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# Survey outline

## Profile of respondent firms (status of export destinations)









When aiming to create new businesses, business models, or products/services, the percentage of firms answering they own the resources in own firms (technologies, human resources etc.) is the largest (79.4%).



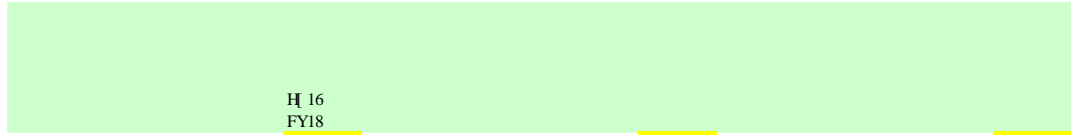
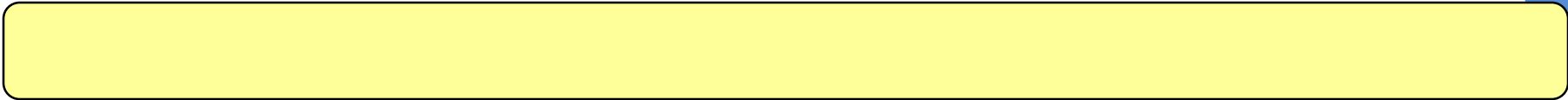


## 2. International trade

- Diminished motivation to expand exports levels off while the ratio of responses with China as the mo(8.3928 404 21(o )3(e)3(x810(p(e)1(o )





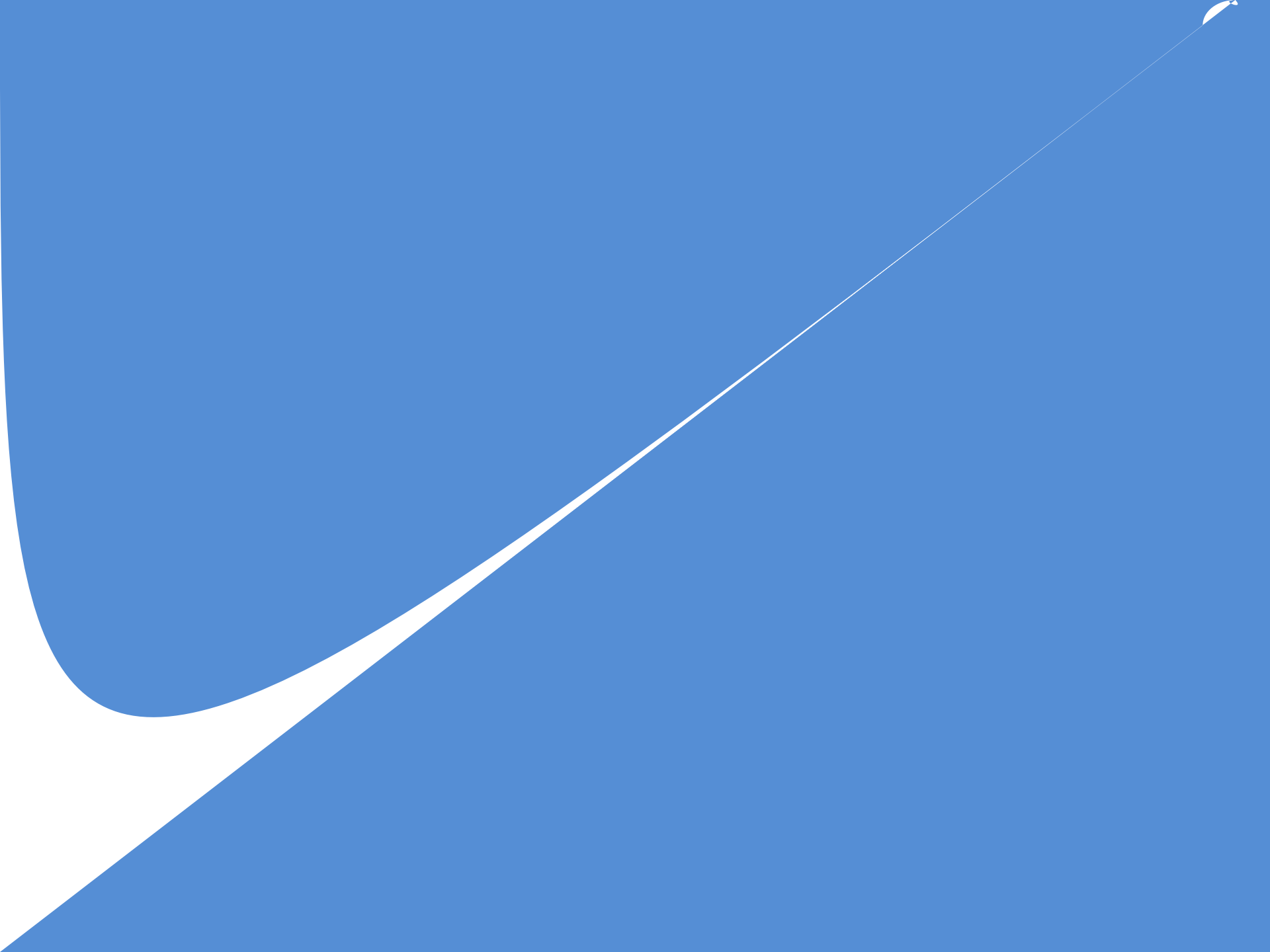


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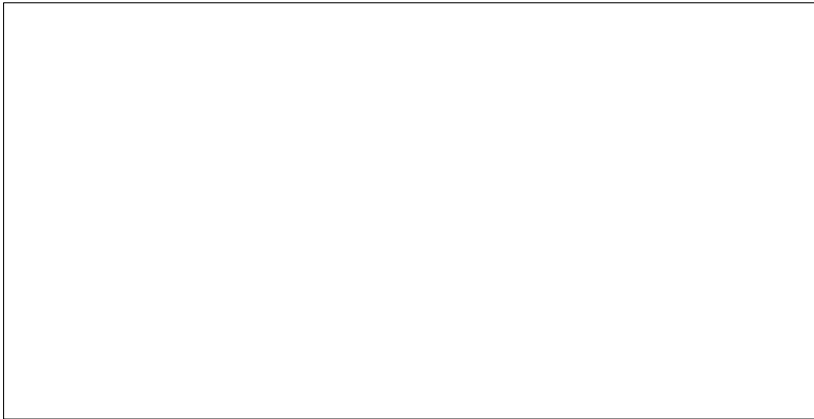









