

2025 Annual Business Survey

The Second Tabulation

- Tabulation of enterprises, etc. for ABS (All Industry Enterprise)

I Status of Sales and added value

1. Sales and added value

(1) Status by industry division

(a) Sales in Japan in 2024 was 1,968.3232 trillion yen. Looking at sales by industry division, sales was the largest for “Wholesale and Retail Trade” at 542.2412 trillion yen, (27.5% of the total industries) followed by “Manufacturing” at 475.4084 trillion yen (24.2%) (Table I-1, Figure I-1).

(b) Added value in Japan in 2024 was 359.2965 trillion yen. Looking at added value by industry division, added value was the largest for “Manufacturing” at 86.8961 trillion yen, (24.2% of the total industries) followed by “Wholesale and Retail Trade” at 51.8469 trillion yen (14.4%) (Table I-1, Figure I-1).

Table I-1: Sales and added value by industry division

Industry Division	Sales			Added value*2			(Reference1) Added value ratio*3	
	2023*1 (million yen)	2024 (million yen)	Rate of change (%)	2023*1 (million yen)	2024 (million yen)	Rate of change (%)	2023*1 (%)	2024 (%)
Total	1,952,956,277	1,968,323,156	0.8	389,060,058	359,296,487	▲ 7.7	19.9	18.3
Agriculture, Forestry and Fisheries	7,129,780	7,278,162	2.1	1,269,903	1,291,033	1.7	17.8	17.7
Mining and Quarrying of Stone and Gravel	2,372,073	2,581,017	8.8	1,007,445	1,030,244	2.3	42.5	39.9
Construction	131,448,635	136,468,473	3.8	25,122,519	27,579,264	9.8	19.1	20.2
Manufacturing	463,768,128	475,408,352	2.5	82,633,060	86,896,140	5.2	17.8	18.3
Electricity, Gas, Heat Supply and Water	51,252,269	51,797,717	1.1	5,901,216	5,150,325	▲ 12.7	11.5	9.9
Information and Communications	88,448,797	92,890,315	5.0	22,821,983	23,883,274	4.7	25.8	25.7
Transport and Postal Services	75,157,180	78,846,004	4.9	18,850,485	19,515,657	3.5	25.1	24.8
Wholesale and Retail Trade	524,896,429	542,241,217	3.3	49,453,775	51,846,892	4.8	9.4	9.6
Finance and Insurance	163,424,410	162,718,648	▲ 0.4	21,751,778	20,193,956	▲ 7.2	13.3	12.4
Real Estate and Goods Rental and Leasing	68,069,074	72,956,346	7.2	14,405,324	15,879,082	10.2	21.2	21.8
Scientific Research, Professional and Technical Services	54,212,379	59,459,410	9.7	21,745,767	25,690,135	18.1	40.1	43.2
Accommodations, Eating and Drinking Services	25,653,583	27,173,421	5.9	8,617,337	9,469,921	9.9	33.6	34.8
Living-Related and Personal Services and Amusement Services	36,380,922	38,333,516	5.4	6,306,409	6,627,941	5.1	17.3	17.3
Education, Learning Support	18,431,745	18,836,087	2.2	8,305,612	8,409,445	1.3	45.1	44.6
Medical, Health Care and Welfare	186,956,235	143,984,427	▲ 23.0	78,561,680	32,701,907	▲ 58.4	42.0	22.7
Compound Services	7,749,812	7,845,663	1.2	2,958,438	2,996,145	1.3	38.2	38.2
Services, n.e.c.	47,604,825	49,504,383	4.0	19,347,326	20,135,126	4.1	40.6	40.7
Total (exclude “Social insurance organizations”)*4	1,821,263,401	1,880,668,728	3.3	339,814,849	356,261,989	4.8	18.7	18.9
Medical, Health Care and Welfare (exclude “Social insurance organizations”)*4	55,263,359	56,329,999	1.9	29,316,471	29,667,409	1.2	53.0	52.7

*1: The figures for 2023 reflect the results of the 2024 Economic Census for Business Frame, which was conducted for enterprises that are outside the coverage of the survey.

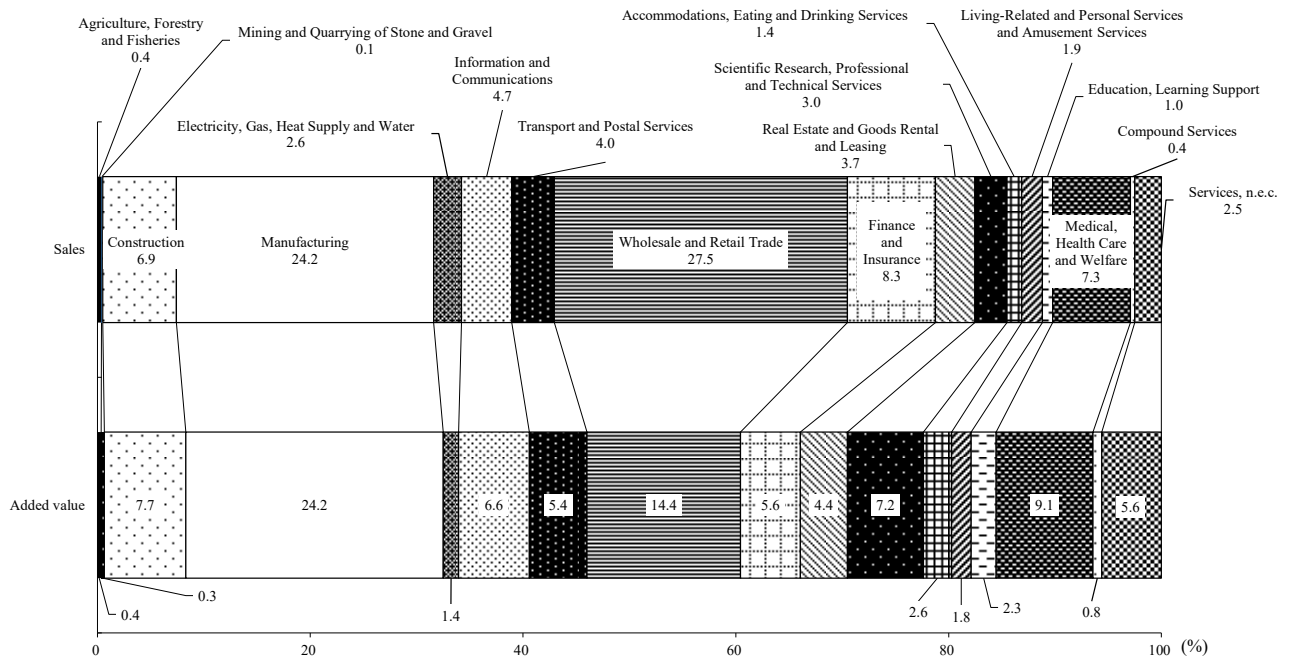
*2: “Added value” in this survey is calculated using the following formula:

Added value = Sales – Total expenses + Total wages and salaries + Taxes and public charges

