

Quarterly Survey of Japanese Business Activities

Overseas subsidiaries Edition

Results for the April-June Quarter of 2001
Prospects for the July-December Half of 2001

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Enterprise Statistics Office,
Research and Statistics Department,
Ministry of Economy, Trade and Industry

Contents

(Page number)

| | |
|--|----|
| . With regard to quarterly survey of japanese business activities | |
| 1. Outline of quarterly survey of japanese business activities (Overseas subsidiaries Edition) | 3 |
| 2. Record of changes in the contents of the survey (with regard to the details, refer to materials published for each term) | 4 |
| 3. For your information..... | 5 |
| . Findings of the survey | |
| 1. General trend | 7 |
| 2. Trend by the type of industry | 14 |
| 3. Trend by region..... | 18 |
| (1) North America | 18 |
| (2) ASEAN4..... | 21 |
| (3) NIES3..... | 24 |
| (4) China & other Asia | 27 |
| (5) Europe | 30 |

(Reference)

| | |
|--|----|
| 1. Comparison with the exchange rates of the Japanese yen and the US dollar..... | 33 |
| 2. Results in the main countries and areas..... | 34 |
| 3. Changes in the exchange rates of the major currencies to the Japanese yen in each region | 35 |

• **With regard to company trend survey**

1. Outline of company trend survey (overseas subsidiaries edition)

(1) Objectives of the survey

To grasp Japanese company's overseas business activities and to contribute to the planning of flexible industrial policy and trade policy

(2) Legal grounds of survey

Statistics approved by the Article 4 of the Statistics Report Adjustment Law

(3) Date of the survey conducted

The survey was conducted at the end of each term.

(4) Subject of the survey

As of March 31, 2001, overseas subsidiaries that were possessed by Japanese companies (note) and that satisfied the following conditions (including overseas subsidiaries that were established during the period of the survey).

Note 1) All industry except finance & insurance, and real estate industry, 2) with a capital of 100 million and more, 3) with 50 employees and more, 4) Japanese companies that have reported or declared the acquisition of foreign currencies securities under the provision of "the Foreign Exchange and Foreign Trade Law", and that have possessed overseas subsidiaries

1) Manufacturing firms

2) With 50 employees and more

3) With over 50% of investment rate of the head office' direct and indirect investment

(5) Method of survey

The survey was conducted by mail, and data gained by the head office's calculation was reported.

(6) Method of totalizing

According to its industry and region, performance figures of companies that did not report were estimated by the following formula. As for total number of employees, the number of the previous term was used. After that, figures of all companies subject to survey were totalized. Estimated items included all items except "this term's amount of money for the acquisition of tangible fixed assets".

This term's estimated figures of companies did not report =

$$\text{The previous year'figures} \times \frac{\text{Total of this term's figures of companies that reported for both this term and the same period of last year}}{\text{Total of previous year'figures of companies that reported for both this term and the same period of last year}}$$

(7) Classification of industry

If overseas subsidiaries conduct plural business, as a rule, business with highest sales is chosen in order to decide the type of industry according to the middle classification of Japan's standard industry classification.

(8) Classification of country (region)

The countries (regions) in which overseas subsidiaries were located were classified as follows (in the order of the Japanese syllabary).

- North America: USA and Canada
- Asia
 - ASEAN4: Indonesia, Thailand, Philippines, and Malaysia
 - Three countries belonging to NIES: Singapore, Taiwan, and South Korea
 - China & other Asia: India, Vietnam, Sri Lanka, Pakistan, Bangladesh, and the People's Republic of China (including Hong Kong Special Administrative District)
- Europe: Ireland, UK, Italy, Austria, Netherlands, Greece, Switzerland, Sweden, Spain, Denmark, Germany, Turkey, Hungary, Finland, France, Belgium, Poland, and Portugal
- Others: UAE, Argentina, Venezuela, Egypt, El Salvador, Australia, Guatemala, Costa Rica, Colombia, Swaziland, Tanzania, Chile, Nicaragua, New Zealand, Papua New Guinea, Puerto Rico (USA), Brazil, Peru, Mexico, The Republic of Ivory Coast, and South Africa

2. Record of changes in the contents of the survey

(with regard to the details, refer to materials published for each term)

- The October-December quarter of 1996, The January-March quarter of 1997
- A sample survey was conducted, and findings were published under the approval of the Management and Coordination Agency
- From fiscal 1998
- Results and prospects for “the amount of money for the acquisition of tangible fixed assets excluding land”(with regard to the head offices, together with “overseas direct investment”) were excluded from quarterly surveys, and researched every other quarter such as the July-September quarter and the January-March quarter. The contents of the survey were also changed from “tangible fixed assets completed or acquired except land during the term” to “tangible fixed assets acquired (including construction temporary accounts) except land during the term”. With regard to the head offices, findings of “the Ministry of International Trade and Industry’s Survey on Investment in Plant and Equipment” were used.

- From the April-June quarter of 1999
 - The coefficient of connection was made, and used for data before fiscal 1997(the January-March quarter of 1998) to maintain consistency with the past data because dropped companies were added to the survey from fiscal 1998(the April- June quarter of 1998).
 - Because of a change in estimating method, results were decided not by the increase rate of the previous term but by the increase rate of the same period last year.
- From the April-June quarter of 2001
 - “Company Trend Survey” was renewed by combining “Industry Economic Trend Survey” with “Company Trend Survey”, both of which were under the control of the Ministry of Economy, Trade and Industry. In addition, “Overseas Affiliated Company Edition” was published separately from “Head Office Edition”.

3. For your information

(1) Exchange of currencies

If the amount of money was written in local currency units, these currencies were exchanged to the Japanese yen at the term’s average rate published by IMF.

(2) With regard to marks in the table of statistics

Mark –: No results

Mark p: Since the mark means a preliminary figure, the figure is likely to be changed in the next term.

Mark X: The figure was concealed for the protection of secrets because the number of overseas subsidiaries was one or two.

Mark r: These figures were changed from ones published in the previous term except preliminary figures.

(3) Method of deciding figures

1) Decision of quarterly figures

This term’s figures are decided in the next term.

2) Decision of the previous fiscal year’s figures (quarterly figures and the total figures of fiscal years)

The figures are decided in the next quarter (the April-June quarter) of fiscal year’s last quarter (adjustment between fiscal years). The total figures of fiscal year are published with the mark “P” in the January-March quarter.

(4) With regard to the processing of the coefficient of connection

The coefficient of connection was used for the processing of data before fiscal 1997(the

January-March quarter of 1998) to maintain the consistency with the past data because dropped companies were added to the survey from fiscal 1998(the April-June quarter of 1998). As for the details, refer to materials published in each term.

(5) This term's average exchange rate and collection rate

- The exchange rate of the yen to the US dollar is 122.64 yen, a 15.0% of fall from the same period last year (106.61 yen), a 3.9% of decrease from the previous term (118.09 yen).
- This term's collection rate was as follows.

| Number of companies subject to survey | Number of companies that responded | Collection rate |
|---------------------------------------|------------------------------------|-----------------|
| 3,266 | 2,103 | 64.4% |

(6) With regard to the handling of differences.

- Differences have become clear between results for this term and results before the previous term because companies subject to survey and questions to ask were reconsidered as the result of the survey' renewal. Therefore, this term's figures compared with last year were estimated on the basis of the total figures of overseas subsidiaries subject to survey from the previous fiscal year to this term.
- Results for each term are not adjusted.

• **Findings of the survey**

1. General trend

Results

- (1) Total sales posted by overseas subsidiaries were 1,0788.2 billion yen, a 7.1% of increase from the same period last year due to the local currencies' advance against the yen (to the dollar, a 15.0% of increase, and to the euro, a 7.5% of increase from the previous year). However, the increase rate has slowed for the second straight term (15.3% in the October-December quarter of 2000 to 12.8% in the January-March quarter of 2001). On a US dollar base, total sales were a 6.9% of fall (refer to page 26) similarly.
 - Seen by the type of industry, 9 out of 13 industries faced sales growth. Due to industrial mergers in North America, transport equipment saw a 24.5 % of increase similarly, and made a large contribution to total sales growth. Electrical machinery has posted a 7.2% of drop in sales.
 - Seen by region, total sales have increased in 4 out of 6 regions such as North America (11.9% similarly), China & other Asia (16.1% similarly), and other regions (34.2% similarly). In contrast, total sales have decreased in NIES' 3 countries and European countries.
- (2) Total domestic sales were 8057.9 billion yen, a 6.9% of increase similarly. Comparisons with the previous term and the term before last show the same tendency as total sales.
 - Seen by the type of industry, 6 industries faced sales growth. Above all, transport equipment saw a 23.0% of increase due to the influence of industrial mergers. In contrast, electrical machinery saw a 11.6% of fall.
 - Seen by region, total domestic sales have increased in 4 regions such as North America together with total sales.
- (3) Total exports to Japan (so-called Japan's total reimports) were 910.8 billion yen, an increase of 7.3% similarly, but the increase rate has slowed (24.3% in the October-December quarter of 2000 to 19.1% in the January-March quarter of 2001).
 - Seen by the type of industry, 10 industries faced growth in exports to Japan. Transport equipment saw a 26.0% of exports growth, general machinery 25.3%, and precision machinery 21.4%. Electrical machinery posted only a 1.8% of increase.
 - Seen by region, exports to Japan have increased in 3 regions. With regard to Asia comprising a large percentage of the total, the increase rate was remarkable, 25.3% in China & other Asia. Exports have increased by 5.9% in ASEAN' 4 countries while exports have decreased by 3.4% in NIES' 3 countries.
- (4) Total exports to the third nations, added from this term, were 1,819.5 billion

yen, which accounted for 16.9% of total sales.

- Seen by region, overseas subsidiaries in Asia faced exports of 933.2 billion yen, which accounted for 31.0% of total exports to the third countries. As for the Asia region, no remarkable changes were seen in the ratio.
- Seen by the type of industry, electrical machinery saw exports of 938.2 billion yen, which accounted for 51.6% of total exports to the third countries. The figure has outdistanced transport equipment's 346.7 billion yen, 19.1%.

(5) With regard to internal transactions (total imports from the head offices and total exports to),

- Total exports to the head offices were 529.8 billion yen, which accounted for 58.2% of total exports to Japan and 4.9% of total sales.
Seen by the type of industry, electrical machinery's exports to the head offices were 331 billion yen, which accounted for 62.5% of total exports to the head offices. The rate have outdistanced transport equipment's 10.8%.
Seen by region, exports posted by overseas subsidiaries in Asia were 467.2 billion yen, which accounted for as many as 88.2% of the total.
- Total imports from the head office were 1,115.4 billion yen, 2.1 times as total exports to the head office.
Seen by the type of industry, electrical machinery's imports were 628.2 billion yen, which accounted for 56.3% of total imports from the head offices, transport equipment's imports, 22.7%, and general machinery's imports, 7.5%.
- As for trade balance within companies, an excess of imports from the head offices were 585.6 billion yen. Seen by the type of industry, an excess of imports posted by electrical machinery and transport equipment made up 88.9% of the total. Seen by region, overseas subsidiaries in North America have registered an excess of imports of 558.9 billion yen while companies in Asia have posted an excess of exports of 160.2 billion yen.

(6) Although it has become impossible to compare directly because of this term's change from semi-annual survey to quarterly, total investments in plant and equipment (the total amount of money for acquisition of fixed assets except land) have showed the tendency to increase in the past halves (552.7 billion yen in the second half of fiscal 1999 to 577.3 billion yen in the first half of fiscal 2000, and to 603.5 billion yen in the second half of fiscal 2000). This term's figure was 297.0 billion yen, including an increase in the number of overseas subsidiaries subject to survey.

- Seen by the type of industry, electrical machinery's investments accounted for 38.4% (114 billion yen) of the total, transport equipment's investments, 23.5%, and chemical's investment, 14.8%.
- Seen by region, investments in North America made up 41.6% of the total, in

ASEAN' 4 countries, 23.9%, and in China & other Asia, 12.3%.

- (7) The total number of employees was 1,935,000 employees, a 0.3% of drop from the same period last year. After reaching its peak in the July-September quarter of 2000, the increase rate had slowed every term, and this term's number has become minus for the first time in nine terms (8.3% in the July- September quarter of 2000 to 7.4% in the October-December quarter of 2000, and to 2.9% in the January-March quarter of 2001).
- Seen by the type of industry, the number of employees has decreased in 7 business such as electrical machinery while the number has increased by 6.3% in transport equipment, which comprised a large percentage of the total.
 - Seen by region, the numbers of employees have decreased in 4 regions such as North America while the numbers have continued to increase in China & other Asia (5.7%), and ASEAN' 4 countries (0.7%).

Prospects for the July-December term of 2001

- (1) With regard to the total sales of overseas subsidiaries , the prospect for the July-December term of 2001(DI: note 1) has decreased by 1.0 percentage point (14.0 to 13.0) from the previous term for the fifth term from the July-December term of 2000 (minus 4.9 in the July-December term of 2000 to minus 9.4 in the October-March term of 2000-2001, to minus 9.0 in the January-June term of 2001, and to minus 3.1 in the April-September term of 2001).
- Seen by the type of industry, the DIs have decreased in 8 business such as transport machinery and general machinery. Although the DI has increased in electrical machinery, the DI level was much lower than that of one year old (40.3 in the July-December term of 2000 to 26.8 in the October-March term of 2000-2001, to 2.8 in the January-June term of 2001, to minus 4.7 in the April-September of 2001, and to 3.6 in the July-December of 2001).
 - Seen by region, the DIs have decreased in 4 regions such as China & other Asia, but the levels of these DIs remained high (31.1). In NIES' countries and ASEAN's 4 countries, the DIs have increased, but the DI levels were low.
- (2) The DI of total domestic sales has decreased by 3.6 percentage point (12.9 to 9.3) from the previous term for the fifth straight term.
- Seen by the type of industry, the DIs have decreased in 8 business such as nonferrous metal. The DI has increased in electrical machinery while the DI has decreased in transport equipment. That has showed the same tendency as total sales.
 - Seen by region, the DIs have decreased in all region except NIES' 3 countries. In

NIES' 3 countries, the DI has increased by 1.0 percentage point (minus 7.0 to minus 6.0), but the DI level has remained minus only in the region.

