

## FCIJ BCS April 2008- Comments to Strategies in Japan

1. Growth through acquisition. 2. Profitability through organizational, operational, and managerial excellence 3. 60month comprehensive strategic and operational plan.

1. Technical differentiation against competition in order to gain market share. 2.Improve overall support capabilities of Japan organization towards customers in Japan.

A COMPANY OF THE FUTURE.

Aim to end users with new products and new sales men.

Already at minimum level.

Although the strategy is for growth, the market impact to the business was greater than expected.

Build a casual dining restaurant brand and go nationwide.

Changed course from expansion to reduction

Committed to grow to become one of the prominent foreign players in the industry.

competitors may be withdrawing.

consolidating and building a quality team, not quantity.

Despite slowdown, the Company continues to invest in Japan and seek to build presence and market share.

Do not see any significant growth opportunities, but plan to maintain current growth.

Emphasize new product development

Entering the market was very hard. Now that we are in, introducing new product lines is much easier than the initial ones.

Expanding to other cities throughout Japan. Comprehensive marketing strategy will be implemented.

Expansion of sales outlets with improved promotion and service.

Exploring niche strategy.

Focus of profitable business while keeping overhead as small as possible. Diversify product line-up and explore other business areas.

Focus on the customers who are growing further.

Further control the distribution

Generate more added value in Japan by investing in machines and equipment here.

globally integrated enterprise, i.e. more and more providing services from places outside of Japan but also getting services for other parts of the world from within Japan - depending on skills and competitiveness

high-end technology industries/applications.

Huge market still largely untapped. More investment and investment commitment should allow strong growth

I am a lawyer in sole practice.

I don't know for sure. I do know, however, we have hired a lot more staff in the past several months.

Important market. We have to be here

introduce new products/expand current offering - go in new healthcare markets

Investing in related, but different medical device segments within Japan.

Its a fairly new company that is expanding rapidly

Japan is our main market

Japanese market is the world main market for us. It proves more open than we had ever expected.

Merger with other company.

More growth focus on other Asian Countries i.e. Thailand,China

No big growth is expected, strengthen technical presence in Automotive, Electronics and Aerospace market.

Our company's strategy in Japan is based for subsidiaries and business partners in Japan

Our target is to obtain new businesses from Japanese global manufacturing companies who aim to expand overseas.

Premium Luxury niche strategy

Primary target is share of market improvements via product innovations and quality.

Promote one of our a portfolio such as China Biz

Seeking 5%-10% unit volume growth, more in revenue terms.

Seeking critical mass where everybody has heard of us

Seeking to expand. Profitability always first with steady sales and proven results then seek financing for duplicating growth.

Since we are multi-national company, we still see some technology alignment with Japanese company and grow

The HR market will expand basically.

The M&A market in which we operate is pretty static in terms of growth - especially given regulatory constraints - so excess growth in our size would be difficult to support

The recruitment market is still immature and there are significant opportunities for a professional firm to grow market share.

To increase market share as quickly as possible without sacrificing profitability nor devaluing our solutions

Top management commitment to Japan on all key business areas to expand with opportunities to hire talented people due to weakening positions of our competitors that are still hurting from the sub-prime fallout.

trying to maintain last years performance will be a major achievement

Very quick growth in the first 5 years. Now we are stabilizing to focus on target areas of improvement requested by the university. Next year's strategy requires less man-capital so we are slightly downsizing but for very good reasons. After evaluating this year's results then we may be required to expand again.

Want to return to 2006 levels by the end of 2008

We are active in a specific niche in the market that is growing substantially. we intend to grow with this market keeping our position within the top players

We are also pursuing an M&A strategy at various levels of the vertical supply chain.

We are entering the market just now

We are expanding from the traditional Japanese marketing patterns and integrating more US style strategies by attempting to decellulate the traditional system and create nationwide directories.

We are in Japan for the long term

We are looking to bring on 2 to 3 more experienced consultants this year.

We are new in the market and if we are accepted, potential market size can be large.

WE are now looking to expand our product line and obtaining sole distributorship in the Okinawa market.

We are open for new business combinations with Japanese companies. Our market share is still below global average.

We are the leader in Japan for grants. However, all funds are donated and not generated by the institution.

we chose an extended model for our limited liability partnership our strategy is to continue building a reliable network with partners inside Japan and abroad in order to respond to local needs for global communication , partners sourcing, global exhibitions etc

We continue to seek areas where we can grow while working to improve our current business practices.

We go for the long term and long view, thank Goodness.

We have a number of new opportunities to grow our business in Japan.

We have added new services to compliment our client's needs.

We have already downsized to some extent, and would like to maintain operations at our current level.

We make great software that is pretty much the only system of its kind.

we mostly wish to diversify, given the risks of being in one only, or too few sectors.

We plan to take advantage of growth in the malt market overall an dalso by increasing the range of products we stock.

We see a lot of market opportunity in the long term.

We see lots of room for opportunity and growth for our secific product in this market

We see the current downtrend as temporary set back

We will seek to grow via partnership with Japanese companies.

We wish to grow! Competition is hard but our goal is to capture market share.

we work in a nice market related to the machine tool business. The forecst for this sector is a constant moderate expansion in the next 5-10 years