

carving out a specialty niche, bearing in mind competition from other EU members. Major opportunities exist in the following sectors: environmental products and services; transportation; telecommunications; mechanical and electrical equipment; mineral fuels and oils; construction; and business services.

Since Portugal became a member of the EU in 1986, the composition of its international trade has shifted dramatically. While prior to 1986, approximately 75 percent of Portugal's imports came from outside the EU, today the same percentage comes from within. As well, 75 percent of Portugal's exports are now destined for the European Union. Our two-way trade amounted to \$282 million in 1993, with Canada's exports totalling \$103 million. Portugal's economy has recently undergone a radical transformation leading to a surge in wealth, as demonstrated by a US\$10 000 increase in per-capita GDP from the 1985 level of US\$2000. This new wealth offers opportunities for Canadians to diversify their exports from resource-based commodities to value-added goods. Canadian environmental technologies, multimedia and information technologies, as well as wood frame housing techniques, are excellent niche opportunities in the Portuguese market.

Greece and Turkey: Notwithstanding its current economic difficulties, Greece will offer opportunities for sales growth in 1995. Two-way trade in 1993 was \$162 million, with Canadian exports totalling \$103 million. Greece will be the recipient of a

substantial sum of money — about \$13 billion — under the EU's Delor 11 program. This will be dedicated to a large number of infrastructure projects in the transportation, telecommunications and environmental fields. Other opportunities exist in forestry, agri-food, consumer products, machinery and equipment, and defence.

Turkey's economy continued to show very strong growth in 1993 with an annual increase in GDP in the range of 7 percent to 8 percent, the best growth performance of any OECD country. This growth should be maintained in 1995. Two-way trade in 1993 was \$242 million, with Canadian exports accounting for \$160 million. Canadian exports of services were boosted by the commencement of the Ankara Metro Project in March 1993, which generated some \$200 million in engineering services that year. Major opportunities exist in the following sectors: agri-food; construction; defence; power and energy; and environment.

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