Confidential

# Survey of Trends in Business Activities of Foreign Affiliates

#### Form for FY2014 Survey of Trends in Business Activities of Foreign Affiliates

Submit To Minister of Economy, Trade and Industry
o be completed by Ministry of Economy, Trade and Industry)

- o This survey covers companies that satisfied the following conditions as of the end of March of the year 2014, or satisfied the following conditions during year 2013.
  - 1) A company in which more than one third of shares or holdings is owned by a foreign investor
  - 2) A company funded by a domestic company (in Japan) in which more than one third of shares or holdings is owned by foreign investors, in which the total ratio of the foreign investors' direct and indirect investment is more than one third of the shares or holdings of the company concerned.
  - 3) Companies that fall under 1) or 2) above, in which the principal foreign investor's direct investment ratio is more than 10%.
- o The entries in this survey will be used for statistical purposes only and will be kept confidential under the Statistics Law. They will not be used for any purposes that may cause concern to the respondent.
- The data of this survey is as of March 31, 2014. Please give annual figures for fiscal year 2013. Please refer to "Notes for Completing the Survey Form" before completing this form.
- o All monetary amounts should be indicated in yen denomination, rounded off to units of one million yen.
- 1 Company outline," "2-3," and "2-4" are pre-printed based on the information given in the previous survey. If any alterations need to be made, cross out the items with a ==== and input the correct entries

(Since we may need to make some clarifications, please designate the contact details for the person completing the form.)

Name of respondent		Department	
Address (only provide the address if it differs from the address of the head office written in 102)		Telephone No.	

### 1. Company Outline

101	(katakana) Company name					
102	(Postal code) Address			* If the address of the head office differs from the address indicated in the registration, write the address of the office which is actually functioning as the head office.		
103	Business sector code	Business sector No.	Business sector No. Type of industry *Please enter  *Please refe Table in App Survey Fon industry, en			
104	Foreign capital ratio		*Write figures up to the first decimal point and justify to the right. *If a foreign investor has made both direct and indirect investments, enter the combined total of the investment ratio and the indirect investment ratio.	, ,		
105	Name of the principal foreign investor			*Write the name of the principal foreigr investor in Japanese katakana characters or Roman letters.  * If it is a company, enter the company name.  *If your company has both direct and indirect investments from foreign		
106	Nationality of the principal foreign investor	No. of region/country	Name of region/country  * Refer to the Regional and National Classification Code Table in Appendix II of Notes for Completing the Survey Form.  * Write the nationality of the principal foreign investor you entered in Item 105 above, "Notes for Completing the Survey Form.	investors, enter the principal foreign the investor with the higher ratio.		
107	Investment ratio of the principal foreign investor		of the principal foreign investor."  *Write figures up to the first decimal point and justify to the right.  *Enter the investment ratio of the principal foreign investor entered in Item 105 above, "Name of the principal foreign investor."			
108	Business sector code of the principal foreign investor	1.Same sector 2.Different sector	Business sector Type of industry No.	*If the business sector of the principal foreign investor you entered in Item 105 above, "Name of the principal foreign investor" is the same of your business sector, please circle 1, and if not, please circle 2 and answer the		
109	Capital or investments		(¥ million)  * Enter the amount of paid-in capital or investments held.	corresponding business sector number and type of industry.  * If the principal foreign investor is an individual, leave the business sector no. blank and enter "individual" for		
110	Accounting term	* Write the two-di	it accounting month.	type of industry.		
111	Consumption tax	1.Tax included 2.Tax excluded				

- the address of the head office ffers from the address indicated in e registration, write the address of e office which is actually nctioning as the head office. our industrial classification Code dix I of the Notes for Completing the f you are not sure of your type of the specific details of your business.
- investor in Japanese katakana characters or Roman letters. If it is a company, enter the company
  - If your company has both direct and indirect investments from foreign investors, enter the principal foreign investor with the higher ratio.
  - If the business sector of the principal foreign investor you entered in Item 105 above, "Name of the principal foreign investor" is the same of your business sector, please circle 1, and if not, please circle 2 and answer the corresponding business sector number and type of industry.
  - If the principal foreign investor is an individual, leave the business sector no. blank and enter "individual" for type of industry.