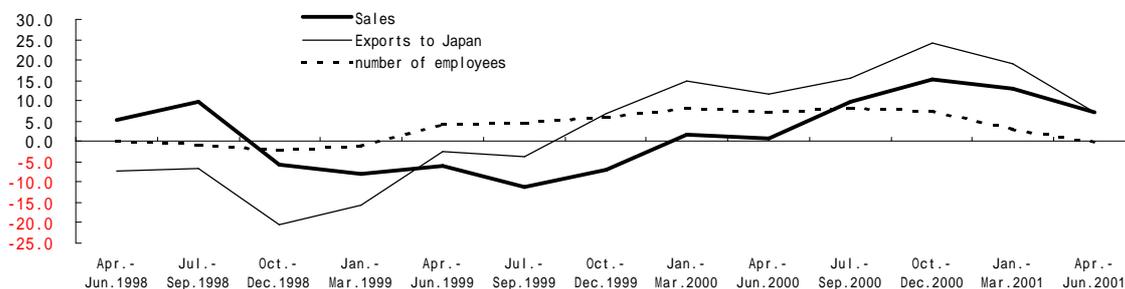
- (3) The DI of total exports to Japan (so-called total reimports) has increased by 2.2 percentage point similarly (minus 1.1 to 1.1). However, the DI level was very low.
 - Seen by the type of industry, the DIs have increased by 14.6 percentage point in precision machinery, and by 11.8 percentage point in transport machinery. In contrast, the DI has kept the same minus level (minus 9.1 to minus 9.1) in electrical machinery.
 - Seen by region, although the DIs have increased in each area of Asia, the increase rates were low. In China & other Asia, the DI has increased by 6.7 percentage point (11.9 to 18.6) to be the highest.
- (4) With regard to total exports to the third nations, added from this term, the DI level was 0.3, a little over zero.
 - Seen by the type of industry, the DIs have become plus in 9 business such as transport equipment while the DIs were minus in electrical machinery, general machinery, metal, and nonferrous metal.
 - Seen by region, although the DIs have become plus in ASEAN's 4 countries, China & other Asia, and Europe, all of these DIs were under 10.
- (5) With regard to internal transactions (total imports from the head offices and total exports to), added from this term, the DI level of total exports to the head offices was 1.2, a little plus.
 - Seen by the type of industry, the DIs have become plus in 8 business. The DI levels have become more than 10 in precision machinery, transport equipment, and textile. In contrast, the DI was at minus level in electrical machinery.
Seen by region, the DIs were at plus levels only in China & other Asia, and 4 countries from ASEAN.
 - As for imports from the head offices, the DI level was minus 5.1.
Seen by the type of industry, the DIs were minus in 7 industries such as electrical machinery and nonferrous, but the DI was a little plus in transport equipment.
Seen by region, the DIs were at minus level in all regions except China & other Asia.
- (6) The DI of total investments in plant and equipment has increased by 4.8 percentage point (7.9 to 12.7).
 - Seen by the type of industry, the DIs have increased in 5 out of 13 business. The DIs have increased by 12.3 percentage point similarly (minus 6.6 to 5.7) in electrical machinery, and by 4.2 percentage point similarly (18.9 to 23.1) in transport machinery. However, the DI level was still low in electrical

machinery.

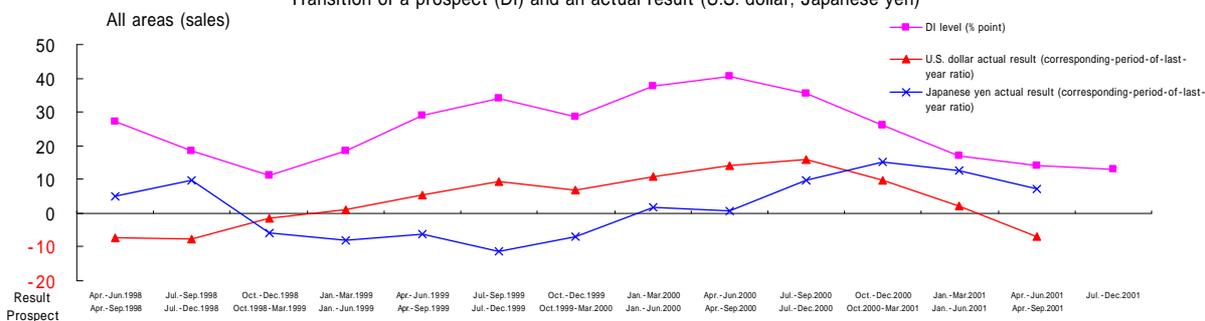
- Seen by region, the DIs have changed from drop to rise in each area of Asia and North America, but they remained less than 10.
 - As for total investments in plant and equipment, overseas subsidiaries that forecasted to increase were 27.6 % of the whole (439 out of 1,593 companies that responded). As for the objectives of increasing investments (plural answers acceptable), “a boost in productivity”, accounted for 67.7 % of the four objectives, followed by “renewal and repair”, 27.7%, and “rationalization and streamlining”, 22.4 %.
- (7) The DI of the total number of employees has increased by 1.4 percentage point similarly (minus 2.3 to minus 0.9) after the fourth drop in as many terms. However, the DI level was minus for the second consecutive term (11.6 in the July-December term of 2000 to 9.2 in the October- March term of 2000-2001, to 2.4 in the January-June term of 2001, to minus 2.3 in the April-September term of 2001, and to minus 0.9 in the July-December of 2001).
- Seen by the type of industry, the DI s have risen in 7 business such as transport equipment while the DIs have dropped in 6 business including electrical machinery.
 - Seen by region, the DIs have increased by 1.6 percentage point similarly (11.0 to 12.6) in China & other Asia, and by 3.5 percentage point similarly (minus 0.7 to 2.8) in ASEAN’s 4 countries. Both of the increase rates were low.

Note 1. $DI = \frac{\text{ratio of companies said yes} - \text{ratio of companies said no}}{\text{DI compared with the previous term} = \frac{\text{this term's DI} - \text{the previous term's DI}}{\text{This term's DI}}$: the DI when conducting the survey for the April-July quarter of 2001(the forecast for the July- December term of 2001)
The previous term’s DI : the DI when conducting the survey for the January-March term of 2001(the forecast for the April-September term of 2001)

The actual result frame of all overseas subsidiary areas (corresponding-period-of-last-year ratio)



Transition of a prospect (DI) and an actual result (U.S. dollar, Japanese yen)



1. Trends among Overseas Subsidiaries

(Unit:(Results: million yen, Ratio over same quarter of last year: %))

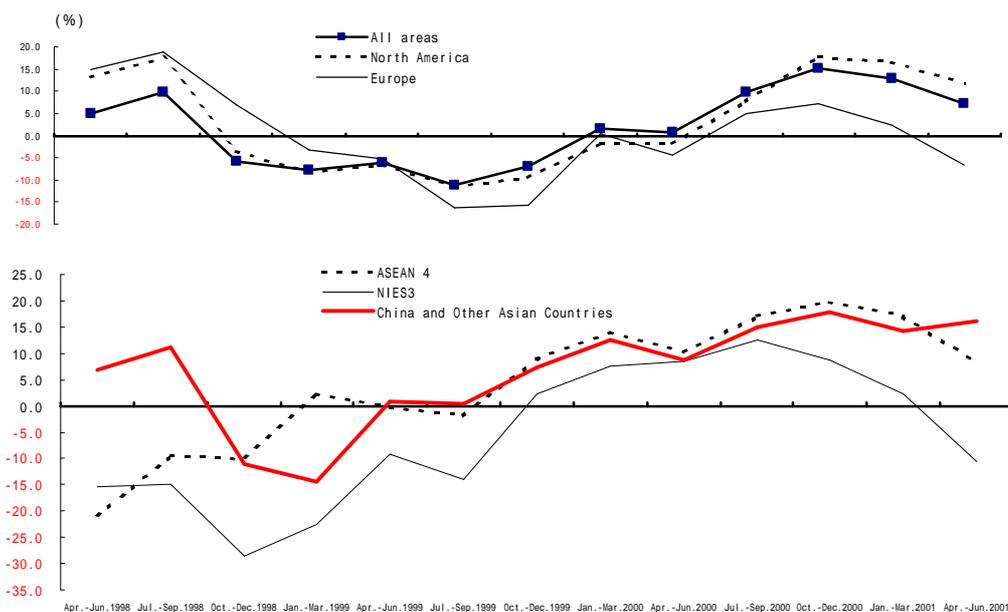
| | Quarterly Performances | | | | Ratio Over Same quarter of last year | | | | | |
|---|------------------------|------------------|------------------|------------------|--------------------------------------|------------------|------------------|------------------|------------------|------------------|
| | Apr. - Jun. 2000 | Jul. - Sep. 2000 | Oct. - Dec. 2000 | Jan. - Mar. 2001 | Apr. - Jun. 2001 | Apr. - Jun. 2000 | Jul. - Sep. 2000 | Oct. - Dec. 2000 | Jan. - Mar. 2001 | Apr. - Jun. 2001 |
| Sales | 9,128,037 | 9,625,367 | 9,694,682 | 10,149,710 | P 10,788,166 | 0.7 | 9.7 | 15.3 | 12.8 | P 7.1 |
| Local sales | 5,508,377 | 5,565,603 | 5,663,753 | 6,036,673 | P 8,057,920 | 0.3 | 6.4 | 12.4 | 9.9 | P 6.9 |
| Exports to Japan | 727,026 | 771,647 | 800,381 | 817,062 | P 910,766 | 11.5 | 15.5 | 24.3 | 19.1 | P 7.3 |
| Exports to countries other than Japan | | | | | P 1,819,480 | | | | | |
| (Parent-subsidiary deals) | | | | | | | | | | |
| Export to the parent company in Japan | | | | | P 529,783 | | | | | |
| Import from the parent company in Japan | | | | | P 1,115,355 | | | | | |
| Acquisition of tangible fixed assets | | 577,284 | | 603,496 | P 296,977 | | 11.4 | | 9.2 | |
| Number of employees | 1,714,882 | 1,748,803 | 1,747,818 | 1,730,649 | P 1,934,656 | 7.2 | 8.3 | 7.4 | 2.9 | P -0.3 |

2. Outlook for Overseas Subsidiaries

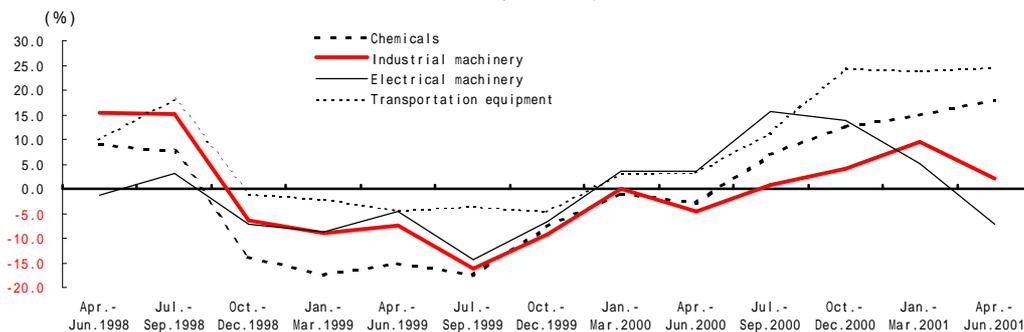
(Unit:%points)

| | D I | | | | | Ratio Over Previous Quarter | | | | |
|---|------------------|--------------------|------------------|------------------|------------------|-----------------------------|--------------------|------------------|------------------|------------------|
| | Jul. - Dec. 2000 | Oct.2000 -Mar.2001 | Jan. - Jun. 2001 | Apr. - Sep. 2001 | Jul. - Dec. 2001 | Jul. - Dec. 2000 | Oct.2000 -Mar.2001 | Jan. - Jun. 2001 | Apr. - Sep. 2001 | Jul. - Dec. 2001 |
| Sales | 35.5 | 26.1 | 17.1 | 14.0 | P 13.0 | -4.9 | -9.4 | -9.0 | -3.1 | P -1.0 |
| Local sales | 30.8 | 23.4 | 15.4 | 12.9 | P 9.3 | -6.0 | -7.4 | -8.0 | -2.5 | P -3.6 |
| Exports to Japan | 11.1 | 7.6 | -0.1 | -1.1 | P 1.1 | -0.1 | -3.5 | -7.7 | -1.0 | P 2.2 |
| Exports to countries other than Japan | | | | | P 0.3 | | | | | |
| (Parent-subsidiary deals) | | | | | | | | | | |
| Export to the parent company in Japan | | | | | P 1.2 | | | | | |
| Import from the parent company in Japan | | | | | P -5.1 | | | | | |
| Acquisition of tangible fixed assets | | 17.4 | | 7.9 | P 12.7 | | -2.5 | | -9.5 | P 4.8 |
| Number of employees | 11.6 | 9.2 | 2.4 | -2.3 | P -0.9 | -2.5 | -2.4 | -6.8 | -4.7 | P 1.4 |

Local option top quantity actual result (corresponding-period-of-last-year ratio)



The sales actual result of the main types of industry (corresponding-period-of-last-year ratio)



Trends in Sales of Overseas subsidiaries by region Unit(Results : million yen, Ratio over same quarter of last year : %)

| | Quarterly Performances | | | | | Ratio Over Same quarter of last year | | | | |
|-----------------|------------------------|------------------|------------------|------------------|------------------|--------------------------------------|------------------|------------------|------------------|------------------|
| | Apr. - Jun. 2000 | Jul. - Sep. 2000 | Oct. - Dec. 2000 | Jan. - Mar. 2001 | Apr. - Jun. 2001 | Apr. - Jun. 2000 | Jul. - Sep. 2000 | Oct. - Dec. 2000 | Jan. - Mar. 2001 | Apr. - Jun. 2001 |
| Total | 9,128,037 | 9,625,367 | 9,694,682 | 10,149,710 | P 10,788,166 | 0.7 | 9.7 | 15.3 | 12.8 | P 7.1 |
| North America | 4,188,079 | 4,466,687 | 4,554,790 | 4,840,811 | P 5,259,521 | -1.9 | 7.7 | 17.6 | 16.5 | P 11.9 |
| Asean4 | 1,133,380 | 1,260,387 | 1,247,916 | 1,260,430 | P 1,386,179 | 10.3 | 17.1 | 19.8 | 17.0 | P 8.2 |
| Nies3 | 854,192 | 882,120 | 839,141 | 797,791 | P 792,591 | 8.4 | 12.7 | 8.8 | 2.2 | P -10.7 |
| China and other | 643,675 | 703,082 | 666,062 | 653,105 | P 828,733 | 8.6 | 15.0 | 17.9 | 14.3 | P 16.1 |
| Europe | 1,806,872 | 1,758,765 | 1,814,521 | 1,992,397 | P 1,800,590 | -4.5 | 4.9 | 7.3 | 2.5 | P -6.8 |
| Other | 501,839 | 554,326 | 572,252 | 605,176 | P 720,552 | 1.2 | 15.9 | 21.5 | 29.1 | P 34.2 |

