEM

90/91 EXPORT PROMOTION PRIORITIES

Mission: SANTIAGO

Country: CHILE

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

1. MINE, METAL, MINERAL PROD & SRV
Chile buys over US 800 million/year in mining equipment and services
40% of total Cdn exports to Chile are related to mining.
Most important sector for Cdn investment in Chile (89-90 US 800 million)
2. FOREST PRODUCTS, EQUIP, SERVICES
Fastest growing sector of Chilean economy in past 8 years.
Represent excellent potential market for Cdn equipment and services with projected spending, of over US\$ 3 billions in next 10 years.
3. INDUSTRIAL MACHIN, PLANTS, SERV.
Emerging sector in Chile.
Technology transfer and joint-venture potential for Cdn companies in different sectors.
4. ADVANCED TECH. PROD. & SERV
Modernization of network.
New investment in fast growing sector.
Geographical similarities creating opportunities for Cdn technologies.
- 5.
- 6.

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

- | | |
|-------------------------------------|-------------------------------------|
| 1. MINE, METAL, MINERAL PROD & SRV | 4. FOREST PRODUCTS, EQUIP, SERVICES |
| 2. MINE, METAL, MINERAL PROD & SRV | 5. |
| 3. FOREST PRODUCTS, EQUIP, SERVICES | 6. |