

Q1. Operating profit for 2010 (January to December) is expected to be in:

	Total	Valid	Surplus	Balance	Deficit	Unknown
TOTAL	3,486	3,464	2,403	605	456	22
	100.00	100.00	69.37	17.47	13.16	0.63
ASEAN	1,865	1,853	1,341	310	202	12
	100.00	100.00	72.37	16.73	10.90	0.64
Cambodia	12	12	6	2	4	-
	100.00	100.00	50.00	16.67	33.33	-
Indonesia	130	129	103	15	11	1
	100.00	100.00	79.84	11.63	8.53	0.77
Jakarta and Surrounding Areas	111	110	92	12	6	1
	100.00	100.00	83.64	10.91	5.45	0.90
Batam Island	5	5	1	1	3	-
	100.00	100.00	20.00	20.00	60.00	-
Other	14	14	10	2	2	-
	100.00	100.00	71.43	14.29	14.29	-
Malaysia	336	333	242	55	36	3
	100.00	100.00	72.67	16.52	10.81	0.89
Myanmar	21	21	7	7	7	-
	100.00	100.00	33.33	33.33	33.33	-
Philippin	149	147	99	33	15	2
	100.00	100.00	67.35	22.45	10.20	1.34
Manila and Surrounding Areas	77	76	50	20	6	1
	100.00	100.00	65.79	26.32	7.89	1.30
Calabarzon	43	43	29	9	5	-
	100.00	100.00	67.44	20.93	11.63	-
Subic-Clark	6	6	6	-	-	-
	100.00	100.00	100.00	-	-	-
Cebu Island	18	17	10	3	4	1
	100.00	100.00	58.82	17.65	23.53	5.56
Other	5	5	4	1	-	-
	100.00	100.00	80.00	20.00	-	-
Singapore	241	240	181	41	18	1
	100.00	100.00	75.42	17.08	7.50	0.41
Thailand	831	827	608	138	81	4
	100.00	100.00	73.52	16.69	9.79	0.48
VietNam	145	144	95	19	30	1
	100.00	100.00	65.97	13.19	20.83	0.69
North	61	61	39	10	12	-
	100.00	100.00	63.93	16.39	19.67	-
Central	2	1	1	-	-	1
	100.00	100.00	100.00	-	-	50.00
South	82	82	55	9	18	-
	100.00	100.00	67.07	10.98	21.95	-
Southwestern Asia	254	252	127	62	63	2
	100.00	100.00	50.40	24.60	25.00	0.79
Bangladesh	16	15	7	3	3	1
	100.00	100.00	46.67	33.33	20.00	6.25
India	203	202	106	47	49	1
	100.00	100.00	52.48	23.27	24.26	0.49
New Delhi and Surrounding Areas	93	93	51	19	23	-
	100.00	100.00	54.84	20.43	24.73	-
Mumbai and Surrounding Areas	30	30	20	6	4	-
	100.00	100.00	66.67	20.00	13.33	-
Bangalore and Surrounding Areas	33	33	18	10	5	-
	100.00	100.00	54.55	30.30	15.15	-
Chennai and Surrounding Areas	40	39	13	12	14	1
	100.00	100.00	33.33	30.77	35.90	2.50
Other	7	7	4	-	3	-
	100.00	100.00	57.14	-	42.86	-
Pakistan	12	12	8	1	3	-
	100.00	100.00	66.67	8.33	25.00	-
SriLanka	23	23	6	9	8	-
	100.00	100.00	26.09	39.13	34.78	-
Oceania	262	262	182	47	33	-
	100.00	100.00	69.47	17.94	12.60	-
Australia	170	170	121	33	16	-
	100.00	100.00	71.18	19.41	9.41	-
New Zealand	92	92	61	14	17	-
	100.00	100.00	66.30	15.22	18.48	-
East Asia	1,097	1,097	753	186	158	8
	100.00	100.00	68.64	16.96	14.40	0.72
China	806	800	515	149	136	6
	100.00	100.00	64.38	18.63	17.00	0.74
Liaoning	92	90	50	23	17	2
	100.00	100.00	55.56	25.56	18.89	2.17
Beijing	81	81	46	14	21	-
	100.00	100.00	56.79	17.28	25.93	-
Tianjin	33	32	23	4	5	1
	100.00	100.00	71.88	12.50	15.63	3.03
Shandong	131	131	74	28	29	-
	100.00	100.00	56.49	21.37	22.14	-
Jiangsu	37	37	30	4	3	-
	100.00	100.00	81.08	10.81	8.11	-
Shanghai	133	132	93	19	20	1
	100.00	100.00	70.45	14.39	15.15	0.75
Guangdong	261	259	175	47	37	2
	100.00	100.00	67.57	18.15	14.29	0.77
Other	38	38	24	10	4	-
	100.00	100.00	63.16	26.32	10.53	-
Hong Kong	85	84	66	16	2	1
	100.00	100.00	78.57	19.05	2.38	1.18
Taiwan	129	128	104	12	12	1
	100.00	100.00	81.25	9.38	9.38	0.78
Korea	85	85	68	9	8	-
	100.00	100.00	80.00	10.59	9.41	-
Unknown	-	-	-	-	-	-

Q2. Compared to 2009, operating profit for 2010 (January to December) is expected to:

	Total	Valid	Improve	Show no change	Worsen	Unknown
TOTAL	3,486	3,450	2,029	835	586	36
	100.00	100.00	58.81	24.20	16.99	1.03
ASEAN	1,865	1,849	1,135	421	293	16
	100.00	100.00	61.38	22.77	15.85	0.86
Cambodia	12	11	6	2	3	1
	100.00	100.00	54.55	18.18	27.27	8.33
Indonesia	130	130	78	31	21	-
	100.00	100.00	60.00	23.85	16.15	-
Jakarta and Surrounding Areas	111	111	69	24	18	-
	100.00	100.00	62.16	21.62	16.22	-
Batam Island	5	5	2	2	1	-
	100.00	100.00	40.00	40.00	20.00	-
Other	14	14	7	5	2	-
	100.00	100.00	50.00	35.71	14.29	-
Malaysia	336	332	193	79	60	4
	100.00	100.00	58.13	23.80	18.07	1.19
Myanmar	21	21	11	6	4	-
	100.00	100.00	52.38	28.57	19.05	-
Philippin	149	148	77	49	22	1
	100.00	100.00	52.03	33.11	14.86	0.67
Manila and Surrounding Areas	77	76	39	25	12	1
	100.00	100.00	51.32	32.89	15.79	1.30
Calabarzon	43	43	24	13	6	-
	100.00	100.00	55.81	30.23	13.95	-
Subic-Clark	6	6	3	3	-	-
	100.00	100.00	50.00	50.00	-	-
Cebu Island	18	18	8	6	4	-
	100.00	100.00	44.44	33.33	22.22	-
Other	5	5	3	2	-	-
	100.00	100.00	60.00	40.00	-	-
Singapore	241	236	127	65	44	5
	100.00	100.00	53.81	27.54	18.64	2.07
Thailand	831	827	563	153	111	4
	100.00	100.00	68.08	18.50	13.42	0.48
VietNam	145	144	80	36	28	1
	100.00	100.00	55.56	25.00	19.44	0.69
North	61	61	43	8	10	-
	100.00	100.00	70.49	13.11	16.39	-
Central	2	2	-	2	-	-
	100.00	100.00	-	100.00	-	-
South	82	81	37	26	18	1
	100.00	100.00	45.68	32.10	22.22	1.22
Southwestern Asia	254	249	133	73	43	5
	100.00	100.00	53.41	29.32	17.27	1.97
Bangladesh	16	16	11	4	1	-
	100.00	100.00	68.75	25.00	6.25	-
India	203	198	109	56	33	5
	100.00	100.00	55.05	28.28	16.67	2.46
New Delhi and Surrounding Areas	93	90	54	26	10	3
	100.00	100.00	60.00	28.89	11.11	3.23
Mumbai and Surrounding Areas	30	29	18	5	6	1
	100.00	100.00	62.07	17.24	20.69	3.33
Bangalore and Surrounding Areas	33	33	16	12	5	-
	100.00	100.00	48.48	36.36	15.15	-
Chennai and Surrounding Areas	40	39	19	10	10	1
	100.00	100.00	48.72	25.64	25.64	2.50
Other	7	7	2	3	2	-
	100.00	100.00	28.57	42.86	28.57	-
Pakistan	12	12	4	6	2	-
	100.00	100.00	33.33	50.00	16.67	-
SriLanka	23	23	9	7	7	-
	100.00	100.00	39.13	30.43	30.43	-
Oceania	262	260	134	73	53	2
	100.00	100.00	51.54	28.08	20.38	0.76
Australia	170	170	85	48	37	-
	100.00	100.00	50.00	28.24	21.76	-
New Zealand	92	90	49	25	16	2
	100.00	100.00	54.44	27.78	17.78	2.17
East Asia	1,097	1,092	627	268	197	13
	100.00	100.00	57.42	24.54	18.04	1.18
China	806	797	441	207	149	9
	100.00	100.00	55.33	25.97	18.70	1.12
Liaoning	92	89	44	23	22	3
	100.00	100.00	49.44	25.84	24.72	3.26
Beijing	81	81	40	29	12	-
	100.00	100.00	49.38	35.80	14.81	-
Tianjin	33	33	18	10	5	-
	100.00	100.00	54.55	30.30	15.15	-
Shandong	131	129	53			

Q4. If you answered operating profit for 2010 is expected to "Worsen" in Q2, please select the reason(s). (Select all that apply)

	Total	Valid	Decrease in sales due to sluggish exports	Decrease in local market sales	Exchange rate fluctuations	Increase in procurement costs	Increase in personnel expenses	Increase in other costs (administrative expense, utility)	Higher interest rates	Inadequate price rising (in comparison with cost increase)	Other	Unknown
TOTAL	586	582	141	197	179	193	205	117	8	115	141	4
	100.00	100.00	24.23	33.85	30.76	33.16	35.22	20.10	1.37	19.76	24.23	0.68
ASEAN	293	291	83	102	99	95	81	66	3	63	72	2
	100.00	100.00	28.52	35.05	34.02	32.65	27.84	22.68	1.03	21.65	24.74	0.68
Cambodia	3	3	1	2	2	1	1	1		1		
	100.00	100.00	33.33	66.67	66.67	33.33	33.33	33.33		33.33		
Indonesia	21	21	6	5	12	9	9	9	1	5	6	
	100.00	100.00	28.57	23.81	57.14	42.86	42.86	42.86	4.76	23.81	28.57	
Jakarta and Surrounding Areas	18	18	3	4	10	7	7	7		4	4	
	100.00	100.00	16.67	22.22	55.56	38.89	38.89	38.89		22.22	22.22	
Batam Island	1	1	1	1	1	1	1	1		1	1	
	100.00	100.00	100.00	100.00	100.00	100.00	100.00	100.00		100.00	100.00	
Other	2	2	2		1	1	1	1			1	
	100.00	100.00	100.00		50.00	50.00	50.00	50.00			50.00	
Malaysia	60	60	17	22	17	24	19	9	2	14	12	
	100.00	100.00	28.33	36.67	28.33	40.00	31.67	15.00	3.33	23.33	20.00	
Myanmar	4	4	1		1	1					3	
	100.00	100.00	25.00		25.00	25.00					75.00	
Philippina	22	22	11	5	6	3	6	5		2	4	
	100.00	100.00	50.00	22.73	27.27	13.64	27.27	22.73		9.09	18.18	
Manila and Surrounding Areas	12	12	4	2	1	2	4	2		1	4	
	100.00	100.00	33.33	16.67	8.33	16.67	33.33	16.67		8.33	33.33	
Calabarzon	6	6	3	3	3	1	1	1				
	100.00	100.00	50.00	50.00	50.00	16.67	16.67	16.67				
Subic-Clark												
Cebu Island	4	4	4				1	2		1		
	100.00	100.00	100.00		50.00		25.00	50.00		25.00		
Other												
Singapore	44	44	6	22	13	10	11	14		9	11	
	100.00	100.00	13.64	50.00	29.55	22.73	25.00	31.82		20.45	25.00	
Thailand	111	109	36	38	41	34	21	21		20	28	2
	100.00	100.00	33.03	34.86	37.61	31.19	19.27	19.27		18.35	25.69	1.80
VietNam	28	28	5	8	7	13	14	7		12	8	
	100.00	100.00	17.86	28.57	25.00	46.43	50.00	25.00		42.86	28.57	
North	10	10	2	5	2	4	4	3		5	1	
	100.00	100.00	20.00	50.00	20.00	40.00	40.00	30.00		50.00	10.00	
Central												
South	18	18	3	3	5	9	10	4		7	7	
	100.00	100.00	16.67	16.67	27.78	50.00	55.56	22.22		38.89	38.89	
Southwestern Asia	43	42	5	9	11	12	12	10	1	7	15	1
	100.00	100.00	11.90	21.43	26.19	28.57	28.57	23.81	2.38	16.67	35.71	2.33
Bangladesh	1	1				1	1				1	
	100.00	100.00				100.00	100.00				100.00	
India	33	32	3	7	8	7	8	8		5	14	1
	100.00	100.00	9.38	21.88	25.00	21.88	25.00	25.00		15.63	43.75	3.03
New Delhi and Surrounding Areas	10	10		4	5	2	4	4		2	2	
	100.00	100.00		40.00	50.00	20.00	40.00	40.00		20.00	20.00	
Mumbai and Surrounding Areas	6	6	2			2	2	1		1	3	
	100.00	100.00	33.33			33.33	33.33	16.67		16.67	50.00	
Bangalore and Surrounding Areas	5	4			25.00	25.00	25.00	25.00		25.00	50.00	20.00
	100.00	100.00			25.00	25.00	25.00	25.00		25.00	50.00	20.00
Chennai and Surrounding Areas	10	10	1	2	2	2	1	2		1	5	
	100.00	100.00	10.00	20.00	20.00	20.00	10.00	20.00		10.00	50.00	
Other	2	2										
	100.00	100.00										
Pakistan	2	2	1	2		1	1	1				
	100.00	100.00	50.00	100.00		50.00	50.00	50.00				
SriLanka	7	7	2	1	1	4	2	1		2		
	100.00	100.00	28.57	14.29	14.29	57.14	28.57	14.29		28.57		
Oceania	53	53	9	26	12	8	11	10	2	11	12	
	100.00	100.00	16.98	49.06	22.64	15.09	20.75	18.87	3.77	20.75	22.64	
Australia	37	37	3	20	8	6	7	6	2	7	9	
	100.00	100.00	8.11	54.05	21.62	16.22	18.92	16.22	5.41	18.92	24.32	
New Zealand	16	16	6	6	4	2	4	4		4	3	
	100.00	100.00	37.50	37.50	25.00	12.50	25.00	25.00		25.00	18.75	
East Asia	197	196	44	60	57	78	101	31	2	34	42	1
	100.00	100.00	22.45	30.61	29.08	39.80	51.53	15.82	1.02	17.35	21.43	0.51
China	149	148	36	38	35	62	90	28	2	25	30	1
	100.00	100.00	24.32	25.68	23.65	41.89	60.81	18.92	1.35	16.89	20.27	0.67
Liaoning	22	22	6	5	5	9	15	4		2	4	
	100.00	100.00	27.27	22.73	22.73	40.91	68.18	18.18		9.09	18.18	
Beijing	12	12	3	5	1	4	5	4		2	3	
	100.00	100.00	25.00	41.67	8.33	33.33	41.67	33.33		16.67	25.00	
Tianjin	5	5	1	2	2	2	2			3		
	100.00	100.00	20.00	40.00	40.00	40.00	40.00			60.00		
Shandong	32	31	13	5	4	13	20	6		8	7	1
	100.00	100.00	41.94	16.13	12.90	41.94	64.52	19.35		25.81	22.58	3.13
Jiangsu	4	4		2	1	1	2					
	100.00	100.00		50.00	25.00	25.00	50.00	25.00				
Shanghai	24	24	7	9	7	13	8	3		2	4	
	100.00	100.00	29.17	37.50	29.17	54.17	33.33	12.50		8.33	16.67	
Guangdong	46	46	5	10	15	19	35	10	2	8	9	
	100.00	100.00	10.87	21.74	32.61	41.30	76.09	21.74	4.35	17.39	19.57	
Other	4	4				1	3				3	
	100.00	100.00				25.00	75.00				75.00	
Hong Kong	11	11	2	4	3	3	4			1	3	
	100.00	100.00	18.18	36.36	27.27	27.27	36.36			9.09	27.27	
Taiwan	24	24	3	10	12	10	2			6	8	
	100.00	100.00	12.50	41.67	50.00	41.67	8.33			25.00	33.33	
Korea	13	13	3	8	7	3	5	3		2	1	
	100.00	100.00	23.08	61.54	53.85	23.08	38.46	23.08		15.38	7.69	
Unknown												

Q5. Compared with the estimated operating profit for 2010, operating profit for 2011 is forecast to:

	Total	Valid	Improve	Show no change	Worsen	Unknown
TOTAL	3,486	3,363	1,845	1,244	274	123
	100.00	100.00	54.86	36.99	8.15	3.53
ASEAN	1,865	1,794	988	676	130	71
	100.00	100.00	55.07	37.68	7.25	3.81
Cambodia	12	10	6	3	1	2
	100.00	100.00	60.00	30.00	10.00	16.67
Indonesia	130	126	81	42	3	4
	100.00	100.00	64.29	33.33	2.38	3.08
Jakarta and Surrounding Areas	111	107	70	35	2	4
	100.00	100.00	65.42	32.71	1.87	3.60
Batam Island	5	5	3	1	1	1
	100.00	100.00	60.00	20.00	20.00	
Other	14	14	8	6		
	100.00	100.00	57.14	42.86		
Malaysia	336	325	162	130	33	11
	100.00	100.00	48.85	40.00	10.15	3.27
Myanmar	21	21	12	7	2	
	100.00	100.00	57.14	33.33	9.52	
Philippina	1					

Q6. If you answered operating profit for 2011 is forecast to "Improve" in Q5, please select the reason(s). (Select all that apply)

	Total	Valid	Increase in sales due to export expansion	Increase in local market sales	Exchange rate fluctuations	Reduction in procurement costs	Reduction in personnel expenses	Reduction in other costs (administrative expense and other)	Improved production efficiency (manufacturing only)*	Improved sales efficiency	Other	Unknown
TOTAL	1,845	1,839	710	1,314	52	261	103	222	445(n=1019)	300	132	6
	100.00	100.00	38.61	71.45	2.83	14.19	5.60	12.07	43.67	16.31	7.18	0.33
ASEAN	988	984	461	665	22	128	49	125	259(n=587)	130	59	4
	100.00	100.00	46.85	67.58	2.24	13.01	4.98	12.70	44.12	13.21	6.00	0.40
Cambodia	6	6	1	5		1		1		3		
	100.00	100.00	16.67	83.33		16.67		16.67		50.00		
Indonesia	81	81	30	66		11	4	8	24(n=57)	10	4	
	100.00	100.00	37.04	81.48		13.58	4.94	9.88	42.11	12.35	4.94	
Jakarta and Surrounding Areas	70	70	22	61		11	1	7	17(n=46)	10	3	
	100.00	100.00	31.43	87.14		15.71	1.43	10.00	36.96	14.29	4.29	
Batam Island	3	3	2	1		2		1	1(n=3)			
	100.00	100.00	66.67	33.33		66.67		33.33	33.33			
Other	8	8	6	4		1			6(n=8)		1	
	100.00	100.00	75.00	50.00		12.50			75.00		12.50	
Malaysia	162	162	65	90	7	18	9	22	40(n=94)	24	12	
	100.00	100.00	40.12	55.56	4.32	11.11	5.56	13.58	42.55	14.81	7.41	
Myanmar	12	12	3	5		2	1	3	3(n=3)	2	1	
	100.00	100.00	25.00	41.67		16.67	8.33	25.00	100.00	16.67	8.33	
Philippina	51	51	25	20		9	4	9	16(n=32)	4	3	
	100.00	100.00	49.02	39.22		17.65	7.84	17.65	50.00	7.84	5.88	
Manila and Surrounding Areas	27	27	7	16		5	1	4	4(n=11)	2	3	
	100.00	100.00	25.93	59.26		18.52	3.70	14.81	36.36	7.41	11.11	
Calabarzon	12	12	6	3		4	3	3	9(n=11)	2		
	100.00	100.00	50.00	25.00		33.33	25.00	25.00	81.82	16.67		
Subic-Clark	3	3	3									
	100.00	100.00	100.00									
Cebu Island	6	6	6	1				2	2(n=4)			
	100.00	100.00	100.00	16.67				33.33	50.00			
Other	3	3	3						1(n=3)			
	100.00	100.00	100.00						33.33			
Singapore	107	104	57	62	3	7	8	19	7(n=23)	16	10	3
	100.00	100.00	54.81	59.62	2.88	6.73	7.69	18.27	30.43	15.38	9.62	2.80
Thailand	478	477	228	371	12	70	23	54	141(n=308)	61	23	1
	100.00	100.00	47.80	77.78	2.52	14.68	4.82	11.32	45.78	12.79	4.82	0.21
VietNam	91	91	52	46		10		9	28(n=68)	10	6	
	100.00	100.00	57.14	50.55		10.99		9.89	41.18	10.99	6.59	
North	46	46	28	23		6		5	15(n=36)	3	3	
	100.00	100.00	60.87	50.00		13.04		10.87	41.67	6.52	6.52	
Central												
South	45	45	24	23		4		4	13(n=32)	7	3	
	100.00	100.00	53.33	51.11		8.89		8.89	40.63	15.56	6.67	
Southwestern Asia	167	167	36	135	3	24	9	19	28(n=77)	32	17	
	100.00	100.00	21.56	80.84	1.80	14.37	5.39	11.38	36.36	19.16	10.18	
Bangladesh	10	10	7	4		2	1	2	3(n=5)	3	1	
	100.00	100.00	70.00	40.00		20.00	10.00	20.00	60.00	30.00	10.00	
India	141	141	26	121	1	20	6	13	19(n=63)	23	15	
	100.00	100.00	18.44	85.82	0.71	14.18	4.26	9.22	30.16	16.31	10.64	
New Delhi and Surrounding Areas	67	67	11	58		12	3	5	11(n=30)	11	5	
	100.00	100.00	16.42	86.57		17.91	4.48	7.46	36.67	16.42	7.46	
Mumbai and Surrounding Areas	21	21	4	18		2		6		4	3	
	100.00	100.00	19.05	85.71		9.52		28.57		19.05	14.29	
Bangalore and Surrounding Areas	22	22	3	20		2	1	2	1(n=8)	3	2	
	100.00	100.00	13.64	90.91		9.09	4.55	9.09	12.50	13.64	9.09	
Chennai and Surrounding Areas	27	27	7	23		4			4(n=16)	5	4	
	100.00	100.00	25.93	85.19		14.81			25.00	18.52	14.81	
Other	4	4	1	2		2			3(n=3)		1	
	100.00	100.00	25.00	50.00		50.00			100.00		25.00	
Pakistan	7	7	1	6	2	2	1	2	3(n=4)	2	1	
	100.00	100.00	14.29	85.71	28.57	28.57	14.29	28.57	75.00	28.57	14.29	
SriLanka	9	9	2	4		1	2	2	3(n=5)	4		
	100.00	100.00	22.22	44.44		11.11	22.22	60.00	44.44			
Oceania	136	136	36	103	10	8	13	20	9(n=39)	33	8	
	100.00	100.00	26.47	75.74	7.35	5.88	9.56	14.71	23.08	24.26	5.88	
Australia	86	86	19	63	5	4	9	12	3(n=25)	18	6	
	100.00	100.00	22.09	73.28	5.81	4.65	10.47	13.95	12.00	20.93	6.98	
New Zealand	50	50	17	40	5	4	4	8	6(n=14)	15	2	
	100.00	100.00	34.00	80.00	10.00	8.00	16.00	42.86	30.00	4.00		
East Asia	554	552	177	411	17	101	32	58	149(n=316)	105	48	2
	100.00	100.00	32.07	74.46	3.08	18.30	5.80	10.51	47.15	19.02	8.70	0.36
China	433	431	136	330	12	83	25	44	125(n=263)	84	34	2
	100.00	100.00	31.55	76.57	2.78	19.26	5.80	10.21	47.53	19.49	7.89	0.46
Liaoning	50	50	18	37	1	7	3	3	12(n=28)	8	6	
	100.00	100.00	36.00	74.00	2.00	14.00	6.00	6.00	42.86	16.00	12.00	
Beijing	44	43	10	40		3	2	6	3(n=16)	14	2	1
	100.00	100.00	23.26	93.02		6.98	4.65	13.95	18.75	32.56	4.65	2.27
Tianjin	18	18	8	16		3	1	3	5(n=13)	1		
	100.00	100.00	44.44	88.89		16.67	5.56	16.67	38.46	5.56		
Shandong	73	73	34	46	3	13	6	8	25(n=50)	14	5	
	100.00	100.00	46.58	63.01	4.11	17.81	8.22	10.96	50.00	19.18	6.85	
Jiangsu	19	19	7	12	1	11	2	2	13(n=19)	2		
	100.00	100.00	36.84	63.16	5.26	57.89	10.53	10.53	68.42	10.53		
Shanghai	69	69	9	58		9	2	7	7(n=21)	19	6	
	100.00	100.00	13.04	84.06	1.45	13.04	2.90	10.14	33.33	27.54	8.70	
Guangdong	139	139	41	104	4	31	8	12	56(n=102)	23	12	
	100.00	100.00	29.50	74.82	2.88	22.30	5.76	8.63	54.90	16.55	8.63	
Other	21	20	9	17	2	6	1	3	4(n=14)	3	3	1
	100.00	100.00	45.00	85.00	10.00	30.00	5.00	15.00	28.57	15.00	15.00	4.78
Hong Kong	28	28	15	13		2	3	3		5	4	
	100.00	100.00	53.57	46.43		7.14	7.14	10.71		17.86	14.29	
Taiwan	47	47	16	29	2	11	4	7	13(n=27)	10	4	
	100.00	100.00	34.04	61.70	4.26	23.40	8.51	14.89	48.15	21.28	8.51	
Korea	46	46	10	39	3	5	1	4	11(n=23)	6	6	
	100.00	100.00	21.74	84.78	6.52	10.87	2.17	8.70	47.83	13.04	13.04	
Unknown												

Q7. If you answered operating profit for 2011 is forecast to "Worsen" in Q5, please select the reason(s). (Select all that apply)

	Total	Valid	Decrease in sales due to sluggish exports	Decrease in local market sales	Reduction in sales due to higher prices	Exchange rate fluctuations	Increase in procurement costs	Increase in personnel expenses	Increase in other costs (administrative expense, utility)	Higher interest rates	Inadequate price rising (in comparison with cost increase)	Other	Unknown
TOTAL	274	272	72	89	35	71	92	118	42	3	43	59	2
	100.00	100.00	26.47	32.72	12.87	26.10	33.82	43.38	15.44	1.10	15.81	21.69	0.73
ASEAN	130	130	43	39	15	31	43	43	19		19	31	
	100.00	100.00	33.08	30.00	11.54	23.85	33.08	33.08	14.62		14.62	23.85	
Cambodia	1	1		1		1	1						
	100.00	100.00		100.00		100.00	100.00						

Q8. What is the most appropriate direction for your company's business development over the next one to two years?

