

THE STUDY ON SELECTED INDUSTRIAL PRODUCT DEVELOPMENT IN MALAYSIA

FIRST YEAR FINAL REPORT

(ADDENDUM)

SEPTEMBER 1988

JAPAN INTERNATIONAL COOPERATION AGENCY

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The Study on Selected Industrial Product Development in Malaysia (Addendum)

SEPTEMBER 1988

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INDUSTRIAL PRODUCT
DEVELOPMENT IN MALAYSIA**

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(ADDENDUM)

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JAPAN INTERNATIONAL COOPERATION AGENCY

国際協力事業団

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POSSIBILITIES FOR LOCAL INVESTMENT BY AND TECHNICAL TIE-UPS WITH JAPANESE AFFILIATED COMPANIES

I. Summary

Since the G5 Conference (conference of financial ministers of 5 advanced nations) of September 1985, the yen has been appreciating rapidly. This has sparked a surge in direct overseas investment by Japanese companies. A look at the regions of investment shows, first of all, there being striking growth in investment in the U.S. and South Korea, Taiwan, and other Asian NIES, but also recently a surge in investment in the ASEAN countries. Looking at the notifications of direct foreign investment made by Japanese companies to Japan's Ministry of Finance, announced at the end of May of this year, we can see a doubling of investment in Asia from the US\$2,327 million of fiscal 1986 to US\$4,868 million in fiscal 1987, a 109% rise. A look at the investment in the four ASEAN nations shows an increase from US\$250 million in 1986 to US\$545 million in 1987 in Indonesia, from US\$158 million to US\$163 million in Malaysia, US\$124 million to US\$250 million in Thailand, and US\$21 million to US\$72 million in the Philippines.

To delve into the possibilities for overseas investment and technical tie-ups, a questionnaire survey was run, as follows, on 1097 Japanese companies in the 4 industries covered by the current study:

(1) Period of questionnaire: April to May 1988

(2) Companies covered by questionnaire

A list of 1097 companies in the four industries was prepared. This was principally based on lists of member companies of various industrial organizations.

(3) Total number of questionnaires dispatched

| | | |
|------------------------|------|-------|
| Moulds and dies | 671 | (95) |
| Automotive metal parts | 206 | (78) |
| Chinaware | 175 | (38) |
| Glassware | 45 | (6) |
| <hr/> | | |
| Total | 1097 | (217) |

Figures in parentheses indicate number of responding companies.

(4) Recovery rate

| | |
|------------------------|-------|
| Moulds and dies | 14.2% |
| Automotive metal parts | 37.9% |
| Chinaware | 21.7% |
| Glassware | 13.3% |
| <hr/> | |
| Total | 19.8% |

(5) Questionnaire items

See attached questionnaire form

2. Analysis of Results of Questionnaire Survey

The questionnaire was sent to 1097 companies total in four industries. Responses were received from 217 of these, for a recovery rate of 19.8%. A look at the recovery rate by industry shows a rate of 37.9% for auto parts, 21.7% for ceramics, 14.2% for molds and dies, and 13.3% for ceramics, with the rate highest for auto parts. Responses were received from 79 companies for auto parts, showing the high degree of interest in overseas investment. Further, responses were received from 92 companies in the field of molds and dies.

Of these, there were 29 companies in the auto parts industry already with either 100% independent or joint venture overseas investments, 10 in molds and dies, 7 in ceramics, and 1 in glassware. The percentage of companies already with overseas investments among the companies responding was 37.2% for auto parts, 18.4% for ceramics, 16.7% for glassware, and 10.5% for molds and dies, showing a striking degree of investment in auto parts. Further, a look at technical tie-ups with overseas companies

shows 52 auto parts companies already with tie-ups, also reflecting the considerable degree of overseas activity in auto parts.

Next, a look at the companies planning to invest overseas in the future shows 32 auto parts companies with such plans (41.0% of the responding companies), 33 mold and die companies (34.7%), 8 ceramics companies (21.1%), and 1 glassware company (16.7%). There were particularly many companies in the fields of auto parts and molds and dies responding that they were planning to invest overseas in the future. Further, in these industries, there were more firms planning overseas investment than technical tie-ups. This may be considered to indicate a primary interest in overseas investment rather than technical tie-ups in the case of business activities overseas.

[Companies Planning to Invest in Malaysia]

Of the companies planning to invest overseas (100% investments or joint ventures), there were 9 in the mold and die industry considering Malaysia, 3 in auto parts, 2 in ceramics, and none in glassware. That is, the biggest field of interest in Malaysia in future investment plans is molds and dies. Of the 9 mold and die companies planning investment, 2 responded that they were currently studying the matter and the remaining ones that they would study it in the future. That is, most were in the planning stages and it will take time before they actually make their move. There were 7 firms indicating interest in joint ventures and 2 in only technical tie-ups. Of these, 8 wished partners to be introduced, a high percentage. The most frequent objectives mentioned for investment in Malaysia were "measures to cope with the yen appreciation" (6 companies), "expansion of sales channels to third country markets" (6 companies), and "use of the labor force" (7 companies) (including multiple responses, Table 3).

Of the 12 companies given in Table 3, 1 already has a factory overseas and another 2 have technical tie-ups. That is, most of the companies cannot be said to have much experience overseas. 8 companies mentioned countries other than Malaysia as of interest. Of these, 5 mentioned Thailand, 3 South Korea, 3 Taiwan, and 2 China, indicating Thailand and other regions were competitors for investment in the field of molds and dies.

In particular, interest in Thailand was high, with 27 mold and die companies, 16 auto parts companies, and 5 ceramics companies desiring investment in that country. Investment by Japanese affiliated companies in Thailand has been booming. Behind this may be mentioned [1] the yen appreciation, [2] the inexpensive labor force, [3] expectations vis-a-vis the growth potential of the Thai economy, [4] the open policy toward foreign investment, [5] the positive PR activities directed at companies by the Board of Investment (BOI), and [6] the greater privileges given to export-oriented

companies. Recently, however, several problems have arisen in the midst of the investment boom. For example, there is a slight shortage of industrial sites offering the necessary power, water, and other infrastructure, the port facilities are already reaching a saturation state, and the press, injection molding, and other indigenous enterprises have their hands full with supplying the domestic market and lack the excess ability to supply export-oriented firms. In the future, Japanese companies will probably give full consideration to the above problems when studying whether to invest in Thailand and, in this sense, it is believed that the chances of their investing in ASEAN countries other than Thailand will rise.

A look at the locations of the head offices of the responding companies shows 18 in Osaka, 15 in Aichi prefecture, and 12 in Tokyo for molds and dies, 25 in Tokyo and 16 in Aichi for auto parts, and 28 in Aichi for ceramics, reflecting the different regional distributions of the industries (Table 4).

[Experience in Overseas Investment and Plans for Future Overseas Investment]

A look at the future overseas investment plans of companies already having production plants abroad shows that 4 of the 10 mould and die companies currently with overseas factories (14 in all) are planning to invest further in the future (Table 2). That is, about half of the mold and die manufacturers already with presences overseas have further investment plans. Of these, 1 indicated interest in Malaysia.

22 of the 29 auto parts companies with factories overseas (78) had future investment plans, i.e., 70% of the companies already overseas have plans for further investment. Of these, 2 mentioned Malaysia as a possible investment site.

2 of the 7 ceramics companies already with factories abroad (11) had future investment plans.

There was only 1 glassware company with factories overseas (3), but this was not planning any further investment.

From the above, it will be clear that 22 of the 29 auto parts companies already experienced in overseas investment are studying further investment. Further, 4 of the 10 mold and die companies have future investment plans. This shows a correlation between investment experience and future plans in these two industries. That is, when promoting investment from Japanese affiliated companies in these fields, it is suggested that it would be generally effective first for those companies having overseas investment experience to be targeted for promotion.

3. Features of Companies Responding to Questionnaire

Below, a summary of the features of the Japanese companies responding to the questionnaire will be given, by industry.

3-1. Moulds and Dies (See Table 5)

A look at the 95 companies responding to the questionnaire shows the following:

(1) Period of Establishment of Companies

76 of the companies were established before 1970, i.e., most of the companies were relatively old.

(2) Distribution of Employees

66 of the companies had less than 100 employees. 85 had less than 300, the definition of small- and medium-sized enterprises in Japan. That is, the Japanese mold and die companies can be said to be typical small businesses.

(3) Distribution of Paid-up Capital

71 of the companies had capitals of over ¥10 million to ¥50 million. There were 80 companies with capitals of ¥100 million or less, the definition of small- and medium-sized enterprises in Japan.

(4) Annual Sales

28 of the companies had annual sales of over ¥100 million to ¥500 million, the largest group. Further, 23 had sales of over ¥500 million to ¥1,000 million and 27 over ¥1,000 million to ¥5,000 million, with most thus having sales of over ¥100 million to ¥5,000 million.

(5) Future Investment Plans

A look at the investments by country shows Thailand first with 22 cases, the U.S. with 11, South Korea with 6, Malaysia with 10, and Taiwan with 4, with investment in Thailand, thus being overwhelmingly prevalent (multiple responses included).

By mode of investment, the most prevalent form indicated for Thailand was technical tie-ups (20 cases), followed by joint ventures (7), OEM (11), and 100% investments (5), for a considerably broad spectrum of activity. In Malaysia, the top form of investment mentioned was joint ventures, at 7 cases, followed by technical tie-ups, 6, 100% investments, 3, and OEM, 2, with a high proportion of the firms considering joint ventures.

By object of investment, for Thailand, mention was made of [1] exporting to Japan (17 cases), [2] use of the labor force (12 cases), [3] expansion of sales channels to third country markets (11), [4] dealing with the yen appreciation (10), and [5] following the overseas investments of user companies (parents) in Japan (9). On the other hand, for Malaysia, mention was made of [1] use of the labor force (7 cases), [2] dealing with the yen appreciation (6), [3] expansion of sales channels to third country markets (6), and [5] following the overseas investments of user companies (parents) in Japan (4). There are very diverse objectives given for Japanese investment in Thailand and the same applies to investment in Malaysia as well.

A look at the objectives for investment in the U.S., by way of reference, shows most companies [1] following the overseas investments of user companies (parents) in Japan (8 cases) and [2] expansion of sales channels to the local market (6), completely different from the objectives for investment in Asia.

(6) Problems Faced by Companies Already Investing Overseas

The problems faced by companies with investments in South Korea, Taiwan, Malaysia, and the U.S. are mentioned below:

South Korea

| | |
|--|---------|
| Social, economic, and political problems | 2 cases |
| Labor problems | 2 cases |

Taiwan

| | |
|--|---------|
| Social, economic, and political problems | 5 cases |
| Labor problems | 4 cases |
| Problems in foreign investment policies | 2 cases |

U.S.

| | |
|----------------|---------|
| Labor problems | 5 cases |
|----------------|---------|

Malaysia

| | |
|-----------------------------|---------|
| Legal system and tax system | 2 cases |
| Foreign investment policies | 1 case |
| Export | 1 case |

That is, in Taiwan, there are problems of a social, economic, and political nature (infrastructure, currency, etc.) and problems with labor (securement of labor force, on-the-job training system), while in the U.S. the biggest problem mentioned is with labor.

The current study turned up only a few companies mentioning problems in the foreign investment policies or tax systems.

Further, a look at the state of exports of the local companies shows that in the U.S., 3 firms were selling 100% of their production locally, while in Hong Kong and Singapore, the companies were both selling locally and exporting to third countries. That is, Japanese investment in Asia in the field of molds and dies is characteristically aimed at local sales plus exports.

3-2. Automotive Metal Parts (See Table 6)

The features of the 78 responding companies are summarized below.

(1) Period of Establishment of Companies

70 of the companies were established before 1960, i.e., were old. Only 3 firms were established after 1970. This appears to reflect the ups-and-downs of the Japanese automobile industry.

(2) Distribution of Employees and Capital

Unlike with molds and dies, 61 companies had more than 300 employees. 59 had over ¥100 million in capital, with most thus being larger than small- and medium-sized enterprises. The auto parts industry itself may be said to be a capital-intensive industry. In particular, 30 companies had capitals of over ¥1,000 million.

(3) Annual Sales

61 of the companies had annual sales of over ¥5,000 million and none had sales of under ¥500 million. Most of the firms may thus be said to be large in scale.

(4) Future Investment Plans

A look at the plans for 100% investment or joint ventures by country shows the most interest was in the U.S., with 13 cases, followed by Thailand with 12 cases, these two countries being the principal areas considered. After this came South Korea with 8 cases, Taiwan with 6, and the Asian NIES. Malaysia was mentioned in only 1 case. In technical tie-ups, there were a high number of 10 plans for both Thailand and Taiwan. Malaysia was mentioned as an investment site in 3 cases.

A look at the objectives of investment shows mention of [1] dealing with the yen appreciation (15 cases), [2] use of the labor force (12), and [3] exporting to Japan (10) mentioned. For Malaysia too, mention was made of [1] use of the labor force (5), [2] dealing with the yen appreciation (4), and [3] expansion of sales channels to third country markets (4), with no great difference shown from Thailand.

In the case of the U.S., however, the objectives given were [1] expansion of sales channels to the local market (16), [2] following the overseas investments of user companies (parents) in Japan (13), and [3] dealing with the yen appreciation (11), considerably different from the objectives of investment in Asia.

At top place among investment objectives in Taiwan and South Korea, incidentally, were, for Taiwan, export to Japan (11) and dealing with the yen appreciation (10) and, for South Korea, export to Japan (9) and expansion of sales channels (9), with yen appreciation countermeasures and export to Japan being of large

weight. This indicates the idea on the part of Japanese-affiliated firms of using South Korea and Taiwan as bases for exports to Japan.

(5) Problems Faced by Companies Already Investing Overseas

The problems mentioned by Japanese affiliated companies with investments in Malaysia, and the U.S. were as follows:

Problems were mentioned in the foreign investment policy (restrictions on equity holdings) in 3 cases. This was followed by mention of problems in the local legal system and tax system (high import tariffs on materials and parts) in 3 cases too. These two problems are the most important, although problem with labor (acquisition of visas, promotion of locals, etc.) were also mentioned.

By way of note, a look at Thailand shows problems, in order of frequency mentioned, in [1] high import tariffs for materials and parts (5 cases), [2] acquisition of visas (4), [2] restrictions on equity ratios (4), and [2] lack of infrastructure for exports (4). Compared with Malaysia, Thailand was mentioned as being a problem in infrastructure, restrictions on remittances, application of the legal system, criticism of Japan, etc.

Since these points were not mentioned with regard to Malaysia, however, we may conclude that they are strong points on Malaysia's side when someone considers investment there compared with that in Thailand.

Problems common to Thailand and Malaysia were [1] restrictions on equity holdings and the [2] high import tariffs on materials and parts.

As a result of the plans of the two countries for promotion of domestic automobile industries, high tariffs are assessed on imported materials and parts. This has been pointed out as a problem for the Japanese affiliated parts manufacturers in the two countries. Seen from another angle, this indicates that not much progress has been made in import substitution of raw materials and parts, i.e., domestic production of the same.

In trying to attract companies in the field of auto parts in the future, further consideration will be required of this tariff issue.

As to the state of exports of the local investment companies, 5 companies in Thailand are selling over 50% of their production locally and exporting the remainder.

Of these, 2 were exporting to Japan. In the case of Thailand, the setup is for domestic sales plus exports to Japan and elsewhere.

In Taiwan and South Korea, there were 10 and 3 companies, respectively, targeting 100% at the domestic markets, showing the progress made along with the

growth of the local automobile industry. In the case of the U.S., 7 companies were aiming at 100% domestic sales.

In Malaysia, 3 companies were aiming at 100% domestic sales and 2 at domestic sale or over 50% of the production and export of the balance.

3-3. Chinaware (See Table 7)

The features of the 38 responding companies were as follows:

(1) Period of Establishment of Companies

27 of the companies were established before 1960, i.e., were old.

(2) Distribution of Employees and Capital

25 of the companies had 50 employees or less. 31 had less than 300 employees, the definition of small- and medium-sized enterprises. Further, 19 of the companies had capitals of under ¥10 million and 27 capitals of under ¥100 million, the upper limit for small- and medium-sized enterprises.

That is, the ceramics industry is characterized by a prevalence of small- and medium-sized enterprises.

(3) Annual Sales

15 of the companies had annual sales of over ¥100 million to ¥500 million, thus showing their small scale.

(4) Future Investment Plans

In 100 % investments or joint ventures, mention was made of Thailand (6 cases) and of Malaysia, Indonesia, and China (2 cases each) as possible investment sites.

A look at the objectives of investment shows investors interested in coping with the yen appreciation and utilizing the labor force for both Thailand and Malaysia. However, in Malaysia, it is easier to procure raw materials, 1 company stated.

(5) Problems Faced by Companies Already Investing Overseas

A couple of companies now with investments in Malaysia pointed to many problems with labor. In particular, mention was made of the problems of compulsory promotion of locals (3 cases) and difficulties in securing good quality labor (2 cases).

The company also had investments in Sri Lanka and mentioned problems of foreign investment policies, legal systems, and labor, reflecting a broad spectrum of difficulties.

Regarding the state of exports from the local companies, in Malaysia, the plants are both selling locally and exporting to Japan and the U.S.

The same trend appears in exports in Sri Lanka and the Philippines. This indicates that the main aim of overseas investment in the ceramics industry is exports.

3-4. Glassware (See Table 8)

There were only a low 6 companies responding to the questionnaire, an insufficient number for obtaining a grasp of general trends. Below, the features of the responding companies will be explained, but it is necessary to bear in mind the above limitation.

(1) Period of Establishment of Companies

Of the responding companies, 5 were established before 1960.