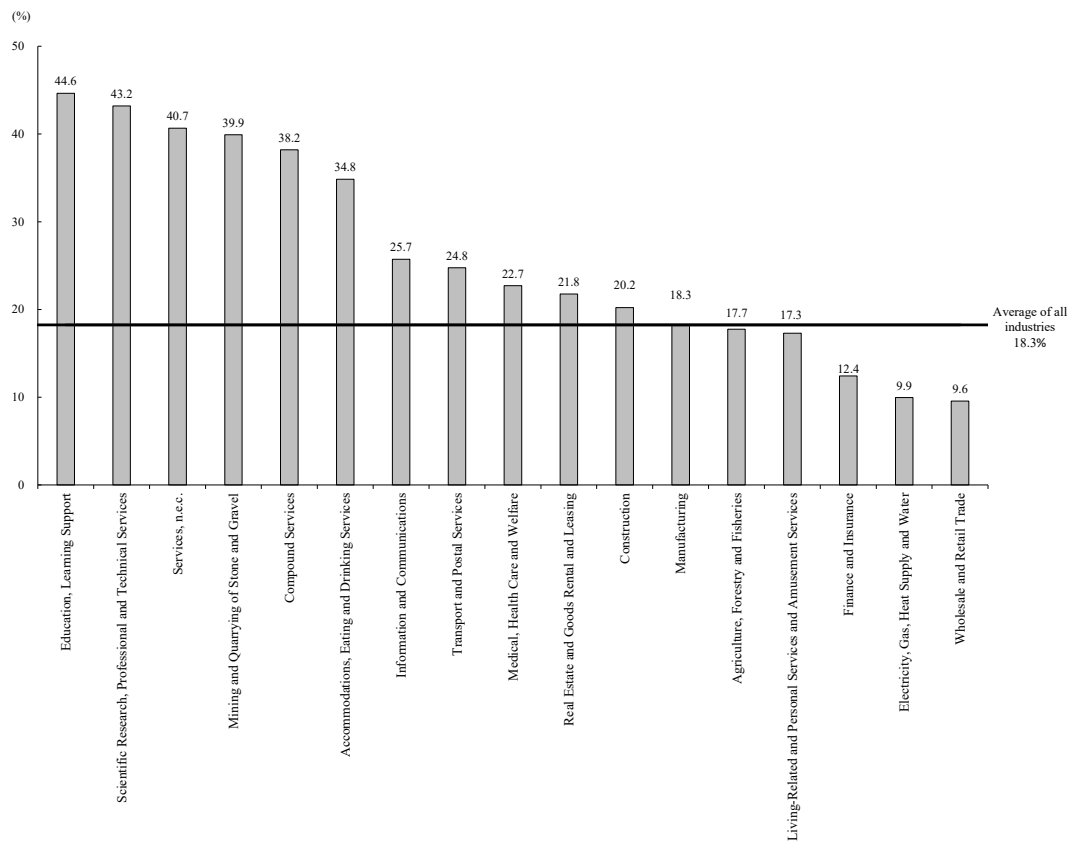
*3: Added value ratio, which is a reference, is a percentage of the added value in the sales.

*4: The figures exclude industry group: “851 Social insurance organizations,” where changes in sales and added value due to changes in pension investment income, etc. are significant.

Figure I-1: Composition ratio of sales and added value by industry division



(Reference Figure) Added value ratio by industry division



(2) Status by sales size

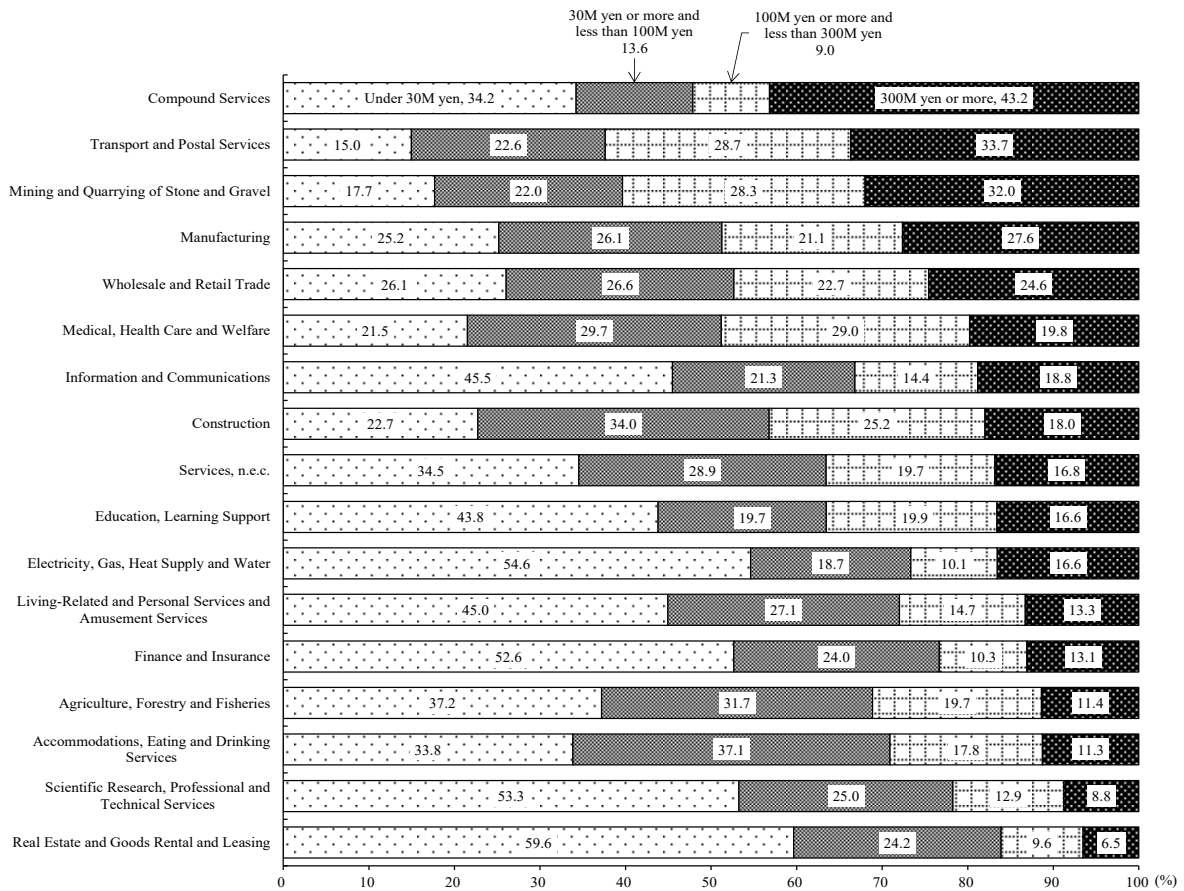
Looking at the ratio of the number of enterprises, etc. with “sales of 300 million yen or more” by industry division, the ratio was the largest for “Compound Services” at 43.2%, followed by “Transport and Postal Services” at 33.7%, and “Mining and Quarrying of Stone and Gravel” at 32.0%.

On the other hand, the ratio was the smallest for “Real Estate and Goods Rental and Leasing” at 6.5%, followed by “Scientific Research, Professional and Technical Services” at 8.8%, and “Accommodations, Eating and Drinking Services” at 11.3% (Table I-2, Figure I-2).

