

Export and Investment Promotion Planning System

87/88 Sector/Sub-Sector Highlights
Submitted by Posts by Region

Region: LATIN AMERICA-CARIBBEAN

Mission: 633 SANTIAGO

Market: 068 CHILE

Sector: 005 COMM. & INFORM. EQP. & 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) \$	80.00M	\$ 50.00M	\$ 35.00M	\$ 27.00M
Canadian Exports \$	5.00M	\$ 1.50M	\$ 1.00M	\$ 1.00M
Canadian Share of Import Market	6.25%	3.00%	2.85%	3.70%

Major Competing Countries

Market Share

i) 577 UNITED STATES OF AMERICA	035 %
ii) 507 SWEDEN	020 %
iii) 128 GERMANY WEST	020 %
iv) 265 JAPAN	010 %
v) 354 NETHERLANDS	010 %
vi) 112 FRANCE	005 %

Cumulative 3 year export potential for CDN products
in this Sector/Subsector: 15-30 \$M

Current status of Canadian exports: Small but expanding

Products/services for which there are good market prospects	Current Total Imports In Canadian \$
i) TELEPHONE SWITCHING EQUIPMENT	\$ 50.00 M
ii) PABX	\$ 20.00 M
iii) VOICE DATA TRANSM EQPT	\$ 15.00 M
iv) MOBILE TELEPHONE UNITS	\$ 0.00 M
v) HF-VHF EQUIPMENT	\$ 0.00 M
vi) DATA RADIO EQUIPMENT	\$ 0.00 M
vii) SATELLITE RECEIVING EQPT	\$ 0.00 M
viii) MICROWAVE PRODUCTS	\$ 0.00 M
ix) TERMINAL AND SYSTEMS	\$ 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: ADDITION OF 250,000 TELEPHONE LINES IN
NEXT 3 YEARS

Approximate Value: \$ 150 M

Financing Source: 024 BC

For further info. please contact:

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