(2) Distribution of Employees, Capital, and Annual Sales

Seen in terms of numbers of employees, the companies were split into 2 main groups: The first with over 500 employees (2 companies) and another with less than 200 employees (4 companies). The same applies for capital. The first group had capital from over ¥100 million to ¥500 million (3 companies) and the other less than ¥50 million (3 companies). Further, the same applies to annual sales, with the first group having sales of over ¥1,000 million (4 companies) and the other over ¥5,000 million (2 companies).

In this way, the glassware manufacturers are polarized into a group of relatively large-scale companies and small-scale companies.

(3) Future Investment Plans

Interest was mentioned in Taiwan and Thailand. Objectives of investment were given as use of the labor force (Thailand and Taiwan), export to Japan (Taiwan), and expansion of sales channels to third country markets (Thailand).

(4) Problems Faced by Companies Already Investing Overseas

There was only 1 company investing overseas, but it had factories in 3 countries: South Korea, Nigeria, and Singapore.

Nigeria reportedly suffered from problems in numerous areas.

As to exports, the Nigerian plant was designed for 100% domestic sales. The South Korean and Singaporean plants are selling domestically and also exporting to Japan (the Singaporean plant is also exporting to the U.S.)

Table 1 Summary of Results of Questionnaire Survey on Overseas Investment by Japanese Companies

| | Molds and Dies | Auto Parts | Chinaware | Glassware | TOTAL |
|---|----------------|------------|-----------|-----------|-------|
| No. of questionnaires dispatched: A | 671 | 206 | 175 | 45 | 1,097 |
| No. of companies responding: B | 95 | 78 | 38 | 6 | 217 |
| Recovery rate: C=B/A (%) | 14.2 | 37.9 | 21.7 | 13.3 | 19.8 |
| No. of companies already with overseas investment and technical tie-ups | | | | | |
| Overseas investment: D | 10 | 29 | 7 | 1 | 47 |
| D/B (%) | 10.5 | 37.2 | 18.4 | 16.7 | 21.7 |
| Technical tie-ups: E | 15 | 52 | 2 | 3 | 72 |
| E/B (%) | 15.8 | 66.7 | 5.3 | 50.0 | 33.2 |
| No. of companies planning overseas investments and technical tieups in the future | | | | | |
| Overseas investment: F | 33 | 32 | 8 | 1 | 74 |
| F/B (%) | 34.7 | 41.0 | 21.1 | 16.7 | 34.1 |
| Technical tie-ups: G | 27 | 24 | 2 | 1 | 54 |
| G/B (%) | 28.4 | 30.8 | 5.3 | 16.7 | 24.9 |
| Of which, no. of companies considering Malaysia | | | | | |
| Overseas investment: H | 9 | 3 | 2 | 0 | 14 |
| H/F (%) | 27.3 | 9.4 | 25.0 | 0.0 | 18.9 |
| Technical tie-ups: I | 6 | 3 | 1 | 0 | 10 |
| I/G (%) | 22.2 | 8.3 | 50.0 | 0.0 | 18.5 |
| Of which, no. of companies considering Thailand | | | | | |
| Overseas investment: J | 18 | 12 | 5 | 1 | 36 |
| J/F (%) | 54.5 | 37.5 | 62.5 | 100.0 | 48.6 |
| Technical tie-ups: K | 20 | 10 | 0 | 1 | 31 |
| K/G (%) | 74.1 | 41.7 | 0.0 | 100.0 | 57.4 |

**Table 2 Future Investment Plans of Companies
Currently with Overseas Production Plants**

| Industry | Companies currently with overseas factories | Of which, those planning to establish overseas plants in future | Of which, those investing in Malaysia |
|------------------------|---|---|--|
| Molds and Dies | 14 cases, 10 firms 1. U.S. 4 2. Taiwan 3 3. South Korea 2 4. Hong Kong 1 5. Malaysia 1 6. Singapore 1 7. Thailand 1 8. Mexico 1 | 4 firms | 1 firm |
| Automotive Metal Parts | 78 cases, 29 firms 1. U.S. 19 2. Taiwan 14 3. Thailand 10 4. South Korea 9 5. Indonesia 6 6. India 5 7. Malaysia 4 8. Canada 2 9. Brazil 2 10. Singapore 2 11. Philippines 1 12. Spain 1 13. Mexico 1 14. Australia 1 15. U.K. 1 | 22 firms | 2 firms |
| Chinaware | 11 cases, 7 firms 1. Malaysia 3 2. Sri Lanka 3 3. Philippines 1 4. Taiwan 1 5. Ire Land 1 6. U.S. 1 7. Canada 1 | 2 firms | 0 |
| Glassware | 3 cases, 1 firm 1. Singapore 1 2. South Korea 1 3. Nigeria 1 | 0 | 0 |

Table 3 List of Japanese Enterprises Desiring Joint Ventures or Technical Cooperation with Malaysian Enterprises

Note: See Appendix for details on each enterprise

| Industry Type/ Company Name | A, B | P, J, T, O | Objective of advancing to Malaysia | 1 | 2 | 3 | 4 | Location of head office |
|--|------|---------------|---|---|---------------------------------|---|-------|----------------------------|
| <p>A. Presently Investigating B. Plans for Future Investigation P. Desire 100% Move Overseas J. Desire Joint Venture T. Desire Technical Cooperation O. Desire Production on Consignment</p> <p>1. Desire to be Introduced to a Business Partner 2. Presently Existing Overseas Factories 3. Presently Existing Technical Cooperation Relationships 4. Names of Countries other than Malaysia to which Overseas Advances are Desired</p> | | | | | | | | |
| <Moulds & Die> | | | | | | | | |
| 1. APOLLO SEIKI CO., LTD. | A | J | Expansion to local and third- country markets, exports to Japan, response to the appreciation in the value of the yen, utilization of labor capacity | x | x | x | x | Kanagawa |
| 2. MITSUI HIGH-TEC INC. | A | P | Expansion to local market, response to the appreciation in the value of the yen, utilization of labor capacity | x | Singapore, Hong Kong, USA | x | China | Fukuoka |

| 3. I Company | A | T | No response | o | x | Singapore, China, South Korea | South Korea, Taiwan, Hong Kong, Thailand, Indonesia, Philippines, Singapore, Portugal, USA | Nagano |
|---------------------------------------|---|-------|---|---|---|-------------------------------|--|---------|
| 4. K.S. METAL INDUSTRIES CO., LTD. | B | J | Expansion to local and third-country markets, exports to Japan, advances overseas by Japanese customer enterprises | o | x | x | x | Niigata |
| 5. TOKYO LIGHT ALLOY CO., LTD. | B | J.T.O | Expansion to local and third-country markets, response to the appreciation in the value of the yen, utilization of labor capacity | o | x | x | Thailand, USA | Saitama |
| 6. MITAKA SEIKO CO., LTD. | B | J | Expansion to local and third-country markets, exports to Japan | o | x | x | x | Kyoto |
| 7. IPEGAMI MOLD ENGINEERING CO., LTD. | B | T | Advances overseas by Japanese customer enterprises | o | x | x | x | Saitama |
| 8. S Seisakusho | B | T | Response to the appreciation in the value of the yen, utilization of labor capacity | o | x | x | South Korea, Taiwan, China, Singapore, Thailand | Kyoto |
| 9. NIPPON DESMA KANAGATA SEIZO K.K. | B | J.T | Expansion to local and third-country markets, advances overseas by Japanese customer enterprises, utilization of labor capacity | - | x | West Germany | Thailand | Saitama |

| | | | | | | | |
|---|---|---------|---|----------------------------------|--|---|----------|
| 10. S Company | B | P | x | x | x | USA, Europe | Kanagawa |
| Advances overseas by Japanese customer enterprises | | | | | | | |
| 11. U Industries | B | P.J.T.O | o | x | x | Thailand, Taiwan, Indonesia, developed nations | Hyogo |
| Expansion to local and third-country markets, exports to Japan, utilization of labor capacity, response to the appreciation in the value of the yen | | | | | | | |
| 12. KOHNAN TOKUSHU SANGYO CO., LTD. | B | J | o | x | x | South Korea | Aichi |
| Response to the appreciation in the value of the yen, utilization of labor capacity | | | | | | | |
| <Automobile Metal Parts> | | | | | | | |
| 1. S Electric Industries | A | J | x | USA, UK | USA, South Korea, Taiwan, South Korea, Australia | South Korea, Taiwan, Thailand, Indonesia, USA, western Europe | Osaka |
| Response to the appreciation in the value of the yen, utilization of labor capacity, advances overseas by Japanese customer enterprises | | | | | | | |
| 2. M Electric | A | J | - | Singapore, Thailand, Taiwan, USA | Philippines, Malaysia, South Korea, Indonesia | | Tokyo |
| Expansion to local and third-country markets, utilization of labor capacity | | | | | | | |
| 3. T Company | B | T | x | x | x | South Korea, Taiwan | Aichi |
| Expansion to local and third-country markets, exports to Japan, response to the appreciation in the value of the yen, utilization of labor capacity, requests, advances overseas by Japanese customer enterprises | | | | | | | |

4. NISSHINBO INDUSTRIES INC.

| | | | | | |
|---|---|---|---|--|-------|
| B | T | o | x | Taiwan, South Korea, Taiwan, South Korea, Taiwan, USA, India, Thailand Columbia, Australia, South Africa, West Germany | Tokyo |
| Expansion to local and third-country markets, exports to Japan, utilization of labor capacity, response to the appreciation in the value of the yen | | | | | |

5. TOKYO KEI-GOKIN Seisakusho

| | | | | | |
|---|-------|---|---|---------------|---------|
| B | J.T.O | o | x | Thailand, USA | Saitama |
| Expansion to local and third-country markets, utilization of labor capacity, response to the appreciation in the value of the yen | | | | | |

<Chinaware>

| | | | | | | |
|--|---|---|---|---|---------------------|-------|
| 1. Shungyo Co., Ltd. | A | P | o | x | Thailand, Indonesia | Aichi |
| Response to the appreciation in the value of the yen | | | | | | |

| | | | | | | |
|---|---|-----|---|---|---|-------|
| 2. SHINANO MARUJO NENDO Association | A | J.T | x | x | x | Aichi |
| Expansion to local and third-country markets, response to the appreciation in the value of the yen, utilization of labor capacity | | | | | | |

| | | | | | | |
|--|---|---|---|---|---|-------|
| 3. JINNO CO., LTD. | B | O | o | x | x | Aichi |
| Exports to Japan, utilization of labor capacity, response to the appreciation in the value of the yen, ease in obtaining raw materials | | | | | | |

<Glassware>

None

**Table 4 Distribution of Enterprise Head Office Locations
According to Information Collected from the Questionnaire**

<Mold and Dies>

Total number of responses: 95 companies

| Head office location | No. of companies | % |
|----------------------|------------------|------|
| Tokyo | 12 | 12.6 |
| Kanagawa | 8 | 8.4 |
| Ibaraki | 2 | 2.1 |
| Saitama | 4 | 4.2 |
| Gunma | 4 | 4.2 |
| Niigata | 2 | 2.1 |
| Nagano | 1 | 1.1 |
| Toyama | 2 | 2.1 |
| Ishikawa | 1 | 1.1 |
| Shizuoka | 3 | 3.2 |
| Gifu | 3 | 3.2 |
| Aichi | 15 | 15.8 |
| Mie | 4 | 4.2 |
| Kyoto | 3 | 3.2 |
| Osaka | 18 | 18.9 |
| Hyogo | 4 | 4.2 |
| Tottori | 2 | 2.1 |
| Okayama | 2 | 2.1 |
| Hiroshima | 3 | 3.2 |
| Kagawa | 1 | 1.1 |
| Fukuoka | 1 | 1.1 |

<Automotive Metal Parts>

Total number of responses: 78

| Head office location | No. of companies | % |
|----------------------|------------------|------|
| Tokyo | 25 | 32.0 |
| Chiba | 1 | 1.3 |
| Saitama | 5 | 6.4 |
| Kanagawa | 8 | 10.3 |
| Gunma | 2 | 2.6 |
| Nagano | 3 | 3.8 |
| Shizuoka | 9 | 11.5 |
| Aichi | 16 | 20.5 |
| Gifu | 1 | 1.3 |
| Kyoto | 1 | 1.3 |
| Osaka | 5 | 6.4 |
| Okayama | 2 | 2.6 |

<Chinaware>

Total number of responses: 38 copanies

| Head office location | No. of companies | % |
|----------------------|------------------|------|
| Ishikawa | 1 | 2.6 |
| Gifu | 1 | 2.6 |
| Aichi | 28 | 73.8 |
| Mie | 7 | 18.4 |
| Saga | 1 | 2.6 |

<Glassware>

Total number of responses: 6 companies

| Head office location | No. of companies | % |
|----------------------|------------------|------|
| Tokyo | 4 | 66.6 |
| Aichi | 1 | 16.7 |
| Osaka | 1 | 16.7 |

Table 5 Results of Moulds and Dies Questionnaire

Industry Type: Mold and Dies

Total Number of Companies to which Questionnaire was Sent: 671

Number of Questionnaires Returned: 95 [Response Ratio: 14.2%]

Summary

1. Date of Enterprise Establishment

Total Number of Responses: 93

No Response: 2

| Before 1960 | 1961-70 | 1971-75 | 1976-80 | 1981-85 | After 1986 |
|-------------|---------|---------|---------|---------|------------|
| 40 | 36 | 11 | 4 | 1 | 1 |

2. Distribution by Number of Employees

Total Number of Responses: 92

No Response: 3

| Under 50 | 50-100 | 100-200 | 200-300 | 300-500 | Over 50 |
|----------|--------|---------|---------|---------|---------|
| 46 | 20 | 15 | 3 | 4 | 4 |

3. Distribution by Paid-up Capital

Total Number of Responses: 93

No Response: 2

| Under ¥10 million | ¥10-50 million | ¥50-100 million | ¥100-500 million | ¥500 million-¥1 billion | Over ¥1 billion |
|-------------------|----------------|-----------------|------------------|-------------------------|-----------------|
| 28 | 43 | 9 | 9 | 2 | 2 |

4. Distribution by Annual Sales

Total Number of Responses: 93

No Response: 2

| Under ¥50 million | ¥50-100 million | ¥100-500 million | ¥500 million-¥1 billion | ¥1-5 billion | Over ¥5 billion |
|-------------------|-----------------|------------------|-------------------------|--------------|-----------------|
| 1 | 4 | 28 | 23 | 27 | 10 |

5. Status of Present Overseas Production

1) Factory distribution by countries

countries advanced to (* indicates presently being advanced to)

| | |
|---------------|----------------|
| United States | 4 |
| Taiwan | 3 |
| South Korea | 2 |
| Hong Kong | 1 |
| Malaysia | 1 |
| Singapore | 1 |
| *Thailand | 1 |
| *Mexico | 1 |
| <hr/> | |
| TOTAL | 14 |
| | (10 Companies) |

2) Number of technical cooperation ventures by country

advanced to (* indicates presently being advanced to)

| | |
|---------------|----------------|
| South Korea | 4 |
| West Germany | 3 |
| China | 2 |
| Taiwan | 2 |
| Singapore | 2 |
| Malaysia | 1 |
| Thailand | 1 |
| India | 1 |
| United States | 1 |
| Switzerland | 1 |
| *Indonesia | 1 |
| <hr/> | |
| TOTAL | 19 |
| | (15 companies) |

3) OEM supply by

advanced to

| | |
|-----------------|---------------|
| United States | 5 |
| South Korea | 3 |
| Singapore | 2 |
| China | 1 |
| Taiwan | 1 |
| Mexico | 1 |
| Sweden | 1 |
| South East Asia | 1 |
| Europe | 1 |
| <hr/> | |
| TOTAL | 16 |
| | (8 companies) |

6. Plans for Futures Overseas Advances

| Country name | 1 | | 2 | 3 | 4 | 5 | 6 | | | | | | | | | 7 |
|---------------|----|----|----|----|---|----|----|----|----|----|----|----|----|----|----|----|
| | 1) | 2) | | | | | 1) | 2) | 3) | 4) | 5) | 6) | 7) | 8) | 9) | |
| Malaysia | 3 | 7 | 6 | 2 | 0 | 12 | 4 | 6 | 4 | 6 | 7 | 0 | 0 | 4 | 0 | 7 |
| Thailand | 5 | 17 | 20 | 11 | 0 | 27 | 9 | 11 | 17 | 10 | 12 | 1 | 1 | 9 | 1 | 16 |
| Indonesia | 1 | 3 | 3 | 2 | 0 | 4 | 1 | 3 | 2 | 2 | 3 | 0 | 1 | 1 | 0 | 4 |
| Singapore | 2 | 1 | 3 | 1 | 0 | 5 | 1 | 2 | 2 | 2 | 0 | 0 | 1 | 0 | 0 | 4 |
| Philippines | 1 | 2 | 2 | 1 | 0 | 3 | 1 | 1 | 1 | 2 | 1 | 0 | 0 | 0 | 0 | 3 |
| South Korea | 1 | 5 | 9 | 4 | 0 | 13 | 5 | 2 | 4 | 6 | 3 | 0 | 2 | 3 | 0 | 8 |
| Taiwan | 1 | 3 | 7 | 4 | 0 | 8 | 4 | 2 | 5 | 2 | 4 | 0 | 0 | 1 | 0 | 7 |
| Hong Kong | 0 | 1 | 4 | 2 | 0 | 4 | 2 | 1 | 0 | 0 | 1 | 0 | 0 | 0 | 0 | 1 |
| China | 1 | 1 | 4 | 0 | 2 | 7 | 4 | 1 | 0 | 2 | 4 | 0 | 0 | 0 | 0 | 1 |
| United States | 4 | 7 | 8 | 3 | 0 | 10 | 6 | 0 | 1 | 2 | 1 | 1 | 0 | 8 | 0 | 8 |
| Mexico | 0 | 2 | 1 | 1 | 0 | 2 | 1 | 2 | 0 | 1 | 1 | 1 | 0 | 0 | 0 | 1 |
| Canada | 1 | 0 | 0 | 0 | 0 | 1 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 1 | 0 | 0 |
| Portugal | 0 | 0 | 1 | 0 | 0 | 1 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 1 |
| Europe | 1 | 0 | 0 | 0 | 0 | 1 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 1 | 0 | 0 |
| TOTAL | 21 | 49 | 66 | 31 | 2 | 44 | 38 | 31 | 36 | 35 | 37 | 3 | 5 | 29 | 1 | 62 |

