

## II. Corporate activities related to rising prices

### (Your business conditions)

Q7: In terms of the current conditions (FY2008) and prospect for the next year (FY2009) regarding the business conditions of your company, select one of the following and circle the corresponding number

Current conditions (FY2008)		Prospect for the next year (FY2009)	
Good	1	Better	1
Not good or bad	2	Unchanged	2
Bad	3	Worse	3
		Don't know	4

### (Wage revisions and expected rate of increase)

Q8: How much have you raised the wage of the employees for this year (FY2008)? In addition, how much do you think the rate of wage increase for your company, your industry, and Japanese companies as a whole for the next year (FY2009)? Choose and circle **only one number** each for the increase of amount for the wage (total includes scheduled and nonscheduled earnings) revision.

Rate of increase Years	Rate of wage increase for your company		Rate of wage increase for your industry		Rate of wage increase for Japanese companies as a whole
	FY2008	Forecast for FY2009	Forecast for FY2009	Forecast for FY2009	Forecast for FY2009
	5% or more	1	1	1	1
4% to 5% (not incl.)	2	2	2	2	2
3% to 4% (not incl.)	3	3	3	3	3
2% to 3% (not incl.)	4	4	4	4	4
1% to 2% (not incl.)	5	5	5	5	5
0% (not incl.) to 1% (not incl.)	6	6	6	6	6
0%	7	7	7	7	7
-1% (not incl.) to 0% (not incl.)	8	8	8	8	8
-2% (not incl.) to -1%	9	9	9	9	9
-3% (not incl.) to -2%	10	10	10	10	10
-4% (not incl.) to -3%	11	11	11	11	11
-5% (not incl.) to -4%	12	12	12	12	12
-5% or less	13	13	13	13	13

### (Expected price increase rate)

**Answer this question only if you are a non-manufacturing company (excluding fishing, agricultura and mining companies).**

Q9: Choose and circle **only one number** that is the closest to your forecast in relation to how much the average purchase price to manufacture and provide your major products and services and the average sales price will fall or rise in one year later (about January of 2010) compared to the current situation.

Further, **if you have no purchase price, circle the number for "N/A"**.

**In addition, please answer by sales route for corporations and groups or individuals and consumers for the average sales price. If there are no relevant sales routes, circle the number for "N/A"**.

Price Sales route Years	Average purchase price	Average sales price	
		Corporations, groups	Individuals, consumers
	One year later (around Jan. 2010)	One year later (around Jan. 2010)	
Rate of change			
20% or more	1	1	1
10% to 20% (not incl.)	2	2	2
5% to 10% (not incl.)	3	3	3
0% (not incl.) to 5% (not incl.)	4	4	4
0%	5	5	5
-5% (not incl.) to 0% (not incl.)	6	6	6
-10% (not incl.) to -5%	7	7	7
-20% (not incl.) to -10%	8	8	8
-20% or less	9	9	9
N/A	10	10	10

### (Market conditions)

Q10: (1) What is the share of your major products and services in the market? Choose and circle **only one number**.

70% or more	1
50% to 70% (not incl.)	2
30% to 50% (not incl.)	3
20% to 30% (not incl.)	4
10% to 20% (not incl.)	5
10% (not incl.) or less	6

(2) How much do you think the products and services of the companies have been differentiated in the market to which your major products and services belong? Choose and circle **only one number** that is the closest to your situation.

Almost no differentiation	1
Somewhat differentiated	2
Mostly differentiated	3
Almost no competition with other companies	4

(3) Which best represents the price determination force that your company has for your purchasers? Choose and circle **only one number**.

Almost none	1
Weak	2
Strong	3

(4) Which factor do you think is important to the purchasers in the market to which your products and services belong? Choose and circle **only one number**.

Price	1
Quality, function, service details	2

**(Measures for price increase and economic recession)**

**Q11:** (1) What measures have you taken to ensure profits (or supplement losses) in increased purchase prices and the slowdown in demand due to global economic recessions from the latter half of FY2007 to FY2008?

