

Public Notification of Implementing a Planning Competition

We herewith invite the submission of proposed written plans in accordance with the following particulars:

1. Outline of the activity

- (1) Name of the activity: FY2010 Visit Japan Summer Advertisement Campaign in China
- (2) Contents of the activity: Summer advertisement campaign maximizing the use of TV, web sites, newspapers, magazines, transportation advertising, and other mass media to boost the number of Chinese visitors to Japan in FY2010
- (3) Deadline for implementation: September 24, 2010

2. Qualification and requirements for participating in the planning competition

- (1) Applicants may not be any of the individuals stipulated in Articles 70 and 71 of the Budget, Settlement and Accounting Ordinance (Imperial Ordinance No. 165, 1947).
- (2) Applicants must be qualified to participate in the competition as prescribed in the subparagraph entitled "Provision of services" regarding the qualifications for participating in competitions held by the Ministry of Land, Infrastructure, Transport and Tourism in fiscal 2010, 2011 and 2012 (i.e., qualifications for participation common to all ministries and agencies).
- (3) Applicants may not be excluded from nomination by the Director of the Budget and Accounts Division of the Minister's Secretariat of the Ministry of Land, Infrastructure, Transport and Tourism at the time of submitting a written plan.

3. Procedures, etc.

- (1) Division in charge of the activity: Foreign Visitors Invitation Office, International Exchange Promotion Division, Japan Tourism Agency; Persons in charge: Obane 2-1-3, Kasumigaseki, Chiyoda-ku, Tokyo 100-8918
Tel: 03-5253-8923; Fax: 03-5253-1563
- (2) Period, place and method of issuing a written explanation
From Thursday, 25MAR, 2010 to 5:00 p.m. on Wednesday 14APR, 2010; Place of issuance: same as described in (1) above.
The written explanation will directly be given at the place as described in (1) above.
- (3) Date, place and how to submit a written plan
No later than 12:00 p.m. on Thursday 15APR, 2010. Place of submission: same as described in (1) above. Written plans may be submitted by hand or by mail (and those submitted by mail must reach the division in charge by the above-mentioned deadline with a delivery record.)
- (4) Explanatory meeting
14:00 on Wednesday 31MAR, 2010 at 320A Meeting Room, 3F, Joint Government Building (Chuo Godo Chosha) No.3
- (5) Whether a hearing will be held regarding submitted written plans
Not to be made.

4. Others

- (1) The languages to be used in the application procedures shall be limited to Japanese

- and the currency shall be limited to Japanese yen.
- (2) The contact address for inquiries for obtaining related information is the same as described in 3-(1) above.
 - (3) The expenses required for preparing and submitting written plans shall be borne by the applicants thereof.
 - (4) Once submitted to the Planning Competition Implementation Committee, a written plan shall not be used for other purposes without the consent of the applicant who submitted the same.
 - (5) A written plan containing any false description shall be considered invalid, and the applicant who made such false description may be excluded from nomination.
 - (6) The contents of any proposed plan selected for adoption shall be deemed subject to “disclosure” in response to any request for disclosure thereof made pursuant to the Right to Information Act concerning administrative organs including the national government.
 - (7) An applicant whose written plan has been selected for adoption shall be a person or corporation selected as being the most suitable as a result of implementing the planning competition. However, no contractual relationship shall be deemed to exist between such person or corporation and the government until all necessary contractual procedures have been completed in accordance with applicable accounting laws and regulations. The contractual procedure with a selected applicant in this planning competition shall be performed after the FY2010 budget was approved.
 - (8) As a result of implementing the planning competition, the following matters shall be promptly and publicly announced after the notice of selection has been given, and shall be kept open to the public until a relevant contract is concluded:
 - ① Name, address, name of the representative person, and date on which selection is decided concerning the competition participant who submitted the written plan selected for adoption
 - ② Evaluation points given for each evaluation item and total points given to each participant in the planning competition
 - (9) The details of other matters concerning the competition will be given in the written explanation.

