

1. PERCENTAGE OF WHOLESALERS IN PROPORTION TO TOTAL NUMBER OF WHOLESALE AND RETAIL STORES
- SALES PER STORE IN WHOLESALE TRADE
2. SALES IN WHOLESALE TRADE
- SALES IN RETAIL TRADE
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4. THE NUMBER OF RETAIL STORES PER 1,000 POPULATION
- SALES PER STORE IN RETAIL TRADE

1. Percentage of Wholesalers in Proportion to Total Number of Wholesale and Retail Stores.

The total number of stores conducting wholesale trade as of May 1, 1985 was 413,016. Of these, 411,498 were general wholesale dealers, approximately 70% of which were incorporated stores. The number of persons employed in wholesale stores was 9.7 persons per store. By scale, 22.5% of wholesalers had 1-2 employees; 25.5% had 3-4 employees; 27.9% had 5-9 employees; 14.4% had 10-19 employees and 9.7% had more than 20 employees.

The region where wholesale stores were most concentrated was Tōkyō Prefecture, there being 68,000 stores, accounting for 16.5% of the national total. This was followed by Ōsaka Prefecture, accounting for 11.1% with 46,000 stores.

The ratio of the number of wholesalers to the total number of stores was 20.2%. By municipality, those ranking high were Tyūō Ku, Tōkyō Prefecture, accounting for 73%, and Tiyoda Ku, Tōkyō Prefecture, accounting for 63.5%. There were 7 Si, Ku, Mati and Mura that accounted for more than 50% of the total, while 204 Mati and Mura did not have any wholesale stores.

[Salient Points of the Legend and Map Compilation]

This chart shows the ratio of the number of wholesale stores (excluding agencies and brokers) to the total number of stores, as of May 5, 1985.

1. Sales Per Store in Wholesale Trade

The sales per store engaged in wholesale trade during the one-year period from May 1 1984 through April 30, 1985 were worth ¥1,040 million an increase of 11.4% in comparison with the figures obtained in the preceding survey carried out in 1982. The annual sales per person engaged in wholesale trade were worth ¥107,250 thousand.

By municipality, sales were high in Tiyoda Ku, Tōkyō Prefecture with ¥10,380 million followed by Minato Ku, Tōkyō Prefecture with ¥7,240 million and Rausu Tyū, Hokkaidō Prefecture with ¥5,220 million. In addition, 16 Si, Mati and Mura reported sales exceeding ¥2,000 million.

[Salient Points of the Legend and Map Compilation]

This map indicates the annual proceeds per store engaged in wholesale trade (excluding agencies and brokers) as of May 1, 1985. The proceeds are based on the statistical data for the one-year period preceding the survey date.

In cases where there were only 1 or 2 wholesale stores within a Si, Mati or Mura, the statistical data of these stores was not published to protect their financial status. For the purpose of this map, such Si, Mati or Mura are regarded as those for which no statistical data was published.

2. Sales in Wholesale Trade

The sales in wholesale trade for the one-year period from May 1, 1984 to April 30, 1985 were worth ¥428,290,700 million, an increase of 7.5% from 1982 when the preceding survey took place.

By prefecture, the highest in sales ranking was Tōkyō with ¥157,200,000 million,

amounting to 36.7% of the national total, followed by Ōsaka with ¥68,600,000 million, accounting for 16.0% and Aiti with ¥38,100,000 million accounting for 8.9%. The sales in Ōsaka were almost equivalent in amount to those of Tōkyō in 1960, approximately 60% those of Tōkyō in 1970, and a little over 40% those of Tōkyō in 1985.

2. Sales in Retail Trade

The sales in retail trade for the one-year period from May 1, 1984 to April 30, 1985 were worth ¥101,719,064 million, an increase of 8.5% from 1982 when the preceding survey was conducted.

By business line, specially stores accounted for 46% with proceeds of ¥46,800,000 million, followed by department stores at 7.6% with ¥7,800,000 million and all-round supermarkets at 5.8% with ¥5,900,000 million. The sales reported by convenience stores were worth ¥3,400,000 million amounting to 3% of the total sales figures; however, this was a remarkable jump of 55.3% from 1982. The sales of retailers in other categories were ¥24,400,000 million accounting for 24%.

By prefecture, the highest in ranking was Tōkyō with sales amounting to ¥13,000,000 million, which accounted for 12.8% of the total national sales figures, followed by Ōsaka with ¥7,900,000 million accounting for 7.8%, and Kanagawa and Aiti, whose sales were both ¥5,800,000 million, together accounting for 5.7%.

3. Large-Scale Retail Stores

The number of first-class large-scale retail stores as of June 1, 1986 was 373 department stores, 571 combined department stores, 76 station buildings, 581 specialty stores, 51 credit department stores and 2,357 supermarkets.

