



RIETI Discussion Paper Series 09-E-028

# **On the Use of FTAs by Japanese Firms: Further evidence**

**TAKAHASHI Katsuhide**

Kokugakuin University

**URATA Shujiro**

RIETI



Research Institute of Economy, Trade & Industry, IAA

The Research Institute of Economy, Trade and Industry

<http://www.rieti.go.jp/en/>

On the Use of FTAs by Japanese Firms: Further Evidence

May 2009

Katsuhide Takahashi\*  
and  
Shujiro Urata\*\*

Abstract

The paper examines the use of Free Trade Agreements by Japanese companies. The FTAs analyzed include Japan's FTAs with Mexico, Malaysia and Chile. Based on 1,688 responses to a questionnaire survey conducted in 2008, the study finds that the utilization rate of FTAs ranges between 32.9% (Japan-Mexico FTA) and 12.2% (Japan-Malaysia FTA). The survey results and the statistical analysis of the determinants of the use of FTAs reveal obstacles to using FTAs that include the limited magnitude of foreign trade with the FTA partner countries, difficulty in obtaining the certificate of origin that is required to use the FTA, lack of knowledge of FTAs, and the small FTA tariff preference that is the difference between the MFN and FTA tariff rates. These findings indicate the need for the government and relevant agencies to reduce the cost of obtaining the certificate of origin and to make efforts to establish FTAs with Japan's major trading partners, such as the United States, EU and China, in order for Japanese companies to obtain greater benefits from FTAs.

\*Department of Economics, Kokugakuin University, Tokyo

\*\* RIETI and Graduate School of Asia-Pacific Studies, Waseda University

The authors would like to acknowledge Ryoji Asano of Osaka Chamber of Commerce and Industry, Hidehiro Okayama of Japan Chamber of Commerce and Industry, and other participants at RIETI seminars for providing useful information.

## 1. Introduction

Japan enacted its first free trade agreement (FTA) with Singapore in 2002. The enactment of an FTA, which is a discriminatory trade agreement favoring the FTA partner country, was a dramatic policy change for Japan because it had pursued non-discriminatory trade policy under the multilateral trade frameworks of the General Agreement of Tariffs and Trade and its successor, the World Trade Organization. One of the reasons behind Japan's shift in trade policy was the rapid expansion of FTAs in the world. Concerned with the negative impacts of being excluded from the trade agreements, Japan decided to change its policy and pursue FTAs<sup>1</sup>.

Since its first FTA with Singapore, Japan actively pursued policies to establish FTAs with a particular emphasis on the member countries of the Association of Southeast Asian Nations (ASEAN). As of March 2009, Japan has enacted nine FTAs: Singapore (2002), Mexico (2005), Malaysia (2006), Chile (2007), Thailand (2007), Indonesia (2008), Brunei (2008), ASEAN (2008) and the Philippines (2008). It is negotiating a number of new FTAs including ones with Australia and India.

One of the major objectives of an FTA is to expand trade with the FTA partner country. It is important to examine if this objective is achieved. With this point in mind, we attempt to examine the use of FTAs by Japanese companies. In order to use an FTA or take advantage of an FTA tariff preference, a company has to obtain the certificate of origin. In Japan, the certificate of origin is issued by the chamber of commerce and industry. In order to undertake the analysis, we use the results of the questionnaire survey on the use of FTAs conducted jointly by the Research Institute of Economy, Trade and Industry (RIETI) and the Japan Chamber of Commerce and Industry. (JCCI)

This study is an extension of an earlier study by Takahashi and Urata (2008), which analyzed the results of a questionnaire survey conducted on Japanese companies in the Osaka, Kyoto and Kobe areas. This study extends the previous study in several respects, one of which being the sample size. The previous survey obtained responses from 469 companies while this study uses the responses from 1,688 companies, not only in Osaka, Kyoto and Kobe, but also in Tokyo and Nagoya. The new survey also includes data on information such as the kinds of products being traded. These new sets of information may produce new findings.

