

## Section C: Impact of imports

*[This section should address the feasibility of challenging the target country's domestic market from Canada. The point is to indicate what proportion of the market for the sector is served by imports as well as what factors affect the acceptance of imports and current trends in importing in the sector.]*

### Overall sector

*[Note: Data limitations may preclude explicit statistics. Again, definitions must be clearly reported and made in consideration of the data available from Canadian and local sources.]*

- What are the volume of imports in the sector?
  - by value
- What are the imports as a percentage of total market for the sector?
- What are the origins of imports (by country), in percentage?
  - focus on the top five to six countries
- Are there measurable trends?

### Imports by sub-sectors

*[This section can be in several sub-sections.]*

- What are the volume of imports for each sub-sector?
  - by value
- How do imports measure up as a percentage of total market for each sub-sector?
- What are the origins of imports by country, in percentage form?
  - focus on the top five to six countries for each sub-sector
  - highlight any significant differences (country strengths in certain areas)
- What are the trends?

### Imports by individual services

*[This category would follow the structure and reasoning of the sub-sectors, but would only be used if there are specific individual types of services that constitute a significant proportion of the whole sector. This might be the case if the service provided by a single company or a type of service (e.g. a systems integration solution) accounts for a significant proportion of the whole sector.]*

- Are individual products imported in significant proportions?
  - volume of imports (by units and value)
  - imports as a percent of total market
  - origins
  - trends