



Company XYZ Matrix

RANK	COUNTRY	Imports HS Code xxxxx - Medical Equipment and Devices Neso			Imports HS Code xxxxx - Medical, Surgical, Dental Or Veterinary Furniture and Parts Therap			Medical Equipment and Devices - Opportunity Assessment by In-courtesy CS Staff			Medical Equipment and Devices			Ease of Doing Business			Company XYZ Previous Sales by Country			Company XYZ Current open sales opportunities/XYZ by Country			New Investments in Health Care Sector by Country			Average Hospitalized Patients per 1000 people by Country			Total Weights			
		7.5%			7.5%			7.5%			7.5%			10%			15%			25%			10%			100.0%						
		Data	# Standard Deviations	Score	Data	# Standard Deviations	Score	Data	# Standard Deviations	Score	Data	# Standard Deviations	Score	Data	# Standard Deviations	Score	Data	# Standard Deviations	Score	Data	# Standard Deviations	Score	Data	# Standard Deviations	Score	Data	# Standard Deviations	Score	Total Score	RANK	COUNTRY	
1	Germany	\$	619,305,026	1.7151	0.19	\$172,760,535	1.7791	0.19	10.00	-0.58217112	(0.04)	689	1.699474238	0.20	17	1.60277	0.16	\$28,771,808	1.52171991	0.28	\$2,544,424.00	1.602317	0.26	11,890.00	1.1428118	0.11	5,214407	0.367074	0.04	1.28	1	Germany
2	Singapore	\$	510,277,249	1.45451	0.09	\$43,951,141	1.21027	0.09	10.00	-0.58217112	(0.04)	61	0.024916334	0.00	2	3.64189	0.36	\$2,678,574	0.537190948	0.08	\$2,237,450.00	1.517598	0.38	3,241.00	0.8451576	0.08	3,391985	0.588257	0.06	1.10	2	Singapore
3	Australia	\$	112,744,012	1.64752	0.12	\$87,073,844	1.49066	0.11	15.00	1.661613404	0.12	590	1.536169681	0.12	15	1.73681	0.17	\$15,720,957	1.27107815	0.19	\$497,420.00	0.526773	0.13	6,656.30	0.4764378	0.05	5,820468	0.531350	(0.05)	0.97	3	Australia
4	Switzerland	\$	20,719,015	1.28534	0.09	\$63,816,760	1.36319	0.10	11.00	-0.13341421	(0.01)	253	0.972270198	0.07	31	0.94797	0.09	\$1,803,575	0.373059138	0.06	\$2,502,042.00	1.526749	0.40	-	0.2064895	0.02	6,810046	0.295239	(0.03)	0.80	4	Switzerland
5	Turkey	\$	24,057,719	1.28534	0.09	\$29,622,202	1.04904	0.08	14.00	1.2128565	0.05	164	0.683565	0.05	69	0.05715	0.01	\$1,825,626	1.323182103	0.26	\$539,246.00	0.579974	0.14	2,754.00	0.579974	0.11	1,835646	0.443821	0.04	0.82	5	Turkey
6	Netherlands	\$	25,171,986	1.59333	0.10	\$83,996,494	1.47585	0.11	12.00	0.31534269	0.02	76	0.171336324	0.01	28	1.06000	0.11	\$39,242	-0.3064682	(0.05)	\$2,290,440.00	1.332022	0.38	35.00	1.465445	0.04	6,413632	0.378881	(0.04)	0.83	6	Netherlands
7	Saudi Arabia	\$	175,600,109	0.63184	0.05	\$29,107,503	1.04130	0.08	-	-1.92844183	(0.04)	27	-0.51781951	(0.04)	94	-0.29039	(0.03)	\$125,994,654	2.14156651	0.38	\$1,924,542.00	1.804064	0.24	10,900.00	1.0623616	0.11	5,944866	1.736947	0.05	0.59	7	Saudi Arabia
8	Italy	\$	433,544,310	1.18711	0.09	\$57,429,960	1.31995	0.10	9.00	-1.03092802	(0.08)	175	0.176701022	0.05	50	0.41754	0.04	\$31,703,459	1.561957	0.23	\$659,023.00	0.712150	0.18	118.50	-1.8435733	0.13	3,601661	1.312645	0.01	0.45	8	Italy