---

<sup>1</sup> See, for example, Urata (2005) and Solis and Urata (2007) on Japan's FTA policy

The structure of the paper is as follows: Section 2 explains the results of the survey with focuses on the utilization rate of FTAs, the reasons for not using FTAs, and the impacts of FTAs; Section 3 conducts an econometric analysis to identify the determinants of the use of FTAs or attributes of the companies using FTAs; Section 4 presents some concluding remarks and policy recommendations.

## **2. Use of FTAs by Japanese Firms: Survey Results**

In February 2008, RIETI along with JCCI jointly conducted a survey on the use of FTAs by Japanese firms. It was the largest survey of its kind and covered firms located in the Tokyo, Osaka, Nagoya, Kyoto and Kobe regions. A questionnaire was sent to 10,953 member companies of JCCI, of which 1,688 responded for response rate of 15.4%. A similar survey was conducted jointly by the Chambers of Commerce and Industry in Osaka, Kobe and Kyoto in 2006 (2006 OCCI Survey, hereafter). In that survey, a questionnaire was e-mailed to 4,204 member companies and 469 member companies responded for a response rate of 11.2%. In our analysis below, we make comparisons between the results from these two surveys when such comparisons are meaningful.<sup>2</sup>

Table 1 shows the utilization rate by industry, of three FTAs involving Japan with Mexico, Malaysia and Chile, respectively. In the case of the Japan-Mexico FTA, 94 of the 286 firms engaged in trading with Mexico reported using the Japan-Mexico FTA for their exports, a utilization rate of 32.9%, which is much higher compared to the rate obtained from the 2006 OCCI survey (17.6%). The result shows that the use of FTAs increased significantly in two years from 2006 to 2008. For the Japan-Mexico FTA, the transportation machinery industry was the most active user of FTA preferential tariffs, as 51.2% of the companies in that sector used the FTA. This reflects the fact that the Mexican government imposes high tariffs on automobile and auto parts imports, and that Mexico has become a major automotive industry hub for multinational companies with almost all major car manufacturers from Japan, the U.S. and EU operating in Mexico. For Japan's part, one of the important motives behind the Japan-Mexico FTA was to overcome the unfavorable export condition arising from not having an FTA with Mexico while both U.S. and EU companies were benefiting from preferential access to the

---

<sup>2</sup> JETRO conducted a questionnaire survey in 2006 and found that 13.3% (97 of 728 responding companies) of companies were “utilizing or planning to utilize preferential tariff schemes.”

Mexican market through their respective FTAs with Mexico.

In the case of the Japan-Malaysia FTA, 85 of the 695 firms engaged in trading with Malaysia reported using it, a utilization rate of 12.2 %, which was considerably higher than the 7.0% rate found in the 2006 OCCI survey. Transportation machinery shows a relatively high utilization rate with respect to other industries. Similar to the Japan-Mexico FTA, companies in the transport machinery industry used FTA preference more than any other industry; although its utilization rate of 26.1% is significantly lower than the corresponding rate for the Japan-Mexico FTA.

The utilization rate for the Japan-Chile FTA is 23.7%. With respect to utilization rates by industry, transportation machinery at 33.3% exhibits the high rate in the Japan-Chile FTA, similarly to the other FTAs studied. The steel industry utilization rate is also high at 33.3%. As indicated above, one important reason for the differences between utilization rates among industries is the difference in preferential treatment in terms of the tariff differential between MFN rates and FTA rates among industries.

The utilization rate of FTAs by Japanese companies does not seem particularly high; therefore it is important to identify the reasons why they are not using FTAs. Table 2 shows some of the reasons for the low usage ratio. Three major reasons for not using FTAs are (1) low trade volume with FTA partner countries, (2) lack of knowledge about the use of FTAs, and (3) complicated procedures for obtaining the certificate of origin required by FTAs. The third reason is particularly serious for the Japan-Chile FTA, as 35.2% of the companies not using the Japan-Chile FTA referred to the certificate of origin as the reason why. Related to this point, the cost of obtaining the certificate of origin is another factor against using FTAs. The cost includes not only the payment necessary to obtain the certificate of origin, but additional expenses for items such as collecting information on the origins of inputs used for the product to be exported under the FTA (IDE, 2007).