As of May 1, 1985, the number of first-class large-scale retail stores was 3,662, a rise of 10% from 1982. Their total counter space measured 21,090,000 m², an increase of 9.9%, amounting to 22.3% of the entire counter space of retailers.

The number of stores maintaining an establishment within a first-class large-scale retail store, including specially-designated large-scale stores (i.e., with counter space of more than 1,500 m²), was 56,061, accounting for 3.4% of the total number of retailers. Of these, 76.7% were incorporated stores. Of the stores operating within a first-class large-scale retail store, those with less than 20 m² of counter space amounted to 18.9%; those with 20 m²–50 m² amounted to 33.6% and those with more than 1,500 m² amounted to 6.1%. The annual proceeds of these stores were worth ¥20,200,000 million accounting for approximately 20% of total proceeds by retailers.

In regard to the sales efficiency of the stores operating within the first-class large-scale retail stores, the annual proceeds per store were worth ¥280 million, whereas the proceeds per sales person engaged in such stores were ¥27 million, both of which were observed to increase in accordance with an increase in the counter space of stores. The annual proceeds per 1 m² of counter space amounted to ¥940,000.

[Salient Points of the Legend and Map Compilation]

This map shows the number of first-class large-scale retail stores, as of June 1, 1986, classified by business status.

The term, "first-class large-scale retail store", refers to a building that has more than 1,500 m² of counter space in total within one building (exceptions are areas of special wards in Tōkyō Prefecture and cities designated by a cabinet order where the overall counter space must be more than 3,000 m²). In addition, the figures for department stores include those for combined department stores, station buildings and specialty stores.

4. Number of Retail Stores Per 1,000 Population

The number of stores engaged in retail trade as of May 1, 1985 was 1,629,000. Of these, 27.6% were incorporated stores, 17.9% were private entrepreneurs which engaged employees on a regular basis and 54.5% were private entrepreneurs without regularly employed staff.

In regard to the number of retail stores classified by business line, 1 million were specialty stores, 29,236 were convenience stores, 5,873 were specialty supermarkets, 1,389 were all-round supermarkets and 59,643 were supermarkets of other types.

In regard to the counter space of retail stores, the counter space per store averaged 58 m². By scale of stores, retail stores with counter space less than 10 m² accounted for 5.8%; those with 10–20 m² for 20.8%; those with 20–30 m² for 19.4%; those with 30–50 m² for 25.5%, those with 50–100 m² for 17.8%; those with more than 100 m² of counter space accounted for less than 10% of the total. On average 3.9 persons were employed per store. By scale, retail stores with 1-2 persons accounted for 57.7%; those with 3-4 persons for 25.1%; those with 5-9 persons for 11.7% and those with more than 10 persons for 5.5%.

The prefecture with the greatest number of retail stores was Tōkyō with 151,000, amounting to 9.3% of the national total, followed by Ōsaka with 118,000 stores.

The number of retail stores per 1,000 population was 13.5. By municipality, those ranking high were Tiyoda Ku, Tōkyō Prefecture, with 68.9 stores and Tyūō Ku, Tōkyō Prefecture, with 43.0 stores, while 16 Si, Mati and Mura had more than 30 stores.

4. Sales Per Store in Retail Trade

The proceeds in retail trade per store, for the one-year period from May 1, 1984 to April 30, 1985 were worth ¥62,460,000, an increase of 14.4% from 1982 when the preceding survey took place. The annual proceeds per person engaged in retail trade were worth ¥16,070,000.

In regard to proceeds by line of business, department stores conducted sales with an average value of ¥17,760 million; all-round supermarkets, ¥4,620 million; specialty supermarkets, ¥980 million; convenience stores, ¥120 million; and specialty stores, ¥46,570 thousand.

By municipality, those ranking high were Tyūō Ku, Tōkyō Prefecture, with ¥350 million, Ōgata Mura, Akita Prefecture, with ¥310 million and Tiyoda Ku, Tōkyō Prefecture, with ¥210 million, while 57 Si, Mati and Mura conducted more than ¥100 million worth of sales per store.

