

FCIJ Business Confidence Survey – Spring 2009

COMMENTS TO BUSINESS PERFORMANCE

- FX-hedge new products savings efforts long term contracts
- Special efforts, service and quality, customers
- Around Nov 08, the majority of customers whom we expected to order (within dec08) almost all simultaneously delayed purchase decision indefinitely, this situation continues. however, fortunately it is being offset to some extent by other companies with plan and budget ready.
- Introduction of products / services currently no available in Japan
- In our field of activities no public tenders have been released.
- The global recession is impacting our key clients business, especially automotive and finance industry.
- The new alliance and the new product may increase the sales and improve the profit.
- We depend upon our consulting experience.
- As market shrinks the competition increases, driving prices downward.
- Change of Insurance Law, slow new product approval process, lack of fair competition on agent recruitment are major barriers against our growth in Japanese insurance market.
- More competitive competition in our field of the restaurant chain business and our temporary staffing business, and our real-estate business.
- We've invested heavily in building up our online presence and as e-commerce has really started to take-off we're seeing returns on that investment.
- Our market is strong and exchange rates have helped
- Meeting with the market restructuring demands such as M&As
- Our clients have had a very, very quiet 6 months and many of their projects have been scaled down or cancelled.
- Client having less to spend
- Although revenues have shown some decline, developing marketing & clients is critical.
- Financial crisis impacted on the domestic demand, upon which we are almost entirely reliant
- Also the depressing economy is helping our business
- My business is to deal with Real Estate Funds and the Funds now are in stall situation and will continue for some time.
- People realize the value of investing in their companies VI & CI in a competitive market, in terms of re-branding their image and associated collateral
- Many competitors leaving the market or going out of business
- New product introductions
- However, there are signs of improvement at the moment, at least in some areas.
- with wider technical capability plus wider marketing to extend possibility of future work
- Focused on key activities
- sharp drop in consumers demand due to serious recession

- Market conditions in financial service industry and in shipping industry.
- We are almost exclusively suppliers of parts to OEMs. When their sales go down, ours goes down as well.
- Fear of future, higher cost due to Fuel surcharges,
- Consumer spending power is declining
- Cost cutting Program, overhead reduction, customer focus program, all programs started already in spring 2008, before full crises impacted business
- Our business is directly linked to Japanese Exports. The Air Freight Market has declined by 50% and has direct impact to our volumes and revenue despite we are doing better than market in general
- Recession time is good for some company who need to improve share by change price scheme. In Japan corporate customers are looking for more cheaper solution but wish not to cu people. So, lower price is good strategy for while need to have customer time consuming but lower product cost.
- Japanese consumer have still enough money, now. However, They do not feel "This is not a time to spend money", now.
- Due to company decision, our terminal business was suspended in Japanese market, but looking for coming back if market could meet with Nokia's strategy
- Our efforts in combination with an improved market.
- downsizing due to competitive and cost pressures
- With more resources, strong products, and weakening (and discontinuity of) competition
- We are switching to direct sales, and away from 100% reliance on distribution.
- We actively cut some of the unprofitable business but at the same time succeeded in writing new more profitable business. This move was only possible due to our very longstanding relationships with Japanese business partners.
- Clients entered new contracts with us in the last 6 months; but I expect less so for the next 12 months.
- The main reason is linked to the global recession and the Automotive and Electronics segments in Japan. All major companies globally are hit.
- We just started
- Market down over 50% in Dec.-March