

Appendix 1

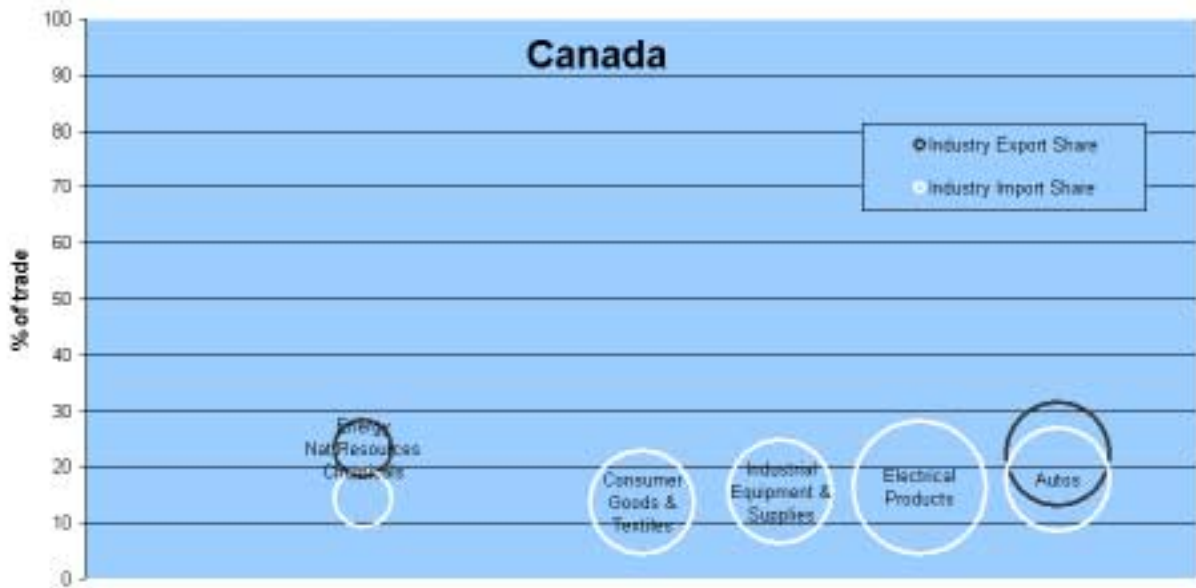
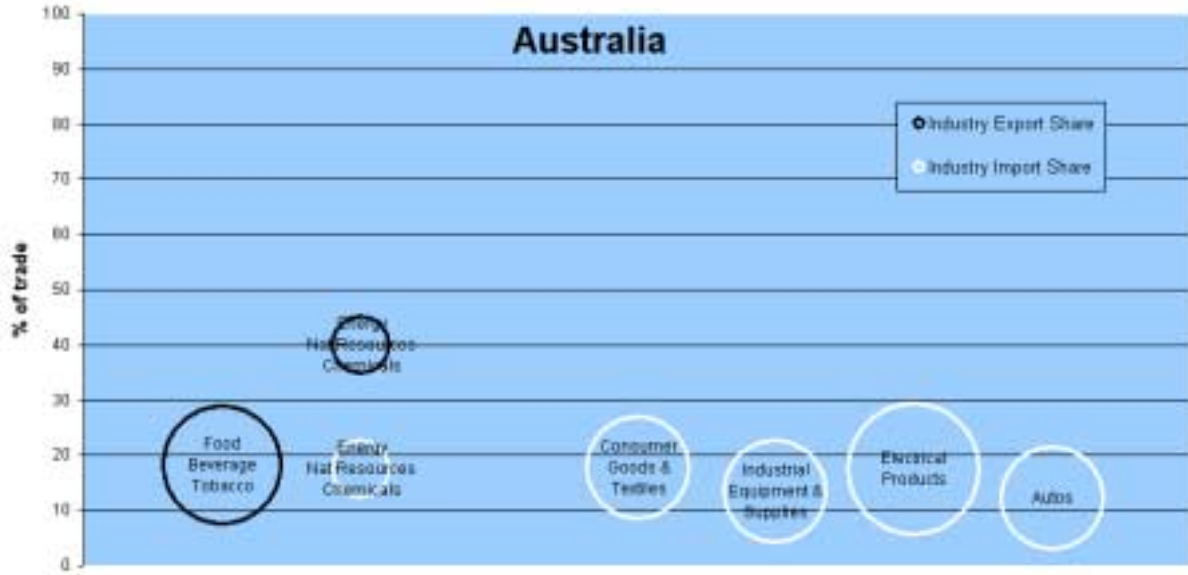
Research on Transformation of Industries by ICTs Technologies

	Goldman Sachs	Litan and Rivlin	Forrester			NAM Ernst & Young				EITO (Europe)		
	Cost Savings Percent	Cost Savings Percent	Product Fit Score	Industrial Readiness Score	Average	Zero (percent)	e-Info (percent)	e-Interaction (percent)	e-Commerce (percent)	Internal (score)	External (score)	Total
Industry												
Food Ingredients	3-5		4.8	3.4	4.1							
Consumer goods			3.5	2.9	3.2	1	21	42	36			
Textiles										1.4	2.5	3.9
Energy, Chemicals, Natl Res						7	32	29	28			
Coal	2											
Chemicals	10											
Pharmaceuticals			3.9	3.1	3.5					2	2.4	4.4
Forest Products	15-25											
Paper	10		3.8	3	3.4							
Steel	11											
Machinings (Metals)	22					9	29	40	21			
Heavy Industries			2	1.5	1.75							