25MAR, 2010

Yasuto Kawarabayashi
Director of International Exchange
Promotion Division
Japan Tourism Agency

**Written Explanation for the Planning Competition
Concerning the FY2010 Visit Japan Summer Advertisement
Campaign in China**

25MAR, 2010

International Exchange Promotion Division
Japan Tourism Agency
Ministry of Land, Infrastructure, Transport and Tourism

We herewith invite the submission of proposed written plans for the FY2010 Visit Japan Summer Advertisement Campaign in China in accordance with the following particulars. Those wishing to apply for the competition should do so after having taken note of the particulars set forth below.

1. Name of the Activity:

FY2010 Visit Japan Summer Advertisement Campaign in China

2. Purpose and Contents of the Activity

(1) Purpose of the Activity

Since an increase in the number of inbound tourists to our country from abroad would help to enhance international mutual understanding and also bring about expected significant economical effects such as vitalizing the local economy and providing more employment opportunities through the consumption by tourists visiting our country, it is now very important for Japan to further promote inbound tourists toward the future in light of certain facts facing our nation, such as a rapidly decreasing population, an aging society with fewer children, and a slumping local economy.

Thanks to the Visit Japan campaign launched in 2003, the number of inbound tourists to our country has increased by 3.14 million persons (about 60%) during the six years up to 2008. In terms of the amount of consumption by those tourists visiting our country, certain effects are being concretized as seen in the fact, for instance, that the consumption-inducing effect has been calculated at 19.5 yen per 1-yen project cost (by the Administrative Evaluation Bureau, Ministry of Internal Affairs and Communications). However, in view of the fact that Japan remains the 28th most popular tourist destination in terms of the number of inbound tourists amid circumstances where the global market of international tourism is expected to continue expanding in the future, there is still plenty of room in which inbound tourism to Japan can continue to grow.

Since the year before last, the external environment surrounding our country has continued to be severe due to the slumping global economy, an epidemic of a new strain of flu, and other factors. Given these circumstances, in order to reach the targeted goals of increasing the number of inbound tourists to “15 million in 2013, 20 million in 2016, 25 million in 2019, and to 30 million in due time in the future,” respectively, we must urgently and totally take various measures matching those being made by other countries including the competing neighboring countries in order to attract more inbound tourists.

This activity is aimed at exploiting and boosting the summer demand for tourism in the Chinese market by advertising until the end of July. For this purpose, we will expand the number of visitors to Japan from China—a key market for tourism—by making the most of TV, web sites, newspapers, magazines, transportation advertising, and other media.

(2) Description of Advertisements (with items set up in 2. (2) I being stated in the activity proposal)

In order to increase the number of Chinese tourists to Japan, maximize the use of TV, web sites, newspapers, magazines, transportation advertising, and other media in an efficient manner, and submit an effective proposal for boosting visitors to Japan as per Exhibit 1.

- I. State the basic concepts, designs, expressions, and media being used.
- II. Describe your ideas for carrying out the activity and meeting its schedule.
- III. State the implementation system (by giving a detailed description of the departments in charge, including the expected number of personnel involved).
- IV. Conduct ex-ante and ex-post evaluations, and clearly write down the quantitative and qualitative values, as well as your own policies.

[Points of Concern]

- ① Write down the intent of the activity submitted by using simplified Chinese, and include a Japanese translation.
- ② In conducting actual tasks, follow the specific instructions of the Japan Tourism Agency and, according to the provisions of Article 9-1 of the Japan National Tourism Organization Act, coordinates efforts with the Japan National Tourism Organization, in an attempt to promote travel to Japan in an effective and efficient manner.

(3) Implementation term

From the date of contract to September 24, 2010

Promotion activities such as advertising should be completed by the end of July.

(4) Deliverables

- ① Report on Project Execution (on about 50 pages of A4-size paper) 10 copies
The report must be written in Japanese.
* The report must include Exhibits 2 and 3. (The Exhibits are included in about 50 pages.)
- ② The following products must be submitted.
 - Recording media such as CD-ROMs containing various contents: Three (3) copies
 - Recording media such as CD-ROMs containing deliverables: Three (3) copies
- ③ Create and submit a digest version of products after completing the activity and

ex-post evaluation (attitude change survey).