Trends in Sales of the main industry Unit(Results : million yen, Ratio over same quarter of last year : %)

| | Quarterly Performances | | | | | Ratio Over Same quarter of last year | | | | |
|---------------------------------|------------------------|------------------|------------------|------------------|------------------|--------------------------------------|------------------|------------------|------------------|------------------|
| | Apr. - Jun. 2000 | Jul. - Sep. 2000 | Oct. - Dec. 2000 | Jan. - Mar. 2001 | Apr. - Jun. 2001 | Apr. - Jun. 2000 | Jul. - Sep. 2000 | Oct. - Dec. 2000 | Jan. - Mar. 2001 | Apr. - Jun. 2001 |
| Manufacturing industry in total | 9,128,037 | 9,625,367 | 9,694,682 | 10,149,710 | P 10,788,166 | 0.7 | 9.7 | 15.3 | 12.8 | P 7.1 |
| Chemicals | 504,943 | 539,136 | 550,618 | 573,490 | P 741,371 | -2.8 | 7.0 | 12.6 | 14.9 | P 17.9 |
| Industrial machinery | 646,122 | 597,440 | 570,012 | 683,138 | P 712,122 | -4.6 | 0.9 | 4.0 | 9.5 | P 2.0 |
| Electrical machinery | 3,404,558 | 3,670,183 | 3,617,196 | 3,548,584 | P 3,581,980 | 3.7 | 15.6 | 14.0 | 5.2 | P -7.2 |
| Transportation equipment | 3,041,630 | 3,263,086 | 3,435,222 | 3,801,302 | P 3,976,881 | 3.4 | 11.4 | 24.4 | 23.9 | P 24.5 |

2. Trend by the type of industry

Results

With regard to sales by the types of the main industries in all regions,

- (1) Chemical's sales for this term were 741.4 billion yen, a 17.9% of rise from the same period last year, showing the tendency to increase (minus 2.8% in the April-June term of 2000 to 7.0% in the July-September term, to 12.6% in the October-December term, and to 14.9% in the January-March term of 2001).
 - Seen by region, sales in North America were 301.3 billion yen, a 18.3% of rise similarly, and sales in Europe were 249.7 billion yen, a 29.9% of increase similarly. Although sales in China & other Asia have increased by 19.4%, the figures were still small.
- (2) General machinery's sales for this term were 712.1 billion yen, a 2.0% of rise similarly.
 - Seen by region, sales in China & other Asia have risen by 50.0% similarly, sales in ASEAN's four countries, by 10.4%, and sales in Europe. Above all, sales in China & other Asia have increased remarkably every term (1.6% in the April-June quarter of 2000 to 12.3% in the July-September quarter, to 31.7% in the October-December quarter, and to 37.6% in the January-March quarter of 2001). In contrast, sales in North America have diminished by 12.2% similarly.
- (3) Electrical machinery's sales for this term were 3,582.0 billion yen, a 7.2% of drop similarly. After passing its peak in the July-September quarter of 2000, the increase rate of sales has slowed (15.6% in the July-September quarter of 2000 to 14.0% in the October-December quarter, and to 5.2% in the January-March quarter of 2001). This term's sales have decreased in spite of the appreciation of local currencies (weaker yen).
 - Seen by region, sales in North America were 1,193.3 billion yen, a 16.9% of drop similarly, sales in Europe were 643.1 billion yen, a 16.5% of fall similarly, and sales in NIES' three countries were 450.4 billion yen, a 15.1% of drop similarly. Although sales in these three regions have decreased, sales have increased by 11.0% similarly in China & other Asia, and by 9.2% in ASEAN's four countries.
- (4) Transport equipment's sales for this term were 3,976.9 billion yen, a 24.5% of rise similarly.
 - Seen by region, sales have increased in four regions; sales in North America were 2,603.9 billion yen, a 35.3% of rise similarly thanks to the industrial mergers, and sales in other regions were 499.2 billion yen, a 40.1% of increase similarly. However, sales in Europe were 480.6 billion yen, a 13.7% of drop similarly.

Prospects for the July-December term of 2001

With regard to total sales prospect by the types of the main industries in all regions,

- (1) Chemical's sales prospect have dropped by 1.7 percentage point from the previous period (19.1 to 17.4), registering a drop for the fifth straight term (minus 6.8 in the July-December term of 2000 to minus 6.9 in the October-March term of 2000-2001, to minus 0.6 in the January-June term of 2001, and to minus 12.8 in the April-September term).
 - Seen by region, the prospects have decreased in each region of Asia while the forecasts have risen by 24.1 percentage point similarly in Europe, and by 6.1 percentage point in North America, and by 35.0 percentage point in other regions. Although the outlook in China & other Asia has dropped by 29.5 percentage point (54.5 to 25.0), its level was still high.
- (2) General machinery's sales prospect has diminished by 12.4 percentage point (19.0 to 6.6), registering a drop for the second straight term.
 - Seen by region, the prospects have decreased by 60.2 percentage point similarly (68.8 to 8.6) in China & other Asia, by 21.5 percentage point (30.8 to 9.3) in Europe, and by 4.3 percentage point (2.3 to minus 2.0) in North America.
- (3) Electrical machinery's sales prospect has increased by 8.3 percentage point similarly (minus 4.7 to 3.6) after the fourth drop in as many years, but the level was very low (40.3 in the July-December term of 2000 to 26.8 in the October-March term of 2000-2001, to 2.8 in the January-June term of 2001, to 4.7 in the April-September term of 2001, and to 3.6 in this term).
 - Seen by region, the prospects have increased by 16.9 percentage point similarly (minus 14.3 to 2.6) in North America, and by 11.5 percentage point (5.7 to 17.2) in Europe. Also in each area of Asia, the forecasts have increased by less than 10 percentage point similarly while the outlook has decreased by 22.2 percentage point similarly (22.2 to 0.0) only in other regions. The prospect in China & other Asia has fluctuated on a relatively high level (49.5 in the July-December term of 2000 to 39.4 in the October-March term of 2000-2001, to 18.1 in the January-June term of 2001, to 20.0 in the April-September term, and to 24.8 in this term).
- (4) Transport equipment's sales prospect has decreased by 4.6 percentage point similarly (20.3 to 15.7), marking a drop for the third consecutive term, but its decrease rate has changed within small range.
 - Seen by region, the prospects have dropped by 14.4 percentage point similarly (0.0 to minus 14.4) in North America, by 13.0 percentage point (50.0 to 37.0) in ASEAN's four countries), by 10.4 percentage point (16.7 to 6.3) in other regions,

and by 1.9 percentage point (18.2 to 16.3) in Europe. The decrease rates in these regions except Europe were high. The ratio of transport equipment's sales to total sales in the whole region was low in China & other Asia, and NIES's three countries, but the prospects have increased by 13.6 percentage point (50.0 to 63.6), and by 13.3 percentage point (16.7 to 30.0).

Trends in Sales of the main industry by region

Unit(Results : million yen, Ratio over same quarter of last year : %)

| | | Quarterly Performances | | | | | Ratio Over Same quarter of last year | | | | |
|-------------------------------|-----------------|------------------------|-------------|-------------|-------------|--------------|--------------------------------------|-------------|------|-------------|-------------|
| | | Apr. - Jun. | Jul. - Sep. | Oct. - Dec. | Jan. - Mar. | Apr. - Jun. | Apr. - Jun. | Jul. - Sep. | Dec. | Jan. - Mar. | Apr. - Jun. |
| | | 2000 | 2000 | 2000 | 2001 | 2001 | 2000 | 2000 | 2000 | 2001 | 2001 |
| Overseas subsidiaries Total | | 9,128,037 | 9,625,367 | 9,694,682 | 10,149,710 | P 10,788,166 | 0.7 | 9.7 | 15.3 | 12.8 | P 7.1 |
| Chemicals | Total | 504,943 | 539,136 | 550,618 | 573,490 | P 741,371 | -2.8 | 7.0 | 12.6 | 14.9 | P 17.9 |
| | North America | 174,844 | 178,374 | 186,069 | 191,847 | P 301,259 | 0.8 | 2.4 | 8.6 | 17.0 | P 18.3 |
| | ASEAN4 | 52,834 | 54,289 | 53,970 | 56,919 | P 82,159 | 11.5 | 10.1 | 12.7 | 3.0 | P -1.5 |
| | NIES3 | 59,312 | 59,683 | 59,067 | 60,217 | P 68,411 | 0.3 | 8.6 | 8.7 | 4.9 | P -3.5 |
| | China and other | 22,755 | 22,958 | 23,239 | 22,909 | P 28,838 | 15.2 | 5.1 | 22.5 | 9.1 | P 19.4 |
| | Europe | 190,066 | 218,648 | 222,956 | 235,763 | P 249,734 | -11.3 | 9.9 | 16.7 | 19.4 | P 29.9 |
| Industrial machinery | Total | 646,122 | 597,440 | 570,012 | 683,138 | P 712,122 | -4.6 | 0.9 | 4.0 | 9.5 | P 2.0 |
| | North America | 295,882 | 256,488 | 224,435 | 284,558 | P 299,812 | -5.2 | -6.5 | -7.5 | -2.0 | P -12.2 |
| | ASEAN4 | 50,141 | 63,971 | 64,372 | 65,883 | P 52,977 | 9.5 | 37.8 | 52.0 | 43.9 | P 10.4 |
| | NIES3 | 40,238 | 38,745 | 44,540 | 43,664 | P 40,549 | 6.7 | 2.4 | 18.0 | 21.5 | P -3.1 |
| | China and other | 69,302 | 75,671 | 84,696 | 93,121 | P 104,034 | 1.6 | 12.3 | 31.7 | 37.6 | P 50.0 |
| | Europe | 177,533 | 150,365 | 140,079 | 184,044 | P 201,851 | -10.0 | -1.1 | -5.9 | 7.8 | P 6.6 |
| Electrical machinery | Total | 3,404,558 | 3,670,183 | 3,617,196 | 3,548,584 | P 3,581,980 | 3.7 | 15.6 | 14.0 | 5.2 | P -7.2 |
| | North America | 1,021,242 | 1,100,920 | 1,056,606 | 1,094,364 | P 1,193,288 | -12.4 | 5.1 | 5.5 | 4.3 | P -16.9 |
| | ASEAN4 | 674,072 | 767,458 | 725,170 | 769,377 | P 749,837 | 8.0 | 19.7 | 20.7 | 18.9 | P 9.2 |
| | NIES3 | 527,868 | 555,875 | 515,583 | 481,069 | P 450,418 | 13.0 | 17.6 | 8.8 | -1.4 | P -15.1 |
| | China and other | 370,644 | 412,100 | 386,555 | 346,957 | P 444,588 | 10.9 | 17.0 | 17.0 | 3.6 | P 11.0 |
| | Europe | 732,956 | 735,345 | 805,367 | 754,461 | P 643,101 | 22.5 | 26.8 | 21.5 | -4.1 | P -16.5 |
| Transportation equipment | Total | 3,041,630 | 3,263,086 | 3,435,222 | 3,801,302 | P 3,976,881 | 3.4 | 11.4 | 24.4 | 23.9 | P 24.5 |
| | North America | 1,903,581 | 2,143,020 | 2,300,777 | 2,488,985 | P 2,603,924 | 8.2 | 17.0 | 34.8 | 31.6 | P 35.3 |
| | ASEAN4 | 173,633 | 183,836 | 211,613 | 170,981 | P 256,023 | 20.9 | 6.6 | 19.2 | 3.9 | P 5.2 |
| | NIES3 | 94,755 | 95,035 | 94,592 | 91,646 | P 92,370 | 12.0 | 12.1 | 16.7 | 17.2 | P -4.3 |
| | China and other | 22,644 | 22,063 | 18,523 | 20,493 | P 44,807 | -6.7 | 10.8 | 4.4 | 12.0 | P 12.3 |
| | Europe | 509,802 | 458,964 | 458,885 | 616,159 | P 480,603 | -18.2 | -10.5 | -7.3 | 3.1 | P -13.7 |
| Food and tobacco | Total | 226,479 | 230,715 | 253,217 | 243,944 | P 318,446 | 0.2 | 4.1 | 9.0 | 17.3 | P 10.9 |
| Textiles | Total | 126,806 | 120,154 | 118,855 | 126,495 | P 148,327 | -7.3 | -2.7 | -2.1 | 4.1 | P 2.2 |
| Wood, pulp and paper products | Total | 45,108 | 48,575 | 44,961 | 42,614 | P 55,335 | -1.9 | 2.5 | 4.4 | -2.4 | P -43.6 |
| Ceramics, stone and clay | Total | 209,295 | 228,332 | 195,404 | 216,661 | P 216,419 | -0.5 | 25.7 | 19.3 | 25.6 | P 2.6 |
| Iron and steel | Total | 136,971 | 129,689 | 126,153 | 120,410 | P 199,226 | -15.8 | -18.5 | -5.2 | -13.9 | P 0.3 |
| Non-ferrous metals | Total | 105,762 | 106,226 | 111,215 | 96,761 | P 95,382 | 9.3 | 3.3 | 16.4 | -0.3 | P -20.6 |
| Metals | Total | 42,131 | 40,281 | 37,397 | 38,277 | P 51,456 | -5.3 | -1.2 | -2.7 | -1.6 | P -1.7 |
| Precision instruments | Total | 189,309 | 205,221 | 196,183 | 178,351 | P 198,465 | 10.3 | 18.4 | 10.1 | 4.3 | P 14.4 |

