

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: 004 DEFENCE PROGRAMS, PRODUCTS, SERV

Subsector: 041 AEROSPACE & MARINE

Statistical Data On Sector/sub-sector	Next Year (Projected)	Current Year (Estimated)	1 Year Ago	2 Years Ago
Mkt Size(import) \$	30.00M	\$ 50.00M	\$ 60.00M	\$ 80.00M
Canadian Exports \$	4.00M	\$ 8.00M	\$ 8.00M	\$ 6.00M
Canadian Share of Import Market	13.30%	16.00%	13.30%	7.50%

Major Competing Countries

Market Share

i) 051 UNITED KINGDOM	020 %
ii) 499 SPAIN	020 %
iii) 112 FRANCE	020 %
iv) 237 ITALY	010 %
v) 068 CHILE	015 %
vi) 616 OTHER COUNTRIES	001 %

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

Current status of Canadian exports: Market share declining

Products/services for which there are good market prospects	Current Total Imports In Canadian \$
i) SPARE PARTS (AIRCRAFTS)	\$ 30.00 M
ii) HELICOPTERS	\$ 10.00 M
iii) UNARMED PATROL VESSELS	\$ 8.00 M
iv) AIRCRAFT OVERHAUL AND REPAIR	\$ 4.00 M
v) ICE BRAKERS (DESIGN)	\$ 1.00 M
vi) SUPPLY VESSELS (DESIGN)	\$ 2.00 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: SALE OF 2 STOL AND PARTS
Approximate Value: \$ 16 M
Financing Source: 023 EDC
For further info. please contact:
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