



Over 600 market reports
in 25 sectors available at:

www.infoexport.gc.ca

HUNGARY, THE SLOVAK AND SLOVENIA Environmental Markets

Opportunities

Equipment and services to update existing water, wastewater and solid-waste treatment facilities are in high demand in all four countries. High-quality pollution technologies from the West are also well-received.

Market Snapshots

Czech Republic: In 1999, the Czech water and wastewater treatment equipment market was \$966 million. Demand for equipment and technologies is expected to rise considerably over the next few years. In particular, contaminated landfill sites present potential opportunities for Canadian companies with expertise in hazardous waste management.

Hungary: The Hungarian market for water and wastewater treatment equipment is the highest of the four countries reaching \$1.2 billion in 1999. Local companies make up about 37% of the market share, while Western European firms hold 45% of the market. The combined Canadian-U.S. market share is 10%.



Hungary's market for municipal waste management services reached \$230 million in 1999 when approximately 4.3 million tonnes of municipal waste were processed. The private sector holds 22% of the total market for waste management in Hungary. This share varies from over

50% in larger urban areas, to close to nil in smaller towns. Imports account for about 75% of the market, with the major foreign suppliers and investors from Germany, Austria and France.

Slovak Republic: The Slovak Republic is in the most dire position regarding compliance with EU standards. Although some efforts have been made, economic concerns have put environmental issues on the back-burner. Currently, 70% of municipal waste is disposed of in landfills without any prior treatment, and less than 2% of waste is recycled.

Slovenia: Slovenia is the most prosperous CEEC in terms of its economic, industrial and environmental restructuring programs. The market for water and wastewater treatment equipment is relatively small, but growing. The solid waste treatment market is also small. However, demand for recycling and separation equipment will continue to rise.

Market Access
Project financing remains the major market constraint in all four countries. However, continued privatization and the desire to join the EU

has increased market demand for environmental equipment. Currently, Western European companies dominate the equipment market. Canadian companies hoping to gain access will have to be proactive. Thorough research, use of an agent, and a visit to the country of interest will improve chances of a successful market entry.

See Potential?

To learn more about these markets, read the full report, *The Environmental Markets in the Czech Republic, Hungary, the Slovak Republic and Slovenia*, prepared by our Market Research Centre. You can access this report and hundreds of others for free at the Trade Commissioner Service Web site: www.infoexport.gc.ca

www.infoexport.gc.ca

Could this be your market?
Complete report at
www.infoexport.gc.ca

The Environmental Markets

Access our market studies