

EXHIBIT E-2: CHARACTERISTICS OF EXPORT SECTORS SURVEYED

Sector	Average Annual Revenue (\$000)	Exports as % of Revenue	Main Products Exported	Export Experience Average Age (years)	% with Age over 10 years
Consultants	4,400	46	98% consulting 6% other	12	42
Software	16,800	26	96% software 8% consulting	6	13
Fisheries	20,000	53	89% processed fish 35% raw fish	20	55
Mining Equipment	15,500	20	46% mining equip. 27% constr. equip. 12% other equip.	16	50
Forestry Equipment	9,500	42	- % forestry equip. - % mining equip. - % constr. equip.	14	46
Wood Products	32,700	68	53% sec.wood.prod. 37% lumber	14	43
Oil & Gas Equipment	13,600	27	98% oil&gas equip. 4% other	14	32
Telecommunications & Electronics	11,600	40	93% tel/elec. 8% other	11	43
Food Products	64,700	9	84% processed food 23% unprocessed agric. goods	17	50

Note: (i) Percents do not always add up to 100 because certain firms export more than one main product. (ii) The figures under the heading "Main Products Exported," refer to the proportion of firms in a particular sector producing a certain product. For example, 89% of surveyed firms in the Fisheries sector have processed fish as their main product exported, while 35% of the firms in the same sector export mainly raw fish.