	Total	Valid	Expansion	Status quo	Downsizing	Move to a third country (territory) or withdraw	Unknown
TOTAL	3,486	3,448	2,139	1,217	73	19	38
	100.00	100.00	62.04	35.30	2.12	0.55	1.09
ASEAN	1,865	1,847	1,122	683	36	6	18
	100.00	100.00	60.75	36.98	1.95	0.32	0.97
Cambodia	12	12	11	-	-	1	-
	100.00	100.00	91.67	-	-	8.33	-
Indonesia	130	130	88	40	1	1	-
	100.00	100.00	67.69	30.77	0.77	0.77	-
Jakarta and Surrounding Areas	111	111	82	29	-	-	-
	100.00	100.00	73.87	26.13	-	-	-
Batam Island	5	5	-	4	-	1	-
	100.00	100.00	-	80.00	-	20.00	-
Other	14	14	6	7	1	-	-
	100.00	100.00	42.86	50.00	7.14	-	-
Malaysia	336	334	168	156	9	1	2
	100.00	100.00	50.30	46.71	2.69	0.30	0.60
Myanmar	21	21	9	11	1	-	-
	100.00	100.00	42.86	52.38	4.76	-	-
Philippina	149	145	63	77	4	1	4
	100.00	100.00	43.45	53.10	2.76	0.69	2.68
Manila and Surrounding Areas	77	74	34	37	2	1	3
	100.00	100.00	45.95	50.00	2.70	1.35	3.90
Calabarzon	43	42	17	23	2	-	1
	100.00	100.00	40.48	54.76	4.76	-	2.33
Subic-Clark	6	6	3	3	-	-	-
	100.00	100.00	50.00	50.00	-	-	-
Cebu Island	18	18	6	12	-	-	-
	100.00	100.00	33.33	66.67	-	-	-
Other	5	5	3	2	-	-	-
	100.00	100.00	60.00	40.00	-	-	-
Singapore	241	238	139	87	10	2	3
	100.00	100.00	58.40	36.55	4.20	0.84	1.24
Thailand	831	824	543	272	9	-	7
	100.00	100.00	65.90	33.01	1.09	-	0.84
VietNam	145	143	101	40	1	1	2
	100.00	100.00	70.63	27.97	0.70	0.70	1.38
North	61	61	49	10	1	1	-
	100.00	100.00	80.33	16.39	1.64	1.64	-
Central	2	2	-	2	-	-	-
	100.00	100.00	-	100.00	-	-	-
South	82	80	52	28	-	-	2
	100.00	100.00	65.00	35.00	-	-	2.44
Southwestern Asia	254	252	204	43	4	1	2
	100.00	100.00	80.95	17.06	1.59	0.40	0.79
Bangladesh	16	16	13	3	-	-	-
	100.00	100.00	81.25	18.75	-	-	-
India	203	201	174	25	1	1	2
	100.00	100.00	86.57	12.44	0.50	0.50	0.99
New Delhi and Surrounding Areas	93	92	85	6	1	-	1
	100.00	100.00	92.39	6.52	1.09	-	1.08
Mumbai and Surrounding Areas	30	29	24	5	-	-	1
	100.00	100.00	82.76	17.24	-	-	3.33
Bangalore and Surrounding Areas	33	33	27	6	-	-	-
	100.00	100.00	81.82	18.18	-	-	-
Chennai and Surrounding Areas	40	40	34	6	-	-	-
	100.00	100.00	85.00	15.00	-	-	-
Other	7	7	4	2	-	1	-
	100.00	100.00	57.14	28.57	-	14.29	-
Pakistan	12	12	6	5	1	-	-
	100.00	100.00	50.00	41.67	8.33	-	-
SriLanka	23	23	11	10	2	-	-
	100.00	100.00	47.83	43.48	8.70	-	-
Oceania	262	262	148	107	7	-	-
	100.00	100.00	56.49	40.84	2.67	-	-
Australia	170	170	100	64	6	-	-
	100.00	100.00	58.82	37.65	3.53	-	-
New Zealand	92	92	48	43	1	-	-
	100.00	100.00	52.17	46.74	1.09	-	-
East Asia	1,105	1,087	665	384	26	12	18
	100.00	100.00	61.18	35.33	2.39	1.10	1.63
China	806	795	518	250	17	10	11
	100.00	100.00	65.16	31.45	2.14	1.26	1.36
Liaoning	92	90	54	30	3	3	2
	100.00	100.00	60.00	33.33	3.33	3.33	2.17
Beijing	81	80	51	27	1	1	1
	100.00	100.00	63.75	33.75	1.25	1.25	1.23
Tianjin	33	33	19	13	1	-	-
	100.00	100.00	57.58	39.39	3.03	-	-
Shandong	131	128	86	37	2	3	3
	100.00	100.00	67.19	28.91	1.56	2.34	2.29
Jiangsu	37	37	26	9	1	1	-
	100.00	100.00	70.27	24.32	2.70	2.70	-
Shanghai	133	132	100	29	2	1	1
	100.00	100.00	75.76	21.97	1.52	0.76	0.75
Guangdong	261	257	155	94	7	1	4
	100.00	100.00	60.31	36.58	2.72	0.39	1.53
Other	38	38	27	11	-	-	-
	100.00	100.00	71.05	28.95	-	-	-
Hong Kong	85	85	38	42	4	1	-
	100.00	100.00	44.71	49.41	4.71	1.18	-
Taiwan	129	122	58	59	4	1	7
	100.00	100.00	47.54	48.36	3.28	0.82	5.43
Korea	85	85	51	33	1	-	-
	100.00	100.00	60.00	38.82	1.18	-	-
Unknown	-	-	-	-	-	-	-

Q9. If you selected "Expansion" in Q8, please select the specific business plan(s). (Select all that apply)

	Total	Valid	Expansion of the existing business scale through additional	Consolidation of production and service bases for specific	Expansion of the business scale/area through investment in other	Diversification of contents of products and	Creation of new markets (expansion of business/sales)	Strengthening of R&D, and design functions	Other	Unknown
TOTAL	2,139	2,132	1,092	156	156	879	1,267	248	56	7
	100.00	100.00	51.22	7.32	7.32	41.23	59.43	11.63	2.63	0.33
ASEAN	1,122	1,117	624	98	73	435	618	103	23	5
	100.00	100.00	55.86	8.77	6.54	38.94	55.33	9.22	2.06	0.45
Cambodia	11	11	7	-	3	5	7	-	-	-
	100.00	100.00	63.64	-	27.27	45.45	63.64	-	-	-
Indonesia	88	88	57	2	4	38	46	7	1	-
	100.00	100.00	64.77	2.27	4.55	43.18	52.27	7.95	1.14	-
Jakarta and Surrounding Areas	82	82	53	2	4	35	44	7	1	-
	100.00	100.00	64.63	2.44	4.88	42.68	53.66	8.54	1.22	-
Batam Island	-	-	-	-	-	-	-	-	-	-
	-	-	-	-	-	-	-	-	-	-
Other	6	6	4	-	-	3	2	-	-	-
	100.00	100.00	66.67	-	-	50.00	33.33	-	-	-
Malaysia	168	168	86	20	11	79	95	28	5	-
	100.00	100.00	51.19	11.90	6.55	47.02	56.55	16.67	2.98	-
Myanmar	9	9	7	1	1	2	3	-	-	-
	100.00	100.00	77.78	11.11	11.11	22.22	33.33	-	-	-
Philippina	63	63	34	6	3	17	29	4	1	-
	100.00	100.00	53.97	9.52	4.76	26.98	46.03	6.35	1.59	-
Manila and Surrounding Areas	34	34	12	1	3	8	20	4	1	-
	100.00	100.00	35.29	2.94	8.82	23.53	58.82	11.76	2.94	-
Calabarzon	17	17	12	2	-	8	6	-	-	-
	100.00	100.00	70.59	11.76	-	47.06	35.29	-	-	-
Subic-Clark	3	3	3	-	-	-	-	-	-	-
	100.00	100.00	100.00	-	-	-	-	-	-	-
Cebu Island	6	6	4	2	-	1	3	-	-	-
	100.00	100.00	66.67	33.33	-	16.67	50.00	-	-	-
Other	3	3	3	1	-	-	-	-	-	-
	100.00	100.00	100.00	33.33	-	-	-	-	-	-
Singapore	139	136	44	12	16	50	104	12	2	3
	100.00	100.00	32.35	8.82	11.76	36.76	76.47	8.82	1.47	2.16
Thailand	543	541	325	48	31	210	287	46	9	2
	100.00	100.00	60.07	8.87	5.73	38.82	53.05	8.50	1.66	0.37
VietNam	101	101	64	9	4	34	47	6	5	-
	100.00	100.00	63.37	8.91	3.96	33.66	46.53	5.94	4.95	-
North	49	49	31	6	4	20	20	4	2	-
	100.00	100.00	63.27	12.24	8.16	40.82	40.82	8.16	4.08	-
Central	-	-	-	-	-	-	-	-	-	-
	-	-	-	-	-	-	-	-	-	-
South	52	52	33	3	-	14	27	2	3	-
	100.00	100.00	63.46	5.77	-	26.92	51.92	3.85	5.77	-
Southwestern Asia	204	204	112	6	14	87	129	21	5	-
	100.00	100.00	54.90	2.94	6.86	42.65	63.24	10.29	2.45	-
Bangladesh	13	13	9	-	1	8	6	1	-	-
	100.00	100.00	69.23	-	7.69	61.54	46.15	7.69	-	-
India	174	174	94	4	13	73	110	16	5	-
	100.00	100.00	54.02	2.30	7.47	41.95	63.22	9.20	2.87	-
New Delhi and Surrounding Areas	85	85	39	2	8	38	57	5</		

Q10. If you selected "Downsizing" or "Move to a third country (territory) or withdraw" in Q8, please select the reason(s). (Select all that apply)

	Total	Valid	Decrease in sales	Increase in procurement, personnel and other costs	Tighter regulations	Part of the parent company's restructuring policy	Review of production/sales networks due to the development of	Relations with business partners	Other	Unknown
TOTAL	92	92	55	42	12	21	6	10	19	-
ASEAN	42	42	31	15	3	5	5	7	8	-
Cambodia	1	1	1	1	1	1	1	1	1	-
Indonesia	2	2	2	2	1	1	1	1	1	-
Jakarta and Surrounding Areas	1	1	1	1	1	1	1	1	1	-
Batam Island	1	1	1	1	1	1	1	1	1	-
Other	1	1	1	1	1	1	1	1	1	-
Malaysia	10	10	6	4	1	2	2	1	3	-
Myanmar	1	1	1	1	1	1	1	1	1	-
Philippina	5	5	4	1	1	2	1	1	1	-
Manila and Surrounding Areas	3	3	2	1	1	2	1	1	1	-
Calabarzon	2	2	2	2	2	2	1	1	1	-
Subic-Clark	1	1	1	1	1	1	1	1	1	-
Cebu Island	1	1	1	1	1	1	1	1	1	-
Other	1	1	1	1	1	1	1	1	1	-
Singapore	12	12	8	6	2	1	1	3	3	-
Thailand	9	9	7	1	1	1	2	1	1	-
VietNam	2	2	2	2	2	2	2	1	1	-
North	2	2	2	2	2	2	2	1	1	-
Central	1	1	1	1	1	1	1	1	1	-
South	1	1	1	1	1	1	1	1	1	-
Southwestern Asia	5	5	2	1	1	1	1	3	3	-
Bangladesh	1	1	1	1	1	1	1	1	1	-
India	2	2	1	1	1	1	1	2	2	-
New Delhi and Surrounding Areas	1	1	1	1	1	1	1	1	1	-
Mumbai and Surrounding Areas	1	1	1	1	1	1	1	1	1	-
Bangalore and Surrounding Areas	1	1	1	1	1	1	1	1	1	-
Chennai and Surrounding Areas	1	1	1	1	1	1	1	1	1	-
Other	1	1	1	1	1	1	1	1	1	-
Pakistan	1	1	1	1	1	1	1	1	1	-
SriLanka	2	2	2	1	1	1	1	1	1	-
Oceania	7	7	4	3	5	5	5	5	5	-
Australia	6	6	3	3	4	4	4	4	4	-
New Zealand	1	1	1	1	1	1	1	1	1	-
East Asia	38	38	18	23	9	10	1	3	8	-
China	27	27	9	19	8	7	1	2	5	-
Liaoning	6	6	1	6	3	1	1	1	1	-
Beijing	2	2	2	1	1	1	1	1	1	-
Tianjin	1	1	1	1	1	1	1	1	1	-
Shandong	5	5	1	3	1	1	1	2	2	-
Jiangsu	2	2	1	2	2	2	2	2	2	-
Shanghai	3	3	3	2	2	2	2	2	2	-
Guangdong	8	8	4	4	1	4	1	2	2	-
Other	1	1	1	1	1	1	1	1	1	-
Hong Kong	5	5	4	2	2	2	2	2	2	-
Taiwan	5	5	4	1	1	2	2	2	2	-
Korea	1	1	1	1	1	1	1	1	1	-
Unknown	1	1	1	1	1	1	1	1	1	-

Q11. What policy does your company plan to adopt in order, to cultivate local markets in your area? Please select the most appropriate policy.

	Total	Valid	Give higher priority to local market cultivation than to	Give equal priority to both, local market cultivation and	Give higher priority to exporting than to local	No interest in local markets because the company is	No idea	Unknown
TOTAL	3,486	3,377	1,532	967	371	243	264	109
ASEAN	1,865	1,809	700	565	228	163	153	56
Cambodia	12	12	7	4	1	1	1	1
Indonesia	130	129	66	33	11	10	9	1
Jakarta and Surrounding Areas	111	110	59	30	8	6	7	1
Batam Island	5	5	1	1	2	1	1	1
Other	14	14	6	3	1	3	1	1
Malaysia	336	314	121	96	44	33	20	22
Myanmar	21	20	5	2	4	4	5	1
Philippina	149	145	36	29	28	40	12	4
Manila and Surrounding Areas	77	74	29	13	13	12	7	3
Calabarzon	43	43	6	12	10	10	5	1
Subic-Clark	6	6	1	1	2	4	1	1
Cebu Island	18	18	1	4	1	12	1	1
Other	5	4	1	1	2	2	1	1
Singapore	241	230	61	79	43	21	26	11
Thailand	831	816	353	291	72	30	70	15
VietNam	145	143	51	31	25	25	11	2
North	61	60	19	14	10	11	6	1
Central	2	2	1	1	1	1	1	1
South	82	81	31	16	15	14	5	1
Southwestern Asia	254	246	166	33	19	13	15	8
Bangladesh	16	16	3	2	5	5	1	1
India	203	198	146	28	8	4	12	5
New Delhi and Surrounding Areas	93	90	77	5	2	1	5	3
Mumbai and Surrounding Areas	30	30	22	4	1	1	2	1
Bangalore and Surrounding Areas	33	32	21	6	3	1	1	1
Chennai and Surrounding Areas	40	39	24	10	2	1	2	1
Other	7	7	2	3	1	1	2	1
Pakistan	12	12	11	1	1	1	1	1
SriLanka	23	20	6	3	5	4	2	3
Oceania	262	253	128	44	24	31	26	9
Australia	170	165	92	21	13	25	14	5
New Zealand	92	88	36	23	11	6	12	4
East Asia	1,105	1,069	538	325	100	36	70	36
China	806	779	407	222	72	29	49	27
Liaoning	92	90	37	28	13	6	6	2
Beijing	81	75	54	11	3	1	7	6
Tianjin	33	33	19	12	1	1	1	1
Shandong	131	128	50	49	20	5	4	3
Jiangsu	37	34	18	8	4	2	2	3
Shanghai	133	129	82	31	1	1	14	4
Guangdong	261	253	128	71	26	14	14	8
Other	38	37	19	12	4	1	2	1
Hong Kong	85	83	22	38	11	5	7	2
Taiwan	129	124	61	41	14	1	7	5
Korea	85	83	48	24	3	1	7	2
Unknown	1	1	1	1	1	1	1	1

Q12. If you selected (1) or (2) in Q11, what group and what product/service price range does your company intend to target in cultivating local markets? Please check the appropriate box. (Select all that apply)

【Current Target】

	Total	Companies					Price Range(Companies)					Consumers					Price Range(Consumers)				
		Valid	Japanese-affiliated companies	Local companies	Foreign-affiliated companies	Unknown	Valid	High	Medium	Low	Unknown	Valid	Wealthy class	New-rich or middle class	Lower income class	Unknown	Valid	High	Medium	Low	Unknown
TOTAL	2,499	2,225	1,636	1,169	561	274	2,097	1,027	1,344	382	402	728	374	596	133	1,771	729	334	529	150	1,770
ASEAN	1,265	1,153	954	492	255	112	1,079	479	692	183	186	333	147	73	932	331	122	251	73	934	
Cambodia	11	8	6	5	3	3	7	2	5	1	4	9	4	7	1	2	9	3	7	1	
Indonesia	99	88	72	44	18	11	81	35	56	7	18	32	18	24	7	67	33	15	25	5	
Jakarta and Surrounding Areas	89	78	67	36	16	11	71	32	48	7	18	27	16	20	6	62	28	12	22	4	
Batam Island	1	1	1	1	1	-	1	1	1	-	-	1	1	1	-	1	1	1	1	-	
Other	9	9	4	7	1	-	9	2	7	-	-	4	1	3	-	5	4	2	2	5	
Malaysia	217	189	140	93	44	28	176	85	111	24	41	61	28	47	11	156	60	23	45	10	
Myanmar	7	7	6	2	2	-	7	1	4	2	-	4	1	2	-	3	3	-	1	2	
Philippin	65	63	48	29	20	2	59	17	42	13	6	21	9	15	8	44	20	6	14	8	
Manila and Surrounding Areas	42	40	28	21	13	2	37	15	25	8	5	15	7	9	8	27	14	6	10	6	
Calabarzon	18	18	17	4	7	-	17	2	12	5	1	5	2	5	-	13	5	-	3	2	
Subic-Clark	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	
Cebu Island	5	5	3	4	-	-	5	-	5	-	-	1	-	1	-	4	1	-	1	4	
Other	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	80.00	100.00	-	100.00	-	
Singapore	140	124	82	75	50	16	116	63	72	12	24	29	18	24	8	111	29	13	24	5	
Thailand	644	601	541	216	104	43	562	241	360	107	82	150	58	130	29	494	152	53	115	35	
VietNam	82	73	64	24	14	9	71	35	42	17	11	27	11	22	8	55	25	9	20	7	
North	33	33	31	5	5	-	32	16	16	7	1	7	1	5	3	26	6	1	4	3	
Central	2	1	1	-	-	1	1	-	-	1	1	1	-	1	-	1	1	-	1	1	
South	47	39	32	19	9	8	38	19	26	9	19	10	16	5	28	18	8	15	4	29	
Southwestern Asia	199	170	111	118	67	29	162	94	101	35	37	72	44	58	15	127	74	38	54	23	
Bangladesh	5	5	1	2	2	-	5	2	3	1	-	3	2	2	-	3	2	2	-	2	
India	174	151	102	103	57	23	144	83	91	33	30	62	36	52	14	112	65	32	48	21	
New Delhi and Surrounding Areas	82	72	55	43	33	10	70	39	43	19	12	29	22	23	6	53	31	21	11	51	
Mumbai and Surrounding Areas	26	19	10	18	4	7	18	12	11	4	8	11	7	10	3	15	11	6	9	4	
Bangalore and Surrounding Areas	27	24	17	14	6	3	23	12	13	5	4	10	4	8	2	17	10	1	9	2	
Chennai and Surrounding Areas	34	31	19	23	14	3	29	17	22	5	5	12	3	11	3	22	13	3	9	4	
Other	5	5	1	5	-	-	4	3	2	-	1	-	-	-	-	5	-	-	-	5	
Pakistan	11	8	3	6	5	3	8	5	5	1	3	5	5	3	1	6	5	3	4	2	
SriLanka	9	6	5	4	3	3	5	4	2	-	4	2	1	1	-	7	1	1	-	8	
Oceania	172	137	45	116	30	35	129	58	92	21	43	78	48	68	21	94	80	45	59	22	
Australia	113	90	31	76	21	23	83	37	56	11	30	44	27	39	10	69	46	28	32	12	
New Zealand	59	47	14	40	9	12	46	21	36	10	13	34	21	29	11	25	34	17	27	10	
East Asia	863	765	526	443	209	98	727	396	459	123	136	245	135	199	24	618	244	129	165	32	
China	629	566	446	285	176	63	543	294	348	88	86	170	94	134	13	459	169	85	111	18	
Liaoning	65	60	49	31	21	5	58	25	32	16	7	14	8	13	-	51	14	10	2	51	
Beijing	65	49	41	28	18	16	44	29	27	3	21	34	24	27	1	31	34	21	20	1	
Tianjin	31	30	27	12	7	1	29	14	22	5	2	7	4	5	1	24	8	4	3	23	
Shandong	99	87	63	50	28	12	85	47	47	9	14	37	22	26	3	62	36	17	25	2	
Jiangsu	26	24	17	14	13	2	24	12	15	5	2	3	2	1	23	3	3	1	3	1	
Shanghai	113	107	78	61	37	6	103	53	72	12	10	26	11	23	-	87	25	14	16	-	
Guangdong	199	183	155	74	46	16	174	95	119	36	25	42	21	32	5	157	42	19	29	7	
Other	31	26	16	15	6	5	26	19	14	2	5	7	2	2	24	7	3	5	2	24	
Hong Kong	60	51	37	30	15	9	47	25	28	12	13	19	14	18	4	41	19	12	15	4	
Taiwan	102	100	32	66	11	20	75	40	45	13	27	39	17	35	6	63	38	21	29	7	
Korea	72	66	11	62	7	6	62	37	38	10	10	17	10	12	1	55	18	11	10	3	
Unknown	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	

