

RPTC1

## TRADE AND INVESTMENT PROMOTION PLANNING SYSTEM

## 89/90 SECTOR/SUB-SECTOR HIGHLIGHTS

Mission: KUWAIT

Market: KUWAIT

Sector : DEFENCE PROGRAMS.PRODUCTS.SERV

Sub-Sector: ALL SUB-SECTORS

Market Data	2 Years Ago	1 Year Ago	Current Year (Estimated)	Next Year (Projected)
Market Size	4800.00 \$M	5000.00 \$M	5000.00 \$M	4800.00 \$M
Canadian Exports	5.30 \$M	6.20 \$M	7.00 \$M	7.00 \$M
Canadian Share of Market	0.11 %	0.12 %	0.14 %	0.14 %

Cumulative 3 year export potential for  
CDN products in this sector/subsector: 15-30 \$M

## Major Competing Countries

## Market Share

UNITED STATES OF AMERICA	30.00 %
FRANCE	15.00 %
UNITED KINGDOM	15.00 %
GERMANY WEST	5.00 %
UNION OF SOVIET SOC REP	5.00 %
BRAZIL	10.00 %

Current Status of Canadian  
exports in this sector/subsector: Small but expanding

## Products/services for which there are good market prospects:

1. INDUSTRIAL SECURITY SYSTEMS & SERVICES
2. PERSONAL SECURITY
3. AIRCRAFT SPARES
4. ARMOR DISPOSAL EQUIPMENT
5. TRAINING IN CANADA
6. COMMUNICATIONS
7. EMERGENCY RESPONSE EQUIPMENT
8. SEARCH AND RESCUE TRAINING
9. RADAR EQUIPMENT
10. F-18 EQUIPMENT (KUWAIT)
11. F-5 OPPORTUNITIES (BAHRAIN)

## Factors contributing to current successful Canadian exports:

- Import restrictions are not a significant impediment in this sector
- Aggressive marketing
- Fairs and Missions support
- Competitive pricing