

Export and Investment Promotion Planning System

88/89 Sector/Sub-Sector Highlights
Submitted by Posts by Region

Region: MIDDLE EAST

Mission: 347 RIYADH

Market: 322 SAUDI ARABIA

Sector: 004 DEFENCE PROGRAMS, PRODUCTS, SERV

Subsector: 043 ELECTRICAL & ELECTRONIC

Statistical Data On Sector/sub-sector	Next Year (Projected)	Current Year (Estimated)	1 Year Ago	2 Years Ago
Mkt Size(import) \$	400.00M	\$ 300.00M	\$ 400.00M	\$ 500.00M
Canadian Exports \$	50.00M	\$ 10.00M	\$ 10.00M	\$ 0.00M
Canadian Share of Import Market	12.00%	3.00%	2.00%	0.00%

Major Competing Countries

Market Share

i) 577 UNITED STATES OF AMERICA	000 %
ii) 112 FRANCE	000 %
iii) 051 UNITED KINGDOM	000 %
iv) 128 GERMANY WEST	000 %
v) 265 JAPAN	000 %

Cumulative 3 year export potential for CDN products in this Sector/Subsector: 100 \$M AND UP

Current status of Canadian exports: Small but expanding

Products/services for which there are good market prospects

Current Total Imports

	In Canadian \$
i) MILITARY COMMUNICATION NETWORKS	\$ 150.00 M
ii) NAVIGATION AIDS	\$ 20.00 M
iii) ATC TOWERS	\$ 5.00 M
iv) SARSAT - LUT	\$ 0.00 M
v) CRASH INDICATORS	\$ 0.00 M
vi) MICROWAVE LANDING SYSTEM	\$ 0.00 M
vii) STRATEGIC INSTALATION SECURITY SYSTEMS	\$ 400.00 M
viii) MAINTENANCE OF NAV AIDS	\$ 50.00 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: KING FADH INT'L AIRPORT AIR TRAFFIC CONTROL SYSTEM

Approximate Value: \$ 200 M

Financing Source: 012 DOM

For further info. please contact:

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