

QUESTIONNAIRE

Category No. 1: Questions regarding the controls of US-origin items in your company

(a) Please answer the following questions a-0 through a-6, if you have ever procured or have considered procuring US-origin parts or components for their incorporation into your products.

(a-0) Your company has ever considered procuring or designing-in US-origin parts or components. (Please check “No” in the case you had no choice but using US-origin items for a technological reason, etc.)

Yes/No

(a-1) You have ever elected non-US items because the US-origin items were listed on the CCL and required a license from BIS for your exports of the products. (This includes the case you designed out the US-origin items.)

Yes/No

(a-2) You have ever elected non-US items even in the case that the US-origin items were listed on the CCL but no license was required since the items were non-controlled for the destination or a License Exception was applicable, because you considered you would possibly export the products in the future to other countries that require a license. (This includes the case you designed out the US-origin items.)

Yes/No

(a-3) You have simply elected non-US items disregarding the classification of the US-origin items, etc. because you thought it’s more efficient and cost effective. (This includes the case you designed out the US-origin items.)

Yes/No

(a-4) You have ever elected non-US items even in the case that you came to know that the US-origin items were non-CCL items as a result of the classification you conducted or because the supplier so informed to you, considering that the US controls would possibly be intensified even on those non-controlled items. (This includes the case you designed out the US-origin items.)

Yes/No

(a-5) If you answered “Yes” to either of the questions a-1 through a-4 above, please outline the case as far as possible, including the following elements. (You may state more than one case for one question.)

- (i) Generic name of the US-origin items. (You do not have to state any proprietary name of the items or manufacturer's name)
- (ii) Name of your end-products that incorporate US-origin items
- (iii) Export destinations
- (iv) The reason for your choice of non-US items, and others if any

(a-6) With regard to the cases other than those described in the questions a-1 through a-4 above, please state if you had instances in which the US export controls influenced your decision whether to procure US-origin items, regardless of its final outcome.

(b) Please answer the following questions b-1 through b-4, if you have never encountered the cases of the questions in part (a) since you had no necessity at all of procuring US-origin items, or since you had no choice but using US-origin items you procured. This is a question to those who answered "No" to the question a-0.

Suppose you intend to procure US-origin parts and components while having another option to elect non-US items instead:

(b-1) You would elect non-US items in case the US-origin items were listed on the CCL and the intended export required a license. (This includes the case you would design out the US-origin items.)

yes/no

(b-2) You would elect non-US items even in the case that the US-origin items were listed on the CCL but no license was required since the items were non-controlled for the destination or a License Exception was applicable, because you would possibly export the products in the future to other countries that require a license. (This includes the case you would design out the US-origin items.)

yes/no

(b-3) You would simply elect non-US items disregarding the classification of the US-origin items, etc. because you think it's more efficient and cost effective. (This includes the case you would design out the US-origin items.)

yes/no

(b-4) You would still elect non-US items even if you came to know that the US-origin items were non-CCL items as a result of the classification you conducted or because the supplier so informed to you, considering that the US controls would be intensified even on those non-controlled items. (This includes the case you would design out the US-origin items.)

yes/no

Category No. 2: Questions regarding the control of US-origin items by your customers

The questions of category No. 1 asked you about the controls of US-origin items in your company. Here in category 2, we ask you about the control status of your customers to whom you sell US-origin items or products that contain US-origin items. Your “customers” in this case mean:

- (i) Your overseas customers (excluding those in the US) in case you export your products from Japan, or
- (ii) Your domestic customers in case you sell your products in Japan knowing that those will be exported from the customers.

- (a) It seems your customers are not implementing any controls based on the US regulations, since you have never been asked from them whether those are US-origin or not.

Yes/No

- (b) It seems your customers are not implementing any controls based on the US regulations, since you have never been asked from them whether those are US-origin or not.

- (b-1) Your customers have refused to buy your products because they are of US-origin.

Yes/No

- (b-2) Your customers have asked you to change your US-origin products to those of non US-origin.

Yes/No

- (c) If you answered “Yes” to either of the questions b-1 and b-2 above, please outline the case as far as possible, including the following elements. (You may state more than one case for one question.)

- (i) Generic name of the US-origin items. (You do not have to state any proprietary name of the items or manufacturer’s name)
- (ii) Name of your end-products that incorporate US-origin items
- (iii) Export destinations
- (iv) The reason for your choice of non-US items, and others if any

Category No.3: Questions regarding the location of your company's overseas manufacturing sites

(a) Do you have facilities in non-US countries where you manufacture any list-controlled items?

Yes/No

(b) Please answer the following questions (b-1) through (b-3), if you answered "Yes" to the above question (a).

(b-1) You have ever considered establishing your manufacturing sites in the US.

Yes/No

(b-2) You have considered the US as a country of your manufacturing sites, but gave no consideration on each country's export control laws and regulations.

Yes/No/n.a.

(b-3) The US was one of the options. One reason for ruling it out was the existence of its strict export controls.

Yes/No/n.a.

Category No.4: Questions regarding the impact on the economy

(a-1) Do you think that the amount of US-origin items you procure will increase if the extraterritorial application of the US regulations is removed?

(a-2) Please state, if possible, the ballpark amount of your procurement of US-origin items per year.

(b-1) Do you incur additional costs for complying with the US export control regulations?

Yes/No

(b-2) If so, please state their estimated percentage to the whole cost of your corporate export controls.

Category No.5: General questions

(a) Have you ever encountered any advertising or marketing efforts by a third party that use the absence of US-origin components or exemption from US export controls as a selling point?

Yes/No

(b) If you answered “Yes” to the above question (a), please state the details as far as possible.

Category No.6: Questions regarding your thoughts about the US re-export controls

Please check the agreeable response to each one of the five comments stated below.

(a) The US Government should stop the extraterritorial application of its export controls since it's a violation of the International Law.

(1) We agree. (2) We'd rather agree. (3) Difficult to judge. (4) We'd rather disagree. (5) We disagree.

(b) For a reason of diversion concerns, the extraterritorial application of the US export controls is rather necessary to the countries who have no export control laws and regulations, but not necessary to Japan where export controls are implemented as strictly as other member countries of the international export control regimes.

(1) We agree. (2) We'd rather agree. (3) Difficult to judge. (4) We'd rather disagree. (5) We disagree.

(c) The current system would rather exclude US-origin items—even non-sensitive ones—from non-US companies' transactions simply because they are of US-origin.

(1) We agree. (2) We'd rather agree. (3) Difficult to judge. (4) We'd rather disagree. (5) We disagree.

(d) The extraterritorial application of the US export controls is giving not only a negative impact on the US economy but also a negative image of the US itself to foreign countries.

(1) We agree. (2) We'd rather agree. (3) Difficult to judge. (4) We'd rather disagree. (5) We disagree.

(e) The extraterritorial application of the US export controls is rather necessary because export controls are still insufficient in many countries.

- (1) We agree. (2) We'd rather agree. (3) Difficult to judge. (4) We'd rather disagree. (5) We disagree.
- (f) Please state any other comments, if any, in regard to the US export controls.