

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: 007 POWER & ENERGY EQUIP. & SERV.

Subsector: 071 HYDRO

Statistical Data On Sector/sub-sector	Next Year (Projected)	Current Year (Estimated)	1 Year Ago	2 Years Ago
Mkt Size(import) \$	375.00M	\$ 200.00M	\$ 250.00M	\$ 200.00M
Canadian Exports \$	50.00M	\$ 30.00M	\$ 0.00M	\$ 0.00M
Canadian Share of Import Market	13.00%	15.00%	0.00%	0.00%

Major Competing Countries

Market Share

i) 068 CHILE	50 %
ii) 577 UNITED STATES OF AMERICA	20 %
iii) 609 EUROPEAN COMMON MARKET C	15 %

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

Current status of Canadian exports: No Export results to date.

Products/services for which there are good market prospects

Current Total Imports
In Canadian \$
\$ 0.00 M

i) EGPT + SERV FOR HYDROEL PROJECTS

Projects or portion of projects which are still in the planning stage and for which Canadian companies might have reasonable prospects.

i) Project Name: ENDESA/PEHUENCHE HYDROELECTRIC PROJECT

Approximate Value: \$ 700 M

Financing Source: 003 IADB 025 OTHER

023 EDC

For further info. please contact:

MISSION/TLX 240341 DMCAN CL

The Trade Office reports that the following factors influence Canadian export performance in this market for this sector (sub-sector).