* **Business in Third Markets**

Q.1 Have you ever conducted, or are you currently conducting, any collaborative project with European companies outside Europe (in third markets)?

(Yes・ No・ Under Consideration)

Q.2 In which country or area?（If your answer to Q.1 is “Yes”）

（ASEAN Member States・ China ・India・Latin and South America・Africa・Other　　　　）

　 Q.3 Please provide up to 3 key examples of such collaborative projects.（If your answer to Q.1

is “Yes”）

　　(1) (　　　　　　　　　　　　　　　　　　　　　　　)

　　　（Example：a coal-fired power plant project with European companies in Africa）

1. In which activity have you cooperated in the project mentioned in Q3 (1)?

* Sales/ Service
* Production
* Research/ Development
* Procurement/ Purchasing
* Other（　　　　　）

1. In which area would the project be categorized?

* Fisheries/ Agriculture and Forestry
* Mining
* Construction
* Manufacturing （Main Products：　　　　　　　）
* Electricity/ Gas
* Transportation/ Information and Communications
* Commerce
* Finance/ Insurance
* Real Estates
* Service
* Other（　　　　　　　）

1. What kind of cooperation do you offer?

* Mergers & Acquisition
* Financing
* Collaboration with Governmental Financial Institutions
* Other（　　　　　）

(2) (　　　　　　　　　　　　　　　　　　　　　　　)

　　　　（Example：a coal-fired power plant project with European companies in Africa）

1. In which activity have you cooperated in the project mentioned in Q3 (1)?

* Sales/ Service
* Production
* Research/ Development
* Procurement/ Purchasing
* Other（　　　　　）

1. In which area would the project be categorized?

* Fisheries/ Agriculture and Forestry
* Mining
* Construction
* Manufacturing （Main Products：　　　　　　　）
* Electricity/ Gas
* Transportation/ Information and Communications
* Commerce
* Finance/ Insurance
* Real Estates
* Service
* Other（　　　　　　　）

1. What kind of cooperation do you offer?

* Mergers & Acquisition
* Financing
* Collaboration with Governmental Financial Institutions
* Other（　　　　　）

(3) (　　　　　　　　　　　　　　　　　　　　　　　)

　　　 （Example：a coal-fired power plant project with European companies in Africa）

1. In which activity have you cooperated in the project mentioned in Q3 (1)?

* Sales/ Service
* Production
* Research/ Development
* Procurement/ Purchasing
* Other（　　　　　）

1. In which area would the project be categorized?

* Fisheries/ Agriculture and Forestry
* Mining
* Construction
* Manufacturing （Main Products：　　　　　　　）
* Electricity/ Gas
* Transportation/ Information and Communications
* Commerce
* Finance/ Insurance
* Real Estates
* Service
* Other（　　　　　　　）

1. What kind of cooperation do you offer?

* Mergers & Acquisition
* Financing
* Collaboration with Governmental Financial Institutions
* Other（　　　　　）

Q.4 What is the major reason for conducting projects or businesses with European companies in third markets? （If your answer to Q.1 is “Yes”）

・To utilize global sales/ service network of your company.

・Globalization has made it easier to expand into foreign markets.

・To improve (strategic) values of your European subsidiary.

・Because European market is saturated.

・Because higher profitability can be expected.

・Other（　　　　　　　　　　　　）

Q.5 What is the main reason for not conducting collaborative projects with European companies?（If your answer to Q.1 is “No”）

（　　　　　　　　　　　　　　　　　　　　　　　）

Q.6 In which country or area do you plan to conduct the project?（If your answer to Q.1 is “under consideration”）

（ASEAN member states・China・India・Latin and South America・Africa・Other　　　　）

Q.7 Please describe the challenges you face in conducting projects or businesses with European companies in third markets.

（　　　　　　　　　　　　　　　　　　　　　　　）

* **Profile of Company Surveyed**

1. Name of Company（　　　　　　　　　　）※not disclosed without your permission
2. Number of Employees in Europe（　　　　　　　　　）
3. Length of operation in Europe（　　　　　　　　　　　）
4. Area of Business Activities in Europe

（Sales/Service・Production・Research/Development・Market Research・Procurement/ Purchasing ・ Other　　　　）

　 6. Revenue of Past Three Years（　　　　　　　　　　）

7. Category of Business

（ Machine Manufacturing/Industrial Equipment ・ Automobile Parts ・Chemicals/Medicines・Information and Technology/Communication ・

Consumer Goods ・ Electronic Devices・ Automobile Production(OEM) ・

Medical Services/ Health care ・ Plastic/Metal Products･ Construction・

Consulting/Legal Service ・ Finance/Insurance・

Environment-related Products/Service ・ Logistics ・ Other　　　　　　）

*＊For answering “Profile of Company Surveyed”, if your company is not the European headquarters but a Spanish branch, please replace "Europe" with "Spain".*

* Other

Do you agree to having the content of your response used publicly as an example of Japan-EU cooperation?

　・Yes

　・No