Outlook for sales of the main industry by region

(Unit:%points)

| | | D I | | | | | Ratio Over Previous Quarter | | | | |
|-------------------------------|-----------------|---------------------|-----------------------|---------------------|---------------------|---------------------|-----------------------------|-----------------------|---------------------|---------------------|---------------------|
| | | Jul. - Dec. 2000 | Oct.2000 -Mar.2001 | Jan. - Jun. 2001 | Apr. - Sep. 2001 | Jul. - Dec. 2001 | Jul. - Dec. 2000 | Oct.2000 -Mar.2001 | Jan. - Jun. 2001 | Apr. - Sep. 2001 | Jul. - Dec. 2001 |
| Overseas subsidiaries Total | | 35.5 | 26.1 | 17.1 | 14.0 | P 13.0 | -4.9 | -9.4 | -9.0 | -3.1 | P -1.0 |
| Chemicals | Total | 39.4 | 32.5 | 31.9 | 19.1 | P 17.4 | -6.8 | -6.9 | -0.6 | -12.8 | P -1.7 |
| | North America | 39.5 | 25.0 | 26.7 | 9.8 | P 15.9 | -2.7 | -14.5 | 1.7 | -16.9 | P 6.1 |
| | ASEAN4 | 57.9 | 42.2 | 40.0 | 26.8 | P 13.7 | -2.1 | -15.7 | -2.2 | -13.2 | P -13.1 |
| | NIES3 | 25.0 | 23.5 | 3.1 | 9.7 | P 5.4 | -11.4 | -1.5 | -26.6 | 12.8 | P -4.3 |
| | China and other | 35.7 | 48.6 | 58.8 | 54.5 | P 25.0 | -17.1 | 12.9 | 10.2 | -4.3 | P -29.5 |
| | Europe | 19.2 | 23.7 | 35.9 | 5.9 | P 18.2 | -24.1 | 4.5 | 12.2 | -41.8 | P 24.1 |
| Industrial machinery | Total | 35.8 | 28.4 | 28.9 | 19.0 | P 6.6 | 0.8 | -7.4 | 0.5 | -9.9 | P -12.4 |
| | North America | 17.9 | 22.2 | 35.9 | 2.3 | P 2.0 | 9.0 | 4.3 | 13.7 | -33.6 | P -4.3 |
| | ASEAN4 | 35.0 | 17.4 | 23.8 | 4.0 | P 13.8 | -5.9 | -17.6 | -41.2 | 19.8 | P 17.8 |
| | NIES3 | 65.2 | 48.0 | 15.8 | 13.6 | P 0.0 | 19.4 | -17.2 | -32.2 | -29.4 | P 13.6 |
| | China and other | 50.0 | 48.6 | 56.3 | 68.8 | P 8.6 | -13.9 | -1.4 | 7.7 | 12.5 | P -60.2 |
| | Europe | 32.4 | 14.6 | 28.1 | 30.8 | P 9.3 | -1.7 | -17.8 | 13.5 | 2.7 | P -21.5 |
| Electrical machinery | Total | 40.3 | 26.8 | 2.8 | 4.7 | P 3.6 | -0.1 | -13.5 | -24.0 | -7.5 | P 8.3 |
| | North America | 31.6 | 25.9 | 2.8 | 14.3 | P 2.6 | 3.2 | -5.7 | -28.7 | -11.5 | P 16.9 |
| | ASEAN4 | 43.3 | 31.1 | 1.3 | 13.1 | P 5.3 | -7.0 | -12.2 | -29.8 | -14.4 | P 7.8 |
| | NIES3 | 30.2 | 5.4 | 22.4 | 21.4 | P 16.7 | -7.2 | -24.8 | -27.8 | 1.0 | P 4.7 |
| | China and other | 49.5 | 39.4 | 18.1 | 20.0 | P 24.8 | 1.3 | -10.1 | -21.3 | 1.9 | P 4.8 |
| | Europe | 36.5 | 22.0 | 11.1 | 5.7 | P 17.2 | 14.1 | -14.5 | -10.9 | -5.4 | P 11.5 |
| Transportation equipment | Total | 22.3 | 24.0 | 21.2 | 20.3 | P 15.7 | -18.8 | 1.7 | -2.8 | -0.9 | P -4.6 |
| | North America | 14.6 | 25.7 | 9.0 | 0.0 | P 14.4 | -20.7 | 11.1 | -16.7 | -9.0 | P -14.4 |
| | ASEAN4 | 53.7 | 39.3 | 30.8 | 50.0 | P 37.0 | -8.8 | -14.4 | -8.5 | 19.2 | P -13.0 |
| | NIES3 | 5.6 | 0.0 | 5.9 | 16.7 | P 30.0 | -48.5 | 5.6 | 5.9 | 10.8 | P 13.3 |
| | China and other | 35.7 | 29.6 | 55.6 | 50.0 | P 63.6 | -10.5 | -6.1 | 26.0 | -5.6 | P 13.6 |
| | Europe | 8.8 | 2.6 | 25.0 | 18.2 | P 16.3 | -33.8 | 6.2 | 27.6 | -6.8 | P -1.9 |
| Food and tobacco | Total | 55.2 | 48.8 | 49.4 | 55.8 | P 37.4 | 2.9 | -6.4 | 0.6 | 6.4 | P -18.4 |
| Textiles | Total | 20.8 | 20.0 | 34.3 | 40.4 | P 17.4 | -15.4 | -0.8 | 14.3 | 6.1 | P -23.0 |
| Wood, pulp and paper products | Total | 61.9 | 57.1 | 45.0 | 27.3 | P 14.8 | 11.9 | -4.8 | -12.1 | -17.7 | P -12.5 |
| Ceramics, stone and clay | Total | 34.8 | 16.4 | 1.8 | 13.1 | P 20.0 | -6.9 | -18.4 | -14.6 | 11.3 | P 6.9 |
| Iron and steel | Total | 48.0 | 23.1 | 12.0 | 30.4 | P 27.1 | 4.5 | -24.9 | -11.1 | 18.4 | P -3.3 |
| Non-ferrous metals | Total | 42.2 | 29.5 | 21.4 | 2.5 | P 12.2 | -5.3 | -12.7 | -8.1 | -23.9 | P -9.7 |
| Metals | Total | 51.4 | 39.5 | 28.9 | 2.9 | P 2.2 | -4.7 | -11.9 | -10.6 | -31.8 | P 5.1 |
| Precision instruments | Total | 23.0 | 5.6 | 14.8 | 7.9 | P 26.2 | 4.0 | -17.4 | -20.4 | 22.7 | P 18.3 |

2. Trend by region

(1) North America

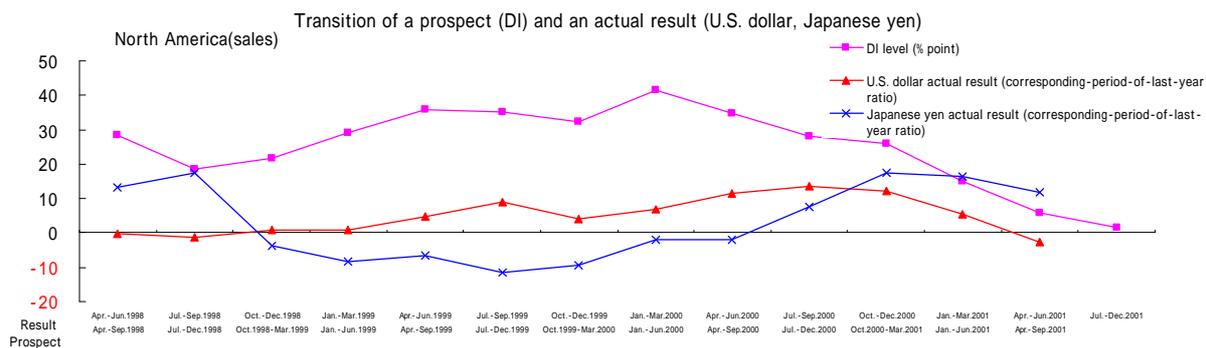
Results

- 1) Total sales were 5,259.5 billion yen, a 11.9 % of rise from the same period last year, registering a rise for the fourth straight term partly because of the yen's fall against local currencies.
 - Seen by the type of industry, sales have increased in 6 industries. Transport equipment's sales have increased by 35.3% similarly due to the industrial mergers of the previous fiscal year, and continued to make a large contribution to total sales growth. In contrast, electrical machinery's sales have decreased by 16.9% similarly.
- 2) Total domestic sales were 4,845.0 billion yen, a 12.7% of increase similarly, marking a rise for the fourth consecutive term along with total sales.
 - Seen by the type of industry, transport equipment's domestic sales have increased by 34.7% similarly along with total sales while electrical machinery's domestic sales have decreased by 18.3%.
- 5) Total exports to Japan (Japan's total reimports) were 103.0 billion yen, a 0.1% of drop similarly.
- 4) Total exports to the third nations were 311.5 billion yen, and accounted for 5.9% of sales.
 - Seen by the type of industry, electrical machinery's exports made up for 45.7% of the total.
- 5) With regard to internal transactions (total imports from Japan's head offices and total exports to), exports to the head offices were 39.3 billion yen, which accounted for 38.1% of total exports to Japan.
 - Seen by the type of industry, electrical machinery's exports made up 48.3% of the total.
 - Total imports from the head offices were 598.2 billion yen, 15.2 times as much as total exports to the head offices. Seen by the type of industry, electrical machinery's imports accounted for 64.3% of the total, followed by transport equipment's imports' 22.5%.
- 6) The total number of employees was 429,000 employees, down 4.1% year on year for the first time in four terms.
 - Seen by the type of industry, electrical machinery (a 8.8% of drop) made a large contribution to the decrease in the total number of employees, and the number of

their employees has decreased in 11 out of 13 business.

Prospects for the July-December term of 2001

- 1) Total sales prospect has fallen by 4.0 percentage point from the previous term (5.7 to 1.7), registering a drop for the sixth straight term.
 - Seen by the type of industry, prospects have diminished in nine industries, and the DI levels have become minus in transport equipment and general machinery.
- 2) Total domestic sales prospect has decreased by 0.8 percentage point similarly (4.4 to 3.6), marking a drop for the sixth straight term.
- 3) Total exports to Japan (Japan's total reimports) have dropped by 6.3 percentage point similarly (minus 6.2 to minus 12.5), posting a drop for the fourth straight term.
- 4) With regard to the prospect of total exports to the third nations, the DI level was minus 8.5.
- 5) With regard to internal transactions (total imports from Japan's head office and total exports to), the DI level of total exports from the head office was minus 11.5, which was in common with that of exports to Japan. On the other hand, the DI level of total imports from the head office was minus 10.7.
- 6) The prospect of total investments in plant and equipment (the amount of money for the acquisition of fixed assets except land) have risen by 3.0 percentage point (12.4 to 15.4) from the previous term.
 - Seen by the type of business, the prospect has increased in seven business such as electrical machinery.
- 7) The prospect of the number of employees has diminished by 0.4 percentage point (minus 8.4 to minus 8.8) from the previous term for five consecutive terms.
 - Seen by the type of industry, the forecasts have decreased in five industries such as electrical machinery.



1. Trends among Overseas Subsidiaries in North America Unit(Results : million yen(Number of employees:persons), Ratio over same quarter of last year

| | Quarterly Performances | | | | | Ratio Over Same quarter of last year | | | | |
|---|------------------------|------------------|------------------|------------------|------------------|--------------------------------------|------------------|------------------|------------------|------------------|
| | Apr. - Jun. 2000 | Jul. - Sep. 2000 | Oct. - Dec. 2000 | Jan. - Mar. 2001 | Apr. - Jun. 2001 | Apr. - Jun. 2000 | Jul. - Sep. 2000 | Oct. - Dec. 2000 | Jan. - Mar. 2001 | Apr. - Jun. 2001 |
| Sales | 4,188,079 | 4,466,687 | 4,554,790 | 4,840,811 | P 5,259,521 | -1.9 | 7.7 | 17.6 | 16.5 | P 11.9 |
| Local sales | 3,008,674 | 2,969,905 | 3,030,856 | 3,306,842 | P 4,845,026 | -0.4 | 2.1 | 8.8 | 10.3 | P 12.7 |
| Exports to Japan | 79,625 | 81,703 | 78,452 | 85,782 | P 103,033 | 11.1 | 13.6 | 16.7 | 10.2 | P -0.1 |
| Exports to countries other than Japan | | | | | P 311,462 | | | | | |
| (Parent-subsidiary deals) | | | | | | | | | | |
| Export to the parent company in Japan | | | | | P 39,306 | | | | | |
| Import from the parent company in Japan | | | | | P 598,199 | | | | | |
| Acquisition of tangible fixed assets | | 268,036 | | 255,801 | P 123,642 | | 57.1 | | 21.0 | |
| Number of employees | 406,078 | 407,009 | 403,830 | 400,030 | P 429,240 | -0.9 | 1.3 | 1.8 | 0.1 | P -4.1 |

Trends in Sales of the main industry Unit(Results : million yen, Ratio over same quarter of last year : %)

| | Quarterly Performances | | | | | Ratio Over Same quarter of last year | | | | |
|---------------------------------|------------------------|------------------|------------------|------------------|------------------|--------------------------------------|------------------|------------------|------------------|------------------|
| | Apr. - Jun. 2000 | Jul. - Sep. 2000 | Oct. - Dec. 2000 | Jan. - Mar. 2001 | Apr. - Jun. 2001 | Apr. - Jun. 2000 | Jul. - Sep. 2000 | Oct. - Dec. 2000 | Jan. - Mar. 2001 | Apr. - Jun. 2001 |
| Manufacturing industry in total | 4,188,079 | 4,466,687 | 4,554,790 | 4,840,811 | P 5,259,521 | -1.9 | 7.7 | 17.6 | 16.5 | P 11.9 |
| Chemicals | 174,844 | 178,374 | 186,069 | 191,847 | P 301,259 | 0.8 | 2.4 | 8.6 | 17.0 | P 18.3 |
| Industrial machinery | 295,882 | 256,488 | 224,435 | 284,558 | P 299,812 | -5.2 | -6.5 | -7.5 | -2.0 | P -12.2 |
| Electrical machinery | 1,021,242 | 1,100,920 | 1,056,606 | 1,094,364 | P 1,193,288 | -12.4 | 5.1 | 5.5 | 4.3 | P -16.9 |
| Transportation equipment | 1,903,581 | 2,143,020 | 2,300,777 | 2,488,985 | P 2,603,924 | 8.2 | 17.0 | 34.8 | 31.6 | P 35.3 |
| Precision instruments | 59,682 | 58,730 | 61,563 | 38,699 | P 48,755 | 19.2 | 19.1 | 25.3 | -26.9 | P 21.5 |

2. Outlook for North America

(Unit:%points)

| | D I | | | | | Ratio Over Previous Quarter | | | | |
|---|------------------|--------------------|------------------|------------------|------------------|-----------------------------|--------------------|------------------|------------------|------------------|
| | Jul. - Dec. 2000 | Oct.2000 -Mar.2001 | Jan. - Jun. 2001 | Apr. - Sep. 2001 | Jul. - Dec. 2001 | Jul. - Dec. 2000 | Oct.2000 -Mar.2001 | Jan. - Jun. 2001 | Apr. - Sep. 2001 | Jul. - Dec. 2001 |
| Sales | 28.0 | 26.0 | 14.9 | 5.7 | P 1.7 | -6.8 | -2.0 | -11.1 | -9.2 | P -4.0 |
| Local sales | 27.5 | 26.0 | 14.7 | 4.4 | P 3.6 | -7.9 | -1.5 | -11.3 | -10.3 | P -0.8 |
| Exports to Japan | 4.6 | 1.3 | -1.9 | -6.2 | P -12.5 | 1.2 | -3.3 | -3.2 | -4.3 | P -6.3 |
| Exports to countries other than Japan | | | | | P -8.5 | | | | | |
| (Parent-subsidiary deals) | | | | | | | | | | |
| Export to the parent company in Japan | | | | | P -11.5 | | | | | |
| Import from the parent company in Japan | | | | | P -10.7 | | | | | |
| Acquisition of tangible fixed assets | | 14.5 | | 12.4 | P 15.4 | | 1.4 | | -2.1 | P 3.0 |
| Number of employees | 10.3 | 6.3 | -0.8 | -8.4 | P -8.8 | -0.1 | -4.0 | -7.1 | -7.6 | P -0.4 |

