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PRIMARY INDUSTRY MARKET AND LOGISTICS PROFILE

Geomatics Services

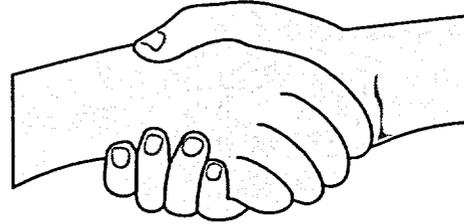
THE OPPORTUNITY

Since the late 1980s, Mexico has been engaged in a sweeping endeavor to establish a market economy and to modernize its industries and equip them to compete in global markets. The rebuilding of the nation's antiquated infrastructure is a major part of this effort. Although much has already been accomplished, progress has been severely hampered by a lack of geographical, demographic and cadastral* information.

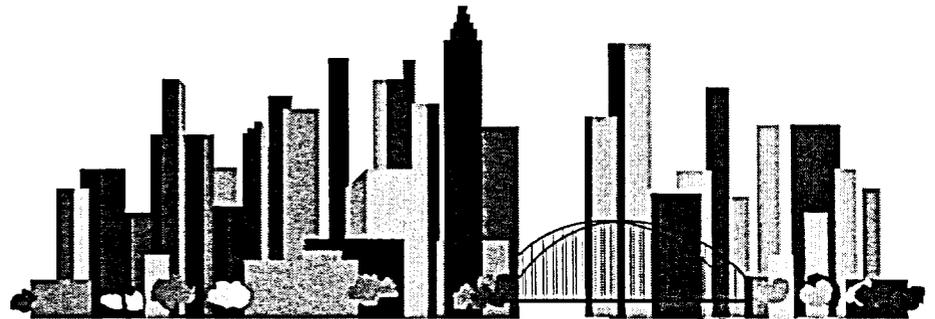
*Cadastral surveys are those that identify every discrete plot of land by owner. They are used primarily for land-use zoning and property taxation purposes. A Cadastre is a public register of real property.

Note: Currency is Canadian dollars unless otherwise stated.

Banobras
50%



Sedesol
50%



100 Medium Cities Plan

Almost 80 percent of the geographic information held by the *Instituto Nacional de Estadística, Geografía e Informática (INEGI)*, the Mexican govern-

ment statistics agency, is considered out of date. This creates major problems for *Secretaría de Desarrollo Social (SEDESOL)* which is the largest user of geo-

SECTORAL REPORT

The Department of Foreign Affairs and International Trade has prepared this summary report on the **Mexican Geomatics** industry sector. It has been produced and published by Prospectus Inc. under the Access North America Program, along with other sector profiles and summaries on business opportunities in Mexico. It is available from:

InfoCentre
Tel: 1-800-267-8376 or (613) 944-4000
Fax: (613) 996-9709

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HIGHLIGHTS

There are substantial opportunities in Mexico for Canadian companies that provide surveying, mapping and geographic information services.

- Mexican states and municipalities will spend \$200 million on cadastral* systems by 1997;
- The NAFTA will gradually reduce restrictions that currently prevent Canadian companies from providing aerial surveying and mapping in Mexico;
- Financing for state and municipal expenditures will be assisted by the Mexican federal government;
- The Mexican geomatics industry is underdeveloped and many companies use outdated technology;
- State and municipal governments have little in-house expertise in geomatics; and
- The *Instituto Nacional de Estadística, Geografía e Informática (INEGI)* and the *Secretaría de Desarrollo Social (SEDESOL)*, the main Mexican government agencies responsible for mapping and cadastral projects, have purchased Canadian-developed information systems.

