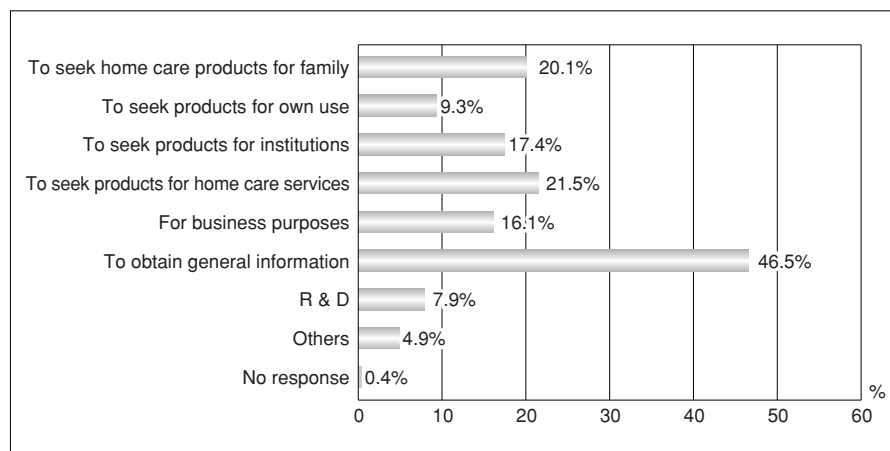
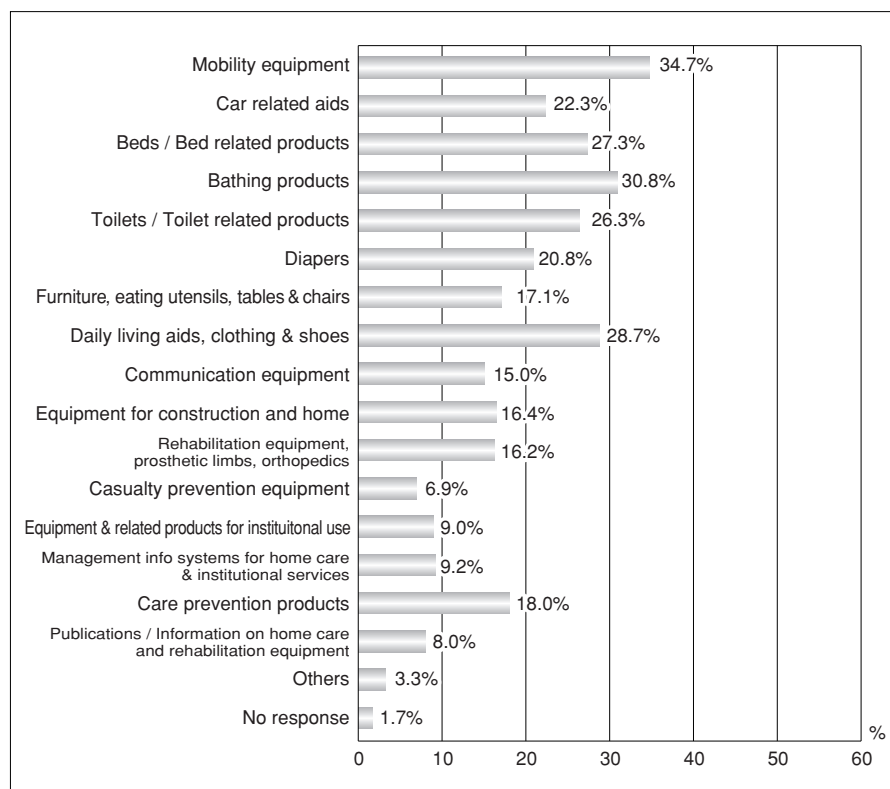


■ Visitors Questionnaire Results (7,967 respondents)

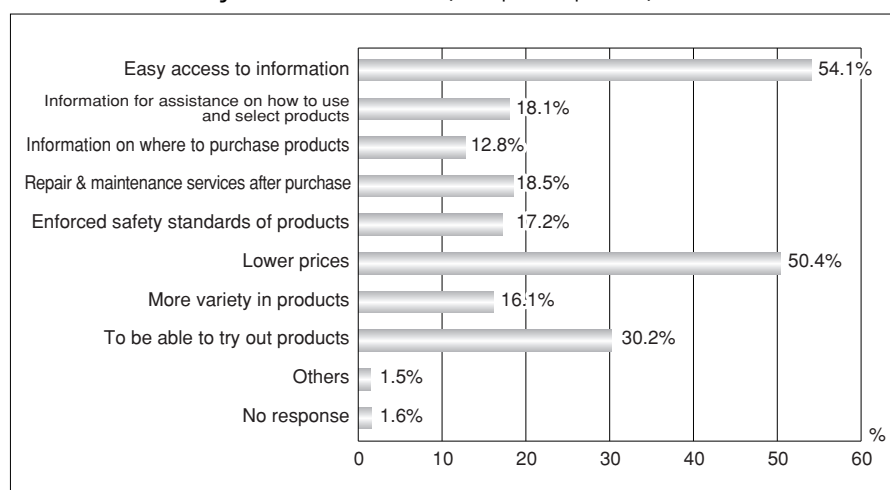
1. Purpose for visiting H.C.R. 2005 (Multiple Responses)