One reason for not using FTAs is the limited volume of trade with FTA partner countries. Japan's trade with FTA partners covers 14.8% of its total trade. The use of FTAs is bound to increase if Japan were more successful in increasing its number of FTAs. In order to increase the FTA utilization rate, it is very important to establish FTAs with large trading partners such as the United States and China.

Some companies, especially smaller ones, reported that the difference between MNF

and FTA tariffs is too small for them to obtain benefits from FTAs. Exporters pay the low-cost MFN tariffs rather than troubling themselves with obtaining an FTA tariff preference. (The *Economist*, September 4, 2008) To put it differently, FTA tariff preferences are not attractive enough to encourage greater use of FTAs.

Let us analyze the impact of FTAs on Japanese companies, which provide very useful information for policymakers. The results of the impacts of four FTAs are shown in Table 3. In regard to exports, 12.5% of the respondents reported a positive impact from the Japan-Mexico FTA, while the impacts from other FTAs are lower. Indeed, only 6% of the respondents experienced an increase in their exports from the Japan-Chile FTA.

Only a small proportion of the respondents enjoyed increased profitability. Among them, a relatively large percentage, or 14.4% of respondents, attributed the increase in profits to the Japan-Malaysia FTA. The corresponding proportions are significantly smaller for other FTAs. Approximately 10% of the respondents, excluding those who responded for the Japan-Chile FTA, experienced higher costs and lower profits. This is likely to reflect the costs associated with obtaining the certificate of origin. If this is correct, qualifying for the Japan-Chile FTA may be the least complicated and result in the lowest increase in costs

Recognizing the fact that foreign trade is a relatively small portion of sales for many Japanese firms whose use of FTAs is rather limited, it is no wonder that FTAs have only a minor impact on Japanese firms in terms of profits and costs. However, this may not be the case for small firms that are highly dependent on exports. Further detailed analysis is needed to identify the reasons for not using FTAs.

### **3. The Determinants of the Use of FTAs: An application of the Probit model**

The analysis in the previous section revealed FTA usage rates by Japanese firms, and reasons for not using FTAs. Next we will follow a statistical approach in an attempt to discern what factors determine the use of FTAs by Japanese firms. Specifically, we will try to identify the common characteristics of the Japanese firms that tend to use FTAs. For the analysis, we apply the probit model for explaining a binary (0/1) dependent variable.<sup>3</sup> The value of the dependent variable is set to unity if a company uses the FTA ( $Y=1$ ) and set to zero if it does not use the FTA ( $Y=0$ ) in the period in which our survey was conducted. We assume that a set of

---

<sup>3</sup> On the probit estimation see, for example, Greene (2007)

factors associated with a company, such as the company's size, trade relationship with an FTA partner country, or the industry it operates in, can influence its decision whether or not to use an FTA.

For the explanatory variables related to company characteristics, we measure company size using three indicators: the number of employees (EMP), the amount of paid-in capital (CAP), and the total amount of sales (SAL). We also include information on the company's relationship with the FTA partner country from two perspectives: foreign direct investment and foreign trade. If a company has an overseas affiliate in the FTA country, BSG is unity, otherwise zero. If a company has a substantial trade relationship with the FTA country, TSG is unity, otherwise zero.<sup>4</sup> In order to distinguish between the uses of different FTAs among companies trading different products, we include product dummy variables based on the information on the products exported.

Recognizing that using the FTA preference incurs costs, and that large companies with abundant resources, such as labor and capital, are more likely to use FTAs than small and medium-sized companies, we expect the estimated coefficients on EMP, SAL and CAP to be positive. We expect the coefficients for BSG and TSG to also be positive because a company that depends on its business in an FTA partner country is more likely to use an FTA. As for the differences between industries, we expect the use of FTAs is likely to be high in some industries, such as steel and automobiles, where the differences between MFN and FTA tariff rates are substantial. The definitions of the independent variables and their expected signs from the estimation are provided in Table 4.

