

GLOBAL MARKET OPPORTUNITIES REVIEW

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NAVAL SYSTEMS

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EXECUTIVE SUMMARY

PREFACE

The design and construction of 12 patrol frigates, the modernizat Global Market Opportunity Reviews are working documents which evolve continuously as a result of an ongoing process of consultation between industry and government. These papers will reflect changing market conditions and prospects, current supply capabilities and interests of Canadian industry, as well as other developments which affect trade performance.

This market review is based on an analysis of marketing intelligence, including our Trade Offices abroad, industry views on world markets and reflects the consensus by federal government departments with interest in the sector.

Because of the unique application of the Maritime Coastal De The series of reviews published by EAITC is intended to influence the structure and content of international market development programs in which industry and government cooperate.

The acquisition of naval combatants, modernization of older ones or the purchase of individual equipments involves the shipyard as well as the customer nation. Warship acquisition and modernization in most countries is a national decision following extensive negotiations with competing international shipyards. These yards will have proposed several combat system options using equipment from those entities which specialize in systems. Therefore, the Canadian naval systems marketing thrust should be two-fold: potential customer countries and international shipyards.