

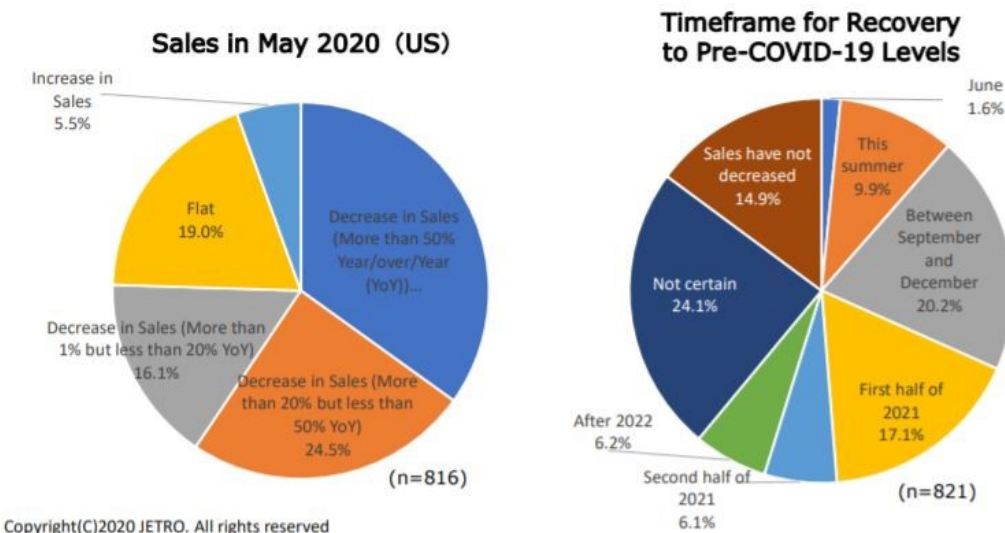
JETRO Surveys the Impact of COVID-19 for Japanese Companies in the US

By now you may have received or heard of JETRO’s Quick Survey on Japanese Companies in the US. JETRO has been conducting these survey’s since April and nearly 1000 Japanese companies in the US have contributed to this report.

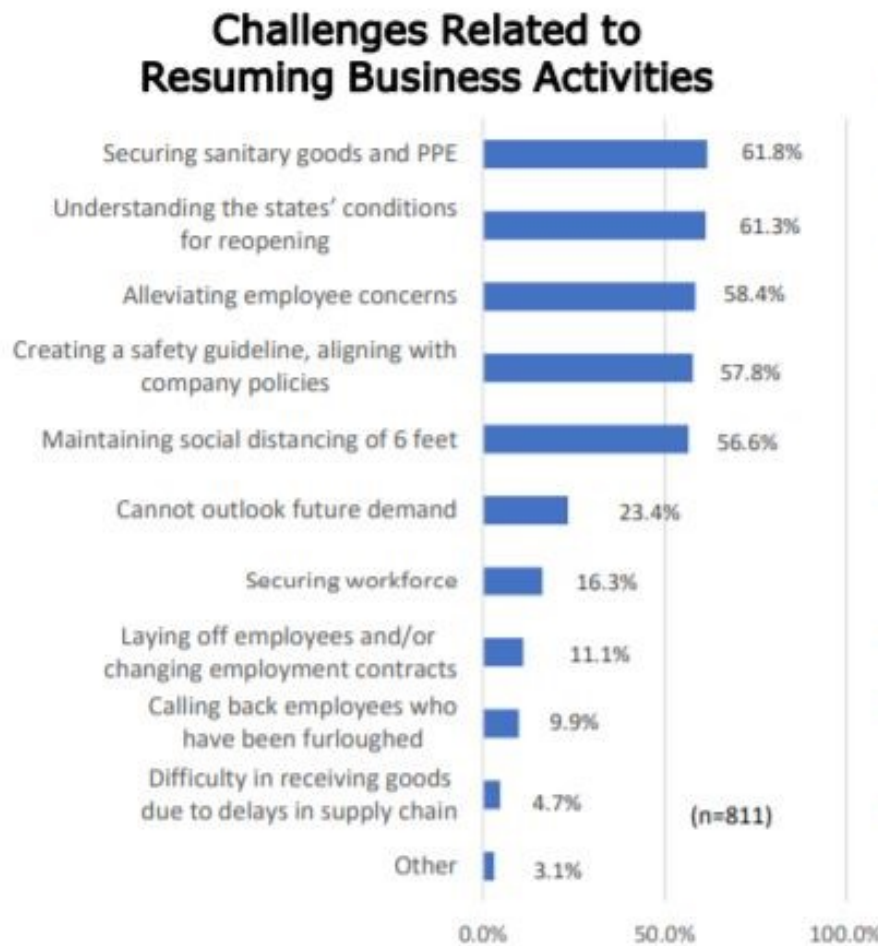
The report has been shared to State officials throughout the country, and we have been receiving some great feedbacks on how detailed and useful this data is to the State. Not only that, but the respondents have also provided a positive feedback to continue with the reports as it has been valuable even to them. And lastly, the survey has traveled to their colleagues worldwide which enhances their knowledge on the impact of COVID-19 in the US.

Currently, the team at JETRO USA is working on the Fifth edition of the survey with important aspects like the global supply chain issues, trade, Visa, and many more.

To summarize, our previous reports already indicated that overall sales have decreased dramatically, with only 30% expected to recover by end of year. The other 70% is expecting a 2021 to 2022 recovery, which indicates a tough road ahead for businesses.



All but essential production facilities halted at one point during March and April, however, most have resumed operation with under 4% of the respondents not yet restarting their facility. Questions and concerns on understanding the protocols and guidelines with operating a safe facility are challenges they now face and will rely on State officials to assist with these rules.



30% of companies also stated that they are reevaluating their supply chain due to US and China tension and COVID-19. On the upside, those companies that are re-evaluating their strategies include diversification of suppliers, procuring more products within the US and expansion of production in the US.

Since March, work from home measures have also changed the mindset of traditional Japanese business, accepting the fact that remote working can be effective and drive down costs. With that said, most companies are shifting strategies toward a more digitally friendly environment and figuring out how to conduct B2B engagements virtually through procurement of digital tools.

Finally, as we are seeing foreign entities struggle to deal with rules and regulation in the US during these difficult times, the support we are getting from State officials have been crucial for Japanese companies. We encourage State representatives to reach out to the nearest JETRO office to ensure we have the latest details on State rules and regulations.

As we gather data to release Part Five of the survey, we can certainly say that Japanese companies are moving swiftly to deal with any damages and risk caused by COVID-19. Please continue to visit our website for more information or contact the nearest JETRO office to get on the mailing list for these reports.

Links to the survey's JETRO has conducted since March:

[1st Survey: March 24th~26th, 2020 \(905 respondents\)](#)

[2nd Survey: April 6th~8th, 2020 \(1048 respondents\)](#)

[3rd Survey: April 28th~30th, 2020 \(954 respondents\)](#)

[4th Survey May 27th~June 1st, 2020 \(834 respondents\)](#)

JETRO New York

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