

Export and Investment Promotion Planning System

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

Region: AFRICA

Mission: 303 NAIROBI

Market: 279 KENYA

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) \$	120.00M	\$ 60.00M	\$ 55.00M	\$ 40.00M
Canadian Exports \$	10.00M	\$ 0.17M	\$ 1.80M	\$ 0.59M
Canadian Share of Import Market	8.37%	0.28%	0.33%	1.50%

Major Competing Countries

Market Share

i) 237 ITALY	000 %
ii) 265 JAPAN	000 %
iii) 112 FRANCE	000 %
iv) 051 UNITED KINGDOM	000 %
v) 128 GERMANY WEST	000 %
vi) 507 SWEDEN	000 %

Cumulative 3 year export potential for CDN products in this Sector/Subsector: 5-15 \$M

Current status of Canadian exports: No Export results to date

Products/services for which there are good market prospects

Current Total Imports

- i) RURAL COMMUNICATIONS EQUIPMENT
- ii) TELEX SWITCHING EQUIPMENT

In Canadian \$
\$ 25.00 M
\$ 10.00 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: RURAL COMMUNICATIONS
Approximate Value: \$ 60.0 M
Financing Source: 025 OTHER
For further info. please contact:
AL LYONS CDN HIGH COMM TEL: 334033