(vi) the acquisition of ISO9001 or ISO14001 certification;

(vii) the employment and development of young engineers and skilled workers;

(viii) the amount of sales for completed construction work; and

(ix) the amount of sales for completed construction work as a prime contractor; and

(b) take due account of indicators of the supplier realised outside Japan, which may include:

(i) the amount of equity capital;

(ii) the amount of earnings before interest, taxes, depreciation and amortisation (EBITDA);

(iii) the ratio of net interest expense to sales amount;

(iv) the liabilities turnover period;

(v) the ratio of gross profit on sale to gross capital;

(vi) the ratio of recurring profit to sales amount;

(vii) the ratio of equity capital to fixed asset;

(viii) the equity ratio;

(ix) the amount of cash flows from operating activities; and

(x) the amount of accumulated earnings.

ARTICLE 10.7

Selective tendering

1. If, in accordance with paragraphs 4 and 5 of Article IX of the GPA, a procuring entity limits the number of suppliers for a given procurement, the number of suppliers permitted to submit a tender shall be sufficient to ensure competition without affecting the operational efficiency of the procurement system.

2. For Japan, this Article applies only to central government entities.

ARTICLE 10.8

Technical specifications

If a procuring entity applies environment-friendly technical specifications as set out for environmental labels or as defined by relevant laws and regulations in force within the United Kingdom or Japan, each Party shall ensure that those specifications are:

(a) appropriate to define the characteristics of the goods or services that are the object of the contract;

(b) based on objectively verifiable and non-discriminatory criteria; and

(c) accessible to all interested suppliers.