

RPTC1

TRADE AND INVESTMENT PROMOTION PLANNING SYSTEM

90/91 SECTOR/SUB-SECTOR HIGHLIGHTS

Mission: ATHENS

Market: GREECE

Sector : TRANSPORT SYS,EQUIP,COMP,SERV.

Sub-Sector: AEROSPACE

Market Data	2 Years Ago	1 Year Ago	Current Year (Estimated)	Next Year (Projected)
Market Size	400.00 \$M	50.00 \$M	5.00 \$M	150.00 \$M
Canadian Exports	5.00 \$M	2.00 \$M	1.00 \$M	50.00 \$M
Canadian Share of Market	1.00 %	4.00 %	2.00 %	30.00 %

Cumulative 3 year export potential for
CDN products in this sector/subsector: 30-60 \$M

Major Competing Countries	Market Share
UNITED KINGDOM	20.00 %
ITALY	20.00 %
NETHERLANDS	10.00 %
GERMANY WEST	20.00 %
FRANCE	20.00 %
UNITED STATES OF AMERICA	30.00 %

Current Status of Canadian
exports in this sector/subsector: No export results to date

Products/services for which there are good market prospects:

1. CL-215 and CL-215 T
2. Canadair's challenger.
3. DHC's Dash-8 300

Factors contributing to current successful Canadian exports:

- Import restrictions are not a significant impediment in this sector
- Aggressive marketing
- Trade Fair activity
- Canada is one of few sources of supply
- Strong sectoral capability in Canada

Factors for Canadian exports not reaching market potential:

- _____
- _____