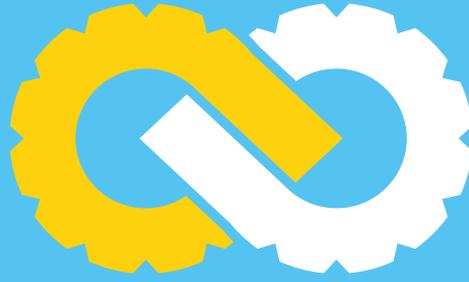




Creating a positive cycle in the auto industry. Start here, now.



# Positive cycle campaign

Let us unite our voices to achieve fair transactions and wage increases!



## Create a positive future! Energize our industry!



Does your company abide by these actions?

### Actions for implementing fair transactions

JAW will work with you to support these actions.

**Request and respond to opportunities for price negotiations**

Realize fair business-to-business transactions from the perspective of the ordering and receiving parties, so that the value created is widely shared, including deep-tier suppliers.

**Extend fair price transactions throughout the supply chain**

The entire JAW organization is committed to supporting the actions taken by individual companies. Our goal is to revitalize the broad-based automobile industry and boost Japan's economy!

**Create an environment and system that makes it easier to consult on various concerns**

JAW is dedicated to creating an environment that enables you to identify, deliver, and communicate any concerns related to business transactions. Let us work together to resolve your concerns.

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# Positive cycle campaign

Let us unite our voices to achieve fair transactions and wage increases!

## Significance of our actions

### Securing profits and obtaining capital for businesses

- Reflection of labor costs, corporate initiatives, etc.

### Industry development and distribution to small and medium-sized enterprises

- Optimization of business-to-business transactions

### Wellbeing of union members through wage increases

- Improvement of working conditions
- Revitalization of Japan's economy



Price pass-through

Increase in corporate earnings



Increase in corporate investment



Positive cycle of fair transactions

Wage increases



Increase in prices



Expansion of personal consumption



Let us extend wage increases to the entire broad-based auto industry and boost Japan's economy!

GOOD

Talk to us about any concerns you may have regarding the optimization of your business-to-business transactions. JAW will communicate your concerns to the party that placed the order while protecting your anonymity.

### CASE 1



## Lack of understanding of labor cost guidelines

The company that placed the order calculated the ratio of labor costs to product using its own criteria, which was significantly lower than the Fair Trade Commission's standards\*, without providing a clear explanation.

\* The ratio for transportation equipment manufacturers: 32.5%



### CASE 2



## Excessive requests for evidence

Our business partner demanded evidence, including the details of our wage increases and a non-disclosed breakdown of the data. They stated that without this evidence, they would be unable to reflect labor costs in product pricing.

### CASE 3



## Limited expertise in price negotiations

While we now have more opportunities to negotiate on price, we struggle to understand the logic and methods behind negotiating prices for energy, raw materials, labor, and logistics due to our limited experience in this area.

### CASE 4



## Delay in negotiations

Although our business partner agreed to negotiate on pricing, they have failed to follow up after initially stating they would review the matter. Despite repeated requests for updates, progress remains stalled due to additional evidence requirements or staff changes that require us to start over.

### CASE 5



## Unacceptable business practices

Our business partner initially approved the necessary capital investment for production expansion but later postponed the expansion. Despite our investment being made, they have refused to make payments until the expansion takes place.

Achieving our goals requires the accumulation of individual efforts by labor and management!

Scan here to consult JAW

## Consult us about your concerns

- JAW will leverage its network to verify the situation at the company in question, while protecting the privacy of the information source.
- JAW will launch awareness-raising activities from a third-party perspective to share industry expertise and solve problems.
- At JAW, we stand ready to support your efforts to win wage increases based on fair transactions so you can expand your actions beyond company bargaining.



JAW works with enterprise-based unions and federations to determine the actual conditions of transactions (Fair Transaction Status Survey) after the biannual price negotiation months (March and September of each year). You may want to consider contacting enterprise-based unions or federations for any concerns that you are uncomfortable discussing with JAW.



Confederation of Japan Automobile Workers' Unions (JAW)