To statistically discern the determinants of the use of an FTA, we conducted a probit estimation by applying three types of specifications, which use the three different variables indicating company size. The results of the probit estimation are shown in Table 5. The results show that large companies tend to use FTAs as the estimated coefficients measured by magnitude of employment (EMP), sales (SAL) and paid-in capital (CAP), are positive and statistically significant for all cases. These results, which are consistent with our expectations, indicate that the use of FTAs requires a certain amount of human, financial and other resources to obtain the certificate of origin. The results also support the view that the cost of obtaining the

---

<sup>4</sup> Substantial trading partner means that country in question is ranked within top three countries for the company in terms of trade relation.

certificate of origin has the characteristic of a fixed cost, because once a company obtains the certificate of origin it can use it to export as much of a particular product as it wishes. Because of this characteristic concerning the certificate of origin, large companies are better positioned to benefit from the use of FTAs. This point is confirmed from the information on the utilization rates of FTAs by different size companies according to paid-in capital (Table 6). The larger the company is, the higher the utilization rate. Improving the utilization rate among small- and medium-sized companies is a challenge that policymakers have to deal with successfully, in order to increase the FTA utilization rate.

Turning to the impacts of business relationships with the FTA partner country, we find from the estimated results on BSG that a firm owning an affiliate in a FTA partner country tends to use the corresponding FTA. This is the case for the Japan-Mexico FTA and Japan-Chile FTA, while such a relationship is not found to be statistically significant in the case of Japan-Malaysia. The estimated results on TSG are found to be positive and significant in all the cases, confirming the view that the significance of the trading partner country affects the frequency of using an FTA.

The results for the estimated coefficients of the product variables indicate that the companies engaged in trading transport machinery used FTAs for all the FTAs considered tend to use FTAs. This finding reflects the fact that MFN-tariff rates on transport machinery are substantially high, leading to huge benefits for companies using FTAs. This finding is consistent with the large increase in exports of transport machinery from Japan to Mexico after the enactment of the Japan-Mexico FTA, as Mexico's imports of cars from Japan went up 22% in 2007 from the previous year.

The Japanese companies engaged in trading textiles were not found to be using the Japan-Chile FTA. This may be due to the small difference between the MFN and FTA tariff rates applied to textiles in Chile, but further analysis has to be conducted to identify the reasons for this finding.

#### **4. Conclusions**

The results of the survey among Japanese companies regarding utilization rates of the three FTAs Japan entered into in 2008 (with Mexico, Malaysia, Chile) show the utilization rate, i.e., the share of companies using an FTA out of the total number of companies engaged in trade

with that particular FTA partner country, ranges from 12.2% (Japan-Malaysia FTA) to 32.9% (Japan-Mexico FTA). The utilization rate appears to have risen over time, as the corresponding rate for the Japan-Mexico FTA was only 12.6% in 2006. This is perhaps due to the fact that information on the FTAs spread to reach a larger number of companies with the passage of time.

The same survey identifies several obstacles facing Japanese companies in the use of FTAs. The serious obstacles include the limited magnitude of foreign trade with the FTA partner countries, difficulty in obtaining the certificate of origin that is required to use the FTA, and a lack of knowledge of FTAs. Several companies think that the FTA tariff preference, which is the difference between the MFN and FTA tariff rates, is very small. The analysis of the determinants of use of FTAs produces findings that are consistent with the findings from the survey. Namely, the statistical analysis finds that the companies with the following characteristics tend to use FTAs: large in size, substantial business relations with the FTA partner country, and companies operating in the transport machinery industry where MFN tariff rates are high. The results of our analysis are consistent with those found in Takahashi and Urata (2006), reassuring the robustness of the findings.

Several policy implications can be drawn from this study. First, policymakers and administrators should make efforts to reduce the costs of using FTAs. Specifically, the cost of obtaining the certificate of origin should be reduced by simplifying the procedure and by providing assistance to small- and medium-sized companies, which do not have a large amount of human and financial resources. Second, the Japanese government should establish FTAs with Japan's major trading partners – China, the U.S and the EU – and obtain tariff concessions on products with high tariff rates. Such FTAs would increase the FTA utilization rate and greatly benefit Japanese companies.