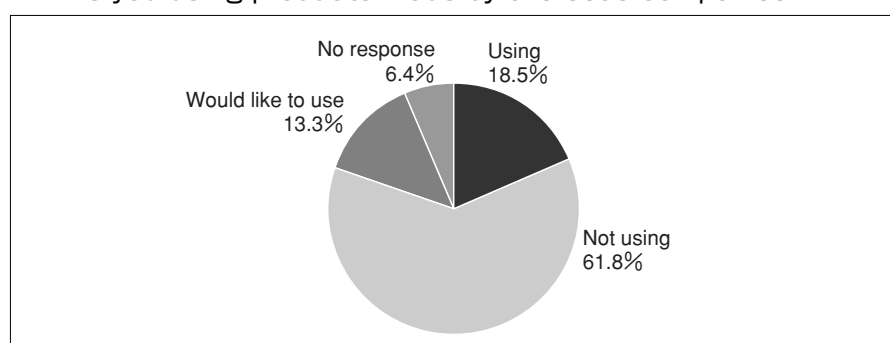
2. What types of products were you looking for? (Multiple Responses)



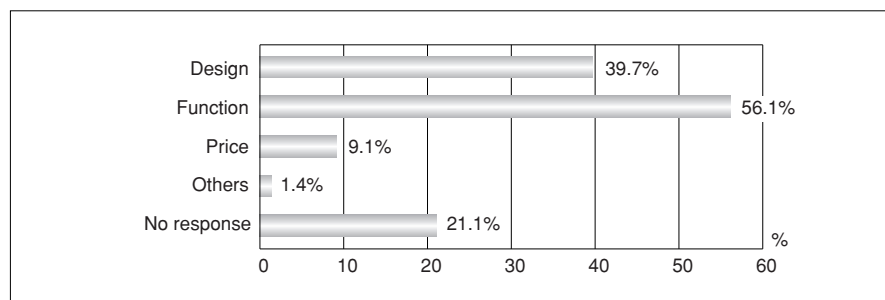
3. In regard to home care and rehabilitation equipment, what would you like to see? (Multiple Responses)



4. Are you using products made by overseas companies?



5. What features of the products made overseas did you like? (Multiple Responses)



6. Visitors Comments on Home Care & Rehabilitation Equipment

- Prices should be clearly visible. (Most of the prices were indicated as open). Would like to see the prices included in the brochures.
- More products that can be used in snow regions are required.
- To some extent home care and rehabilitation equipment has its hazards and should be explained.
- It would be convenient if there is a system where we can purchase products after trying them. (The current situation is that even if we would like to try out a product, it is difficult to see the actual products, as only a few places have products on display.)
- Although it depends on the product, lighter products are preferred.
- I hope there will be an emergency response system in case of breakdowns (like JAF for automobiles) on a nationwide scale.
- Would like equipment to be easier to adjust.
- It would be better if the prices were more reasonable so that anyone can purchase them.
- I found it difficult to consult with the manufacturers as they only promoted the good features of their products. I would like them to tell us for whom a product is made for and the things that it may not be used for (limitations, etc.).
- Would like to see a variety of services for using, selecting, purchasing and obtaining repairs even at remote areas and to have them available at a shop nearby.
- Would like information on dimensions, operating range, and so forth.
- Would like to know about new products as soon as possible.
- A short instruction course would be appreciated. More detailed explanations are necessary in the instruction booklets, etc.
- Most of the products displayed were for people who are physically challenged in the lower limb, and only a few products could be seen for upper limb and other disabilities.
- Would like to see recreational equipment and more products for children.
- A rental company has rented a wheelchair for 4 years without coming to do any maintenance. I had been using an overseas wheelchair but have left it unused since I got a flat tire.
- Would like to see better designed products (better taste in fashion). The colors are not good.
- Functions of hearing aids need to be improved. I would like to see a hearing aid that I could actually use. There should be more selections.
- It would be better if there was more compatibility between companies. Parts should be interchangeable, equipment should not become useless once a part is broken.
- Would like to see more rental equipment since physical conditions change.

