

## Preface

Canadian exporters are discovering a new Japan. Firms which have focussed their efforts on specific markets have seen their results soar. Their success bears witness to important changes which have recently occurred in the Japanese market.

Since the mid 1980s, the substantial appreciation of the yen, Japan's concerted policy of domestic demand stimulation and a shift towards a more open import regime have significantly enhanced the competitiveness of Canadian goods in the Japanese market. Specific opportunities have emerged in areas previously closed to foreign suppliers.

This "Export Opportunities in Japan" series is published by External Affairs and International Trade Canada to assist Canadian exporters in seizing these exciting new opportunities. It pinpoints specific market segments where new Japanese import demand meets proven Canadian capability. It includes market segment profiles, details specific market technical characteristics, documents success stories and provides market bibliographies and key contact lists.

The series is designed not only as a reference and guide but also as the basis for future joint marketing action by Canadian firms, their trade associations and Canadian government departments. The series has been produced in consultation with the Japan External Trade Organization (JETRO) and has the support of the Japanese Ministry of International Trade and Industry (MITI).

The present survey describes current characteristics of the Japanese market for software and outlines foreseeable market developments.

Further information and guidance is available from:

Japan Trade Development Division (PNJ)  
External Affairs and International Trade Canada  
125 Sussex Drive  
Ottawa, Ontario  
Canada K1A 0G2  
Tel: (613) 995-1281  
Telex: 053-3745  
Fax: (613) 996-4309

*The Canadian Embassy and Consulate General in Japan have made important contributions to this series of market studies. Additional assistance and information is available from the Embassy in Tokyo and the Consulate General in Osaka.*

The Canadian Embassy  
7-3-38 Akasaka, Minato-ku  
Tokyo 107, Japan

Cable: CANADIAN TOKYO  
Tel: (011-81-3) 408-2101/8  
Telex: (Destination code 72) 22218  
(DOMCAN J22218)  
Fax: (G3 System) 03-479-5320

The Consulate General of Canada  
2-2-3 Nishi-Shinsaibashi, Chuo-ku  
Osaka 542, Japan

Mailing address:  
P.O. Box 150  
Osaka, Minami 542-91  
Japan

Tel: (011-81-6) 212-4910  
Fax: (011-81-6) 212-4914