Industrial Eqpt & Supplies			2	4	3	6	22	47	25			
Technology & Electronics						0	25	40	35			
Computing & Electronics		5 (Cisco)	4	4.8	4.4							
Electronic Components	29-39											
Computing	11-20											
Aerospace Machinings	11		1.5	1.5	1.5					2.6	2.2	4.8
Autos	..	11	3.3	1.5	2.4	3	24	47	26	2.7	3.2	5.9
Shipbuilding										2	1.6	3.6
Shipping/Warehousing			4.4	4	4.2							
Freight Transport	15-20	xx										
Utilities			4.4	4	4.2							
Communications/Bandwidth	5-15											
Health Care	5	xx										
Life Science	12-19											
Construction			2.2	4.5	3.35							
Media and Advertising	10-15											
Retail		xx										
Finance		xx										
All		0.25-0.5				4	26	42	27			

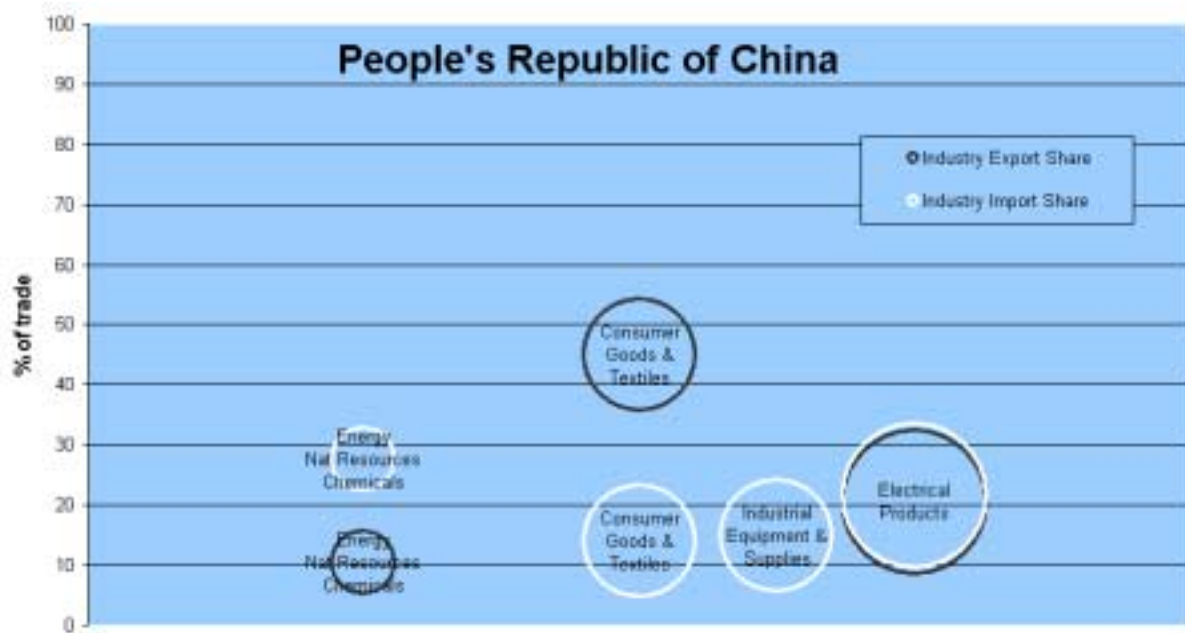
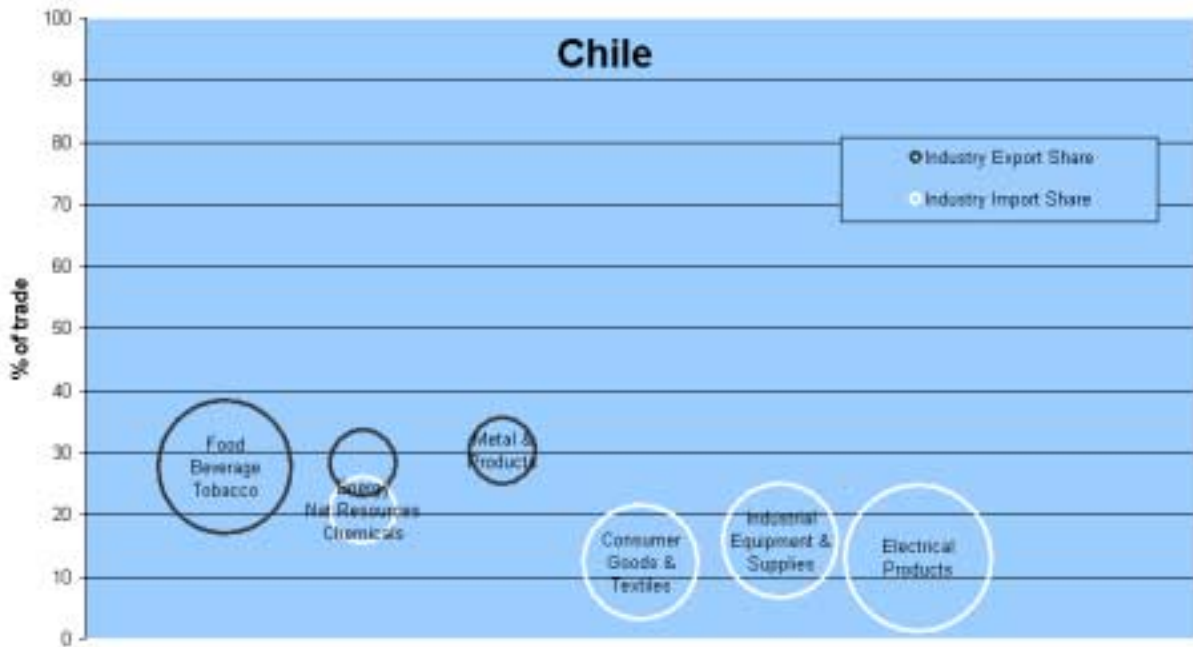
Sources:

- Goldman Sachs (2000) *The Shocking Economic Effect of B2B*
