

## Export and Investment Promotion Planning System

88/89 Sector/Sub-Sector Highlights  
Submitted by Posts by Region

Region: LATIN AMERICA-CARIBBEAN

Mission: 631 BUENOS AIRES

Market: 001 ARGENTINA

Sector: 004 DEFENCE PROGRAMS, PRODUCTS, SERV

Subsector: 043 ELECTRICAL &amp; ELECTRONIC

| Statistical Data On<br>Sector/sub-sector | Next Year<br>(Projected) | Current Year<br>(Estimated) | 1 Year Ago | 2 Years Ago |
|--|--------------------------|-----------------------------|------------|-------------|
| Mkt Size(import) \$                      | 3.00M                    | \$ 2.00M                    | \$ 1.50M   | \$ 2.00M    |
| Canadian Exports \$                      | 0.80M                    | \$ 0.20M                    | \$ 0.10M   | \$ 0.10M    |
| Canadian Share<br>of Import Market       | 0.02%                    | 0.01%                       | 0.01%      | 0.01%       |

## Major Competing Countries

## Market Share

|                                  |       |
|----------------------------------|-------|
| i) 128 GERMANY WEST              | 040 % |
| ii) 112 FRANCE                   | 015 % |
| iii) 237 ITALY                   | 008 % |
| iv) 577 UNITED STATES OF AMERICA | 005 % |
| v) 232 ISRAEL                    | 002 % |

Cumulative 3 year export potential for CDN products in this Sector/Subsector: 1-3 \$M

Current status of Canadian exports: Small but expanding

| Products/services for which there are<br>good market prospects | Current Total Imports<br>In Canadian \$ |
|--|---|
| i) AERONAVAL ELECTRONIC COMPONENTS                             | \$ 2.00 M                               |
| ii) MARINE SYSTEMS   | \$ 1.50 M                               |
| iii) RADAR SYSTEM  | \$ 3.50 M                               |
| iv) SONOBUOYS  | \$ 0.50 M                               |

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

- i) Project Name: REFITTING OF ELECTRONICS COMPONENTS IN  
6 TURBOTRACTOR AIRCRAFTS

Approximate Value: \$ M

Financing Source:

For further info. please contact:

DERRICK HARO PHONE 312-9081/88 BAIRS TLX: 021-383