3. Contents to be Contained in the Written Plan

- (1) Concrete proposal concerning activity content
 1. Basic concepts of the activity
 2. Matters requiring an explanation of activity content
- (2) Activity implementation system (Exhibit 4)
- (3) Working process (Exhibit 5)
- (4) Existence or nonexistence of reconsignment (with activity reconsignment being subject to the ordering party's agreement)
- (5) Corporate profile (Exhibit 6)
 - Corporate profile
 - Name and contact address of person in charge
- (6) A reference (approximate) estimate with an itemized statement
The person or corporation whose proposal is selected for adoption must submit a detailed statement of costs prepared by using a summation method.
- (7) Qualification requirement for this planning competition
A copy of the Notice of the Examination Result of Qualification (qualification common to all ministries and agencies) related to the qualifications for participating in competitions held by the Ministry of Land, Infrastructure, Transport and Tourism in fiscal 2010, 2011 and 2012 shall be submitted.

4. Submitting a Written Plan

- (1) Deadline for submission: No later than 12:00 p.m. on Thursday 15APR, 2010
- (2) How to submit a written plan: Written plans may be submitted by hand or by mail (and those submitted by mail must reach the division in charge by the above-mentioned deadline with a delivery record).
- (3) Addressee for submission: International Exchange Promotion Division, Japan Tourism Agency, Ministry of Land, Infrastructure, Transport and Tourism
- (4) Number of copies to be submitted: Seven (7) copies

5. Points to be noted in implementing the planning competition

- (1) Evaluation shall be conducted based on the following standards:

No questions shall be answered regarding the allocation of marks in the evaluation standards, etc.

- ① Whether the applicant sufficiently understands the purpose and contents of the relevant activity
 - ② Whether the proposal has originality and is persuasive
 - ③ Whether the proposal has specifics and adequacy
 - ④ Whether the working process and systems at home and abroad are sufficient for implementing the activity.
- (2) The language to be used in documents, etc. shall be limited to Japanese and the currency shall be limited to Japanese yen.
- (3) The scale of the relevant activity implemented at government expense for reference shall be up to 150 million yen (including consumption tax). Among the expenses stated on the estimate sheet, there may be cases of those to be paid in actual costs since the purposes and nature thereof (such as airfares) will be settled before the end of the activity.
- (4) In case a written proposal fails to reach the prescribed place by the prescribed deadline for whatever reason, the applicant concerned shall not be able to participate in the planning competition.
- (5) Once submitted, a written proposal shall not be replaced or resubmitted.
In addition, no changes to descriptions in the written proposal selected for adoption shall be made in principle.
- (6) With regard to the contents of submitted written plans, a hearing may be conducted if deemed necessary.
- (7) The expenses required for preparing and submitting written plans shall be borne by the applicants thereof.
- (8) An applicant whose written plan has been selected for adoption shall be a person or corporation selected as being the most suitable as a result of implementing the planning competition. However, no contractual relationship shall be deemed to exist between such person or corporation and the government until all necessary contractual procedures have been completed in accordance with applicable accounting laws and regulations. The contractual procedure with a selected applicant in this planning competition shall be performed after the FY2010 budget was approved.
- (9) Written plans not selected for adoption shall be returned to the applicants in principle.

(Applicants not wanting their written proposals returned should state so when submitting their written plans to the division in charge of the project.)

(10) In case no appropriate plan is proposed, the project may be suspended or otherwise treated.

(11) The competition participant who submitted the written proposal selected for adoption shall be given written notice that the relevant proposal has been selected for adoption; the other participants whose written proposals were not selected shall be given written notice that their proposals were not selected for adoption together with the reasons why.

Such notification of proposals not selected shall not preclude the applicants thereof from executing other contractual procedures.

