

7. What is the attitude of your company towards foreign exchange risk? Check one or more boxes.
- we ignore it
 - we invoice and transact in C\$ (or base currency)
 - we protect each foreign exchange transaction with a hedge
 - we try to anticipate currency moves to add value
 - currency risk is pooled and handled in the context of overall asset/liability risk management across our divisions.

IF YOU HEDGE FOREIGN EXCHANGE RISK GO TO QUESTION 8, OTHERWISE GO STRAIGHT TO QUESTION 9.

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	_____