

JFTC NEWS

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1	A Party to Commemorate the Launch of Action for a Better International Community Supported by Japan Foreign Trade Council, Inc.	3
2	A Symposium to Commemorate the Publication of 'The Transformation of Sogo-Shosha in the IT Age'	4
3	Year 2000 Annual Transactions of JFTC's 49 Regular Trading Company Members	6
4	Event	7

A Party to Commemorate the Launch of Action for a Better International Community Supported by Japan Foreign Trade Council, Inc.

JFTC held a party to commemorate the launch of Action for a Better International Community (ABIC) at the Council's Meeting Room on July 2. The approximately one hundred attendees included ABIC members, representatives of related government offices, institutes and organizations, and the press. Chairman Kenji Miyahara gave a speech that was followed by speeches by Yoshihiko Saeki, executive vice-president of JETRO, and Yutaka Iimura, director general (at that time) of the Ministry of Foreign Affairs.



【About Action for a Better International Community】

ABIC is a private non-profit organization established in April 2000 by JFTC with the purpose of promoting NPO activities. JFTC has been committed its credibility and organized capacities, so that ABIC gained recognition as a “designated non-profit organization under the Japanese NPO law” in May 2001.

Total number of registered members (as of Sep.2001) is 992.

【Action for a Better International Community's URL】

http://www.jftc.or.jp/abic_e.htm

A Symposium to Commemorate the Publication of 'The Transformation of Sogo-Shosha in the IT Age'

A symposium was held on June 6 at the Tokyo Chamber of Commerce and Industry to commemorate the publication of 'The Transformation of Sogo-Shosha in the IT Age — Strategies for a Successful eMarketplace' (Japanese edition) compiled by JFTC. Most of the approximately 200

attendees were trading company employees, with the rest being students and members of the press. Master of ceremonies, Mr. Okawara, General Manager of the Information Analysis and Research Department of Sumitomo Corporation, summarized the aims of the symposium as follows. “JFTC set up a special research committee called ‘The Transformation of Sogo—Shosha in the IT Age’ last May, and the group conducted research into trading companies expected to have received a major impact from the IT revolution. The results of this research were published as a book entitled ‘The Transformation of Sogo-Shosha in the IT Age — Strategies for a Successful eMarketplace’ in March 2001 from Toyo Keizai Inc. The book includes case studies of various actions that have been taken by companies in the midst of the IT revolution, with emphasis on the fact that trading companies have been able to continue to be key players during the IT revolution. The symposium to commemorate the publication of the book aimed to foster lively discussion about the functions and possibilities of trading companies during the IT revolution by hosting several experts from various fields.” His speech was followed by the introduction of the moderator and panelists.

**【Publication notice of the summarized English edition of
‘The Transformation of Sogo-Shosha in the IT Age — Strategies for a Successful eMarketplace’】**

We are pleased to announce the publication of the summarized English edition that follows the Japanese edition.

**『Transformation of the “Sogo-Shosha” in the IT Age
—strategies for the successful eMarketplace』**

~ table of contents ~

Foreword

Prologue : Taking up the challenge of the eMarketplace

Chapter1 : What the IT revolution means to trading firms

Chapter2 : Business models for the Internet Age

Chapter3 : Approaches to IT-innovation of trading firm capabilities

Conclusion : Strategy for transformation into e-trading firms

Appendix : List of Sogo-Shosha’s established e-commerce sites



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[For Further Information] mail@jftc.or.jp

[Application Form] Please fill out the form below and fax it to the Planning Group.

**Transformation of the “Sogo-Shosha” in the IT Age
— strategies for the successful eMarketplace
Application Form**

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Notes

**Year 2000 Annual Transactions
of JFTC’s 49 Regular Trading Company Members**

The council received cooperation from 49 regular trading company members for the compilation of figures for their annual transactions. They are summarized together with their most notable characteristics below:

1. Slowing decrease in transactions

While total transactions continue to decrease, the rate of reduction has slowed from ▲16.2% in 1998, to ▲12.4% in 1999, and ▲5.5% in 2000.

2. Change in the transactions structure

Foreign trade accounted for 51.9% of the total, and the decreasing tendency of the last two years was finally halted. The decline in the export portion of foreign trade was replaced by an increase in imports.

3. Decrease of exports and increase of imports

A notable feature of the year 2000 was that exports continuously decreased, ▲4.9% compared to the previous year, but imports reversed course and increased by up to 6.2%.

