

RPTC1

TRADE AND INVESTMENT PROMOTION PLANNING SYSTEM

89/90 SECTOR/SUB-SECTOR HIGHLIGHTS

Mission: KUWAIT

Market: KUWAIT

Sector : OIL & GAS EQUIPMENT SERVICES

Sub-Sector: ALL SUB-SECTORS

Market Data	2 Years Ago	1 Year Ago	Current Year (Estimated)	Next Year (Projected)
Market Size	400.00 \$M	400.00 \$M	400.00 \$M	400.00 \$M
Canadian Exports	1.00 \$M	1.00 \$M	1.00 \$M	1.00 \$M
Canadian Share of Market	0.25 %	0.25 %	0.25 %	0.25 %

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

Major Competing Countries

Market Share

UNITED STATES OF AMERICA	45.00 %
JAPAN	20.00 %
FRANCE	15.00 %
UNITED KINGDOM	10.00 %
GERMANY WEST	5.00 %
OTHER COUNTRIES	5.00 %

Current Status of Canadian
exports in this sector/subsector: Mature with little growth

Products/services for which there are good market prospects:

1. OIL AND GAS PIPELINE
2. DRILLING EQUIPMENT
3. CONSTRUCTION OF GATHERING CENTRES
4. CONSULTANCY WORK
5. MAINTENANCE
6. COMPUTERIZED MANAGEMENT SYSTEMS
7. TRAINING
8. VALVES/CABLES
9. COMPRESSORS

Factors contributing to current successful Canadian exports:

- Import restrictions are not a significant impediment in this sector
- Aggressive marketing
- PFMD support
- Fairs and Missions support
- Provincial export promotion
- Competitive pricing
- Strong sectoral capability in Canada