

RPTC1

TRADE AND INVESTMENT PROMOTION PLANNING SYSTEM

90/91 SECTOR/SUB-SECTOR HIGHLIGHTS

Mission: BOSTON

Market: UNITED STATES OF AMERICA

Sector : DEFENCE PROGRAMS, PRODUCTS, SERV

Sub-Sector: AEROSPACE & MARINE

| Market Data | 2 Years Ago | 1 Year Ago | Current Year (Estimated) | Next Year (Projected) |
|-----------------------------|-------------|-------------|-----------------------------|--------------------------|
| Market Size | 2800.00 \$M | 3600.00 \$M | 4200.00 \$M | 4500.00 \$M |
| Canadian Exports | 151.00 \$M | 198.00 \$M | 205.00 \$M | 223.00 \$M |
| Canadian Share of Market | 0.05 % | 0.06 % | 0.05 % | 0.04 % |

Cumulative 3 year export potential for
CDN products in this sector/subsector: 100+ \$M

Major Competing Countries

Market Share

| | |
|--------------------------|---------|
| UNITED STATES OF AMERICA | 93.00 % |
| UNITED KINGDOM | 3.00 % |
| GERMANY WEST | 2.00 % |
| FRANCE | 1.00 % |
| ISRAEL | 1.00 % |

Current Status of Canadian
exports in this sector/subsector: Well established and growing

Products/services for which there are good market prospects:

1. Aircraft Engines & Parts
2. Aircraft Parts, Except Engines
3. Engines & Turbines
4. Ships, Boats & Parts
5. Aircraft, Complete with Engines

Factors contributing to current successful Canadian exports:

- Import restrictions are not a significant impediment in this sector
- Aggressive marketing
- PEMD support
- Fairs and Missions support
- Trade Fair activity
- Provincial export promotion
- Competitive pricing
- Bilateral economic trade agreement
- Willingness of exporters to invest/joint venture in territory