

RPTC1

## TRADE AND INVESTMENT PROMOTION PLANNING SYSTEM

## 90/91 SECTOR/SUB-SECTOR HIGHLIGHTS

Mission: YAOUNDE

Market: REPUBLIC OF CAMEROON

Sector : FOREST PRODUCTS, EQUIP, SERVICES

Sub-Sector: ALL SUB-SECTORS

Market Data	2 Years Ago	1 Year Ago	Current Year (Estimated)	Next Year (Projected)
Market Size	35.00 \$M	50.00 \$M	35.00 \$M	20.00 \$M
Canadian Exports	8.00 \$M	12.00 \$M	8.00 \$M	4.00 \$M
Canadian Share of Market	22.00 %	24.00 %	22.00 %	20.00 %

Cumulative 3 year export potential for  
CDN products in this sector/subsector: 5-15 \$M

## Major Competing Countries

## Market Share

FRANCE	35.00 %
UNITED STATES OF AMERICA	20.00 %
GERMANY WEST	18.00 %
ITALY	15.00 %
BELGIUM	12.00 %

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

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

1. Matériel d'exploitation forestière et de scierie
2. Consultation
3. Camion Grumier
4. Petit matériel pour travail de bois

## Factors contributing to current successful Canadian exports:

- Import restrictions are not a significant impediment in this sector
- Aggressive marketing
- PEMD support
- CIDA programs
- Competitive pricing
- Strong sectoral capability in Canada
- Competitive Canadian financing