Table I-2: Number of enterprises, etc. by industry division and sales size

Industry Division	Number of enterprises, etc.							
		Under 30M yen		30M yen or more and less than 100M yen		100M yen or more and less than 300M yen		300M yen or more
		Number of enterprise, etc.	Percentage in the number of enterprises, etc. by industry (%)	Number of enterprise, etc.	Percentage in the number of enterprises, etc. by industry (%)	Number of enterprise, etc.	Percentage in the number of enterprises, etc. by industry (%)	Number of enterprise, etc.
Total	1,855,312	624,885	33.7	516,228	27.8	373,317	20.1	340,882
Agriculture, Forestry and Fisheries	35,967	13,381	37.2	11,390	31.7	7,102	19.7	4,094
Mining and Quarrying of Stone and Gravel	1,175	208	17.7	258	22.0	333	28.3	376
Construction	306,113	69,572	22.7	104,216	34.0	77,285	25.2	55,040
Manufacturing	213,966	53,872	25.2	55,802	26.1	45,169	21.1	59,123
Electricity, Gas, Heat Supply and Water	7,218	3,942	54.6	1,352	18.7	729	10.1	1,195
Information and Communications	59,784	27,201	45.5	12,742	21.3	8,582	14.4	11,259
Transport and Postal Services	55,022	8,237	15.0	12,462	22.6	15,787	28.7	18,536
Wholesale and Retail Trade	378,333	98,614	26.1	100,662	26.6	86,038	22.7	93,019
Finance and Insurance	24,999	13,161	52.6	6,003	24.0	2,566	10.3	3,269
Real Estate and Goods Rental and Leasing	217,887	129,957	59.6	52,821	24.2	20,861	9.6	14,248
Scientific Research, Professional and Technical Services	130,458	69,475	53.3	32,641	25.0	16,892	12.9	11,450
Accommodations, Eating and Drinking Services	80,767	27,337	33.8	29,939	37.1	14,389	17.8	9,102
Living-Related and Personal Services and Amusement Services	62,878	28,269	45.0	17,014	27.1	9,253	14.7	8,342
Education, Learning Support	32,780	14,355	43.8	6,454	19.7	6,529	19.9	5,442
Medical, Health Care and Welfare	140,886	30,332	21.5	41,782	29.7	40,889	29.0	27,883
Compound Services	1,832	627	34.2	250	13.6	164	9.0	791
Services, n.e.c.	105,247	36,345	34.5	30,440	28.9	20,749	19.7	17,713

Figure I-2: Composition ratio of number of enterprises, etc. by industry division and sales size



(3) Status of annual sales of goods

(a) Looking at the ratio of the annual sales of goods in sales by industry division, the ratio was the largest for “Wholesale and Retail Trade” at 94.7%, followed by “Compound Services” at 30.8%, and “Manufacturing” at 6.9% (Table I-3).

(b) Looking at the ratio of the wholesale trade amount in sales by industry concerning industries other than “Wholesale and Retail Trade,” the ratio was the largest for “Compound Services” at 8.2%, followed by “Manufacturing” at 6.6%, and “Information and Communications” 2.7%. Looking at the ratio of the retail trade amount in sales, the ratio was the largest for “Compound Services” at 22.6%, followed by “Accommodations, Eating and Drinking Services” at 2.4%, and “Living-Related and Personal Services and Amusement Services” 1.8% (Table I-3, Figure I-3, Figure I-4).

Table I-3: Sales and annual sales of goods by industry division

Industry Division	Sales (million yen)	Annual sales of goods (million yen)	Percentage in sales (%)	Wholesale trade amount (million yen)	Percentage in sales (%)	Retail trade amount (million yen)	Percentage in sales (%)
Total	1,968,323,156	561,065,139	28.5	395,844,180	20.1	165,220,959	8.4
Agriculture, Forestry and Fisheries	7,278,162	282,759	3.9	189,098	2.6	93,661	1.3
Mining and Quarrying of Stone and Gravel	2,581,017	21,234	0.8	17,402	0.7	3,831	0.1
Construction	136,468,473	1,736,173	1.3	1,350,642	1.0	385,531	0.3
Manufacturing	475,408,352	32,930,639	6.9	31,203,088	6.6	1,727,551	0.4
Electricity, Gas, Heat Supply and Water	51,797,717	955,295	1.8	783,957	1.5	171,338	0.3
Information and Communications	92,890,315	2,839,430	3.1	2,492,873	2.7	346,558	0.4
Transport and Postal Services	78,846,004	562,600	0.7	339,988	0.4	222,612	0.3
Wholesale and Retail Trade	542,241,217	513,310,982	94.7	355,953,497	65.6	157,357,485	29.0
Finance and Insurance	162,718,648	126,410	0.1	83,574	0.1	42,836	0.0
Real Estate and Goods Rental and Leasing	72,956,346	1,452,798	2.0	979,939	1.3	472,859	0.6
Scientific Research, Professional and Technical Services	59,459,410	903,433	1.5	301,544	0.5	601,888	1.0
Accommodations, Eating and Drinking Services	27,173,421	1,013,753	3.7	351,615	1.3	662,139	2.4
Living-Related and Personal Services and Amusement Services	38,333,516	848,730	2.2	162,149	0.4	686,581	1.8
Education, Learning Support	18,836,087	104,972	0.6	12,036	0.1	92,936	0.5
Medical, Health Care and Welfare	143,984,427	110,231	0.1	30,825	0.0	79,406	0.1
Compound Services	7,845,663	2,416,117	30.8	645,707	8.2	1,770,410	22.6
Services, n.e.c.	49,504,383	1,449,584	2.9	946,247	1.9	503,338	1.0

Figure I-3: Percentage of wholesale trade amount in sales by industry division
(other than “Wholesale and Retail Trade”)

