

FY2018
Survey of Trends in Business Activities of Foreign Affiliates
Notes for Completing the Survey Form

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Address for return of completed forms and enquires

Office for Survey of Trends in Business Activities of Foreign Affiliates
Investment Facilitation Division
Trade and Economic Cooperation Bureau
Ministry of Economy, Trade and Industry (METI)

Tel: 0120-321-775 (Toll-free)

※This survey can also be attached (Excel files) and sent by electronic mail.

Please call the above number with questions or for more information,

URL: (Japanese) <http://www.meti.go.jp/statistics/tyo/gaisikei/index.html>

(English) <http://www.meti.go.jp/english/statistics/tyo/gaisikei/index.html>

I. Survey Outline

1. Purpose of the survey

The purpose of this survey is to contribute to the promotion of future policy on industry and trade by ascertaining the business trends of foreign capital companies in Japan. This survey has been conducted every year since fiscal 1967.

2. Legal basis for the survey and protection of confidentiality

This survey is conducted by the Ministry of Economy, Trade and Industry pursuant to the Statistics Act. The confidentiality of information reported in response to the survey is protected under the Statistics Act. Therefore, the information cannot be used in connection with tax affairs or for any purpose other than statistics (Article 41 of the Statistics Act).

3. Scope of the survey

This survey covers companies that met the following conditions as of the end of the fiscal year of 2017 (the end of March, 2018), or had satisfied them during the fiscal year of 2017:

- 1) A company in which more than one third of shares or holdings is owned by a foreign investor, and in which the principal foreign investor's direct investment ratio is more than 10% (Case 1 below).
- 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, and in which the principal foreign investor's direct investment ratio is more than 10% (case 2 and 3 below).

* Since 2011, it will cover not only indirect investments through holding companies, but it will also cover indirect investment from all Japanese domestic companies including business corporations.

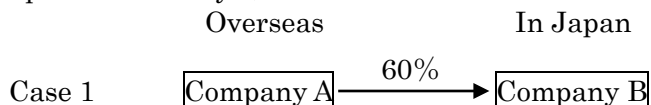
* In this survey, the term "foreign investor" refers to non-resident individuals, companies and other groups established under the jurisdiction of foreign laws; or companies and other groups with its headquarter located overseas.

* Direct investment ratio means the ratio of a foreign investor's shares or holdings to the total capital or capitalization.

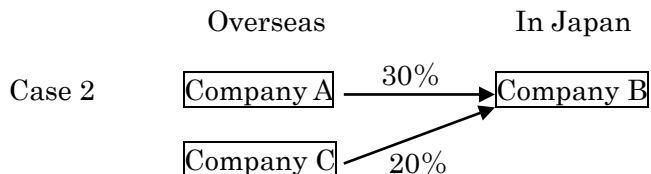
Indirect investment ratio means the ratio of investment in a holding company by foreign investors multiplied by the ratio of the holding company's investment in the company in question.

<Examples>

Scope of the survey 1)

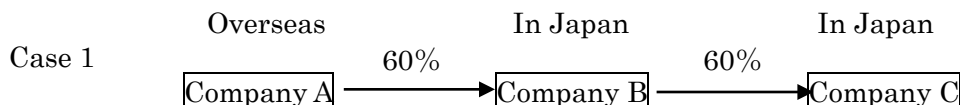


In this case, Company B is subject to the survey because the ratio of investment in Company B made by Company A is more than one third, moreover investment ratio of the principal foreign investor by Company A in Company B is more than 10%.

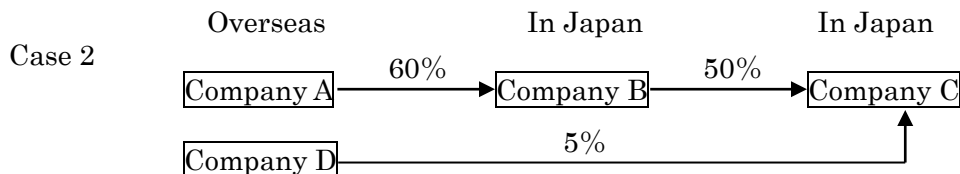


In this case, Company B is subject to the survey because the total ratio of investment in Company B made by Company A and C is more than one third, moreover investment ratio of the principal foreign investor by Company A in Company B is more than 10%.

Scope of the survey 2)



In this case, in addition to Company B, Company C is also subject to the survey because the total investment ratio is more than one third as follows:
 Ratio of investment in Company B by Company A (60%) x Ratio of investment in Company C by Company B (60%) = 36% (Indirect investment ratio)
 Moreover investment ratio of the principal foreign investor by Company A in Company B is more than 10%.



In this case, both Company C and Company B are subject to the survey because the total ratio of direct investment in Company C made by a foreign investor, Company D (5%), and indirect investment which is calculated: Ratio of investment by Company A in Company B (60%) x Ratio of investment by Company B in Company C (50%) = 30% (Indirect investment ratio), (5% + 30% = 35%) is more than one third.
 Moreover investment ratio of the principal foreign investor by Company A in Company B is more than 10%.

4. Survey method

This is a written survey whereby survey forms are distributed to the subject companies from the Ministry of Economy, Trade and Industry and are then returned after being completed by the respective companies. Survey staff from the Office for Survey of Trends in Business Activities of Foreign Affiliates may conduct telephone interviews, etc. for clarification.

5. Deadline for submission of completed forms

Please submit the completed forms by August 31, 2018, by posting them to METI using the enclosed envelope.

This survey can also be attached (Excel files) and sent by electronic mail.

For information, please call toll - free 0120-321-775

(Office for Survey of Trends in Business Activities of Foreign Affiliates)

6. Publication of survey results

The results of this survey will be compiled by business sector and by area, and will be analyzed and published by the Trade and Investment Facilitation Division of the Trade and Economic Cooperation Bureau.

II. General Information

1. Time and fiscal year of the survey

This survey is dated March 31, 2018. Please complete the survey with information pertaining to the fiscal year 2017.

(1) Full-year accounting terms

March 31, 2018, or the nearest accounting date prior to that, should be given as the end of the fiscal year 2017.