- Robert Litan and Alice Rivlin (2001) *Beyond the Dot.Coms; The Economic Promise of the Internet* (July draft); *XX* means research has been done on these sectors, but classifying the importance of the Internet for saving costs or increasing efficiency has not been completed by the authors/editors.
- Forrester Research (2001), *The B2B Opportunity Index from Forrester Research*, www.ebizchronicles.com/backgrounders... (as of June 26, 2001)
- The National Association of Manufacturers and Ernst & Young (2001); *E-Commerce Trends Index*
- EITO (2001), *European Information Technology Observer Millennium Edition*

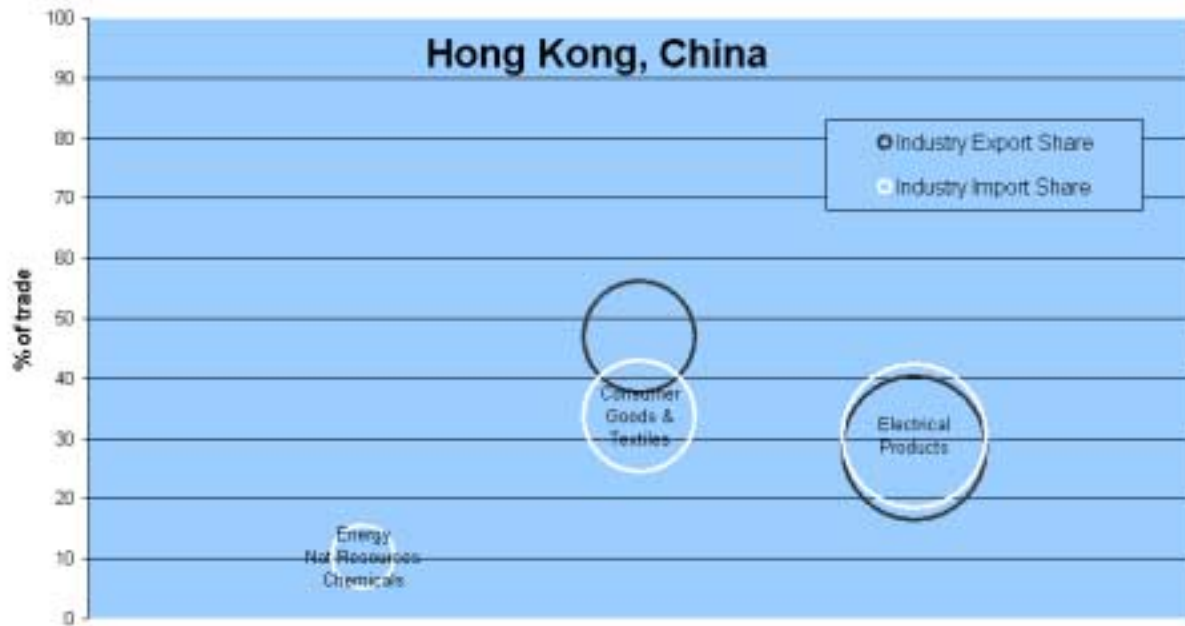
Appendix 2 Trade Exposure Charts for Each Economy



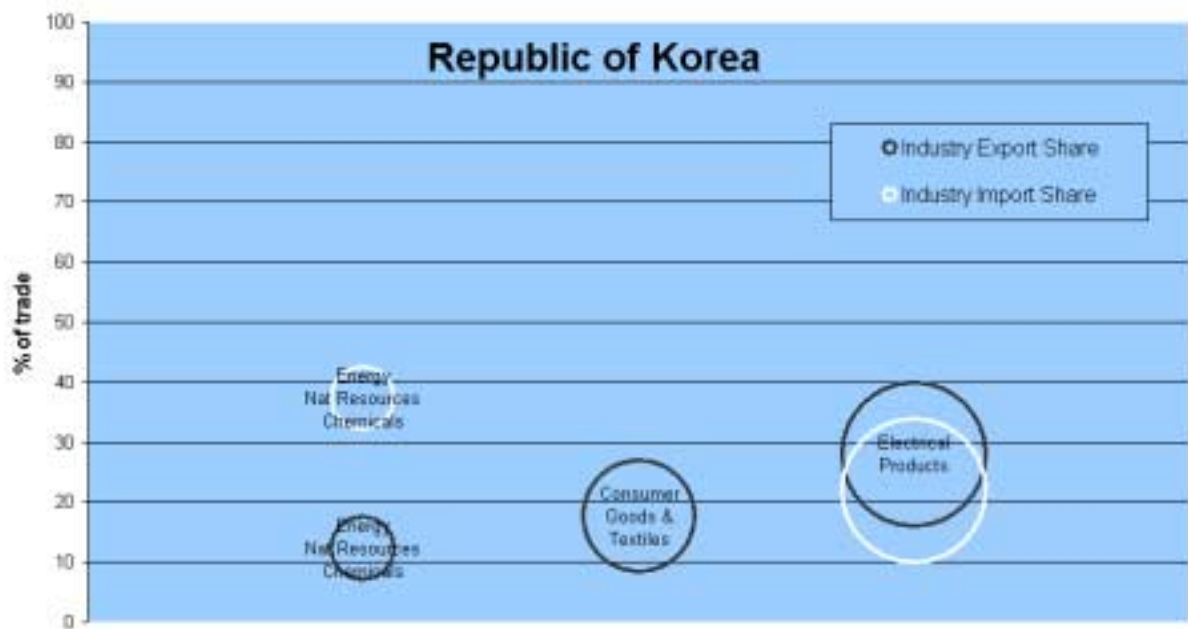
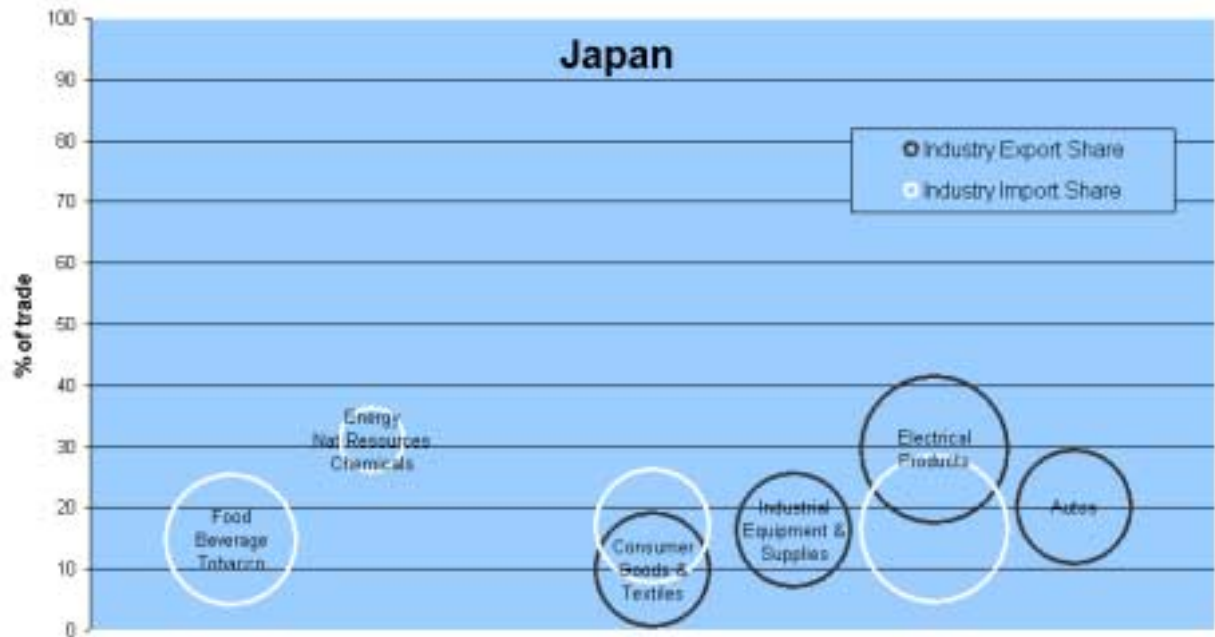
Bubble size is Technology Transformation Intensity of that sector (larger is undergoing more transformation).