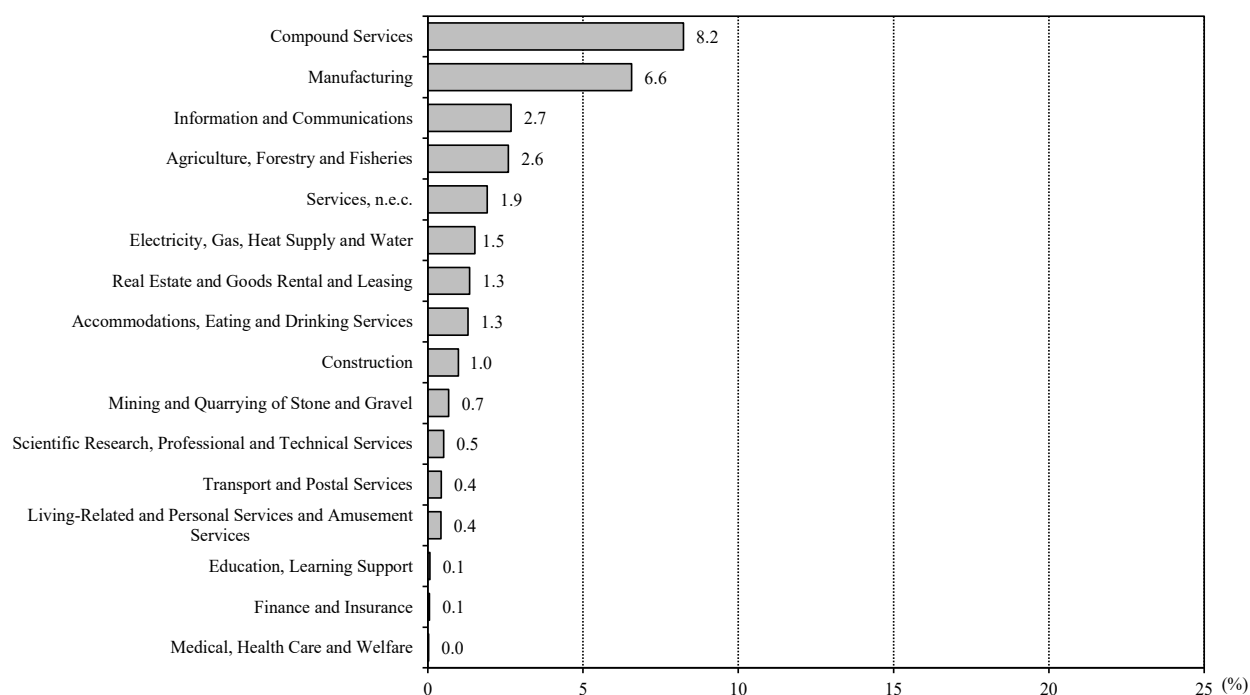
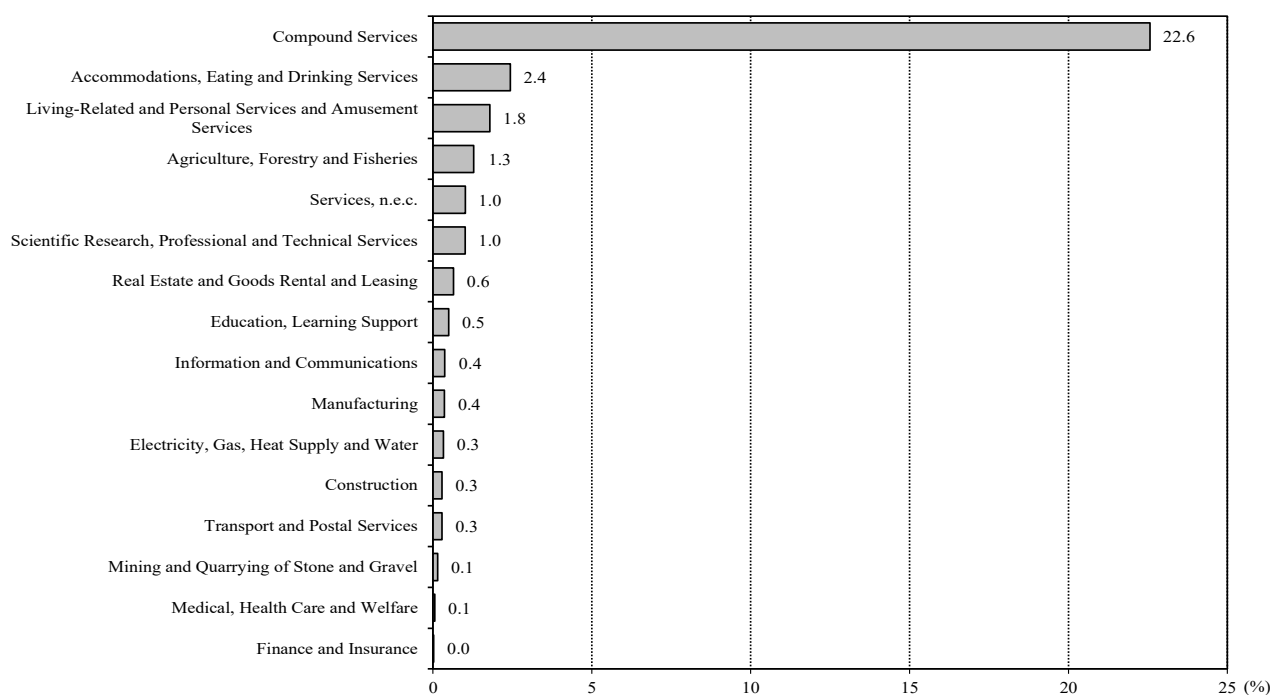


Figure I-4: Percentage of retail trade amount in sales by industry division
(other than “Wholesale and Retail Trade”)



2. Sales by Business activities and products

(1) Status of sales by main business and non-main business

(a) The main business ratio of Japanese enterprises, etc. accounted for 93.5%. Looking at the main business ratio by industry division, the ratio was the smallest for “Education, Learning Support” at 72.1%, followed by “Services, n.e.c.,” at 87.6%, and “Scientific Research, Professional and Technical Services,” at 89.9%. On the other hand, the ratio was the largest for “Finance and Insurance” at 99.1%, followed by “Medical, Health Care and Welfare,” at 98.6%, and “Electricity, Gas, Heat Supply and Water” at 96.3% (Table I-4, Figure I-5, Appendix Table 1).

Table I-4: Sales by industry division, main business and non-main business

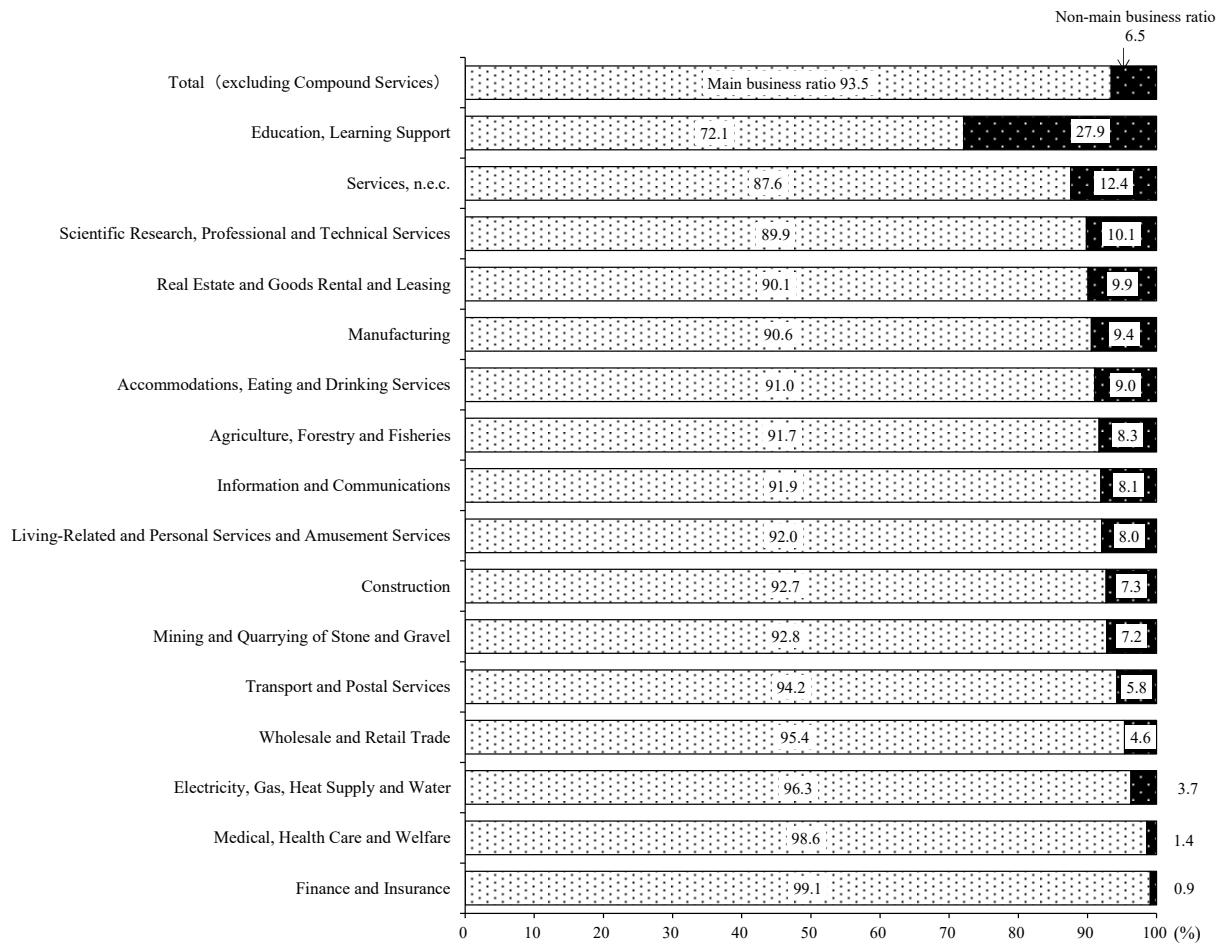
Industry Division	Sales	Main business sales	Non-main business sales	Other *1	Main business ratio*2
	(million yen)	(million yen)	(million yen)	(million yen)	(%)
Total (excluding Compound Services)	1,960,477,493	1,791,285,344	125,426,643	43,765,506	93.5
Agriculture, Forestry and Fisheries	7,278,162	6,471,415	588,072	218,675	91.7
Mining and Quarrying of Stone and Gravel	2,581,017	2,391,253	185,888	3,876	92.8
Construction	136,468,473	124,886,033	9,843,489	1,738,951	92.7
Manufacturing	475,408,352	429,221,859	44,682,073	1,504,420	90.6
Electricity, Gas, Heat Supply and Water	51,797,717	49,187,243	1,890,994	719,480	96.3
Information and Communications	92,890,315	80,664,535	7,075,443	5,150,337	91.9
Transport and Postal Services	78,846,004	73,447,445	4,481,068	917,491	94.2
Wholesale and Retail Trade	542,241,217	512,157,128	24,965,344	5,118,745	95.4
Finance and Insurance	162,718,648	159,361,146	1,486,384	1,871,118	99.1
Real Estate and Goods Rental and Leasing	72,956,346	64,098,685	7,061,533	1,796,128	90.1
Scientific Research, Professional and Technical Services	59,459,410	49,608,679	5,592,933	4,257,798	89.9
Accommodations, Eating and Drinking Services	27,173,421	24,306,505	2,392,896	474,020	91.0
Living-Related and Personal Services and Amusement Services	38,333,516	34,652,620	2,997,116	683,780	92.0
Education, Learning Support	18,836,087	11,465,661	4,435,320	2,935,106	72.1
Medical, Health Care and Welfare	143,984,427	127,678,026	1,844,623	14,461,778	98.6
Services, n.e.c.	49,504,383	41,687,111	5,903,467	1,913,805	87.6