(12) As a result of implementing the planning competition, the following matters shall be promptly and publicly announced after the notice of selection has been given, and shall be kept open to the public until a relevant contract is concluded:

- ① Name, address, name of the representative person, and date on which selection is decided concerning the competition participant who submitted the written plan selected for adoption
- ② Evaluation points for each evaluation item and total points given to each participant in the planning competition

(13) The person/corporation whose proposal has been selected for adoption shall proceed with implementation of the project through sufficient consultation with personnel of the division in charge of the project. As instructed by the ordering party, you shall also be required to submit a daily report and a report on expense payments in the prescribed form, in order to gauge the progress of the activity and the general situation regarding expenditures.

(14) The copyrights on materials produced through this contract shall be vested in the Japan Tourism Agency.

(15) Matters deemed necessary by the planning competition committee

**Plan for the Summer Publicity Activities for Promoting Tourists to Japan
in China in Fiscal 2010**

[Macroscopic market environment]

- 1) The population of China and the percentage of people departing from it are consistently on an upward trend. (The population rose from 1,299 million in 2004 to 1,327 million in 2008; the percentage of people departing from the country rose 11.9% from 2007.)
- 2) The GDP of China in 2010 will probably grow at around 8% and is projected to top the GDP of Japan.
- 3) The overseas travel market of China is growing year by year, while the number of tourists to Japan was 1.01 million, up 0.6% from the preceding year in 2009. Except for Hong Kong and Macao, China ranks third next to South Korea and Singapore.
- 4) The National Tourism Bureau of China announced that the number of Chinese tourists abroad in 2008 was 45.84 million and that its target was to increase it to 83 million (9% up per year) by 2015.

[Main competitors and shares as classified by recipient country statistics (except for Hong Kong and Macao)]

Korea (9.2%)

Singapore (8.5%)

Japan (7.8%) *In Chinese statistics, the share of Japan ranked first.

[Issues for the provisional promotion for fiscal 2010]

- 1) For the group of Chinese visitors to Japan, not only those in their 30s and 40s, who were previously the main players, but also those in their 20s increased. Men constituted a majority in the past, but women and those traveling with their families are on the rise, so that it is necessary to take promotion strategies that meet the needs for travel to Japan of women in their 20s and 40s, including the diversification of travel to Japan.
- 2) In July 2009, the ban on personal tourist visas was lifted in Beijing, Shanghai, and Guangdong province and will be extended to the entire China. The number of Chinese tourists is therefore projected to increase even further. It is therefore necessary not only to conduct public relations in the golden route for people in organized tours in the past but also to work to ensure positive exposure of the appeal of Okinawa and Hokkaido, Kansai, and the western Japan to the west of Kansai, thereby taking measures that accurately monitor the needs of various Chinese tourists in destinations.

[Appeal targets]

<Group tourism>

Position the women with jobs in their 20s and 30s accounting for 30% as classified by sex and by age group out of Chinese visiting Japan in 2008, regard them as important appeal targets, and increase visibility in other groups.

<Personal tourism>

Of the entire travel to Japan, Chinese visiting in personal travel (including business and visits to acquaintances or relatives) reached about 16% are projected to expand even further with the higher ease of obtaining visas for visiting Japan and the maturing of the market in the future. Therefore, conduct appeal different from groups centering on affluent people and work to promote travel to Japan even further.

[Menu of programs implemented] Within the range of the budget, engage in the following programs:

- 1) Be strongly aware of the media mix and combine a whole or a part of TV, web (website buildup and operation and publicity on the web), newspapers, magazines, transport advertisement, and other media. At that time, select those considered to be effective in view of the considerations indicated above from among pure publicity, publicity in the form of articles in mass media, presentation of articles by media invitation, and other methods, and combine and use them.
- 2) Conduct promotion for Beijing, Shanghai, Guangdong province, and other leading coastal regions.
- 3) Ensure timely exposure during periods considered to be effective approximately by the end of July, based on the summer travel season in China. Moreover, plan a promotion combined with personal tourist visas scheduled to be deregulated in the entire territory in July and plan a press announcement event involving media reporters in Shenyang, China.
- 4) Work as hard as possible to tie up not only with local travel companies but also with joint ads and other operations with Japanese companies, local companies, and third-country companies related to travel to Japan and similar activities.
- 5) The present program is that of provisional summer publicity approximately until the end of July. In consequence, do not plan or propose a new goodwill ambassador in tourism. Come up with and propose a design without using a goodwill ambassador in tourism.

