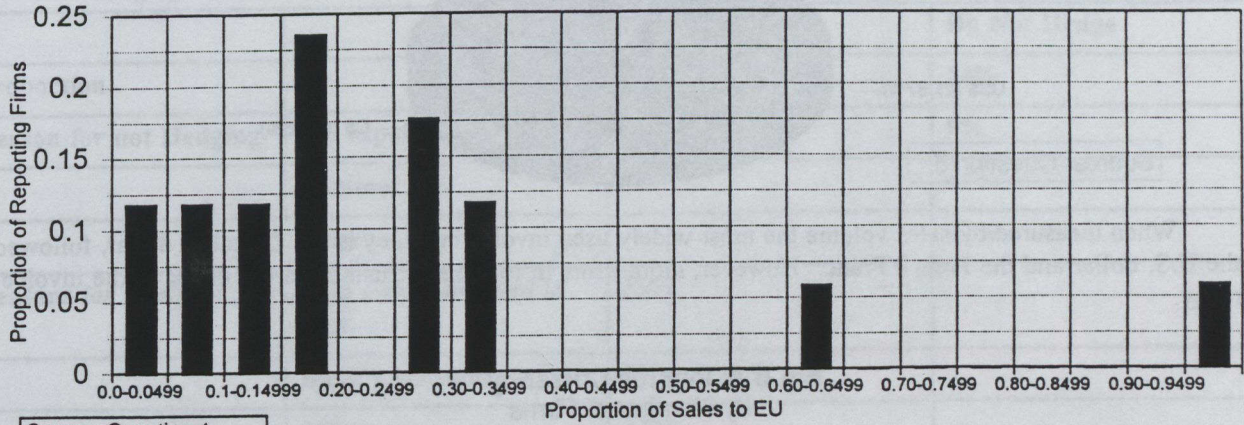


Fig.B.1: Average Exports to Europe
As Proportion of Total Sales



Source: Question 4

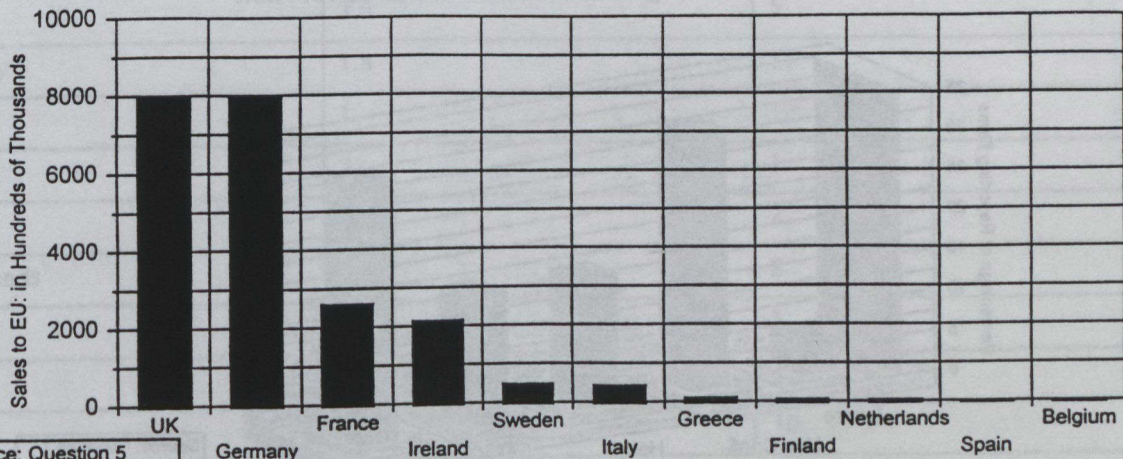
Annex B
Questionnaire Results
(by Darren Byers)

Trade Interests in the European Union

Of the participating firms, the average reported proportion of sales to EU countries was 24.7%. The distribution of sales to EU ratios can be seen in Figure B.1.

The firms that responded indicated that the UK and Germany were at present, the more important markets, followed by France and Ireland.

Fig. B.2: Exports to EU



Source: Question 5