Note: Sales by business activities and products are classified into Main business and Non-main business based on the corresponding industry division (see Appendix Table 1 for details).

*1: “Other” includes sales of “Trademark (excluding trademarks related to franchises) and merchandising right licensing services” which do not correspond to a specific industry, as well as sales of unspecified types of business activities and products.

*2: Main business ratio = Main business sales / (main business sales + non-main business sales) × 100

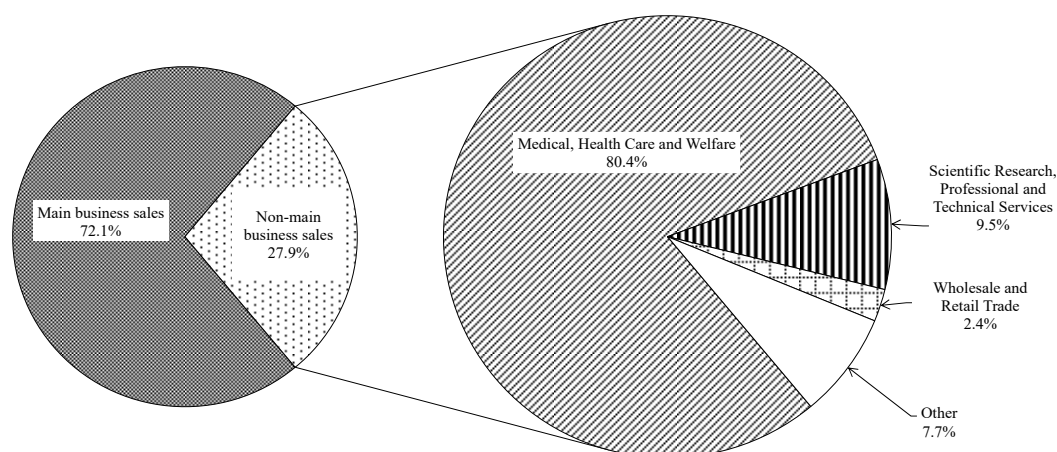
Figure I-5: Main business ratio by industry division



(b) Looking at “Education, Learning Support,” for which the business ratio of non-main business*¹ is the largest, business activities related to “Medical, Health Care and Welfare,” “Scientific Research, Professional and Technical Services,” “Wholesale and Retail Trade,” etc. were performed (Table I-4, Figure I-5, Figure I-6, Appendix Table 1).

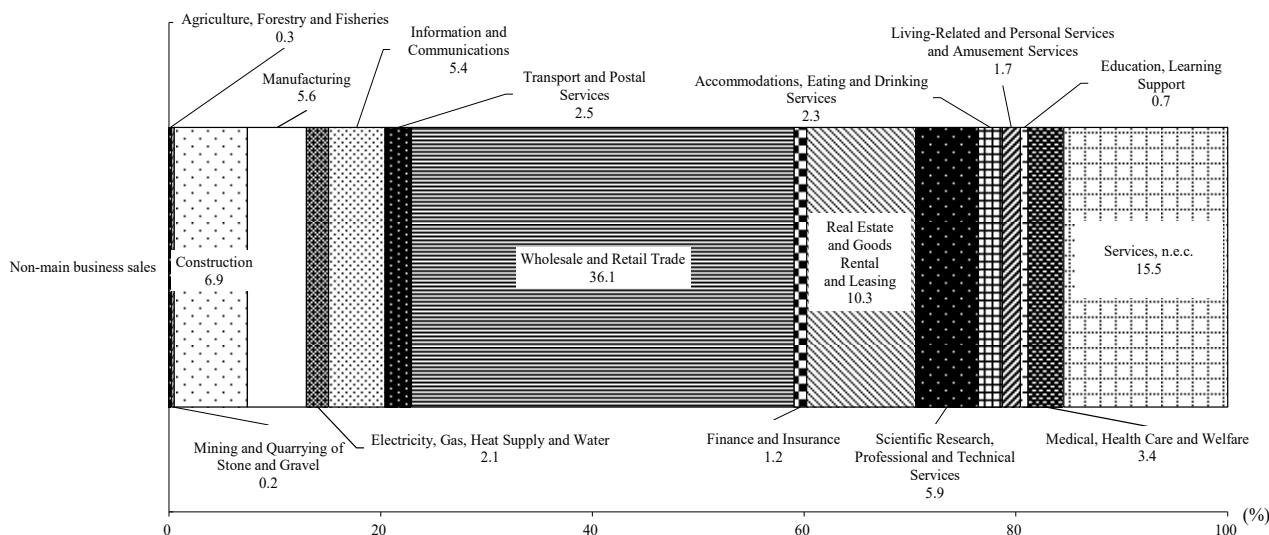
*1: Sales by business activities and products are classified into each business activity based on the corresponding industry division (see Appendix Table 1 for details). The same shall apply hereinafter.