(2) Half-year accounting terms

March 31, 2018, or the nearest accounting date prior to that, should be given as the end of the fiscal year 2017, and annual results should be given as a total of the term in question and the previous term (total of first and second halves).

(3) Accounting term alterations

If annual results cannot be given due to changes in the accounting period, etc., please give details in accordance with your company's terms as appropriate. A note to this effect should be added in the blank space.

2. Industrial classification

Please refer to and enter the corresponding business sector number and type of industry given in "Appendix I. Industrial Classification Code Table," (p. 17-21) created for this survey in accordance with the Japanese Standard Industrial Classification. If the industry name is not clear, describe your business content in detail.

When conducting business in two or more business sectors, write the relevant code for your main business in which you have the largest sales turnover.

3. Regional and National classification code

In the nationality column, enter the corresponding region/country code and name of the region/country according to the "Appendix II. Regional and National Classification Code Table." (p. 22-23)

4. Figures

(1) Figures should be rounded to the nearest full unit.

(2) Figures in each column should be justified to the right, with only one digit in each box.

(3) Negative figures should be preceded by the symbol Δ .

Example

			Δ	9	9	9
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(4) Approximated figures will be acceptable if exact figures are difficult to calculate.'

(5) If there is no calculation or figures cannot be captured, please enter "-."

5. Monetary amounts

(1) Monetary amounts should all be indicated in yen denomination and in units of one million yen.

(2) Figures are to be rounded to the nearest unit. If the amount is less than one million, please enter "0"

(3) If there is no actual performance, please enter "-."

6. Terminology

The terminology used should, in principle, be in accordance with the "Enforcement Regulations of the Commercial Law" on the basis of the "Companies Act," the "Foreign Exchange and Foreign Trade Act," and the ministerial ordinances for the administration of the respective Act.

7. Companies that responded to “The FY 2018 Basic Survey of Japanese Business Structure and Activities of the Ministry of Economy, Trade and Industry”

If your company is subject to and responded to “The FY2018 Basic Survey of Japanese Business Structure and Activities of the Ministry of Economy, Trade and Industry,” fill in the survey items within the red frames below for 3 Employment (Total full-time persons employed) through 15 "Future business expansion in Japan."

If your company did not respond to “The FY2018 Basic Survey of Japanese Business Structure and Activities of the Ministry of Economy, Trade and Industry,” fill in all of the survey items for 3 Employment (Total full-time persons employed) through 15 "Future business expansion in Japan."

The “Basic Survey of Japanese Business Structure and Activities” is a fundamental statistical survey conducted pursuant to the Statistics Act, separately from the “Survey of Trends in Business Activities of Foreign Affiliates,” by the Ministry of Economy, Trade and Industry, targeting those companies of industries shown in the table below, with 50 employees or more and with capital of ¥30 million or more.

List of industries (including services, etc.) subject to the Basic Survey of Japanese Business Structure and Activities of the Ministry of Economy, Trade and Industry (Reference)

Mining, quarrying, gravel extraction	
Manufacturing	
Electricity, gas, heat supply, water services	Electricity
	Gas
Information and communications	Software
	Information processing, information provision services
	Internet-based services
	Movie and video production
	Television program production
	Animation production
	Newspapers
Wholesale and retail trade	Publishing
	Wholesale trade
	Retail trade
Finance and insurance	Credit card industry, loan industry

Commodity Lease and Rental	Leasing of industrial machinery and appliances
	Leasing of office machinery and appliances
	Automobile leasing (excluding rentals)
	Leasing of sporting and leisure goods
	Other leasing services
Academic research, specialty / technology services	Academic institutions, development research institutions
	Design industry
	Advertising industry
	Engineering industry
	Machine design industry
	Commodity inspection services and non-destructive testing services
	Surveyor certification services
Lodging establishments and restaurants	Photography industry
	General restaurants (excluding pubs, beer halls, bars, cabarets, night clubs)
Lifestyle-related services and entertainment industry	Takeout and meal delivery services
	Laundry services
	Other laundry, hairdressing, beauty, bathhouse services
	Other lifestyle-related services
	Services for ceremonial functions (including mutual aid societies)
	Photographic developing & printing
	Movie theaters
	Provision of sports facilities
Parks, amusement parks, and theme parks	
Education and learning-support services	Foreign language schools
	Culture centers (general)
Service industry (not elsewhere classified)	Waste processing industry
	Machine repair services
	Repair services for electric machinery and appliances
	Private job placement services
	Labor dispatch services
	Display services
	Telemarketing business
	Other business services

8. English version of the Survey Form of Trends in Business Activities of Foreign Affiliates

The English version of the Survey of Trends in Business Activities of Foreign Affiliates is available on the METI website at the following URLs. If you wish to make the submission in English, please print out and use the English Survey Form.

URLs: <http://www.meti.go.jp/english/statistics/tyo/gaisikei/index.html>

Thank you very much for your cooperation.

III. Specific Information

Section “**1** Company Outline” of the survey form has been pre-printed based on reports that you presented until last year. If there are any necessary corrections to the pre-printed details, please cross out the relevant column with a ===== and enter the correct details above the pre-printed details.

If you are participating for the first time this year, there is no pre-printed information. Please complete all the sections of the survey form.

Contact Person

Survey staff from the Office for Survey of Trends in Business Activities of Foreign Affiliates may conduct telephone interviews, etc. for clarification. Please give the name, telephone number, department, and address (only when not identical to “102. Address”) of the person completing the form.

1. Company Outline

101. Company name

Please write the registered trade name or other formal name used in the course of business. The Japanese pronunciation should be written in katakana characters. When doing so, please justify to the left.

102. Address

Please write the address of your company’s head office or head branch. When the address of the head office differs from the address indicated in the registration, write the address and the postal code of the office that is actually functioning as the head office.

103. Business sector code

The Industrial classification code table for this survey form is created in accordance with the new Japanese Standard Industrial Classification after the revision in October 2013. Please refer to and enter the corresponding business sector number and type of industry given in “Appendix I. Industrial Classification Code Table.” (p. 17-21)

If your company conducts business in two or more business sectors, please write the relevant code for your main business (the industrial classification for which you have the largest sales turnover.)

