

RPTC1

## TRADE AND INVESTMENT PROMOTION PLANNING SYSTEM

## 90/91 SECTOR/SUB-SECTOR HIGHLIGHTS

Mission: SANTIAGO

Market: CHILE

Sector : MINE,METAL,MINERAL PROD &amp; SRV

Sub-Sector: MINERALS AND MINERAL PRODUCTS

Market Data	2 Years Ago	1 Year Ago	Current Year (Estimated)	Next Year (Projected)
Market Size	180.00 \$M	210.00 \$M	225.00 \$M	240.00 \$M
Canadian Exports	40.00 \$M	45.00 \$M	50.00 \$M	50.00 \$M
Canadian Share of Market	22.20 %	21.40 %	22.20 %	20.80 %

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

Major Competing Countries	Market Share
CHILE	50.00 %
SOUTH AFRICA	10.00 %
BRAZIL	10.00 %
UNITED STATES OF AMERICA	8.00 %
OTHER COUNTRIES	22.00 %

## Factors contributing to current successful Canadian exports:

- Import restrictions are not a significant impediment in this sector
- Canada is one of few sources of supply
- Strong sectoral capability in Canada
- Competitive Canadian financing

## Factors for Canadian exports not reaching market potential:

- Cda is one of few sources of supply
- but local produc'n will begin soon.