Explanation of each item

1. Type of Advance

1) 100% Intra-Enterprise

2) Joint Venture

2. Technical Cooperation

3. Production on Consignment

4. No Response

5. Number of Enterprises Responding

6. Objective of Overseas Advance

1) Expansion to the retail market

2) Expansion to a third-country market

3) Exports to Japan

4) Response to the appreciation in the value of the yen

5) Utilization of labor capacity

6) Ease in obtaining raw materials

7) Requests from export destinations or technical cooperation partners

8) Overseas advances by Japanese customer enterprises (parent companies)

9) Others

7. Desire to be Introduced to a Business Partner

7. Problem Areas Encountered by Enterprises Already Overseas

| | 1. Exporting | | | | 2. Foreign Capital Policy | | | | 3. Legal and Tax Systems | | | | 4. Social, Economic and Political Unrest | | | | 5. Labor Problems | | | |
|---------------|--------------|----|----|----|---------------------------|----|----|----|--------------------------|----|----|----|--|----|----|----|-------------------|----|----|----|
| | 1) | 2) | 3) | 4) | 1) | 2) | 3) | 4) | 1) | 2) | 3) | 4) | 1) | 2) | 3) | 4) | 1) | 2) | 3) | 4) |
| Malaysia | 1 | | | | 1 | | | | 1 | 1 | 1 | | 1 | 1 | 1 | | 1 | | | |
| Taiwan | 1 | | | | 1 | | | | 1 | 1 | 1 | | 1 | 1 | 1 | | 1 | | | |
| South Korea | | | | | | | | | 2 | | | | 1 | | | | 1 | | | |
| United States | | | | | | | | | 3 | | | | 3 | | | | 1 | 1 | 1 | |

Explanation of each item

1. 1) Exporting procedures are time-consuming
3) Insufficient export promotion
2. 1) Restrictions on investment ratio
3) Export obligations too high
5) Remittance regulations
3. 1) Legal and tax systems underdeveloped
3) Demands to lower the foreign capital ratio
5) High import duties on raw materials and components
4. 1) Rise in inflation
3) Criticism from Japan of excessive advances overseas
5) Increase in economic friction with local manufacturers
7) Others
5. 1) Limits resulting from the system of obtaining visas on people that can be dispatched
2) Compulsory appointment of local personnel
4) Difficulty in securing quality labor
6) Difficulty in regulating labor and management relations, such as labor disputes, etc.
7) Insufficient research and technological training for locally-hired employees
8) High expenditures resulting from research and technological training for locally-hired personnel
9) Others

2) Inadequate infrastructure

4) Others

2) High demands on local procurement ratio

4) Insufficient tax incentives

6) Others

2) Legal and tax system procedures not standardized

4) Nationalization policy through localization

6) Others

2) Unstable currency

4) Increase in nationalism and anti-foreign capital sentiment

6) Political Unrest, social unrest

3) Difficulty in labor management

5) Difficulty in securing a fixed quantity of labor

8. Status of Exports from Local Factories

| | a | b-1 | | b-2 | | b-3 | | b-4 | | b-5 | |
|---------------|---|-----------|----------|-----------|----------|-----------|----------|-----------|----------|-----------|----------|
| | | Under 50% | Over 50% | Under 50% | Over 50% | Under 50% | Over 50% | Under 50% | Over 50% | Under 50% | Over 50% |
| Malaysia | | | | | | | 1 | | | | |
| Taiwan | 1 | 1 | | 1 | 1 | | | | | | |
| South Korea | | | | 1 | | | | | | | |
| United States | 3 | | 1 | | | | | | | 1 | |
| HongKong | | | 2 | 1 | | | | | | 1 | |
| Singapore | | | 1 | | | | | | | | 1 |

Explanation of each item

- a. 100% local-market oriented
- b-1) local market
- b-2) intended for export to Japan
- b-3) intended for export to the United States
- b-4) intended for export to the East Asian NIES
- b-5) Others

Table 6 Results of Automotive Metal Parts Questionnaire

Industry Type: Automotive Metal Parts

Total Number of Companies to which Questionnaire was Sent: 206

Number of Questionnaires Returned: 78 [Response Ratio: 37.9%]

Summary

1. Date of Enterprise Establishment

Total Number of Responses: 78

No Response: 0

| Before 1960 | 1961-70 | 1971-75 | 1976-80 | 1981-85 | After 1986 |
|-------------|---------|---------|---------|---------|------------|
| 70 | 5 | 1 | 0 | 2 | 0 |

2. Distribution by Number of Employees

Total Number of Responses: 78

No Response: 0

| Under 50 | 50-100 | 100-200 | 200-300 | 300-500 | Over 50 |
|----------|--------|---------|---------|---------|---------|
| 5 | 2 | 7 | 3 | 14 | 47 |

3. Distribution by Paid-up Capital

Total Number of Responses: 78

No Response: 0

| Under ¥10 million | ¥10-50 million | ¥50-100 million | ¥100-500 million | ¥500 million-¥1 billion | Over ¥1 billion |
|-------------------|----------------|-----------------|------------------|-------------------------|-----------------|
| 2 | 8 | 9 | 18 | 11 | 30 |

4. Distribution by Annual Sales

Total Number of Responses: 78

No Response: 0

| Under ¥50 million | ¥50-100 million | ¥100-500 million | ¥500 million-¥1 billion | ¥1-5-billion | Over ¥5 billion |
|-------------------|-----------------|------------------|-------------------------|--------------|-----------------|
| 0 | 0 | 0 | 5 | 12 | 61 |

5. Status of Present Overseas Production

| 1) Factory distribution by countries advanced to | 2) Number of technical cooperation ventures by country advanced to | 3) OEM supply by advanced to |
|--|--|------------------------------|
| United States 19 | United States 19 | United States 20 |
| Taiwan 14 | Taiwan 17 | South Korea 7 |
| Thailand 10 | South Korea 16 | Taiwan 5 |
| South Korea 9 | Thailand 13 | West Germany 5 |
| Indonesia 6 | Australia 10 | Australia 3 |
| India 5 | West Germany 10 | United Kingdom 3 |
| Malaysia 4 | India 9 | Thailand 3 |
| Canada 2 | Indonesia 5 | Canada 2 |
| Brazil 2 | South Africa 4 | North America 1 |
| Singapore 2 | Malaysia 4 | Indonesia 1 |
| Philippines 2 | China 3 | Italy 1 |
| Spain 1 | France 3 | India 1 |
| Mexico 1 | United Kingdom 3 | Belgium 1 |
| Australia 1 | Philippines 3 | Finland 1 |
| United Kingdom 1 | Mexico 1 | Denmark 1 |
| <hr/> | Sweden 1 | Soviet Union 1 |
| TOTAL 78 | Columbia 1 | <hr/> |
| (29 companies) | Switzerland 1 | TOTAL 56 |
| | <hr/> | (29 companies) |
| | TOTAL 123 | |
| | (52 companies) | |

6. Plans for Futures Overseas Advances

| Country name | 1 | | 2 | 3 | 4 | 5 | 6 | | | | | | | | | 7 | | |
|----------------|----|----|----|----|---|----|----|----|----|----|----|----|----|----|----|----|--|--|
| | 1) | 2) | | | | | 1) | 2) | 3) | 4) | 5) | 6) | 7) | 8) | 9) | | | |
| United States | 2 | 11 | 5 | 3 | 0 | 18 | 16 | 0 | 2 | 11 | 0 | 1 | 2 | 13 | 1 | 4 | | |
| Thailand | 1 | 11 | 10 | 5 | 0 | 17 | 5 | 8 | 10 | 15 | 12 | 0 | 4 | 5 | 1 | 9 | | |
| Taiwan | 1 | 5 | 10 | 5 | 0 | 15 | 6 | 4 | 11 | 10 | 6 | 0 | 4 | 6 | 0 | 3 | | |
| South Korea | 2 | 6 | 5 | 1 | 1 | 12 | 9 | 3 | 9 | 7 | 5 | 0 | 2 | 2 | 0 | 2 | | |
| Malaysia | 0 | 1 | 3 | 1 | 0 | 5 | 1 | 4 | 2 | 4 | 5 | 0 | 1 | 2 | 0 | 1 | | |
| China | 0 | 3 | 3 | 2 | 0 | 4 | 3 | 0 | 2 | 2 | 1 | 0 | 2 | 1 | 0 | 1 | | |
| India | 0 | 1 | 2 | 0 | 0 | 3 | 0 | 0 | 1 | 0 | 0 | 0 | 3 | 0 | 0 | 1 | | |
| Indonesia | 1 | 2 | 1 | 0 | 0 | 3 | 2 | 1 | 0 | 3 | 2 | 0 | 0 | 2 | 0 | 0 | | |
| North America | 1 | 0 | 0 | 0 | 2 | 3 | 2 | 1 | 1 | 2 | 0 | 0 | 0 | 2 | 0 | 0 | | |
| Philippines | 1 | 1 | 1 | 0 | 0 | 2 | 1 | 0 | 2 | 2 | 2 | 0 | 0 | 1 | 0 | 2 | | |
| United Kingdom | 0 | 1 | 0 | 0 | 0 | 1 | 0 | 0 | 0 | 0 | 0 | 0 | 1 | 1 | 0 | 0 | | |
| Hong Kong | 0 | 0 | 0 | 1 | 0 | 1 | 0 | 1 | 1 | 1 | 0 | 0 | 0 | 0 | 0 | 1 | | |
| Brazil | 0 | 0 | 1 | 0 | 0 | 1 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 1 | 0 | 0 | | |
| Netherlands | 1 | 0 | 0 | 0 | 0 | 1 | 1 | 0 | 0 | 0 | 0 | 0 | 0 | 1 | 0 | 0 | | |
| Columbia | 0 | 0 | 1 | 0 | 0 | 1 | 1 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | | |
| West Germany | 0 | 0 | 1 | 0 | 0 | 1 | 0 | 1 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | | |
| Australia | 0 | 1 | 0 | 0 | 0 | 1 | 1 | 1 | 0 | 0 | 0 | 0 | 0 | 1 | 0 | 0 | | |
| France | 0 | 0 | 0 | 1 | 0 | 1 | 1 | 0 | 0 | 1 | 0 | 0 | 0 | 1 | 0 | 1 | | |
| Spain | 0 | 1 | 0 | 1 | 0 | 2 | 0 | 0 | 0 | 1 | 0 | 0 | 0 | 1 | 0 | 0 | | |
| EEC | 1 | 1 | 0 | 0 | 1 | 3 | 3 | 0 | 0 | 1 | 0 | 0 | 0 | 1 | 0 | 0 | | |
| TOTAL | 11 | 45 | 43 | 20 | 4 | 49 | 53 | 24 | 41 | 60 | 34 | 1 | 19 | 41 | 2 | 25 | | |

Explanation of each item

1. Type of Advance

1) 100% Intra-Enterprise

2) Joint Venture

2. Technical Cooperation

3. Production on Consignment

4. No Response

5. Number of Enterprises Responding

6. Objective of Overseas Advance

1) Expansion to the retail market

2) Expansion to a third-country market

3) Exports to Japan

4) Response to the appreciation in the value of the yen

5) Utilization of labor capacity

6) Ease in obtaining raw materials

7) Requests from export destinations or technical cooperation partners

8) Overseas advances by Japanese customer enterprises (parent companies)

9) Others

7. Desire to be Introduced to a Business Partner

7. Problem Areas Encountered by Enterprises Already Overseas

| | 1. Exporting | | | 2. Foreign Capital Policy | | | 3. Legal and Tax Systems | | | 4. Social, Economic and Political Unrest | | | 5. Labor Problems | | | | |
|---------------|--------------|-------------------|-------------------|---------------------------|-------------------|-------------------|----------------------------|----------------------------|----------------------------|--|----------------------------|----------------------------|----------------------------|---|---|---|---|
| | 1) 2) 3) 4) | 1) 2) 3) 4) 5) 6) | 1) 2) 3) 4) 5) 6) | 1) 2) 3) 4) 5) 6) | 1) 2) 3) 4) 5) 6) | 1) 2) 3) 4) 5) 6) | 1) 2) 3) 4) 5) 6) 7) 8) 9) | 1) 2) 3) 4) 5) 6) 7) 8) 9) | 1) 2) 3) 4) 5) 6) 7) 8) 9) | 1) 2) 3) 4) 5) 6) 7) 8) 9) | 1) 2) 3) 4) 5) 6) 7) 8) 9) | 1) 2) 3) 4) 5) 6) 7) 8) 9) | 1) 2) 3) 4) 5) 6) 7) 8) 9) | | | | |
| United States | 1 | 1 | 2 | 1 | 1 | 1 | 4 | 3 | 2 | 3 | 7 | 1 | 1 | 3 | 1 | 2 | |
| Taiwan | | 2 | 2 | | 5 | 2 | 11 | 6 | 1 | | 2 | 5 | 3 | 7 | 2 | 1 | |
| Thailand | 4 | 1 | 4 | 1 | 2 | 2 | 3 | 1 | 5 | 1 | 3 | 2 | 1 | 4 | 1 | 2 | 2 |
| South Korea | | 1 | 2 | 5 | | 3 | 2 | 3 | 2 | 3 | 2 | 2 | 1 | 1 | 1 | 2 | |
| Indonesia | 1 | 3 | 3 | 3 | | 3 | 4 | 1 | 2 | 1 | 4 | 1 | 1 | 1 | 1 | 1 | |
| India | 2 | 1 | 1 | 2 | 4 | 1 | 2 | 5 | 2 | 1 | 2 | 1 | 1 | 1 | 2 | 1 | 2 |
| Malaysia | | 1 | 2 | 1 | 1 | 1 | 1 | 1 | 1 | 1 | 1 | 1 | 1 | 1 | 1 | 1 | |
| Brazil | | 1 | | | 1 | | 1 | | | | 1 | | | | | | |
| Singapore | | | | | | | 1 | | | | 1 | | | | | | 1 |
| Mexico | | | | | | | 1 | | | | 1 | | | | | | 1 |
| Australia | | | | | | | 1 | | | | 1 | | | | | | 1 |

Explanation of each item

1. 1) Exporting procedures are time-consuming
3) Insufficient export promotion
2. 1) Restrictions on investment ratio
3) Export obligations too high
5) Remittance regulations
3. 1) Legal and tax systems underdeveloped
3) Demands to lower the foreign capital ratio
5) High import duties on raw materials and components
4. 1) Rise in inflation
3) Criticism from Japan of excessive advances overseas
5) Increase in economic friction with local manufacturers
7) Others
5. 1) Limits resulting from the system of obtaining visas on people that can be dispatched
2) Compulsory appointment of local personnel
4) Difficulty in securing quality labor
6) Difficulty in regulating labor and management relations, such as labor disputes, etc.
7) Insufficient research and technological training for locally-hired employees
8) High expenditures resulting from research and technological training for locally-hired personnel
9) Others

- 2) Inadequate infrastructure
- 4) Others
- 2) High demands on local procurement ratio
- 4) Insufficient tax incentives
- 6) Others
- 2) Legal and tax system procedures not standardized
- 4) Nationalization policy through localization
- 6) Others
- 2) Unstable currency
- 4) Increase in nationalism and anti-foreign capital sentiment
- 6) Political Unrest, social unrest

- 3) Difficulty in labor management
- 5) Difficulty in securing a fixed quantity of labor

8. Status of Exports from Local Factories

| | a | b-1 | | b-2 | | b-3 | | b-4 | | b-5 | |
|---------------|----|-----------|----------|-----------|----------|-----------|----------|-----------|----------|-----------|----------|
| | | Under 50% | Over 50% | Under 50% | Over 50% | Under 50% | Over 50% | Under 50% | Over 50% | Under 50% | Over 50% |
| United States | 7 | | 1 | | | | | | | | 6 |
| Taiwan | 10 | | 8 | 5 | | | | | | | 1 |
| Thailand | 3 | | 5 | 2 | | | | 1 | | | 3 |
| South Korea | 3 | | 3 | 1 | | 1 | | | | | |
| Indonesia | 3 | | 3 | 1 | | | | 1 | | | 3 |
| India | 5 | | | | | | | | | | 1 |
| Malaysia | 3 | | 1 | | | | | | | | |
| Canada | | | 1 | | | 1 | | | | | 1 |
| Brazil | | | 2 | | | 2 | | | | | 1 |
| Singapore | | 2 | | | | 1 | 1 | | 1 | | 1 |
| Philippines | 1 | | | | | | | | | | |
| Spain | | | | | 1 | | | | | | 1 |
| Mexico | 1 | | | | | | | | | | |
| Australia | 1 | | | | | | | | | | |

Explanation of each item

- a. 100% local-market oriented
- b-1) local market
- b-2) intended for export to Japan
- b-3) intended for export to the United States
- b-4) intended for export to the East Asian NICS
- b-5) Others