## References

Greene, William H. (2007), *Econometric Analysis*, 6th edition, Prentice Hall, NJ, USA

Institute of Developing Economies (2007), "Economics of East Asian Economic Integration, Midterm Report" Koji Nishikimi ed.

[http://www.ide.go.jp/Japanese/Publish/Report/pdf/Ch9\\_Hiratsuka.pdf](http://www.ide.go.jp/Japanese/Publish/Report/pdf/Ch9_Hiratsuka.pdf)

Japan External Trade Organization (2007), *2007 White Paper on International Trade and Foreign Direct Investment*

Japan External Trade Organization (2008), *2008 White Paper on International Trade and Foreign Direct Investment*

Solis, Mireya and Shujiro Urata (2007), "Japan's New Foreign Economic Policy: A Shift toward a Strategic and Activist Model?" *Asian Economic Policy Review*, Vol.2, Issue 2, December, pp.227-245.

Takahashi, Katsuhide and Shujiro Urata (2008), "On the Use of FTAs by Japanese Firms," RIETI Discussion Paper Series 08-E-002

Urata, Shujiro (2005) "Free Trade Agreements: Catalyst for Japan's Economic Revitalization," T. Ito, H. Patrick and D.E. Weinstein eds. *Reviving Japan's Economy*, Cambridge, MA: MIT Press, pp.377-410.

### **Appendix 1. Regional difference in utilization rate**

Table A1 shows differences in the utilization of FTAs with respect to the location of the responding companies. The rate is a bit higher in Kansai than Tokyo, a difference which is statistically significant and probably attributable to the positive publicity campaign of the Chamber of Commerce in Kansai.

### **Appendix 2: Characteristics of Questionnaire Survey Respondents**

Tables A2-A8 report the characteristics of the respondents to the questionnaire survey.

**Table1.Utilization Rate of FTAs by Trading Products**

Industry classification	Mexico			Malaysia			Chile		
	Number of Firms		FTA Utilization Rate (%)	Number of Firms		FTA Utilization Rate (%)	Number of Firms		FTA Utilization Rate (%)
	Respondents	using FTA		Respondents	using FTA		Respondents	using FTA	
Steel	19	9	47.4	50	9	18.0	18	6	33.3
Industrial Machinery	72	19	26.4	170	17	10.0	43	9	20.9
Transportation Machinery	43	22	51.2	88	23	26.1	42	14	33.3
Electronics	40	9	22.5	86	9	10.5	28	4	14.3
Textile	13	5	38.5	46	6	13.0	10	1	10.0
Chemical Products	36	9	25.0	103	7	6.8	30	6	20.0
Convenience Goods	17	4	23.5	41	4	9.8	17	3	17.6
Foods	11	4	36.4	26	4	15.4	13	3	23.1
Others	35	13	37.1	85	6	7.1	31	9	29.0
Total	286	94	32.9	695	85	12.2	232	55	23.7

Source: Computed from RIETI-JCCI survey

**Table 2. Reasons for not Using FTA (multiple answers)**

	Mexico (50)		Malaysia (175)		Chile (54)	
	# of firms	% of total	# of firms	% of total	# of firms	% of total
Trade volume with trading partner is small	16	32.0	46	26.3	9	16.7
Lack of knowledge/or do not know how to use	14	28.0	46	26.3	10	18.5
Difficulty in acquiring certificate of origin	10	20.0	31	17.7	19	35.2
Tariff preference by FTAs is too small	3	6.0	16	9.1	1	1.9
MFN rate is lower than FTA rate	0	0.0	3	1.7	0	0.0
Difficult to fulfill the requirement of ROO	2	4.0	5	2.9	3	5.6
Under consideration	2	4.0	18	10.3	7	13.0
Others	8	16.0	24	13.7	13	24.1
N.A.	7	14.0	35	20.0	5	9.3

Source: Computed from RIETI-JCCI survey

Table 3. Effects of FTAs: Repondents Share of Total (%)

	Mexico	Malaysia	Chile
Increase of exports	12.5	9.9	5.9
No change of exports	34.7	20.9	19.6
Increase of profit	4.2	14.4	2.0
No change of profit	9.7	8.8	3.9
Increase of cost	12.5	11.0	5.9
No change of cost	4.2	6.6	3.9
No clear effects thus far	27.8	24.2	35.3
N.A.	20.8	34.1	35.3

Source: Computed from RIETI-JCCI survey

Table 4: Definition of Explanatory Variables and Expected Signs.