# 2. Operation status

#### 2-1. Operation status

#### Circle the relevant number for the operation status of your company as of March 31, 2014.

If "5. Dissolution, withdrawal and foreign capital reduced" is applicable, circle one of the two indicated corresponding periods during which the dissolution, withdrawal, or foreign capital reduction occurred.

1. In operation Company is currently in operation. Company has not yet reached the first accounting 2. Before the first accounting term after term after establishment or after foreign establishment capitalization. 3. Not yet established, not yet in Company has not yet been established/ is not in operation operation Company is temporarily out of business or in 211 4. Suspended dormancy. Company dissolved due to liquidation, bankruptcy, takeover, merger or similar reason. Your 5. Dissolution, withdrawal, or company's foreign investors have withdrawn or reduction of foreign capital ratio your company's ratio of capitalization by foreign investors has fallen below one third. i. In FY2013 ii. In or before FY2012

- \* Fill in all the items from 2-2 amounts given below.
- \* Fill in the items 231 "Year of establishment or foreign capitalization," 241 "Reason for which the ratio of shares or equity owned by foreign investors has surpassed one third of the total shares."
- i. For those who selected fiscal 2013, please answer item 221, 222 "Transfer of functions" and item 231 "Year of establishment or foreign capitalization".

### 2-2. Transfer of functions

**2**-1. This question is for those who answered "1. In operation," or "5. Dissolution, withdrawal and reduction of foreign capital ratio" and "i. Fiscal 2013" for "Operation status".

Are there any functions that were transferred from Japan overseas during fiscal 2013?

Select an item and circle the corresponding number from below.

For the transferred functions, enter the country and region it was transferred to. (multiple answers possible)

224	1	Yes	<b>→</b>
221	2	No	Only if you answered
			"Yes"

		Transferred functions	Country and region transferred to
	1	Corporate planning	
	2	Sales and marketing	
222	3	Research and development	
222	4	Manufacturing and processing	
	5	Distribution	
	6	Finance	
	7	Human resources	

<sup>\*</sup>Please refer to "Appendix II Regional and National Classification Code Table"

# 2-3. Year of establishment or foreign capitalization

Please write the two-digit month and four-digit year of the time when the ratio of shares or equity owned by foreign investors surpassed one third of the total shares in your company.

If the ratio of shares or equity owned by foreign investors was less than one third at the time of establishment, give the year when it surpassed one third of the total.

			YYYY	MM
	221	Year of establishment or		
231	foreign capitalization	1 1 1	;	

<sup>\*</sup> If the company that invested in your company changed either from a foreign investor to another foreign investor or from a foreign investor to a foreign-affiliated holding company, write the initial "Year of establishment or foreign capitalization" instead of the time when the investing company changed.

# 2-4. Reason for which the ratio of shares or equity owned by foreign investors has surpassed one-third of the total shares Select and circle one number from the following.

If your investing company changed from one foreign investor to another foreign investor or from a foreign investor to a foreign-affiliated holding company, write "Reason for which the ratio of shares or equity owned by foreign investors has surpassed one third of the total shares" referring to the initial time instead of at the time when the investor changed.

241	1. Newly established by a single company	
	2. Newly established as a joint venture	Ī
	3. Merger & Acquisition	1
	4. Other	Ī

Please include cases in which the ratio of shares or equity owned by foreign investors has surpassed one third of the total shares due to a capital increase after the M&A.

2-1. For those that selected "1. In operation" under "Operation status", please answer every following survey item beginning with "3 Employment (Total full-time persons employed)".

However, if you responded to "The FY2014 Basic Survey of Japanese Business Structure and Activities of the Ministry of Economy, Trade and Industry," fill in the survey items only within the red frames.

The "Basic Survey of Japanese Business Structure and Activities" is a <u>designated statistical survey conducted by the Ministry of Economy, Trade and Industry for those companies with 50 employees or more and with capital of 30 million yen or more.</u> For details, refer to page 5 of the "Notes for Completing the Survey Form."