Table 7 Results of Chinaware Questionnaire

Industry Type: Chinaware

Total Number of Companies to which Questionnaire was Sent: 175

Number of Questionnaires Returned: 38 [Response Ratio: 21.7%]

Summary

1. Date of Enterprise Establishment

Total Number of Responses: 34

No Response: 4

| Before 1960 | 1961-70 | 1971-75 | 1976-80 | 1981-85 | After 1986 |
|-------------|---------|---------|---------|---------|------------|
| 27 | 5 | 0 | 1 | 1 | 0 |

2. Distribution by Number of Employees

Total Number of Responses: 37

No Response: 1

| Under 50 | 50-100 | 100-200 | 200-300 | 300-500 | Over 50 |
|----------|--------|---------|---------|---------|---------|
| 25 | 4 | 1 | 1 | 3 | 3 |

3. Distribution by Paid-up Capital

Total Number of Responses: 34

No Response: 4

| Under ¥10 million | ¥10-50 million | ¥50-100 million | ¥100-500 million | ¥500 million-¥1 billion | Over ¥1 billion |
|-------------------|----------------|-----------------|------------------|-------------------------|-----------------|
| 19 | 6 | 2 | 4 | 1 | 2 |

4. Distribution by Annual Sales

Total Number of Responses: 37

No Response: 1

| Under ¥50 million | ¥50-100 million | ¥100-500 million | ¥500 million-¥1 billion | ¥1-5 billion | Over ¥5 billion |
|-------------------|-----------------|------------------|-------------------------|--------------|-----------------|
| 5 | 4 | 15 | 5 | 5 | 3 |

5. Status of Present Overseas Production

| 1) Factory distribution by countries advanced to | 2) Number of technical cooperation ventures by country advanced to | 3) OEM supply by advanced to |
|--|--|------------------------------|
| Malaysia 3 | Taiwan 2 | Malaysia 1 |
| Sri Lanka 3 | Thailand 1 | Indonesia 1 |
| United States 1 | South Korea 1 | South Korea 1 |
| Canada 1 | | United States 1 |
| Philippines 1 | TOTAL 4 | Europe 1 |
| Taiwan 1 | (2 companies) | |
| Ireland 1 | | TOTAL 5 |
| | | (2 companies) |
| TOTAL 11 | | |
| (7 companies) | | |

6. Plans for Futures Overseas Advances

| Country name | 1 | | 2 | 3 | 4 | 5 | 6 | | | | | 7 | | | | |
|---------------|----|----|---|---|---|----|----|----|----|----|----|----|----|----|----|----|
| | 1) | 2) | | | | | 1) | 2) | 3) | 4) | 5) | 6) | 7) | 8) | 9) | |
| Malaysia | 1 | 1 | 1 | 1 | 0 | 3 | 0 | 1 | 1 | 3 | 2 | 1 | 0 | 0 | 0 | 2 |
| Thailand | 2 | 3 | 0 | 0 | 0 | 5 | 1 | 2 | 1 | 2 | 3 | 0 | 0 | 0 | 0 | 4 |
| Indonesia | 1 | 1 | 0 | 0 | 0 | 2 | 0 | 0 | 1 | 1 | 1 | 0 | 0 | 0 | 0 | 2 |
| China | 1 | 1 | 1 | 0 | 0 | 2 | 1 | 1 | 0 | 2 | 2 | 0 | 0 | 0 | 0 | 0 |
| South Korea | 0 | 1 | 0 | 0 | 0 | 1 | 1 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 1 |
| Taiwan | 0 | 0 | 0 | 1 | 0 | 1 | 1 | 0 | 0 | 0 | 0 | 0 | 1 | 0 | 0 | 1 |
| United States | 0 | 0 | 0 | 1 | 0 | 1 | 1 | 0 | 0 | 1 | 1 | 0 | 0 | 0 | 0 | 0 |
| TOTAL | 5 | 7 | 2 | 3 | 0 | 10 | 5 | 4 | 4 | 9 | 9 | 1 | 1 | 0 | 0 | 10 |

Explanation of each item

1. Type of Advance
 - 1) 100% Intra-Enterprise
 - 2) Joint Venture
2. Technical Cooperation
3. Production on Consignment
4. No Response
5. Number of Enterprises Responding
6. Objective of Overseas Advance
 - 1) Expansion to the retail market
 - 2) Expansion to a third-country market
 - 3) Exports to Japan
 - 4) Response to the appreciation in the value of the yen
 - 5) Utilization of labor capacity
 - 6) Ease in obtaining raw materials
 - 7) Requests from export destinations or technical cooperation partners
 - 8) Overseas advances by Japanese customer enterprises (parent companies)
 - 9) Others
7. Desire to be Introduced to a Business Partner

7. Problem Areas Encountered by Enterprises Already Overseas

| | 1. Exporting | | | | 2. Foreign Capital Policy | | | | 3. Legal and Tax Systems | | | | 4. Social, Economic and Political Unrest | | | | 5. Labor Problems | | | |
|---------------|--------------|-------------|-------------|-------------|---------------------------|-------------|-------------|-------------|--------------------------|-------------|-------------|-------------|--|-------------|-------------|-------------|-------------------|-------------|-------------|---|
| | 1) 2) 3) 4) | 1) 2) 3) 4) | 1) 2) 3) 4) | 1) 2) 3) 4) | 1) 2) 3) 4) | 1) 2) 3) 4) | 1) 2) 3) 4) | 1) 2) 3) 4) | 1) 2) 3) 4) | 1) 2) 3) 4) | 1) 2) 3) 4) | 1) 2) 3) 4) | 1) 2) 3) 4) | 1) 2) 3) 4) | 1) 2) 3) 4) | 1) 2) 3) 4) | 1) 2) 3) 4) | 1) 2) 3) 4) | 1) 2) 3) 4) | |
| Malaysia | 1 | | | | 1 | | | | 1 | | | | 1 | | | | 1 | | | 1 |
| Sri Lanka | 1 | 2 | 1 | 1 | 1 | 1 | 1 | 1 | 1 | 1 | 1 | 1 | 2 | 1 | 1 | 1 | 3 | 1 | 2 | 1 |
| United States | | | | | | | | | | | | | | | | | | | | |
| Canada | | | | | | | | | | | | | | | | | | | | |
| Philippines | | | 1 | 1 | 1 | | | | | | | | 1 | | | | | | | |
| Taiwan | | | | | | | | | | | | | | | | | | | | |
| Ireland | | | | | 1 | 1 | | | | | | 1 | 1 | | | | 1 | 1 | 1 | 1 |

Explanation of each item

1. 1) Exporting procedures are time-consuming
3) Insufficient export promotion
2. 1) Restrictions on investment ratio
3) Export obligations too high
5) Remittance regulations
3. 1) Legal and tax systems underdeveloped
3) Demands to lower the foreign capital ratio
5) High import duties on raw materials and components
4. 1) Rise in inflation
3) Criticism from Japan of excessive advances overseas
5) Increase in economic friction with local manufacturers
7) Others
5. 1) Limits resulting from the system of obtaining visas on people that can be dispatched
2) Compulsory appointment of local personnel
4) Difficulty in securing quality labor
6) Difficulty in regulating labor and management relations, such as labor disputes, etc.
7) Insufficient research and technological training for locally-hired employees
8) High expenditures resulting from research and technological training for locally-hired personnel
9) Others
- 2) Inadequate infrastructure
4) Others
2) High demands on local procurement ratio
4) Insufficient tax incentives
6) Others
2) Legal and tax system procedures not standardized
4) Nationalization policy through localization
6) Others
2) Unstable currency
4) Increase in nationalism and anti-foreign capital sentiment
6) Political Unrest, social unrest
- 3) Difficulty in labor management
5) Difficulty in securing a fixed quantity of labor

8. Status of Exports from Local Factories

| | a | b-1 | | b-2 | | b-3 | | b-4 | | b-5 | |
|---------------|---|-----------|----------|-----------|----------|-----------|----------|-----------|----------|-----------|----------|
| | | Under 50% | Over 50% | Under 50% | Over 50% | Under 50% | Over 50% | Under 50% | Over 50% | Under 50% | Over 50% |
| Malaysia | | 1 | 1 | | 1 | 1 | | | | 1 | |
| Sri Lanka | | 1 | | 1 | | | 3 | 1 | | 3 | |
| United States | | | | | | | 1 | | | | |
| Canada | | | | | | 1 | | | | | |
| Philippines | | 1 | | 1 | | | 1 | 1 | | 1 | |
| Taiwan | | | | | | | 1 | | | | |
| Ireland | | 1 | | 1 | | | 1 | | | 1 | |

Explanation of each item

- a. 100% local-market oriented
- b-1) local market
- b-2) intended for export to Japan
- b-3) intended for export to the United States
- b-4) intended for export to the East Asian NIES
- b-5) Others

Table 8 Results of Glassware Questionnaire

Industry Type: Glassware

Total Number of Companies to which Questionnaire was Sent: 45

Number of Questionnaires Returned: 6 [Response Ratio: 13.3%]

Summary

1. Date of Enterprise Establishment

Total Number of Responses: 6

No Response: 0

| Before 1960 | 1961-70 | 1971-75 | 1976-80 | 1981-85 | After 1986 |
|-------------|---------|---------|---------|---------|------------|
| 5 | 0 | 0 | 0 | 0 | 1 |

2. Distribution by Number of Employees

Total Number of Responses: 6

No Response: 0

| Under 50 | 50-100 | 100-200 | 200-300 | 300-500 | Over 50 |
|----------|--------|---------|---------|---------|---------|
| 1 | 1 | 2 | 0 | 0 | 2 |

3. Distribution by Paid-up Capital

Total Number of Responses: 6

No Response: 0

| Under ¥10 million | ¥10-50 million | ¥50-100 million | ¥100-500 million | ¥500 million-¥1 billion | Over ¥1 billion |
|-------------------|----------------|-----------------|------------------|-------------------------|-----------------|
| 1 | 2 | 0 | 1 | 1 | 1 |

4. Distribution by Annual Sales

Total Number of Responses: 6

No Response: 0

| Under ¥50 million | ¥50-100 million | ¥100-500 million | ¥500 million-¥1 billion | ¥1-5 billion | Over ¥5 billion |
|-------------------|-----------------|------------------|-------------------------|--------------|-----------------|
| 0 | 0 | 0 | 0 | 4 | 2 |

5. Status of Present Overseas Production

| | | |
|--|--|------------------------------|
| 1) Factory distribution by countries advanced to | 2) Number of technical cooperation ventures by country advanced to | 3) OEM supply by advanced to |
| Singapore 1 | United States 2 | None |
| South Korea 1 | Taiwan 1 | |
| Nigeria 1 | China 1 | |
| <hr/> | <hr/> | |
| TOTAL 3 (1 company) | TOTAL 4 (3 companies) | |

6. Plans for Futures Overseas Advances

| Country name | 1 | | 2 | 3 | 4 | 5 | 6 | | | | | | | | | 7 |
|--------------|----|----|---|---|---|---|----|----|----|----|----|----|----|----|----|---|
| | 1) | 2) | | | | | 1) | 2) | 3) | 4) | 5) | 6) | 7) | 8) | 9) | |
| Taiwan | 0 | 1 | 1 | 0 | 0 | 1 | 0 | 0 | 1 | 0 | 1 | 0 | 0 | 0 | 0 | 0 |
| Thailand | 0 | 1 | 1 | 0 | 0 | 1 | 0 | 1 | 0 | 0 | 1 | 0 | 0 | 0 | 0 | 0 |

Explanation of each item

1. Type of Advance
 - 1) 100% Intra-Enterprise
 - 2) Joint Venture
2. Technical Cooperation
3. Production on Consignment
4. No Response
5. Number of Enterprises Responding
6. Objective of Overseas Advance
 - 1) Expansion to the retail market
 - 2) Expansion to a third-country market
 - 3) Exports to Japan
 - 4) Response to the appreciation in the value of the yen
 - 5) Utilization of labor capacity
 - 6) Ease in obtaining raw materials
 - 7) Requests from export destinations or technical cooperation partners
 - 8) Overseas advances by Japanese customer enterprises (parent companies)
 - 9) Others
7. Desire to be Introduced to a Business Partner

7. Problem Areas Encountered by Enterprises Already Overseas

| | 1. Exporting | 2. Foreign Capital Policy | 3. Legal and Tax Systems | 4. Social, Economic and Political Unrest | 5. Labor Problems |
|-------------|--------------|---------------------------|--------------------------|--|----------------------------|
| | 1) 2) 3) 4) | 1) 2) 3) 4) 5) 6) | 1) 2) 3) 4) 5) 6) | 1) 2) 3) 4) 5) 6) 7) | 1) 2) 3) 4) 5) 6) 7) 8) 9) |
| South Korea | 1 | | 1 | 1 1 | |
| Singapore | | | 1 1 | 1 1 | 1 |
| Nigeria | | 1 1 1 | 1 1 1 | 1 1 1 | 1 1 1 |

Explanation of each item

1. 1) Exporting procedures are time-consuming
3) Insufficient export promotion
2. 1) Restrictions on investment ratio
3) Export obligations too high
5) Remittance regulations
3. 1) Legal and tax systems underdeveloped
3) Demands to lower the foreign capital ratio
5) High import duties on raw materials and components
4. 1) Rise in inflation
3) Criticism from Japan of excessive advances overseas
5) Increase in economic friction with local manufacturers
7) Others
5. 1) Limits resulting from the system of obtaining visas on people that can be dispatched
2) Compulsory appointment of local personnel
4) Difficulty in securing quality labor
6) Difficulty in regulating labor and management relations, such as labor disputes, etc.
7) Insufficient research and technological training for locally-hired employees
8) High expenditures resulting from research and technological training for locally-hired personnel
9) Others

- 2) Inadequate infrastructure
- 4) Others
- 2) High demands on local procurement ratio
- 4) Insufficient tax incentives
- 6) Others

- 2) Legal and tax system procedures not standardized
- 4) Nationalization policy through localization
- 6) Others
- 2) Unstable currency
- 4) Increase in nationalism and anti-foreign capital sentiment
- 6) Political Unrest, social unrest

- 3) Difficulty in labor management
- 5) Difficulty in securing a fixed quantity of labor

8. Status of Exports from Local Factories

| | a | b-1 | | b-2 | | b-3 | | b-4 | | b-5 | |
|-------------|---|--------------|-------------|--------------|-------------|--------------|-------------|--------------|-------------|--------------|-------------|
| | | Under 50% | Over 50% | Under 50% | Over 50% | Under 50% | Over 50% | Under 50% | Over 50% | Under 50% | Over 50% |
| South Korea | | | 1 | 1 | | | | | | 1 | |
| Singapore | | 1 | | 1 | | 1 | | | | | 1 |
| Nigeria | 1 | | | | | | | | | | |

Explanation of each item

- a. 100% local-market oriented
- b-1) local market
- b-2) intended for export to Japan
- b-3) intended for export to the United States
- b-4) intended for export to the East Asian NICs
- b-5) Others

March 29, 1988

Request for Cooperation with a Questionnaire Survey
for Enterprises Interested in Direct Investment

Gentlemen:

JETRO is conducting a survey to study the promotion of industrialization in developing countries such as the ASEAN nations. Particularly, it is our goal to determine how Japan can cooperate in the encouragement of exports from such countries.

Everyone will agree that direct investment and technical cooperation from Japanese enterprises is gradually playing a larger role in the promotion of industries in these nations, and that each government is wrestling with the concept of attracting Japanese businesses.

As part of the survey mentioned above, JETRO is issuing a questionnaire survey concerning information related to direct overseas investment and technical cooperation to people who are affiliated with Japanese enterprise. The purpose is to understand the circumstances surrounding advances overseas and the environment for direct, local investment.

The results of this survey will be used in a practical manner, following the objectives given above, but the contents of each individual answer shall not be made public.

However, we request your advance permission such that the final results and the list of companies that were the objects of the survey can be furnished, upon request, as reference materials to persons affiliated with the countries concerned.

Thank you very much for your time, and please respond to the items given below.

Sincerely,

Heihachiro Aoki
Akira Inoue
Leaders
Development Survey Project Groups
Japan External Trade Organization

Responses

1. Method of Recording Responses:

Please respond according to your status at the end of February 1988, and please mark your answers on the questionnaire paper provided.

2. Deadline for Submission:

Please return responses by the last day of April 1988 in the envelope enclosed for this purpose.