< Appendix2 >

Entire Project										
■ Outline of the Project										
Name of the contracted service										Contracted amount of money
Objective of the service										
Timing for performing the service			Target market							
Major category of customers			Name of country/city							
Contents of individual projects	Category of individual project			Amount (1000 yen)	Category of individual project			Amount (1000 yen)		
Outline of the performance										
Expected results										
Results actually obtained										
Results of the Project										
Problems/issues										
■ Process of implementing of the Project (Standard form)										
Project	Date	[year]	[year]	[year]	[year]	[year]	[year]	[year]	[year]	[year]
		[month]	[month]	[month]	[month]	[month]	[month]	[month]	[month]	[month]
Preparation										
Implementation report creation										
■ Structure for implementing the Project										
Ordered company				Address of headquarters						
Overseas affiliated establishments, etc.	Name	Address		Situation of the response, etc.						
Chart of the structure for implementing the Project										

3. Advertisement services (various types of advertisement/PR for the purpose of enhancing the recognizability)

■ Outline of the project

Period of implementing the advertisement (from DMY to DMY)	
Point and characteristics of the advertisement (target sites, sightseeing resource, route, etc.)	
Major category of customers expected to enhance the recognizability (age bracket, group, etc.)	
Characteristics of the selected media (recognizability, degree of diffusion, etc.)	
Other characteristics of the project	
Special notes related to the results	

■ Outline of the implemented advertisement (1)

No.	Place of reports publicized		Cost of project (1000 yen)	Outline of media			Date of reporting/broadcasting	Size of page space/broadcasting hours	Newspaper, magazine, etc. Number of subscribers	TV, radio, etc. Number of audience
	Target country	Area of reports		Classification	Name	Scale, etc.				
1										
2										
3										
4										
5										

■ Outline of the implemented advertisement (2) * Enter into the boxes as contents continued from the No. 1 to 5 above respectively.

No.	Outline of tours to be sold	Outline, characteristics, contrivance, etc. of the implemented advertisement
1		
2		
3		
4		
5		

■ Result of the sales of commodities (tours sold/implemented and numbers of participants)