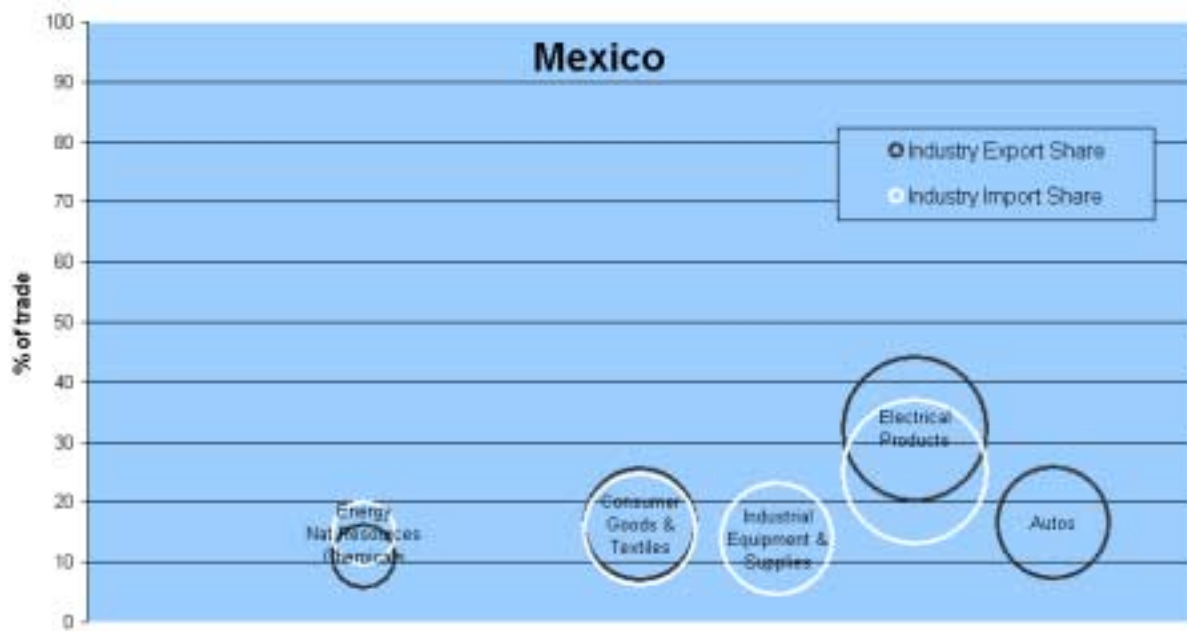
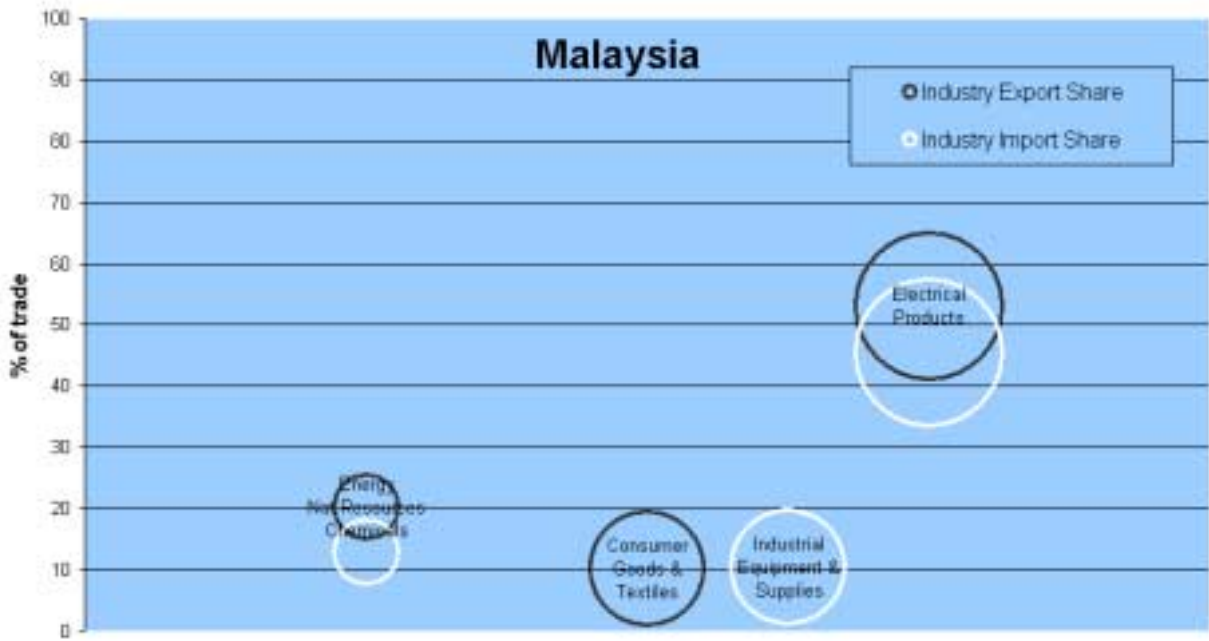
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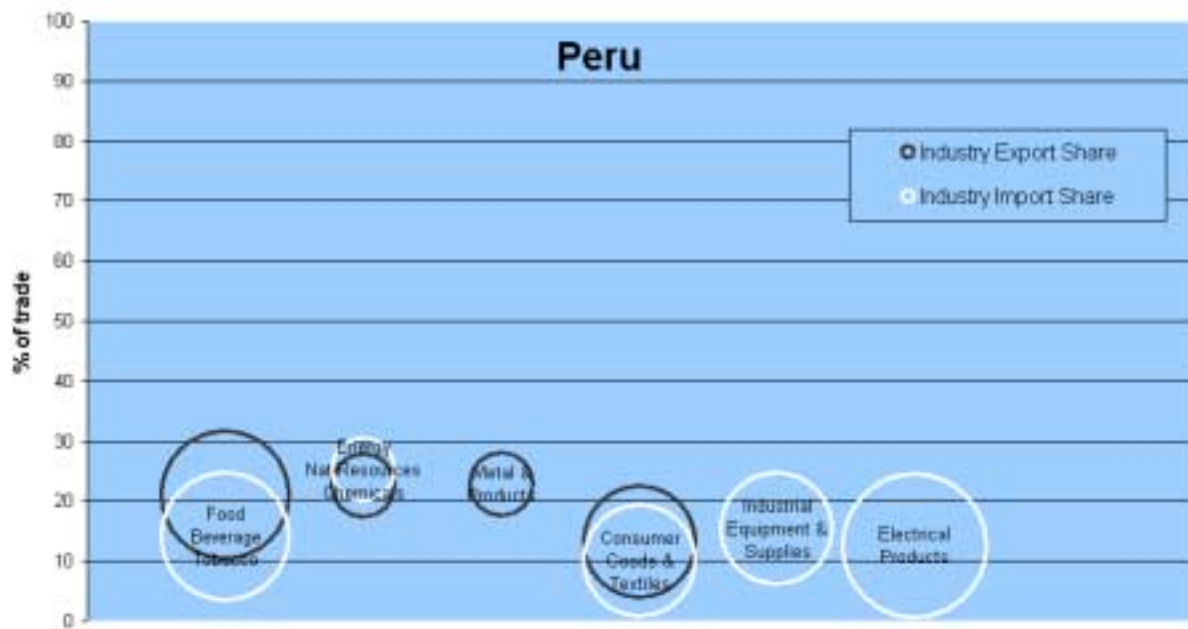
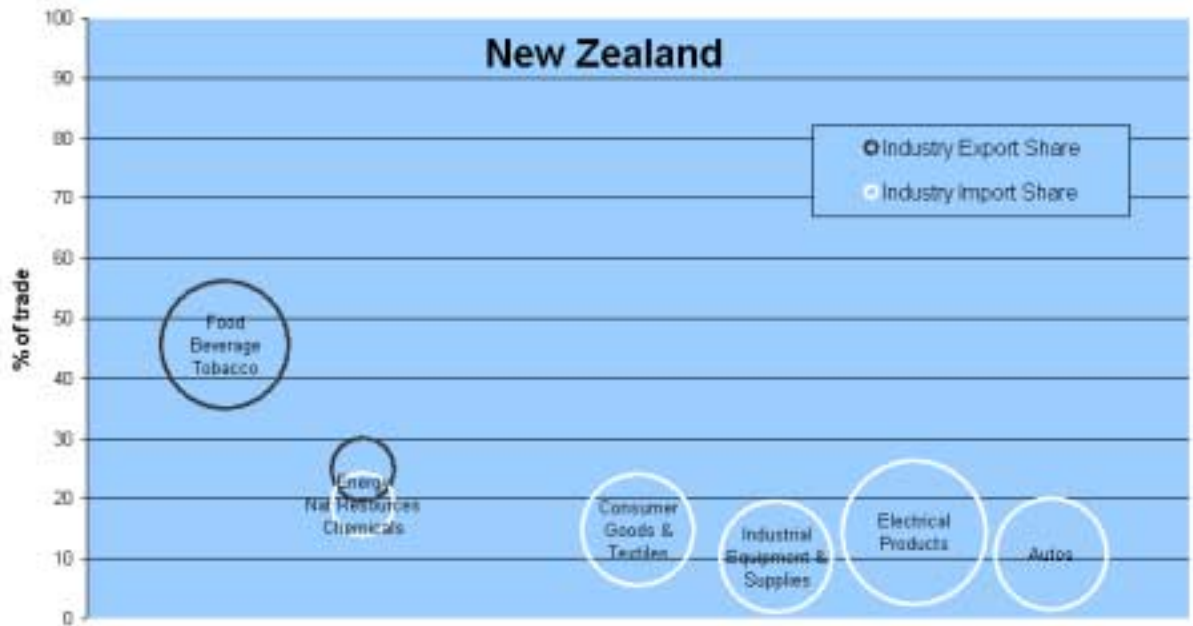
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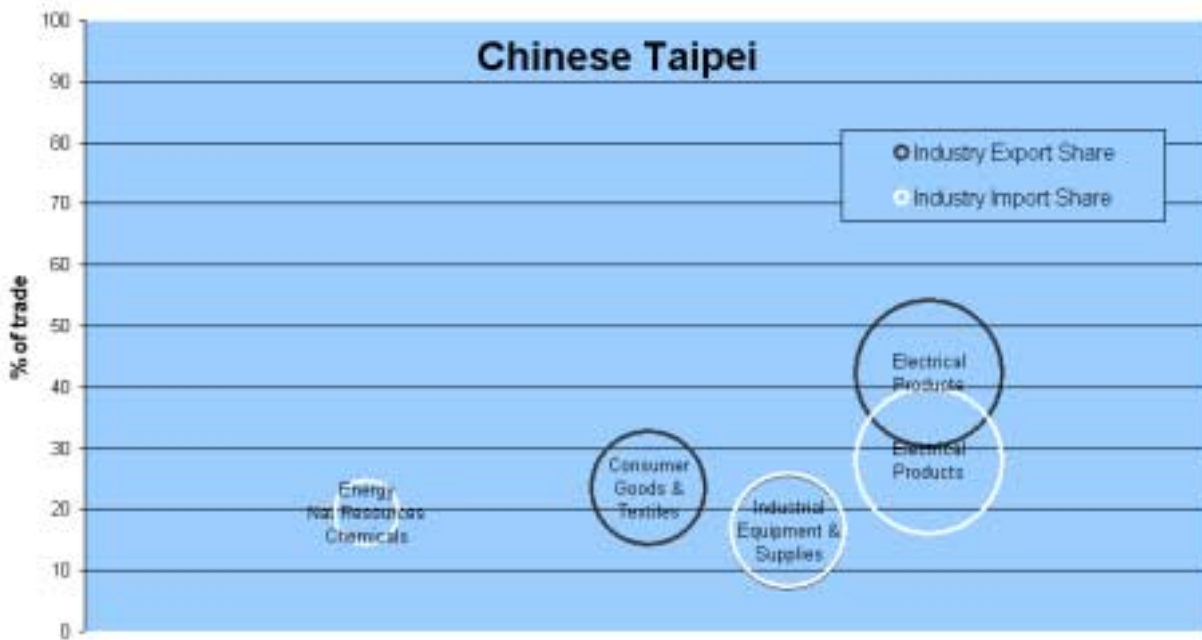