Figure I-6: Sales composition ratio by business activity in “Education, Learning Support”



(c) Looking at composition ratio of non-main business sales by business activity, the ratio was the largest for “Wholesale and Retail Trade” at 36.1%, followed by “Services, n.e.c.,” at 15.5%, and “Real Estate and Goods Rental and Leasing” at 10.3% (Figure I-7, Appendix Table 1).

Figure I-7: Composition ratio of non-main business sales by business activity

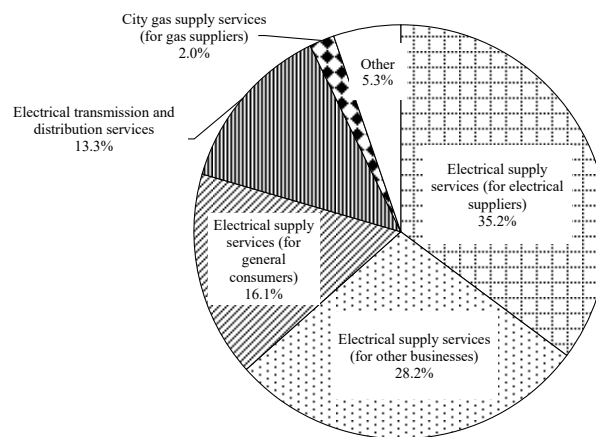


(2) Status of sales by business activities and products

In the industrial classification which the main business is the service sector and sales by products is known, status of sales by business activities and products which main industry major group with the highest sales is as follows.

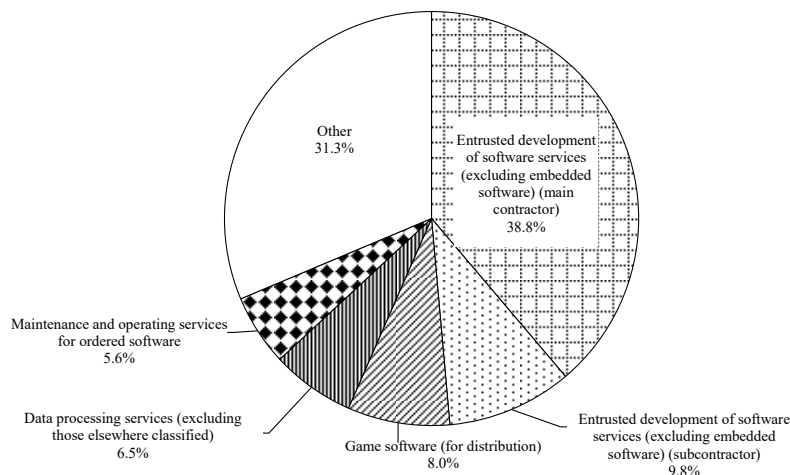
- (a) Of the sales of 43.6735 trillion yen in “Production, transmission and distribution of electricity,” “Electrical supply services (for electrical suppliers)” was the largest at 35.2%, followed by “Electrical supply services (for other businesses)” at 28.2%, and “Electrical supply services (for general consumers)” at 16.1% (Figure I-8, Appendix Table 2).

Figure I-8: Composition ratio of sales by business activities and products in “Production, transmission and distribution of electricity”



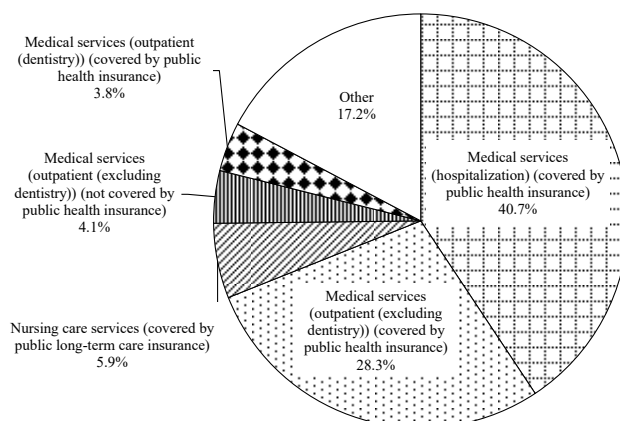
- (b) Of the sales of 43.5014 trillion yen in “Information services,” “Entrusted development of software services (excluding embedded software) (main contractor)” was the largest at 38.8%, followed by “Entrusted development of software services (excluding embedded software) (subcontractor)” at 9.8%, and “Game software (for distribution)” at 8.0% (Figure I-9, Appendix Table 2).

Figure I-9: Composition ratio of sales by business activities and products in “Information services”



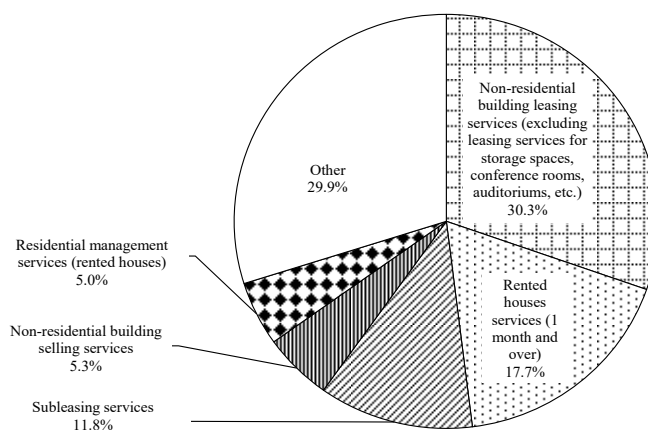
(c) Of the sales of 35.4533 trillion yen in “Medical and other health services,” “Medical services (hospitalization) (covered by public health insurance)” was the largest at 40.7%, followed by “Medical services (outpatient (excluding dentistry)) (covered by public health insurance)” at 28.3%, and “Nursing care services (covered by public long-term care insurance)” at 5.9% (Figure I-10, Appendix Table 2).

Figure I-10: Composition ratio of sales by business activities and products in “Medical and other health services”



(d) Of the sales of 31.0639 trillion yen in “Real estate lessors and managers,” “Non-residential building leasing services (excluding leasing services for storage spaces, conference rooms, auditoriums, etc.)” was the largest at 30.3%, followed by “Rented houses services (1 month and over)” at 17.7%, and “Subleasing services” at 11.8% (Figure I-11, Appendix Table 2).

Figure I-11: Composition ratio of sales by business activities and products in “Real estate lessors and managers”



3. Cost of goods sold and value of commodity stock

(1) Status of cost of goods sold in “Wholesale and Retail Trade”

(a) Cost of goods sold in “Wholesale and Retail Trade” was 412.3462 trillion yen. Of those, “Wholesale Trade” was 303.1051 trillion yen, and “Retail Trade” was 109.2411 trillion yen. Also, looking at the cost of goods sold as a percentage of annual sales of goods, “Wholesale and Retail Trade” accounted for 80.3%, “Wholesale Trade” for 85.1%, “Retail Trade” for 69.5% (Table I-5).

(b) Looking at the cost of goods sold by industry major group in “Wholesale Trade,” “Wholesale trade (building materials, minerals and metals, etc.)” was the largest at 83.5018 trillion yen, “Wholesale trade (textile and apparel)” was the smallest at 7.0686 trillion yen. Also, looking at the cost of goods sold as a percentage of annual sales of goods, “Wholesale trade, general merchandise” was the largest at 96.9%, “Wholesale trade (textile and apparel)” was the smallest at 74.1% (Table I-5).