104. Foreign capital ratio

Write the ratio of shares owned, or capitalization by foreign investors in the total number of shares issued by your company or total capitalization to the 1st decimal point (round off the 2nd decimal point) justified to the right.

If your company is funded by a domestic company:

- (1) When indirectly invested in by foreign investors through a single domestic company, write the indirect investment ratio, which is the ratio of investment by foreign investors in the domestic company multiplied by the ratio of investment by the domestic company in your company. (Hereinafter the same.)
- (2) 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 foreign investor in Japanese katakana characters or Roman letters.

If the principal foreign investor is a company, write the company name.

If your company is funded by a domestic company,

- (1) When indirectly invested in by a single domestic company, write the name of the principal foreign investor of the domestic company.
- (2) When investments in the company are both in the form of direct investment from a foreign investor and indirect investment by a foreign investor through a domestic company:
 - i) If the indirect investment ratio from the domestic company is higher, enter the name of the principal foreign investor in the domestic company.
 - ii) If the direct investment ratio from the foreign investor is higher, enter the name of the foreign investor that made the direct investment.

106. Nationality of the principal foreign investor

Please refer to “Appendix II Regional and National Classification Code Table” (p. 22-23) for the nationality of the principal foreign investor named in “105. Name of the principal foreign investor” and enter the corresponding region/country code and name of region/country indicated there.

107. Investment ratio of the principal foreign investor

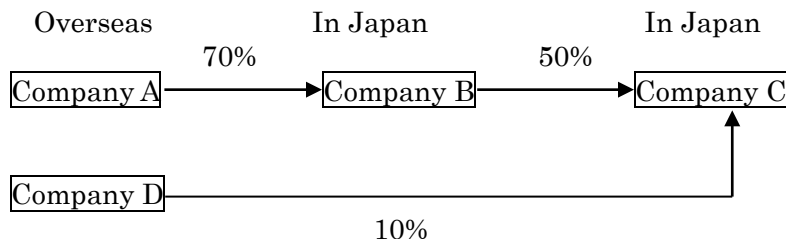
Write the ratio of shares owned or capitalization by the principal foreign investor (the principal foreign investor named in “105. Name of the principal foreign investor”) out of the total number of shares issued by your company or total capitalization to the 1st decimal point (round off the 2nd decimal point) justified to the right.

- (1) If the principal foreign investor has only made indirect investments, enter that indirect investment ratio.
- (2) If the principal foreign investor has made both direct investments and indirect investments through a domestic company, enter the combined total of the direct investment ratio and the indirect investment ratio through a domestic company.

If you are under “Scope of the survey 2)”

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. In this case, write the domestic company name which is owned by the principal foreign investor entered in item 105 “name of the principal foreign investor”. Also, please enter investment ratio of shares owned or capitalization by the domestic company named in “107. Name of the domestic company”)

<Example>



*In the case above,

- “104 Foreign capital ratio”, please write 46.0%.
 $70\% \times 50\% = 35.0\%$
 $35\% + 10\% = 45.0\%$
- “105 Name of the principal foreign investor”, please write the company name of A.
- “107 Investment ratio principal foreign investor”, please write 70% (ratio of investment in Company B by Company A).
- “The domestic company name which is owned by the principal foreign investor”, please write the company name of B.
- “Investment ratio of the domestic company”, please write 50% (ratio of investment in Company C by Company B).

108. Business sector code of the principal foreign investor

If the business sector of the principal foreign investor named in “105 Name of the principal foreign investor” is the same as your business sector, please circle 1. If not, please circle 2 and write the corresponding business sector code and the type of industry given in “Appendix I. Industrial Classification Code Table.” (p. 17-21) When the principal foreign investor conducts business in two or more business sectors, please write the relevant code for its main business (the industrial classification in which it has the largest sales turnover).

If the principal foreign investor is an individual, leave the business sector no. blank and enter "individual" for type of industry.

109. Capital or investments

Write the amount of paid-in capital held or investments made by your company, as of the end of March 2018.

110. Accounting term

According to your company’s accounting term, write the accounting month following the principles given below.

- (1) Full-year term: write an accounting month that falls between April 1, 2017 and March 31, 2018.
- (2) Half-year term: write an accounting month that falls between October 1, 2017 and March 31, 2018.

111. Consumption tax

For the treatment of consumption tax concerning the survey items, circle 1 when “tax included” and 2 when “tax excluded.”

2. Operation status

2-1. Operation status

211. Operation status

Circle the relevant number for the operation status of your company at the time of the survey (as of the end of March 2018).

1. In operation

“In operation” means that your company is currently in operation. In this case, please answer all items from 2-2.

2. Before the first accounting term after establishment

“Before the first accounting term after establishment” means that your first accounting term has not yet arrived after establishment or after foreign capitalization has occurred. In this case, please enter the following items: item 231 “Year of establishment and foreign capitalization,” item 241 “Reason for which the ratio of shares or equity owned by foreign investors has surpassed one third of the total shares,” and from item 911 “Investment environment in Japan” through item 1501 “Future business expansion in Japan.”

3. Not yet established, not yet in operation

“Not yet established” means that the company has not yet been established, although a notification or ex post-facto report has been made in accordance with the “Foreign Exchange and Foreign Trade Act.” “Not yet in operation” means that, although the company has been established, it is not yet in operation.

In this case, please enter the following items: item 231 “Year of establishment and foreign capitalization,” item 241 “Reason for which the ratio of shares or equity owned by foreign investors has surpassed one third of the total shares,” and from item 911 “Investment environment in Japan” through item 1501 “Future business expansion in Japan.”

4. Suspended

“Suspended” means that your company is temporarily out of business or in dormancy.

In this case, please enter the following items: item 231 “Year of establishment and foreign capitalization,” item 241 “Reason for which the ratio of shares or equity owned by foreign investors has surpassed one third of the total shares,” and from item 911 “Investment environment in Japan” through item 1501 “Future business expansion in Japan.”