[Unconsolidated Base]

	Year	Total transactions of 49 companies				Total transactions of 8 companies			
		(100 million)	Change from previous year (%)	Structural percentage (%)	National percentage (%)	(100 million)	Change from previous year (%)	Structural percentage (%)	National percentage (%)
Gross	97	961,987	0.1	100.0	18.5	819,938	0.5	100.0	15.8
	98	800,942	▲16.2	100.0	15.6	693,951	▲15.4	100.0	13.5
	99	700,918	▲12.4	100.0	13.6	605,274	▲12.8	100.0	11.8
	2000	672,050	▲ 5.5	100.0	13.2	564,446	▲ 6.7	100.0	11.1
Domestic	97	440,457	▲ 5.1	45.8		357,109	▲ 5.2	43.6	
	98	377,545	▲13.5	47.1		313,411	▲12.2	45.2	
	99	344,400	▲ 8.5	49.1		285,026	▲ 9.1	47.1	
	2000	323,540	▲ 8.6	48.1		254,103	▲10.8	45.0	
Foreign trade	97	521,530	4.9	54.2		462,829	5.4	56.4	
	98	423,397	▲18.4	52.9		380,540	▲17.8	54.8	
	99	356,518	▲15.8	50.9		320,247	▲15.8	52.9	
	2000	348,509	▲ 2.4	51.9		310,342	▲ 3.1	55.0	
Exports	97	151,784	9.9	15.8	30.4	132,614	9.2	16.2	26.6
	98	134,243	▲11.2	16.8	28.2	119,203	▲10.1	17.2	25.0
	99	108,323	▲19.2	15.5	23.2	94,551	▲20.7	15.6	20.2
	2000	104,080	▲ 4.9	15.5	20.9	88,557	▲ 6.3	15.7	17.8
Imports	97	169,997	▲ 3.1	17.7	46.9	142,175	▲ 2.5	17.3	39.2
	98	141,204	▲16.0	17.6	44.6	121,086	▲14.8	17.4	38.2
	99	132,888	▲ 5.3	19.0	40.3	117,093	▲ 3.3	19.3	35.5
	2000	141,614	6.2	21.1	37.0	124,305	6.2	22.0	32.5
Offshore	97	199,749	8.7	20.8		188,041	9.3	22.9	
	98	147,950	▲25.8	18.5		140,251	▲25.4	20.2	
	99	115,307	▲22.6	16.5		108,603	▲22.6	17.9	
	2000	102,815	▲10.1	15.3		97,480	▲10.2	17.3	

(Note) 1. The total reflects the fluctuation in the number of regular members from 51 companies in 1997, to 48 companies in 1998 and 1999, and 49 companies in 2000.

2. The national percentage is gross as a percentage of GDP, and the import and export figures are the percentage made up by total international income and outgo base exports and imports.

[Consolidated Base]

	Year	Total transactions of 36 companies		Total transactions of 8 companies	
		(100 million)	Change from previous year (%)	(100 million)	Change from previous year (%)
Gross	98	915,538		807,889	
	99	821,812	▲10.2	723,629	▲10.4
	2000	822,115	▲ 2.1	701,060	▲ 3.1

(Note) 1. With the increase in the number of regular members doing consolidated financial settlements, the total is based on 32 companies in 1998 and 1999, and 36 companies in 2000.

2. No totals of imports and exports are shown because member companies use different standards to calculate figures for their foreign corporations.

**Welcome Luncheon
with the president of the Republic of the Philippines,
Gloria Macapagal-Arroyo**

On September 13, JFTC organized a welcome luncheon at the Hotel New Otani for the president of the Republic of the Philippines, Gloria Macapagal-Arroyo, to celebrate the occasion of her visit to Japan, together with the Japan-Philippines Economic Cooperation Committee (steward), Keidanren, the Japan Chamber of Commerce and Industry, Nikkeiren, and Keizai Doyukai. About fifty people from business circles and about thirty people from the Japan-Philippines Economic Cooperation Committee attended.



In her speech, the president referred to the tragic act of terrorism that had occurred in the United States and had shaken the foundations of the entire world, and not just those of the United States. She said that we must continue to work with determination towards the prosperity of people throughout the world. It is time to cooperate to protect our civilization, democracy and freedom. She also added that Japan's industries have played a key role in the economic development, export promotion and creation of jobs in the Philippines.