

# インフォシスの取り組みと日本市場への期待

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インフォシスリミテッド

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Business

# Infosys, Japan

- Started 1997 – Global, Large Market, De-Risk
- Over the years – Japan has slowed

	2003	2013
Japan	1	2
Australia	1	23
Infosys	1	11

# FDI into Japan

Japan has to be attractive  
in comparison

Market

Capital

Know  
how

People

Business will follow money  
People will follow money

# Market

Japan Strength	Japan weakness
Large Market	Tapering growth
Advanced Market	High barrier of entry
Established Infrastructure	Non “Standard”
Homogenous market	Oligopolistic structure
Urban Markets	High cost market

Cannot ignore but very,very hard to succeed

# Capital

Japan Strength	Japan weakness
Large pool of money available	No need to be in Japan to tap this pool
Developed capital market	High tax regime
Low interest rates	No longer unique to Japan

- No need to be in Japan to tap Japanese capital
- Financial benchmarks seem to be set at lower level

# Knowhow

Japan Strength	Japan weakness
Great Technology	“Kept inside Japan”
Established Patent, copyright	“Non standard”
Good universities, research	Not international

- Great point of attraction
  - Pride of Japan

# People

Japan Strength	Japan weakness
Committed, Capable people	Limited English
Diligent employees	Domestic view
“Good” unions	Difficult labor laws
Process oriented	Reducing number of young people

- Capable people, relatively low mobility

# What can the government do?

Simplify  
rules,  
Get closer to  
global rules

Reduce cost  
of doing  
business  
(Tax)

Enable more  
in English  
Law, Tax,  
Education

Attract  
foreign talent

Reduce  
barriers  
( both tariff,  
non tariff)



# Summary

Simplify

Speedy

“Eigo Ka”

Enable best in class to come make Japan home

Thank you

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