

RPTC1 TRADE AND INVESTMENT PROMOTION PLANNING SYSTEM

89/90 SECTOR/SUB-SECTOR HIGHLIGHTS

Mission: BAGHDAD

Market: IRAQ

Sector : OIL & GAS EQUIPMENT SERVICES

Sub-Sector: MACHINERY AND EQUIPMENT

Market Data	2 Years Ago	1 Year Ago	Current Year (Estimated)	Next Year (Projected)
Market Size	150.00 \$M	200.00 \$M	800.00 \$M	1000.00 \$M
Canadian Exports	0.70 \$M	0.90 \$M	3.50 \$M	25.00 \$M
Canadian Share of Market	0.00 %	0.00 %	0.00 %	2.50 %

Cumulative 3 year export potential for
CDN products in this sector/subsector: 60-100 \$M

Major Competing Countries Market Share

UNITED STATES OF AMERICA	0.00 %
JAPAN	0.00 %
EUROPEAN COMMON MARKET C	0.00 %

Current Status of Canadian
exports in this sector/subsector: Small but expanding

Products/services for which there are good market prospects:

1. EXPLORATION EQUIPMENT
2. OILWELL SERVICING EQUIPMENT
3. PIPELINE EQUIPMENT
4. PERIPHERALS

Factors contributing to current successful Canadian exports:

- Import restrictions are not a significant impediment in this sector
- Aggressive marketing
- Competitive pricing
- Strong sectoral capability in Canada

Factors for Canadian exports not reaching market potential:

- Non-competitive financing
- LACK OF INTEREST OF CANADIAN COMPANIES DUE TO WAR & FINANCING TERMS