5. Dissolution, withdrawal or reduction of foreign capital ratio

“Dissolution” means the situation in which a company stops its business activities and loses its status as a legal entity. “Dissolution” includes liquidation, which refers to the procedure for processing a company’s legal matters after the company has been dissolved due to a reason other than a merger, as well as so-called company failure and bankruptcy. “Withdrawal” means a company was sold, absorbed or merged, and as a result, the total number of shares controlled has become 0%.

“Reduction of Foreign capital ratio” means that your company's ratio of capitalization (including the indirect investment ratio) by a foreign investor (if by multiple investors, the total of their ratios), has fallen to one third or less after being sold, absorbed or merged.

In this case, circle either (i.) or (ii.), depending on when such a situation arose. Also, if you chose (i.), please answer the following items: 221, 222 “Transfer of functions,” item 231 “Year of establishment or foreign capitalization,” and from item 911 “Investment

environment in Japan" through item 1501 "Future business expansion in Japan."

2-2. Transfer of functions

Please answer only if you answered "1. In operation" under item 211 "Operation status," or you answered "i. Fiscal 2017" under "5. Dissolution, withdrawal, or reduction of foreign capital ratio." "Transfer" refers to the corresponding company and group's functions and similar activities that were newly established overseas, due to the complete closure of domestic companies and group's functions (branches, establishments, posts, etc.); or due to acquisition by an existing foreign base. Answer item 222, only if you answered "1. Yes" under item 221 "Transfer of functions."

For the country and region transferred to, enter according to the "Appendix II. Regional and National Classification Code Table." (p.22-23) (Multiple answers possible.)

Examples of functions are as follows:

- Corporate planning: Base that makes decisions regarding management strategy, corporate planning, and allocates management resources to execute these functions.
- Sales and marketing: Base that plans product and service marketing, sales, as well as marketing and sales strategy.
- Research and development: Base in charge of planning development and technical improvements related to the production and manufacturing process of products and services. Research and development refers to all development research, including basic research and applied research.
- Manufacturing and processing: Base that produces or processes products and services.
- Distribution: Base that performs transport, delivery, handling, distribution process, etc.
- Finance: Base that performs budgeting, accounting, management of funds, etc.
- Human resources: Base that performs hiring, placement, treatment, and training of personnel.

2-3 Year of establishment or foreign capitalization

231. 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.

If the company that invested in your company changed from one foreign investor to another, or from a foreign investor to a foreign-owned domestic company; enter the initial "Year of establishment or foreign capitalization"; and not 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

241. Reason for which the ratio of shares or equity owned by foreign investors has surpassed one third of the total shares

Circle the relevant number from 1 to 4 on the survey form indicating the reason the ratio of shares or equity owned by foreign investors has surpassed one third of the total shares.

If the company that invested in your company changed from one foreign investor to another or from a foreign investor to a foreign-owned domestic company; your choice should reflect the initial "Reason for which the ratio of shares or equity owned by foreign investors has surpassed one third of the total shares"; and not the "time when the investing company changed."

1. Newly established by a single company

“Newly established by a single company” refers to cases in which your company was established alone.

2. Newly established as a joint venture

“Newly established as a joint venture” refers to a case in which the ratio of shares or equity owned by foreign investors had already surpassed one third of the total shares at the time of the establishment of the joint venture.

3. Merger and acquisition (M&A)

“Merger and acquisition” refers to cases in which the ratio of shares or equity owned by foreign investors was one third or less of the total shares at the time of establishment of your company but has surpassed one third of the total shares due to a later merger with a foreign firm, foreign investors’ later purchase of shares or equity, or a capital increase.

4. Other

“Other” refers to cases in which the ratio of shares or equity owned by foreign investors was one third or less of the total shares at the time of establishment of your company and has since then surpassed one third of the total shares because of reasons other than those referred to above.

3. Employment

Please write the number of persons employed as of the end of March 2018. If the figure cannot be given, write the number of employees as of the latest available time prior to that.

The number of persons employed includes temporary transferred employees who are paid mainly by your company (your company mainly bears the cost of the wages) and also those who are from other companies. Please do not include the number of dispatched workers from a worker dispatching business operator in the number of persons employed.

3-1.Types and functions of establishments in Japan

311. Total full-time persons employed

Please write the total number of salaried directors and full-time persons employed in your company as of the end of March 2018.

312. Of which, number of permanent foreign employees

Enter the number of foreign employees included in the total entered in 311 "Total."

313. Salaried directors

Enter the number of salaried full-time directors who are engaged in business management.

314. Of which, number of foreign salaried directors

Enter the number of foreign directors included in the total entered in 313 "Salaried directors."

315. Full-time employees

Enter the total number of full-time persons employed (contract employees of at least one month, irrespective of titles such as “regular employees,” “regular staff,” “part-timers,” “casual employees,” etc.)

316. Of which, number of foreign full-time employees

Enter the number of foreign full-time workers included in the total entered in 315 "Full-time employees."

317. Regular employees, regular staff

Enter the number of regular employees or regular staff among the above-described full-time employees.

318. Of which, number of foreign regular employees and regular staff

Enter the number of foreign regular employees included in the total entered in 317 "Regular employees and regular staff."

319. Part-timers

Enter the number of part-timers, casual employees or employees with similar titles who work fewer hours a day or fewer days a week than other regular employees described above as full-time employees.

3.-2. Total full-time persons employed (entered in 311 "Total") for each prefecture

321. Total full-time persons employed (entered in 311 "Total") for each prefecture

Please write the total number of salaried directors and full-time persons employed for each prefecture in your company as of the end of March 2018.

322. Of which, number of permanent foreign employees

Enter the number of foreign employees included in the total entered in 321 "Total."

4. Types and functions of establishments

4-1. Types and functions of establishments in Japan

Please write the number of establishments owned or run by your company in Japan for each applicable function as of the end of March 2018. If such figures cannot be provided, provide the figures at the latest available time prior to the end of March 2018. If an establishment has two or more functions, count the establishment in each function column. If there is no corresponding number, enter a "0."