(c) Looking at the cost of goods sold by industry major group in “Retail Trade,” “Retail trade (machinery and equipment)” was the largest at 27.8178 trillion yen, “Nonstore retailers” was the smallest at 5.0258 trillion yen. Also, looking at the cost of goods sold as a percentage of annual sales of goods, “Retail trade (machinery and equipment)” was the largest at 79.2%, “Retail trade (woven fabrics, apparel, apparel accessories and notions)” was the smallest at 47.8% (Table I-5).

Table I-5: Annual sales of goods and cost of goods sold
(“Wholesale and Retail Trade”)

Industrial Classification	Annual sales of goods (million yen)	Cost of goods sold (million yen)	Cost of goods sold as a percentage of annual sales of goods (%)
Wholesale and Retail Trade	513,310,982	412,346,248	80.3
Wholesale Trade	356,202,347	303,105,127	85.1
Wholesale trade, general merchandise	17,380,435	16,841,559	96.9
Wholesale trade (textile and apparel)	9,540,084	7,068,582	74.1
Wholesale trade (food and beverages)	77,551,322	68,375,094	88.2
Wholesale trade (building materials, minerals and metals, etc.)	93,709,074	83,501,844	89.1
Wholesale trade (machinery and equipment)	92,805,542	75,537,247	81.4
Miscellaneous wholesale trade	65,215,891	51,780,801	79.4
Retail Trade	157,108,635	109,241,121	69.5
Retail trade, general merchandise	31,355,454	21,505,380	68.6
Retail trade (woven fabrics, apparel, apparel accessories and notions)	11,074,090	5,297,896	47.8
Retail trade (food and beverage)	34,902,857	24,762,693	70.9
Retail trade (machinery and equipment)	35,117,687	27,817,795	79.2
Miscellaneous retail trade	36,071,399	24,831,568	68.8
Nonstore retailers	8,587,124	5,025,789	58.5

Note: “Wholesale and Retail Trade” includes enterprises, etc. for which the industry major group coding of “Wholesale Trade” or “Retail Trade” is unknown. Therefore, the accumulated amounts of “Wholesale and Retail Trade” and those of “Wholesale Trade” and “Retail Trade” do not match.

(2) Status of the value of commodity stock in “Wholesale and Retail Trade”

(a) In “Wholesale and Retail Trade,” the value of commodity stock in the beginning of year was 34.1336 trillion yen, and the value of commodity stock in the end of year was 35.3817 trillion yen. Compared with the value of commodity stock in the beginning and the end of year, it increased 1.2481 trillion yen. Of those in “Wholesale Trade,” the value of commodity stock in the beginning of year was 21.0984 trillion yen, and the value of commodity stock in the end of year was 21.9241 trillion yen. Compared with the value of commodity stock in the beginning and the end of year, it increased 825.7 billion yen. Also, in “Retail Trade,” the value of commodity stock in the beginning of year was 13.0352 trillion yen, and the value of commodity stock in the end of year was 13.4576 trillion yen. Compared with the value of commodity stock in the beginning and the end of year, it increased 422.4 billion yen (Table I-6).

(b) Looking at the value of commodity stock in the end of year by industry major group in “Wholesale Trade,” “Wholesale trade (machinery and equipment)” was the largest at 6.6948 trillion yen, “Wholesale trade, general merchandise” was the smallest at 1.0083 trillion yen. Compared with the value of commodity stock in the beginning and the end of year, “Wholesale trade (food and beverages)” was increased 266.5 billion yen, followed by “Miscellaneous wholesale trade” was increased 207.5 billion yen (Table I-6).

(c) Looking at the value of commodity stock at the end of year by industry major group in “Retail Trade,” “Retail trade (machinery and equipment)” was the largest at 3.8266 trillion yen, “Nonstore retailers” was the smallest at 579.4 billion yen. Compared with the value of commodity stock in the beginning and the end of year, “Retail trade (machinery and equipment)” was increased 214 billion yen, “Miscellaneous retail trade” was decreased 20.7 billion yen (Table I-6).

Table I-6: The value of commodity stock in the beginning of year and the value of commodity stock in the end of year (“Wholesale and Retail Trade”)

Industrial Classification	Value of commodity stock in the beginning of year (million yen)	Value of commodity stock in the end of year (million yen)	Value of commodity stock in the end of year — in the beginning of year (million yen)
Wholesale and Retail Trade	34,133,598	35,381,667	1,248,069
Wholesale Trade	21,098,395	21,924,090	825,695
Wholesale trade, general merchandise	991,360	1,008,267	16,907
Wholesale trade (textile and apparel)	1,268,563	1,285,821	17,258
Wholesale trade (food and beverages)	3,136,963	3,403,504	266,541
Wholesale trade (building materials, minerals and metals, etc.)	4,755,569	4,932,496	176,927
Wholesale trade (machinery and equipment)	6,554,309	6,694,828	140,519
Miscellaneous wholesale trade	4,391,631	4,599,176	207,545
Retail Trade	13,035,204	13,457,577	422,373
Retail trade, general merchandise	2,811,240	2,928,879	117,639
Retail trade (woven fabrics, apparel, apparel accessories and notions)	1,585,508	1,636,574	51,066
Retail trade (food and beverage)	1,085,232	1,148,363	63,131
Retail trade (machinery and equipment)	3,612,506	3,826,551	214,045
Miscellaneous retail trade	3,358,517	3,337,846	▲ 20,671
Nonstore retailers	582,201	579,364	▲ 2,837

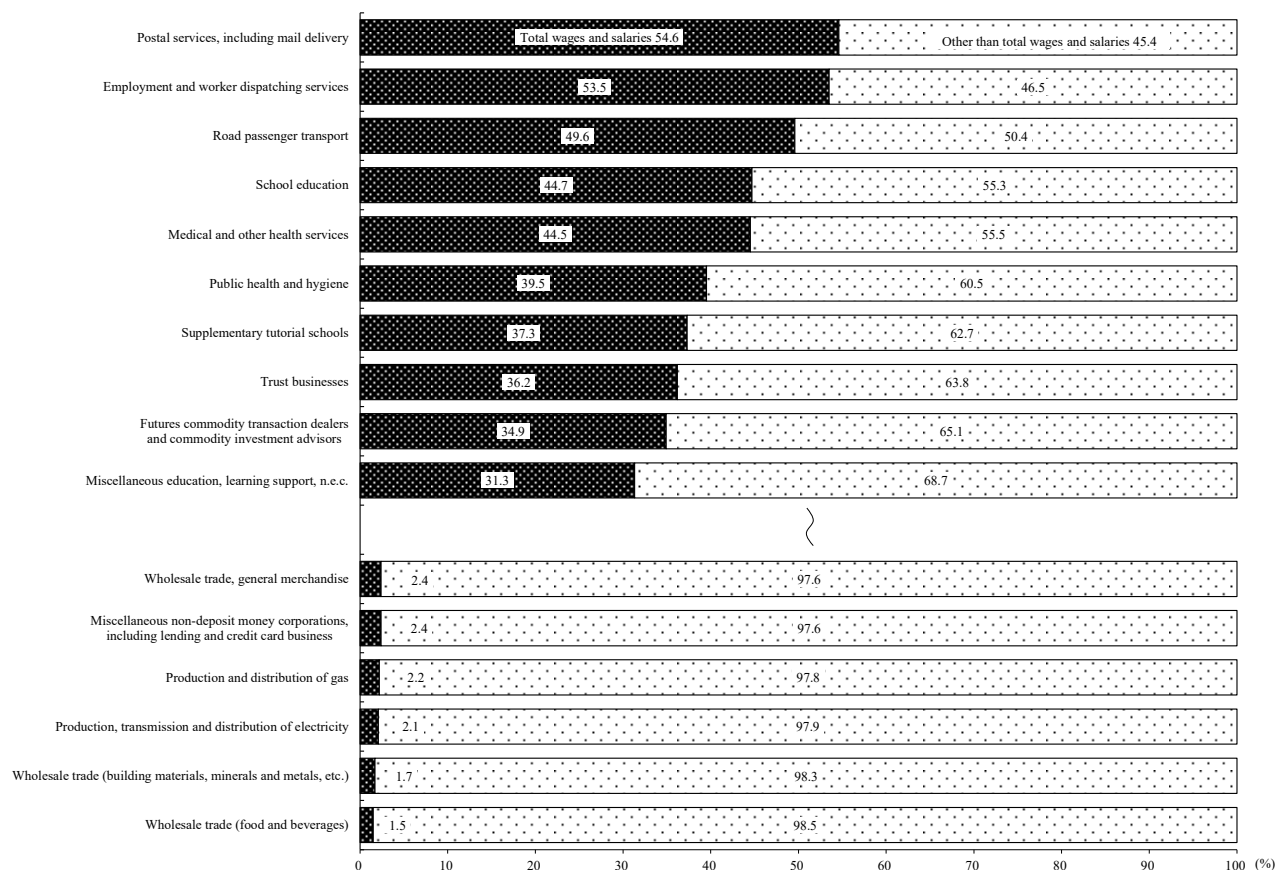
Note: “Wholesale and Retail Trade” includes enterprises, etc. for which the industry major group coding of “Wholesale Trade” or “Retail Trade” is unknown. Therefore, the accumulated amounts of “Wholesale and Retail Trade” and those of “Wholesale Trade” and “Retail Trade” do not match.

