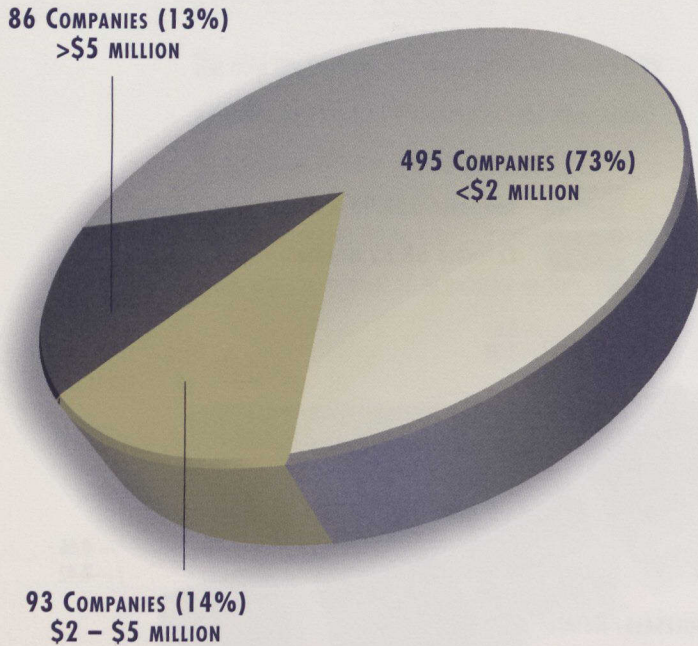


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PEMD ASSISTANCE BY COMPANY SIZE



PEMD ASSISTANCE BY COMPANY SIZE

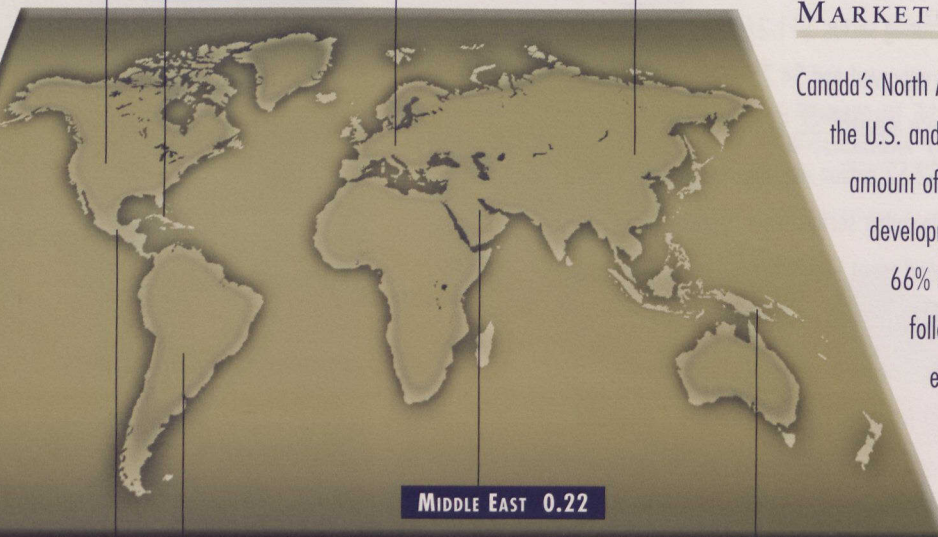
Of the 674 companies approved for PEMD assistance in 1998-99, 495 companies were very small (less than \$2 million in annual sales), 93 had annual sales of \$2 million to \$5 million, and 86 had annual sales of more than \$5 million.

An amount of \$13.83 million in PEMD assistance was approved for the group of companies with annual sales of less than \$2 million, which represented two-thirds of total approved company assistance for 1998-99. A further \$3.73 million in assistance was approved for companies with \$2 million to \$5 million in annual sales and \$3.37 million approved for companies with annual sales of more than \$5 million. These amounts represented 18% and 16% respectively of total approved company assistance.

PEMD ASSISTANCE EXPENDED BY MARKET AREA (\$ MILLIONS)

NORTH AMERICA 5.70 **WESTERN EUROPE 0.96** **ASIA 0.72**

CARIBBEAN 0.07



PEMD ASSISTANCE EXPENDITURES BY MARKET AREA

Canada's North America Free Trade (NAFTA) partners, the U.S. and Mexico, accounted for the highest amount of PEMD expenditures on market development activities, with \$5.70 million or 66% of total expenditures. Western Europe followed with \$957 thousand (11%) in expenditures, and Asia with \$716 thousand (8%).

CENTRAL AMERICA 0.06

ASSISTANCE EXPENDED \$8.62 MILLION