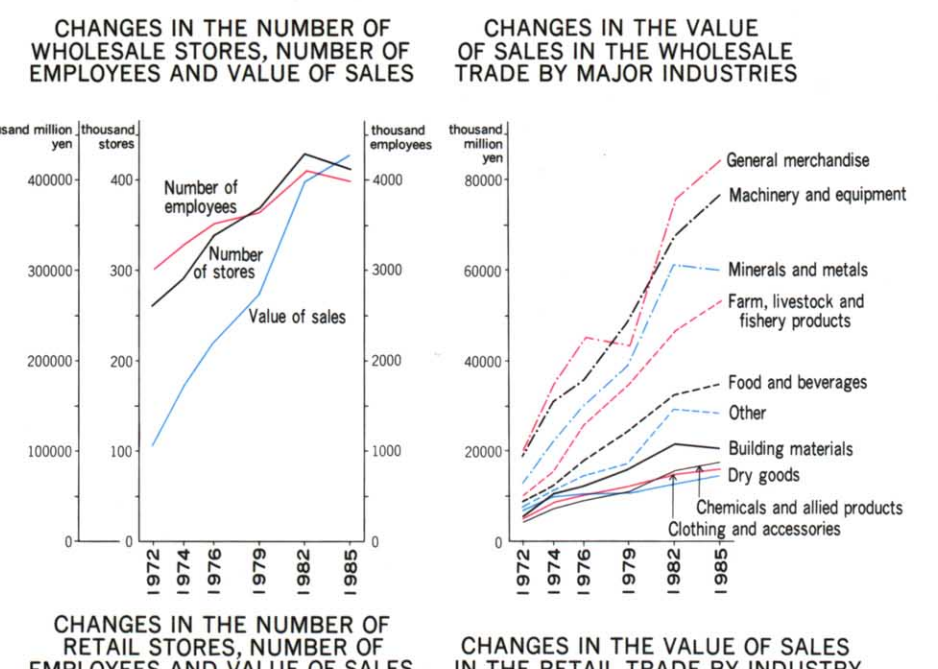
[Sources]

1. Ministry of International Trade and Industry, *Census of Commerce*, 1985, Vol. 3
2. Ministry of International Trade and Industry, *Commerce in Japan*, 1981
3. Ministry of International Trade and Industry, *An Outline of Large-Scale Retailers Classified by Municipalities*, 1987

NUMBER OF STORES, NUMBER OF EMPLOYEES AND ANNUAL VALUE OF SALES (1985)

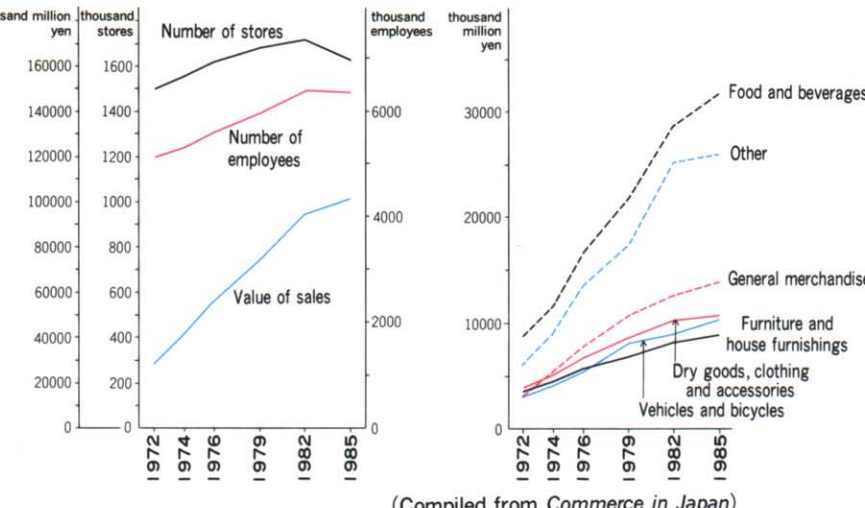
By kind	Number of stores		Number of persons engaged			Value of annual sales			
	Percentage (%)	(1000)	Percentage (%)	Per store	(million yen)	Percentage (%)	Per store (10,000yen)	Per persons engaged (10,000yen)	
Total of wholesale trade	413,016	100.0	3,998	100.0	9.7	—	—	—	
Total of wholesale trade (except agents and brokers)	411,498	99.6	3,993	99.9	9.7	428,290,656	100.0	104,081	10,725
General merchandise	985	0.2	58	1.5	58.9	84,080,029	19.6	8,536,044	144,034
Dry goods	12,044	2.9	117	2.9	9.7	14,454,912	3.4	120,018	12,325
Chemical and allied products	15,546	3.8	149	3.7	9.6	17,741,671	4.1	114,124	11,913
Minerals and metals	21,017	5.1	245	6.1	11.7	59,774,673	14.0	284,411	24,446
Machinery and equipment	85,072	20.6	960	24.0	11.3	76,666,282	17.9	90,119	7,985
Building materials	56,029	13.6	355	8.9	6.3	20,533,548	4.8	36,648	5,785
Waste materials	15,869	3.8	72	1.8	4.5	2,008,278	0.5	12,655	2,788
Apparel, apparel accessories and notions	28,960	7.0	344	8.6	11.9	16,345,767	3.8	56,443	4,757
Farm, livestock and fishery products	39,193	9.5	380	9.5	9.7	53,358,532	12.5	136,143	14,059
Food and beverages	54,082	13.1	496	12.4	9.2	34,866,365	8.1	64,469	7,033
Drugs and toiletries	16,809	4.1	238	6.0	14.2	12,664,653	3.0	75,344	5,317
Furniture, fixture and house furnishings	21,354	5.2	170	4.3	8.0	7,392,529	1.7	34,619	4,344
Other	44,538	10.8	410	10.3	9.2	28,403,417	6.6	63,773	6,928
Agents and brokers	1,518	0.4	5	0.1	3.3	—	—	—	—
Total of retail trade	1,628,644	100.0	6,329	100.0	3.9	101,719,064	100.0	6,246	1,607
General merchandise	3,531	0.2	389	6.1	110.2	13,854,933	13.6	392,380	3,564
Dry goods, clothing and accessories	229,606	14.1	755	11.9	3.3	10,719,691	10.5	4,669	1,420
Food and beverages	671,190	41.2	2,351	37.1	3.5	31,818,017	31.3	4,741	1,353
Moter vehicles, bicycles and carts	83,931	5.2	464	7.3	5.5	10,271,239	10.1	12,238	2,212
Furniture, fixture and house furnishings	172,686	10.6	586	9.3	3.4	8,766,564	8.6	5,077	1,496
Other	467,700	28.7	1,784	28.2	3.8	26,288,619	25.8	5,621	1,474