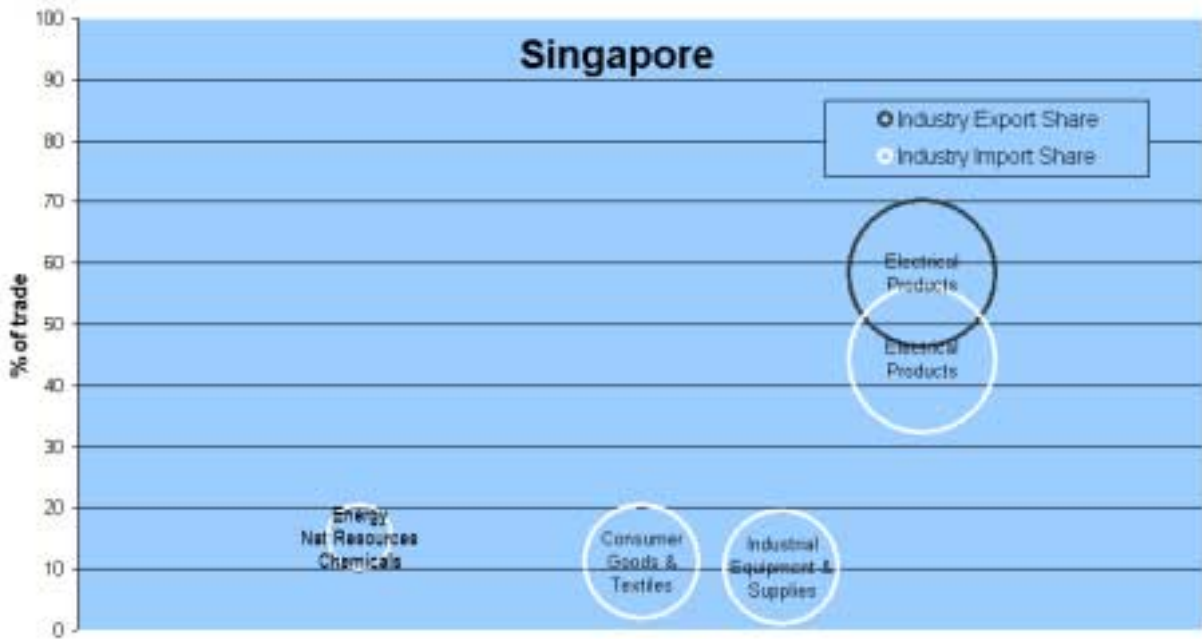
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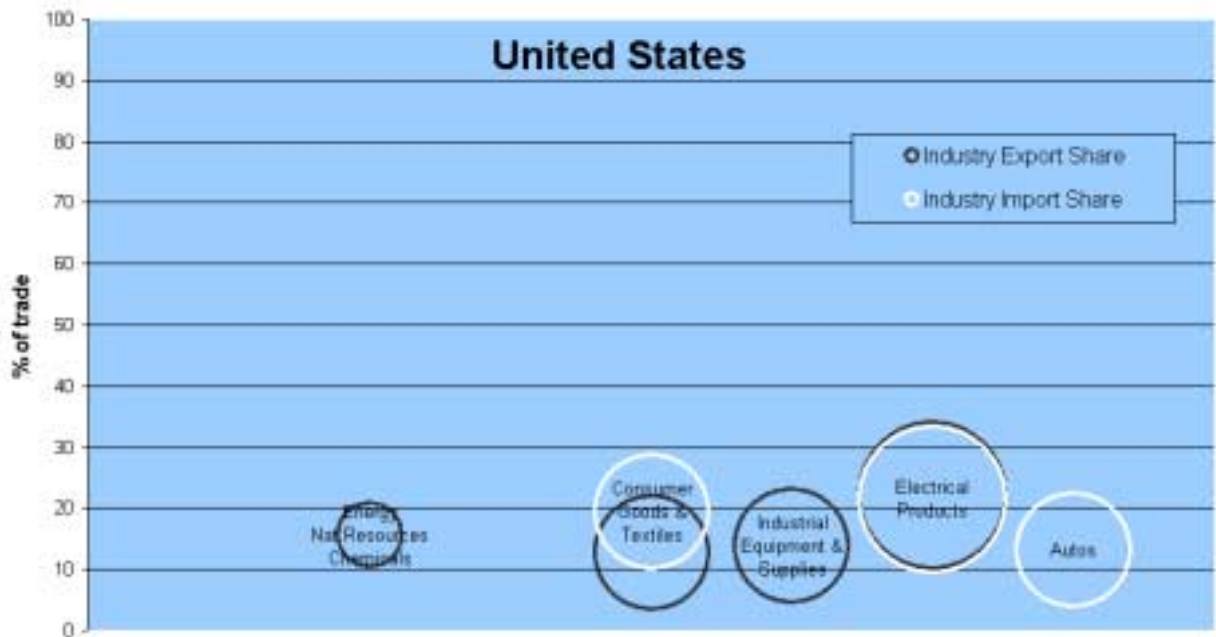
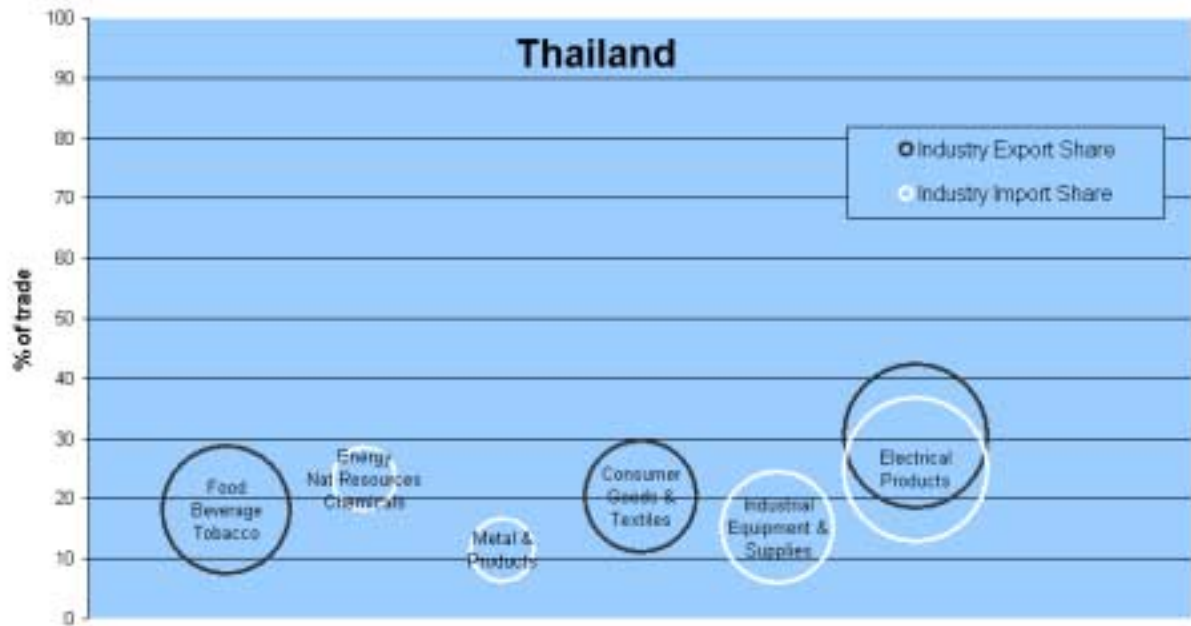
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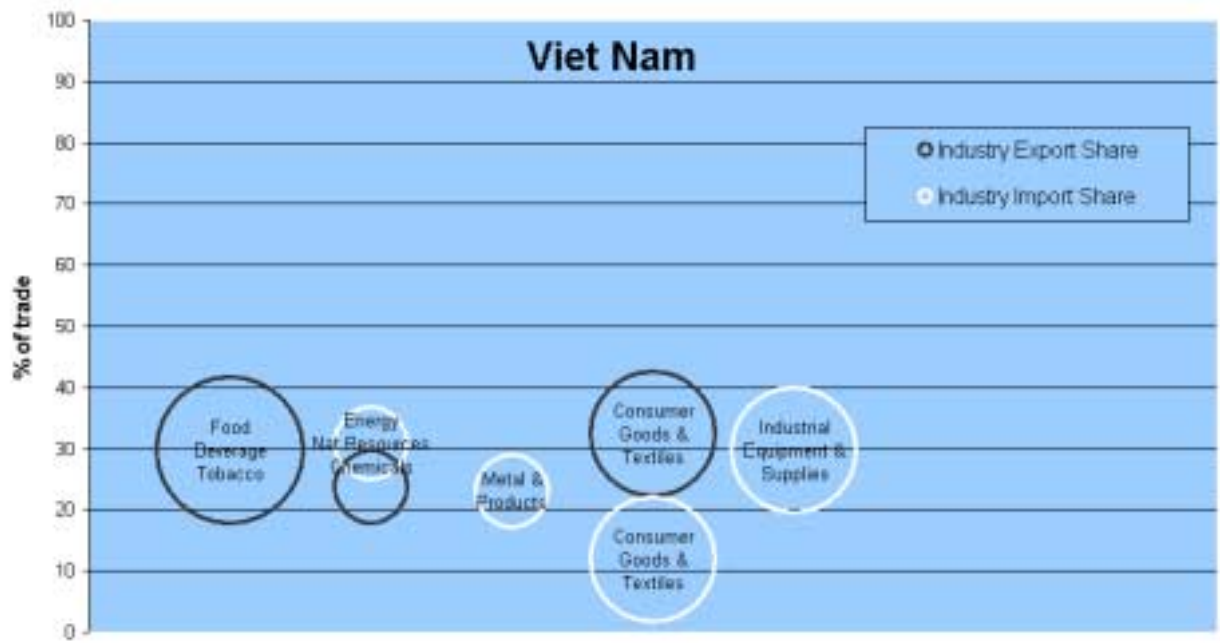