Q12. If you selected (1) or (2) in Q11, what group and what product/service price range does your company intend to target in cultivating local markets? Please check the appropriate box. (Select all that apply)

**【Future Target】**

	Total	Companies					Price Range(Companies)					Consumers					Price Range(Consumers)				
		Valid	Japanese-affiliated companies	Local companies	Foreign-affiliated companies	Unknown	Valid	High	Medium	Low	Unknown	Valid	Wealthy class	New-rich or middle class	Lower income class	Unknown	Valid	High	Medium	Low	Unknown
TOTAL	2,499	2,203	1,430	1,514	825	296	2,064	1,099	1,405	491	435	760	433	641	190	1,739	755	408	560	217	1,744
ASEAN	1,265	1,140	860	658	418	125	1,061	528	707	257	204	344	174	281	99	921	340	155	257	112	925
Cambodia	11	7	5	7	4	4	7	4	4	2	4	9	6	6	2	2	9	5	7	2	2
Indonesia	99	86	68	51	27	13	79	42	50	10	20	31	17	25	9	68	31	16	25	8	68
Jakarta and Surrounding Areas	89	77	63	43	25	12	70	38	43	9	19	27	15	23	9	62	27	13	23	7	62
Batam Island	1	1	1	1	1	-	1	1	1	1	-	1	1	-	-	1	1	1	1	1	-
Other	9	8	4	7	1	1	8	3	6	-	1	3	1	2	-	6	3	2	1	-	6
Malaysia	217	186	117	105	78	31	171	87	109	35	46	65	34	51	13	152	63	30	44	13	154
Myanmar	7	7	6	6	3	-	7	1	5	2	-	4	2	2	1	3	4	1	3	1	3
Philippin	65	63	37	41	26	2	59	22	39	18	6	24	10	17	11	41	23	8	15	11	42
Manila and Surrounding Areas	42	40	21	27	18	2	37	16	25	11	5	18	7	13	8	24	17	7	12	8	25
Calabarzon	18	18	14	10	8	-	17	5	10	7	1	5	2	4	3	13	5	-	3	3	13
Subic-Clark	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Cebu Island	5	5	2	4	-	-	5	1	4	-	-	1	1	-	-	4	1	1	-	-	4
Other	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Singapore	140	123	65	99	59	17	113	61	80	24	27	29	18	25	10	111	29	14	22	13	111
Thailand	644	595	498	310	193	49	553	270	378	144	91	154	72	131	45	490	153	68	119	53	491
VietNam	82	73	58	39	28	9	72	41	42	22	10	28	15	24	8	54	28	13	22	11	54
North	33	33	26	12	10	-	32	19	16	8	1	6	2	6	1	27	6	2	5	2	27
Central	2	1	1	-	-	1	1	-	-	1	1	1	1	-	-	1	1	1	-	-	1
South	47	39	31	27	18	8	39	22	26	13	8	21	12	18	7	26	21	10	17	9	26
Southwestern Asia	199	165	107	129	76	34	155	99	111	44	44	73	44	69	19	126	73	40	64	28	126
Bangladesh	5	5	3	5	3	-	5	2	4	1	-	3	3	-	2	3	2	2	2	1	2
India	174	145	95	114	65	29	137	88	99	42	37	63	36	61	19	111	64	35	57	26	110
New Delhi and Surrounding Areas	82	70	49	52	34	12	67	42	48	24	15	30	19	29	10	52	30	18	27	15	52
Mumbai and Surrounding Areas	26	18	9	18	7	8	17	12	13	5	9	12	9	12	3	14	12	9	11	4	14
Bangalore and Surrounding Areas	27	24	15	15	9	3	22	14	15	6	5	10	6	9	2	17	10	5	9	3	17
Chennai and Surrounding Areas	34	28	21	24	15	6	27	17	21	7	11	2	11	4	4	23	12	3	10	4	22
Other	5	5	1	5	-	-	4	3	2	-	1	-	-	-	-	5	-	-	-	-	5
Pakistan	11	8	4	6	5	3	8	5	5	1	3	5	4	3	-	6	5	2	4	1	6
Srilanka	9	7	5	4	3	2	5	4	3	-	4	2	1	2	-	7	1	1	1	-	8
Oceania	172	135	45	121	33	37	127	65	94	23	45	80	52	69	24	92	78	46	59	24	94
Australia	113	90	31	81	24	23	83	45	59	13	30	46	30	41	14	67	44	28	35	12	69
New Zealand	59	45	14	40	9	14	44	20	35	10	15	34	22	28	10	25	34	18	24	12	25
East Asia	863	763	428	606	298	100	721	407	493	167	142	263	163	222	48	600	264	167	180	53	599
China	629	567	360	429	251	62	539	297	372	133	90	189	120	153	29	440	189	120	123	35	440
Liaoning	65	60	34	41	30	5	58	24	39	16	7	17	11	15	2	48	17	10	2	48	
Beijing	65	48	32	38	24	17	43	34	23	8	22	38	30	29	4	27	38	29	22	2	27
Tianjin	31	30	18	21	12	1	28	10	21	8	3	7	2	7	2	24	8	3	6	3	23
Shandong	99	88	57	72	34	11	82	48	52	12	17	39	25	30	4	60	38	22	25	6	61
Jiangsu	26	24	14	20	13	2	24	14	16	7	2	3	2	3	1	23	3	2	3	1	23
Shanghai	113	105	69	84	43	8	101	59	75	18	12	33	20	26	2	80	33	22	21	2	80
Guangdong	199	185	122	129	88	14	177	90	131	60	22	45	26	36	12	154	45	26	30	16	154
Other	31	27	14	24	7	4	26	18	15	4	5	7	4	7	2	24	7	5	6	3	24
Hong Kong	60	51	29	44	24	9	47	31	36	8	13	20	16	19	5	40	20	15	15	6	40
Taiwan	102	79	29	68	14	23	73	40	42	17	29	37	19	35	10	65	37	23	29	7	65
Korea	72	66	10	65	9	6	62	39	43	9	10	17	8	15	4	55	18	9	13	5	54
Unknown	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-

Q13. Companies from which country/territory does your company expect to be the strongest competitors in selling mid- or low-priced products and services in local markets? Please select one from the list below(Exclude Japanese-affiliated companies). \*This question asks the nationality of the competitors, not the country where products or services are produced.

	Total	Valid	Indonesia	Malaysia	Myanmar	Philippin	Singapore	Thailand	VietNam	OtherASEAN	Bangladesh	India	Pakistan	Srilanka	OtherSouth western Asia	Australia	New Zealand	Mainland China	Taiwan	Korea	US	Europe	Other	No competitor s	Unknown	
TOTAL	1,984	1,818	55	55	7	13	41	188	61	8	5	104	4	2	1	29	11	692	103	190	70	94	26	59	166	
	100.00	100.00	3.03	3.03	0.39	0.72	2.26	10.34	3.36	0.44	0.28	5.72	0.22	0.11	0.06	1.60	0.61	38.06	5.67	10.45	3.85	5.17	1.43	3.25	8.37	
ASEAN	1,013	930	50	53	7	13	37	173	46	2		35		1	1	1		277	36	91	25	39	9	34	83	
	100.00	100.00	5.38	5.70	0.75	1.40	3.98	18.60	4.85	0.22		3.76		0.11	0.11	0.11		29.78	3.87	9.78	2.69	4.19	0.97	3.66	8.19	
Cambodia	9	8	1	1				1	3									1				1			1	
	100.00	100.00	12.50	12.50				12.50	37.50									12.50				12.50			11.11	
Indonesia	76	67	15	2				2	2			1		1				26	3	7	2	1	1	4	9	
	100.00	100.00	22.39	2.99				2.99	2.99			1.49		1.49				38.81	4.48	10.45	2.99	1.49	1.49	5.97	11.84	
Jakarta and Surrounding Areas	67	60	15	1				2	2			1		1				23	3	7	1	1	1	2	7	
	100.00	100.00	25.00	1.67				3.33	3.33			1.67		1.67				38.33	5.00	11.67	1.67	1.67	1.67	3.33	10.45	
Batam Island	1																								1	
	100.00																								100.00	
Other	8	7		1														3			1			2	1	
	100.00	100.00		14.29														42.86			14.29			28.57	12.50	
Malaysia	165	155	11	38		3	6	10	2			4						46	5	18	4	4	2	2	10	
	100.00	100.00	7.10	24.52		1.94	3.87	6.45	1.29			2.58						29.68	3.23	11.61	2.58	2.58	1.29	1.29	6.06	
Myanmar	6	6			3							1						1		1						
	100.00	100.00			50.00							16.67						16.67		16.67						
Philippia	54	52	3			10	1	5	3							1		18	1	5	2	1		2	2	
	100.00	100.00	5.77			19.23	1.92	9.62	5.77							1.92		34.62	1.92	9.62	3.85	1.92			3.85	3.70
Manila and Surrounding Areas	34	34	1			9		2	1									14		4	1	1		1		
	100.00	100.00	2.94			26.47		5.88	2.94									41.18		11.76	2.94	2.94		2.94		
Calabarzon	15	14	2			1	1	3	1							1		3	1	1					1	
	100.00	100.00	14.29			7.14	7.14	21.43	7.14							7.14		21.43	7.14	7.14					6.67	
Subic-Clark																										
Cebu Island	5	4							1									1			1			1	1	
	100.00	100.00							25.00									25.00			25.00			25.00	20.00	
Other																										
Singapore	107	75		5			22											22	3	13	4	3	1	2	32	
	100.00	100.00		6.67			29.33											29.33	4.00	17.33	5.33	4.00	1.33	2.67	29.91	
Thailand	528	502	19	6	2		7	151	15	2		28			1			147	17	40	11	28	5	23	26	
	100.00	100.00	3.78	1.20	0.40		1.39	30.08	2.99	0.40		5.58			0.20			29.28	3.39	7.97	2.19	5.58	1.00	4.58	4.92	
VietNam	68	65	1	1	2		1	4	21			1.54						16	7	7	2	1		1	3	
	100.00	100.00	1.54	1.54	3.08		1.54	6.15	32.31			1.54						24.62	10.77	10.77	3.08	1.54		1.54	4.41	
North	24	24	1	1					9			1						8	4							
	100.00	100.00	4.17	4.17					37.50			4.17						33.33	16.67							
Central	2	2																								
	100.00	100.00																100.00								
South	42	39			2		1	4	12									6	3	7	2	1		1	3	
	100.00	100.00			5.13		2.56	10.28	30.77									15.38	7.69	17.95	5.13	2.56		2.56	7.14	
Southwestern Asia	156	146	2				3				1	54	4	1				31	2	16	8	17	2	5	10	
	100.00	100.00	1.37				2.05				0.68	36.99	2.74	0.68				21.23	1.37	10.96	5.48	11.64	1.37	3.42	6.41	
Bangladesh	4	3									1							1						1	1	
	100.00	100.00									33.33							33.33						33.33	25.00	
India	139	131	2				3					53						26	2	16	8	16	2	3	8	
	100.00	100.00	1.53				2.29					40.46						19.85	1.53	12.21	6.11	12.21	1.53	2.29	5.76	
New Delhi and Surrounding Areas	68	65					3					27						14		10	4	4	1	2	3	
	100.00	100.00					4.62					41.54						21.54		15.38	6.15	6.15	1.54	3.08	4.41	
Mumbai and Surrounding Areas	19	19	1									10						2		3	1	2				
	100.00	100.00	5.26									52.63						10.53		15.79	5.26	10.53				
Bangalore and Surrounding Areas	20	17										6						4	1	1	1	2	1	1	3	
	100.00	100.00										35.29						23.53	5.88	5.88	5.88	11.76	5.88	5.88	15.00	
Chennai and Surrounding Areas	30	28	1									9						6	1	2	2	7			2	
	100.00	100.00	3.57									32.14						21.43	3.57	7.14	7.14	25.00			6.67	
Other	2	2										50.00										50.00				
	100.00	100.00										50.00										50.00				
Pakistan	9	8											4					3						1	1	
	100.00	100.00											50.00					37.50						12.50	11.11	
Srilanka	4	4										1		1				1								
	100.00	100.00										25.00		25.00				25.00								
Oceania	135	119	2	1			2	2	3			1				28	10	23	2	17	12	6	5	5	16	
	100.00	100.00	1.68	0.84			1.68	1.68	2.52			0.84				23.53	8.40	19.33	1.68	14.29	10.08	5.04	4.20	4.20	11.85	
Australia	88	78	1	1			2		3			1				23		16	1	11	8	5	2	4	10	
	100.00	100.00	1.28	1.28			2.56		3.85			1.28				29.49		20.51	1.28	14.10	10.26	6.41	2.56	5.13	11.36	
New Zealand	47	41	1						2							5	10	7		6	4	1	3	1	6	



Q14. What problems does your company face or expect to face in selling mid- or low-priced products and services in local markets? (Select all that apply)

	Total	Valid	Difficulty in knowing about market characteristics and needs	Difficulty in designing product functions and service	Severe price competition with other companies	Difficulty in specifying quality criteria so as to	Difficulty in establishing a production / supply system so	Difficulty in creating sales channels (dealers, etc.) for	Inadequate infrastructure	Difficulty in gaining consumer understanding about your company's	High risk in collecting accounts receivable	Lack of or difficulty in recruiting staff who are familiar	Difficulty in adapting to the local standards and legal	Unknown
TOTAL	1,984	1,813	318	241	1,469	554	441	222	161	148	274	417	140	171
ASEAN	1,013	932	158	109	750	274	206	109	73	72	110	221	69	81
Cambodia	9	8	2	2	6	3	2	2	2	2	2	2	2	1
Indonesia	76	66	11	10	51	18	13	5	16	4	14	11	15	10
Jakarta and Surrounding Areas	67	60	9	9	49	17	12	4	13	3	21	10	15	7
Batam Island	1	1	1	1	1	1	1	1	1	1	1	1	1	1
Other	8	6	2	1	2	1	1	1	3	1	2	1	2	2
Malaysia	165	149	19	15	125	42	36	19	4	13	19	31	4	16
Myanmar	6	6	6	6	6	6	6	6	6	6	6	6	6	6
Philippine	54	51	10	7	35	12	13	4	6	4	8	11	5	3
Manila and Surrounding Areas	34	33	6	4	22	8	6	3	5	3	7	6	5	1
Calabarzon	15	14	4	3	10	4	4	1	1	1	4	4	1	1
Subic-Clark	1	1	1	1	1	1	1	1	1	1	1	1	1	1
Cebu Island	5	4	1	1	3	1	3	1	1	1	1	1	1	1
Other	1	1	1	1	1	1	1	1	1	1	1	1	1	1
Singapore	107	102	16	10	88	30	21	18	4	7	15	28	2	5
Thailand	528	486	87	57	395	153	109	54	25	37	43	121	30	42
VietNam	68	64	15	8	44	16	12	7	16	7	11	16	12	4
North	24	22	5	1	17	7	7	4	7	3	2	4	4	2
Central	2	2	2	2	2	2	2	2	2	2	2	2	2	2
South	42	40	10	6	26	9	12	3	7	4	9	12	7	2
Southwestern Asia	156	144	15	22	119	53	48	9	34	12	21	23	10	12
Bangladesh	4	3	1	1	3	1	1	1	1	1	1	1	1	1
India	139	128	14	19	107	51	45	7	34	11	17	23	10	11
New Delhi and Surrounding Areas	68	64	8	13	55	26	21	4	20	6	6	15	3	4
Mumbai and Surrounding Areas	19	17	2	4	13	7	5	1	4	1	2	1	3	2
Bangalore and Surrounding Areas	20	17	1	1	13	7	7	1	2	1	2	3	1	3
Chennai and Surrounding Areas	30	28	3	3	24	11	12	1	8	3	7	4	3	2
Other	2	2	2	2	2	2	2	2	2	2	2	2	2	2
Pakistan	9	9	9	9	9	9	9	9	9	9	9	9	9	9
SriLanka	4	4	4	4	4	4	4	4	4	4	4	4	4	4
Oceania	135	117	17	16	94	24	26	19	4	13	5	12	4	18
Australia	88	77	10	12	61	17	19	12	2	7	3	8	4	11
New Zealand	47	40	7	4	33	7	7	7	2	6	2	4	7	7
East Asia	680	620	128	94	506	203	161	85	50	51	138	161	57	60
China	499	461	106	65	367	163	125	69	46	38	122	139	49	38
Liaoning	52	47	11	9	37	18	10	6	2	3	17	12	6	5
Beijing	43	38	8	10	28	8	8	8	9	7	12	13	9	5
Tianjin	28	25	8	1	21	12	8	2	5	2	3	9	1	3
Shandong	75	68	20	10	50	22	16	13	9	6	18	24	7	7
Jiangsu	23	21	3	6	18	4	6	2	1	1	4	2	2	2
Shanghai	90	86	23	14	70	33	26	16	6	7	27	29	8	4
Guangdong	168	156	29	13	127	53	45	22	14	10	37	46	16	12
Other	20	20	4	2	16	11	6	2	1	3	4	4	2	2
Hong Kong	50	43	8	8	33	11	9	6	4	4	10	11	5	7
Taiwan	76	68	12	15	63	12	19	6	3	4	7	9	1	8
Korea	55	48	2	6	43	17	8	4	2	2	4	2	2	7
Unknown	1	1	1	1	1	1	1	1	1	1	1	1	1	1

Q15. Problem(s) in sales or other business activities (Select all that apply)

	Total	Valid	Decrease in production orders from headquarters	Decrease in orders from clients	Major clients requesting lower prices	Sluggishness in major sales markets (consumption)	Difficulty in developing new clients on market	Decrease in sales prices due to global oversupply	Inflow of cheap imported goods into local markets	Competitor's market shares are growing (quality-wise competition)	Competitor's market shares are growing (cost-wise competition)	Lack of progress in local deregulation	Accounts receivable in arrears	Other	No particular problem	Unknown
TOTAL	3,486	3,409	324	536	1,458	578	1,102	355	517	667	1,856	265	256	178	187	77
ASEAN	1,865	1,825	163	288	779	272	593	193	318	318	1,000	131	110	86	99	40
Cambodia	12	12	1	1	3	5	3	1	5	3	6	1	1	1	1	1
Indonesia	130	126	12	12	50	17	37	17	22	30	72	30	17	10	5	4
Jakarta and Surrounding Areas	111	108	7	6	43	14	34	13	19	29	65	27	17	9	3	3
Batam Island	5	5	2	2	2	2	2	1	2	1	3	2	1	1	1	1
Other	14	13	3	3	5	3	2	2	2	4	4	1	1	1	2	1
Malaysia	336	332	28	59	142	54	109	35	63	57	165	20	30	9	16	4
Myanmar	21	21	1	4	6	3	2	2	2	3	9	5	2	2	2	2
Philippine	149	145	28	37	57	28	48	16	16	13	54	9	3	4	11	4
Manila and Surrounding Areas	77	75	11	18	26	12	27	5	10	6	29	6	3	4	4	2
Calabarzon	43	43	9	13	21	8	14	5	4	5	16	3	1	1	1	1
Subic-Clark	6	6	1	2	3	1	2	1	2	1	2	1	1	1	1	1
Cebu Island	18	16	7	3	6	6	7	3	2	2	6	1	1	1	1	2
Other	5	5	1	1	2	2	1	1	1	1	1	1	1	1	2	1
Singapore	241	232	10	39	86	29	77	35	42	54	141	6	18	8	14	9
Thailand	831	818	63	123	383	108	268	74	153	142	483	48	34	38	41	13
VietNam	145	139	22	16	54	25	48	13	15	16	70	13	7	15	10	6
North	61	60	9	11	29	13	22	3	5	4	29	6	1	5	5	1
Central	2	2	1	1	1	1	2	1	1	1	1	1	1	1	1	1
South	82	77	13	5	24	11	24	10	9	12	40	7	6	10	5	5
Southwestern Asia	254	248	12	28	115	19	59	16	47	43	144	35	35	15	15	6
Bangladesh	16	16	1	3	7	1	2	1	3	3	6	2	1	1	3	1
India	203	197	9	19	97	8	49	12	39	36	124	33	28	12	9	6
New Delhi and Surrounding Areas	93	90	3	9	52	1	20	8	15	19	65	10	11	4	3	3
Mumbai and Surrounding Areas	30	29	1	2	11	3	3	1	4	6	13	10	3	5	2	1
Bangalore and Surrounding Areas	33	32	4	1	13	1	10	1	7	6	17	6	4	1	1	1
Chennai and Surrounding Areas	40	40	1	5	18	2	15	2	12	4	23	6	10	1	3	2
Other	7	6	1	2	3	1	1	1	1	1	6	1	1	1	1	1
Pakistan	12	12	1	2	5	4	1	2	1	2	6	1	2	1	3	1
SriLanka	23	23	1	4	6	6	8	2	3	3	8	1	4	2	1	1
Oceania	262	259	30	56	81	109	65	34	57	45	98	9	9	14	28	3
Australia	170	167	16	29	48	66	44	24	39	31	70	7	6	12	17	3
New Zealand	92	92	14	27	33	43	21	10	18	14	28	2	3	2	11	7
East Asia	1,105	1,077	119	164	483	178	385	112	95	261	614	90	102	63	45	28
China	806	783	107	122	345	104	289	73	48	193	450	70	82	48	31	23
Liaoning	92	87	17	15	31	11	30	5	6	16	44	5	13	9	5	5
Beijing	81	78	4	9	24	7	28	7	4	24	43	14	13	2	4	3
Tianjin	33	33	3	6	15	5	17	1	3	6	21	1	1	1	1	1
Shandong	131	130	34	19	51	31	47	15	8	21	59	14	15	7	2	1
Jiangsu	37	34	3	21	3	8	4	3	9	17	4	4	3	2	3	3
Shanghai	133	129	16	22	46	12	56	12	9	43	76	14	14	6	6	4
Guangdong	261	255	26	41	141	30	92	24	12	62	166	22	19	1		

Q16. Problem(s) in financial affairs, financing, or foreign exchange (Select all that apply)