# Motivation to expand overseas business remains unchanged



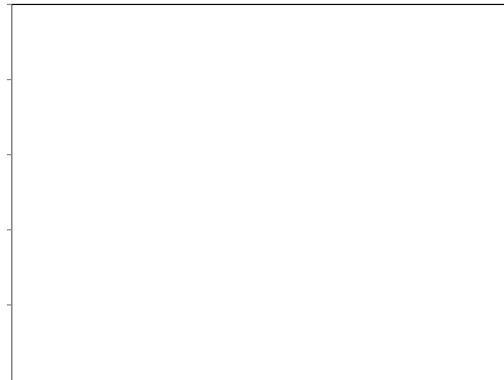
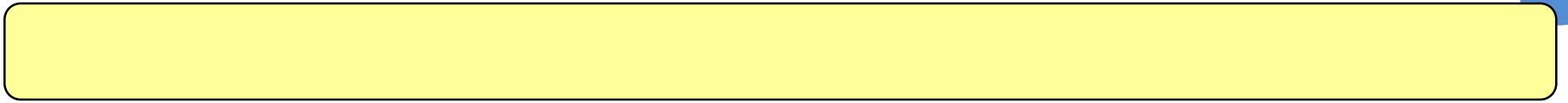






Regarding the countries and regions where firms aim to expand business overseas, Ejiro ratio rose to 55.4%,












## 4. Effects of trade protectionism

- 24% of firms anticipate negative effects, 70% of which are considering countermeasures -





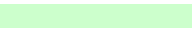
At the time of the survey, industries














## Trend of decreased production/procurement in China, with increases in ASEAN countries

## 5. Utilization of Free Trade Agreements (FTA)


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By Icr cpø FTA-partner country/region, the utilization rate was particularly high for Chile,





Asked about issues they face in the use of



On the self

## 6. Utilization of foreign personnel

- Approximately 60% of SMEs are employing foreign personnel or are considering hiring them -





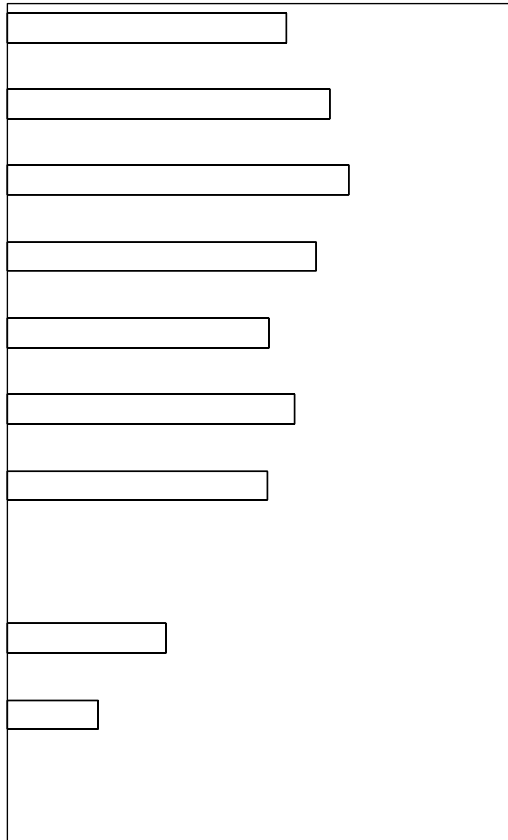


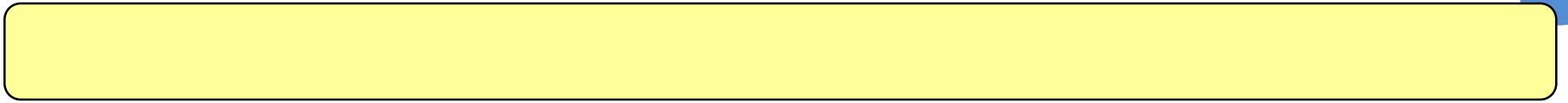


Focus placed on  $\tilde{e}m\tilde{t}h\tilde{e}c\tilde{v}q\tilde{p}\tilde{q}h\tilde{l}q\tilde{d}\tilde{e}q\tilde{p}\tilde{v}g\tilde{p}v\tilde{c}p\tilde{f}\tilde{c}w\tilde{j}\tilde{q}t\tilde{k}\tilde{w}\tilde{o}$

## Issues relating to Japanese proficiency/communication

Regarding issues in hiring/employing foreign personnel, the two most common answers (at approximately 20% each) included Japanese ability has not reached the required level and troubles in communication with Japanese staff. By firm size, the proportion of SMEs that















Of the firms that have used e-commerce for sales, 52.8% have used it for overseas sales (see notes), the rate of which saw an increase over the previous survey (47.2%). Breaking down the overseas sales, 40.3% of firms have used cross-border e-commerce sales from Japan to overseas markets,






As in the previous



When comparing results for



The most common answer as to why firms plan to increase or start new overseas sales using e-