Variables	Definition	Assigned values	Expected sign
EMP	Number of employees	=1,if firm employs more than 100 workers,	+
	(log scale)	=0, otherwise	
SAL	Total amount of sales	=1,if a firm's total amount of sales is more than 10 billion yen	+
	(log scale)	=0, otherwise	
CAP	Scale of capital	=1 firm's capital is more than \1 billion,	+
	(log scale)	=0, otherwise	
BSG	Owning business bases in Mexico, Malaysia or Chile	=1,if firm has a business base (production, sales, or other)	+
		=0, otherwise	
TSG	Mexico, Malaysia or Chile is a major trading partner?	=1,if firm has strong trade relationship with Mexico,	+
		=0, otherwise	
Steel	Products in which a company deals	=1,if a firm deals in Steel	+
		=0, otherwise	
Industrial Machinery	Products in which a company deals	=1,if a firm deals in Industrial Machinery	?
		=0, otherwise	
Transportation Machinery	Products in which a company deals	=1,if a firm deals in Transportation Machinery	+
		=0, otherwise	
Electronics	Products in which a company deals	=1,if a firm deals in Electronics	?
		=0, otherwise	
Textile	Products in which a company deals	=1,if a firm deals in Electronics	?
		=0, otherwise	
Chemical	Products in which a company deals	=1,if a firm deals in Chemical	?
		=0, otherwise	
Convenience Goods	Products in which a company deals	=1,if a firm deals in Convenience Goods	?
		=0, otherwise	
Food	Products in which a company deals	=1,if a firm deals in Food	?
		=0, otherwise	
Others	Products in which a company deals	=1,if a firm deals in Other Products	?
		=0, otherwise	

Table 5 The Determinants of the Use of FTAs

Mexico	Mexico						Malaysia						Chile					
	Eq. I		Eq. II		Eq. III		Eq. I		Eq. II		Eq. III		Eq. I		Eq. II		Eq. III	
Const.	-2.49	***	-4.79	***	-3.36	***	-2.39	***	-3.79	***	-3.87	***	-2.61	***	-5.33	***	-3.51	***
EMP	0.28	***					0.23	***					0.28	***				
SAL			0.29	***					0.19	***					0.33	***		
CAP					0.17	***					0.23	***					0.17	***
BSG	0.95	***	0.96	***	1.07	***	0.2		0.2		0.08		0.49	**	0.39	*	0.57	***
TSG	1.84	***	2.04	***	1.76	***	1	***	1.04	***	1.05	***	1.58	***	1.79	***	1.58	***
Steel	0.34	*	0.33		0.3		0.22		0.18		0.18		0.21		0.17		0.18	
Machinery	-0.02		-0.03		-0.01		-0.11		-0.13		-0.1		-0.14		-0.16		-0.13	
Transportation Machine	0.66	***	0.58	***	0.64	***	0.7	***	0.68	***	0.7	***	0.67	***	0.66	***	0.65	***
Electronics	-0.22		-0.23		-0.2		-0.12		-0.13		-0.13		-0.32		-0.34		-0.3	
Textile	-0.23		-0.21		-0.23		-0.13		-0.13		-0.1		-0.75	*	-0.79	*	-0.77	*
Chemical	0.03		-0.07		0		-0.32		-0.34	*	-0.33		-0.03		-0.18		-0.04	
Convenience Goods	-0.18		-0.07		-0.21		-0.08		-0.01		-0.06		-0.09		0.03		-0.12	
Food	-0.21		-0.29		-0.25		-0.02		-0.1		-0.07		-0.24		-0.33		-0.31	
Others	-0.16		-0.28		-0.21		-0.43	**	-0.64	***	-0.49	***	-0.09		-0.11		-0.13	
MacFaden R-squaed	0.21		0.24		0.2		0.17		0.18		0.18		0.18		0.19		0.17	

Notes: '\*\*\*', '\*\*', '\*' indicate statistical significance at 1, 5, 10 percent, respectively.