	Total	Valid	Necessary Lack of cash flow for expansion of business	Difficulty in procuring funds from local financial institutions	Volatility of the local currency's exchange rate against the US dollar	Volatility of the Japanese yen against the US dollar	Restrictions on fund procurement and settlements	Tax burdens (i.e. corporate taxes and transfer pricing)	Rising interest rates	Other	No particular problem	Unknown
TOTAL	3,486	3,386	608	214	1,131	1,155	783	222	815	240	83	618
ASEAN	1,865	1,819	319	98	665	602	430	71	394	121	37	351
Cambodia	12	12	5	2	1	1	3	1	5	1	1	3
Indonesia	130	128	25	9	79	42	31	4	84	8	2	15
Jakarta and Surrounding Areas	111	110	21	8	67	40	26	2	74	8	2	13
Batam Island	5	4	1	1	3	1	2	1	3	1	1	1
Other	14	14	3	1	9	2	3	2	7	1	1	2
Malaysia	336	328	49	22	139	98	93	8	47	21	3	63
Myanmar	21	21	2	6	11	1	9	7	4	1	1	1
Philippina	149	142	23	6	64	38	58	4	39	4	6	17
Manila and Surrounding Areas	77	72	12	3	27	14	25	2	26	3	6	8
Calabarzon	43	43	6	3	24	17	23	2	9	1	1	5
Subic-Clark	6	6	1	1	1	1	2	1	1	1	1	1
Cebu Island	18	16	3	3	9	6	7	2	2	1	2	2
Other	5	5	1	1	3	1	1	1	1	1	1	1
Singapore	241	235	22	5	77	75	91	5	15	6	9	64
Thailand	831	811	153	41	248	324	94	26	170	68	11	172
VietNam	145	142	40	7	46	24	51	16	30	14	4	17
North	61	60	20	2	21	11	23	6	11	4	2	6
Central	2	2	1	1	1	1	1	1	1	1	1	1
South	82	80	20	7	25	13	27	9	19	9	2	10
Southwestern Asia	254	249	54	21	63	83	43	32	98	54	9	35
Bangladesh	16	16	3	2	1	1	3	2	4	2	2	5
India	203	198	46	15	51	72	30	29	85	48	6	23
New Delhi and Surrounding Areas	93	91	24	6	21	38	16	15	48	24	1	7
Mumbai and Surrounding Areas	30	29	3	1	4	6	2	5	8	6	1	8
Bangalore and Surrounding Areas	33	32	7	4	13	10	5	2	11	6	3	2
Chennai and Surrounding Areas	40	40	11	5	11	16	6	7	16	10	1	5
Other	7	6	1	1	2	2	1	2	2	2	1	1
Pakistan	12	12	2	1	8	6	3	1	2	4	1	1
SriLanka	23	23	3	3	3	5	7	1	7	1	1	6
Oceania	262	254	21	16	112	90	29	3	42	26	7	65
Australia	170	162	19	13	76	57	15	3	32	21	6	33
New Zealand	92	92	2	3	36	33	14	1	10	5	1	32
East Asia	1,105	1,064	214	79	291	380	281	116	281	39	30	167
China	806	770	184	72	212	236	194	104	237	32	21	116
Liaoning	92	85	22	8	19	31	21	8	26	3	3	11
Beijing	81	77	18	6	13	20	14	12	28	2	2	14
Tianjin	33	32	7	5	10	15	11	5	9	2	1	5
Shandong	131	127	35	18	36	31	25	18	35	7	2	21
Jiangsu	37	35	3	2	15	12	9	3	8	1	1	6
Shanghai	133	128	32	11	26	42	24	21	31	4	4	19
Guangdong	261	249	57	19	83	75	81	33	92	10	7	37
Other	38	37	10	3	10	9	4	8	3	3	1	3
Hong Kong	85	83	11	3	8	30	33	6	13	2	15	2
Taiwan	129	127	11	2	40	58	40	2	15	3	4	27
Korea	85	84	8	2	31	56	14	4	16	4	3	9
Unknown	1	1	1	1	1	1	1	1	1	1	1	1

Q17. Problem(s) with labor or employment (Select all that apply)

	Total	Valid	Increase in employee wages	Difficulty in recruiting general staff	Difficulty in recruiting middle management staff	Difficulty in recruiting general workers (Manufacturing only)	Difficulty in recruiting engineer staff (Manufacturing only)	Workers' capability	Workers' capability	Personnel costs of Japanese (expatriate) officers and staff	Restrictions on staff dismissal and reduction	Difficulty in localizing managers and supervisors	Restrictions on employing foreign workers	Other	No particular problem	Unknown
TOTAL	3,486	3,426	2,073	582	1,036	837(=1,931)	577(=1,931)	1,098	1,488	785	564	725	210	106	248	60
ASEAN	1,865	1,836	1,019	344	619	379(=1,102)	350(=1,102)	604	832	406	292	443	171	46	100	29
Cambodia	12	12	7	1	8	3	1	3	4	2	1	1	1	1	1	1
Indonesia	130	128	93	18	43	5(=93)	18(=93)	14	64	31	56	40	11	5	5	2
Jakarta and Surrounding Areas	111	110	77	17	41	5(=76)	14(=76)	14	55	27	48	34	11	5	3	1
Batam Island	5	4	4	1	1	1	1	2	1	2	2	1	1	1	1	1
Other	14	14	12	1	1	1	1	7	3	6	4	1	1	1	1	1
Malaysia	336	332	177	69	111	99(=199)	80(=199)	116	136	47	46	46	96	7	16	4
Myanmar	21	21	8	1	11	4(=7)	2(=7)	9	9	4	2	5	2	2	1	1
Philippina	149	142	65	18	42	1(=95)	31(=95)	42	61	31	40	37	1	6	12	3
Manila and Surrounding Areas	77	75	33	7	23	4(=31)	3(=31)	23	33	14	23	20	2	4	5	2
Calabarzon	43	43	17	9	15	1(=39)	1(=39)	10	18	12	12	12	2	2	5	1
Subic-Clark	6	6	3	2	2	4(=5)	1	1	1	1	1	1	1	1	1	1
Cebu Island	18	17	10	1	1	3(=15)	7	7	3	4	4	4	1	1	1	1
Other	5	5	2	1	1	2(=5)	1	2	2	1	1	1	1	1	1	1
Singapore	241	232	139	37	67	18(=70)	18(=70)	51	71	56	12	41	15	5	20	9
Thailand	831	821	414	166	273	207(=531)	167(=531)	304	411	197	120	231	44	17	41	10
VietNam	145	144	116	34	64	45(=103)	33(=103)	65	76	38	16	42	4	4	4	1
North	61	61	51	16	27	21(=46)	32(=46)	30	31	19	5	21	2	2	1	1
Central	2	2	1	1	1	1(=1)	1	1	1	1	1	1	1	1	1	1
South	82	81	64	18	36	23(=56)	19(=56)	34	44	19	11	20	4	2	2	1
Southwestern Asia	254	247	152	40	72	16(=125)	31(=125)	94	101	83	28	35	7	14	24	7
Bangladesh	16	16	9	2	3	4(=11)	3(=11)	8	8	1	1	1	1	1	1	1
India	203	197	127	35	63	8(=93)	22(=93)	76	81	79	17	28	6	13	16	6
New Delhi and Surrounding Areas	93	91	65	14	28	3(=42)	12(=42)	36	38	40	10	12	1	7	6	2
Mumbai and Surrounding Areas	30	28	16	3	8	1(=9)	2(=9)	9	10	9	5	5	1	2	4	2
Bangalore and Surrounding Areas	33	32	23	11	10	2(=14)	3(=14)	13	13	13	3	1	1	1	2	3
Chennai and Surrounding Areas	40	40	19	5	15	4(=24)	15	16	15	2	8	3	3	3	4	1
Other	7	6	4	2	2	2(=4)	1(=4)	3	4	2	2	1	1	1	2	1
Pakistan	12	11	4	1	3	1(=9)	5	3	3	1	1	1	1	1	1	1
SriLanka	23	23	12	2	3	4(=12)	5(=12)	5	9	3	10	4	1	1	2	1
Oceania	262	260	139	27	47	4(=69)	12(=69)	43	71	42	57	25	13	8	60	2
Australia	170	168	102	15	34	2(=48)	10(=48)	30	54	37	43	18	7	7	27	2
New Zealand	92	92	37	12	13	2(=21)	2(=21)	13	17	5	14	7	6	1	33	1
East Asia	1,105	1,083	763	171	298	238(=635)	184(=635)	357	484	254	187	222	19	38	64	22
China	806	788	627	139	229	216(=506)	156(=506)	294	381	190	147	168	16	24	29	18
Liaoning	92	90	77	14	23	25(=56)	21(=56)	31	37	19	22	10	2	1	4	2
Beijing	81	79	57	15	28	6(=27)	9(=27)	26	29	24	12	21	3	2	6	9
Tianjin	33	33	24	7	10	14(=28)	10(=28)	10	18	11	14	12	1	1	1	1
Shandong	131	131	103	26	41	53(=93)	24(=93)	45	65	23	25	19	1	4	5	1
Jiangsu	37	35	32	4	7	20(=34)	7(=34)	15	17	6	4	6	1	2	2	2
Shanghai	133	128	90	27	49	14(=47)	15(=47)	32	61	45	22	33	4	3	6	5
Guangdong	261	255	212	42	79	74(=192)	60(=192)	115	136	58	43	61	3	10	7	6
Other	38	37	32	4	12	10(=29)	10(=29)	20	18	4	5	6	1	1	1	1
Hong Kong	85	84	46	16	25	3(=15)	2(=15)	21	29	25	5	22	1	1	9	1
Taiwan	129	127	65	8												

Q18. Problem(s) in the foreign trade system (Select all that apply)

	Total	Valid	Complicated customs clearance procedures	Time-consuming customs procedures	Lack of thorough information of trade rules and regulations	Unclear methods for assessing customs duties	Obscure criteria for determining classification of goods	Unclear inspection system	High non-tariff barriers*	Strict quarantine system	Other	No particular problem	Unknown
TOTAL	3,486	3,223	852	730	757	561	493	385	175	97	127	1,361	263
	100.00	100.00	26.43	22.65	23.49	17.41	15.30	11.95	5.43	3.01	3.94	42.23	7.54
ASEAN	1,865	1,725	401	329	442	321	291	196	90	16	72	739	140
	100.00	100.00	23.25	19.07	25.62	18.61	16.87	11.36	5.22	0.93	4.17	42.84	7.51
Cambodia	12	8	4	2	3	2	2	2	1	1	4	1	4
	100.00	100.00	50.00	25.00	37.50	25.00	25.00	12.50	5.00	5.00	50.00	12.50	33.33
Indonesia	130	125	58	53	63	36	29	34	10	3	4	20	5
	100.00	100.00	46.40	42.40	50.40	28.80	23.20	27.20	8.00	2.40	3.20	16.00	3.85
Jakarta and Surrounding Areas	111	108	52	51	55	35	29	31	10	3	4	14	3
	100.00	100.00	48.15	47.22	50.93	32.41	26.85	28.70	9.26	2.78	3.70	12.96	2.70
Batam Island	5	3	1	1	2	1	1	1	1	1	1	1	2
	100.00	100.00	20.00	33.33	66.67	33.33	33.33	33.33	33.33	33.33	33.33	33.33	40.00
Other	14	14	6	2	6	1	1	3	1	1	1	5	1
	100.00	100.00	42.86	14.29	42.86	7.14	7.14	21.43	7.14	7.14	7.14	35.71	7.14
Malaysia	336	308	52	48	67	36	45	21	21	1	9	154	28
	100.00	100.00	16.88	15.58	21.75	11.69	14.61	6.82	6.82	0.32	2.92	50.00	8.33
Myanmar	21	20	10	6	6	5	3	2	1	1	1	8	1
	100.00	100.00	50.00	30.00	30.00	25.00	15.00	10.00	5.00	5.00	5.00	40.00	4.76
Philippina	149	142	37	40	38	17	9	18	6	1	7	59	7
	100.00	100.00	28.06	28.17	26.76	11.97	6.34	12.68	4.23	0.70	4.93	41.55	4.70
Manila and Surrounding Areas	77	72	20	22	18	11	4	10	4	1	6	27	5
	100.00	100.00	27.78	30.56	25.00	15.28	5.56	13.89	5.56	1.43	8.33	37.50	6.49
Calabarzon	43	42	13	13	11	4	4	4	1	1	1	20	1
	100.00	100.00	26.19	30.95	26.19	9.52	9.52	9.52	2.38	2.38	2.38	47.62	2.33
Subic-Clark	6	6	2	2	3	1	1	1	1	1	1	2	1
	100.00	100.00	33.33	33.33	50.00	16.67	16.67	16.67	16.67	16.67	16.67	33.33	16.67
Cebu Island	18	17	4	3	5	1	1	2	1	1	1	7	1
	100.00	100.00	23.53	17.65	29.41	5.88	5.88	11.76	5.88	5.88	5.88	41.18	5.56
Other	5	5	1	1	1	1	1	1	1	1	1	3	1
	100.00	100.00	20.00	20.00	20.00	20.00	20.00	20.00	20.00	20.00	20.00	60.00	20.00
Singapore	241	204	16	11	10	9	8	3	6	3	7	164	37
	100.00	100.00	7.84	5.39	4.90	4.41	3.92	1.47	2.94	1.47	3.43	80.39	15.35
Thailand	831	779	140	108	196	193	176	84	37	6	34	306	52
	100.00	100.00	17.97	13.86	25.16	24.78	22.59	10.78	4.75	0.77	4.36	39.28	6.26
VietNam	145	139	84	61	59	23	19	32	8	2	7	27	6
	100.00	100.00	60.43	43.88	42.45	16.55	13.67	23.02	5.76	1.44	5.04	19.42	4.14
North	61	60	39	24	26	11	8	15	2	1	3	12	1
	100.00	100.00	65.00	40.00	43.33	18.33	13.33	25.00	3.33	1.67	5.00	20.00	1.64
Central	2	1	1	1	1	1	1	1	1	1	1	1	1
	100.00	100.00	100.00	100.00	100.00	100.00	100.00	100.00	100.00	100.00	100.00	100.00	50.00
South	82	78	44	37	32	11	11	17	5	1	4	15	4
	100.00	100.00	56.41	47.44	41.03	15.38	14.10	21.79	6.41	1.28	5.13	19.23	4.88
Southwestern Asia	254	242	116	115	67	58	36	31	24	4	12	55	12
	100.00	100.00	47.93	47.52	27.69	23.97	14.88	12.81	9.92	1.65	4.96	22.73	4.72
Bangladesh	16	16	6	6	1	1	1	1	1	1	1	8	1
	100.00	100.00	37.50	25.00	6.25	6.25	6.25	6.25	6.25	6.25	6.25	50.00	6.25
India	203	192	97	101	59	49	30	29	22	3	11	40	11
	100.00	100.00	50.52	52.60	30.73	25.52	15.63	15.10	11.46	1.56	5.73	20.83	5.42
New Delhi and Surrounding Areas	93	90	46	44	30	23	11	9	10	1	4	17	3
	100.00	100.00	51.11	48.89	33.33	25.56	12.22	10.00	11.11	1.11	4.44	18.89	3.23
Mumbai and Surrounding Areas	30	26	8	11	6	6	3	3	3	1	3	9	4
	100.00	100.00	30.77	42.31	23.08	23.08	11.54	11.54	11.54	11.54	11.54	34.62	13.33
Bangalore and Surrounding Areas	33	30	18	20	11	8	6	3	3	1	1	5	3
	100.00	100.00	60.00	66.67	36.67	26.67	20.00	10.00	3.33	3.33	3.33	16.67	9.09
Chennai and Surrounding Areas	40	40	21	22	11	10	7	9	6	1	4	8	2
	100.00	100.00	52.50	55.00	27.50	25.00	17.50	22.50	15.00	2.50	10.00	20.00	2.00
Other	7	6	4	4	4	2	2	2	2	1	1	1	1
	100.00	100.00	66.67	66.67	66.67	33.33	33.33	33.33	33.33	16.67	16.67	14.29	14.29
Pakistan	12	11	6	4	3	3	3	3	3	1	1	1	1
	100.00	100.00	54.55	36.36	27.27	27.27	27.27	27.27	27.27	9.09	9.09	8.33	8.33
SriLanka	23	23	7	6	4	5	6	1	1	1	1	6	1
	100.00	100.00	30.43	26.09	17.39	21.74	26.09	4.35	4.35	4.35	4.35	26.09	4.35
Oceania	262	242	11	17	14	5	8	4	1	19	4	189	20
	100.00	100.00	4.55	7.02	5.79	2.07	3.31	1.65	0.41	7.85	1.65	78.10	7.63
Australia	170	156	6	10	8	3	5	2	1	14	2	124	14
	100.00	100.00	3.85	6.41	5.13	1.92	3.21	1.28	0.41	8.97	1.28	79.49	8.24
New Zealand	92	86	5	7	6	2	3	2	1	5	2	65	6
	100.00	100.00	5.81	8.14	6.98	2.33	3.49	2.33	1.16	5.81	2.33	75.58	6.52
East Asia	1,105	1,014	324	269	234	177	158	154	60	58	39	378	91
	100.00	100.00	31.95	26.53	23.08	17.46	15.58	15.19	5.92	5.72	3.85	37.28	8.24
China	806	734	301	246	209	156	135	142	46	51	23	197	72
	100.00	100.00	41.01	33.51	28.47	21.25	18.39	19.35	6.27	6.95	3.13	26.84	8.93
Liaoning	92	84	38	28	19	21	17	10	8	5	1	22	8
	100.00	100.00	45.24	33.33	22.62	25.00	20.24	11.90	9.52	5.95	1.19	26.19	8.70
Beijing	81	66	20	18	18	3	5	4	3	3	1	29	15
	100.00	100.00	30.30	27.27	27.27	4.55	7.58	7.58	6.06	4.55	4.55	43.94	18.52
Tianjin	33	29	14	17	9	3	5	4	2	2	1	7	4
	100.00	100.00	48.28	58.62	31.03	10.34	17.24	13.79	6.90	3.45	2.41	12.12	4.76
Shandong	131	120	45	39	33	23	15	22	6	14	6	35	11
	100.00	100.00	37.50	32.50	27.50	19.17	12.50	18.33	5.00	11.67	5.00	29.17	8.40
Jiangsu	37	34	14	12	8	9	6	6	3	2	2	9	3
	100.00	100.00	41.18	35.29	23.53	26.47	17.65	17.65	7.65	5.88	2.67	8.11	8.11
Shanghai	133	122	41	39	34	22	24	25	4	5	2	40	11
	100.00	100.00	33.61	31.97	27.87	18.03	19.67	20.49	3.28	4.10	1.64	32.79	8.27
Guangdong	261	243	111	80	77	68	57	61	23	18	6	47	8
	100.00	100.00	45.88	33.92	31.69	27.98	23.46	25.10	9.47	7.41	2.47	19.34	6.90
Other	38	36	18	13	11	7	6	9	1	4	5	8	2
	100.00	100.00	50.00	36.11	30.56	19.44	16.67	25.00	2.78	11.11	13.89	22.22	5.26
Hong Kong	85	79	10	5	12	5	6	6	2	2	2	55	6
	100.00	100.00	12.66	6.33	15.19	6.33	7.59	7.59	2.53	2.53	2.53	69.62	7.06
Taiwan	129	118	6	13	9								

Q20. What problems does your company face in promoting management localization? (Select all that apply)

	Total	Valid	Difficulty in recruiting executive staff	A high turnover rate of executive staff	Conflict with head office regarding appointment of staff	Inadequate language abilities of local staff (Japanese)	Lack of ability and awareness of local staff	Difficulty in reducing the number of Japanese expatriate	No progress in the development of local staff	No progress in the transfer of authority from head	Insufficient capabilities for developing local products	Insufficient capabilities for local planning and	Other	No particular problem	Unknown
TOTAL	3,486	3,260	1,309	462	187	484	1,228	529	1,275	538	407	653	99	417	226
ASEAN	1,865	1,744	724	263	90	316	737	293	738	246	202	333	43	164	121
Cambodia	12	12	6	3	-	3	6	1	2	-	2	3	-	2	-
Indonesia	130	121	63	15	7	33	62	21	62	20	12	31	4	5	9
Jakarta and Surrounding Areas	111	105	56	14	6	29	53	17	54	18	10	29	4	4	6
Batam Island	5	4	1	-	-	1	3	1	2	1	-	1	-	-	1
Other	14	12	6	1	1	3	6	3	6	1	2	1	-	1	2
Malaysia	336	312	108	51	12	21	105	45	109	41	32	56	8	47	24
Myanmar	21	21	9	4	-	2	12	3	10	1	3	4	-	1	-
Philippina	149	142	58	37	6	15	67	27	58	15	16	21	4	17	7
Manila and Surrounding Areas	77	74	33	21	3	6	31	13	29	9	9	15	3	7	3
Calabarzon	43	40	19	10	3	8	25	8	18	4	4	1	1	5	3
Subic-Clark	6	6	1	1	-	1	2	2	-	2	-	1	-	1	-
Cebu Island	18	18	4	4	-	-	8	4	9	-	2	3	-	3	-
Other	5	4	1	1	-	-	1	-	2	-	1	1	-	1	1
Singapore	241	216	76	38	17	9	58	37	73	56	10	35	6	31	25
Thailand	831	782	335	93	44	192	346	140	359	109	112	161	18	51	49
VietNam	145	138	69	22	4	41	81	19	65	4	15	22	3	10	7
North	61	60	30	11	1	20	36	8	28	-	2	4	1	5	1
Central	2	2	1	-	-	2	2	-	1	-	1	-	-	-	-
South	82	76	38	11	3	19	43	11	36	4	12	18	2	5	6
Southwestern Asia	254	236	96	45	12	19	70	39	58	34	29	45	10	45	18
Bangladesh	16	16	4	2	-	4	3	1	3	1	-	2	1	4	-
India	203	187	83	41	11	13	51	36	49	30	27	42	7	35	16
New Delhi and Surrounding Areas	93	85	36	17	3	4	25	20	30	13	12	20	2	15	8
Mumbai and Surrounding Areas	30	28	14	6	4	3	7	5	4	6	1	4	-	9	2
Bangalore and Surrounding Areas	33	30	11	8	2	3	8	4	6	6	4	7	2	6	3
Chennai and Surrounding Areas	40	38	21	7	1	2	10	7	7	4	9	10	1	4	2
Other	7	6	1	3	1	1	1	1	2	1	1	1	-	1	1
Pakistan	12	12	3	2	1	1	5	1	1	1	-	-	-	4	-
SriLanka	23	21	6	-	-	1	11	1	5	2	2	1	2	2	2
Oceania	262	246	69	27	19	22	42	24	46	47	10	27	7	90	16
Australia	170	162	51	21	12	17	28	21	31	38	9	23	5	49	8
New Zealand	92	84	18	6	7	5	14	3	15	9	1	4	2	41	8
East Asia	1,105	1,034	420	127	66	127	379	173	433	211	166	248	39	118	71
China	806	747	314	92	54	92	296	130	329	142	135	192	30	74	59
Liaoning	92	82	33	7	4	9	30	12	32	17	18	3	12	10	10
Beijing	81	75	33	11	4	6	23	12	40	14	10	23	2	8	6
Tianjin	33	31	10	5	1	2	17	4	20	2	7	7	1	4	2
Shandong	131	125	52	15	11	23	53	18	45	28	34	42	1	11	6
Jiangsu	37	32	10	-	-	3	11	6	13	3	5	6	1	5	5
Shanghai	133	125	56	8	11	9	45	32	66	31	41	5	5	9	8
Guangdong	261	241	104	40	21	31	104	41	101	43	36	46	13	23	20
Other	38	36	16	6	2	9	13	5	12	4	10	9	4	2	2
Hong Kong	85	83	39	19	5	8	21	14	33	26	7	11	1	7	2
Taiwan	129	122	46	13	5	19	36	19	53	25	15	29	4	16	7
Korea	85	82	21	3	2	8	26	10	18	18	9	16	4	21	3
Unknown	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-

Q21. What is the breakdown of your procurement sources? (Based on monetary amounts. Please ensure that the percentages total 100%)