2-1. If you selected an answer other than "1. In operation" under "Operation status", please answer 9 Investment environment in Japan and 15 Future business expansion in Japan.

3. Employment (Total full-time persons employed)

Employ	nployment (Total full-time persons employed)							
301	Total full-time persons employed							
302	(Number of foreign full-time persons included in the figure above)							
303	Salaried directors	į						
304	(Number of foreign salaried directors included in the figure above)	:						
305	Full-time employees							
306	(Number of foreign full-time employees included in the figure above)	-						
307	Regular employees, regular staff							
308	(Number of foreign regular employees, regular staff included in the figure above)							
309	Part-timers, casual employees							

- \* "Full-time employees" refers to regular employees, regular staff, part-timers, and casual employees
- \* "Full-time employees" refers to those who have employed for a period unspecified or at least one month, and those for at least 18 days within each of the previous two months at the time the survey conducted.
- \*Please do not include the number of temporary workers contracted from a temporary staffing agency.
- \* If there are no applicable figures, write "0."

#### 4. Types and functions of establishments

4-1. Types and functions of establishments in Japan

Please enter the number of establishments for each of the functions below. (Units: No. of establishments) 411 412 413 414 415 416 417 Manufacturing Corporate Sales and Research and Human and Distribution Finance marketing planning development resources processing No. of establishments

#### 4-2. Location of regional headquarters

Does your company serve as a regional headquarters that controls functions (Note 2) of bases that have a capital relationship with the foreign parent company (Note 1) in the Asia and Oceania region?

Circle the corresponding number.

421

1. Yes 2. No

(Note 1) Parent company hereafter refers to the principal foreign investor entered in item 105 "Name of the principal foreign investor."

#### (Note 2) Function refers to those listed in the following under "Functions".

This is for companies that answered "1. Yes" in item 421.
Which countries and regional bases does your company control? Also, what functions in those bases does your company control?
Circle the corresponding country and region's number and select the corresponding function(s) from the function column below and enter that number. (multiple answers possible)

Country/Region Function Country/Region Function

1. China 7. Thailand 13. Australia

	Country/Region	Function	Country/Region	Function	Country/Region	Function
422	1. China		7. Thailand		13. Australia	
	2. Hong Kong		8. Indonesia		14. New Zealand	
	3. Taiwan		9. Cambodia		15. Japan	
	4. South Korea		10.The Philippines		(Japanese companies other than your company)	
	5. India		11. Malaysia		16. Other Asia and Oceania regions	
	6. Vietnam		12. Singapore		(Country/Region: )	

<sup>\*</sup>If an establishment bears multiple functions, enter it in each applicable function. Enter "0" if there is no applicable figure

This is for those that answered in item 421 "2. No", or answered "1. Yes", but has a regional headquarters in the Asia and Oceania region other than your company.

Where is your parent company's regional headquarters that controls all of the bases in the Asia and Oceania regions located (excluding your company)? Also, what functions are controlled by that regional headquarters? Circle the corresponding country and region's number and select the corresponding function from the function column below and enter that number (multiple answers possible). Select "21. Not

established" if the foreign parent company acts as the Asia and Oceania regional headquarters.

		- 5	1 - 3			
	Country/Region	Function	Country/Region	Function	Country/Region	Function
	1. China		9. Cambodia		16. Other Asia and Oceania regions	
423	2. Hong Kong		10. The Philippines		(Country/Region )	
	3. Taiwan		11. Malaysia		17. North America	
	4. South Korea		12. Singapore		18. Central and South America	
	5. India		13. Australia		19. Europe	
	6. Vietnam		14. New Zealand		20. Middle East/Africa	
	7. Thailand		15. Japan		21. Not established	
	8. Indonesia		(Japanese companies			
			other than your company)			

