

8. If you hedge, which currencies do you typically hedge against, what is the approximate cost of hedging as a percentage of sales, and what is (are) the principal hedging instrument(s) that you use?

Currency	Cost of hedging (as % of sales)	Principal hedging instrument(s)
_____	_____	_____
_____	_____	_____
_____	_____	_____
_____	_____	_____
_____	_____	_____

9. If you hedge against foreign exchange risk when trading with EU countries, why? **AND/OR** If you do not hedge foreign exchange risk when trading with EU countries, why not?

- Risk high compared with cost
- On insistence of bank
- Other reasons
- Please state:

- Too expensive
- Minimal risk
- Other reasons
- Please state:

10. For your current European Union export markets, please rank your fastest growing markets, by country.

Country

1st _____
 2nd _____
 3rd _____
 4th _____
 5th _____
 6th _____

11. Looking ahead five years, which European Union countries do you think will represent your fastest growing export markets?

Country

1st _____
 2nd _____
 3rd _____
 4th _____
 5th _____
 6th _____