(1) Local

	Total	Valid	0%	1~10%	10~20%	20~30%	30~40%	40~50%	50~60%	60~70%	70~80%	80~90%	90~100%	100%	Average	Unknown
TOTAL	1,951	1,763	145	125	155	142	153	98	142	149	142	173	215	124	49.57	188
ASEAN	1,111	1,019	90	85	105	94	93	52	79	92	74	96	95	64	45.92	92
Cambodia	4	4	2	1	-	-	-	-	-	-	-	-	1	-	23.75	-
Indonesia	95	87	4	10	9	8	11	7	10	6	6	5	6	5	42.85	8
Jakarta and Surrounding Areas	77	72	3	11	7	6	10	5	9	4	5	5	5	3	41.72	5
Batam Island	5	4	1	-	-	2	-	-	-	-	-	-	-	-	13.75	1
Other	13	11	-	-	1	-	9	18	9	18	9	-	9	18	60.82	2
Malaysia	200	175	12	15	20	10	17	14	13	26	12	12	13	11	45.90	25
Myanmar	7	7	3	3	-	-	-	-	-	-	-	-	-	-	15.00	-
Philippina	97	89	15	11	17	17	7	4	5	2	-	2	4	5	27.16	8
Manila and Surrounding Areas	33	27	4	6	6	2	1	2	3	1	-	-	2	2	31.04	6
Calabarzon	39	37	8	3	6	10	1	1	1	1	-	2	2	2	28.27	2
Subic-Clark	5	5	-	3	-	-	-	1	1	-	-	-	-	-	17.00	-
Cebu Island	15	15	3	1	4	2	3	-	1	-	-	-	-	1	22.67	-
Other	5	5	-	-	1	3	1	-	-	-	-	-	-	-	21.60	-
Singapore	71	54	10	5	4	8	2	2	9	3	2	6	2	1	36.13	17
Thailand	533	503	24	21	32	38	51	23	41	52	49	68	65	39	56.11	30
VietNam	104	100	20	19	23	13	5	2	1	3	5	3	4	2	22.40	4
North	46	45	14	7	8	7	3	1	-	1	1	1	1	1	18.00	1
Central	1	1	-	-	-	-	-	-	-	-	-	-	-	-	70.00	-
South	57	54	6	12	15	6	2	1	1	2	3	2	3	1	25.19	3
Southwestern Asia	126	104	14	13	9	6	10	4	12	9	10	6	9	2	40.00	22
Bangladesh	11	11	3	4	1	-	-	-	-	-	-	-	1	1	21.09	-
India	94	74	6	8	4	5	9	3	9	8	10	4	7	1	45.15	20
New Delhi and Surrounding Areas	42	33	1	4	2	1	3	1	5	3	6	2	4	1	51.33	9
Mumbai and Surrounding Areas	9	6	-	-	-	1	-	-	2	-	-	-	1	-	60.50	3
Bangalore and Surrounding Areas	14	12	-	2	1	1	1	1	3	-	1	1	1	-	44.25	2
Chennai and Surrounding Areas	24	19	5	2	1	1	4	-	1	2	2	1	-	-	29.74	5
Other	5	4	-	-	-	1	1	1	-	-	-	-	1	-	47.00	1
Pakistan	9	8	2	-	-	1	-	-	1	3	-	-	1	-	38.13	1
SriLanka	12	11	3	1	4	-	-	-	-	1	-	-	1	-	25.64	1
Oceania	70	62	7	2	5	1	4	2	2	3	3	6	13	14	62.90	8
Australia	49	42	5	2	3	-	3	2	2	1	4	9	10	10	62.29	7
New Zealand	21	20	2	-	2	1	1	-	-	2	2	2	4	4	64.20	1
East Asia	644	578	34	25	36	41	46	40	49	55	65	98	44	56.31	66	
China	514	464	20	23	24	34	36	37	36	31	43	50	89	41	58.28	50
Liaoning	57	53	3	1	1	4	7	4	6	3	3	4	13	4	59.74	4
Beijing	28	16	1	-	-	-	-	-	2	2	1	1	3	5	70.63	12
Tianjin	28	27	2	1	-	2	3	3	2	3	4	3	3	1	54.44	1
Shandong	93	88	3	2	3	3	3	6	5	7	13	10	17	16	69.16	5
Jiangsu	36	33	1	2	3	1	6	4	3	4	2	2	5	-	47.73	3
Shanghai	48	40	1	-	1	3	6	2								



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Q21. What is the breakdown of your procurement sources? (Based on monetary amounts. Please ensure that the percentages total 100%)

(4) Mainland China

	Total	Valid	0%	1~10%	10~20%	20~30%	30~40%	40~50%	50~60%	60~70%	70~80%	80~90%	90~100%	100%	Average	Unknown
TOTAL	1,951	1,763	1,410	139	99	43	26	13	4	9	7	8	5	-	3.58	188
	100.00	100.00	79.98	7.88	5.62	2.44	1.47	0.74	0.23	0.51	0.40	0.45	0.28	-	3.58	9.64
ASEAN	1,111	1,019	747	109	76	33	21	12	3	6	5	2	5	-	4.58	92
	100.00	100.00	73.31	10.70	7.46	3.24	2.06	1.18	0.29	0.59	0.49	0.20	0.49	-	4.58	8.28
Cambodia	4	4	4	-	-	-	-	-	-	-	-	-	-	-	0.00	-
	100.00	100.00	100.00	-	-	-	-	-	-	-	-	-	-	-	0.00	-
Indonesia	95	87	68	9	6	2	1	-	-	1	-	-	-	-	2.53	8
	100.00	100.00	78.16	10.34	6.90	2.30	1.15	-	-	1.15	-	-	-	-	2.53	8.42
Jakarta and Surrounding Areas	77	72	56	6	6	2	1	-	-	1	-	-	-	-	2.94	5
	100.00	100.00	77.78	8.33	8.33	2.78	1.39	-	-	1.39	-	-	-	-	2.94	6.49
Batam Island	5	4	3	1	-	-	-	-	-	-	-	-	-	-	1.25	1
	100.00	100.00	75.00	25.00	-	-	-	-	-	-	-	-	-	-	1.25	20.00
Other	13	11	9	2	-	-	-	-	-	-	-	-	-	-	0.27	2
	100.00	100.00	81.82	18.18	-	-	-	-	-	-	-	-	-	-	0.27	15.38
Malaysia	200	175	123	15	19	7	6	1	-	2	1	-	1	-	5.47	25
	100.00	100.00	70.29	8.57	10.86	4.00	3.43	0.57	-	1.14	0.57	-	0.57	-	5.47	12.50
Myanmar	7	7	3	-	1	-	1	-	-	1	-	1	-	-	25.71	-
	100.00	100.00	42.86	-	14.29	-	14.29	-	-	14.29	-	14.29	-	-	25.71	-
Philippin	97	89	63	10	8	4	2	-	1	1	-	-	-	-	4.43	8
	100.00	100.00	70.79	11.24	8.99	4.49	2.25	-	1.12	1.12	-	-	-	-	4.43	8.25
Manila and Surrounding Areas	33	27	17	5	3	1	-	-	1	-	-	-	-	-	4.63	6
	100.00	100.00	62.96	18.52	11.11	3.70	-	-	3.70	-	-	-	-	-	4.63	18.18
Calabarzon	39	37	30	2	2	2	-	-	-	1	-	-	-	-	3.81	2
	100.00	100.00	81.08	5.41	5.41	5.41	-	-	-	2.70	-	-	-	-	3.81	5.13
Subic-Clark	5	5	2	1	1	1	-	-	-	-	-	-	-	-	8.40	-
	100.00	100.00	40.00	20.00	20.00	20.00	-	-	-	-	-	-	-	-	8.40	-
Cebu Island	15	15	11	1	1	1	2	-	-	-	-	-	-	-	5.00	-
	100.00	100.00	73.33	6.67	6.67	13.33	-	-	-	-	-	-	-	-	5.00	-
Other	5	5	3	1	1	-	-	-	-	-	-	-	-	-	2.20	-
	100.00	100.00	60.00	20.00	20.00	-	-	-	-	-	-	-	-	-	2.20	-
Singapore	71	54	42	2	3	1	4	2	-	-	-	-	-	-	4.93	17
	100.00	100.00	77.78	3.70	5.56	1.85	7.41	3.70	-	-	-	-	-	-	4.93	23.94
Thailand	533	503	377	64	34	14	5	4	1	1	1	1	1	-	3.24	30
	100.00	100.00	74.95	12.72	6.76	2.78	0.99	0.80	0.20	0.20	0.20	0.20	0.20	-	3.24	5.63
VietNam	104	100	67	9	5	5	2	5	2	2	2	3	3	-	10.19	4
	100.00	100.00	67.00	9.00	5.00	5.00	2.00	5.00	2.00	2.00	2.00	3.00	3.00	-	10.19	3.85
North	46	45	25	3	3	4	2	2	2	1	2	-	3	-	17.00	1
	100.00	100.00	55.56	6.67	6.67	8.89	4.44	4.44	2.22	4.44	-	-	6.67	-	17.00	2.17
Central	1	1	-	1	-	-	-	-	-	-	-	-	-	-	5.00	-
	100.00	100.00	-	100.00	-	-	-	-	-	-	-	-	-	-	5.00	-
South	57	54	42	5	2	1	-	3	-	1	-	-	-	-	4.61	3
	100.00	100.00	77.78	9.26	3.70	1.85	-	5.56	-	1.85	-	-	-	-	4.61	5.26
Southwestern Asia	126	104	68	10	12	4	2	-	-	3	2	3	-	-	8.61	22
	100.00	100.00	65.38	9.62	11.54	3.85	1.92	-	-	2.88	1.92	2.88	-	-	8.61	17.46
Bangladesh	11	11	4	2	-	-	-	-	-	2	1	2	-	-	34.00	-
	100.00	100.00	36.36	18.18	-	-	-	-	-	18.18	9.09	18.18	-	-	34.00	-
India	94	74	53	7	7	4	1	-	-	1	-	1	-	-	4.97	20
	100.00	100.00	71.62	9.46	9.46	5.41	1.35	-	-	1.35	-	1.35	-	-	4.97	21.28
New Delhi and Surrounding Areas	42	33	28	3	1	1	-	-	-	-	-	-	-	-	1.48	9
	100.00	100.00	84.85	9.09	3.03	3.03	-	-	-	-	-	-	-	-	1.48	21.43
Mumbai and Surrounding Areas	9	6	2	1	2	1	-	-	-	-	-	-	-	-	8.83	3
	100.00	100.00	33.33	16.67	33.33	16.67	-	-	-	-	-	-	-	-	8.83	33.33
Bangalore and Surrounding Areas	14	12	9	-	2	-	1	-	-	-	-	-	-	-	4.58	2
	100.00	100.00	75.00	-	16.67	-	8.33	-	-	-	-	-	-	-	4.58	14.29
Chennai and Surrounding Areas	24	19	11	2	2	2	-	-	-	1	-	1	-	-	11.05	5
	100.00	100.00	57.89	10.53	10.53	10.53	-	-	-	5.26	-	5.26	-	-	11.05	20.83
Other	5	4	3	1	-	-	-	-	-	-	-	-	-	-	0.25	1
	100.00	100.00	75.00	25.00	-	-	-	-	-	-	-	-	-	-	0.25	20.00
Pakistan	9	8	7	-	-	-	1	-	-	-	-	-	-	-	3.75	1
	100.00	100.00	87.50	-	-	-	12.50	-	-	-	-	-	-	-	3.75	11.11
SriLanka	12	11	4	1	5	-	-	-	-	1	-	-	-	-	11.18	1
	100.00	100.00	36.36	9.09	45.45	-	-	-	-	9.09	-	-	-	-	11.18	8.33
Oceania	70	62	48	6	3	3	-	1	-	-	-	1	-	-	3.74	8
	100.00	100.00	77.42	9.68	4.84	4.84	-	1.61	-	-	-	1.61	-	-	3.74	11.43
Australia	49	42	33	4	1	2	-	1	-	-	-	1	-	-	4.48	7
	100.00	100.00	78.57	9.52	2.38	4.76	-	2.38	-	-	-	2.38	-	-	4.48	14.29
New Zealand	21	20	15	2	1	-	-	-	-	-	-	-	-	-	2.20	1
	100.00	100.00	75.00	10.00	5.00	-	-	-	-	-	-	-	-	-	2.20	4.76
East Asia	644	578	547	14	8	3	3	-	1	-	-	2	-	-	0.89	66
	100.00	100.00	94.64	2.42	1.38	0.52	0.52	-	0.17	-	-	0.35	-	-	0.89	10.25
China	514	464	464	-	-	-	-	-	-	-	-	-	-	-	0.00	50
	100.00	100.00	100.00	-	-	-	-	-	-	-	-	-	-	-	0.00	9.73
Liaoning	57	53	53	-	-	-	-	-	-	-	-	-	-	-	0.00	4
	100.00	100.00	100.00	-	-	-	-	-	-	-	-	-	-	-	0.00	7.02
Beijing	28	16	16	-	-	-	-	-	-	-	-	-	-	-	0.00	12
	100.00	100.00	100.00	-	-	-	-	-	-	-	-	-	-	-	0.00	42.86
Tianjin	28	27	27	-	-	-	-	-	-	-	-	-	-	-	0.00	1
	100.00	100.00	100.00	-	-	-	-	-	-	-	-	-	-	-	0.00	3.57
Shandong	93	88	88	-	-	-	-	-	-	-	-	-	-	-	0.00	5
	100.00	100.00	100.00	-	-	-	-	-	-	-	-	-	-	-	0.00	5.38
Jiangsu	36	33	33	-	-	-	-	-	-	-	-	-	-	-	0.00	3
	100.00	100.00	100.00	-	-	-	-	-	-	-	-	-	-	-	0.00	8.33
Shanghai	48	40	40	-	-	-	-	-	-	-	-	-	-	-	0.00	8
	100.00	100.00	100.00	-	-	-	-	-	-	-	-	-	-	-	0.00	16.67
Guangdong	194	180	180	-	-	-	-	-	-	-	-	-	-	-	0.00	14
	100.00	100.00	100.00	-	-	-	-	-	-	-	-	-	-	-	0.00	7.22
Other	30	27	27	-	-	-	-	-	-	-	-	-	-	-	0.00	3
	100.00	100.00	100.00	-												

2010 Survey of Japanese-Affiliated Firms in Asia and Oceania

Q21. What is the breakdown of your procurement sources? (Based on monetary amounts. Please ensure that the percentages total 100%)

(6) Oceania

	Total	Valid	0%	1~10%	10~20%	20~30%	30~40%	40~50%	50~60%	60~70%	70~80%	80~90%	90~100%	100%	Average	Unknown
TOTAL	1,951	1,763	1,717	19	16	3	3	1	-	-	-	2	2	-	0.44	188
	100.00	100.00	97.39	1.08	0.91	0.17	0.17	0.06	-	-	-	0.11	0.11	-	-	9.64
ASEAN	1,111	1,019	990	11	10	2	3	1	-	-	-	1	1	-	0.48	92
	100.00	100.00	97.15	1.08	0.88	0.20	0.29	0.10	-	-	-	0.10	0.10	-	-	8.28
Cambodia	4	4	4	-	-	-	-	-	-	-	-	-	-	-	0.00	-
	100.00	100.00	100.00	-	-	-	-	-	-	-	-	-	-	-	-	-
Indonesia	95	87	83	2	2	-	-	-	-	-	-	-	-	-	0.31	8
	100.00	100.00	95.40	2.30	2.30	-	-	-	-	-	-	-	-	-	-	8.42
Jakarta and Surrounding Areas	77	72	70	1	1	-	-	-	-	-	-	-	-	-	0.17	5
	100.00	100.00	97.22	1.39	1.39	-	-	-	-	-	-	-	-	-	-	6.49
Batam Island	5	4	4	-	-	-	-	-	-	-	-	-	-	-	0.00	1
	100.00	100.00	100.00	-	-	-	-	-	-	-	-	-	-	-	-	20.00
Other	13	11	9	1	1	-	-	-	-	-	-	-	-	-	1.36	2
	100.00	100.00	81.82	9.09	9.09	-	-	-	-	-	-	-	-	-	-	15.38
Malaysia	200	175	172	1	1	-	1	1	-	-	-	-	-	-	0.46	25
	100.00	100.00	98.29	0.57	0.57	-	0.57	0.57	-	-	-	-	-	-	-	12.50
Myanmar	7	7	7	-	-	-	-	-	-	-	-	-	-	-	0.00	-
	100.00	100.00	100.00	-	-	-	-	-	-	-	-	-	-	-	-	-
Philippina	97	89	87	1	1	-	-	-	-	-	-	-	-	-	0.12	8
	100.00	100.00	97.75	1.12	1.12	-	-	-	-	-	-	-	-	-	-	8.25
Manila and Surrounding Areas	33	27	27	-	-	-	-	-	-	-	-	-	-	-	0.00	6
	100.00	100.00	100.00	-	-	-	-	-	-	-	-	-	-	-	-	18.18
Calabarzon	39	37	37	-	-	-	-	-	-	-	-	-	-	-	0.00	2
	100.00	100.00	100.00	-	-	-	-	-	-	-	-	-	-	-	-	5.13
Subic-Clark	5	5	5	-	-	-	-	-	-	-	-	-	-	-	0.00	-
	100.00	100.00	100.00	-	-	-	-	-	-	-	-	-	-	-	-	-
Cebu Island	15	15	15	-	-	-	-	-	-	-	-	-	-	-	0.00	-
	100.00	100.00	100.00	-	-	-	-	-	-	-	-	-	-	-	-	-
Other	5	5	3	1	1	-	-	-	-	-	-	-	-	-	2.20	-
	100.00	100.00	60.00	20.00	20.00	-	-	-	-	-	-	-	-	-	-	-
Singapore	71	54	51	1	-	1	1	-	-	-	-	-	-	-	1.04	17
	100.00	100.00	94.44	1.85	-	1.85	1.85	-	-	-	-	-	-	-	-	23.94
Thailand	533	503	488	5	6	1	1	-	-	-	-	1	1	-	0.62	30
	100.00	100.00	97.02	0.99	1.19	0.20	0.20	-	-	-	-	0.20	0.20	-	-	5.63
VietNam	104	100	98	2	-	-	-	-	-	-	-	-	-	-	0.08	4
	100.00	100.00	98.00	2.00	-	-	-	-	-	-	-	-	-	-	-	3.85
North	46	45	44	1	-	-	-	-	-	-	-	-	-	-	0.11	1
	100.00	100.00	97.78	2.22	-	-	-	-	-	-	-	-	-	-	-	2.17
Central	1	1	1	-	-	-	-	-	-	-	-	-	-	-	0.00	-
	100.00	100.00	100.00	-	-	-	-	-	-	-	-	-	-	-	-	-
South	57	54	53	1	-	-	-	-	-	-	-	-	-	-	0.06	3
	100.00	100.00	98.15	1.85	-	-	-	-	-	-	-	-	-	-	-	5.26
Southwestern Asia	126	104	103	1	-	-	-	-	-	-	-	-	-	-	0.01	22
	100.00	100.00	99.04	0.96	-	-	-	-	-	-	-	-	-	-	-	17.46
Bangladesh	11	11	11	-	-	-	-	-	-	-	-	-	-	-	0.00	-
	100.00	100.00	100.00	-	-	-	-	-	-	-	-	-	-	-	-	-
India	94	74	74	-	-	-	-	-	-	-	-	-	-	-	0.00	20
	100.00	100.00	100.00	-	-	-	-	-	-	-	-	-	-	-	-	21.28
New Delhi and Surrounding Areas	42	33	33	-	-	-	-	-	-	-	-	-	-	-	0.00	9
	100.00	100.00	100.00	-	-	-	-	-	-	-	-	-	-	-	-	21.43
Mumbai and Surrounding Areas	9	6	6	-	-	-	-	-	-	-	-	-	-	-	0.00	3
	100.00	100.00	100.00	-	-	-	-	-	-	-	-	-	-	-	-	33.33
Bangalore and Surrounding Areas	14	12	12	-	-	-	-	-	-	-	-	-	-	-	0.00	2
	100.00	100.00	100.00	-	-	-	-	-	-	-	-	-	-	-	-	14.29
Chennai and Surrounding Areas	24	19	19	-	-	-	-	-	-	-	-	-	-	-	0.00	5
	100.00	100.00	100.00	-	-	-	-	-	-	-	-	-	-	-	-	20.83
Other	5	4	4	-	-	-	-	-	-	-	-	-	-	-	0.00	1
	100.00	100.00	100.00	-	-	-	-	-	-	-	-	-	-	-	-	20.00
Pakistan	9	8	8	-	-	-	-	-	-	-	-	-	-	-	0.00	1
	100.00	100.00	100.00	-	-	-	-	-	-	-	-	-	-	-	-	11.11
SriLanka	12	11	10	1	-	-	-	-	-	-	-	-	-	-	0.09	1
	100.00	100.00	90.91	9.09	-	-	-	-	-	-	-	-	-	-	-	8.33
Oceania	70	62	53	4	2	1	-	-	-	-	-	1	1	-	3.81	8
	100.00	100.00	85.48	6.45	3.23	1.61	-	-	-	-	-	1.61	1.61	-	-	11.43
Australia	49	42	39	2	1	-	-	-	-	-	-	-	-	-	0.52	7
	100.00	100.00	92.86	4.76	2.38	-	-	-	-	-	-	-	-	-	-	14.29
New Zealand	21	20	14	2	1	-	-	-	-	-	-	1	1	-	10.70	1
	100.00	100.00	70.00	10.00	5.00	5.00	-	-	-	-	-	5.00	5.00	-	-	4.76
East Asia	644	578	571	3	4	-	-	-	-	-	-	-	-	-	0.09	66
	100.00	100.00	98.79	0.52	0.69	-	-	-	-	-	-	-	-	-	-	10.25
China	514	464	461	1	2	-	-	-	-	-	-	-	-	-	0.05	50
	100.00	100.00	99.35	0.22	0.43	-	-	-	-	-	-	-	-	-	-	9.73
Liaoning	57	53	53	-	-	-	-	-	-	-	-	-	-	-	0.00	4
	100.00	100.00	100.00	-	-	-	-	-	-	-	-	-	-	-	-	7.02
Beijing	28	16	16	-	-	-	-	-	-	-	-	-	-	-	0.00	12
	100.00	100.00	100.00	-	-	-	-	-	-	-	-	-	-	-	-	42.86
Tianjin	28	27	27	-	-	-	-	-	-	-	-	-	-	-	0.00	1
	100.00	100.00	100.00	-	-	-	-	-	-	-	-	-	-	-	-	3.57
Shandong	93	88	87	1	-	-	-	-	-	-	-	-	-	-	0.11	5
	100.00	100.00	98.86	1.14	-	-	-	-	-	-	-	-	-	-	-	5.38
Jiangsu	36	33	33	-	-	-	-	-	-	-	-	-	-	-	0.00	3
	100.00	100.00	100.00	-	-	-	-	-	-	-	-	-	-	-	-	8.33
Shanghai	48	40	40	-	-	-	-	-	-	-	-	-	-	-	0.00	8
	100.00	100.00	100.00	-	-	-	-	-	-	-	-	-	-	-	-	16.67
Guangdong	194	180	178	1	1	-	-	-	-	-	-	-	-	-	0.08	14
	100.00	100.00	98.89	0.56	0.56	-	-	-	-	-	-	-	-	-	-	7.22
Other	30	27	27	-	-	-	-	-	-	-	-	-	-	-	0.00	3
	100.00	100.00	100.00	-	-	-	-	-	-	-	-	-	-	-	-	10.00
Hong Kong	15	10	10	-	-	-	-	-	-	-	-	-	-	-	0.00	5
	100.00	100.00	100.00	-	-	-	-	-	-	-	-	-	-	-	-	33.33
Taiwan	68	61	59	1	1	-	-	-	-	-	-	-	-	-	0.28	7
	100.00	100.00	96.72	1.64	1.64	-	-	-	-	-	-	-	-	-	-	10.29
Korea	47	43	41	1	1	-	-	-	-	-	-	-	-	-	0.	

