

- . destination of exports.

Exhibit E-2 (Appendix E) summarizes these characteristics. Looking at some of the key variables by sector:

- . Consulting firms are the smallest in terms of annual revenues and receive almost 50% of their revenues from exports.
- . The software sector is the youngest in terms of export history, with over 33% of these firms having exported for fewer than four years.
- . The fisheries sector is the oldest export sector and receives over 50% of revenues from exports (with 89% of surveyed firms exporting processed fish and 35% exporting fresh fish).
- . Manufacturers of mining and forestry equipment are relatively unspecialized. They also tend to manufacture other types of equipment (e.g., construction equipment). In both sectors, over 85% of the companies have exported for more than three years.
- . The wood products sector is the most export-oriented of all sectors (reporting 68% of revenues from exports). Close to 90% of firms in this sector have exported for more than three years. This sector exports two main products: secondary wood products (53% of exports) and lumber (32%).