

DATE 07/16/97

774005

REPORT 4S

SCR. Q.3 What is your company's approximate gross annual sales in kronas?

	TOTAL	COUNTRY						CURRENTLY CONSIDER N. AMERICAN INVESTMENTS		CONSIDER INVESTING IN CANADA (NEXT 3 YRS)		NORTH AMERICA IS MOST ATTRACTIVE INVESTMENT LOCATION		OVERALL MOST ATTRACTIVE INVESTMENT LOCATION			% NORTH AMERICAN REVENUE		
		U.K.	Ger-many	Fra-nce	Italy	Swe-den	Switz-erland	Nether-lands	Yes	No	Yes	No	Yes	No	Can-ada	U.S.	Mex-ico	None (0%)	1-9%
TOTAL INTERVIEWS	100 100.0	-	-	-	-	100	-	19	81	12	88	12	88	11	68	6	28	32	37
Under 50 million kronas (40)	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
50 million to 500 million kronas (225)	73 73.0	-	-	-	-	73	-	13	60	7	66	10	63	9	47	5	23	25	23
500 million to 1 milliard kronas (750)	9 9.0	-	-	-	-	9	-	4	5	4	5	1	8	-	7	-	2	1	6
1 to 5 milliard kronas (3000)	17 17.0	-	-	-	-	17	-	2	15	1	16	1	16	1	14	1	3	6	7
Over 5 milliard kronas (6000)	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
D.N.S.	1 1.0	-	-	-	-	1	-	-	1	-	1	-	1	1	-	-	-	-	1
Average (\$M Kronas)	749.2	-	-	-	-	749.2	-	627.6	778.1	631.3	765.5	500.0	783.6	502.5	850.4	687.5	559.8	761.7	852.1