Q21. What is the breakdown of your procurement sources? (Based on monetary amounts. Please ensure that the percentages total 100%)

(8) Europe

	Total	Valid	0%	1~10%	10~20%	20~30%	30~40%	40~50%	50~60%	60~70%	70~80%	80~90%	90~100%	100%	Average	Unknown
TOTAL	1,951	1,763	1,607	80	44	17	8	2	1		2	2			1.05	188
	100.00	100.00	91.15	4.54	2.50	0.96	0.45	0.11	0.06		0.11	0.11				9.64
ASEAN	1,111	1,019	929	53	21	8	5	1	1			1			0.92	92
	100.00	100.00	91.17	5.20	2.06	0.79	0.49	0.10	0.10			0.10				8.28
Cambodia	4	4	4												0.00	
	100.00	100.00	100.00													
Indonesia	95	87	77	9	1										0.56	8
	100.00	100.00	88.51	10.34	1.15											8.42
Jakarta and Surrounding Areas	77	72	63	9											0.47	5
	100.00	100.00	87.50	12.50												6.49
Batam Island	5	4	4												0.00	1
	100.00	100.00	100.00													20.00
Other	13	11	10		1										1.36	2
	100.00	100.00	90.91	9.09												15.38
Malaysia	200	175	160	10	3	1		1							0.85	25
	100.00	100.00	91.43	5.71	1.71	0.57		0.57								12.50
Myanmar	7	7	6	1											0.14	
	100.00	100.00	85.71	14.29												
Philippin	97	89	80	6	2				1						1.04	8
	100.00	100.00	89.89	6.74	2.25				1.12							8.25
Manila and Surrounding Areas	33	27	26						1						1.85	6
	100.00	100.00	96.30						3.70							18.18
Calabarzon	39	37	34	2	1										0.46	2
	100.00	100.00	91.89	5.41	2.70											5.13
Subic-Clark	5	5	4	1											1.00	
	100.00	100.00	80.00	20.00												
Cebu Island	15	15	13	2											0.67	
	100.00	100.00	86.67	13.33												
Other	5	5	3	1	1										2.20	
	100.00	100.00	60.00	20.00	20.00											
Singapore	71	54	48	3	2			1							1.06	17
	100.00	100.00	88.89	5.56	3.70		1.85									23.94
Thailand	533	503	461	20	12	5	4					1			1.03	30
	100.00	100.00	91.65	3.98	2.39	0.99	0.80					0.20				5.63
VietNam	104	100	93	4	2										0.66	4
	100.00	100.00	93.00	4.00	2.00											3.85
North	46	45	44	1											0.11	1
	100.00	100.00	97.78	2.22												2.17
Central	1	1		1											5.00	
	100.00	100.00		100.00												
South	57	54	49	2	1	2									1.04	3
	100.00	100.00	90.74	3.70	1.85	3.70										5.26
Southwestern Asia	126	104	87	9	6	2									1.43	22
	100.00	100.00	83.65	8.65	5.77	1.92										17.46
Bangladesh	11	11	10		1										0.91	
	100.00	100.00	90.91		9.09											
India	94	74	61	9	3	1									1.31	20
	100.00	100.00	82.43	12.16	4.05	1.35										21.28
New Delhi and Surrounding Areas	42	33	30	2	1										0.61	9
	100.00	100.00	90.91	6.06	3.03											21.43
Mumbai and Surrounding Areas	9	6	5		1										1.67	3
	100.00	100.00	83.33	16.67												33.33
Bangalore and Surrounding Areas	14	12	10	2											0.83	2
	100.00	100.00	83.33	16.67												14.29
Chennai and Surrounding Areas	24	19	14	4	1										1.63	5
	100.00	100.00	73.68	21.05	5.26											20.83
Other	5	4	2	1		1									6.50	1
	100.00	100.00	50.00	25.00		25.00										20.00
Pakistan	9	8	7		1										1.25	1
	100.00	100.00	87.50		12.50											11.11
SriLanka	12	11	9		1	1									2.91	1
	100.00	100.00	81.82		9.09	9.09										8.33
Oceania	70	62	47	4	8		1	1							4.05	8
	100.00	100.00	75.81	6.45	12.90		1.61	1.61				1.61				11.43
Australia	49	42	33	3	3		1	1							4.48	7
	100.00	100.00	78.57	7.14	7.14		2.38	2.38				2.38				14.29
New Zealand	21	20	14		5										3.15	1
	100.00	100.00	70.00	5.00	25.00											4.76
East Asia	644	578	544	14	9	7	2				2				0.90	66
	100.00	100.00	94.12	2.42	1.56	1.21	0.35				0.35					10.25
China	514	464	443	8	7	4	1								0.66	50
	100.00	100.00	95.47	1.72	1.51	0.86	0.22				0.22					9.73
Liaoning	57	53	50	1	1										0.81	4
	100.00	100.00	94.34	1.89	1.89		1.89									7.02
Beijing	28	16	14	1	1										0.94	12
	100.00	100.00	87.50	6.25												42.86
Tianjin	28	27	27												0.00	1
	100.00	100.00	100.00													3.57
Shandong	93	88	83	1	2	1					1				1.36	5
	100.00	100.00	94.32	1.14	2.27	1.14					1.14					5.38
Jiangsu	36	33	31	1	1										0.45	3
	100.00	100.00	93.94	3.03	3.03											8.33
Shanghai	48	40	38		1	1									0.88	8
	100.00	100.00	95.00		2.50	2.50										16.67
Guangdong	194	180	175	3	1	1									0.28	14
	100.00	100.00	97.22	1.67	0.56	0.56										7.22
Other	30	27	25	1											1.11	3
	100.00	100.00	92.59	3.70		3.70										10.00
Hong Kong	15	10	9		1										0.10	5
	100.00	100.00	90.00	10.00												33.33
Taiwan	68	61	51	5	2	1	1								2.75	7
	100.00	100.00	83.61	8.20	3.28	1.64	1.64				1.64					10.29
Korea	47	43	41			2									1.00	4
	100.00	100.00	95.35			4.65										8.51
Unknown																

Q21. What is the breakdown of your procurement sources? (Based on monetary amounts. Please ensure that the percentages total 100%)

(9) Middle East

	Total	Valid	0%	1~10%	10~20%	20~30%	30~40%	40~50%	50~60%	60~70%	70~80%	80~90%	90~100%	100%	Average	Unknown
TOTAL	1,951	1,763	1,747	7	2	1	1	3								



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Q21. What is the breakdown of your procurement sources? (Based on monetary amounts. Please ensure that the percentages total 100%)

(10) Other

	Total	Valid	0%	1~10%	10~20%	20~30%	30~40%	40~50%	50~60%	60~70%	70~80%	80~90%	90~100%	100%	Average	Unknown
TOTAL	1,951	1,763	1,681	42	24	8	3	1				1			0.58	188
	100.00	100.00	95.35	2.38	1.36	0.45	0.17	0.06				0.06				9.64
ASEAN	1,111	1,019	976	22	13	4	1	1			1	1			0.53	92
	100.00	100.00	95.78	2.16	1.28	0.39	0.10	0.10			0.10	0.10				8.28
Cambodia	4	4	3									1			21.25	
	100.00	100.00	75.00									25.00				
Indonesia	95	87	85	1		1									0.31	8
	100.00	100.00	97.70	1.15		1.15										8.42
Jakarta and Surrounding Areas	77	72	71	1											0.03	5
	100.00	100.00	98.61	1.39												6.49
Batam Island	5	4	4												0.00	1
	100.00	100.00	100.00													20.00
Other	13	11	10			1									2.27	2
	100.00	100.00	90.91			9.09										15.38
Malaysia	200	175	168	4	1	1	1								0.48	25
	100.00	100.00	96.00	2.29	0.57	0.57	0.57									12.50
Myanmar	7	7	7												0.00	
	100.00	100.00	100.00													
Philippina	97	89	88		1										0.11	8
	100.00	100.00	98.88		1.12											8.25
Manila and Surrounding Areas	33	27	27												0.00	6
	100.00	100.00	100.00													18.18
Calabarzon	39	37	36		1										0.27	2
	100.00	100.00	97.30		2.70											5.13
Subic-Clark	5	5	5												0.00	
	100.00	100.00	100.00													
Cebu Island	15	15	15												0.00	
	100.00	100.00	100.00													
Other	5	5	5												0.00	
	100.00	100.00	100.00													
Singapore	71	54	51	2	1										0.30	17
	100.00	100.00	94.44	3.70	1.85											23.94
Thailand	533	503	479	14	7	1		1							0.53	30
	100.00	100.00	95.23	2.78	1.39	0.20		0.20								5.63
VietNam	104	100	95	3	1										0.55	4
	100.00	100.00	95.00	1.00	3.00	1.00										3.85
North	46	45	42	1	2										0.56	1
	100.00	100.00	93.33	2.22	4.44											2.17
Central	1	1	1												0.00	
	100.00	100.00	100.00													
South	57	54	52	1	1										0.56	3
	100.00	100.00	96.30		1.85	1.85										5.26
Southwestern Asia	126	104	101	1	1										0.32	22
	100.00	100.00	97.12	0.96	0.96	0.96										17.46
Bangladesh	11	11	10		1										0.91	
	100.00	100.00	90.91		9.09											
India	94	74	73	1											0.04	20
	100.00	100.00	98.65	1.35												21.28
New Delhi and Surrounding Areas	42	33	33												0.00	9
	100.00	100.00	100.00													21.43
Mumbai and Surrounding Areas	9	6	5	1											0.50	3
	100.00	100.00	83.33	16.67												33.33
Bangalore and Surrounding Areas	14	12	12												0.00	2
	100.00	100.00	100.00													14.29
Chennai and Surrounding Areas	24	19	19												0.00	5
	100.00	100.00	100.00													20.83
Other	5	4	4												0.00	1
	100.00	100.00	100.00													20.00
Pakistan	9	8	7			1									2.50	1
	100.00	100.00	87.50			12.50										11.11
SriLanka	12	11	11												0.00	1
	100.00	100.00	100.00													8.33
Oceania	70	62	56	4	1										1.39	8
	100.00	100.00	90.32	6.45	1.61											11.43
Australia	49	42	38	3											1.79	7
	100.00	100.00	90.48	7.14												14.29
New Zealand	21	20	18	1											0.55	1
	100.00	100.00	90.00	5.00	5.00											4.76
East Asia	644	578	548	15	9	3	2								0.61	66
	100.00	100.00	94.81	2.60	1.56	0.52	0.35									10.25
China	514	464	444	8	7	2	2								0.62	50
	100.00	100.00	95.69	1.72	1.51	0.43	0.43									9.73
Liaoning	57	53	52		1										0.19	4
	100.00	100.00	98.11		1.89											7.02
Beijing	28	16	16												0.00	12
	100.00	100.00	100.00													42.86
Tianjin	28	27	26	1											0.19	1
	100.00	100.00	96.30	3.70												3.57
Shandong	93	88	85		1		1								1.28	5
	100.00	100.00	96.59		1.14		1.14									5.38
Jiangsu	36	33	30	3											0.36	3
	100.00	100.00	90.91	9.09												8.33
Shanghai	48	40	38		1	1									0.75	8
	100.00	100.00	95.00		2.50	2.50										16.67
Guangdong	194	180	171	3	4	1	1								0.62	14
	100.00	100.00	95.00	1.67	2.22	0.56	0.56									7.22
Other	30	27	26	1											0.19	3
	100.00	100.00	96.30	3.70												10.00
Hong Kong	15	10	9			1									2.00	5
	100.00	100.00	90.00			10.00										33.33
Taiwan	68	61	57	3	1										0.34	7
	100.00	100.00	93.44	4.92	1.64											10.29
Korea	47	43	38	4	1										0.60	4
	100.00	100.00	88.37	9.30	2.33											8.51
Unknown																

Q22. What is the breakdown of your local procurement sources? (Please ensure that the percentages total 100%)

(1) Japanese-affiliated companies

	Total	Valid	0%	1~10%	10~20%	20~30%	30~40%	40~50%	50~60%	60~70%	70~80%	80~90%	90~100%	100%	Average	Unknown
TOTAL	1,586	1,556	410	67	116	106	118	52	129	80	100	119	126	133	40.21	30
	100.00	100.00	26.35	4.31	7.46	6.81	7.58	3.34	8.29	5.14	6.43	7.65	8.10	8.55		1.89
ASEAN	92															



Q23. What are your plan(s) for procuring raw materials and parts in the future? (Select all that apply)

(※Manufacturing)

	Total	Valid	Increase the ratio of local procurement	Increase the ratio of procurement from ASEAN	Increase the ratio of procurement from mainland China	Increase the ratio of procurement from India	Increase the ratio of procurement from Japan	Maintain current ratios of local procurement	Other	Unknown
TOTAL	1,951	1,710	1,078	423	192	54	27	422	53	241
	100.00	100.00	63.04	24.74	11.23	3.16	1.58	24.68	3.10	12.35
ASEAN	1,111	990	594	341	143	43	11	237	35	121
	100.00	100.00	60.00	34.44	14.44	4.34	1.11	23.94	3.54	10.89
Cambodia	4	4	2	2				1		
	100.00	100.00	50.00	50.00				25.00		
Indonesia	95	86	50	29	9	3	1	23	1	9
	100.00	100.00	58.14	33.72	10.47	3.49	1.16	26.74	1.16	9.47
Jakarta and Surrounding Areas	77	71	44	24	8	3		18	1	6
	100.00	100.00	61.97	33.80	11.27	4.23		25.35	1.41	7.79
Batam Island	5	4	3	4						1
	100.00	100.00	75.00	100.00						20.00
Other	13	11	3	1	1		1	5		2
	100.00	100.00	27.27	9.09	9.09		9.09	45.45		15.38
Malaysia	200	171	91	61	33	4	1	43	10	29
	100.00	100.00	53.22	35.67	19.30	2.34	0.58	25.15	5.85	14.50
Myanmar	7	7	3	5	2			2		
	100.00	100.00	42.86	71.43	28.57			28.57		
Philippina	97	86	46	31	14	4	2	27	4	11
	100.00	100.00	53.49	36.05	16.28	4.65	2.33	31.40	4.65	11.34
Manila and Surrounding Areas	33	27	12	10	6	3		8	3	6
	100.00	100.00	44.44	37.04	22.22	11.11		29.63	11.11	18.18
Calabarzon	39	35	18	13	3	1	1	14		4
	100.00	100.00	51.43	37.14	8.57	2.86	2.86	40.00		10.26
Subic-Clark	5	4	3	1				1		1
	100.00	100.00	75.00	25.00				25.00		20.00
Cebu Island	15	15	9	5	4		1	4	1	
	100.00	100.00	60.00	33.33	26.67		6.67	26.67	6.67	
Other	5	5	4	2	1					
	100.00	100.00	80.00	40.00	20.00					
Singapore	71	52	16	27	13	9		13	4	19
	100.00	100.00	30.77	51.92	25.00	17.31		25.00	7.69	26.76
Thailand	533	485	321	139	59	21	4	111	15	48
	100.00	100.00	66.19	28.66	12.16	4.33	0.82	22.89	3.09	9.01
VietNam	104	99	65	47	13	2	3	17	1	5
	100.00	100.00	65.66	47.47	13.13	2.02	3.03	17.17	1.01	4.81
North	46	44	27	22	8	1	1	9	1	2
	100.00	100.00	61.36	50.00	18.18	2.27	2.27	20.45	2.27	4.35
Central	1	1		1				1		
	100.00	100.00		100.00			100.00			
South	57	54	38	24	5	1	1	8		3
	100.00	100.00	70.37	44.44	9.26	1.85	1.85	14.81		5.26
Southwestern Asia	126	106	75	25	15	7	5	17	2	20
	100.00	100.00	70.75	23.58	14.15	6.60	4.72	16.04	1.89	15.87
Bangladesh	11	9	3	4	2	3	2	2		2
	100.00	100.00	33.33	44.44	22.22	33.33	22.22			18.18
India	94	79	66	14	9		3	9	1	15
	100.00	100.00	83.54	17.72	11.39		3.80	11.39	1.27	15.96
New Delhi and Surrounding Areas	42	36	33	6	3		1	2		6
	100.00	100.00	91.67	16.67	8.33		2.78	5.56		14.29
Mumbai and Surrounding Areas	9	7	5	1	1			2		2
	100.00	100.00	71.43	14.29	14.29			28.57		22.22
Bangalore and Surrounding Areas	14	12	9	1				2		2
	100.00	100.00	75.00	8.33	8.33			16.67		14.29
Chennai and Surrounding Areas	24	21	17	5	4		2	3		3
	100.00	100.00	80.95	23.81	19.05		9.52	14.29		12.50
Other	5	3	2	1				1		2
	100.00	100.00	66.67	33.33				33.33		40.00
Pakistan	9	7	4	3	2	1		2		2
	100.00	100.00	57.14	42.86	28.57	14.29		28.57		22.22
SriLanka	12	11	2	4	2	3		4	1	1
	100.00	100.00	18.18	36.36	18.18	27.27		36.36	9.09	8.33
Oceania	70	53	10	10	7	1	1	34	1	17
	100.00	100.00	18.87	18.87	13.21	1.89	1.89	64.15	1.89	24.29
Australia	49	37	8	10	7	1		21	1	12
	100.00	100.00	21.62	27.03	18.82	2.70		56.76	2.70	24.49
New Zealand	21	16	2				1	13		5
	100.00	100.00	12.50				6.25	81.25		23.81
East Asia	644	561	399	47	27	3	10	134	15	83
	100.00	100.00	71.12	8.38	4.81	0.53	1.78	23.89	2.67	12.89
China	514	456	350	26			9	97	12	58
	100.00	100.00	76.75	5.70			1.97	21.27	2.63	11.28
Liaoning	57	48	34	4				13	1	9
	100.00	100.00	70.83	8.33				27.08	2.08	15.79
Beijing	28	16	12					4		12
	100.00	100.00	75.00					25.00		42.86
Tianjin	28	25	20	3			1	3	1	3
	100.00	100.00	80.00	12.00			4.00	12.00	4.00	10.71
Shandong	93	87	61	7			1	26	1	6
	100.00	100.00	70.11	8.05			1.15	29.89	1.15	6.45
Jiangsu	36	33	30	3				2		3
	100.00	100.00	90.91	9.09				6.06		8.33
Shanghai	48	42	36	2			2	6	2	6
	100.00	100.00	85.71	4.76			4.76	14.29	4.76	12.50
Guangdong	194	178	137	7			3	36	6	16
	100.00	100.00	76.97	3.93			1.69	20.22	3.37	8.25
Other	30	27	20				2	7	1	3
	100.00	100.00	74.07				7.41	25.93	3.70	10.00
Hong Kong	15	10	3	3	6	1		2		5
	100.00	100.00	30.00	30.00	60.00	10.00		20.00		33.33
Taiwan	68	54	24	12	14	2		20	3	14
	100.00	100.00	44.44	22.22	25.93	3.70		37.04	5.56	20.59
Korea	47	41	22	6	7		1	15		6
	100.00	100.00	53.66	14.63	17.07		2.44	36.59		12.77
Unknown										

Q24. What is the percentage of export sales out of total sales for your company?

	Total	Valid	0%	1~10%	10~20%	20~30%	30~40%	40~50%	50~60%	60~70%	70~80%	80~90%	90~100%	100%	Average	Unknown
TOTAL	3,486	2,939	822	364	247	151	138	111	95	97	130	121	351	312	37.60	547
	100.00	100.00	27.97	12.39	8.40	5.14	4.70	3.78	3.23	3.30	4.42	4.12	11.94	10.62	13.57	15.69
ASEAN	1,865	1,800	370	195	146	86	82	60	56	64	83	73	213	172	40.72	265
	100.00	100.00	23.13	12.19	9.13	5.38	5.13	3.75	3.50	4.00	5.19	4.56	13.31	10.75	14.21	14.21
Cambodia	12	7	5												13.57	5
	100.00	100.00	71.43												100.00	41.67
Indonesia	130	117	20	23	9	12	6	6	3	6	3	12	8	35.22	13	
	100.00	100.00	17.09	19.66	7.69	10.26	5.13	5.13	2.56	5.13	2.56	10.26	6.84	10.26	10.00	
Jakarta and Surrounding Areas	111	100	20	22	9	7	10	6	3	4	2	8	3	29.10	11	
	100.00	100.00	20.00	22.00	9.00	7.00	10.00	6.00	3.00	4.00	2.00	8.00	3.00	3.00	9.91	
Batam Island	5	4													100.00	1
	100.00	100.00													100.00	20.00
Other	14	13		1		2	2				2	1	4	1	62.38	2
	100.00	100.00		7.69		15.38	15.38				15.38	7.69	30.77	7.69	62.38	7.14
Malaysia	336	271	74	17	22	10	13	6	10	10	16	16	50	27	44.90	65
	100.00	100.00	27.31	6.27	8.12	3.69	4.80	2.21	3.69	3.69	5.90	5.90	18.45	9.96	44.90	19.35
Myanmar	21	17	8										1	7	50.88	4
	100.00	100.00														

Q25. What is the breakdown of your export destinations? (Please ensure that the percentages total 100%)

## (1) Japan

	Total	Valid	0%	1~10%	10~20%	20~30%	30~40%	40~50%	50~60%	60~70%	70~80%	80~90%	90~100%	100%	Average	Unknown
TOTAL	3,486	2,182	627	132	140	117	116	74	123	69	81	118	156	429	43.27	1,304
ASEAN	1,865	1,259	405	96	95	76	68	40	73	46	37	52	75	196	37.27	606
Cambodia	12	2	--	--	--	--	--	--	--	--	--	--	--	1	75.00	10
Indonesia	130	95	25	1	6	9	6	2	6	7	1	6	9	17	45.80	35
Jakarta and Surrounding Areas	111	78	24.32	1.05	6.32	6.32	2.11	6.32	7.37	1.05	6.32	9.47	17.89	17.89	41.08	33
Batam Island	5	4	--	--	25.00	25.00	--	--	--	--	--	--	25.00	25.00	47.50	1
Other	14	13	7.69	--	7.69	7.69	--	--	7.69	--	--	7.69	15.38	46.15	7.14	1
Malaysia	336	200	62	20	19	15	9	6	14	5	4	4	11	31	34.62	136
Myanmar	21	9	1	--	--	--	1	--	--	--	2	--	1	4	71.11	12
Philippia	149	108	19	4	4	9	9	5	12	5	5	6	4	26	50.76	41
Manila and Surrounding Areas	77	43	8	1	1	4	3	1	7	2	1	1	3	11	52.14	34
Calabarzon	43	37	9	2	--	4	3	2	3	3	2	3	1	5	42.97	6
Subic-Clark	6	6	1	1	1	--	--	--	1	--	--	--	--	1	31.83	--
Cebu Island	18	17	--	--	5.88	5.88	11.76	--	11.76	--	5.88	11.76	--	47.06	72.35	1
Other	5	5	1	--	1	--	--	1	--	--	1	--	1	45.80	--	
Singapore	241	167	88	30	15	11	7	5	4	3	3	--	--	1	9.65	74
Thailand	831	579	191	39	48	26	34	21	27	20	21	28	39	85	37.57	252
VietNam	145	99	19	2	3	6	2	1	9	4	3	7	12	31	60.74	46
North	61	41	7	2	2	4	2	--	3	1	1	2	6	11	56.17	20
Central	2	1	--	--	--	--	--	--	--	--	--	1	--	--	85.00	1
South	82	57	12	--	1	2	--	1	6	3	2	4	6	20	63.60	25
Southwestern Asia	254	95	35	6	3	5	4	2	--	2	1	8	8	21	42.73	159
Bangladesh	16	12	1	1	2	--	--	--	--	--	--	2	3	3	64.25	4
India	203	66	27	3	1	2	4	2	--	2	1	6	3	15	41.36	137
New Delhi and Surrounding Areas	93	25	12	1	--	--	2	--	--	1	--	1	1	7	39.88	68
Mumbai and Surrounding Areas	30	10	2	--	--	1	--	--	--	1	1	2	1	2	61.00	20
Bangalore and Surrounding Areas	33	14	5	--	1	--	1	1	--	--	2	1	3	45.86	19	
Chennai and Surrounding Areas	40	14	6	2	--	1	1	1	--	--	--	3	3	28.64	26	
Other	7	3	2	--	--	--	--	--	--	--	1	--	--	26.67	4	
Pakistan	12	5	4	1	--	--	--	--	--	--	--	--	--	1.00	7	
SriLanka	23	12	3	1	--	3	--	--	--	--	--	2	3	46.08	11	
Oceania	262	142	56	4	6	7	7	7	7	5	10	5	13	15	36.82	120
Australia	170	93	41	2	3	5	4	6	4	3	6	2	8	9	33.75	77
New Zealand	92	49	15	2	3	2	3	1	3	2	4	3	5	6	42.63	43
East Asia	1,105	686	131	26	36	29	37	25	43	33	53	60	197	56.02	419	
China	806	495	62	8	20	19	20	18	34	11	24	46	55	178	66.27	311
Liaoning	92	63	5	2	2	2	2	2	2	4	3	4	6	29	72.48	29
Beijing	81	25	1	--	1	2	--	3	1	--	3	1	13	77.56	56	
Tianjin	33	23	2	--	1	--	--	1	--	2	1	7	9	80.17	10	
Shandong	131	97	3	1	2	--	2	2	4	4	7	12	13	47	82.63	34
Jiangsu	37	28	4	--	1	4	2	2	2	2	3	2	--	8	54.04	9
Shanghai	133	64	9	1	1	--	1	3	8	1	1	8	6	25	69.02	69
Guangdong	261	169	34	4	13	10	9	8	13	1	8	15	17	37	51.91	92
Other	38	26	4	--	--	2	2	1	1	--	1	5	10	66.81	12	
Hong Kong	85	57	22	6	6	3	7	3	2	1	2	2	1	2	22.05	28
Taiwan	129	83	30	10	5	3	6	2	4	3	6	4	1	9	30.96	46
Korea	85	51	17	2	5	4	4	2	3	1	1	1	3	8	35.27	34
Unknown	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--

Q25. What is the breakdown of your export destinations? (Please ensure that the percentages total 100%)