4-2. Location of regional headquarters

421. Regional headquarters in the Asia and Oceania region (1)

If, as of the end of March 2018, your company is the regional headquarters for the Asia and Oceania region, circle "1 Yes," but if your company is not the regional headquarters, circle "2 No." "Regional headquarters" hereafter refers to the base that controls the businesses of all bases in Asia or Oceania that have a capital relationship with the foreign parent company (which you entered in item 105 "Principal foreign investor,"). Such bases in Asia or Oceania include those in the form of a subsidiary, branch, establishment, etc., but exclude those in the form of a representative office.

422. Regional headquarters in the Asia and Oceania region (2)

This is only for companies that answered "1 Yes" under item 421.

Please circle the corresponding number of the country and region in which the controlling base is located (multiple answers possible). Also, select the functions that you control regarding these bases from the "Function" column, and enter the corresponding number (multiple answers possible).

423. Regional headquarters in the Asia and Oceania region (3)

This is only for companies that answered "2 No" under item 421 and those that answered "1 Yes" and have another regional headquarters in the Asia and Oceania region other than your company. If your foreign parent company's Regional Headquarters is based outside the region, please fill in this section with the information for that Headquarters, as in 422. Select "21. Not established" if the foreign parent company acts as the Asia and Oceania regional headquarters.

5. Sales turnover and purchase turnover

5-1. Sales turnover * Please complete the survey with information pertaining to fiscal 2017.

511. Total sales turnover

Write the total of your company's sales of mineral products or manufactured products, income from processing fees, sales of stocked products, and other business revenues (including sales from free trade zones).

Sales in commercial agency and mediation businesses refer to income from commissions.

512. Exports (included in 511)

Of the sales turnover above, write the amount of goods directly exported by your company carrying out customs procedures in its own name.

513. Exports to principal foreign investors (included in 512)

Of the exports above, write the total amount of direct exports to the principal foreign investor (the principal foreign investor named in "105. Name of the principal foreign investor").

514. Exports to Asian region (included in 512)1

From the exports above, write the total amount of direct exports to the Asian region (25 countries and regions classified as Asia in the "Appendix II. Regional and National Classification Code Table" (p.22-23)).

515. Royalty income (included in 511)

From the sales turnover above, write the total amount of the compensation for intellectual property rights, etc., including patent rights and copyrights, that you received from outside your company for the results of your R&D activities.

5-2 Purchase turnover * Please complete the survey with information pertaining to fiscal 2017.

521. Purchase turnover

Write the purchase turnover of raw materials, components, semi-finished products, etc., and the turnover of purchased goods from other companies.

522. Imports (included in 521)

Of the purchase turnover above, write the amount of direct imports by your company carrying out customs in its own name.

523. Imports from the principal foreign investor (included in 522)

Of the imports above, write the total amount of direct imports from the principal foreign investor (the principal foreign investor named in “105. Name of the principal foreign investor”).

524. Imports from Asian region (included in 522)

From the imports above, write the total amount of direct imports from the Asian region (25 countries and regions classified as Asia in the “Appendix II. Regional and National Classification Code Table” (p.22-23)).

6. Expenses

6-1. Payments to the principal foreign investor

* Please complete the survey with information pertaining to fiscal 2017.

For “611. Dividends” through “613. Royalties” below, please enter the amount of payments made to the principal foreign investor (the principal foreign investor named in “105. Name of the principal foreign investor”).

611. Dividends

Of the dividends paid to or due to shareholders as an appropriation of profit relating to fiscal 2017, write the amount of dividends to principal foreign investors.

612. Interest on loans

Write the amount of interest paid on loans from principal foreign investors based on accounting data.

613. Royalties

Write the amount paid for patent rights, authorship rights, and other intellectual property rights, etc. acquired from principal foreign investors based on accounting data.

6-2. R&D expenses

* Please complete the survey with information pertaining to fiscal 2017.

621. R&D expenses

R&D expenses means the expenses involved in research (systematic inquiry and survey for the purpose of discovery of new knowledge) and development (materialization of research results and other knowledge as the plan or design of new products, services and production methods (hereinafter referred to as “products, etc.”), or the plan or design for significant improvement of existing products, etc.)

- In-house R&D expenses: R&D expenses spent at your own company for its own R&D activities.
 - Salaries and bonuses for persons engaged in R&D for your own company (excluding retirement allowance)
 - Depreciation of research-related tangible fixed assets
 - Costs of raw materials, utilities, consumable supplies and others
 - Include the software production expenses if recorded as R&D expenses.
- Expenses for R&D commission: Expenses for R&D commissioned to other companies (domestic and overseas) (commission fees, levies, etc.).
- Research grants: Grants for research received from outside your company (including subsidies, donations, grants, etc.).

6-3. Plant and equipment investments

631. Plant and equipment investments (excluding land)

Please write the amount of acquisition of tangible fixed assets (including construction in process and excluding land) during fiscal 2017 before depreciation.

7. Profit * Please complete the survey with information pertaining to fiscal 2017.

701. Current profit

Write the total amount of operating and non-operating profit, and add Δ before figures when there is a loss.

The following formula may optionally be used to calculate current profit/loss.

Current profit/loss = (sales turnover – cost of goods sold – sales and general administrative expenses) + (non-operating income – non-operating expenses)

702. Current net income

Write the amount after deducting tax from the total amount of current profit/loss and extraordinary profit/loss. If you have made a loss, the figure should be preceded by the symbol Δ .

8. Assets

Please write the amount of assets as of the end of March 2018. If the figure cannot be given, put the amount at the latest available time prior to that.

801. Total assets

Write the total of current assets (cash & deposits, receivables, notes and bills receivables, securities, etc.), fixed assets (tangible fixed assets, intangible fixed assets, investments, etc.), and assets deferred (foundation cost, R&D expenses, costs for issuing new shares, etc.)

802. Total net assets

Write the total of the net assets as indicated on the balance sheet.

Regarding 9. Investment environment in Japan through 15. Future business expansion in Japan

Circle the corresponding number as per the instructions if applicable from your company side.

Otherwise, select "other," and enter the details.

For questions that allow multiple answers, please note that some questions allow for a maximum of 3 answers while others allow for 5.