9	Colombia	\$	127,782,637	0.58216	0.04	\$15,804,187	0.79181	0.06	11.00	-0.13341421	(0.01)	336	1.161220546	0.09	53	0.35249	0.04	\$5,746,581	0.853795007	0.17	\$254,746.00	0.068530	0.02	1,913.60	-0.2187448	(0.12)	4,642546	0.904639	0.09	0.33	9	Colombia
10	South Africa	\$	303,934,013	0.89326	0.07	\$29,288,165	1.04384	0.08	15.00	1.661613404	0.12	433	1.330128434	0.10	74	-0.02137	(0.00)	\$446,630	-0.20565339	(0.03)	\$2,074,637.25	1.467815	0.37	110.00	1.0501424	0.11	4,185015	0.479714	0.05	0.86	10	South Africa
11	Brazil	\$	80,414,466	1.29281	0.10	\$40,832,112	1.18009	0.09	12.00	0.31534269	0.02	1558	1.218251094	0.16	123	-0.93538	(0.06)	\$2,445,874	0.499502886	0.07	\$324,037.00	0.244365	0.06	10,170.70	1.7864670	0.18	2,070176	0.360868	0.06	0.69	11	Brazil
12	United Kingdom	\$	1,763,148,146	1.52357	0.11	\$117,423,767	1.61322	0.19	11.00	-0.13341421	(0.01)	518	1.448495384	0.11	7	2.52565	0.25	\$2,445,874	0.499502886	0.07	\$262,554.00	0.105723	0.03	11,997.01	1.8292683	0.14	5,206595	-0.209756	(0.02)	0.86	12	United Kingdom
13	Mexico	\$	158,310,682	1.47523	0.11	\$54,360,520	1.20743	0.10	-	-1.92844183	(0.04)	1378	2.101900009	0.38	47	0.48653	0.05	\$1,766,617	0.362926445	0.05	\$662,975.00	0.716089	0.18	9,931.00	0.3930152	0.04	5,417844	-0.078411	(0.01)	0.54	13	Mexico
14	China	\$	351,493,467	1.94892	0.14	\$11,784,127	1.62817	0.13	14.00	1.1238565	0.24	506	1.433889579	0.11	78	-0.08500	(0.01)	\$0	-3.31254995	(0.50)	\$2,222,744.00	1.513253	0.38	51,455.74	1.1469722	0.10	1,917022	0.363683	0.04	0.49	14	China
15	Spain	\$	149,602,768	1.16362	0.09	\$40,390,792	1.17563	0.09	12.00	0.31534269	0.02	153	0.637319142	0.05	32	0.91295	0.09	\$2,588,540	0.523012401	0.08	\$324,777.00	0.032400	0.01	6,774.00	-1.2568794	(0.13)	3,754320	-0.346091	(0.03)	0.26	15	Spain
16	Canada	\$	119,067,640	1.35568	0.12	\$15,939,883	1.73915	0.13	14.00	1.2128565	0.05	1314	1.069418267	0.16	22	1.32381	0.13	\$762,593	0.616205366	0.08	\$574,263.00	0.616804	0.15	2,962.77	0.8541378	0.09	3,660756	-1.936689	(0.19)	0.67	16	Canada
17	India	\$	124,136,484	1.17748	0.09	\$31,485,156	1.07349	0.08	14.00	1.2128565	0.09	260	0.990445968	0.07	130	-0.65607	(0.07)	\$3,606,552	0.660548857	0.10	\$667,407.00	0.720480	0.18	11,851.78	1.1407323	0.11	6,250493	0.731881	0.07	0.73	17	India
18	Philippines	\$	52,806,662	0.64660	0.05	\$8,918,959	0.54877	0.04	14.00	1.2128565	0.09	96	0.326916993	0.02	99	-0.34877	(0.03)	\$2,588,540	0.523012401	0.08	\$440,429.00	0.446589	0.11	26,168.50	-1.2568794	(0.13)	5,515220	0.119182	0.01	0.25	18	Philippines
19	United Arab Emirates	\$	364,534,351	1.03310	0.08	\$38,317,206	1.10330	0.09	13.00	0.76409595	0.06	141	0.582923959	0.06	141	1.14133	0.11	\$83,454	-0.00172443	(0.14)	\$263,439.00	0.107940	0.03	41,798.00	0.4304518	0.04	1,624026	-1.494678	(0.15)	0.16	19	United Arab Emirates