## (2) ASEAN

	Total	Valid	0%	1~10%	10~20%	20~30%	30~40%	40~50%	50~60%	60~70%	70~80%	80~90%	90~100%	100%	Average	Unknown
TOTAL	3,486	2,182	1,106	160	157	127	88	58	71	55	61	60	76	163	22.95	1,304
ASEAN	1,865	1,259	509	85	104	85	69	50	53	45	47	53	69	144	33.13	606
Cambodia	12	2	2	--	--	--	--	--	--	--	--	--	--	--	0.00	10
Indonesia	130	95	26	13	7	9	5	3	4	3	4	3	4	14	34.74	35
Jakarta and Surrounding Areas	111	78	18	10	6	8	5	1	4	3	4	2	4	13	38.44	33
Batam Island	5	4	1	--	25.00	25.00	--	--	--	--	--	--	--	--	17.50	1
Other	14	13	7	3	--	--	--	1	--	--	--	1	--	1	17.85	1
Malaysia	336	200	54	15	18	19	9	8	13	6	7	10	22	19	37.87	136
Myanmar	21	9	4	3	--	--	--	1	--	--	--	--	--	--	12.78	12
Philippia	149	108	53	7	13	6	5	3	5	5	2	1	1	7	20.16	41
Manila and Surrounding Areas	77	43	20	3	3	--	4	1	5	1	2	1	3	3	24.35	34
Calabarzon	43	37	15	1	5	6	1	2	--	4	--	--	5	3	23.32	6
Subic-Clark	6	6	2	1	2	--	--	--	--	--	--	--	--	1	21.50	--
Cebu Island	18	17	12	2	3	--	--	--	--	--	--	--	--	16.67	1	
Other	5	5	4	--	--	--	--	--	--	--	--	--	1	--	19.00	--
Singapore	241	167	18	5	14	13	13	11	10	13	14	15	20	21	53.44	74
Thailand	831	579	239	36	46	33	33	24	19	16	19	24	18	72	30.38	252
VietNam	145	99	59	6	6	5	3	1	2	2	--	4	11	20.53	46	
North	61	41	25	3	1	2	2	1	1	1	--	--	3	4	22.51	20
Central	2	1	1	--	--	--	--	--	--	--	--	--	--	--	0.00	1
South	82	57	33	3	5	5	1	--	1	1	--	--	1	7	19.46	25
Southwestern Asia	254	95	73	8	2	4	4	--	--	--	1	2	--	1	6.28	159
Bangladesh	16	12	9	3	--	--	--	--	--	--	--	--	--	--	1.25	4
India	203	66	50	3	2	4	3	--	--	1	2	--	1	8.12	137	
New Delhi and Surrounding Areas	93	25	16	2	1	2	2	--	--	1	1	--	--	10.84	68	
Mumbai and Surrounding Areas	30	10	7	1	1	1	--	--	--	--	--	--	--	3.50	20	
Bangalore and Surrounding Areas	33	14	12	--	1	--	--	--	--	--	1	--	--	7.14	19	
Chennai and Surrounding Areas	40	14	12	--	--	--	1	--	--	--	--	--	1	9.29	26	
Other	7	3	3	--	--	--	--	--	--	--	--	--	--	7.14	65.00	
Pakistan	12	5	5	--	--	--	--	--	--	--	--	--	--	--	0.00	7
SriLanka	23	12	9	2	--	--	--	--	--	--	--	--	--	3.83	11	
Oceania	262	142	105	12	9	4	5	2	2	2	--	--	1	5.75	120	
Australia	170	93	73	6	5	1	3	1	2	1	--	--	1	5.45	77	
New Zealand	92	49	32	6	4	3	2	1	--	1	--	--	--	6.31	43	
East Asia	1,105	686	473	55	42	34	10	6	16	8	13	5	7	17	10.13	419
China	806	495	369	32	25	21	4	2	11	6	4	4	5	12	8.58	311
Liaoning	92	63	48	5	1	4	1	--	--	--	--	1	2	1	8.06	29
Beijing	81	25	21	1	1	1	1	--	--	--	--	--	--	2.68	56	
Tianjin	33	23	17	2	4	--	--	--	--	--	--	--	--	2.00	10	
Shandong	131	97	80	5	5	2	1	--	1	--	2	--	1	4.53	34	
Jiangsu	37	28	16	5	1	1	--									

Q25. What is the breakdown of your export destinations? (Please ensure that the percentages total 100%)

(3) Mainland China

	Total	Valid	0%	1~10%	10~20%	20~30%	30~40%	40~50%	50~60%	60~70%	70~80%	80~90%	90~100%	100%	Average	Unknown
TOTAL	3,486	2,182	1,691	123	109	72	48	24	29	18	17	14	13	24	6.59	1,304
ASEAN	1,865	1,259	939	96	83	52	29	17	14	7	7	7	5	3	5.61	606
Cambodia	12	2	2	2	2	2	2	2	2	2	2	2	2	2	0.00	10
Indonesia	130	95	80	8	3	1	2	1	1	1	1	1	1	1	1.99	35
Jakarta and Surrounding Areas	111	78	66	7	3	1	1	1	1	1	1	1	1	1	1.45	33
Batam Island	5	4	3	3	3	3	3	3	3	3	3	3	3	3	10.00	1
Other	14	13	11	1	1	1	1	1	1	1	1	1	1	1	2.77	1
Malaysia	336	200	138	14	23	12	5	3	2	1	1	1	1	1	6.24	136
Myanmar	21	9	7	7	7	7	7	7	7	7	7	7	7	7	3.33	12
Philippina	149	108	81	5	9	3	3	1	3	2	2	1	1	1	6.66	41
Manila and Surrounding Areas	77	43	35	2	1	1	3	1	1	1	1	1	1	1	4.95	34
Calabarzon	43	37	29	2	3	1	1	1	1	1	1	1	1	1	5.08	6
Subic-Clark	6	6	3	3	3	3	3	3	3	3	3	3	3	3	20.83	1
Cebu Island	18	17	9	1	4	1	1	1	1	1	1	1	1	1	11.35	1
Other	5	5	5	5	5	5	5	5	5	5	5	5	5	5	0.00	1
Singapore	241	167	106	21	11	16	3	5	2	1	1	1	1	1	7.19	74
Thailand	831	579	442	42	30	17	15	7	7	5	4	5	3	2	5.98	252
VietNam	145	99	83	6	6	2	1	1	1	1	1	1	1	1	2.22	46
North	61	41	35	2	3	1	1	1	1	1	1	1	1	1	1.61	20
Central	2	1	1	1	1	1	1	1	1	1	1	1	1	1	0.00	1
South	82	57	47	4	3	1	1	1	1	1	1	1	1	1	2.70	25
Southwestern Asia	254	95	82	2	4	2	1	1	1	1	1	1	1	1	3.38	159
Bangladesh	16	12	10	1	1	1	1	1	1	1	1	1	1	1	8.33	4
India	203	66	56	2	3	1	2	1	1	1	1	1	1	1	3.12	137
New Delhi and Surrounding Areas	93	25	24	1	1	1	1	1	1	1	1	1	1	1	1.20	68
Mumbai and Surrounding Areas	30	10	8	1	1	1	1	1	1	1	1	1	1	1	1.50	20
Bangalore and Surrounding Areas	33	14	13	1	1	1	1	1	1	1	1	1	1	1	0.71	19
Chennai and Surrounding Areas	40	14	9	1	1	1	1	1	1	1	1	1	1	1	9.36	26
Other	7	3	2	2	2	2	2	2	2	2	2	2	2	2	6.67	4
Pakistan	12	5	4	1	1	1	1	1	1	1	1	1	1	1	3.00	7
SriLanka	23	12	12	1	1	1	1	1	1	1	1	1	1	1	0.00	11
Oceania	262	142	98	16	11	6	5	2	3	1	1	1	1	1	5.95	120
Australia	170	93	68	9	7	2	1	2	3	1	1	1	1	1	6.10	77
New Zealand	92	49	30	7	4	4	4	4	4	4	4	4	4	4	5.67	43
East Asia	1,105	686	572	9	11	12	12	6	12	8	10	6	8	20	8.95	419
China	806	495	494	1	1	1	1	1	1	1	1	1	1	1	0.14	311
Liaoning	92	63	63	1	1	1	1	1	1	1	1	1	1	1	0.00	29
Beijing	81	25	25	1	1	1	1	1	1	1	1	1	1	1	0.00	56
Tianjin	33	23	23	1	1	1	1	1	1	1	1	1	1	1	0.00	10
Shandong	131	97	97	1	1	1	1	1	1	1	1	1	1	1	0.00	34
Jiangsu	37	28	28	1	1	1	1	1	1	1	1	1	1	1	0.00	9
Shanghai	133	64	64	1	1	1	1	1	1	1	1	1	1	1	0.00	69
Guangdong	261	169	168	1	1	1	1	1	1	1	1	1	1	1	0.41	92
Other	38	26	26	1	1	1	1	1	1	1	1	1	1	1	0.00	12
Hong Kong	85	57	18	3	1	5	2	2	3	2	3	4	6	8	42.98	28
Taiwan	129	83	38	4	8	5	6	1	3	2	4	1	2	9	26.39	46
Korea	85	51	22	2	2	2	4	3	6	4	2	1	3	3	28.06	34
Unknown	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1

Q25. What is the breakdown of your export destinations? (Please ensure that the percentages total 100%)

(4) Korea

	Total	Valid	0%	1~10%	10~20%	20~30%	30~40%	40~50%	50~60%	60~70%	70~80%	80~90%	90~100%	100%	Average	Unknown
TOTAL	3,486	2,182	1,936	138	64	16	9	4	5	5	3	1	1	1	1.32	1,304
ASEAN	1,865	1,259	1,131	79	31	7	5	2	2	2	2	2	2	2	0.99	606
Cambodia	12	2	2	2	2	2	2	2	2	2	2	2	2	2	0.00	10
Indonesia	130	95	88	3	4	1	1	1	1	1	1	1	1	1	0.54	35
Jakarta and Surrounding Areas	111	78	73	3	2	1	1	1	1	1	1	1	1	1	0.40	33
Batam Island	5	4	3	3	3	3	3	3	3	3	3	3	3	3	2.50	1
Other	14	13	12	1	1	1	1	1	1	1	1	1	1	1	0.77	1
Malaysia	336	200	177	14	5	1	1	1	1	1	1	1	1	1	1.35	136
Myanmar	21	9	9	9	9	9	9	9	9	9	9	9	9	9	0.00	12
Philippina	149	108	94	9	4	1	1	1	1	1	1	1	1	1	0.85	41
Manila and Surrounding Areas	77	43	38	2	3	3	3	3	3	3	3	3	3	3	0.84	34
Calabarzon	43	37	33	4	4	4	4	4	4	4	4	4	4	4	0.51	6
Subic-Clark	6	6	5	5	5	5	5	5	5	5	5	5	5	5	3.33	1
Cebu Island	18	17	13	3	1	1	1	1	1	1	1	1	1	1	1.00	1
Other	5	5	5	5	5	5	5	5	5	5	5	5	5	5	0.00	1
Singapore	241	167	138	18	7	3	3	3	3	3	3	3	3	3	1.64	74
Thailand	831	579	534	30	10	1	2	2	2	2	2	2	2	2	0.70	252
VietNam	145	99	89	5	1	1	2	1	1	1	1	1	1	1	1.58	46
North	61	41	39	1	1	1	1	1	1	1	1	1	1	1	1.59	20
Central	2	1	1	1	1	1	1	1	1	1	1	1	1	1	0.00	1
South	82	57	49	5	1	2	2	2	2	2	2	2	2	2	1.60	25
Southwestern Asia	254	95	91	4	4	4	4	4	4	4	4	4	4	4	0.18	159
Bangladesh	16	12	12	1	1	1	1	1	1	1	1	1	1	1	0.00	4
India	203	66	64	2	2	2	2	2	2	2	2	2	2	2	0.14	137
New Delhi and Surrounding Areas	93	25	25	1	1	1	1	1	1	1	1	1	1	1	0.00	68
Mumbai and Surrounding Areas	30	10	9	1	1	1	1	1	1	1	1	1	1	1	0.40	20
Bangalore and Surrounding Areas	33	14	13	1	1	1	1	1	1	1	1	1	1	1	0.36	19
Chennai and Surrounding Areas	40	14	14	1	1	1	1	1	1	1	1	1	1	1	0.00	26
Other	7	3	3	3	3	3	3	3	3	3	3	3	3	3	0.00	4
Pakistan	12	5	4	1	1	1	1	1	1	1	1	1	1	1	1.00	7
SriLanka	23	12	11	1	1	1	1	1	1	1	1	1	1	1	0.25	11
Oceania	262	142	110	12	14	5	5	5	5	5	5	5	5	5	2.46	120
Australia	170	93	69	8	11	5	5	5	5	5	5	5	5	5	2.85	77
New Zealand	92	49	41	4	3	3	3	3	3	3	3	3	3	3	1.73	43
East Asia	1,105	686	604	43	19	4	4	4	4	4	4	4	4	4	1.85	419
China	806	495	435	28	14	4	4	4	4	4	4	4	4	4	2.14	311
Liaoning	92	63	59	1	1	1	1	1	1	1	1	1	1	1	0.00	29
Beijing	81	25	21	3	3	3	3	3	3	3	3	3	3	3	1.72	56
Tianjin	33	23	20	2	2											



Q25. What is the breakdown of your export destinations? (Please ensure that the percentages total 100%)

(7) India

	Total	Valid	0%	1~10%	10~20%	20~30%	30~40%	40~50%	50~60%	60~70%	70~80%	80~90%	90~100%	100%	Average	Unknown
TOTAL	3,486	2,182	1,915	131	60	21	20	7	5	4	3	5	3	8	2.19	1,304
	100.00	100.00	87.76	6.00	2.75	0.96	0.92	0.32	0.23	0.18	0.14	0.23	0.14	0.37		37.41
ASEAN	1,865	1,259	1,052	104	42	15	18	5	3	4	3	4	3	6	3.03	606
	100.00	100.00	83.56	8.26	3.34	1.19	1.43	0.40	0.24	0.32	0.24	0.32	0.24	0.48		32.49
Cambodia	12	2	2												0.00	10
	100.00	100.00	100.00													83.33
Indonesia	130	95	90		1					2		1		1	3.37	35
	100.00	100.00	94.74		1.05					2.11		1.05		1.05		26.92
Jakarta and Surrounding Areas	111	78	73		1					2		1		1	4.10	33
	100.00	100.00	93.59		1.28					2.56		1.28		1.28		29.73
Batam Island	5	4	4												0.00	1
	100.00	100.00	100.00													20.00
Other	14	13	13												0.00	1
	100.00	100.00	100.00													7.14
Malaysia	336	200	176	17	4	1	1				1			1.07	136	
	100.00	100.00	88.00	8.50	2.00	0.50	0.50				0.50					40.48
Myanmar	21	9	9												0.00	12
	100.00	100.00	100.00													57.14
Philippina	149	108	101	4	1	2								0.64	41	
	100.00	100.00	93.52	3.70	0.93	1.85										27.52
Manila and Surrounding Areas	77	43	42		1									0.28	34	
	100.00	100.00	97.67		2.33											44.16
Calabarzon	43	37	33	2		2								1.49	6	
	100.00	100.00	89.19	5.41		5.41										13.95
Subic-Clark	6	6	5	1											0.17	
	100.00	100.00	83.33	16.67												
Cebu Island	18	17	16	1											0.06	1
	100.00	100.00	94.12	5.88												5.56
Other	5	5	5												0.00	
	100.00	100.00	100.00													
Singapore	241	167	92	41	15	5	8	2	2			2		6.44	74	
	100.00	100.00	55.09	24.55	8.98	2.99	4.79	1.20	1.20			1.20				30.71
Thailand	831	579	486	41	21	7	8	3	1	2	2	1	2	5	3.47	252
	100.00	100.00	83.94	7.08	3.63	1.21	1.38	0.52	0.17	0.35	0.35	0.17	0.35	0.86		30.32
VietNam	145	99	96				1						1		1.22	46
	100.00	100.00	96.97	1.01			1.01						1.01			31.72
North	61	41	41												0.00	20
	100.00	100.00	100.00													32.79
Central	2	1	1												0.00	1
	100.00	100.00	100.00													50.00
South	82	57	54	1			1						1		2.12	25
	100.00	100.00	94.74	1.75			1.75						1.75			30.49
Southwestern Asia	254	95	93						1					0.62	159	
	100.00	100.00	97.89	1.05					1.05							62.60
Bangladesh	16	12	12												0.00	4
	100.00	100.00	100.00													25.00
India	203	66	66												0.00	137
	100.00	100.00	100.00													67.49
New Delhi and Surrounding Areas	93	25	25												0.00	68
	100.00	100.00	100.00													73.12
Mumbai and Surrounding Areas	30	10	10												0.00	20
	100.00	100.00	100.00													66.67
Bangalore and Surrounding Areas	33	14	14												0.00	19
	100.00	100.00	100.00													57.58
Chennai and Surrounding Areas	40	14	14												0.00	26
	100.00	100.00	100.00													65.00
Other	7	3	3												0.00	4
	100.00	100.00	100.00													57.14
Pakistan	12	5	5												0.00	7
	100.00	100.00	100.00													58.33
SriLanka	23	12	10	1					1					4.92	11	
	100.00	100.00	83.33	8.33					8.33							47.83
Oceania	262	142	128	9	2	2						1		1.22	120	
	100.00	100.00	90.14	6.34	1.41	1.41						0.70				45.80
Australia	170	93	84	4	2	2						1		1.74	77	
	100.00	100.00	90.32	4.30	2.15	2.15						1.08				45.29
New Zealand	92	49	44	5										0.22	43	
	100.00	100.00	89.80	10.20												46.74
East Asia	1,105	686	642	17	16	4	2	2	1				2	1.06	419	
	100.00	100.00	93.59	2.48	2.33	0.58	0.29	0.29	0.15				0.29			37.92
China	806	495	469	7	12	4	1		1					0.86	311	
	100.00	100.00	94.75	1.41	2.42	0.81	0.20		0.20					0.20		38.59
Liaoning	92	63	59	1	2									1.92	29	
	100.00	100.00	93.65	1.59	3.17									1.59		31.52
Beijing	81	25	23	1		1								1.04	56	
	100.00	100.00	92.00	4.00		4.00										69.14
Tianjin	33	23	22		1									0.43	10	
	100.00	100.00	95.65		4.35											30.30
Shandong	131	97	94	2	1									0.16	34	
	100.00	100.00	96.91	2.06	1.03											25.95
Jiangsu	37	28	27		1									0.54	9	
	100.00	100.00	96.43		3.57											24.32
Shanghai	133	64	60	2	1	1								0.61	69	
	100.00	100.00	93.75	3.13	1.56	1.56										51.88
Guangdong	261	169	160	1	5	2			1					0.91	92	
	100.00	100.00	94.67	0.59	2.96	1.18			0.59							35.25
Other	38	26	24		1		1							1.73	12	
	100.00	100.00	92.31		3.85		3.85									31.58
Hong Kong	85	57	52	3	1									0.95	28	
	100.00	100.00	91.23	5.26	1.75		1.75									32.94
Taiwan	129	83	75	6	1								1	1.63	46	
	100.00	100.00	90.36	7.23	1.20								1.20			35.66
Korea	85	51	46	1	2			2						2.24	34	
	100.00	100.00	90.20	1.96	3.92			3.92								40.00
Unknown																

Q25. What is the breakdown of your export destinations? (Please ensure that the percentages total 100%)

(8) Other Asia

	Total	Valid	0%	1~10%	10~20%	20~30%	30~40%	40~50%	50~60%	60~70%	70~80%	80~90%	90~100%	100%	Average	Unknown
TOTAL	3,486															





Q25. What is the breakdown of your export destinations? (Please ensure that the percentages total 100%)

(11) Europe

	Total	Valid	0%	1~10%	10~20%	20~30%	30~40%	40~50%	50~60%	60~70%	70~80%	80~90%	90~100%	100%	Average	Unknown
TOTAL	3,486	2,182	1,688	184	119	61	56	23	17	7	10	2	8	7	4.46	1,304
ASEAN	1,865	1,259	967	115	67	43	27	11	6	6	7	2	4	4	4.45	606
Cambodia	12	2	1	1	1	1	1	1	1	1	1	1	1	1	25.00	10
Indonesia	130	95	82	4	4	2	1	2	1	1	1	1	1	1	2.29	35
Jakarta and Surrounding Areas	111	78	67	4	4	1	1	1	1	1	1	1	1	1	2.03	33
Batam Island	5	4	3	1	1	1	1	1	1	1	1	1	1	1	10.00	1
Other	14	13	12	1	1	1	1	1	1	1	1	1	1	1	1.54	1
Malaysia	336	200	153	14	12	7	8	2	1	2	1	1	1	1	5.00	136
Myanmar	21	9	9	1	1	1	1	1	1	1	1	1	1	1	0.00	12
Philippin	149	108	77	13	5	7	2	3	1	1	1	1	1	1	4.65	41
Manila and Surrounding Areas	77	43	36	4	1	1	1	1	1	1	1	1	1	1	2.14	34
Calabarzon	43	37	21	6	3	4	2	1	1	1	1	1	1	1	6.68	6
Subic-Clark	6	6	4	1	1	1	1	1	1	1	1	1	1	1	5.00	1
Cebu Island	18	17	12	1	1	1	1	1	1	1	1	1	1	1	5.18	1
Other	5	5	4	1	1	1	1	1	1	1	1	1	1	1	9.00	1
Singapore	241	167	129	21	6	4	6	1	1	1	1	1	1	1	2.86	74
Thailand	831	579	436	53	39	20	8	3	4	2	6	2	3	3	5.22	252
VietNam	145	99	80	10	1	3	2	1	1	2	1	1	1	1	3.37	46
North	61	41	34	2	1	2	1	1	1	1	1	1	1	1	3.95	20
Central	2	1	1	1	1	1	1	1	1	1	1	1	1	1	0.00	1
South	82	57	45	8	1	2	1	1	1	1	1	1	1	1	3.02	25
Southwestern Asia	254	95	68	6	9	5	3	1	2	1	1	1	1	1	8.32	159
Bangladesh	16	12	7	3	2	1	1	1	1	1	1	1	1	1	3.25	4
India	203	66	50	1	5	4	2	2	1	1	1	1	1	1	9.55	137
New Delhi and Surrounding Areas	93	25	20	2	1	1	1	1	1	1	1	1	1	1	9.60	68
Mumbai and Surrounding Areas	30	10	7	1	1	1	1	1	1	1	1	1	1	1	4.50	20
Bangalore and Surrounding Areas	33	14	13	1	1	1	1	1	1	1	1	1	1	1	0.71	19
Chennai and Surrounding Areas	40	14	8	1	1	2	1	1	1	1	1	1	1	1	21.79	26
Other	7	3	2	1	1	1	1	1	1	1	1	1	1	1	10.00	4
Pakistan	12	5	3	2	1	1	1	1	1	1	1	1	1	1	5.00	7
SriLanka	23	12	8	2	1	1	1	1	1	1	1	1	1	1	8.00	11
Oceania	262	142	115	13	4	3	4	2	1	1	1	1	1	1	2.96	120
Australia	170	93	78	7	3	1	3	1	1	1	1	1	1	1	2.37	77
New Zealand	92	49	37	6	1	2	1	1	1	1	1	1	1	1	4.08	43
East Asia	1,105	686	538	50	39	15	20	10	7	1	2	2	2	2	4.26	419
China	806	495	391	29	30	13	14	8	6	2	2	1	1	1	4.26	311
Liaoning	92	63	50	4	3	1	2	2	1	1	1	1	1	1	4.10	29
Beijing	81	25	20	1	3	1	1	1	1	1	1	1	1	1	3.40	56
Tianjin	33	23	20	1	1	1	1	1	1	1	1	1	1	1	4.83	10
Shandong	131	97	77	4	8	6	1	1	1	1	1	1	1	1	3.64	34
Jiangsu	37	28	20	1	5	2	1	1	1	1	1	1	1	1	4.82	9
Shanghai	133	64	50	6	5	1	2	1	1	1	1	1	1	1	3.19	69
Guangdong	261	169	131	12	5	5	8	3	2	2	2	1	1	1	5.27	92
Other	38	26	23	1	1	2	1	1	1	1	1	1	1	1	2.88	12
Hong Kong	85	57	39	8	3	1	4	2	1	1	1	1	1	1	5.09	28
Taiwan	129	83	63	10	4	1	1	1	1	1	1	1	1	1	5.41	46
Korea	85	51	45	3	2	1	1	1	1	1	1	1	1	1	1.39	34
Unknown	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-

Q25. What is the breakdown of your export destinations? (Please ensure that the percentages total 100%)