1211 through 1301 Business partnerships with Japanese companies

“Business partnership” refers to building a cooperative relationship for business under a contract between your company and a Japanese company. Please do not include simple business transactions and agency contracts in your answers. Moreover, this survey does not cover partnerships only for capital.

Table I Industrial Classification Code Table

Code	Type of Industry	Description
0101	Agriculture, forestry, and fisheries Agriculture	Crop farming, Livestock farming, Agricultural and gardening services, etc. Timber tracts, Logging, Cutting of fuel wood and charcoal-making, Forestry services, etc. Marine fisheries, Inland water fisheries, Marine aquaculture, Inland water aquaculture, etc.
0102	Forestry	
0103	Fisheries and Aquaculture	
0201	Mining and quarrying of stone and gravel Mining and quarrying of stone and gravel	Metal mining (gold, silver, lead, zinc iron, tungsten, etc.), Coal and lignite mining (coal mine, etc.), Crude petroleum and natural gas production, Stone quarrying, sand and gravel, pits, etc.
0301	Construction Construction	Construction work (General civil engineering work and building work, Paving work, Wooden building work, etc.) Construction work by specialist contractor (Painting work, Flooring and interior finish work, etc.), Equipment installation work (Electric work, Telecommunication work and signal system work, etc.)
0401	Manufacture of food and beverages, tobacco, and feed Manufacture of food	Livestock products, Seafood products, Flour and grain mill products, Seasonings, etc. Soft drinks and carbonated water, Alcoholic beverages, etc. Cigarettes, cigars and pipe tobacco, etc. Balanced compound feeds, Organic fertilizers, etc.
0402	Manufacture of beverages	
0403	Tobacco manufacture	
0404	Prepared animal foods and organic fertilizers	
0501	Manufacture of textile mill products Silk reeling plants, spinning mills, chemical fiber and twisting and bulky yarns	Silk reeling, Chemical fibers, Carbon fiber, Cotton spinning, Wool spinning, Twisting yarns, etc. Woven cotton, spun rayon, silk and wool, Knit fabrics mills, etc. Dyed and finished fabrics, Twisted yarn, Netting and cordage, Lacework and miscellaneous crude textile goods, etc. Textile outer garment, Knitted outer garment, Underwear, Kimono goods, Bedding, Carpets, etc.
0502	Woven fabric mills and knit fabric mills	
0503	Dyed and finished textiles and rope and netting	
0504	Apparel and miscellaneous fabricated textile products	
0601	Manufacture of lumber and wood products and of pulp, paper and paper products Manufacture of lumber and wood products	General sawing, Veneer wood, Plywood, Particleboard, etc. Pulp, paper, Paper board, Japanese style paper, etc. Corrugated board, Wallpaper, Office paper and school-use paper, Paper containers, etc.
0602	Manufacture of pulp and paper	
0603	Manufacture of paper products	

Code	Type of Industry	Description
	Manufacture of chemical and allied products	
0701	Chemical fertilizers	Nitrogen and phosphoric fertilizers, Compound and mixed fertilizers
0702	Industrial inorganic chemicals	Soda, Inorganic pigments, Compressed and liquefied gases, Phosphoric acid, Sodium chloride etc.
0703	Industrial organic chemicals	Petrochemical basic products including ethylene, Aliphatic intermediaries, Plastics including phenol resin, Synthetic rubber, etc.
0704	Oil and fat products, soaps, synthetic detergents, surface-active agents and paints	Fatty acids, Glycerin, Soaps, Synthetic detergents, Surface-active agents, Coating materials, Paints, Printing ink, Candles etc.
0705	Drugs and medicines	Drugs and medicines, Biological preparations, Natural drugs and Chinese medicines style medicines, etc.
0706	Cosmetics, toothpaste and toilet preparations	Cosmetics, Hair care products, Toothpaste, Toilet preparations etc.
0707	Miscellaneous chemical and allied products	Explosives, Agricultural chemicals, Gelatin and adhesives, Photosensitive materials, etc.
	Manufacture of petroleum and coal products	
0801	Petroleum refining	Gasoline, Naphtha, Kerosene, Diesel oil, Fuel oil, etc.
0802	Miscellaneous petroleum and coal products	Lubrication oil, Grease, Coke, Artificial coal, Briquette, Paving, etc.
	Manufacture of ceramic, stone and clay products	
0901	Glass and its products	Glass sheet, Glassware, Scientific and medical glass instruments, etc.
0902	Cement and its products	Cement, Freshly mixed concrete, Concrete products, etc.
0903	Miscellaneous ceramic, stone and clay products	Ceramics and allied products, Clayware for construction use, Fire-resisting articles, Carbon and graphite products, Abrasives, etc.
	Manufacture of iron and steel iron industries	
1001	Pig iron, basic steel, and steel materials	Pig iron, Basic steel, Steel materials, Steel pipes, etc.
1002	Castings and forgings, and other iron and steel products manufacturing	Pig iron casting, Iron formed-and-fabricated materials including cast steel, Iron and steel shearing and slitting, etc.
	Manufacture of non-ferrous metals and products	
1101	Smelting and refining of non-ferrous metals	Copper, Lead, Zinc, Precious metals, Nickel, Aluminum, etc.
1102	Miscellaneous non-ferrous metal products manufacturing	Non-ferrous metals including rolled copper and their alloyed sheet products, Electric wire and cables, Non-ferrous metal casting, Non-ferrous metal castings and forgings, etc.
	Manufacture of fabricated metal products	
1201	Fabricated constructional and architectural metal products	Metal manufacture for construction including steel towers and bridges, Metal sashes and doors, Architectural metal products etc.
1202	Miscellaneous fabricated metal products	Tin can, Coated boards, Western style tableware, Cutting tools, Ironware, Heating apparatus, Metal formed-and-fabricated materials, Metal-wire articles, Bolts, Screw nuts, Rivets, etc.