20	Peru	\$	353,452,649	0.54705	0.04	\$8,373,761	0.53044	0.04	-	-1.92844183	(0.04)	55	0.04040371	(0.00)	54	0.33160	0.03	\$51,722	-0.35345656	(0.05)	\$2,475,665.00	1.584265	0.26	967.7232	-0.588980	(0.06)	0.30	20	Peru			
21	Indonesia	\$	18,462,588	1.09118	0.08	\$29,819,483	0.94330	0.07	-	-1.92844183	(0.04)	159	0.62481371	0.05	91	-0.25387	(0.03)	\$4,274,384	0.713000212	0.11	\$57,425.00	0.065600	(0.22)	11,169.00	-1.2568794	(0.13)	3,24602	0.478222	0.05	0.54	21	Indonesia
22	Dominican Republic	\$	64,783,173	-0.25078	(0.02)	\$2,776,541	0.07780	0.01	-	-1.92844183	(0.04)	103	-0.38340	(0.00)	103	-0.38340	(0.00)	\$9,327,401	1.045492304	0.16	\$2,544,424.00	0.124729	0.03	385.00	-0.5152013	(0.05)	4,843415	1.252017	0.33	0.07	22	Dominican Republic
23	Kenya	\$	-	0.08561	0.01	\$0	0.24469	0.03	-	-1.92844183	(0.04)	136	0.08687908	0.04	92	-0.26618	(0.03)	\$1,938,492	0.403809778	0.06	\$262,450.00	0.105462	0.03	2,783.00	0.3938200	0.04	3,469859	-0.454003	(0.05)	(0.01)	23	Kenya
24	Argentina	\$	95,760,066	1.06456	0.08	\$5,676,981	0.37106	0.03	-	-1.92844183	(0.04)	328	1.145172728	0.09	116	-0.52745	(0.05)	\$591,002	-0.0895202	(0.01)	\$242,442.00	0.053209	0.01	265.00	1.1103322	0.11	5,490934	0.170875	0.02	0.12	24	Argentina
25	Malaysia	\$	88,391,846	0.97524	0.07	\$11,914,746	0.7504	0.05	-	-1.92844183	(0.04)	84	0.23788985	0.02	23	1.27537	0.13	\$859,507	0.065816981	0.01	\$44,494.00	0.1463969	(0.27)	376.00	-1.0131820	(0.08)	7,731473	-0.007252	(0.00)	0.21	25	Malaysia
26	Russia	\$	113,193,100	1.52542	0.11	\$61,674,336	1.34919	0.10	-	-1.92844183	(0.04)	185	0.76379892	0.06	40	0.66592	0.07	\$0	-3.31254995	(0.50)	\$222,472.00	-0.003435	(0.00)	3,303.21	1.400919	0.01	6,326912	1.612641	0.36	(0.13)	26	Russia
27	France	\$	67,549,771	1.49071	0.11	\$120,481,586	1.16216	0.09	9.00	-1.03092802	(0.08)	429	1.323491586	0.10	29	1.02142	0.10	\$33,732	0.35345656	(0.05)	\$34,446.00	-1.323833	(0.31)	960.00	0.647111	0.06	6,331151	-0.103161	(0.01)	0.80	27	France
28	Thailand	\$	299,835,325	1.14675	0.09	\$12,822,355	0.78159	0.07	8.00	1.47968493	(0.11)	84	0.23788985	0.02	16	0.51049	0.05	\$312,722	-0.35345656	(0.05)	\$45,420.00	-1.050396	(0.26)	1,681.00	1.4162049	0.01	4,129207	0.756257	0.08	(0.14)	28	Thailand
29	South Korea	\$	1,692,372	1.49724	0.11	\$15,076,133	0.77154	0.06	14.00	1.2128565	0.05	49	-0.12096694	(0.01)	5	2.85305	0.23	\$4,274,384	0.713000212	0.11	\$0.00	-3.312550	(0.51)	5,452.00	-0.6150423	(0.06)	8,25362	-0.150201	(0.02)	0.20	29	South Korea
30	Denmark	\$	39,033,333	0.96123	0.07	\$23,259,925	0.94934	0.07	8.00	-1.47968493	(0.11)	76	0.171336324	0.01	3	3.31449	0.33	\$10,944,991	1.120912436	0.17	\$0.00	-3.312550	(0.51)	468.00	1.1667834	0.12	1,157113	0.017330	0.00	(0.16)	30	Denmark
31	Ethiopia	\$	324,731,128																													