(Compiled from *Commerce in Japan*)



CHANGES IN THE NUMBER OF WHOLESALE STORES, NUMBER OF EMPLOYEES AND VALUE OF SALES

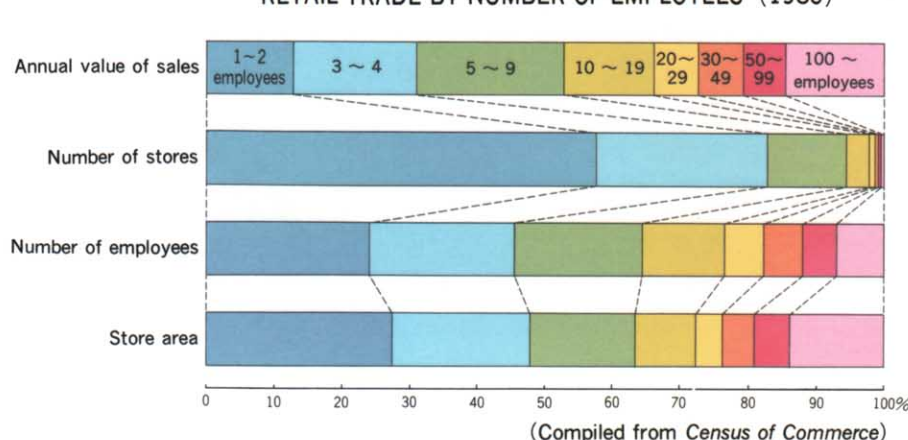
(Compiled from *Commerce in Japan*)



CHANGES IN THE NUMBER OF RETAIL STORES, NUMBER OF EMPLOYEES AND VALUE OF SALES

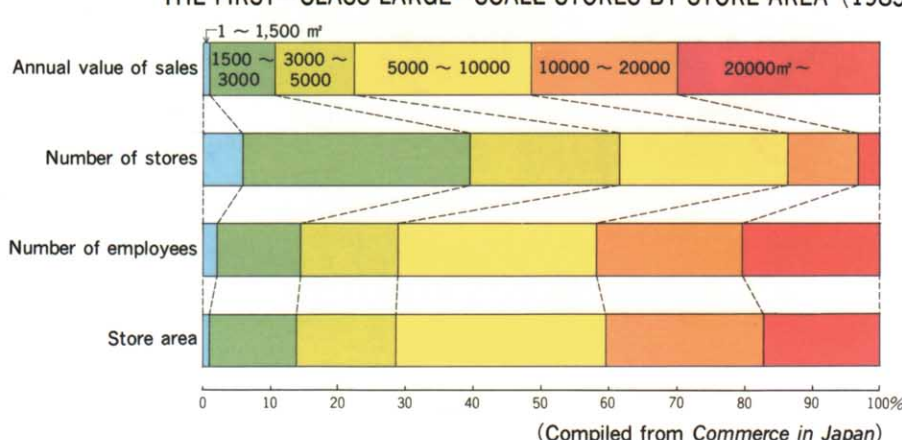
(Compiled from *Commerce in Japan*)

RETAIL TRADE BY NUMBER OF EMPLOYEES (1985)



(Compiled from *Census of Commerce*)

THE FIRST-CLASS LARGE-SCALE STORES BY STORE AREA (1985)



(Compiled from *Commerce in Japan*)

