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DEPARTMENT OF EXTERNAL AFFAIRS

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RPTC1

TRADE AND INVESTMENT PROMOTION PLANNING SYSTEM

90/91 SECTOR/SUB-SECTOR HIGHLIGHTS

Mission: WARSAW

Market: EAST GERMANY

Sector : EDUCATION, MEDICAL, HEALTH PROD

Sub-Sector: HOSP. & MEDICAL EQUIP, INSTRUM.

Market Data	2 Years Ago	1 Year Ago	Current Year (Estimated)	Next Year (Projected)
Market Size	4.00 \$M	5.00 \$M	5.00 \$M	6.00 \$M
Canadian Exports	0.00 \$M	0.00 \$M	0.00 \$M	0.50 \$M
Canadian Share of Market	0.00 %	0.00 %	0.00 %	8.00 %

Cumulative 3 year export potential for
CDN products in this sector/subsector: 0-1 \$M

Major Competing Countries	Market Share
GERMANY WEST	0.00 %
AUSTRIA	0.00 %
UNITED STATES OF AMERICA	0.00 %

Current Status of Canadian
exports in this sector/subsector: No export results to date

Products/services for which there are good market prospects:

1. Advanced diagnostic equipment
2. Advanced laboratory equipment

Factors contributing to current successful Canadian exports:

- Import restrictions are not a significant impediment in this sector

Factors for Canadian exports not reaching market potential:

- GDR requires upfront market.expense
- European service base required