7. Visitors Comments Regarding H.C.R. 2005

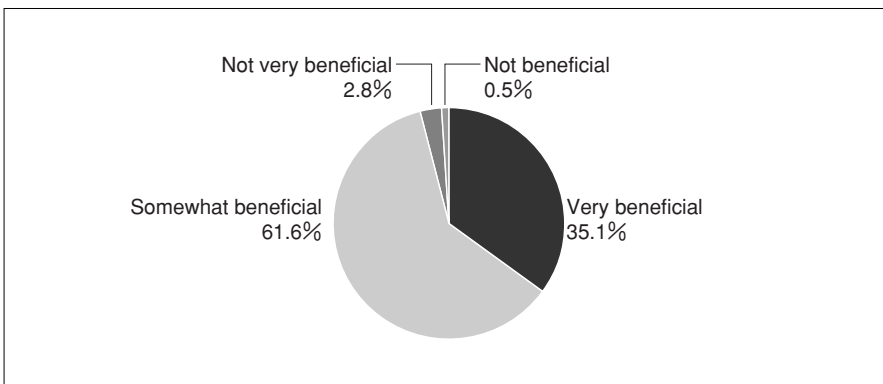
- Would like the exhibition to be open longer and include Saturday and Sunday.
- Would like the exhibition to be held more often and also to be held in other areas.
- More and more people who use wheelchairs visit the exhibition. They should be able to move about more easily. Also, it would be good if we could try out wheelchairs on a replicated paved street.
- As there were so few lounge areas, more places to rest would be appreciated.
- I come every year, but I look forward to this season to see the new and improved products that are exhibited.
- The Children's Square was great, but the manufacturers were not there and it was regrettable not to be able to hear their explanations.
- In addition to having the booths grouped by exhibitor, it would also be good to show different themes such as a model home with stairs, bath, toilet and so forth to get a better idea of the products.

7. Visitors Comments (continued)

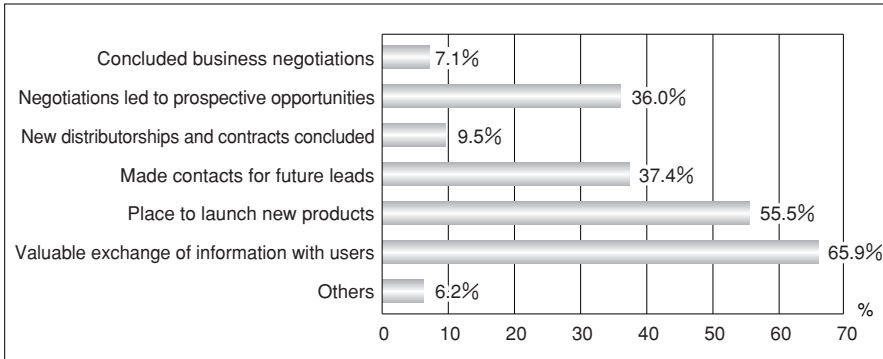
- I visit the exhibition every year and can see that little by little the changes in the products are reflecting the times we are living in. By seeing this year's care prevention equipment, wheelchairs with stand up support functions, etc. we had a preview of what to expect next year.
- I was surprised to see the many visitors who are physically challenged in attendance. How about planning more events to make the exhibition more enjoyable.
- Would like the exhibition to be more suitable for those who are hearing-impaired. Each booth should have sign language interpreters and demonstrations with written explanations for the hearing-impaired.
- The shuttle bus service from the Kokusai Tenjijo Station of the Rinkai Line is convenient and would like to see it continued.

Japanese Exhibitors Questionnaire Results (211 Respondents)