3. Contact Address:

Please direct all inquiries concerning any points that may be unclear about the method of recording answers, etc. to the following address:

JETRO
Development Survey Project Group

2-2-5 Toranomon

Minato-ku

Tokyo 105

Attn: Mr. Koide and Mr. Nanbara
Tel.: (03) 582-5525

Questionnaire Sheet for Japanese Enterprise (Moulds and Dies)

Company Name in Japanese _____

Company Name in English _____

Address _____

TBL _____

TELEX/FAX _____

Name of Representative _____

Month, Date, and Year of Establishment _____

Paid-up Capital (unit: ¥ million) _____

Annual Sales (unit: ¥ million) _____

Number of Employees _____

Products Manufactured
(Circle the appropriate categories)

- | | |
|-------------------------------|--------------------------------------|
| 1) Press moulds and dies | 2) Plastic moulds and dies |
| 3) Diecast moulds and dies | 4) Forging moulds and dies |
| 5) Casting moulds and dies | 6) Rubber moulds and dies |
| 7) Glass moulds and dies | 8) Powder metallurgy moulds and dies |
| 9) Industrial moulds and dies | 10) Other (Specify) |

Name of Department Chief _____

Name of Person in Charge _____

Questionnaire Sheet for Japanese Enterprise (Auto Parts)

Company Name in Japanese _____

Company Name in English _____

Address _____

TEL _____

TELEX/FAX _____

Name of Representative _____

Month, Date, and Year of Establishment _____

Paid-up Capital (unit: ¥ million) _____

Annual Sales (unit: ¥ million) _____

Number of Employees _____

Products Manufactured

Name of Department Chief _____

Name of Person in Charge _____

Questionnaire Sheet for Japanese Enterprise (Chinaware)

Company Name in Japanese _____

Company Name in English _____

Address _____

TEL _____

TELEX/FAX _____

Name of Representative _____

Month, Date, and Year of Establishment _____

Paid-up Capital (unit: ¥ million) _____

Annual Sales (unit: ¥ million) _____

Number of Employees _____

Products Manufactured
(Circle the appropriate categories)

- | | |
|---------------------------------|--|
| 1) Dining Ware (Plates, etc.) | 2) Table-top Ornaments (Miniature Plants, Dolls) |
| 3) Flower vase | 4) Jar, Pot |
| 5) Others (Specifically: _____) |) |

Name of Department Chief _____

Name of Person in Charge _____

Questionnaire Sheet for Japanese Enterprise (Glassware)

Company Name in Japanese _____

Company Name in English _____

Address _____

TEL _____

TELEX/FAX _____

Name of Representative _____

Month, Date, and Year of Establishment _____

Paid-up Capital (unit: ¥ million) _____

Annual Sales (unit: ¥ million) _____

Number of Employees _____

Products Manufactured
(Circle the appropriate categories)

- 1) Glass bottles 2) Glass dining ware 3) Table-top ornaments
4) Lighting fixtures 5) Chemistry and physics apparatus
6) Others (Specifically: _____)

Name of Department Chief _____

Name of Person in Charge _____

Question 1. What kind of overseas relations do you presently maintain?

(1) Process Production Bases Overseas

Please list the names of the countries in the following

() () () ()

(2) Technical tie-up with Foreign Manufacturers

Please list the names of the countries in the following

() () () ()

(3) Supplying Foreign Manufacturers with OEM

Please list the names of the countries in the following

() () () ()

(4) No relations at the present, but considering overseas relations for the long-run.

(5) None

Question 2. Future Plans for Investments Overseas

(1) Presently Investigating

(2) For Future Consideration

(3) Not Considering

2-1 Please respond if you circled (1) or (2)

To which regions would you like to invest and what are your objectives? Please circle form of investment and its objective(s) in Table 1.

Multiple responses are possible.

Question 3. Would you like JETRO to recommend or introduce a joint venture or technical cooperation partner?

yes no

3-1 JETRO is compiling a registration system for enterprises involved in direct

investment. (This system is a free service offered as a reference information for enterprises interested in overseas investment. Interested enterprises will be given further explanation)

Does your company wish to participate in this system?

yes no

Question 4. Enterprises That Have Already Invested Overseas

Please mark the relevant areas in Table 2.

Table 1. Region to Which Advances Are Desired and Forms of Advance

| | Asian NIES | | | | ASEAN | | | | Other Areas (Please list the Area names) |
|---|-------------|--------|-----------|----------|----------|-----------|-------------|-----------|--|
| | South Korea | Taiwan | Hong Kong | Thailand | Malaysia | Indonesia | Philippines | Singapore | |
| Forms of Advance | | | | | | | | | |
| Direct Investment | | | | | | | | | |
| 100% Company Investment | | | | | | | | | |
| Joint Venture | | | | | | | | | |
| Technical Tie-up | | | | | | | | | |
| Production on a Consignment Basis | | | | | | | | | |
| Objective(s) of Advance (Multiple responses are possible) | | | | | | | | | |
| 1) Expansion in the local market | | | | | | | | | |
| 2) Expansion to the market in a third country | | | | | | | | | |
| 3) Export to Japan | | | | | | | | | |
| 4) Response to the appreciation in the value of the yen | | | | | | | | | |
| 5) Utilize labor | | | | | | | | | |
| 6) Easy access to raw materials | | | | | | | | | |
| 7) Requests from technical tie-up partners or export destinations | | | | | | | | | |
| 8) Result of overseas production by parent enterprises | | | | | | | | | |
| 9) Others | | | | | | | | | |

**Table 2. Problem Areas, etc. in Regions to Which Advances Have Already Been Made
(only enterprises that have already advanced overseas)**

| | Asian NIES | | | | | ASEAN | | | | | Other Areas (Please list the Area names) | | | | |
|--|-------------|--------|-----------|----------|----------|-----------|-------------|-----------|---|---|--|---|---|---|---|
| | South Korea | Taiwan | Hong Kong | Thailand | Malaysia | Indonesia | Philippines | Singapore | | | | | | | |
| (1) Are the products being manufactured at your company being exported? | | | | | | | | | | | | | | | |
| a. 100% for the local market | | | | | | | | | | | | | | | |
| b. Exporting | | | | | | | | | | | | | | | |
| (Please record the sales and export ratios for each of the main markets) | | | | | | | | | | | | | | | |
| 1) Local market | % | % | % | % | % | % | % | % | % | % | % | % | % | % | % |
| 2) Exports to Japan | % | % | % | % | % | % | % | % | % | % | % | % | % | % | % |
| 3) Exports to the United States | % | % | % | % | % | % | % | % | % | % | % | % | % | % | % |
| 4) Exports to the NIES in East Asia (Korea, Hong Kong, Taiwan) | % | % | % | % | % | % | % | % | % | % | % | % | % | % | % |
| 5) Other areas | % | % | % | % | % | % | % | % | % | % | % | % | % | % | % |
| (2) What problems are encountered in exporting? | | | | | | | | | | | | | | | |
| 1) Exporting procedures take time | | | | | | | | | | | | | | | |
| 2) Insufficient infrastructure | | | | | | | | | | | | | | | |
| 3) Insufficient export incentive (See Note 1) | | | | | | | | | | | | | | | |
| 4) Others | | | | | | | | | | | | | | | |

Note 1. Please list specific examples

| | | | | | | | |
|-------------|--------|-----------|----------|----------|-----------|-------------|-----------|
| South Korea | Taiwan | Hong Kong | Thailand | Malaysia | Indonesia | Philippines | Singapore |
|-------------|--------|-----------|----------|----------|-----------|-------------|-----------|

(3) What problems are there that result from the local government's foreign investment policy?

- 1) Restrictions on the capital investments
- 2) High demands for the local procurement
- 3) Export obligation is too high
- 4) Insufficient tax exemptions
- 5) Remittance regulations
- 6) Others

(4) What problems are there with the local legal and tax systems?

- 1) Legal and tax systems not yet well established
- 2) Legal and tax system procedures not standardized
- 3) Demands to lower the ratio of foreign-capital investment
- 4) Nationalization through localization policy
- 5) High import duties on raw materials and components
- 6) Others

| | | | | | | | |
|-------------|--------|-----------|----------|----------|-----------|-------------|-----------|
| South Korea | Taiwan | Hong Kong | Thailand | Malaysia | Indonesia | Philippines | Singapore |
|-------------|--------|-----------|----------|----------|-----------|-------------|-----------|

- (5) What social, economic, and political factors are you uneasy with?
- 1) Rise in inflation (increase in raw material and component prices, labor costs, and investment expenditures on equipment and facilities)
 - 2) Uncertain circumstances (frequent and sudden changes in the exchange rate)
 - 3) Criticism of excessive overseas investment from Japan
 - 4) Increase in nationalism and anti-foreign capital sentiment
 - 5) Increase in economic friction with local manufacturers
 - 6) Political unrest, social unrest
 - 7) Others
- (6) What problems are there in labor conditions and securing labor?
- 1) Limits resulting from the system of obtaining visas on people that can be dispatched
 - 2) Compulsory appointment of local personnel
 - 3) Difficulty in labor management (low work initiative and low rate of continuous employment)
 - 4) Difficulty in securing quality labor

- 5) Difficulty in securing a fixed quantity of labor
 - 6) Difficulty in regulating labor and management relations, such as labor disputes, etc.
 - 7) Insufficient research and technological training for locally-hired employees
 - 8) High expenditures resulting from research and technological training for locally-hired personnel
 - 9) Others
-

**LIST OF RESPONDENT TO INQUIRY STUDY
ON JAPANESE FIRMS**

MOULDS AND DIES

| COMPANY NAME | ADDRESS | TEL. | PERSON IN CHARGE |
|---------------------------------------|---|--------------|-------------------------|
| AKAMATSU ALLOY TOOL CO., LTD. | 2-2-17, KASUGANO, HIRAKATA-SHI, OSAKA | 0720-58-0115 | MOTOJI AKAMATSU |
| APORO SEIKI CO., LTD. | 1-3-26, UTSIKAWA, YOKOSUKA-SHI, KANAGAWA | 0468-35-1333 | KANICHI TAKIZAWA |
| ASAUME CORPORATION CO., LTD. | 39, TONOMAE, YOSHIDA-CHO, OBU-SHI, AICHI | 0562-46-2265 | AKIHITO ASADA |
| AZUMA CORPORATION CO., LTD. | 3-31, OKUBO-CHO, MORIGUCHI-SHI, OSAKA | 06-901-4865 | KAZUAKI AZUMA |
| CONIC-SHA CO., LTD. | SHIN-OSAKA DAIICHI SEIMEI BLD., 3-5-24, MIYAHARA YODOGAWA-KU, OSAKA | 06-393-1003 | TAKESHI OKAWA |
| BETERU CO., LTD. | 3-11, ARAKANE ISHIOKA-SHI, IBARAKI | 02992-3-7411 | EIICHI SUZUKI |
| DEC CO, LTD. | 5702-2, YOSHIKAWA HACHIHONMATSU-CHO, HIGASHI-HIROSHIMA- SHI, HIROSHIMA | 0824-29-1919 | YASUO HIROKANE |
| FUKUYAMA PRECISION (M) LTD. CO. | 8-11, NANGO-CHO, DAITO-SHI, OSAKA | 0720-72-1421 | MASAJI FUKUYAMA |
| FUSO INTERNATIONAL LTD. | 3210-22, SHIMOKUZAWA, SAGAMIHARA-SHI, KANAGAWA | 0427-74-1101 | SHINOBU OKITA |
| HANAI SEISAKUSHO CO., LTD. | 41, AZA-OTSUBO, OAZA-FUJIE, HIGASHIURA-CHO, CHITA-GUN, AICHI | 0562-83-5111 | FUMIO HANAI |
| HIROSHIMA PRESS KOGYO CO., LTD. | 1-3-1, NUKUSHINA, AZUMA-KU, HIROSHIMA-SHI, HIROSHIMA | 082-289-1234 | TOSHIO UNO |

| COMPANY NAME | ADDRESS | TEL. | PERSON IN CHARGE |
|---------------------------------------|---|--------------|---------------------|
| HORII CORPORATION LTD. PARTNERSHIP | 2039, AZA-TAKAMATSU-HIGASHI, KOMAKIHARASHINDEN, KOMAKI-SHI, AICHI | 0568-73-2141 | KAZUICHI HORII |
| IKEDA MFG. CO., LTD. | 1-58, YOSHIDA-CHO, IKEDA-SHI, OSAKA | 0727-51-3801 | TOSHIO OSHIMA |
| IKEDA IRON WORKS CO., LTD. | 2-2-45, SAKURAJIMA, KONOYAMA-KU, OSAKA-SHI, OSAKA | 06-466-2017 | SUKEHARU IKEDA |
| IKEGAMI MOLD ENGINEERING CO., LTD. | 5-5-30, MINAMI KUKI-SHI, SAITAMA | 0480-21-0561 | KEIZO IKEGAMI |
| I.K.TURE INTERNATIONAL LTD. LIABILITY | 3368, NAKAGOMI SAKU-SHI, NAGANO | 0267-67-1821 | KATSUHISA IDE |
| ISHII KANAGATA CO., LTD. | 2-3-17, OJIMA KOTO-KU, TOKYO | 03-637-5413 | NOBUTSUNE ISHII |
| JAPAN MOULD INDUSTRY CO., LTD. | 2-211, SAKURAGAOKA YAMATO-SHI, TOKYO | 0425-62-1431 | HARUO KOBAYASHI |
| KASHIWAZAKI SILVER SEIKO CO., LTD. | 1350, AZA-NISHIOKI OAZA-FUJII, KASHIWAZAKI-SHI, NIIGATA | 0257-24-5111 | SHIGERU ONAKA |
| KATAYAMA CORP. | 310, MAMAHARASHINDEN, KOMAKI-SHI, AICHI | 0568-77-6331 | MATASHIRO KATAYAMA |
| KATO SEISAKUSHO CO., LTD. | 2-16, HIMEGAOKA, YABASAMA, KANI-SHI, GIFU | 0574-63-1131 | KAZUO KATO |
| KAWAGUCHI ENGRAING INDUSTRY CO., LTD. | 2-9-7, EBISU-NISHI, NANIWA-KU, OSAKA-SHI, OSAKA | 06-632-2525 | MASUO KAWAGUCHI |
| KAWAI PRECISION DIE & MOLD CO., LTD. | 1-54, SAKURAGAOKA YAO-SHI, OSAKA | 0729-23-3801 | HAJIME KAWAI |
| KOBAYASHI SEIKI CO., LTD. | 1-3-8, HIGASHIBEFU, SETTSU-SHI, OSAKA | 06-349-5440 | YORIMITSU KOBAYASHI |

| COMPANY NAME | ADDRESS | TEL. | PERSON IN CHARGE |
|-----------------------------------|---|--------------|--------------------|
| KOHNAN TOKUSHU SANGYO CO., LTD. | 51, JIZO, YASURA-CHO, KOHNAN-SHI, AICHI | 0587-54-5131 | YASUYOSHI NODA |
| KOIDE DIE FACTORY CO., LTD. | 1045, MORIMOTO TOYODA-CHO, IWATAGUN, SHIZUOKA | 05383-7-1147 | MASAO KOIDE |
| KOTOBUKI SEIKI CO., LTD. | 5-2-12, ASAMA-CHO, HEKINAN-SHI, AICHI | 0566-41-5056 | HIROSHI KUBO |
| K.S METAL INDUSTRIES CO., LTD. | 1350, AZA-NISHIOKI OAZA-FUJII, KASHIWAZAKI-SHI, NIIGATA | 0257-24-5401 | YOSHIHIRO MIZUKAMI |
| KUNO KINZOKU KOGYO INC. | 5-18, ARAHAMA-CHO, MINAMI-KU, NAGOYA-SHI, AICHI | 052-611-0231 | HIROATSU KUNO |
| KYOEI CO., LTD. | 2-39, NAKASHIMA DORI, ICHINOMIYA-SHI, AICHI | 0586-24-0211 | MAKOTO TSUNODA |
| KYOWA INDUSTRIAL CO., LTD. | 29-1, OAZA-KAMISUGORO, SANJYO=SH NIIGATA | 0256-34-4441 | TSUNEO MATSUI |
| KYOWA SEIKI CORPORATION CO., LTD. | 8-85, MORIMOTO ITAMI-SHI, HYOGO | 0727-84-0109 | MASAKUNI KOGURE |
| MARUSUN SURUGA KOGYOSHO CO., LTD. | 90-1, YODOBASHI FUJI-SHI, SHIZUOKA | 0545-53-3426 | KOICHI SUZUKI |
| MATSUOKA IRON WORKS CO., LTD. | 77, AZA-SAKAEMATSU NARUMI-CHO, MIDORI-KU, NAGOYA-SHI, AICHI | 052-621-2136 | AKIRA MATSUOKA |
| MEIKO SANGYO CO., LTD. | 1-3-1, KARUMO-DORI, NAGATA-KU, KOBE-SHI, HYOGO | 078-651-5271 | YASUHARU SHIMODOI |
| MICRO CO., LTD. | 2-9-17, KAMATAHONCHO, OTA-KU, TOKYO | 03-736-0396 | SYOZO SHIMA |

| COMPANY NAME | ADDRESS | TEL. | PERSON IN CHARGE |
|---|---|--------------|--------------------|
| MIFUJI CHYOKO CO., LTD. | 3806-5, SHIMOTSURUMA, YAMATO-SHI, KANAGAWA | 0462-74-5482 | MATAJIRO SUDO |
| MINAMI MOLD & ENGINEERING CO., LTD. | 2-2-51, KITAKYUHOJI, YAO-SHI, OSAKA | 0729-91-7321 | TOSHIHIKO MORIKAWA |
| MITAKA SEIKO CO., LTD. | 96-31, TOICHI MAKISHIMACHO, UJI-SHI, KYOTO | 0774-20-0001 | KANICHI OKUBO |
| mitsui HIGH-TEC INC. | 2-1-1, KOMINE YAHATANISHI-KU, KITAKYUSHU-SHI, FUKUOKA | 093-611-1331 | YOSHIAKI MITSUI |
| MITSUTOMO SEISAKUSHO CO., LTD. | 715, MESAKI-CHO, FUCHU-SHI, HIROSHIMA | 0847-41-3797 | KIKUO HARADA |
| MIYAMARU PRECISION DIE & MOLD CO., LTD. | 1-31, HIGASHI-KAGATSUME MACHI, KANAZAWA-SHI, ISHIKAWA | 0762-37-6001 | YOSHIO MIYAMARU |
| MIYAZU SEISAKUSHO CO., LTD. | 2300, SENGOKU OIZUMIMACHI, ORA-GUN, GUNMA | 0276-62-4101 | RIKIO MIYAMURA |
| NAKAJIMA MANUFACTURING CO., LTD. | 1215-2, AZA-MARUYAMA KODACHO, SUZUKA-SHI, MIE | 0593-74-3032 | SADAO NAKAJIMA |
| KYOEI MOLD & MANUFACTURING CO., LTD. | 2090, KAWANABE TSUYAMA-SHI, OKAYAMA | 0868-26-1897 | TOSHIRO KAWABATA |
| NAGAMINE MANUFACTURING CO., LTD. | 1725-26, TSUBAKIDANI, MANNOCHO, NAKATADO-GUN, KAGAWA | 0877-75-0007 | MASARU NAGAMINE |
| NAGASAKI IRON WORKS CO., LTD. | 2490-5, HIGASHI-KATAKAMI, BIZEN-SHI, OKAYAMA | 0869-64-2865 | NOBUYUKI NAGASAKI |