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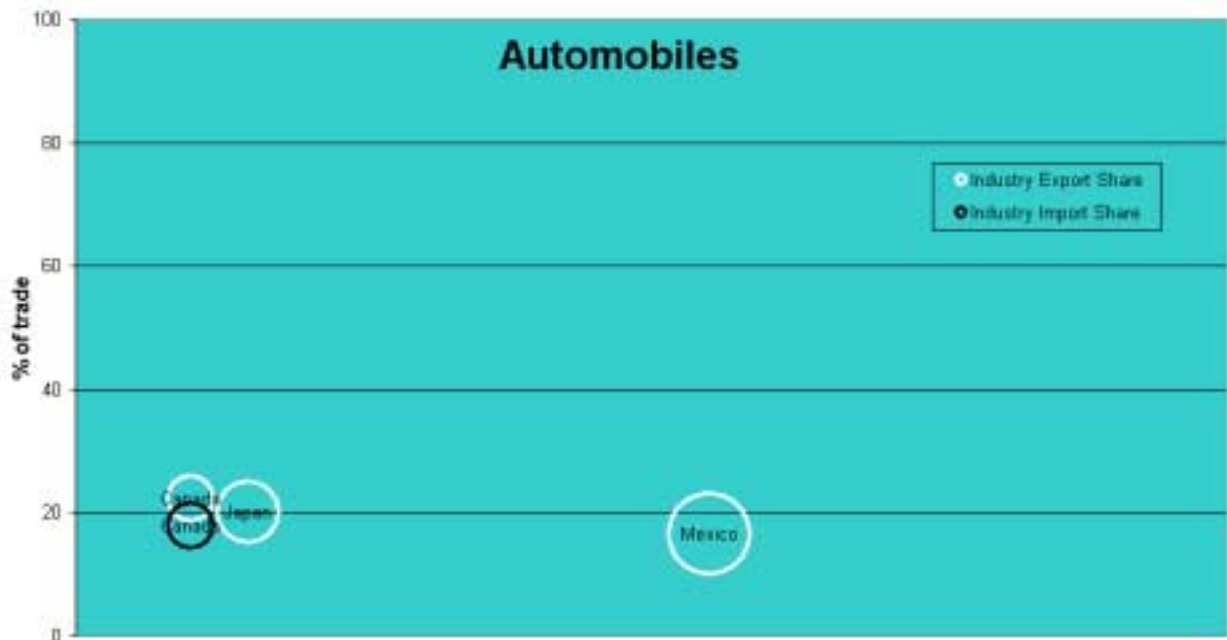


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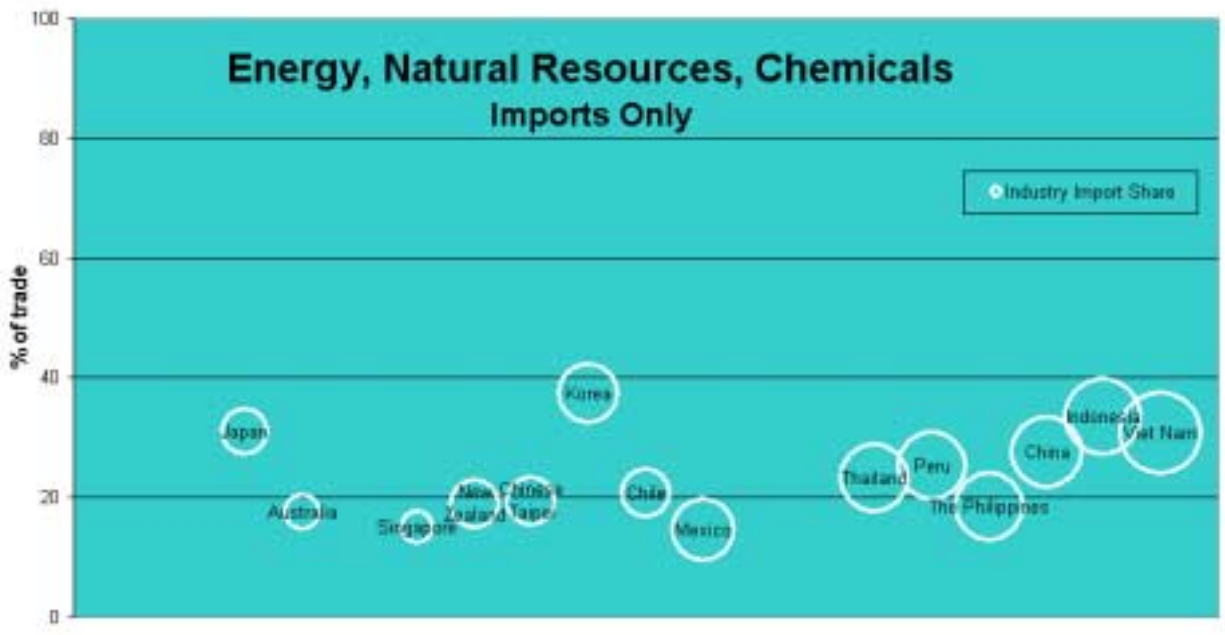
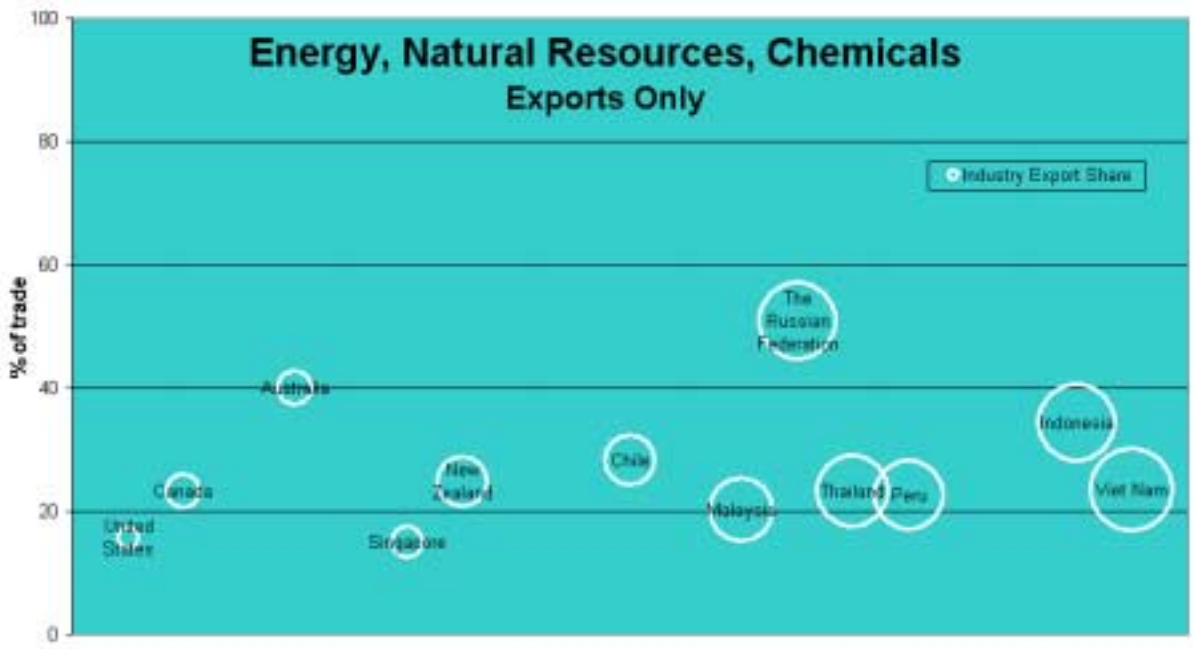


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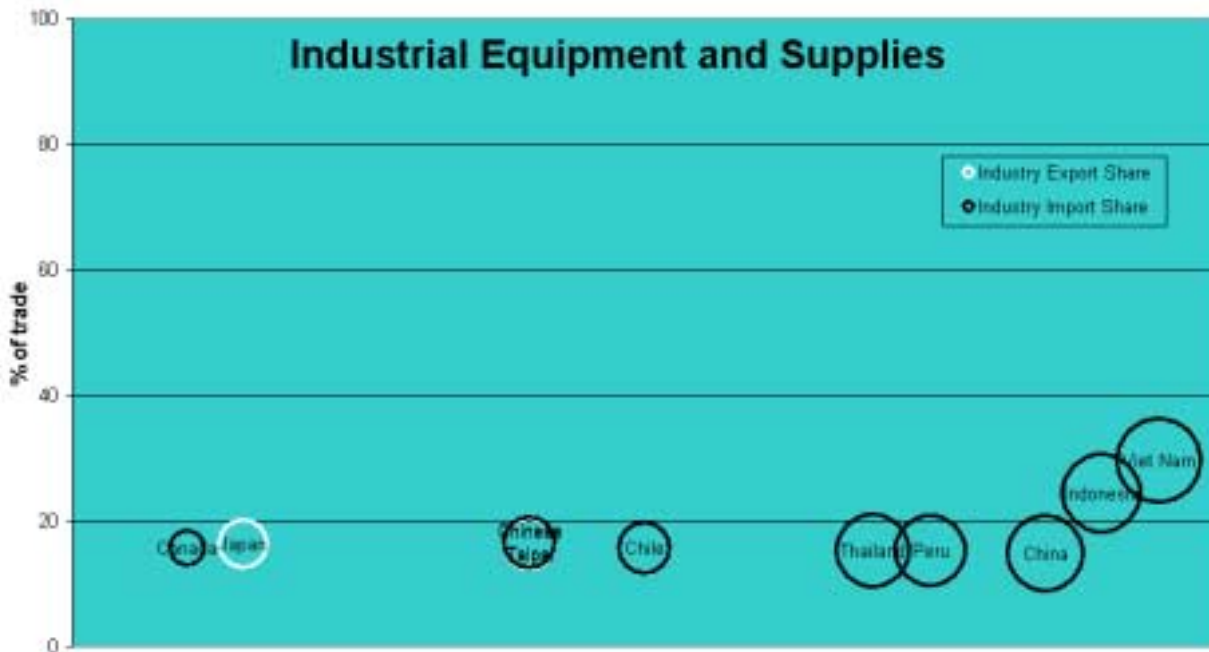
Appendix 3 Trade Exposure Charts for Each Sector



Bubble size represents policy conditions of the economy. The smaller the bubble the more facilitating the policy environment. Economies are ordered left to right by GDP per capita. Economies with trade share less than 15% are not shown.