Table6. Utilization of FTAs in terms of Paid-in Capital.

	Number of Firms	Number of Firms Using FTA	Share (%)
I more than 10 billion yen	79	15	19
II more than 1 billion yen and less than 10 billion yen	128	19	14.8
III more than 100 million yen and less than 1 billion yen	285	24	8.4
IV more than 50 million and less than 100 million yen	226	13	5.8
V more than 10 million and less than 50 million yen	751	58	7.7
VI less than 10 million and yen	144	12	8.3
N.A.	71	9	12.7
Total	1,684	150	8.9

Source: RIETI-JCCI Questionnaire Survey

Table A1. Regional Difference in FTA Utilization Rate

	No. of Firms	No of Firms Using FTA	Share (%)
I. Tokyo Metropolitan Area	773	55	7.1
II. Kansai (Osaka, Kyoto, Kobe)	644	69	9.7
II. Greater Nagoya Region	162	13	8
IV. Others	28	6	21.4
V. Unknown	81	7	8.6
Total	1688	150	8.9

Source: RIETI-JCCI Questionnaire Survey

Table A2: Sectoral Distribution of Respondents

	Manufacturing	Trade & Commer	Carrier	Service	construc-tion	Total
Number	690	841	43	85	29	1,688
Rate (%)	40.9	49.8	2.5	5.0	1.7	100

Source: RIETI-JCCI Questionnaire Survey

Table A3 Size of Respondents in terms of Employment

	Less than 5	6 to 20	21 to 50	51 to 100	101 to 300	300 or more	N.A.	Total
Number	337	361	242	211	242	250	45	1688
Rate (%)	20	21.4	14.3	12.5	14.3	14.8	2.7	100

Source: RIETI-JCCI Questionnaire Survey

Table A4 Size of Respondents in terms of Sales (yen)

	Less than 100 million	More than 100 million and less than 1 billion	More than 1 billion and less than 10 billion	More than 10 billion and less than 100 billion	More than 100 billion	Total
Number	134	503	568	85	96	1,688
Rate (%)	7.9	29.8	33.6	5.0	5.7	100

Source: RIETI-JCCI Questionnaire Survey

Table A5 Size of Respondents in terms of Paid-in Capital (yen)

	Less than 10 million	More than 10 million and less than 30 million	More than 30 million and less than 100 million	More than 100 million and less than 1 billion	More than 1 billion and less than 10 billion	More than 10 billion	total
Number	147	556	421	285	129	79	1688
Rate (%)	8.7	32.9	24.9	16.9	7.6	4.7	100

Source: RIETI-JCCI Questionnaire Survey

Table A6 Sectoral Distribution of Respondents

	Metals /Steel	Machinery/parts	Electronics/parts	Transportation machinery/parts	Textiles	Chemical products	Food	Sundries	Others	N.A.
Numbers	156	453	263	214	229	283	191	175	416	47
Rate (%)	9.2	26.8	15.6	12.7	13.6	16.8	11.3	10.4	24.6	2.8

Source: RIETI-JCCI Questionnaire Survey

Table A7: Sales Patterns of Respondents

	Exporting	Importing	Domestic trade	N.A.
Number	1406	1117	103	36
Rate (%)	83.3	66.2	6.1	2.1

Source: RIETI-JCCI Questionnaire Survey

Table A8: Assessment of the Use of FTAs (in terms of the number of respondents)

FTA with	No problem	Share (%)	Difficult to use	Share (%)	No answer	Share (%)
Mexico	72	40.3	29	40.3	14	19.4
Malaysia	91	30.8	31	34.1	32	35.2
Chile	51	35.3	20	39.2	13	25.5

Source: RIETI-JCCI Questionnaire Survey