Code	Type of Industry	Description
	Manufacture of general-purpose machinery	
1301	General industry machinery and equipment	Elevators and escalators, Logistics and conveying equipments, Industrial furnaces and ovens, Refrigerating machines and air conditioning, etc.
1302	Miscellaneous general-purpose machinery and machine parts	Boilers, Engines, Turbines, Pumps, Compressors, Boll and roller bearings, fire extinguishing equipment, etc.
	Manufacture of production machinery	
1401	Agricultural machinery and equipment Machinery and equipment for construction and mining, Textile machinery	Agricultural machinery and equipment, Machinery and equipment for construction and mining, Machinery for man-made fiber and spinning machinery, Weaving and knitting machinery, Dying and finishing machinery, Sewing machinery and equipment, etc.
1402	Daily lives industry machinery, Basic material industry machinery	Food processing machinery, Woodworking machinery, Pulp and paper industry machinery, Printing, bookbinding and paper converting machinery, Packing machines, Foundry equipment, Chemical machinery, Machinery for fabrication of plastic, etc.
1403	Metalworking machinery and its Equipments	Lathes, Metal cutting machine tools including drill presses, Rolling mills, Metal working machinery including vending machines, etc.
1404	Semiconductor and flat-panel display manufacturing equipment	Semiconductor manufacturing equipment, Flat-panel display manufacturing equipment etc.
1405	Miscellaneous production machinery and machine parts	Molds and dyes, Vacuum equipment, Industrial robots etc.
	Manufacture of business oriented machinery	
1501	Office machines, service industry and amusement machines	Copying machines, Vending machines, Laundry machines for business use, Amusement machines etc.,
1502	Optical instruments and lenses	Cameras, Microscopes, Telescopes, Motion picture equipments, Optical lenses and prisms, etc.
1503	Miscellaneous business oriented Machinery	Measuring instruments, Analytical instruments, Testing machines, Surveying instruments and Physical and chemical instruments, Ordnance and accessories, etc.
	Manufacture of electrical machinery, equipment and supplies	
1601	Industrial electrical apparatuses	Power generators, Electric motors and other rotating electrical machinery, Power and distribution transformers, Switchboards, electrical control equipments, Electric welding equipments, etc.
1602	Household electric appliances	Microwave ovens, Refrigerators, Electric rice cookers, Electric fans, Water heaters, Air conditioners, Washing machines, Vacuum cleaners, Irons, Electric heaters, etc.
1603	Electronic equipment	X-ray apparatuses, Medical instruments electronic equipments, Electron microscopes and other electronic applied devices, etc.
1604	Miscellaneous electrical machinery equipment and supplies	Electric bulbs, Electric lighting fixtures, storage batteries, Primary batteries, Electric measuring instruments, Industrial process controlling instruments, Permanent magnets, etc.
	Manufacture of information and communication electronics equipment and of electronic parts and devices	
1701	Communication equipment and related products, Image and audio equipment	Wired communication equipment including telephone sets and facsimile machines, Radios and television Broadcasting, wireless communication equipment including Cellular phones, Radios and television set receivers, Video equipments, Digital camera, Electro-acoustic devices including Karaoke sets, etc.

Code	Type of Industry	Description
1702	Electronic data processing machines, digital and analog computers, equipment	Electric calculators, PCs, External storages, I/O equipment, Optical discs and magnetic discs etc.
1703	Electronic parts, devices and electronic circuits	Electronic tubes including cathode-ray tubes, Diodes, Semiconductor elements including Transistors, Integrated circuits, Resistors, Capacitors, Transformers, Magnetic heads, Electronic circuit boards, Unit parts, etc.
	Manufacture of transportation equipment	
1801	Motor vehicles, motor vehicle bodies and trailers	Passenger cars, Buses, Trucks, Motorcycles
1802	Motor vehicle parts and accessories	Motor vehicle engines, Brakes, Clutch axles, Radiators, Deferential gears, etc.
1803	Miscellaneous transportation equipment	Railroad equipment and parts, Vessels, Machines for ships, Aircraft and accessories, Industrial vehicles and their parts accessories, Bicycles and their parts, etc.
	Miscellaneous manufacturing industries	
1901	Manufacture of furniture and fixtures	Furniture, Religious utensils, fittings, etc.
1902	Printing and allied industries	Printing businesses, Photoengraving businesses, Bookbinding, Printing finishing, Printing-related services
1903	Manufacture of plastic products	Plastic boards, rods, pipe work, couplings, deformed extrusion products, films, sheets, floor materials and synthetic leather, Industrial plastic products, Foam and reinforced plastic products, Plastic molding materials, etc.
1904	Manufacture of rubber products	Tires and tubes for automobiles, rubber and plastic footwear, rubber belts, rubber hose, Industrial rubber products, etc.
1905	Manufacture of leather tanning, leather products and fur skins	Leather tanning and finishing, Leather footwear, Leather gloves, Baggage, Handbags and small leather cases, Fur skins, etc.
1906	Miscellaneous manufacturing industries, etc.	Precious metals and jewel products, Musical instruments, Toys, Sporting goods, Stationery including Pens and Pencils, Costume accessories, Ornamental articles and buttons, Lacquer ware, Sundry goods of Tatami mats, Umbrellas, etc.
	Electricity, gas, heat supply and water	
2001	Electricity, gas, heat supply and water	Power stations, Substations, Gasworks, Gas distribution, Heat supply, Water supply, Industrial water supply, Sewerage works
	Information and communications	
2101	Communications	Fixed telecommunications, Mobile telecommunications, etc.
2102	Broadcasting	Public broadcasting, Private-sector broadcasting, Cablecasting
2103	Information services	Computer programming and other software services, Data processing and information services, etc.
2104	Internet based services	Web portal providers, Application services providers, Digital certificate services, Internet support services, etc.
2105	Video picture, sound information, character information production and distribution	Image information production and distribution, Sound information production, Newspaper publishers, Publishers, Commercial art and graphic design, etc.
	Transport	
2201	Railway transport, road passenger transport, road freight transport, water transport, and air transport	Railway services, Road passenger transport, Road freight transport, Water transport, Air transport
2202	Warehousing and services incidental to transport	Warehousing, Harbor transport businesses, Cargo forwarding agents, Forwarding agents, Transport agents, Packaging and crating, Transport facilities services, etc.