Functions

1. Corporate Planning 2. Sales and Marketing

3. Research and development

4. Manufacturing and processing

5. Distribution

6. Finance

7. Human resources

8. Other

## 5. Sales turnover and purchase turnover

5-1. Sale	es turnover	(¥ million)
511	Total sales turnover	* If in the contract of the co
512	Exports (included in 511)	*W
513	Exports to principal foreign investors (included in 512)	cu *E
514	Exports to Asian region (included in 512)	fo "N
515	Royalty income (included in 511)	0

- \* If your business is banking, life insurance or non-life insurance, write the current expenses. If your business is other finance, write the operating expenses.
- \* Write the amount of goods directly exported by your company carrying out customs procedures in its own name.
- Enter the exports from the principal foreign investor you put in Item 105 "Name of the principal foreign investor."
- If there are no applicable figures, write "0."

5-2. Pur	chase turnover (a	¥ million)
521	Total purchase turnover	-
321	Total purchase turnover	
522	Imports (included in 521)	
523	Imports from the principal foreign investors (included in 522)	
524	Imports from Asian region (included in 522)	

- \* If your business is banking, life insurance or non-life insurance, write the current expenses. If your business is other finance, write the operating expenses.
- \* Write the amount of goods directly imported by your company carrying out customs procedures in its own name.
- \* Enter the imports from the principal foreign investor you put in Item 105 "Name of the principal foreign investor."
- \* If there are no applicable figures, write "0"

# 6. Expenses

### 6-1. Payments to the principal foreign investor

Enter the payments to the principal foreign investor you entered in Item 105 "Name of the principal foreign investor" based on accounting data.

				(¥	million)
		į		į	i
611	Dividends				
612	Interest on loans				
613	Royalties	 		 	  -  -  -

\* If there are no applicable figures, write "0."

# 6-2. R&D expenses

				-	-	
621	In-house R&D expenses					* If there
622	Expenses for R&D commission				-	write "C
623	Research grants			1	1	

re are no applicable figures, "0."

### 6-3. Plant and equipment investments

				(	¥ million)
631	Plant and equipment investment (excluding land)		 	! !	

\* Write the amount of acquisition of tangible fixed assets (including construction in process account and excluding land) during fiscal year 2013 before depreciation.

If there are no applicable figures, write "0."

## 7. Profit

				(∔	∉ million)
		1			
701	Current profit (△ indicates a loss)				
702	Current net income (△ indicates a loss)	1 1 1	1	1	1

 $^{\star}$  Add  $\, \Delta \,$  before figures when you have made a loss in the current profit or the current net income.

# 8. Assets

				(≩	<u>≰ million</u> )
801	Total assets				
802	Total net assets				

# 9. Investment environment in Japan 9-1. What is attractive about expanding business in Japan?

Please select up to 5 top items from the following and circle the corresponding number.

1 10	ricase select up to 5 top items from the following and circle the corresponding number.							
	1	Income levels are high. Customer volume for products and services is high (large market).	Extensive infrastructure (transportation, energy, communications, etc.)					
		Sensitive to added value and trends in products and services.	10	Solid financial environment, financing opportunities				
	2	Proving ground for measuring competitiveness of new products and services		Extensive breaks and incentives				
	3	Concentration of global companies and affiliates	12	Extensive business support organizations				
911	4	Gateway to the Asian market. Optimal location for regional headquarters.	13	Low cost of doing business (labor, real estate, etc.)				
		Availability of quality personnel	14	Developed living environment				
	6	Geographical advantage for accessing headquarters and countries your company manages.	15	Legal provisions regarding intellectual property is extensive				
	7	Very open business regulations	16	Increased demand is projected due to the earthquake				
	8	High quality research and development environment	17	Other (specify": )				

# 9-2. What do you think are factors inhibiting expanding business in Japan?

complicated procedures, etc.)

Please select up to 5 top items from the following and circle the corresponding number.