| COMPANY NAME | ADDRESS | TEL. | PERSON IN CHARGE |
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| NAGATSU MACHINERY INDUSTRIES LTD. | 57, NAKAMARUKO NAKAHARA-KU, KAWASAKI-SHI, KANAGAWA | 044-433-8371 | FUMIE NAGATSU |
| NAKAMURA METALLIC INDUSTRIES CO., LTD. | 4-4, AZUMAHITOTSUYA, SETTU-SHI, OSAKA | 06-349-1881 | MITSUO NAKAMURA |
| NIPPON DESMA KANAGATA SEIZO K.K. | 13-46, NOBORITO-CHO, KOSHIGAYA-SHI, SAITAMA | 0489-85-2711 | ETSUO KOBAYASHI |
| NIPPON JUSHIGATA MFG. CO., LTD. | 3-11, AOYAMA-CHO, KARIYA-SHI, AICHI | 0566-21-6167 | KIYOO HIDAKA |
| NIPPON KIKAI KANAATA CO., LTD. | 1-2-13, TAMASHIMA, IBARAKI-SHI, OSAKA | 0726-34-1461 | MASARU KINASHI |
| NISSHO MOLDING CO., LTD. | 2-290-1, DENNE OGUCHI-CHO, NIWA-GUN, AICHI | 0587-95-6600 | TERUMITSU YAMADA |
| NISSIN PRECISION MACHINES CO., LTD. | 2-29, TAMAGAWA, OTAKU, TOKYO | 03-758-1901 | ISAO ITO |
| OGAKI SEIKO CO., LTD. | 3-92-1, ASANISHI, OGAKI-SHI, GIFU | 0584-89-5811 | KATSUHIRO UEDA |
| OGIHARA IRON WORKS CO., LTD. | 891-1, HIGASHI-YAJIMA, OTA-SHI, GUNMA | 0276-38-1221 | EIICHI OGIHARA |
| OKADA INDUSTRIAL CO, LTD. | 4048, NAKATSU AIKAWA-CHO, AIKO-GUN, KANAGAWA | 0462-85-0821 | NOBUYUKI OKADA |
| OKAMOTO FOUNDRY CO., LTD. | 5, NAWATEMACHI, GIFU-SHI, GIFU | 0582-71-7251 | TAEMON OKAMOTO |
| OJI MFG CO., LTD. | 23, NIJIMA, HARIMA-CHO, KAKO-GUN, HYOGO | 0794-37-1600 | SYOSABURO MIKI |
| ONISHI LITE KOGYOSHO CO., LTD. | 2-901, ASO-CHO, KIRYU-SHI, GUNMA | 0270-62-7172 | AKIO ONISHI |

| COMPANY NAME | ADDRESS | TEL. | PERSON IN CHARGE |
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| SAITO MOLD & MANUFACTURING CO., PARTNERSHIP | 1318-4, EBANAKAMACHI, KUWANA-SHI, MIE | 0594-22-0625 | TATSUNORI SAITO |
| SANK M.F.G CO., LTD. | 3-2-45, MUSASHINO, AKISHIMA-SHI, TOKYO | 0425-43-8911 | SHIGEO OTSUKA |
| SANKO SHOJI CO., LTD. | 1-24-10, HIGASHI-NIPPORI, ARAKAWA-KU, TOKYO | 03-803-1251 | MINORU HORAGE |
| SANSHO GIKEN CO., LD. | 1586, KAMIKOIZUMI, NAMEKAWA-SHI, TOYAMA | 0764-75-4107 | MITSUO INAZAWA |
| SANSHO KOGYO CO., LTD. | 2-1-40, KANAREBASHI, CHIKUSA-KU, NAGOYA-SHI, AICHI | 052-771-1231 | SHIZUO KATO |
| SASAYAMA CO., LTD. | 193-1, IWAYOSHI, TOTTORI-SHI, TOTTORI | 0857-28-6611 | KATSUKI SASAYAMA |
| SEIKI INDUSTRY CO., LTD. | 464, KAMIOKADA, IWATA-SHI, SHIZUOKA | 05383-2-2278 | NORIYOSHI MITA |
| SEKISUI MACHINERY CO., LTD. | 62-1, NOMURANAKAMACHI, HIRAKATA-SHI, OSAKA | 0720-58-1121 | TAKAO TAZAKI |
| SERA SEISAKUSHO CO., LTD. | 378-1, KUZE-TSUKIYAMA-CHO, MINAMI-KU, KYOTO | 075-921-6324 | NOBUO MASUDA |
| SHOJI METAL SHAPEPLANT CO., LTD. | 2-2-15, HOSODA-CHO, NAGATA-KU, KOBE-SHI, HYOGO | 078-691-4032 | HIROSHI KOYOJI |
| SHOWA KAKO CO., LTD. | 1-BANCHI OAZA-TAISHI TAISHI-CHO, MINAMIKAWACHI-GUN, OSAKA | 0721-98-0641 | HIROSHI TAI |
| SHOWA PRECISION TOOLS CO., LTD. | 1-4-2, FUKUURA KANAZAWA-KU, YOKOHAMA-SHI KANAGAWA | 045-785-1111 | MASANARI KIDA |
| SHIN NIPPON KOGYO CO., LTD. | 678, OAZA-IZUMI-KUWANA-SHI, MIE | 0594-22-4151 | SHIGEO GOTO |

| COMPANY NAME | ADDRESS | TEL. | PERSON IN CHARGE |
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| SILVER GIKEN CO., LTD. | 320-1, NISHI-SHIONO OSAWANOMACHI, KAMINIKAWA-GUN, TOYAMA | 1764-68-1144 | AKIRA TAKAMATSU |
| SOWA GIKEN CO., LTD. | 2011-4, YOSHIWARA AMIMACHI, INASHIKI-GUN, IBARAKI | 0298-89-0479 | YUKIO OTSUKI |
| SUZUKI KUWA CO., LTD. | 23, AZA-ONODA, NODA, SHINSHIRO-SHI, AICHI | 05362-2-1215 | SHOJI SUZUKI |
| SUZUKI METAL SHAPEPLANT CO., LTD. | 2-6-10, SUMIDA-SUMIDA-KU, TOKYO | 03-619-6538 | TANEJI SUZUKI |
| TAGUCHI PATTERN WORKS CO., LTD. | 2-20-15, NAKAAOKI, KAWAGUCHI-SHI, SAITAMA | 0482-51-2765 | TEIICHI TAGUCHI |
| TAKAHASHI IRON WORKS CO., LTD. | 1-13-8, HORIKIRI, KATSUSHIKA-KU, TOKYO | 03-691-0721 | KENTARO TAKAHASHI |
| TAISEI KANAGATA KIKO CO., LTD. | 384-40, OHARA YABUZAKAHONMACHI, NITTA-GUN, GUNMA | 0277-78-2413 | YUKIO MATSUOKA |
| TOJO PLASTICS MOLD CO, LTD. | 1-63-3, TOKIWADAI, ITAASHI-KU, TOKYO | 03-966-7161 | KUNIO HATA |
| TOKIN KOGYO CO., LTD. | 1-22-6, MYOJIN-CHO, HACHIOJI-SHI, TOKYO | 0462-42-7100 | YUKIKO MATSUZAKI |
| TOKYO LIGHT ALLOY CO., LTD. | 1-21-1, FUJIMICHO, GYODA-SHI, SAITAMA | 0485-54-3331 | SHOZO KURIHARA |
| TOP DIE CO., LTD. | 1-29, SHINDEN-NAKAMACHI, DAITO-SHI, OSAKA | 0720-71-2550 | HIDEO HAYASHIDA |
| TOSHIBA MACHINE CO., LTD. | 4-11, GINZA, CHUO-KU, TOKYO | 03-567-0511 | AKIRA IWAHASHI |
| TOYAMA SEISAKUSHO CO., LTD. | 3277-5, TANA, SAGAMIHARA-SHI, KANAGAWA | 0427-61-7813 | TOSHIO TOYAMA |

| COMPANY NAME | ADDRESS | TEL. | PERSON IN CHARGE |
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| TOYO DICE INDUSTRY CO., LTD. | 1126-73, KOYAMA-CHO, TOTTORI-SHI, TOTTORI | 0857-28-8044 | TOSHIO WATANABE |
| TSUDA MOLD & ENGINEERING CO., LTD. | 3-64, YAJIECHO, MINAMI-KU, NAGOYA-SHI, AICHI | 052-611-7637 | MASAO SUDA |
| UEMURA METAL INDUSTRIES CO., LTD. | 1-8-1, SHINKE NEYAGAWA-SHI, OSAKA | 0720-22-1221 | MASAHIRO UEMURA |
| UNION PRECISION DIE CO., LTD. | 170, YAMANOUE, HIRAOKA-CHO, KAKOGAWA-SHI, HYOGO | 0794-25-0765 | TSUTOMU SAKAI |
| YAMADA MOLD MFG CO., LTD. | 2-47, KANASHITA-CHO, MORIGUCHI-SHI, OSAKA | 06-993-8121 | KOICHI YAMADA |
| YAMAOKA SEISAKUSHO CO., LTD. | 93, HIRAKAWA-YOKOMICH I, GYOYO-SHI, KYOTO | 07745-2-2200 | KAZUTAKA YAMAOKA |
| YAMAZAKI MOLD CO., LTD. | 4-7-20, TARUMACHI, KOHOKU-KU, YOKOHAMA-SHI, KANAGAWA | 045-543-2211 | SUSUMU YAMAZAKI |
| YASUDA SEISAKUSHO CO., LTD. | 485, OAZA-EBA, KUWANA-SHI, MIE | 0594-22-1885 | SEIICHI YASUDA |
| YOSHIDA MOLD CO., LTD. | 1-589, BOZUYAMA, YOKONE-CHO, OBU-SHI, AICHI | 0562-48-3456 | MASAHIRO YOSHIDA |
| ZAO SEISAKUSHO MFG CO., LTD. | 2-16-12, SHIMOMARUKO, OTA-KU, TOKYO | 03-759-3778 | MITSUO SATO |

AUTOMOTIVE METAL PARTS

| COMPANY NAME | ADDRESS | TEL. | PERSON IN CHARGE |
|-------------------------------|---|--------------|---------------------|
| AIKOKU KOGYO CO., LTD. | 75, AZA-OHMIZO, OHAZA-HONKOU, SOUBUE-CHO, NAKASIMA-GUN, AICHI | 0587-97-1111 | SEIJI HIDA |
| ANSEI INDUSTRY CO., LTD. | 30, OHSIMA, KITASAKI-CHO, OHBU-SI, AICHI | 0562-47-2181 | KOUYU UEMURA |
| ART METAL MFG. CO., LTD. | 2-43, IWAKI 2-CHOME, UEDA-SHI, NAGANO | 0268-22-3000 | TATSUO KASHIWABARA |
| ASANO GEAR CO., LTD. | 1402-1, HIGASHIKEJIRI 4-CHOME, OSAKA SAYAMA-SHI, OSAKA | 0723-65-0801 | SOUICHIRO ASANO |
| ASIA KEMETT SEISAKUJYO | 29-1, YAGUCHI 3-CHOME, OHTA-KU, TOKYO | 03-759-4571 | TAKASHI MUTOU |
| CENTRAL MOTOR WHEEL CO., LTD. | 2-2, DAITO-CHO, ANJYO-SHI, AICHI | 0566-76-5121 | KATSUSHIGE ISHIHARA |
| CHUO SPRING CO., LTD. | 68, AZA-KAMISHIODA, NARUMI-CHO, MIDORI-KU, NAGOYA-SHI, AICHI | 052-623-1111 | MASAKAZU MORI |
| DAIDO METAL CO., LTD. | 2, SANAGE-CHO, KITA-KU, NAGOYA-SHI, AICHI | 052-913-1161 | YOSHIO IJIMA |
| DAIKIN MFG. CO., LTD. | 1-1, KIDAMOTOMIYA 1-CHOME, MEYAGAWA-SHI, OSAKA | 0720-22-1151 | MASARU ADACHI |
| EIKEN INDUSTRIES CO., LTD. | 1370, KADOYA, HAMAOKA-CHO, OGASA-GUN, SHIZUOKA | 0537-86-3105 | MITSUYUKI KOUNO |
| F.C.C. CO., LTD. | 880, SATOU-CHO, HAMAMATSU-SHI, SHIZUOKA | 0534-61-6181 | YOSHIIHIDE YAMAMOTO |
| FUJIKURA DENSEN | 11-20, NISHIGOTANDA 2-CHOME, SHINAGAWA-KU, TOKYO | 03-490-1111 | |

| COMPANY NAME | ADDRESS | TEL. | PERSON IN CHARGE |
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| FUJISEIKI | 39, MOTOMACHI 3-CHOME, KOMAKI-SHI, AICHI | 0568-73-2811 | MAMORU ANDOU |
| FUJISEIKI HANBAI CO., LTD. | 39, MOTOMACHI 3-CHOME, KOMAKI-SHI, AICHI | 0568-73-1191 | SETSUKO ANDOU |
| FUJI TEKKO CO., LTD. | 2418, WASHIZU, KOSAI-SHI, SHIZUOKA | 05357-3-131 | AKIRA TANI |
| HASHIMOTO FORMING INDUSTRY CO., LTD. | 320, KAMIYABE-CHO, TOTSUKA-KU, YOKOHAMA-SHI, KANAGAWA | 045-811-1211 | SEIGO OHKI |
| IZUMI AUTOMOTIVE INDUSTRY CO., LTD. | 620, OHAZA-OHNAKAI, KAWAGOE-SHI, SAITAMA | 0492-35-1111 | HAJIME IZUMI |
| IZUMI MOTOR CO., LTD. | 704-1, KAMIICHI, ATSUGI-SHI, KANAGAWA | 0462-45-1211 | MINORU TOCHIHARA |
| JIDOSHA KIKI CO., LTD. | 10-12, YOYOGI 2-CHOME, SHIBUYA-KU, TOKYO | 03-379-2211 | TOSHIO TOUMURA |
| JOHNAN SEISAKUSHO CO., LTD. | 1185-1, OHAZA-AOKUBO, UEDA-SHI, NAGANO | 0268-35-1010 | MASATOSHI BABA |
| KANTO SEIKI CO., LTD. | 2-1910, NISSINCHO, OMIYA-SHI, SAITAMA | 0486-52-5037 | MOTOO HARADA |
| KAYABA INDUSTRY CO., LTD. | 2-4-1, HAMAMATSUCHO, MINATO-KU, TOKYO | 03-435-3511 | KEN TANABE |
| KEIHIN SEIKI MFG. CO., LTD. | HN-SHINJUKU BLD. 4-3-17, SHINJUKU, SHINJUKU-KU, TOKYO | 03-341-8588 | TAKEO IWAI |
| KOJIMA PRESS INDUSTRY CO., LTD. | 3-30, SHIMOICHIKIBACHO, TOYOTA-SHI, AICHI | 0565-32-3151 | TOSHI SAEKI |
| KOKUSAN DENKI CO., LTD. | 3744, OOKA, NUMAZU, SHIZUOKA | 0559-21-5930 | KAZUO MATSUMURA |

| COMPANY NAME | ADDRESS | TEL. | PERSON IN CHARGE |
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| KOKUSAN KINZOKU KOGYO CO., LTD. | 2-8-2, KAMATA, OTA-KU, TOKYO | 03-738-2111 | TOSHIO SUGIMORI |
| KUZEH CO., LTD. | 2-2-19, CHIDORI, OTA-KU, TOKYO | 03-750-6127 | YOSHIKAZU KUZE |
| KYOHRITSU HIPARTS CO., LTD. | 3-137, NISSHINCHO, OMIYA-SHI, SAITAMA | 0486-52-9828 | KAZUHIKO IBARAKI |
| KYOWA SANGYO | 890, SHIMANOMACHI, TAKASAKI-SHI, GUNMA | 0273-52-1631 | YASUZI SUZUKI |
| MANNOH KOGYO CO., LTD. | 4-14-24, IMAHONMACHI, ANJYO-SHI, AICHI | 0566-97-8516 | KIKUO KONISHI |
| MATSUI UNIVERSAL JOINT CORPORATION | 2-21-15, AZUKIZAWA, ITABASHI-KU, TOKYO | 03-967-5211 | KIYOSHI MATSUI |
| MIKUNI CORPORATION | 3-16-5, UENO, TAITO-KU, TOKYO | 03-833-2733 | MASAKI IKUTA |
| MITSUBISHI ELECTRIC CORPORATION | 2-2-3, MARUNOUCHI, CHIYODA-KU, TOKYO | 03-218-2111 | MORIYA SHIKI |
| MITSUBISHI HEAVY INDUSTRIES, LTD. | 2-5-1, MARUNOUCHI, CHIYODA-KU, TOKYO | 03-212-3111 | YOTARO IIDA |
| MITSUIKE INDUSTRIAL CO., LTD. | 2336, KAMIYABECHO, TOTSUKA-KU, YOKOHAMA-SHI, KANAGAWA | 045-812-6830 | MINORU TASAI |
| MITSUUYA SEIKO COMPANY LIMITED. | 1-3-7, AKABANEMINAMI, KITA-KU, TOKYO | 03-902-3281 | HARUNO TAKAHASHI |
| NAKAMURA JICO CO., LTD. | 5-30-13, TOYO, KOTO-KU, TOKYO | 03-615-5041 | HIROMU NAKAMURA |
| NDC COMPANY, LTD. | 1-687, MIMOMICHI, NARASHINO-SHI, CHIBA | 0474-72-1121 | YOSHIO NAKAJIMA |
| NEW-ERA CO., LTD. | 1-7-21, NAKAGAWAHIGASHI, IKUNO-KU, OSAKA-SHI, OSAKA | 06-754-8511 | AKIRA TSUGAMURA |