1. Was it beneficial to participate in H.C.R. 2005?



2. In specific, how was it beneficial? (Multiple responses)



3. Japanese Exhibitors Comments & Suggestions

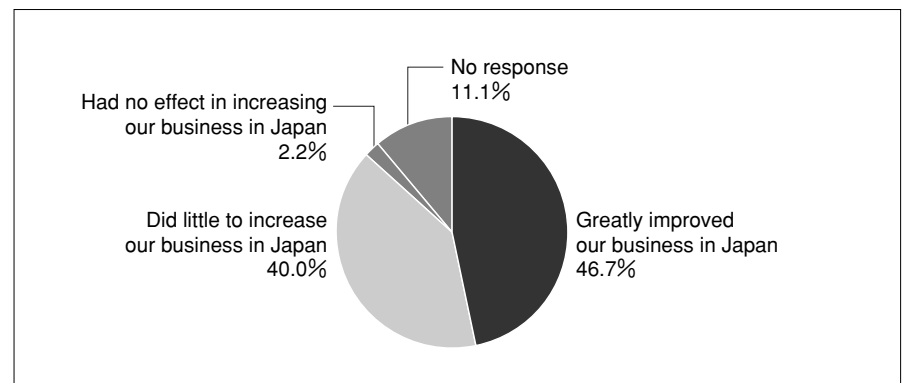
- The exhibition made me think more about social welfare, as it also did last year. We, persons with no physical challenges should be more aware about social welfare and now the time has come for society as a whole to give more consideration to social welfare issues.
- Good point: Effective in attracting visitors, overwhelming in comparison to other exhibitions. Bad points: The hall is too big. Most of the visitors are not expecting to see the hall expand any larger than it is now. Maximum number of booths for each company should be set, depending on the genre.
- It was a very meaningful exhibition. Still, the fact that the location is in Tokyo and this is considered the largest international home care & rehabilitation equipment exhibition in Japan, more visitors should be drawn. Also, is it possible for the exhibition period to include Saturday and Sunday?
- The taking of photos should be encouraged rather than prohibited.
- When persons with visual impairments and persons using wheelchairs are at the site at the same time, problems in passing and walking occur. A zone for those who have visual impairments would be appreciated.
- It appears that the number of people coming to the exhibition who use wheelchairs have been increasing. It would be better to have separate days for business negotiations and for general visitors.
- The signs within the halls for each zone are simple and very easy to see. On the other hand, more detailed support is required. For example, a touch panel computer to find where a particular product is being exhibited would be convenient. Also, it would be good to have a big easy-to-see directory of exhibition products at the hall entrance.

3. Japanese Exhibitors Comments (continued)

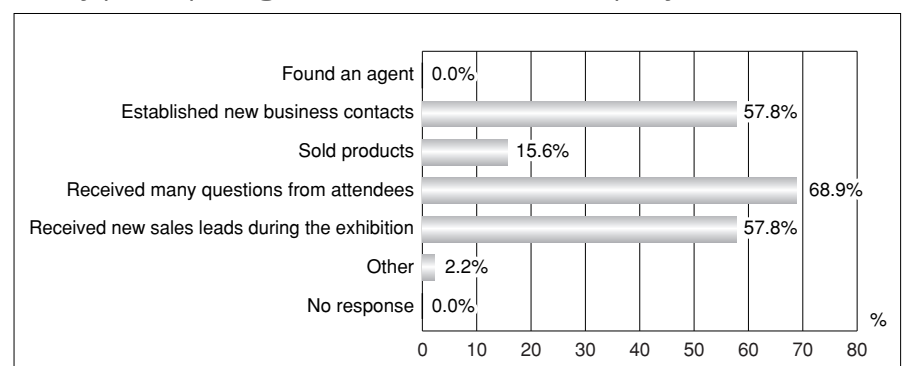
- Would like to hear more announcements regarding the seminars and workshops within the halls.
- The volume of speakers from one of the booths was so loud that it was hard to talk to visitors (when they had questions, etc.). Considering the type of exhibition, many of the visitors are persons who use hearing aids, those who are visually impaired who rely on sounds and the elderly, all of whom extremely loud sounds become an obstacle for them. Regulations on volume are ever more vital than at any other exhibition.
- The visitor category badges should be changed, for example, visitors with a "General" badge include people who do business negotiations. "Students" are also classified as "General." It would be easier to identify visitors from companies if they had a business card on their chest.
- A "Children's Square" was set up for the first time this year. The idea itself was brilliant; however, it was a shame that the square was not fully utilized. If the event is continued, more in depth consideration should be given to the planning.

Questionnaire Results for Overseas Exhibitors (45 Respondents)

1. Participation in H.C.R. 2005:



2. By participating in H.C.R. 2005, our company: (Multiple responses)



3. Overseas Exhibitors Comments

- Made many new contacts and strengthened existing ones.
- Much interest in new products.
- We see the market growing year after year.
- It takes time to see the results of our participation.
- Importing opportunities for Japanese products to Europe.
- Provide more information on signboards in English (presentation schedule, details of presentations)
- Thank you for making the "Children's square".
- Divide exhibition days to have 1 to 2 days for professionals and 1 to 2 days for the general public. This will allow exhibitors to better focus attention on each.
- For overseas companies, it is better to have the exhibition from Tuesday to Thursday.
- Sound volume limit of 70 decibels should be enforced by the Organizer! Loud environment makes it sometimes impossible to discuss with customers, let alone make telephone calls - cannot hear anything.