(2) ASEAN4

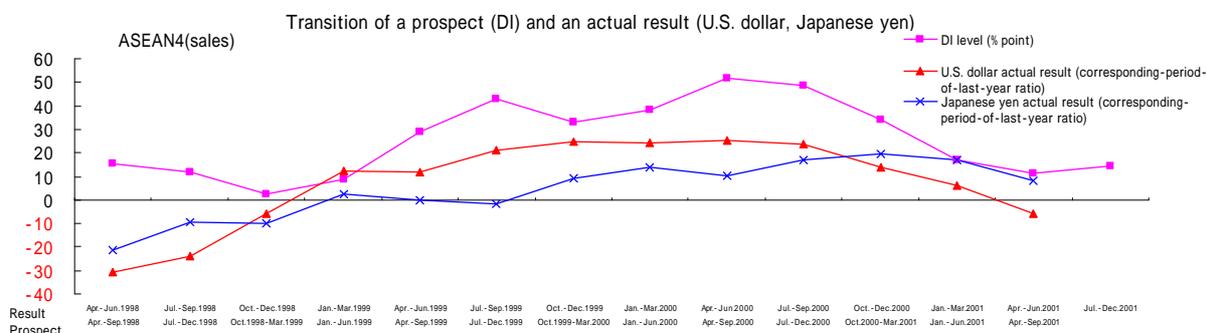
Results

- 1) Total sales were 1,386.2 billion yen, up 8.2 % year on year, registering a rise for the seventh consecutive term despite the yen's retreat against local currencies.
 - Seen by the type of industry, electrical machinery's sales (up 9.2% similarly) have continued to increase, and nine industries' sales have risen such as transport equipment's and precision machinery's.
- 2) Total domestic sales were 548.6 billion yen, up 6.0% year on year together with total sales.
 - Seen by the type of industry, electrical machinery's domestic sales (up 12.8% similarly) have continued to increase along with total sales.
- 3) Total exports to Japan (Japan's total reimports) were 361.5 billion yen, up 5.9% year on year, but its increase rate has slowed.
 - Seen by the type of industry, after continuing to mount, electrical machinery's exports and general machinery's have increased by 3.6%, and by 9.1%, respectively, but their increase rates have slowed.
- 4) Total exports to the third nations were 476.1 billion yen, and accounted for 34.3% of total sales.
 - Seen by the type of industry, electrical machinery's exports made up 71.3% of the total.
- 5) With regard to internal transactions (total imports from the head offices and total exports to, note1), total exports to the head offices were 224.1 billion yen, which accounted for 62.0 % of total imports to Japan. Seen by the type of industry, electrical machinery's exports accounted for 71.7% of the total.
 - Total imports from the head offices were 119.2 billion yen, and made up 53.2% of total exports to the head offices.
 - Seen by the type of industry, electrical machinery's imports accounted for 45.3% of the total, followed by transport equipment's imports, 23.8%.
- 6) The total number of employees was 625,000 employees, up 0.7% year on year.
 - Seen by the type of industry, the number of employees has continued to increase in transport equipment (up 8.5% year on year) while the number has decreased after the tenth rise in as many terms in electrical machinery (down 1.5% similarly), and has dropped for the first time since the survey began in general machinery (down 5.7%).

Prospects for the July-December term of 2001

- 1) Total sales prospect was has increased by 3.2 percentage point (11.3 to 14.5) from the previous term for the first times in five terms.
 - Seen by the type of industry, general machinery's sales prospect have increased two terms in a row. Although it was minus, the DI level of electrical machinery's sales also have risen from the previous term.
- 2) The prospect for total domestic sales has diminished by 1.3 percentage point (10.1 to 8.8) from the previous term, registering a drop for the fifth consecutive term.
 - Seen by the type of industry, seven industries' prospects have diminished; electrical machinery's prospect has continued to fall, and the DI level of nonferrous metal's domestic sales has become minus.
- 3) The prospect for total exports to Japan (Japan's total reimports) has risen by 3.9 percentage point similarly (0.2 to 4.1), marking a rise for the second consecutive term.
 - Seen by the type of industry, nine industries' prospects have increased; general machinery's outlook has grown for the second consecutive term.
- 4) With regard to the prospect for total exports to the third nations, the DI level was plus 7.7.
 - Seen by the type of industry, the DI levels of eight industries' exports were plus such as transport equipment's (25.0).
- 5) With the prospect for internal transactions (total imports from the head offices and total exports to),
 - DI level of total imports from the head office was plus 5.8. That of exports to Japan was also plus.
Seen by the type of industry, the DI levels of seven industries' were plus such as transport equipment's (22.0).
 - The DI level of total imports from the head offices was minus 1.1.
Seen by the type of industry, the DI level of transport equipment's (18.5) was plus, along with those of other industries'.
- 6) The prospect for total investments in plant and equipment (the amount of money to acquire fixed assets except land) has risen by 7.6 percentage point (7.2 to 14.8) from the previous term.
 - Seen by the type of industry, transport equipment's prospect has increased significantly, and electrical machinery's prospect has risen too.

- 7) The prospect for the number of employees has increased by 3.5 percentage point (minus 0.7 to plus 2.8) from the previous term for the first time in five terms.
- Seen by the type of industry, transport equipment's prospect has increased continuously, and general machinery's outlook also has risen.



1. Trends among Overseas Subsidiaries in ASEAN4 Unit(Results : million yen(Number of employees:persons), Ratio over same quarter of last year)

| | Quarterly Performances | | | | | Ratio Over Same quarter of last year | | | | |
|---|------------------------|------------------|------------------|------------------|------------------|--------------------------------------|------------------|------------------|------------------|------------------|
| | Apr. - Jun. 2000 | Jul. - Sep. 2000 | Oct. - Dec. 2000 | Jan. - Mar. 2001 | Apr. - Jun. 2001 | Apr. - Jun. 2000 | Jul. - Sep. 2000 | Oct. - Dec. 2000 | Jan. - Mar. 2001 | Apr. - Jun. 2001 |
| Sales | 1,133,380 | 1,260,387 | 1,247,916 | 1,260,430 | P 1,386,179 | 10.3 | 17.1 | 19.8 | 17.0 | P 8.2 |
| Local sales | 431,181 | 478,214 | 500,993 | 477,077 | P 548,590 | 16.9 | 20.8 | 23.5 | 15.6 | P 6.0 |
| Exports to Japan | 288,417 | 310,594 | 328,247 | 343,258 | P 361,465 | 7.4 | 13.0 | 27.5 | 22.6 | P 5.9 |
| Exports to countries other than Japan | | | | | P 476,124 | | | | | |
| (Parent-subsidiary deals) | | | | | | | | | | |
| Export to the parent company in Japan | | | | | P 224,125 | | | | | |
| Import from the parent company in Japan | | | | | P 119,158 | | | | | |
| Acquisition of tangible fixed assets | | 119,718 | | 134,733 | P 70,986 | | 64.4 | | 36.0 | |
| Number of employees | 547,382 | 569,553 | 568,437 | 559,031 | P 625,381 | 10.8 | 13.1 | 9.4 | 5.3 | P 0.7 |

Trends in Sales of the main industry Unit(Results : million yen, Ratio over same quarter of last year : %)

| | Quarterly Performances | | | | | Ratio Over Same quarter of last year | | | | |
|---------------------------------|------------------------|------------------|------------------|------------------|------------------|--------------------------------------|------------------|------------------|------------------|------------------|
| | Apr. - Jun. 2000 | Jul. - Sep. 2000 | Oct. - Dec. 2000 | Jan. - Mar. 2001 | Apr. - Jun. 2001 | Apr. - Jun. 2000 | Jul. - Sep. 2000 | Oct. - Dec. 2000 | Jan. - Mar. 2001 | Apr. - Jun. 2001 |
| Manufacturing industry in total | 1,133,380 | 1,260,387 | 1,247,916 | 1,260,430 | P 1,386,179 | 10.3 | 17.1 | 19.8 | 17.0 | P 8.2 |
| Chemicals | 52,834 | 54,289 | 53,970 | 56,919 | P 82,159 | 11.5 | 10.1 | 12.7 | 3.0 | P -1.5 |
| Industrial machinery | 50,141 | 63,971 | 64,372 | 65,883 | P 52,977 | 9.5 | 37.8 | 52.0 | 43.9 | P 10.4 |
| Electrical machinery | 674,072 | 767,458 | 725,170 | 769,377 | P 749,837 | 8.0 | 19.7 | 20.7 | 18.9 | P 9.2 |
| Transportation equipment | 173,633 | 183,836 | 211,613 | 170,981 | P 256,023 | 20.9 | 6.6 | 19.2 | 3.9 | P 5.2 |
| Precision instruments | 19,482 | 20,391 | 20,315 | 21,690 | P 25,508 | 13.6 | 17.7 | 15.7 | 37.4 | P 29.4 |

2. Outlook for ASEAN4 (Unit:%points)

| | D I | | | | | Ratio Over Previous Quarter | | | | |
|---|------------------|--------------------|------------------|------------------|------------------|-----------------------------|--------------------|------------------|------------------|------------------|
| | Jul. - Dec. 2000 | Oct.2000 -Mar.2001 | Jan. - Jun. 2001 | Apr. - Sep. 2001 | Jul. - Dec. 2001 | Jul. - Dec. 2000 | Oct.2000 -Mar.2001 | Jan. - Jun. 2001 | Apr. - Sep. 2001 | Jul. - Dec. 2001 |
| Sales | 48.5 | 34.0 | 16.9 | 11.3 | P 14.5 | -3.0 | -14.5 | -17.1 | -5.6 | P 3.2 |
| Local sales | 33.9 | 25.7 | 12.5 | 10.1 | P 8.8 | -6.6 | -8.2 | -13.2 | -2.4 | P -1.3 |
| Exports to Japan | 20.8 | 17.6 | -0.2 | 0.2 | P 4.1 | -2.5 | -3.2 | -17.8 | 0.4 | P 3.9 |
| Exports to countries other than Japan | | | | | P 7.7 | | | | | |
| (Parent-subsidiary deals) | | | | | | | | | | |
| Export to the parent company in Japan | | | | | P 5.8 | | | | | |
| Import from the parent company in Japan | | | | | P -1.1 | | | | | |
| Acquisition of tangible fixed assets | | 21.8 | | 7.2 | P 14.8 | | -7.8 | | -14.6 | P 7.6 |
| Number of employees | 22.1 | 20.8 | 6.0 | -0.7 | P 2.8 | -2.5 | -1.3 | -14.8 | -6.7 | P 3.5 |

(3) NIES3

Results

- 1) Total sales were 792.6 billion yen, down 10.7% year on year after the sixth drop in as many terms in spite of the yen's fall against local currencies.
 - Seen by the type of industry, nine out of thirteen industries' sales have dropped; electrical machinery's sales, down 15.1% which made up a large percentage of the total, have decreased rapidly, and transport equipment's sales have diminished together with chemical's.
- 2) Total domestic sales were 438.1 billion yen, down 11.9% year on year after the six rise in as many terms.
 - Seen by the type of industry, eight industries' domestic sales have decreased such as electrical machinery's (down 19.4%).
- 3) Total exports to Japan (Japan's total reimports) were 134.4 billion yen, down 3.4% year on year for the first time in seven terms.
 - Seen by the type of industry, electrical machinery's exports have decreased by 4.7% after the six raise in as many terms, and electrical machinery's have fallen by 11.3% in two consecutive terms.
- 4) Total exports to the third nations were 220.0 billion yen, which made up 27.8% of total sales.
 - Seen by the type of industry, electrical machinery's sales accounted for 66.5% of the total. The ratio was high.
- 5) With regard to internal transactions (total imports from the head offices and total exports to, note1), total exports to the head offices were 90.4 billion yen, which accounted for 67.2% of total exports to Japan.
 - Seen by the type of industry, electrical machinery's exports made up 78.8% of the total.
 - Total imports from the head offices were 83.7 billion yen. Seen by the type of industry, electrical machinery's imports accounted for 75.1% of the total.
- 6) The total number of employees was 120,000 employees, down 4.5% year on year, marking a decrease for the second consecutive term.
 - Seen by the type of industry, the number of electrical machinery's has decreased by 6.9 % similarly. The decrease rate has expanded.

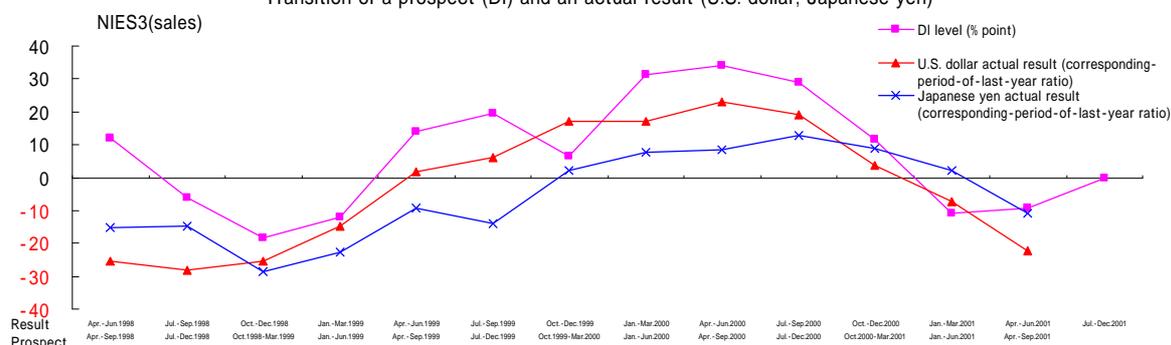
Prospects for the July-December term of 2001

- 1) The prospect for total sales has increased by 9.1 percentage point from the previous

term (minus 9.1 to 0.0). However, the DI level was low.

- Seen by the type of industry, as for electrical machinery, although the DI level was minus, the DI has increased. Transport equipment has also increased.
- 2) The prospect for total domestic sales has risen by 1.0 percentage point from the previous term (minus 7.0 to minus 6.0).
 - Seen by the type of industry, precision machinery's prospect has increased with other industries'.
 - 3) The prospect for total exports to Japan (Japan's total reimports) has risen by 4.3 percentage point from the previous term (minus 14.6 to minus 10.3) for the first time in four terms.
 - Seen by the type of industry, precision machinery's prospect has increased with other industries.
 - 5) With regard to the prospect for total exports to the third nations, the DI level was minus 11.9.
 - 5) With regard to the prospect for internal transactions (total imports from the head offices and total exports to), the DI level of exports to the head office was minus 9.6. That of total exports to Japan was also minus. The DI level of total imports from the head office was minus 25.0
 - 6) The prospect for total investments in plant and equipment (the total amount of money for acquiring fixed assets except land) has increased by 5.9 percentage point from the previous term (minus 7.1 to minus 1.2).
 - Seen by the type of industry, general machinery's' prospect has decreased along with other seven industries'.
 - 7) The prospect for the total number of employees has dropped by 0.2 percentage point from the previous term (minus 14.4 to minus 14.6), marking a drop for the third straight term.
 - Seen by the type of industry, five industries' prospects have diminished. Above all, electrical machinery's prospect has decreased in the fifth straight term.