| COMPANY NAME | ADDRESS | TEL. | PERSON IN CHARGE |
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| NGN CO., LTD. | 7-23, HINODECHO, SAKADO-SHI, SATTAMA | 0492-81-2135 | NAGAMASA YAMADA |
| NHK SPRING CO., LTD. | 1, ISOGOCHO, ISOGO-KU, YOKOHAMA-SHI, KANAGAWA | 045-751-1275 | MITSUO SHIMIZU |
| NIPPON ABS, LTD. | 1-9-18, KAIGAN, MINATO-KU, TOKYO | 03-436-1441 | TATSUYA SHIONO |
| NIPPON DENSO CO., LTD. | 1-1, SHOWAMACHI, KARIYA-SHI, AICHI | 0566-22-3311 | TARO TANAKA |
| NIPPON SEIKO K.K. | 1-6-3, OSAKI, SHINAGAWA-KU, TOKYO | 03-779-7073 | TOSHIO ARATA |
| NIPPON WICO CO., LTD. | 3-6-2, SHOZI, IKUNO-KU, OSAKA-SHI, OSAKA | 06-751-0636 | TARO KINOSHITA |
| NISSHINBO INDUSTRIES, INC. | 3-10, YOKOYAMACHO, NIHONBASHI, CHUO-KU, TOKYO | 03-665-8917 | TATSUO TANABE |
| NISSHIN KOGYO CO., LTD. | 172, KAMISOYAGI, YAAMTO-SHI, KANAGAWA | 0462-64-1221 | TADAO ANDO |
| NISSHIN KOGYO CO., LTD. | 840, KOKUBU, UEDA-SHI, NAGANO | 0268-24-3111 | YUKIKAZU MIYASHITA |
| NITTO KOGYO CO., LTD. | 3-18-11, KOSUGE, KATSUSHIKA-KU, TOKYO | 03-602-1161 | MICHIYO MIZOROGI |
| OHI SEISAKUSHO CO., LTD. | 1-14-7, MARUYAMA, ISOGO-KU, YOKOHAJMA-SHI, KANAGAWA | 045-757-7000 | ICHIRO KAJIYAMA |
| OWARI PRECISE PRODUCTS CO., LTD. | 2-148, YADACHO, HIGASHI-KU, NAGOYA-SHI, AICHI | 052-721-7131 | TOGO SUZUKI |
| PACIFIC INDUSTRIAL CO., LTD. | 100, KYUTOKUCHO, OGAKI-SHI, GIFU | 0584-91-1111 | TETSUYA OGAWA |
| R. FUKUDA & CO., LTD. | 1-8-23, SHINKAWA, CHUO-KU, TOKYO | 03-552-7761 | KAZUHIRO ASAKAWA |

| COMPANY NAME | ADDRESS | TEL. | PERSON IN CHARGE |
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| RHYTHM MOTOR PARTS MFG., CO., LTD. | 283-3, GOKYUCHO, HAMAMATSU-SHI, SHIZUOKA | 0534-62-2141 | TAKUYA KITAMURA |
| RIKEN CORPORATION | 1-13-5, KUDANKITA, CHIYODA-KU, TOKYO | 03-230-3911 | YASUSHI TOSHIMORI |
| SAKAMOTO INDUSTRY CO., LTD. | 292, BESSHO, OTA-SHI, GUNMA | 0276-31-1191 | HISAZI SAKAMOTO |
| SAKURA METAL INDUSTRY CO., LTD. | 3-4, SENKAWACHO, CHOFU-SHI, TOKYO | 03-300-3368 | SHOZABURO NAKAMURA |
| SANKEI GIKEN KOGYO CO., LTD. | 2-5-1, AKABANEMINAMI, KITA-KU, TOKYO | 03-902-6622 | NOBORU HASEGAWA |
| SANKO SENZAI KOGYO CO., LTD. | 14, NISHIURACHO, UMEZU, UKYO-KU, KYOTO-SHI, KYOTO | 075-881-8111 | TORAO TAKEMIKA |
| SANOH INDUSTRIAL CO., LTD. | 1-1, NISHIKI, KANDA, CHIYODA-KU, TOKYO | 03-293-2561 | KANJI SHINOHARA |
| SAN-YO BRAKE INDUSTRIES LTD. | 1520, MAKABE, SOUJYA-SHI, OKAYAMA | 08669-3-2411 | KOZO HIRUTA |
| SUMITOMO ELECTRIC INDUSTRIES, LTD. | 5-15, KITAHAMA, HIGASHI-KU, OSAKA-SHI, OSAKA | 06-220-4141 | TETSURO KAWAKAMI |
| SHINKO SEISAKUSHO | 1470, MAKABE, SOUJYA-SHI, OKAYAMA | 08669-3-1171 | YASUJI MIZUMATSU |
| TAIHO KOGYO CO., LTD. | 3-65, MIDORIGAOKA, TOYOTA-SHI, AICHI | 0565-28-2225 | TAKESHI OKANO |
| TAKAGI-M.F.G. CO., LTD. | 3-6-6, MASAKI, NAKA-KU, NAGOYA-SHI, AICHI | 052-331-3461 | RYUICHI TAKAGI |
| TEIKOKU PISTON RING CO., LTD. | 1-9-9, YAESU, CHUO-KU, TOKYO | 03-281-7041 | SHIZUKA NASHIMOTO |

| COMPANY NAME | ADDRESS | TEL. | PERSON IN CHARGE |
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| TK CARBURETTOR CO., LTD. | 5-10, KOTOBUKICHO, TOYOTA-SHI, AICHI | 0565-28-2311 | SHIN BANDO |
| TOGO SEISAKUSHO CORPORATION | 1, AZA-HIRUIKE, OASA-HARUKI, TOGOCHO, AICHI-GUN, AICHI | 05613-8-1111 | TOICHI AIBA |
| TOKAI TRW & CO., LTD. | 1203, USHIYAMACHO, KASUGAI-SHI, AICHI | 0568-31-8111 | HIDEAKI MATSUURA |
| TOKYO BUHIN KOGYO CO., LTD. | 1-6-1, TSUKIMINO, YAMATO-SHI, KANAGAWA | 0462-74-2351 | TOMIO TANAKA |
| TOKYO LIGHT ALLOY CO., LTD. | 1-21-1, FUJIMICHO, GYODA-SHI, SAITAMA | 0485-54-3331 | SHOZO KURIHARA |
| TOKYO RADIATOR MFG. CO., LTD. | 3-5-1, FUJISAKI, KAWASAKI-KU, KAWASAKI-SHI, KANAGAWA | 044-288-3501 | SHOZO WATANABE |
| TOKYO CO., LTD. | 2-14-10, SHINYOKOHAMA, KOHOKU-KU, YOKOHAMA-SHI, KANAGAWA | 045-473-3111 | HIROSHI TAKAMURA |
| TOYO RADIATOR CO., LTD. | 31-2, SAKURAGAOKACHO, SHIBUYA-KU, TOKYO | 03-780-2511 | HIROSHI IWASAKI |
| TOYO ROKI SEIZO CO., LTD. | 7800, NAKAZE, HAMAKITASHI, SHIZUOKA | 05358-8-0511 | HIROMITSU SHIMADA |
| TSUDA INDUSTRIES CO., LTD. | 1-1-1, SAIWAICHO, KARIYA-SHI, AICHI | 0566-21-5211 | HIROSHI TAKIMURA |
| U-SHIN LTD. | 1-7-2, NISHISHINBASHI, MINATO-KU, TOKYO | 03-502-5241 | KOJI TANABE |
| USUI KOKUSAI SANGYO KAISHA, LTD. | 1-3-2, NAGASAWA, SHIMIZUCHO, SUNTO-GUN, SHIZUOKA | 0559-72-2111 | YUTARO USUI |

| COMPANY NAME | ADDRESS | TEL. | PERSON IN CHARGE |
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| WAKO INDUSTRIAL CO., LTD. | KATAURA BLDG., 3-1-2, KYOBASHI, CHUO-KU, TOKYO | 03-281-1861 | IKURO SATO |
| YAMAKAWA INDUSTRIAL CO., | 19-1, GOMIZIMA, FUJI-SHI, SHIZUOKA | 0545-61-1800 | TADAOMI YAMAKAWA |
| YAMATO INDUSTRIAL CO., LTD. | 1136, YOKOSUKA, HAMAKITA, SHIZUOKA | 05358-6-3111 | MASAHIRO KOSUGI |

CHINAWARE

| COMPANY NAME | ADDRESS | TEL. | PERSON IN CHARGE |
|-----------------------------------|---|--------------|-------------------------|
| AIRYUSHA CO., LTD. | 34, HIGASHISETOCHO, SETO-SHI, AICHI-KEN | 0561-82-3185 | KAORU KOIKE |
| DAINICHI SEITOSHO | 125, OTSUBOCHO, SETO-SHI, AICHI-KEN | 0561-82-2795 | SHUZO KATOH |
| FUKAGAWA PORCELAIN MFG. CO., LTD. | 1362, ARITACHO, NISHIMATSUURA-GUN, SAGA-KEN | 0955-46-2251 | AKIRA FUKAGAWA |
| HONJI TOGYO CO., LTD. | 248, KOSAKACHO, SETO-SHI | 0561-82-8141 | MASAHIKO YAMAUCHI |
| HAPPU TOEN CO., LTD. | 330, TAKENARI, KOMONOCHO, MIE-GUN, MIE-KEN | 0593-96-1155 | TAKAYUKI HORIUCHI |
| INAX CORPORATION | 3-6, KOIEHONMACHI, TOKONAME-SHI, AICHI-KEN | 03-555-3710 | TERUZO INA |
| JINNO CO., LTD. | 46, AZAYOKIGUCHI, TOKONAME-SHI, AICHI-KEN | 05693-4-2112 | TOSHIHIKO JINNO |
| JYUSHIMATSU SHOTEN CO., LTD. | 2-19, TOGENCHO, SETO-SHI, AICHI-KEN | 0561-82-4427 | KAIZO ICHIHARA |
| KANEKI SEITOSYO | 720-7, KASAWARACHO, TOKI-GUN, GIFU-KEN | 0572-43-3121 | TOYOICHI MIYAGAWA |
| KAWAHARA SHOTEN CO., LTD. | 204, BENTENCHO, SETO-SHI, AICHI-KEN | 0561-83-4166 | KENZO KAWAHARA |
| KITaura SHOTEN | 2-44, MINAMIMACHI, KAMIIDA, KITA-KU, NAGOYA-SHI | 052-981-2358 | KINZO KITaura |
| KOBI UMEKICHI & CO. | 2-87, SHINKAICHO, TOKONAME-SHI, AICHI-KEN | 05693-5-2656 | UMEKICHI KOIE |
| KOYO TOEN | 3-28, MINATOMACHI, TOKONAME-SHI, AICHI-KEN | 05694-2-1181 | SABURO SUGIMOTO |
| MASTERS CHINA | 1-38, KAWABATA, SETO-SHI, AICHI-KEN | 0561-82-7191 | YASUKICHI MASUDA |

| COMPANY NAME | ADDRESS | TEL. | PERSON IN CHARGE |
|-----------------------------------|--|--------------|--------------------|
| MARUSADA KATAOKA L.T.D. | 7-102, SAKAEMACHI, TOKONAME-SHI, AICHI-KEN | 05693-5-3031 | SADAICHI KATAOKA |
| MARUYOSHI NOVELTY CO., LTD. | 5-62, SAKAEMACHI, TOKONAME-SHI, AICHI-KEN | 05693-5-4082 | RIZO MIZUNO |
| MIYAO TOKI CO., LTD. | 3-2-5, HAZUNAKA, YOKKAICHI-SHI, MIE-KEN | 0593-31-9111 | KUNHIKO MIYAJIMA |
| MORIHIRO SANGYO CO., LTD. | 1203, WAKITACHO, MORIYAMA-KU, NAGOYA-SHI | 052-798-9853 | TOSHIHIRO MORIKITA |
| YADA TOKI CO., LTD. | 2-23, YADAHIGASHI, HIGASHI-KU, NAGOYA-SHI | 052-721-3663 | KIYOSHI MIZUNO |
| YAMASA CHINA CO., LTD. | 86, KITAYAMACHO, SETO-SHI, AICHI-KEN | 0561-82-3220 | SAJI KATOH |

GLASSWARE

| COMPANY NAME | ADDRESS | TEL. | PERSON IN CHARGE |
|-------------------------------------|--|--------------|-------------------------|
| ANNAKA SPECIAL GLASS MFG. CO., LTD. | 5-49-12, OOJIMA KOTO-KU, TOKYO | 03-637-4094 | TOSHIO ANNAKA |
| MATSUO INDUSTRY CO., LTD. | 2-3-67, URIWARI-MINAMI, HIRANO-KU, OSAKA | 06-708-1936 | SUEKICHI MATSUNO |
| NIPPON GLASS CO., LTD. | 1-17-2, SHINBASHI, MINATOKU, TOKYO | 03-591-4336 | SEIICHI KISHI |
| TOKYO GLASS CO., LTD. | 1-3-1, UCHISAIWAICHO, CHIYODA-KU, TOKYO | 03-508-0356 | KUNIO SAEKI |
| SOGA GLASS CO., LTD. | 1-3, YADACHO, KITA-KU, NAGOYA | 052-981-3511 | YOSHIKAZU SOGA |
| YOSHIDA GLASS CO., LTD. | 4-8-3, NARIHIRA, SUMIDA-KU, TOKYO | 03-625-5641 | KAZUNARI YOSHIDA |

LIST OF COMPANIES WHICH WISHED FOR INVESTMENT
[MOULDS AND DIES]

| | | |
|-------------------------------------|--|--|
| Name of the company | APOLLO SEIKI CO., LTD. | |
| Address | 1-3-26, UCHIKAWA, YOKOSUKA-SHI, KANAGAWA | |
| TEL | 0468-35-1333 | |
| Name of President | Kenichi TAKIZAWA | |
| Name of Person in Charge | Toru OYA | |
| Date of Foundation | Jun. 1970 | |
| Capital | ¥20,400,000 | |
| Number of Employee | 44 | |
| Main Products | Stamping & Punching Dies, Metal Mold for powder metallurgy & Semiconductor IC | |
| Preferred Country | Malaysia | |
| Sort of Investment | 1. Sole Proprietorship ②. JV 3. Technical tie-up | |
| Purpose of the Investment | ①. ②. ③. ④. ⑤. 6. 7. 8. 9 | |
| Needs for Introduction of a partner | No | |
| | | |

| | | |
|-------------------------------------|---|--|
| Name of the company | IKEGAMI MOLD ENGINEERING CO., LTD. | |
| Address | 5-5-30, MINAMI, KUKI-SHI, SAITAMA | |
| TEL | 0480-21-0561 | |
| Name of President | Keizo IKEGAMI | |
| Name of Person in Charge | Yukio ZAMMA | |
| Date of Foundation | May, 1955 | |
| Capital | ¥132,000,000 | |
| Number of Employee | 270 | |
| Main Products | Metal Mold for Plastics | |
| Preferred Country | Malaysia | |
| Sort of Investment | 1. Sole Proprietorship 2. JV ③. Technical tie-up. | |
| Purpose of the Investment | 1. 2. 3. 4. 5. 6. 7. ⑧. 9 | |
| Needs for Introduction of a partner | Yes | |
| | | |

| | | |
|-------------------------------------|--|--|
| Name of the company | I. K. TURE INTERNATIONAL LTD. LIABILITY | |
| Address | 3368, NAKAGOMI, SAKU-SHI, NAGANO | |
| TEL | 0267-67-1821 | |
| Name of President | Katsuhisa IDE | |
| Name of Person in Charge | Katsuhisa IDE | |
| Date of Foundation | Jan. 1969 | |
| Capital | ¥37,000,000 | |
| Number of Employee | 92 | |
| Main Products | Metal mold for Plastics | |
| Prefered Country | Malaysia, R.O.C., Thailand, Indonesia, Singapore, R.O.K., H.K., Philipine, U.S.A., Portugal | |
| Sort of Investment | 1. Sole Proprietorship 2. JV ③. Technical tie-up | |
| Purpose of the Invesment | ①. 2. 3. 4. 5. 6. 7. 8. 9. | |
| Needs for Introduction of a partner | Yes | |
| | | |

| | | |
|-------------------------------------|--|--|
| Name of the company | KOHANAN TOKUSHU SANGYO CO.,LTD. | |
| Address | 51, JIZO, YASURA-CHO, KOHANAN-SHI, AICHI | |
| TEL | 0587-54-5131 | |
| Name of President | Yasuyoshi NODA | |
| Name of Person in Charge | Hiroshi KOSAKAI | |
| Date of Foundation | June, 1975 | |
| Capital | ¥10,000,000 | |
| Number of Employee | 60 | |
| Main Products | Metal mold for Plastics, Rubber, Urethane | |
| Preferred Country | Malaysia, R.O.K. | |
| Sort of Investment | 1. Sole Proprietorship ②. JV 3. Technical tie-up | |
| Purpose of the Investment | 1. 2. 3. ④. ⑤. 6. 7. 8. 9 | |
| Needs for Introduction of a partner | Yes | |
| | | |