**Please write a number in the space in the order of importance.**

Please write 1 in the space if there are no specific measures (if there is no need).

Sales price increase	
Employment adjustment (including wage adjustment)	
Reduction of capital investment	
Resource and energy saving	
Streamlining of production processes and work processes	
Review of suppliers of raw materials, fuels and products	
Withdrawal of retained earnings	
Others (please state: )	
No specific measures (no need)	

(2) **Answer this question only if you chose "Employment adjustment (including wage adjustment)" in (1) above.**

What measures have you taken for employment adjustment?

Choose and circle **all** relevant numbers for each form of employment.

Form of employment	Regular employees	Non-regular employees
Employment adjustment method		
Overtime work reduction	1	1
Wage adjustment	2	2
Reduced hiring	3	3
Dismissal	4	4
Others (please state: )	5	5

**(Measures for increased purchase prices)**

**Q12:** (1) How much of your purchase price as a whole has risen compared to two years ago in terms of percentage in the price increase, including raw material prices such as crude oil and grains?

Choose and circle **only one** rate of increase.

Rate of increase	Year	As of Jan. 2009 (As compared to Jan. 2007)
50% or more		1
40% to 50% (not incl.)		2
30% to 40% (not incl.)		3
20% to 30% (not incl.)		4
10% to 20% (not incl.)		5
0% (not incl.) to 10% (not incl.)		6
0%		7
0% (not incl.) or less		8

(2) **Answer this question only if you chose 1 to 6 (increased) in (1) above.**

How much of the purchased price increase have you transferred to the sales price for major products and services?

Choose and circle **only one number** for each of domestic and overseas for the rate of transfer to sales prices.

Rate of transfer to sales prices	Purchasers	
	Domestic	Overseas
100%	1	1
75% to 100% (not incl.)	2	2
50% to 75% (not incl.)	3	3
25% to 50% (not incl.)	4	4
10% to 25% (not incl.)	5	5
0% (not incl.) to 10% (not incl.)	6	6
0%	7	7
N/A	8	8

(3) **Answer this question only if you export.**

How have you set the overseas prices of your major products (in local currencies) given the yen's appreciation in recent years? Choose and circle **only one number**.

Raised	1
Maintained	2
Lowered	3

**(Measures for the Labor Law for Part-Time Workers)**

**Q13:** (1) Have you made part-time workers regular employees in line with or in advance of the revision of the Labor Law for Part-Time Workers from April 1, 2008?

Choose and circle **only one number** (the period in which implementation started, if applicable).

Implemented	December 2006 or before	1
	January 2007 to March 2007	2
	April 2007 to June 2007	3
	July 2007 to September 2007	4
	October 2007 to December 2007	5
	January 2008 to March 2008	6
	April 2008 to June 2008	7
	July 2008 or after	8
Plan to in the future		9
No plans for the moment		10
No part-time workers		11

(2) **Answer this question only if you answered 1 to 8 (implemented) in (1) above.**

How much has the wage per person or the personnel costs per person (including welfare expenses and social insurance premiums) changed by making part-time workers regular employees compared to the time before making them regular employees (or how much change did you expect when implementing)?

Please fill out the rate of wage increase and personnel costs per person.

Wage per person	Personnel costs per person (including welfare expenses and social insurance premiums)
%	%

(3) Have you implemented any specific plans or do you plan to implement any specific plans other than making part-time workers regular employees, such as introducing a promotion system in line with the revision of the Labor Law for Part-Time Workers?

Choose and circle **all** relevant numbers.

	Have implemented	Plan to implement
Introduction of a regular employee recruitment system for applicants	1	1
Expansion of promotion opportunities for part-time workers including promotion to management positions	2	2
Introduction of a regular employee system with the limited work areas (regions)	3	3
Introduction of bonuses and a welfare pension system for part-time workers	4	4
Other (please state: )	5	5

Thank you for sparing your precious time for answering the questionnaire.

Please return to us the questionnaire filled out by  
**February 20, 2009**