

29/05/89

DEPARTMENT OF EXTERNAL AFFAIRS

420

RPTCL

TRADE AND INVESTMENT PROMOTION PLANNING SYSTEM

89/90 SECTOR/SUB-SECTOR HIGHLIGHTS

Mission: BONN

Market: GERMANY WEST

Sector : DEFENCE PROGRAMS, PRODUCTS, SERV

Sub-Sector: MARINE

Market Data	2 Years Ago	1 Year Ago	Current Year (Estimated)	Next Year (Projected)
Market Size	1035.00 \$M	1050.00 \$M	1100.00 \$M	1150.00 \$M
Canadian Exports	3.50 \$M	3.00 \$M	4.00 \$M	5.00 \$M
Canadian Share of Market	0.33 %	0.28 %	0.36 %	0.43 %

Cumulative 3 year export potential for
CDN products in this sector/subsector: 30-60 \$M

Major Competing Countries

Market Share

UNITED STATES OF AMERICA	5.00 %
UNITED KINGDOM	2.00 %
FRANCE	2.00 %
NETHERLANDS	1.00 %
SWEDEN	1.00 %
ITALY	1.00 %

Current Status of Canadian

exports in this sector/subsector: Well established and growing

Products/services for which there are good market prospects:

1. HELICOPTER RECOVERY SYSTEM
2. ON-BOARD HELICOPTER HANGERS
3. ANTI-SUBMARINE ELECTRONICS
4. SHINPADS
5. SHINCOM
6. IR SUPPRESSION
7. MINE COUNTERMEASURES
8. SURVEILLANCE SYSTEMS (SHIPBORNE)