(12) Russia

	Total	Valid	0%	1~10%	10~20%	20~30%	30~40%	40~50%	50~60%	60~70%	70~80%	80~90%	90~100%	100%	Average	Unknown
TOTAL	3,486	2,182	2,137	33	6	2	2	1	-	-	-	-	1	-	0.20	1,304
ASEAN	1,865	1,259	1,236	19	2	2	-	-	-	-	-	-	-	-	0.11	606
Cambodia	12	2	2	1	1	1	1	1	1	1	1	1	1	1	0.00	10
Indonesia	130	95	94	1	1	1	1	1	1	1	1	1	1	1	0.05	35
Jakarta and Surrounding Areas	111	78	77	1	1	1	1	1	1	1	1	1	1	1	0.06	33
Batam Island	5	4	4	1	1	1	1	1	1	1	1	1	1	1	0.00	1
Other	14	13	13	1	1	1	1	1	1	1	1	1	1	1	0.00	1
Malaysia	336	200	192	5	1	2	-	-	-	-	-	-	-	-	0.38	136
Myanmar	21	9	9	1	1	1	1	1	1	1	1	1	1	1	0.00	12
Philippin	149	108	106	1	1	1	1	1	1	1	1	1	1	1	0.19	41
Manila and Surrounding Areas	77	43	43	1	1	1	1	1	1	1	1	1	1	1	0.00	34
Calabarzon	43	37	36	1	1	1	1	1	1	1	1	1	1	1	0.14	6
Subic-Clark	6	6	5	1	1	1	1	1	1	1	1	1	1	1	2.50	1
Cebu Island	18	17	17	1	1	1	1	1	1	1	1	1	1	1	0.00	1
Other	5	5	5	1	1	1	1	1	1	1	1	1	1	1	0.00	1
Singapore	241	167	162	5	1	1	1	1	1	1	1	1	1	1	0.06	74
Thailand	831	579	573	6	1	1	1	1	1	1	1	1	1	1	0.04	252
VietNam	145	99	98	1	1	1	1	1	1	1	1	1	1	1	0.03	46
North	61	41	41	1	1	1	1	1	1	1	1	1	1	1	0.00	20
Central	2	1	1	1	1	1	1	1	1	1	1	1	1	1	0.00	1
South	82	57	56	1	1	1	1	1	1	1	1	1	1	1	0.05	25
Southwestern Asia	254	95	95	1	1	1	1	1	1	1	1	1	1	1	0.00	159
Bangladesh	16	12	12	1	1	1	1	1	1	1	1	1	1	1	0.00	4
India	203	66	66	1	1	1	1	1	1	1	1	1	1	1	0.00	137
New Delhi and Surrounding Areas	93	25	25	1	1	1	1	1	1	1	1	1	1	1	0.00	68
Mumbai and Surrounding Areas	30	10	10	1	1	1	1	1	1	1	1	1	1	1	0.00	20
Bangalore and Surrounding Areas	33	14	14	1	1	1	1	1	1	1	1	1	1	1	0.00	19
Chennai and Surrounding Areas	40	14	14	1	1	1	1	1	1	1	1	1	1	1	0.00	26
Other	7	3	3	1	1	1	1	1	1	1	1	1	1	1	0.00	4
Pakistan	12	5	5	1	1	1	1	1	1	1	1	1	1	1	0.00	7
SriLanka	23	12	12	1	1	1	1	1	1	1	1	1	1	1	0.00	11
Oceania	262	142	139	2	1	1	1	1	1	1	1	1	1	1	0.11	120
Australia	170	93	92	1	1	1	1	1	1	1	1	1	1	1	0.05	77
New Zealand	92	49	47	1	1	1	1	1	1	1	1	1	1	1	0.22	43
East Asia	1,105	686	667	12	3	2	2	1	-	-	-	-	1	-	0.42	419
China	806	495	483	8	2	1	1	1	-	-	-	-	1	-	0.35	311
Liaoning	92	63	63	1	1	1	1	1	-	-	-	-	1	-	0.00	29
Beijing	81	25	23	1	1	1	1	1	-	-	-	-	1	-	3.92	56
Tianjin	33	23	22	1	1	1	1	1	-	-	-	-	1	-	0.09	10

Q25. What is the breakdown of your export destinations? (Please ensure that the percentages total 100%)

## (13) Middle East

	Total	Valid	0%	1~10%	10~20%	20~30%	30~40%	40~50%	50~60%	60~70%	70~80%	80~90%	90~100%	100%	Average	Unknown
TOTAL	3,486	2,182	2,010	75	37	24	10	4	8	2	3	2	4	1.51	1,304	
ASEAN	1,865	1,259	1,137	52	26	17	9	4	7	2	2	2	1	1.74	606	
Cambodia	12	2	2	4.13	2.07	1.35	0.71	0.32	0.56	0.16	0.16	0.16	0.08	0.00	10	
Indonesia	130	95	88	4.21	2.11	1.10	0.46	0.18	0.37	0.09	0.14	0.14	0.09	1.05	35	
Jakarta and Surrounding Areas	111	78	72	3	2	2	2	2	2	2	2	2	2	2.31	33	
Batam Island	5	4	4	3.85	2.56	1.28	0.50	0.16	0.32	0.09	0.14	0.14	0.09	1.28	29.73	
Other	14	13	12	7.69	1.15	0.71	0.46	0.18	0.37	0.09	0.14	0.14	0.09	1.15	1	
Malaysia	336	200	178	3.50	3.00	2.00	1.50	0.50	0.50	0.50	0.50	0.50	0.50	1.87	136	
Myanmar	21	9	8	11.11	1.11	0.74	0.49	0.32	0.21	0.14	0.09	0.06	0.04	1.11	12	
Philippina	149	108	104	2.78	0.93	0.62	0.41	0.27	0.18	0.12	0.08	0.05	0.03	0.17	41	
Manila and Surrounding Areas	77	43	41	2.33	2.33	1.55	1.03	0.68	0.45	0.30	0.20	0.13	0.09	0.26	34	
Calabarzon	43	37	35	5.41	0.19	0.13	0.09	0.06	0.04	0.03	0.02	0.01	0.01	0.19	6	
Subic-Clark	6	6	6	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0	
Cebu Island	18	17	17	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	1	
Other	5	5	5	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0	
Singapore	241	167	132	18	6	6	2	2	2	1	1	1	1	3.15	74	
Thailand	831	579	526	4.15	1.38	0.86	1.04	0.35	0.69	0.17	0.17	0.35	0.00	1.85	252	
VietNam	145	99	99	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	46	
North	61	41	41	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	20	
Central	2	1	1	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	1	
South	82	57	57	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	25	
Southwestern Asia	254	95	83	5.26	1.05	2.11	1.05	1.05	1.05	1.05	1.05	1.05	2.11	4.45	159	
Bangladesh	16	12	12	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	4	
India	203	66	58	4.55	1.52	3.03	1.52	1.52	1.52	1.52	1.52	1.52	1.52	3.53	137	
New Delhi and Surrounding Areas	93	25	23	4.00	4.00	1.08	0.68	0.45	0.30	0.20	0.13	0.09	0.06	1.08	68	
Mumbai and Surrounding Areas	30	10	8	10.00	10.00	1.10	0.73	0.49	0.32	0.21	0.14	0.09	0.06	1.10	20	
Bangalore and Surrounding Areas	33	14	11	7.14	7.14	13.57	19	19	19	19	19	19	19	13.57	19	
Chennai and Surrounding Areas	40	14	13	7.14	7.14	0.36	0.26	0.17	0.11	0.07	0.05	0.03	0.02	0.36	26	
Other	7	3	3	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	4	
Pakistan	12	5	5	20.00	40.00	20.00	20.00	20.00	20.00	20.00	20.00	20.00	20.00	38.00	7	
Sri Lanka	23	12	12	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	11	
Oceania	262	142	130	4.23	2.11	1.41	0.70	0.70	0.70	0.70	0.70	0.70	0.70	1.42	120	
Australia	170	93	89	2.15	1.08	1.08	1.08	1.08	1.08	1.08	1.08	1.08	1.08	1.26	77	
New Zealand	92	49	41	8.16	4.08	4.08	1.71	1.71	1.71	1.71	1.71	1.71	1.71	1.71	43	
East Asia	1,105	686	660	1.75	1.02	0.44	0.15	0.15	0.15	0.15	0.15	0.15	0.15	0.69	419	
China	806	495	484	1.21	0.61	0.20	0.08	0.08	0.08	0.08	0.08	0.08	0.08	0.28	311	
Liaoning	92	63	62	1.59	0.79	0.39	0.16	0.16	0.16	0.16	0.16	0.16	0.16	0.79	29	
Beijing	81	25	25	3.17	1.58	0.79	0.39	0.39	0.39	0.39	0.39	0.39	0.39	0.79	56	
Tianjin	33	23	22	4.35	1.09	0.54	0.27	0.27	0.27	0.27	0.27	0.27	0.27	0.87	10	
Shandong	131	97	97	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	34	
Jiangsu	37	28	27	3.57	1.78	0.89	0.44	0.44	0.44	0.44	0.44	0.44	0.44	0.89	9	
Shanghai	133	64	60	1.56	0.78	0.39	0.19	0.19	0.19	0.19	0.19	0.19	0.19	1.17	69	
Guangdong	261	169	166	1.18	0.59	0.29	0.14	0.14	0.14	0.14	0.14	0.14	0.14	0.14	92	
Other	38	26	25	3.85	1.92	0.96	0.48	0.48	0.48	0.48	0.48	0.48	0.48	0.19	12	
Hong Kong	85	57	54	1.75	0.87	0.43	0.21	0.21	0.21	0.21	0.21	0.21	0.21	0.79	28	
Taiwan	129	83	76	4.82	2.41	1.20	0.60	0.60	0.60	0.60	0.60	0.60	0.60	1.80	46	
Korea	85	51	46	1.96	0.98	0.49	0.24	0.24	0.24	0.24	0.24	0.24	0.24	2.71	34	
Unknown	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	

Q25. What is the breakdown of your export destinations? (Please ensure that the percentages total 100%)

## (14) Other

	Total	Valid	0%	1~10%	10~20%	20~30%	30~40%	40~50%	50~60%	60~70%	70~80%	80~90%	90~100%	100%	Average	Unknown
TOTAL	3,486	2,182	1,946	102	53	26	11	7	6	4	3	3	6	15	2.40	1,304
ASEAN	1,865	1,259	1,129	66	24	13	7	4	2	2	1	2	3	6	2.00	606
Cambodia	12	2	2	5.24	1.91	1.03	0.56	0.32	0.16	0.16	0.08	0.16	0.24	0.48	0.00	10
Indonesia	130	95	86	6.32	1.05	1.05	1.05	1.05	1.05	1.05	1.05	1.05	1.05	1.05	1.27	35
Jakarta and Surrounding Areas	111	78	70	6.41	1.28	1.28	1.28	1.28	1.28	1.28	1.28	1.28	1.28	1.28	1.54	33
Batam Island	5	4	4	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	1
Other	14	13	12	7.69	1.15	0.74	0.49	0.32	0.21	0.14	0.09	0.06	0.04	1.15	1	
Malaysia	336	200	177	10	9	2	2	1	1	1	1	1	1	1.62	136	
Myanmar	21	9	8	5.00	4.50	1.00	0.50	0.50	0.50	0.50	0.50	0.50	0.50	1.11	12	
Philippina	149	108	103	2.78	0.93	0.62	0.41	0.27	0.18	0.12	0.08	0.05	0.03	0.17	41	
Manila and Surrounding Areas	77	43	41	2.33	2.33	1.55	1.03	0.68	0.45	0.30	0.20	0.13	0.09	0.26	34	
Calabarzon	43	37	35	5.41	0.19	0.13	0.09	0.06	0.04	0.03	0.02	0.01	0.01	0.19	6	
Subic-Clark	6	6	6	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0	
Cebu Island	18	17	17	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	1	
Other	5	5	5	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0	
Singapore	241	167	139	17	2	4	2	2	1	1	1	1	1	3.15	74	
Thailand	831	579	520	28	11	6	3	2	1	1	2	2	3	1.85	252	
VietNam	145	99	94	2.02	1.01	1.01	1.01	1.01	1.01	1.01	1.01	1.01	1.01	0.00	46	
North	61	41	38	2.44	2.44	2.44	2.44	2.44	2.44	2.44	2.44	2.44	2.44	0.00	20	
Central	2	1	1	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	1	
South	82	57	55	2	2	2	2	2	2	2	2	2	2	0.11	25	
Southwestern Asia	254	95	75	3.16	2.11	4.21	1.05	1.05	1.05	1.05	1.05	1.05	1.05	4.45	159	
Bangladesh	16	12	11	8.33	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	4	
India	203	66	50	1.52	3.03	4.55	1.52	1.52	1.52	1.52	1.52	1.52	1.52	3.53	137	
New Delhi and Surrounding Areas	93	25	18	2	2	2	2	2	2	2	2	2	2	1.08	68	
Mumbai and Surrounding Areas	30	10	10	8.00	8.00	8.00	8.00	8.00	8.00	8.00	8.00	8.00	8.00	1.10	20	
Bangalore and Surrounding Areas	33	14	11	7.14	7.14	13.57	19	19	19	19	19	19	19	13.57	19	
Chennai and Surrounding Areas	40	14	13	7.14	7.14	0.36	0.26	0.17	0.11	0.07	0.05	0.03	0.02	0.36	26	
Other	7	3	3	0.0												

Q26. What country/territory do you see as the most promising export market for your company's business/products over the next one to three years? Please select one from the list below.

	Total	Valid	Indonesia	Malaysia	VietNam	Philippin	Singapore	Thailand	CLM (Cambodia Laos, Myanmar)	India	Other Asia	Japan	Korea	Mainland China	Hong Kong	Taiwan	US	Europe	Oceania (Australi a, New Zealand)	Russia	Middle East	Other	Unknown	
TOTAL	3,486	2,234	215	40	165	20	45	98	48	323	25	464	20	314	24	19	100	107	54	14	62	77	1,252	
	100.00	100.00	9.62	1.79	7.39	0.90	2.01	4.39	2.15	14.46	1.12	20.77	0.90	14.06	1.07	0.85	4.48	4.79	2.42	0.63	2.78	3.45	35.92	
ASEAN	1,865	1,330	190	33	114	16	31	58	43	251	13	208	7	156	4	5	57	58	12	4	32	38	535	
	100.00	100.00	14.29	2.48	8.57	1.20	2.33	4.36	3.23	18.87	0.98	15.64	0.53	11.73	0.30	0.38	4.29	4.36	0.90	0.30	2.41	2.86	28.69	
Cambodia	12	4			1							3											8	
	100.00	100.00			25.00							75.00												66.67
Indonesia	130	88		6	7	4	2	9	2	11	2	21		9	1		4	2	1		3	4	42	
	100.00	100.00		6.82	7.95	4.55	2.27	10.23	2.27	12.90	2.27	23.86		10.23	1.14		4.55	2.27	1.14		3.41	4.55	32.31	
Jakarta and Surrounding Areas	111	73		4	5	3	2	8	2	10	1	16		7	1		4	2	1		3	4	38	
	100.00	100.00		5.48	6.85	4.11	2.74	10.96	2.74	13.70	1.37	21.92		9.59	1.37		5.48	2.74	1.37		4.11	5.48	34.23	
Batam Island	5	4		1	1					1		1											1	
	100.00	100.00		25.00	25.00					25.00		25.00												20.00
Other	14	11		1	1	1		1			1	4		2									3	
	100.00	100.00		9.09	9.09	9.09		9.09			9.09	36.36		18.18										21.43
Malaysia	336	225	53		15	4	13	22	2	24	2	31	1	29			7	10	1		4	7	111	
	100.00	100.00	23.56		6.67	1.78	5.78	9.78	0.89	10.67	0.89	13.78	0.44	12.89			3.11	4.44	0.44		1.78	3.11	33.04	
Myanmar	21	12			1			1	2			3		4									9	
	100.00	100.00			8.33			8.33	16.67			25.00		33.33									42.86	
Philippina	149	113	9	2	7		2	11	1	9	3	24	1	20	1	2	10	6	1		1	3	36	
	100.00	100.00	7.96	1.77	6.19		1.77	9.73	0.88	7.96	2.65	21.24	0.88	17.70	0.88	1.77	8.85	5.31	0.88		0.88	2.65	24.16	
Manila and Surrounding Areas	77	52	4		5		1	7	1	4	1	13		5			5	2	1		1	2	25	
	100.00	100.00	7.69		9.62		1.92	13.46	1.92	7.69	1.92	25.00		9.62			9.62	3.85	1.92		1.92	3.85	32.47	
Calabarzon	43	35	4	1	1		1	2		5	2	5	1	4	1	2	3	3					8	
	100.00	100.00	11.43	2.86	2.86		2.86	5.71		14.29	5.71	14.29	2.86	11.43	2.86	5.71	8.57	8.57					18.60	
Subic-Clark	6	5						2						2									1	
	100.00	100.00						40.00						40.00									16.67	
Cebu Island	18	17	1	1	1							4		9									1	
	100.00	100.00	5.88	5.88	5.88							23.53		52.94									5.56	
Other	5	4										2					1	1					1	
	100.00	100.00										50.00					25.00	25.00					20.00	
Singapore	241	141	28	8	13			9	3	40	2	4		18			1	2	2		7	3	100	
	100.00	100.00	19.86	5.67	9.22			6.38	2.13	28.37	1.42	2.84		12.77			0.71	1.42	1.42		4.96	2.13	41.49	
Thailand	831	644	92	17	70	7	12		26	160	1	93	4	58	2	2	24	34	7	2	15	18	187	
	100.00	100.00	14.29	2.64	10.87	1.09	1.86		4.04	24.84	0.16	14.44	0.62	9.01	0.31	0.31	3.73	5.28	1.09	0.31	2.33	2.80	22.50	
VietNam	145	103	8					1	2	6	7	9	29	18			11	4		2	2	2	42	
	100.00	100.00	7.77					0.97	1.94	5.63	6.80	6.80	2.91	28.16	0.97	17.48	10.68	3.88		1.94	1.94	1.94	28.97	
North	61	39	2					2	3		3	11		7			7	1			1	1	22	
	100.00	100.00	5.13					5.13	7.69		7.69	25.6		28.21			17.95	2.56			2.56	2.56	36.07	
Central	2	1																					1	
	100.00	100.00																					50.00	
South	82	63	6			1		3	7	4	2	18	1	11			3	3		2	1	1	19	
	100.00	100.00	9.52			1.59		4.78	11.11	6.35	3.17	28.57	1.59	17.46			4.76	4.76		3.17	1.59	1.59	23.17	
Southwestern Asia	254	122	5	1	4		3	8	2	7	32	1	9	2			5	12			15	14	132	
	100.00	100.00	4.10	0.82	3.28		2.46	6.56	1.64	1.64	5.74	26.23	0.82	7.38	1.64		4.10	9.84			12.30	11.48	51.97	
Bangladesh	16	14								1		5	1	4	1		1	1					2	
	100.00	100.00								7.14		35.71	7.14	28.57	7.14		7.14	7.14					12.50	
India	203	91	5	1	4		1	8	2		5	24		3			3	11			13	11	112	
	100.00	100.00	5.49	1.10	4.40		1.10	8.79	2.20		5.49	26.37		3.30			3.30	12.09			14.29	12.09	55.17	
New Delhi and Surrounding Areas	93	39	3		3		1	4	2		1	11						5			3	6	54	
	100.00	100.00	7.69		7.69		2.56	10.26	5.13		2.56	28.21						12.82			7.69	15.38	58.06	
Mumbai and Surrounding Areas	30	12	2									3		1			2				3	1	18	
	100.00	100.00	16.67									25.00		8.33			16.67				25.00	8.33	60.00	
Bangalore and Surrounding Areas	33	16			1			1			2	5		1							4	2	17	
	100.00	100.00			6.25			6.25			12.50	31.25		6.25							25.00	12.50	51.52	
Chennai and Surrounding Areas	40	20		1				3			2	4		1			1	6			2		20	
	100.00	100.00		5.00				15.00			10.00	20.00		5.00			5.00	30.00			10.00		50.00	
Other	7	4										1									1	2	3	
	100.00	100.00										25.00									25.00	50.00	42.86	
Pakistan	12	5									1										2	2	7	
	100.00	100.00									20.00										40.00	40.00	58.33	
Sri Lanka	23	12						2		1	1	3		2	1							1	11	
	100.00	100.00						16.67		8.33	8.33	25.00		16.67	8.33		8.33						47.83	
Oceania	262	151	7		8	1	4	3		5	1	27	3	40	2	2	3	1	34	1	3	6	111	
	100.00	100.00	4.64		5.30	0.66	2.65	1.99		3.31	0.66	17.88	1.99	26.49	1.32	1.99	0.66	22.52	0.66	1.99	3.97	3.97	42.37	
Australia	170	101	7		4	1	4	3		4	1	14	3	25	2	2	2		25		2	2	69	
	100.00	100.00	6.93		3.96	0.99	3.96	2.97																

## 2010 Survey of Japanese-Affiliated Firms in Asia and Oceania

Q28-D. Wage increase over the previous year (Average in all job types):

	Total	Valid	Average	Unknown
TOTAL	3,486	2,980	7.16	506
	100.00	100.00		14.52
ASEAN	1,865	1,652	5.72	213
	100.00	100.00		11.42
Cambodia	12	11	6.00	1
	100.00	100.00		8.33
Indonesia	130	115	8.28	15
	100.00	100.00		11.54
Jakarta and Surrounding Areas	111	98	8.33	13
	100.00	100.00		11.71
Batam Island	5	4	7.00	1
	100.00	100.00		20.00
Other	14	13	8.29	1
	100.00	100.00		7.14
Malaysia	336	285	5.02	51
	100.00	100.00		15.18
Myanmar	21	20	12.98	1
	100.00	100.00		4.76
Philippina	149	134	4.97	15
	100.00	100.00		10.07
Manila and Surrounding Areas	77	70	5.30	7
	100.00	100.00		9.09
Calabarzon	43	41	4.32	2
	100.00	100.00		4.65
Subic-Clark	6	5	4.46	1
	100.00	100.00		16.67
Cebu Island	18	15	4.80	3
	100.00	100.00		16.67
Other	5	3	7.66	2
	100.00	100.00		40.00
Singapore	241	200	3.54	41
	100.00	100.00		17.01
Thailand	831	752	4.59	79
	100.00	100.00		9.51
VietNam	145	135	14.18	10
	100.00	100.00		6.90
North	61	59	13.82	2
	100.00	100.00		3.28
Central	2	2	9.50	-
	100.00	100.00		-
South	82	74	14.60	8
	100.00	100.00		9.76
Southwestern Asia	254	200	11.30	54
	100.00	100.00		21.26
Bangladesh	16	16	11.50	-
	100.00	100.00		-
India	203	155	11.44	48
	100.00	100.00		23.65
New Delhi and Surrounding Areas	93	75	11.91	18
	100.00	100.00		19.35
Mumbai and Surrounding Areas	30	18	12.68	12
	100.00	100.00		40.00
Bangalore and Surrounding Areas	33	26	11.83	7
	100.00	100.00		21.21
Chennai and Surrounding Areas	40	31	9.27	9
	100.00	100.00		22.50
Other	7	5	11.47	2
	100.00	100.00		28.57
Pakistan	12	11	12.09	1
	100.00	100.00		8.33
SriLanka	23	18	9.36	5
	100.00	100.00		21.74
Oceania	262	194	2.91	68
	100.00	100.00		25.95
Australia	170	132	3.20	38
	100.00	100.00		22.35
New Zealand	92	62	2.30	30
	100.00	100.00		32.61
East Asia	1,105	934	9.71	171
	100.00	100.00		15.48
China	806	682	12.13	124
	100.00	100.00		15.38
Liaoning	92	80	14.66	12
	100.00	100.00		13.04
Beijing	81	63	8.64	18
	100.00	100.00		22.22
Tianjin	33	27	13.19	6
	100.00	100.00		18.18
Shandong	131	109	11.71	22
	100.00	100.00		16.79
Jiangsu	37	31	11.73	6
	100.00	100.00		16.22
Shanghai	133	116	10.30	17
	100.00	100.00		12.78
Guangdong	261	224	13.53	37
	100.00	100.00		14.18
Other	38	32	10.43	6
	100.00	100.00		15.79
Hong Kong	85	72	2.65	13
	100.00	100.00		15.29
Taiwan	129	107	2.20	22
	100.00	100.00		17.05
Korea	85	73	5.03	12
	100.00	100.00		14.12
Unknown	-	-	-	-
	-	-	-	-