Transition of a prospect (DI) and an actual result (U.S. dollar, Japanese yen)



1. Trends among Overseas Subsidiaries in NIES3

Unit:(Results : million yen(Number of employees:persons), Ratio over same quarter of last year)

| | Quarterly Performances | | | | | Ratio Over Same quarter of last year | | | | |
|---|------------------------|------------------|------------------|------------------|------------------|--------------------------------------|------------------|------------------|------------------|------------------|
| | Apr. - Jun. 2000 | Jul. - Sep. 2000 | Oct. - Dec. 2000 | Jan. - Mar. 2001 | Apr. - Jun. 2001 | Apr. - Jun. 2000 | Jul. - Sep. 2000 | Oct. - Dec. 2000 | Jan. - Mar. 2001 | Apr. - Jun. 2001 |
| Sales | 854,192 | 882,120 | 839,141 | 797,791 | P 792,591 | 8.4 | 12.7 | 8.8 | 2.2 | P -10.7 |
| Local sales | 402,935 | 412,355 | 389,522 | 385,299 | P 438,101 | 6.5 | 13.3 | 11.0 | 7.9 | P -11.9 |
| Exports to Japan | 145,402 | 150,794 | 162,186 | 146,022 | P 134,449 | 11.6 | 19.1 | 21.5 | 10.9 | P -3.4 |
| Exports to countries other than Japan | | | | | P 220,041 | | | | | |
| (Parent-subsidiary deals) | | | | | | | | | | |
| Export to the parent company in Japan | | | | | P 90,401 | | | | | |
| Import from the parent company in Japan | | | | | P 83,659 | | | | | |
| Acquisition of tangible fixed assets | | 42,787 | | 50,264 | P 18,293 | | -26.1 | | 35.7 | |
| Number of employees | 120,334 | 122,186 | 122,041 | 118,710 | P 119,793 | 2.1 | 4.8 | 4.7 | -0.5 | P -4.5 |

Trends in Sales of the main industry

Unit:(Results : million yen, Ratio over same quarter of last year : %)

| | Quarterly Performances | | | | | Ratio Over Same quarter of last year | | | | |
|---------------------------------|------------------------|------------------|------------------|------------------|------------------|--------------------------------------|------------------|------------------|------------------|------------------|
| | Apr. - Jun. 2000 | Jul. - Sep. 2000 | Oct. - Dec. 2000 | Jan. - Mar. 2001 | Apr. - Jun. 2001 | Apr. - Jun. 2000 | Jul. - Sep. 2000 | Oct. - Dec. 2000 | Jan. - Mar. 2001 | Apr. - Jun. 2001 |
| Manufacturing industry in total | 854,192 | 882,120 | 839,141 | 797,791 | P 792,591 | 8.4 | 12.7 | 8.8 | 2.2 | P -10.7 |
| Chemicals | 59,312 | 59,683 | 59,067 | 60,217 | P 68,411 | 0.3 | 8.6 | 8.7 | 4.9 | P -3.5 |
| Industrial machinery | 40,238 | 38,745 | 44,540 | 43,664 | P 40,549 | 6.7 | 2.4 | 18.0 | 21.5 | P -3.1 |
| Electrical machinery | 527,868 | 555,875 | 515,583 | 481,069 | P 450,418 | 13.0 | 17.6 | 8.8 | -1.4 | P -15.1 |
| Transportation equipment | 94,755 | 95,035 | 94,592 | 91,646 | P 92,370 | 12.0 | 12.1 | 16.7 | 17.2 | P -4.3 |
| Precision instruments | 19,164 | 18,868 | 19,669 | 17,489 | P 18,869 | -4.1 | 10.8 | 16.5 | -4.6 | P -5.8 |

2. Outlook for NIES3

(Unit:%points)

| | D I | | | | | Ratio Over Previous Quarter | | | | |
|---|------------------|--------------------|------------------|------------------|------------------|-----------------------------|--------------------|------------------|------------------|------------------|
| | Jul. - Dec. 2000 | Oct.2000 -Mar.2001 | Jan. - Jun. 2001 | Apr. - Sep. 2001 | Jul. - Dec. 2001 | Jul. - Dec. 2000 | Oct.2000 -Mar.2001 | Jan. - Jun. 2001 | Apr. - Sep. 2001 | Jul. - Dec. 2001 |
| Sales | 29.0 | 11.5 | -10.8 | -9.1 | P 0.0 | -4.9 | -17.5 | -22.3 | 1.7 | P 9.1 |
| Local sales | 26.9 | 16.5 | -11.0 | -7.0 | P -6.0 | -9.0 | -10.4 | -27.5 | 4.0 | P 1.0 |
| Exports to Japan | 7.6 | -3.2 | -7.9 | -14.6 | P -10.3 | 2.1 | -10.8 | -4.7 | -6.7 | P 4.3 |
| Exports to countries other than Japan | | | | | P -11.9 | | | | | |
| (Parent-subsidiary deals) | | | | | | | | | | |
| Export to the parent company in Japan | | | | | P -9.6 | | | | | |
| Import from the parent company in Japan | | | | | P -25.0 | | | | | |
| Acquisition of tangible fixed assets | | 12.8 | | -7.1 | P -1.2 | | -2.8 | | -19.9 | P 5.9 |
| Number of employees | 2.7 | 3.0 | -8.5 | -14.4 | P -14.6 | -2.2 | 0.3 | -11.5 | -5.9 | P -0.2 |

(4) China & other Asia

Results

- 1) Total sales were 828.7 billion yen, up 16.1% year on year, marking a rise for the ninth straight term, because of the yen's retreat against local currencies.
 - Seen by the type of industry, all industries' sales have increased except nonferrous metal's; electrical machinery's sales have increased by 11.0 % similarly, registering for the seventh straight term, and general machinery's sales have continued to grow (50.0% similarly) along with precision machinery's (22.0% similarly).
- 2) Total domestic sales were 329.2 billion yen, up 10.2% year on year, marking a rise for the sixth consecutive term together with total sales.
 - Seen by the type of industry, eight industries' domestic sales have grown. Above all, electrical machinery's have increased by 8.9%, registering a rise for the fifth consecutive term.
- 3) Total exports to Japan (Japan's total reimports) were 262.5 billion yen, up 25.3% year on year, posting a rise for the eighth consecutive term.
 - Seen by the type of industry, ten industries' exports have increased; general machinery's exports have continued to rise (51.5% similarly) along with electrical machinery's (14.2% similarly) and precision machinery's (34.0% similarly).
- 4) Total exports to the third nations were 237.0 billion yen, which accounted for 28.6% of total sales.
 - Seen by the type of industry, electrical machinery's exports made up 77.4% of the total.
- 5) With regard to internal transactions (total imports to the head offices and total exports to: note1),
 - Total exports to the head offices were 152.7 billion yen, which made up 58.2% of total exports to Japan.

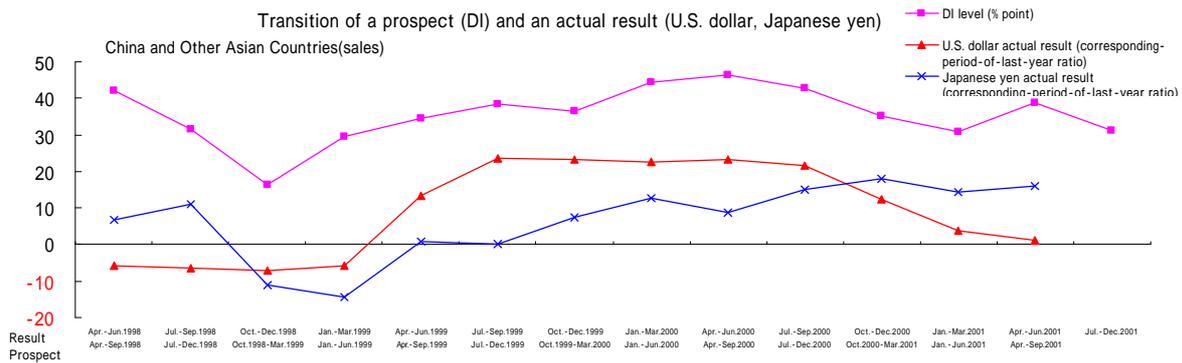
Seen by the type of industry, electrical machinery's exports accounted for 46.5% of the total, followed by general machinery's 27.5%.
 - Total imports from the head offices were 104.2 billion yen.

Seen by the type of industry, electrical machinery's imports accounted for 46.0% of the total, followed by general machinery's 18.1%.
- 6) The total number of employees was 421,000 employees, up 5.7% from the same period last year, marking a rise for the fifteenth consecutive term from the October-December quarter of 1997 when it became possible to compare.
 - Seen by the type of industry, the numbers of all industries' employees have grown

except that of transport equipment's. The number of electrical machinery's employees has continued to rise by 2.2% similarly.

Prospects for the July-December term of 2001

- 1) Total sales prospect has worsened by 7.8 percentage point from the previous term (38.9 to 31.1).
 - Seen by the type of industry, sales prospects of nine industries have worsened. Above all, the prospect of general machinery has deteriorated significantly.
- 2) The prospect for total domestic sales has worsened by 9.7 percentage point similarly (36.7 to 27.0).
 - Seen by the type of industry, the prospects of nine industries' have worsened such as general machinery.
- 3) The prospect for total exports to Japan (Japan's total reimports) have improved by 6.7 percentage point similarly (11.9 to 18.6), registering a rise for the second straight term.
 - Seen by the type of industry, the prospects of nine industries have brightened including electrical machinery and textile.
- 4) With regard to total exports to the third nations, the DI level was plus 7.4.
- 5) With regard to internal transactions (total imports from the head offices and total exports to), the DI level of total exports to the head offices was plus 16.9. That of exports to Japan was also plus. The DI level of total imports from the head offices was plus 8.2.
- 6) The prospect for total investments in plant and equipment (the total amount of money for acquiring fixed assets except land) has improved by 9.5 percentage point similarly (13.3 to 22.8).
 - Seen by the type of industry, ten industries' prospects have brightened such as electrical machinery's and transport equipment's.
- 7) The prospect for the total number of employees have improved by 1.6 percentage point similarly (11.0 to 12.6), posting a rise for the second consecutive term.
 - Seen by the type of industry, six industries' prospects have brightened such as textile's.



1. Trends among Overseas Subsidiaries in China and Other Asian Countries

Unit(Results : million yen/Number of employees:persons), Ratio over same quarter of last year : %

| | Quarterly Performances | | | | | Ratio Over Same quarter of last year | | | | |
|---|------------------------|------------------|------------------|------------------|------------------|--------------------------------------|------------------|------------------|------------------|------------------|
| | Apr. - Jun. 2000 | Jul. - Sep. 2000 | Oct. - Dec. 2000 | Jan. - Mar. 2001 | Apr. - Jun. 2001 | Apr. - Jun. 2000 | Jul. - Sep. 2000 | Oct. - Dec. 2000 | Jan. - Mar. 2001 | Apr. - Jun. 2001 |
| Sales | 643,675 | 703,082 | 666,062 | 653,105 | P 828,733 | 8.6 | 15.0 | 17.9 | 14.3 | P 16.1 |
| Local sales | 252,356 | 270,290 | 245,594 | 253,945 | P 329,233 | 3.8 | 20.7 | 21.1 | 23.6 | P 10.2 |
| Exports to Japan | 183,184 | 201,788 | 202,250 | 206,992 | P 262,480 | 19.1 | 23.8 | 27.0 | 24.2 | P 25.3 |
| Exports to countries other than Japan | | | | | P 237,020 | | | | | |
| (Parent-subsidiary deals) | | | | | | | | | | |
| Export to the parent company in Japan | | | | | P 152,667 | | | | | |
| Import from the parent company in Japan | | | | | P 104,192 | | | | | |
| Acquisition of tangible fixed assets | | 41,233 | | 35,979 | P 36,675 | | 84.9 | | -8.3 | |
| Number of employees | 339,042 | 350,976 | 360,195 | 360,064 | P 420,517 | 16.7 | 14.3 | 12.9 | 7.6 | P 5.7 |

Trends in Sales of the main industry

Unit(Results : million yen, Ratio over same quarter of last year : %)

| | Quarterly Performances | | | | | Ratio Over Same quarter of last year | | | | |
|---------------------------------|------------------------|------------------|------------------|------------------|------------------|--------------------------------------|------------------|------------------|------------------|------------------|
| | Apr. - Jun. 2000 | Jul. - Sep. 2000 | Oct. - Dec. 2000 | Jan. - Mar. 2001 | Apr. - Jun. 2001 | Apr. - Jun. 2000 | Jul. - Sep. 2000 | Oct. - Dec. 2000 | Jan. - Mar. 2001 | Apr. - Jun. 2001 |
| Manufacturing industry in total | 643,675 | 703,082 | 666,062 | 653,105 | P 828,733 | 8.6 | 15.0 | 17.9 | 14.3 | P 16.1 |
| Chemicals | 22,755 | 22,958 | 23,239 | 22,909 | P 28,838 | 15.2 | 5.1 | 22.5 | 9.1 | P 19.4 |
| Industrial machinery | 69,302 | 75,671 | 84,696 | 93,121 | P 104,034 | 1.6 | 12.3 | 31.7 | 37.6 | P 50.0 |
| Electrical machinery | 370,644 | 412,100 | 386,555 | 346,957 | P 444,588 | 10.9 | 17.0 | 17.0 | 3.6 | P 11.0 |
| Transportation equipment | 22,644 | 22,063 | 18,523 | 20,493 | P 44,807 | -6.7 | 10.8 | 4.4 | 12.0 | P 12.3 |
| Precision instruments | 56,950 | 67,558 | 59,081 | 61,483 | P 69,307 | 11.2 | 20.2 | 11.1 | 26.4 | P 22.0 |