	1	Difficulty securing personnel. (management, engineers, persons with language skills, common labor, etc.)	8	Shortage of information and support services (shortage of market information in English, underdeveloped support organizations, etc.)
	2	High standard that users demand from products and services (quality, delivery, price, etc.)	9	Difficulty securing financing (difficult loan conditions, regulations regarding financing)
	3	High cost of doing business (labor, tax, real estate, etc.)	10	Living environment for foreigners (admittance system of schools, hospitals, etc. for foreigners; lifestyle differences, etc.)
921	4	Exclusivity and distinctiveness of the Japanese market (intragroup transactions, connections, business practices, etc.)	11 12	Underdeveloped infrastructure (transportation, energy, communications, etc.)  Concerns regarding radiation exposure
	5	Not enough breaks and incentives (tax privileges, lack of available assistance, etc.)	13	Concerns regarding natural disasters such as earthquakes and tsunamis
		<u> </u>		Power supply concerns
	6	Strict regulations, permits and license system (legal restraints, product planning and inspection, etc.)	15	Other (specify": )
	7	Complicated administrative procedures (long time required from application to approval,	Г	

# 10. Cost of doing business in Japan

#### What do you think are inhibiting factors with regards to the cost of doing business in Japan?

Please select up to 3 top items from the following and circle the corresponding number.

			_	- v		
	1	Labor costs		Facility costs (plant, information systems, office equipment, etc.)	9	Utilities (electric, gas, plumbing, etc.)
1001	2	Rent (office space)	6	Distribution costs	10	Land leasing costs
1	3	Tax liability	7	Communication costs	11	Other(specify": )
1	4	Land acquisition costs	8	Social security costs		

### 11. Employment and human resources in Japan

# 11-1. What do you think are inhibiting factors in securing Japanese personnel?

Please select **up to 3 top items** from the following and circle the corresponding number.

	1	High standards of compensation such as salary, etc.
	2	High standards of non-obligatory welfare costs
	3	Recruiting and hiring costs
	4	Strict labor regulations
1111	5	Lack of mobility in the labor market
	6	Underdeveloped employment agency services
	7	Business communication difficulties in English
	8	Other (specify": )

# 11-2. What do you think are inhibiting factors in securing foreign personnel?

Please select **up to 3 top items** from the following and circle the corresponding number.

	1	High standards of compensation such as salary, etc.									
	2	2 High standards of non-obligatory welfare costs									
	3	Difficulties obtaining permanent residence									
	4	Difficulties obtaining work visas									
	5	Difficulties obtaining visa for domestic workers and babysitters									
1121	6	Difficulty finding residential accommodation									
	7	Lack of medical facilities with English speaking staff									
	8	Lack of international schools									
	9 Difficulty finding employment for spouse										
	10	Business communication difficulties in Japanese									
	11	Other (specify":	)								

# 12. Business Partnerships with Japanese companies

# 12-1. What is the total number of Japanese companies that your company partnered with?

Please select **only one** from the following and circle the corresponding number.

	1	Less than 1 company
	2	1 company
1211	3	2-4 companies
	4	5-9 companies
	5	More than 10 companies

# 12-2. What was the advantage in partnering with a Japanese company?

Please select **only one** from the following and circle the corresponding number.

\* Please respond only if you answered no. 2-5 in 12-1.

	1	Made entering the Japanese market easier
	2	Achieved business stabilization and expansion
	3	Served as foothold for Asia market expansion
1221	4	Gained outstanding technology and expertise
	5	Learned Japanese business practices
	6	Made use of partner's human and corporate network
	7	Raised trust and reliability from customers
	8	Other (specify:

#### 13. What are your future plans for business partnerships with Japanese companies?

Please select **only one** from the following and circle the corresponding number.

, and the same of					
1301		Aggressively promote business partnerships with Japanese companies			
	2	Partner with Japanese companies as needed			
	٠.٦	Not considering business partnerships with Japanese companies			
	4	Do not know			

#### 14. What are your thoughts on your company's hiring outlook for this year?

Please select only one from the following and circle the corresponding number.

		· ·
	1	Will increase staff
1401	2	Maintain current conditions
	3	Will reduce staff

#### 15. Future business expansion in Japan

What are your thoughts on future business expansion in Japan? Please select just one from the following and circle the corresponding number.

1501	1	Planning business expansion
	2	Maintain current conditions
	3	Planning to downsize
	4	Discontinue operations