Code	Type of Industry	Description
2301	Wholesale and retail trade Wholesale trade	General merchandise wholesale trade, Machinery and equipment wholesale trade, etc.
2302	Retail trade	General merchandise retail trade, Machinery retail trade, Food and beverages retail trade, etc.
2401	Finance and insurance Finance and insurance	Banking, Financial institutions for cooperative organization, Money lending business, credit card and installment finance business, financial products transaction dealers and futures commodity transaction dealers, Insurance institutions, etc.
2501	Real estate Real estate	Real estate agencies, Real estate lessors and managers
2601	Goods rental and leasing Goods rental and leasing	General goods rental and leasing, Industrial machinery and equipment rental and leasing, Automobile rental, etc.
2701	Accommodations, Eating and drinking places, Accommodations	Japanese-style hotels, Hotels, etc.
2702	Eating and drinking places	General eating and drinking places (Restaurants, etc.), Pubs, Beer halls, coffee shops, etc.
2703	Food take out and food delivery services	Food take out services, Food delivery services
2801	Education and learning support, Medical, health care and welfare, Compound services Education, learning support	Kindergartens, Schools, Private schools, Instruction services for arts culture and technicals, etc.
2802	Medical, health care, and welfare	Hospitals, Health care centers, Child-care centers, etc.
2803	Compound services	Postal services, Cooperative associations, n.e.c., etc.
2901	Services, etc. Business consultants and pure holding companies	Business consultants, Pure holding companies
2902	Advertising	Advertising
2903	Miscellaneous scientific research, professional and technical services	Scientific and development research institutes, Lawyers and patent attorneys offices, Certified public accountants and auditors offices, Design services, Authors and artists, Detective agencies and credit bureaus, Translation, Veterinary services, Architectural design services, Mechanical design services, Photographic studios, etc.
2904	Living related and personal services and amusement services	Laundries, Barbershops, Hair-dressing and beauty salon, Public bathhouses, Travel agencies, Checkrooms, Safety deposit services, Ceremonial occasions, Cinemas, Legitimate theatres, Sports facilities, Public gardens and amusement parks, Amusement and recreation facilities, etc.
2905	Services, n.e.c.	Industrial waste disposal business, Automobile maintenance services, Machine, etc. repair services, Employment and worker dispatching services, Stenographic, Copy services, Guard services, Political business and cultural organizations, religions, etc.

Note: If a holding company, classify your firm in the same business section as the main business section of your subsidiary, etc., and if "Research institute" in the same business section as that of your parent company.

Table II Regional and National Classification Code Table

Code	Region/Country	Code	Region/Country	Code	Region/Country
	NORTH AMERICA		ASIA		EUROPE
101 102	United States Canada	302 303 304 305 306 307 308 309 310 311 312 313 314 315 316 317 318 319 320 321 399	India Pakistan Bangladesh Sri Lanka Myanmar Malaysia Singapore Thailand Indonesia Philippines Cambodia Laos Hong Kong Taiwan Vietnam South Korea Nepal Brunei China (excl. Hong Kong) Macau Others Bhutan Mongolia North Korea Timor-Leste Maldives	501 502 503 504 505 506 507 508 509 510 511 512 513 514 515 516 517 518 519 520 521 522 523 524 525 526 527 528 530 531 532 533 534 599	U.K. France Germany Belgium Ireland Switzerland Portugal Netherlands Italy Luxembourg Spain Greece Malta Austria Norway Denmark Iceland Sweden Turkey Romania Finland Monaco Cyprus Poland Russia Hungary Czech Republic Slovakia Slovenia Estonia Latvia Lithuania Bulgaria Others Kazakhstan San Marino Gibraltar Uzbekistan Azerbaijan Andorra Azores Liechtenstein Kyrgyz
	CENTRAL/SOUTH AMERICA		MIDDLE EAST		
201 202 203 204 205 206 207 208 209 210 211 212 213 214 215 217 218 219 220 221 222 223 224 225 226 227 228 229 299	Mexico Panama El Salvador Brazil Argentina Paraguay Chile Peru Dominica Venezuela Bolivia Bahamas Colombia Guatemala Ecuador Nicaragua Cost a Rica Trinidad Tobago British Bermuda Puerto Rico French Caribbean Islands Honduras Surinam Jamaica Guyana Cayman Islands (U.K.) Virgin Islands (U.S.) Uruguay Others Cuba Haiti Belize Saint Lucia Antigua and Barbuda Commonwealth of Dominica Saint Christopher and Nevis Saint Vincent French Guiana	401 402 403 404 405 406 407 408 409 410 411 499	Iran Israel Kuwait Lebanon Saudi Arabia U.A.E. Afghanistan Bahrain Qatar Syria Iraq Others Oman Yemen Jordan		

Code	Region/Country	Code	Region/Country
	Vatican Armenia Albania Ukraine Georgia Croatia Serbia Tajikistan Turkmenistan Belarus Bosnia and Herzegovina Moldova Montenegro	711	Ethiopia
	OCEANIA	712	Zambia
601	Australia	713	Uganda
602	New Zealand	714	Ghana
603	Fiji	715	Cameroon
604	Papua New Guinea	716	Republic of Congo
605	Samoa	717	Democratic Republic of Congo
606	Palau	718	Mauritius
607	Northern Mariana Island (U.S.)	719	Canary Islands (ESP)
608	Vanuatu	720	Rwanda
609	Solomon Islands	721	Gabon
610	New Caledonia (FRA)	722	Sierra Leone
699	Others	723	Gambia
	Tonga	724	Mauritania
	Kiribati	725	Senegal
	Nauru	726	Swaziland
	Polynesia (FRA)	727	Libya
	Micronesia	728	Guinea
	Tuvalu	729	Niger
	AFRICA	730	Tunisia
701	Egypt	731	South Africa
702	Morocco	799	Others
703	Zimbabwe		Algeria
704	Liberia		Angora
705	Tanzania		Zambia
706	Sudan		Namibia
707	Nigeria		Botswana
708	Cote d'Ivoire		SADR
709	Madagascar		Togo
710	Kenya		Mali
			Benin
			Chad
			Central African Republic
			Sao Tome and Principe
			Djibouti
			Somali
			Seychelles
			Mozambique
			Saint Helena
			South Sudan