2. Outlook for China and Other Asian Countries

(Unit:%points)

| | D I | | | | | Ratio Over Previous Quarter | | | | |
|---|------------------|--------------------|------------------|------------------|------------------|-----------------------------|--------------------|------------------|------------------|------------------|
| | Jul. - Dec. 2000 | Oct.2000 -Mar.2001 | Jan. - Jun. 2001 | Apr. - Sep. 2001 | Jul. - Dec. 2001 | Jul. - Dec. 2000 | Oct.2000 -Mar.2001 | Jan. - Jun. 2001 | Apr. - Sep. 2001 | Jul. - Dec. 2001 |
| Sales | 42.9 | 35.1 | 30.8 | 38.9 | P 31.1 | -3.4 | -7.8 | -4.3 | 8.1 | P -7.8 |
| Local sales | 39.8 | 28.7 | 30.3 | 36.7 | P 27.0 | -5.4 | -11.1 | 1.6 | 6.4 | P -9.7 |
| Exports to Japan | 18.0 | 14.7 | 9.2 | 11.9 | P 18.6 | 0.2 | -3.3 | -5.5 | 2.7 | P 6.7 |
| Exports to countries other than Japan | | | | | P 7.4 | | | | | |
| (Parent-subsidiary deals) | | | | | | | | | | |
| Export to the parent company in Japan | | | | | P 16.9 | | | | | |
| Import from the parent company in Japan | | | | | P 8.2 | | | | | |
| Acquisition of tangible fixed assets | | 25.7 | | 13.3 | P 22.8 | | 2.3 | | -12.4 | P 9.5 |
| Number of employees | 15.5 | 12.5 | 10.1 | 11.0 | P 12.6 | -4.3 | -3.0 | -2.4 | 0.9 | P 1.6 |

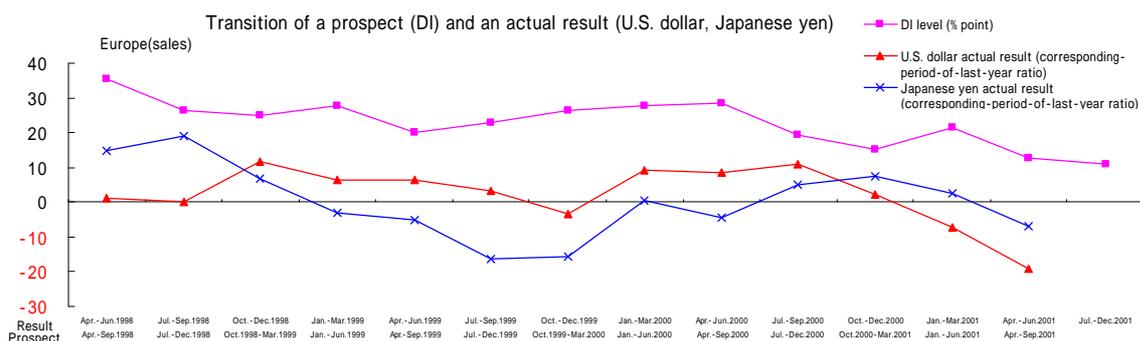
(5) Europe

Results

- 1) Total sales were 1800.6 billion yen, down 6.8 year on year after the third raise in as many terms in spite of the yen's retreat against local currencies.
 - Seen by the type of industry, electrical machinery's sales have decreased rapidly (16.5% similarly), and transport equipment's sales have also dropped by 13.7 % similarly.
- 2) Total domestic sales were 1,303.2 billion yen, down 10.7% similarly after the third raise in as many terms along with total sales.
 - Seen by the type of industry, transport equipment's domestic sales have fallen by 24.2% similarly along with electrical machinery's (14.7% similarly) like these industries' sales.
- 3) Total exports to Japan (Japan's total reimports) were 25.1 billion yen, down 23.0% similarly.
 - Seen by the type of industry, electrical machinery's exports have decreased significantly (38.6% similarly).
- 4) Total exports to the third nations were 472.3 billion yen, which accounted for 26.2% of total sales.
 - Seen by the type of industry, transport equipment's exports made up 34.3% of the total, followed by electrical machinery's 24.3%.
- 5) With regard to internal transactions (total imports to the head offices and total exports to: note1),
 - Total exports to the head offices were 11.7 billion yen, which made up 46.9% of total exports to Japan. Seen by the type of industry, electrical machinery's exports accounted for 73.3% of the total, which was a large percentage.
 - Total imports from the head offices were 144.6 billion yen, 12.3 times as much as total exports to the head offices.
Seen by the type of industry, electrical machinery's imports accounted for 39.0% of the total, followed by transport equipment's 32.3%.
- 6) The total number of employees was 207,000 employees, down 3.1%, registering a drop for the second consecutive term.
 - Seen by the type of industry, the numbers of six industries' employees have dropped such as chemical's (minus 17.4% similarly) and electrical machinery's (minus 5.2% similarly).

Prospects for the July-December term of 2001

- 1) Total sales prospect has worsened by 1.7 percentage point from the previous term (12.7 to 11.0), registering a drop for the second consecutive term.
 - Seen by the type of industry, sales prospects of seven industries have worsened including general machinery and transport equipment.
- 2) The prospect for total domestic sales has worsened by 5.2 percentage point similarly (11.7 to 6.5), marking a drop for the second consecutive term along with total sales.
 - Seen by the type of industry, five industries' prospects have worsened such as general machinery's and transport equipment's.
- 3) The prospect for total exports to Japan (Japan's total reimports) has deteriorated by 2.6 percentage point similarly (minus 1.5 to minus 4.1), marking a drop for the third straight term.
- 4) With regard to total exports to the third nations, the level of the DI was plus 1.6.
- 5) With regard to internal transactions (total imports from the head offices and total exports to), the DI level of total exports to the head office was minus 4.3. Total exports to Japan were also at minus level. The DI level of total imports from the head offices was minus 6.3.
- 6) The prospect for total investments in plant and equipment (the total amount of money for acquiring fixed assets except land) has worsened by 2.7 percentage point similarly (4.3 to 1.6), registering a drop for the second consecutive term.
 - Seen by the type of industry, the DI level of transport equipment has become minus, and that of electrical machinery has continued to worsen.
- 7) The prospect for the total number of employees has deteriorated by 0.4 percentage point similarly (minus 5.0 to minus 5.4), marking a drop for the second consecutive term.
 - Seen by the type of industry, general machinery's prospects have worsened together with electrical machinery's.



1. Trends among Overseas Subsidiaries in Europe Unit(Results : million yen(Number of employees:persons), Ratio over same quarter of last year

| | Quarterly Performances | | | | | Ratio Over Same quarter of last year | | | | |
|---|------------------------|------------------|------------------|------------------|------------------|--------------------------------------|------------------|------------------|------------------|------------------|
| | Apr. - Jun. 2000 | Jul. - Sep. 2000 | Oct. - Dec. 2000 | Jan. - Mar. 2001 | Apr. - Jun. 2001 | Apr. - Jun. 2000 | Jul. - Sep. 2000 | Oct. - Dec. 2000 | Jan. - Mar. 2001 | Apr. - Jun. 2001 |
| Sales | 1,806,872 | 1,758,765 | 1,814,521 | 1,992,397 | P 1,800,590 | -4.5 | 4.9 | 7.3 | 2.5 | P -6.8 |
| Local sales | 1,162,827 | 1,151,883 | 1,186,873 | 1,326,486 | P 1,303,235 | -3.7 | 6.6 | 13.5 | 3.4 | P -10.7 |
| Exports to Japan | 22,844 | 17,946 | 17,355 | 23,871 | P 25,061 | 9.8 | -21.7 | -6.9 | 3.5 | P -23.0 |
| Exports to countries other than japan | | | | | P 472,294 | | | | | |
| (Parent-subsidiary deals) | | | | | | | | | | |
| Export to the parent company in japan | | | | | P 11,746 | | | | | |
| Import from the parent company in japan | | | | | P 144,634 | | | | | |
| Acquisition of tangible fixed assets | | 87,315 | | 100,841 | P 36,550 | | -49.7 | | -28.0 | |
| Number of employees | 192,793 | 188,374 | 182,750 | 184,384 | P 206,863 | 6.2 | 4.5 | 9.9 | -1.8 | P -3.1 |

Trends in Sales of the main industry Unit(Results : million yen, Ratio over same quarter of last year : %)

| | Quarterly Performances | | | | | Ratio Over Same quarter of last year | | | | |
|---------------------------------|------------------------|------------------|------------------|------------------|------------------|--------------------------------------|------------------|------------------|------------------|------------------|
| | Apr. - Jun. 2000 | Jul. - Sep. 2000 | Oct. - Dec. 2000 | Jan. - Mar. 2001 | Apr. - Jun. 2001 | Apr. - Jun. 2000 | Jul. - Sep. 2000 | Oct. - Dec. 2000 | Jan. - Mar. 2001 | Apr. - Jun. 2001 |
| Manufacturing industry in total | 1,806,872 | 1,758,765 | 1,814,521 | 1,992,397 | P 1,800,590 | -4.5 | 4.9 | 7.3 | 2.5 | P -6.8 |
| Chemicals | 190,066 | 218,648 | 222,956 | 235,763 | P 249,734 | -11.3 | 9.9 | 16.7 | 19.4 | P 29.9 |
| Industrial machinery | 177,533 | 150,365 | 140,079 | 184,044 | P 201,851 | -10.0 | -1.1 | -5.9 | 7.8 | P 6.6 |
| Electrical machinery | 732,956 | 735,345 | 805,367 | 754,461 | P 643,101 | 22.5 | 26.8 | 21.5 | -4.1 | P -16.5 |
| Transportation equipment | 509,802 | 458,964 | 458,885 | 616,159 | P 480,603 | -18.2 | -10.5 | -7.3 | 3.1 | P -13.7 |
| Precision instruments | 31,380 | 35,596 | 31,466 | 35,340 | P 32,692 | 4.4 | 16.1 | -18.3 | 8.0 | P -3.5 |

2. Outlook for Europe (Unit:%points)

| | D I | | | | | Ratio Over Previous Quarter | | | | |
|---|------------------|--------------------|------------------|------------------|------------------|-----------------------------|--------------------|------------------|------------------|------------------|
| | Jul. - Dec. 2000 | Oct.2000 -Mar.2001 | Jan. - Jun. 2001 | Apr. - Sep. 2001 | Jul. - Dec. 2001 | Jul. - Dec. 2000 | Oct.2000 -Mar.2001 | Jan. - Jun. 2001 | Apr. - Sep. 2001 | Jul. - Dec. 2001 |
| Sales | 19.3 | 15.0 | 21.6 | 12.7 | P 11.0 | -9.3 | -4.3 | 6.6 | -8.9 | P -1.7 |
| Local sales | 19.6 | 14.0 | 20.4 | 11.7 | P 6.5 | -4.2 | -5.6 | 6.4 | -8.7 | P -5.2 |
| Exports to Japan | -1.0 | 4.1 | -1.0 | -1.5 | P -4.1 | -2.0 | 5.1 | -5.1 | -0.5 | P -2.6 |
| Exports to countries other than japan | | | | | P 1.6 | | | | | |
| (Parent-subsidiary deals) | | | | | | | | | | |
| Export to the parent company in japan | | | | | P -4.3 | | | | | |
| Import from the parent company in japan | | | | | P -6.3 | | | | | |
| Acquisition of tangible fixed assets | | 11.3 | | 4.3 | P 1.6 | | -5.4 | | -7.0 | P -2.7 |
| Number of employees | -1.4 | -2.1 | -1.8 | -5.0 | P -5.4 | -5.6 | -0.7 | 0.3 | -3.2 | P -0.4 |

(Reference)

1 . Comparison with the exchange rates of the Japanese yen and the US dollar

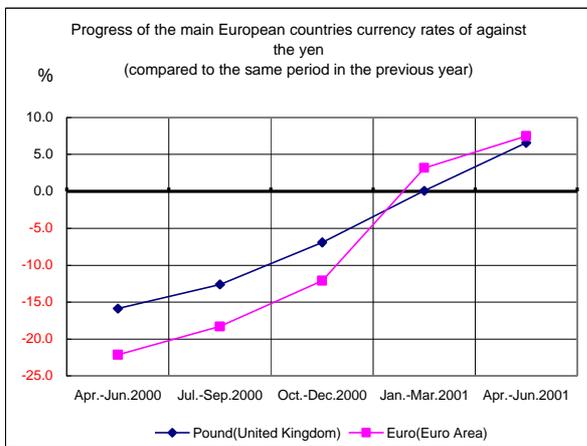
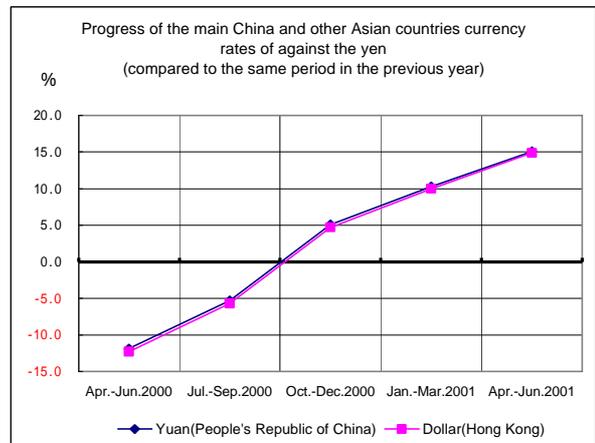
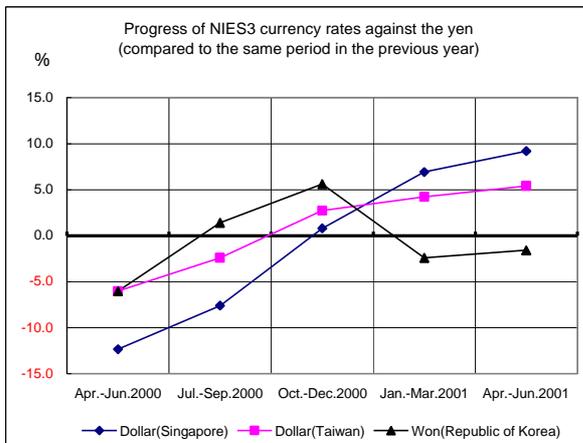
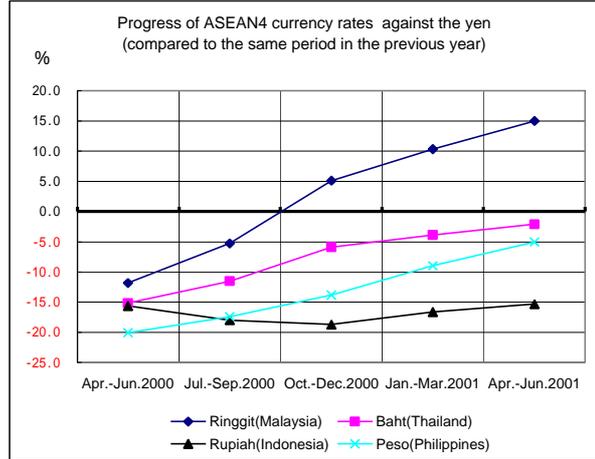
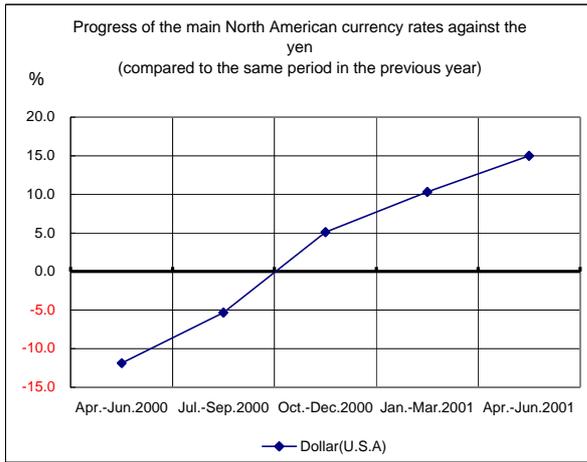
(Ratio Over Same quarter of last year : %)