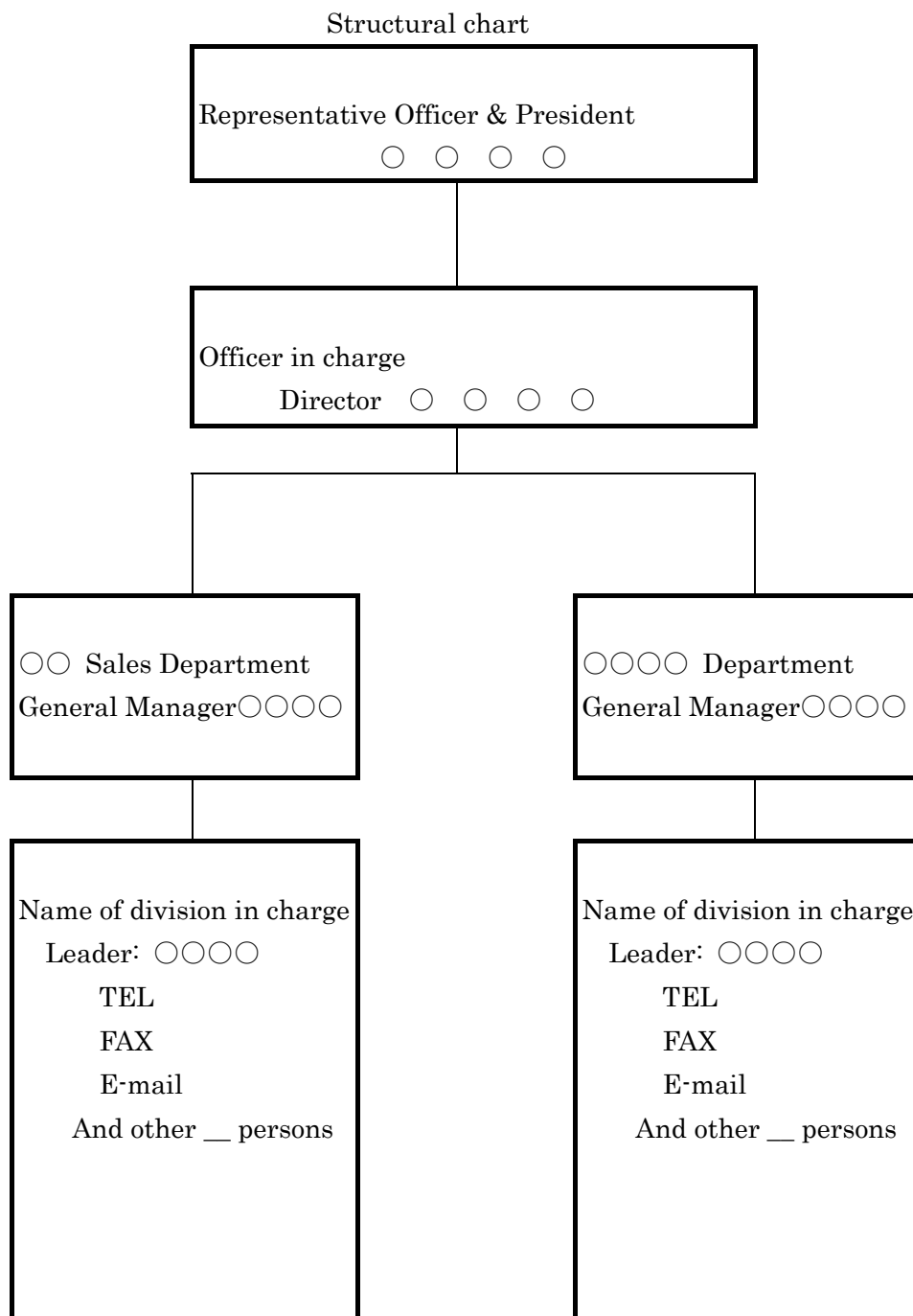
No.	Classification	Country visited		Tours sold			Number of tours (number of groups)	Number of participants	
		Country	City	Period of operation	Itinerary (number of stays)	Destinations, etc.		Those who have already visited Japan	Perspective participants in the future
1									
2									
3									
4									
5									

■ Special notes regarding the contents/results of the project

Item	Contents, results, etc. * Describe concisely in applicable boxes.
(1) Appropriateness and result of the selection of media	
(2) Situation of implementing advertisement	
(3) Situation of communicating to the targets	
(4) Situation of sales/PR of related travel commodities by travel companies	
(5) Evaluation regarding the implemented advertisement by consumers and travel-related parties	
(6) Situation of coordination with the sales of related tours	
(7) Concern of consumers, etc. for related tours to Japan	
(8) Trends of participation in related tours to Japan	
(9) Response in target countries (reports by media, etc.)	
(10) Response in Japan (coverage/reports by media, improvement of structure in tourist resorts, etc.)	

Appendix 4 (Example of entry on the structural chart)

Name of corporation:



* Specifically, the structural chart should clearly show the division of roles in Japan and other countries.

* Please specify outstanding ability, qualification, experience, etc of persons in charge if any.

Appendix 5 (Example of entry on the Work roadmap)

Work roadmap

Name of corporation:

Item	April 2010	· · · · Month	March 2011	Remarks

Appendix 6

Outline of corporation

As of January 31, 2010

Name of corporation		Title and name of representative person	
Address (Tel. No.)			
Title and Name of person to be in charge (Tel. No.)			
Capital, etc. (in thousands of yen)			
Number of full-time employees in each division			
Number of years in operation	Established	Changed into current organization	Number of years in operation
	_____, ____	_____, ____	_____ years
Special characteristics of corporation			
Affiliated organizations			
Remarks			