

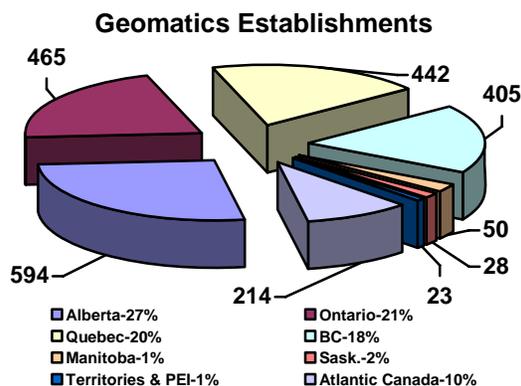


# GEOMATICS/GEOSPATIAL FACT SHEET



## MARKET OVERVIEW

➤ There are approximately 2,221 geomatics firms employing 27,300 people; mostly concentrated in Alberta, Ontario, Quebec and BC.



Source: 2004 Geomatics Industry Census Survey Results.

## MARKET OVERVIEW

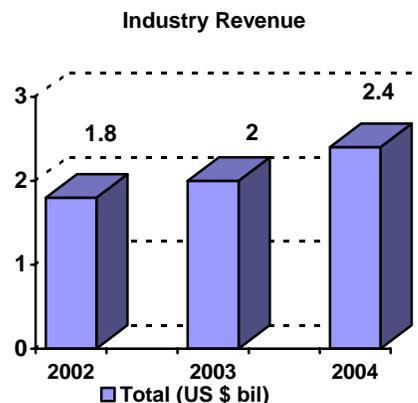
➤ Top Geomatics/Geospatial activities in Canada:

- ⇒ Surveying
- ⇒ mapping and cartography
- ⇒ geodesy, navigation and positioning (including GPS)
- ⇒ remote sensing
- ⇒ geospatial data management (including GIS)
- ⇒ geomatics consulting services
- ⇒ development of customized geospatial software.

➤ The Geomatics industry in Canada has an extensive collaboration between the private sector, various government sectors and academic institutions.

## INDUSTRY REVENUE

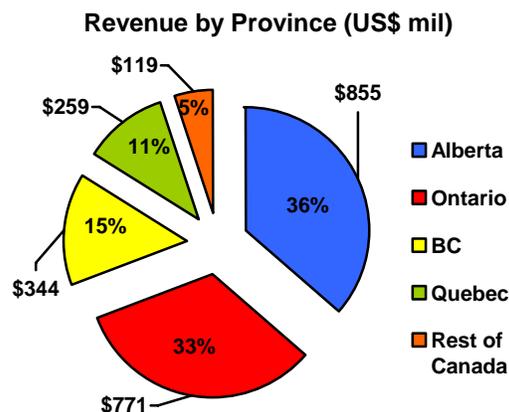
➤ Total geomatics revenue accounted for US \$ 2.4 billion in 2004.



Source: 2004 Geomatics Industry Census Survey Results.

➤ Overall, the Canadian geomatics/geospatial industry is experiencing healthy double digit growth rates in revenue and it is expected to continue for the next 2 years.

➤ Most of the revenues are attributed to geomatics firms in Alberta with approximately US \$855 million, followed by Ontario with \$771 million, BC with \$344 million and Quebec with \$259 million.

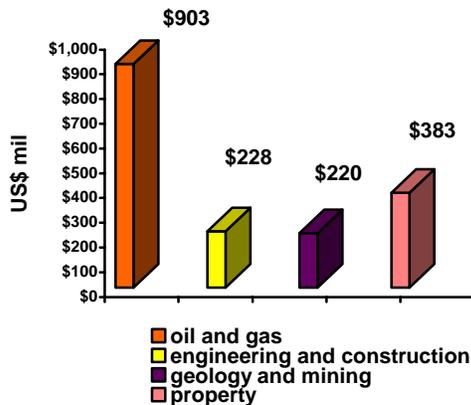


Source: 2004 Geomatics Industry Census Survey Results.

## INDUSTRY REVENUE

- Top Clientele by industrial sector:
  - ⇒ oil and gas
  - ⇒ property (including housing)
  - ⇒ engineering and construction
  - ⇒ geology and mining

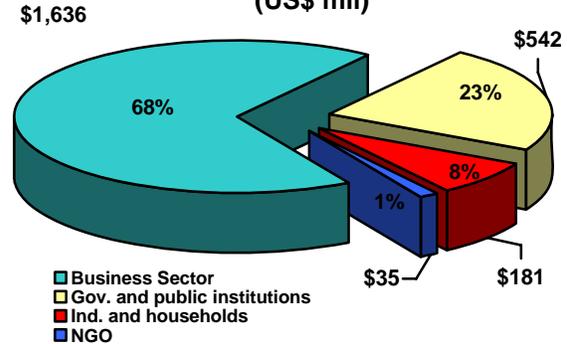
Clientele by Industrial Sector



Source: 2004 Geomatics Industry Census Survey Results.

- The main client of geomatics products and services are:
  - ⇒ business sector (private sector)
  - ⇒ government and public institutions
  - ⇒ individuals and households
  - ⇒ NGO

Geomatics Revenue by Client (US\$ mil)



Source: 2004 Geomatics Industry Census Survey Results.

## GROWTH PROSPECTS/AREAS OF OPPORTUNITY

- Geomatics activities in Canada are expected to experience high or medium growth prospects in the near future, providing excellent opportunities for U.S. firms in Canada.
- Strong growth is forecasted in areas of land administration, sustainable resource management and business decision making, GIS and remote sensing, as well as increasing roles in disaster forecasting, mitigation and recovery efforts, global warming and environmental monitoring.

## THINK BIG! THINK CANADA!

The U.S. Commercial Service invites you to participate in the *U.S.-Canada Geomatics/Geospatial Partnering Seminar* on May 7, 2007. This event will provide you with an excellent opportunity to present your products and services to senior business leaders from the Canadian private and public sectors. You will have the opportunity to meet with potential distributors, strategic alliance partners and business partners.

### When you think of exporting, Think Big! Think Canada First!

(January 2007)

We hope that you find this information useful. If you would like further information, please contact [Viktoria.Palfi@mail.doc.gov](mailto:Viktoria.Palfi@mail.doc.gov), the CS Canada National Information and Communication Technology Sector Specialist. Visit our website <http://www.buyusa.gov/canada> to discover other commercial opportunities in Canada.

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