| Area | Item | Japanese yen equivalent | | | | | US dollar equivalent | | | | |
|-----------------|------------------|-------------------------|---------|---------|---------|---------|----------------------|---------|---------|---------|---------|
| | | 2000 | | | 2001 | | 2000 | | | 2001 | |
| | | Apr-Jun | Jul-Sep | Oct-Dec | Jan-Mar | Apr-Jun | Apr-Jun | Jul-Sep | Oct-Dec | Jan-Mar | Apr-Jun |
| All areas | Sales | 0.7 | 9.7 | 15.3 | 12.8 | 7.1 | 14.2 | 15.9 | 9.7 | 2.3 | -6.9 |
| | Local sales | 0.3 | 6.4 | 12.4 | 9.9 | 6.9 | 13.7 | 12.4 | 7.0 | -0.4 | -7.1 |
| | Exports to Japan | 11.5 | 15.5 | 24.3 | 19.1 | 7.3 | 26.5 | 21.9 | 18.4 | 7.9 | -6.8 |
| North America | Sales | -1.9 | 7.7 | 17.6 | 16.5 | 11.9 | 11.3 | 13.7 | 12.0 | 5.6 | -2.7 |
| | Local sales | -0.4 | 2.1 | 8.8 | 10.3 | 12.7 | 13.0 | 7.9 | 3.6 | -0.0 | -2.0 |
| | Exports to Japan | 11.1 | 13.6 | 16.7 | 10.2 | -0.1 | 26.1 | 20.0 | 11.1 | -0.1 | -13.1 |
| Asia | Sales | 9.2 | 15.2 | 15.8 | 11.6 | 3.9 | 23.9 | 21.6 | 10.2 | 1.2 | -9.6 |
| | Local sales | 9.7 | 18.0 | 18.4 | 14.4 | -0.4 | 24.5 | 24.6 | 12.7 | 3.7 | -13.4 |
| | Exports to Japan | 11.6 | 17.5 | 25.9 | 20.4 | 9.5 | 26.6 | 24.1 | 19.9 | 9.2 | -4.8 |
| ASEAN4 | Sales | 10.3 | 17.1 | 19.8 | 17.0 | 8.2 | 25.1 | 23.7 | 14.0 | 6.1 | -5.9 |
| | Local sales | 16.9 | 20.8 | 23.5 | 15.6 | 6.0 | 32.6 | 27.5 | 17.6 | 4.8 | -7.9 |
| | Exports to Japan | 7.4 | 13.0 | 27.5 | 22.6 | 5.9 | 21.8 | 19.3 | 21.4 | 11.2 | -8.0 |
| NIES3 | Sales | 8.4 | 12.7 | 8.8 | 2.2 | -10.7 | 23.0 | 19.0 | 3.6 | -7.4 | -22.3 |
| | Local sales | 6.5 | 13.3 | 11.0 | 7.9 | -11.9 | 20.8 | 19.7 | 5.6 | -2.2 | -23.4 |
| | Exports to Japan | 11.6 | 19.1 | 21.5 | 10.9 | -3.4 | 26.6 | 25.8 | 15.6 | 0.6 | -16.0 |
| China and other | Sales | 8.6 | 15.0 | 17.9 | 14.3 | 16.1 | 23.3 | 21.5 | 12.3 | 3.7 | 1.0 |
| | Local sales | 3.8 | 20.7 | 21.1 | 23.6 | 10.2 | 17.7 | 27.5 | 15.2 | 12.0 | -4.2 |
| | Exports to Japan | 19.1 | 23.8 | 27.0 | 24.2 | 25.3 | 35.1 | 30.8 | 20.9 | 12.6 | 8.9 |
| Europe | Sales | -4.5 | 4.9 | 7.3 | 2.5 | -6.8 | 8.4 | 10.8 | 2.2 | -7.1 | -19.0 |
| | Local sales | -3.7 | 6.6 | 13.5 | 3.4 | -10.7 | 9.2 | 12.6 | 8.1 | -6.3 | -22.4 |
| | Exports to Japan | 9.8 | -21.7 | -6.9 | 3.5 | -23.0 | 24.6 | -17.3 | -11.4 | -6.2 | -33.1 |
| Other | Sales | 1.2 | 15.9 | 21.5 | 29.1 | 34.2 | 14.8 | 22.4 | 15.6 | 17.0 | 16.6 |
| | Local sales | -8.8 | 10.5 | 24.9 | 22.2 | 33.3 | 3.5 | 16.7 | 18.9 | 10.8 | 15.8 |
| | Exports to Japan | 15.2 | -1.6 | 52.6 | 53.6 | 5.0 | 30.7 | 3.9 | 45.2 | 39.2 | -8.7 |

2. Results in the main countries and areas

| | Item | Results(million yen, persons) | | | | | Ratio Over Same quarter of last year(%) | | | | |
|--|---------------------|-------------------------------|-----------|-----------|-----------|-----------|---|---------|---------|---------|---------|
| | | 2000 | | | 2001 | | 2000 | | | 2001 | |
| | | Apr-Jun | Jul-Sep | Oct-Dec | Jan-Mar | Apr-Jun | Apr-Jun | Jul-Sep | Oct-Dec | Jan-Mar | Apr-Jun |
| United States of America | Sales | 3,842,000 | 4,161,948 | 4,201,952 | 4,419,653 | 4,848,872 | -3.5 | 8.6 | 18.0 | 15.9 | 11.7 |
| | Local sales | 2,756,467 | 2,758,482 | 2,768,110 | 2,976,921 | 4,477,038 | -2.3 | 2.0 | 7.4 | 7.9 | 12.1 |
| | Exports to Japan | 73,491 | 74,349 | 72,410 | 79,881 | 96,040 | 12.5 | 12.2 | 17.0 | 12.2 | 5.2 |
| | Number of employees | 387,776 | 389,141 | 385,669 | 381,596 | 411,190 | -1.2 | 1.0 | 1.6 | -0.0 | -4.0 |
| Indonesia | Sales | 190,603 | 222,473 | 207,131 | 216,726 | 254,629 | 9.4 | 24.9 | 15.4 | 19.1 | 8.9 |
| | Local sales | 81,741 | 97,853 | 88,511 | 86,307 | 95,796 | 24.1 | 37.5 | 16.0 | 8.7 | -1.9 |
| | Exports to Japan | 23,716 | 24,752 | 26,239 | 34,657 | 58,064 | -12.9 | -4.1 | -4.4 | 24.0 | 15.6 |
| | Number of employees | 136,338 | 143,395 | 140,915 | 141,369 | 168,930 | 13.4 | 17.5 | 10.8 | 6.8 | 2.3 |
| Malaysia | Sales | 404,473 | 438,879 | 408,023 | 410,821 | 419,371 | 8.4 | 13.7 | 13.9 | 12.4 | 3.6 |
| | Local sales | 115,444 | 131,093 | 130,612 | 121,284 | 117,862 | 18.0 | 25.6 | 19.7 | 9.9 | 4.2 |
| | Exports to Japan | 86,254 | 81,640 | 91,709 | 97,010 | 98,350 | -0.3 | -1.4 | 15.9 | 19.4 | 1.0 |
| | Number of employees | 174,806 | 178,319 | 177,889 | 172,987 | 168,413 | 8.0 | 9.2 | 6.3 | 0.6 | -3.1 |
| Philippines | Sales | 183,525 | 214,424 | 212,231 | 220,448 | 227,020 | 14.7 | 23.4 | 23.7 | 18.6 | 14.4 |
| | Local sales | 42,903 | 50,496 | 49,649 | 58,620 | 73,690 | -11.6 | 13.1 | 15.0 | 32.8 | 39.9 |
| | Exports to Japan | 86,183 | 95,794 | 97,596 | 91,912 | 91,759 | 20.2 | 17.4 | 30.1 | 1.8 | -4.6 |
| | Number of employees | 98,433 | 103,390 | 102,017 | 101,970 | 110,344 | 14.0 | 14.1 | 8.2 | 9.4 | 0.5 |
| Thailand | Sales | 354,779 | 384,611 | 420,531 | 412,435 | 485,159 | 10.7 | 13.6 | 26.5 | 19.9 | 9.7 |
| | Local sales | 191,093 | 198,772 | 232,221 | 210,866 | 261,242 | 22.1 | 13.0 | 31.2 | 17.8 | 2.0 |
| | Exports to Japan | 92,264 | 108,408 | 112,703 | 119,679 | 113,292 | 11.0 | 27.9 | 48.7 | 49.0 | 17.7 |
| | Number of employees | 137,805 | 144,449 | 147,616 | 142,705 | 177,694 | 9.6 | 13.0 | 12.9 | 7.0 | 4.1 |
| Republic of Korea | Sales | 88,366 | 98,995 | 94,291 | 88,319 | 111,588 | 11.9 | 28.3 | 22.8 | 11.4 | 6.5 |
| | Local sales | 48,768 | 53,198 | 51,910 | 51,650 | 69,153 | 14.0 | 30.3 | 27.2 | 22.2 | 11.2 |
| | Exports to Japan | 25,000 | 30,917 | 26,919 | 23,430 | 25,900 | 7.2 | 35.4 | 14.6 | -0.4 | -3.6 |
| | Number of employees | 17,119 | 17,501 | 17,490 | 17,123 | 21,015 | 6.8 | 9.3 | 7.5 | 2.0 | -0.7 |
| Singapore | Sales | 435,957 | 459,605 | 430,392 | 391,098 | 392,489 | 9.8 | 13.1 | 11.5 | -0.3 | -12.6 |
| | Local sales | 206,099 | 218,639 | 203,842 | 190,340 | 198,391 | 8.8 | 17.2 | 16.8 | 9.4 | -15.0 |
| | Exports to Japan | 51,156 | 52,758 | 61,767 | 52,803 | 68,173 | 10.3 | 17.6 | 45.5 | 15.2 | -2.7 |
| | Number of employees | 49,555 | 50,278 | 51,692 | 50,166 | 49,242 | 3.5 | 8.3 | 12.1 | 4.6 | -2.6 |
| Taiwan | Sales | 327,969 | 321,731 | 312,266 | 314,763 | 288,514 | 6.2 | 8.1 | 2.0 | 2.4 | -12.8 |
| | Local sales | 148,068 | 140,518 | 133,770 | 143,309 | 170,557 | 1.4 | 2.8 | -1.4 | 1.7 | -14.4 |
| | Exports to Japan | 69,246 | 67,119 | 73,500 | 69,789 | 40,376 | 14.2 | 13.9 | 8.8 | 12.1 | -4.4 |
| | Number of employees | 53,141 | 53,877 | 52,318 | 50,877 | 49,536 | -0.4 | 0.5 | -2.4 | -5.9 | -7.5 |
| People's Republic of China (Hong Kong is included) | Sales | 614,831 | 674,242 | 639,486 | 625,763 | 776,309 | 8.9 | 14.9 | 18.0 | 14.1 | 16.4 |
| | Local sales | 227,233 | 247,382 | 225,460 | 232,772 | 289,204 | 4.5 | 21.8 | 22.6 | 25.4 | 10.7 |
| | Exports to Japan | 182,120 | 199,999 | 200,462 | 204,739 | 254,852 | 19.3 | 23.5 | 26.7 | 23.6 | 25.0 |
| | Number of employees | 317,229 | 327,703 | 338,904 | 338,917 | 382,249 | 16.7 | 14.3 | 13.8 | 8.2 | 6.5 |
| United Kingdom | Sales | 248,456 | 272,900 | 256,240 | 234,825 | 273,401 | 4.4 | 5.7 | 10.6 | 0.6 | 6.5 |
| | Local sales | 75,561 | 80,779 | 67,657 | 63,639 | 89,825 | -2.8 | 12.3 | 3.8 | 4.5 | -3.4 |
| | Exports to Japan | 82,614 | 86,248 | 86,909 | 91,584 | 98,109 | 17.0 | 14.9 | 25.1 | 16.2 | 10.9 |
| | Number of employees | 62,433 | 62,730 | 65,314 | 65,916 | 65,484 | 13.9 | 9.6 | 9.0 | 5.3 | 3.8 |
| France | Sales | 366,375 | 401,342 | 383,246 | 390,938 | 502,908 | 12.2 | 22.0 | 23.5 | 24.1 | 23.1 |
| | Local sales | 151,672 | 166,603 | 157,803 | 169,133 | 199,379 | 8.6 | 27.0 | 33.0 | 35.7 | 18.9 |
| | Exports to Japan | 99,506 | 113,751 | 113,553 | 113,155 | 156,743 | 21.4 | 31.0 | 27.9 | 30.2 | 36.2 |
| | Number of employees | 254,796 | 264,973 | 273,590 | 273,001 | 316,765 | 17.5 | 15.5 | 15.0 | 8.9 | 7.1 |
| Germany | Sales | 699,758 | 687,144 | 717,824 | 783,166 | 624,390 | -1.5 | 13.5 | 9.3 | -6.8 | -15.8 |
| | Local sales | 463,597 | 457,478 | 493,684 | 546,391 | 465,480 | -1.9 | 12.7 | 20.0 | -6.0 | -17.0 |
| | Exports to Japan | 11,089 | 9,629 | 8,359 | 14,742 | 9,982 | 27.8 | 4.0 | -20.5 | 26.0 | -37.2 |
| | Number of employees | 62,625 | 60,700 | 61,412 | 58,473 | 63,888 | 4.3 | 3.4 | 10.4 | -7.8 | -3.6 |
| Netherlands | Sales | 174,678 | 168,527 | 163,421 | 183,513 | 195,631 | -10.7 | 2.0 | 2.2 | 9.3 | 2.7 |
| | Local sales | 78,705 | 102,513 | 96,364 | 110,852 | 146,343 | -10.9 | 56.4 | 53.9 | 49.2 | 4.2 |
| | Exports to Japan | 507 | 414 | 510 | 482 | 1,620 | -13.8 | 5.9 | 22.3 | 27.2 | 16.0 |
| | Number of employees | 27,982 | 27,646 | 23,636 | 26,891 | 26,356 | 0.2 | -0.2 | -1.9 | 11.8 | -4.3 |

Progress of the currency rates of the main regions against the yen



International Financial Statistics (International Monetary Fund)

The reference of data

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