| | | |
|-------------------------------------|---|--|
| Name of the company | K. S. METAL INDUSTRIES CO., LTD. | |
| Address | 1350, AZA-NISHIOKI, OAZA-FUJII, KASHIWAZAKI-SHI, NIIGATA | |
| TEL | 0257-24-5401 | |
| Name of President | Yoshihiro MIZUKAMI | |
| Name of Person in Charge | Shuichi MURAKAMI | |
| Date of Foundation | Dec. 1978 | |
| Capital | ¥10,000,000 | |
| Number of Employee | 92 | |
| Main Products | Metal Mold for Plastics | |
| Preferred Country | Malaysia | |
| Sort of Investment | 1. Sole Proprietorship ②. JV 3. Technical tie-up | |
| Purpose of the Investment | ①. ②. ③. 4. 5. 6. 7. ⑧. 9 | |
| Needs for Introduction of a partner | Yes | |
| | | |

| | | |
|-------------------------------------|---|--|
| Name of the company | MITAKA SEIKO CO. , LTD. | |
| Address | 96-31, TOICHI, MAKISHIMA-CHO, UJI-SHI, KYOTO | |
| TEL | 0774-20-0001 | |
| Name of President | Kenichi OKUBO | |
| Name of Person in Charge | Kenichi OKUBO | |
| Date of Foundation | May, 1979 | |
| Capital | ¥8,500,000 | |
| Number of Employee | 33 | |
| Main Products | Metal mold for Plastics | |
| Prefered Country | Malaysia | |
| Sort of Investment | 1. Sole Proprietorship ② JV 3. Technical tie-up | |
| Purpose of the Investment | 1. ②. ③. 4. 5. 6. 7. 8. 9 | |
| Needs for Introduction of a partner | Yes | |
| | | |

| | | |
|-------------------------------------|--|--|
| Name of the company | MITSUI HIGH-TEC INC. | |
| Address | 2-10-1, KOMINE, YAHATANISHI-KU, KITAKYUSHU-SHI, FUKUOKA | |
| TEL | 093-611-1331 | |
| Name of President | Yoshiaki MITSUI | |
| Name of Person in Charge | KARITA | |
| Date of Foundation | Apr. 1957 | |
| Capital | ¥6,120,000,000 | |
| Number of Employee | 1,271 | |
| Main Products | Stamping & Punching dies | |
| Preferred Country | Malaysia, China | |
| Sort of Investment | ①. Sole Proprietorship 2. JV 3. Technical tie-up | |
| Purpose of the Investment | ①. 2. 3. ④. ⑤. 6. 7. 8. 9 | |
| Needs for Introduction of a partner | No | |
| | | |

| | | |
|-------------------------------------|--|--|
| Name of the company | NIPPON DESMA KANAGATA SEIZO K. K. | |
| Address | 13-46, NOBORITO-CHO, KOSHIGAYA-SHI, SAITAMA | |
| TEL | 0489-85-2711 | |
| Name of President | Etsuo KOBAYASHI | |
| Name of Person in Charge | Masaharu NAKANISHI | |
| Date of Foundation | Jan. 1971 | |
| Capital | ¥114,000,000 | |
| Number of Employee | 30 | |
| Main Products | Metal mold for rubber | |
| Preferred Country | Malaysia, Thailand | |
| Sort of Investment | 1. Sole Proprietorship ② JV ③ Technical tie-up | |
| Purpose of the Investment | 1. ②. 3. 4. ⑤. 6. 7. ⑧. 9 | |
| Needs for Introduction of a partner | - | |
| | | |

| | | |
|-------------------------------------|--|--|
| Name of the company | TOKYO LIGHT ALLOY CO., LTD. | |
| Address | 1-21-1, FUJIMICHO, GYODA-SHI, SAITAMA | |
| TEL | 0485-54-3331 | |
| Name of President | Shozo KURIHARA | |
| Name of Person in Charge | Kazunori NAIJI | |
| Date of Foundation | Feb. 1930 | |
| Capital | ¥320,000,000 | |
| Number of Employee | 330 | |
| Main Products | Metal Mold for Foundry, Die-casting die | |
| Prefered Country | Malaysia, Thailand, U.S.A. | |
| Sort of Investment | 1. Sole Proprietorship ②. JV ③. Technical tie-up | |
| Purpose of the Investment | 1. ②. 3. ④. ⑤. 6. 7. 8. 9 | |
| Needs for Introduction of a partner | Yes | |
| | | |

| | | |
|-------------------------------------|--|--|
| Name of the company | UEMURA METAL INDUSTRIES CO., LTD. | |
| Address | 1-8-1, SHINKE, NEYAGAWA-SHI, OSAKA | |
| TEL | 0720-22-1221 | |
| Name of President | Masahiro UEMURA | |
| Name of Person in Charge | Masahiro UEMURA | |
| Date of Foundation | June, 1953 | |
| Capital | ¥30,000,000 | |
| Number of Employee | 75 | |
| Main Products | Metal mold for Plastics & Foundry, Diecasting die, Stamping & Punching Dies | |
| Prefered Country | Malaysia, R.O.C., Thailand, Indonesia, Developed C. | |
| Sort of Investment | ①. Sole Proprietorship ②. JV ③. Technical tie-up | |
| Purpose of the Investment | ①. ②. ③. ④. ⑤. 6. 7. 8. 9 | |
| Needs for Introduction of a partner | Yes | |
| | | |

[AUTOMOTIVE METAL PARTS]

| | | |
|-------------------------------------|--|--|
| Name of the company | MITSUBISHI ELECTRIC CORPORATION | |
| Address | 2-2-3, MARUNOUCHI, CHIYODA-KU, TOKYO | |
| TEL | 03-281-2111 | |
| Name of President | Moriya SHIKI | |
| Name of Person in Charge | Reiro HARADA | |
| Date of Foundation | Jan. 1915 | |
| Capital | ¥150,468,000,000 | |
| Number of Employee | 49,138 | |
| Main Products | Clutch, Car electronics, Car audio | |
| Prefered Country | Malaysia | |
| Sort of Investment | 1. Sole Proprietorship ②. JV 3. Technical tie-up | |
| Purpose of the Investment | 1. ② 3. 4. ⑤ 6. 7. 8. 9 | |
| Needs for Introduction of a partner | - | |
| | | |

| | | |
|-------------------------------------|--|--|
| Name of the company | TOKYO LIGHT ALLOY CO., LTD. | |
| Address | 1-21-1, FUJIMI-CHO, GYODA-SHI, SAITAMA | |
| TEL | 0485-54-3331 | |
| Name of President | Shozo KURIHARA | |
| Name of Person in Charge | Kazunori NAIJI | |
| Date of Foundation | Feb. 1930 | |
| Capital | ¥320,000,000 | |
| Number of Employee | 330 | |
| Main Products | Cylinder head, Cylinder block, Aluminum foil, Parts for Speed change device, Car air condition, Parts for Compressor, Agricultural industrial machinery, Parts for Ships etc. | |
| Preferred Country | Malaysia, Thailand, U.S.A. | |
| Sort of Investment | 1. Sole Proprietorship ②. JV 3. Technical tie-up | |
| Purpose of the Investment | 1. 2. 3. ④. ⑤. 6. 7. ⑧. 9 | |
| Needs for Introduction of a partner | Yes | |
| | | |

| | | |
|-------------------------------------|--|--|
| Name of the company | SUMITOMO ELECTORIC INDUSTRIES LTD. | |
| Address | 5-15, KITAHAMA, HIGASHI-KU, OSAKA-SHI, OSAKA | |
| TEL | 06-220-4141 | |
| Name of President | Tetsuro KAWAKAMI | |
| Name of Person in Charge | Hiroshi INOBUCHI | |
| Date of Foundation | Dec. 1914 | |
| Capital | ¥50,610,000,000 | |
| Number of Employee | 13,029 | |
| Main Products | Electric wire, cable, Powdery alloy for special cable, Brake, Hybrid product, Info-control system, Electronic material, Electric works | |
| Prefered Country | Malaysia, R.O.K., R.O.C., Thailand, Indonesia, U.S.A., W. Europa | |
| Sort of Investment | 1. Sole Proprietorship ②. JV ③. Technical tie-up | |
| Purpose of the Invesment | 1. ②. 3. ④. ⑤. 6. 7. 8. 9 | |
| Needs for Introduction of a partner | No | |
| | | |

| | | |
|-------------------------------------|---|--|
| Name of the company | NISSHINBO INDUSTRIES INC. | |
| Address | 3-10, NIHONBASHI-YOKOYAMA-CHO, CHUO-KU, TOKYO | |
| TEL | 03-665-8917 | |
| Name of President | Tatsuo TANABE | |
| Name of Person in Charge | Kunihiro TODA | |
| Date of Foundation | Feb. 1885 | |
| Capital | ¥15,404,000.000 | |
| Number of Employee | 6,163 | |
| Main Products | Cotton cloth, Sythotic fiber cloth, Brakes, Urethane foam, Machine tool, Paper products, Sythetic paper, Label | |
| Prefered Country | Malaysia, R.O.C., R.O.K., Thailand | |
| Sort of Investment | 1. Sole Proprietorship 2. JV ③. Technical tie-up | |
| Purpose of the Invesment | 1. ②. ③. ④. ⑤. 6. 7. 8. 9 | |
| Needs for Introduction of a partner | Yes | |
| | | |

[CERAMICS]

| | | |
|-------------------------------------|---|--|
| Name of the company | JINNO CO., LTD. | |
| Address | 46, AZA-YOKIGUCHI, TOKONAME-SHI, AICHI | |
| TEL | 05693-4-2112 | |
| Name of President | Toshihiro JINNO | |
| Name of Person in Charge | Noriko JINNO | |
| Date of Foundation | | |
| Capital | ¥90,000,000 | |
| Number of Employee | 38 | |
| Main Products | Tableware, Vase, Jar, Flower pot, Desk Decoration | |
| Preferred Country | Malaysia | |
| Sort of Investment | 1. Sole Proprietorship 2. JV 3. Technical tie-up | |
| Purpose of the Investment | 1. 2. ③. ④. ⑤. ⑥. 7. 8. 9 | |
| Needs for Introduction of a partner | Yes | |
| | | |

| | | |
|-------------------------------------|--|--|
| Name of the company | SHINANO MARUJYO NENDO ASSO. | |
| Address | 344, KAMISHINANO-CHO, SETO-SHI, AICHI | |
| TEL | 0561-41-1163 | |
| Name of President | Terutake NAGAE | |
| Name of Person in Charge | Terutake NAGAE | |
| Date of Foundation | 1920 | |
| Capital | ¥7,000,000 | |
| Number of Employee | 7 | |
| Main Products | Clay for pottery | |
| Preferred Country | Malaysia | |
| Sort of Investment | 1. Sole Proprietorship ②. JV 3. Technical tie-up | |
| Purpose of the Investment | 1. ②. 3. ④. ⑤. 6. 7. 8. 9 | |
| Needs for Introduction of a partner | No | |
| | | |

LIST OF MALAYSIAN ENTERPRISES EXPECTING TIE-UP

| Company Name | Address | Telephone | Name of Representative | Established | No. of employees | Capitalization | Main Products | Capital tie-up | Technical tie-up |
|---|---|------------------------|--------------------------|----------------|------------------|----------------|---|----------------|------------------|
| [MOULDS & DIES] | | | | | | | | | |
| Loon Sonn Engineering Sdn. Bhd. | Lot 8233, Road 225 46100 Petaling Jaya, Selangor | 03-7561655 7561808 | Chin Yong Shing | 1945 | 25 | 1,200,000.00 | Tool & Die, Sigs & Fixtures, Gears, Precision CNC, Turnparts | ○ | ○ |
| Eng Hardware Engineering Sdn. Bhd. | Plot 69, Persiaran Kampung Jawa Bayan Lepas Non-Free Trade Zone, 1190 Bayan Lepas | 04-840122 (6 lines) | Teh Ah Ba Alfred E L Teh | 1976 | 115 Head count | 1-6 million | 1. Precision Jigs & Fixtures Parts 2. Precision Metal Stamped Parts 3. High Precision Tooling Components 4. High Precision Carbide Tooling Components 5. Automation Systems | ○ | ○ |
| Solar Mechanical Engineering Sdn. Bhd. | 1380-2, 5/2 Wites, Klang Road, 58000 Kuala Lumpur | 7929148 | Lee Kuw Chuen | 1966 8.25 | 15 | — | Plastic Blow Mould Plastic Injection Mould | ○ | ○ |
| Ching Khong Engineering Works Sdn. Bhd. | 46A Jalan Dua Salak South Baru 57100 Kuala Lumpur | 03-7831303 7831698 | Choong Yuke Sang | 1978 | 12 | 90,000.00 | Injection Moulding, Blow-Moulding, Die Casting, Thermosetting-Moulds, Tools & Die | ○ | ○ |
| Huitat Plastic Mould Manufacturer | Lot 318 Tasek Permai Ampang 68000 Selangor | 4919926 4919759 | Fong Siew Loon | 1982 10, 12 | 15 | 150,000.00 | Plastic Mould | ○ | ○ |
| Losha Sdn. Bhd. | 12, Lebuh Raya Kapar, Off Chain Ferry Road 12100 Butterworth | 04-348107 | S.S. Balashanmugan | 1978 6.21 | 32 | 250,000.00 | Precision Tooling | ○ | ○ |

| Company Name | Address | Telephone | Name of Representative | Established | No. of Employees | Capitalization | Main Products | Capital tie-up | Technical tie-up |
|----------------------------------|--|---------------------|------------------------|--------------|------------------|----------------|--|----------------|------------------|
| Kejuruteraan Favn Yee Sdn. Bhd. | Lio, 12, Lotb 9-10, Jalan 213, A6050 Petaling Jaya Selangor | 7911600 | Shiah Kai Wai | 1976 7. 1 | 15 | 180,002.00 | Plastic Moulding | ○ | ○ |
| Metfab Engineering (M) Sdn. Bhd. | Plot 56, Lintang Kampung Jawa Bayan Lepas Non Free Trade Zone 11900 Penang | 04-841102 841103 | Raymond Teh | 1979 | 30 | 25,000.00 | Servicing All Industries in the Manufacturing, Repair and Design of:-, Precision Tools and Dies, Precision Jigs & Fixtures, Precision Machine Parts, Automation Equipments | ○ | ○ |

| Company Name | Address | Telephone | Name of Representative | Established | No. of Employees | Capitalization | Main Products | Capital tie-up | Technical tie-up |
|-------------------------------|---|---------------------------------|---|--------------|------------------|----------------|---|----------------|------------------|
| AUTOMOTIVE METAL PARTS | | | | | | | | | |
| Gah Hup Song Sdn. Bhd. | Hazi, Jalan Kilang Padi, 115500 Tanjung Karang Selangor | 8795810, 8795812 | Tan Choo | 1979 6.1 | 100 | 339,515.00 | Motorcycle Spare Parts | ○ | ○ |
| S.B. Industries (Sdn.) Bhd. | Lots Nos. 32 & 34, Phase III, Jalan Belong, P.O. Box 26, 40700 Shah Alam Selangor | 5591795, 5590745, 5590075 | Henry Chooy Tet Hua | 1982 7.1 | 56 | 5,800,000.00 | 1) Brake Lining 2) Bonded Shoes 3) Disc Brake Pad 4) Clutch Facing | ○ | ○ |
| Belton Sdn. Bhd. | Lot 32 Sungai Siput Light Industrial Estate, 31100 Sungai Siput (N), Perak | 05-781036 782611 782612 | Leong Kim Foo | 1977 3. | 110 | 3,000,000.00 | U Bolt, Spring Pin, Shackle Assembly, Centre Bolt, Wheel Nut, Wheel Stud, High Tensile Bolt & Nut and Agricultural Blades | ○ | ○ |
| Pacifico-Alliance Sdn. Bhd. | 29-5B, Jalan Loke Yew Kuala Lumpur 55200 | 03-2214633 | K.S. Kok | 1981 | 7. | 100,000.00 | Trading (Mainly steel-related Products) | ○ | ○ |
| Oriental Showa Sdn. Bhd. | Plot 19, Tikam Batu Industrial Estate, 08600 Sungai Petani, Kedah | 478791 478792 478793 | Shigetaro Chiba, Director/General Manager | 1978 6.19 | 29 | 4,200,000.00 | Shock Absorbers for Motor Car and Motorcycle | ○ | ○ |

| Company Name | Address | Telephone | Name of Representative | Established | No. of Employees | Main Products | Capital tie-up | Technical tie-up |
|--------------------------------|--|--------------------------------------|---------------------------|--------------|------------------|---|----------------|------------------|
| [CERAMICS] | | | | | | | | |
| The Hydroculture (M) Sdn. Bhd. | Lot 26A, Jalan 223/51A, 46100 Petaling Jaya, Selangor Darul, Ehsan | 03- 7562480 7562482 7562429 | James Chean Fook Seong | 1984 9.13 | 40 | Hydrocultured System Plants, All Kinds of Tropical Plants, Plastic Containers, Polyurethane Foam Pots, Clay and Ceramic Pots, Fer- tilisers, Chemicals Plus All Kinds of Gardening Acces- sories | ○ | ○ |
| [GLASSWARE] | | | | | | | | |
| Malaya Glass Factory Bhd. | 72-A, Jalan Tampoi 81200 Johor Bahru, Johor | 371701 (4 lines) 376157 | Leslie Struys | 1961 | 402 | Glass Bottles | ○ | ○ |

JICA