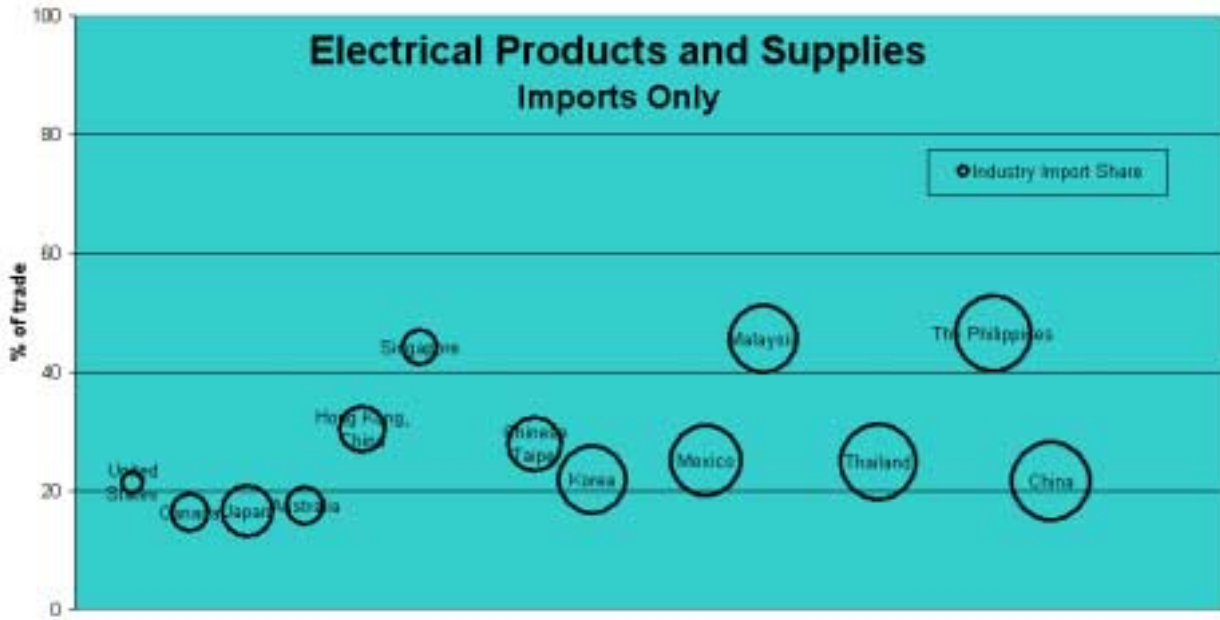
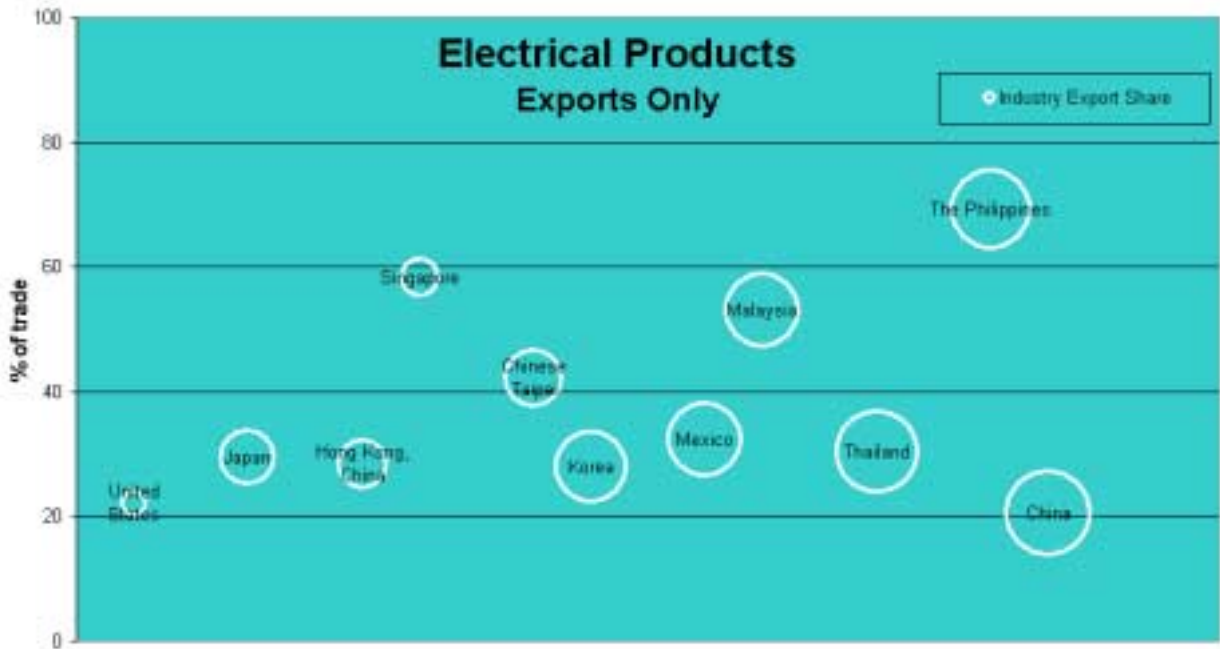
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