II Composition of expenses by business activity

(1) Status of “Total wages and salaries”

Looking at the composition ratio of expenses by business activity, in “Total wages and salaries,” the largest ratio was 54.6% in “Postal services, including mail delivery,” followed by 53.5% in “Employment and worker dispatching services,” and 49.6% in “Road passenger transport” (Figure II-1).

Figure II-1: Composition ratio of expenses by business activity



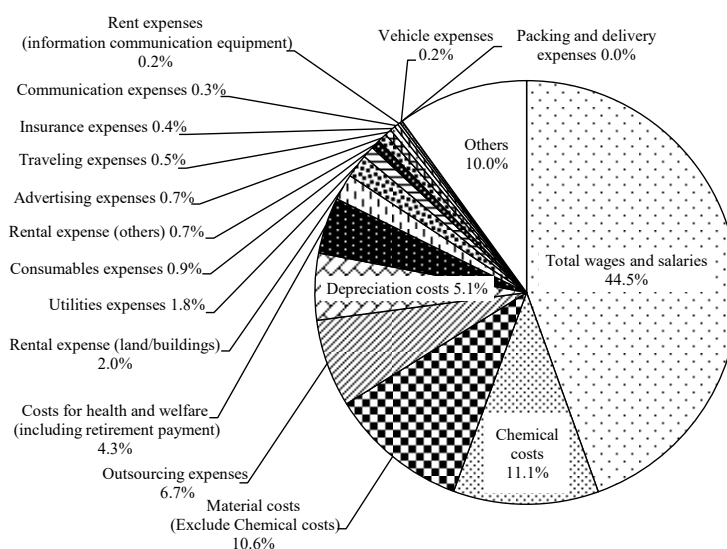
(2) Status of the detailed expense items by business activity

The survey captures*² the common expense items for each business activity, such as "Total wages and salaries," as well as the composition ratio of the detailed expense items by business activity as follows.

*2: See Annex of "Outline of Annual Business Survey" for details.

(a) Looking at the composition ratio of expenses in "Medical and other health services," "Total wages and salaries" accounts for 44.5%. It was followed by "Chemical costs" at 11.1%, and "Material costs (Exclude Chemical costs)" at 10.6%. These two items account for 20% or more of expenses by industry of "Medical and other health services" (Figure II-2).

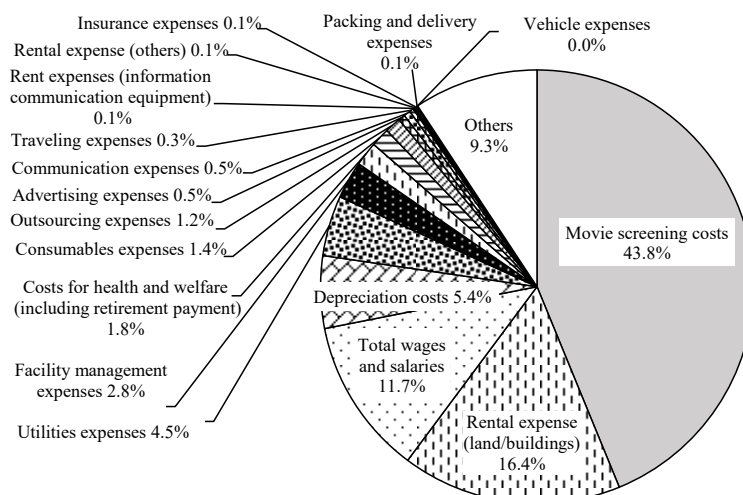
Figure II-2: Composition ratio of expenses for "Medical and other health services"



(b) Looking at the composition ratio of expenses in "Cinemas," "Movie screening costs*³" accounts for 43.8%. It was followed by "Rental expense (land/buildings)" at 16.4%, and "Total wages and salaries" at 11.7% (Figure II-3).

*3: "Movie screening costs" means the screening rights fee paid to the distributor.

Figure II-3: Composition ratio of expenses for "Cinemas"



Appendix Table 1: Sales by industry division and business activity

1. Tabulation of industries excluding Compound Services

Industry Division (Excluding Compound Services)	Sales (million yen)	Sales by business activity (million yen)					
		Agriculture, Forestry and Fisheries	Mining and Quarrying of Stone and Gravel	Construction	Manufacturing	Electricity, Gas, Heat Supply and Water	Information and Communications
Agriculture, Forestry and Fisheries	7,278,162	<u>6,471,415</u>	108	24,216	122,606	12,982	110
Mining and Quarrying of Stone and Gravel	2,581,017	366	<u>2,391,253</u>	18,231	32,485	2,505	-
Construction	136,468,473	63,384	53,519	<u>124,886,033</u>	1,276,859	312,914	111,457
Manufacturing	475,408,352	144,396	174,238	1,902,808	<u>429,221,859</u>	360,272	3,873,573
Electricity, Gas, Heat Supply and Water	51,797,717	259	229	153,279	7,977	<u>49,187,243</u>	27,679
Information and Communications	92,890,315	188	-	80,328	783,654	121,199	<u>80,664,535</u>
Transport and Postal Services	78,846,004	8,814	15,893	560,059	251,051	23,274	19,813
Wholesale and Retail Trade	542,241,217	79,095	47,133	2,897,395	3,375,664	1,172,860	1,358,604
Finance and Insurance	162,718,648	98	21	1,587	2,321	2,815	19,687
Real Estate and Goods Rental and Leasing	72,956,346	8,891	1,413	1,752,494	103,479	225,541	74,402
Scientific Research, Professional and Technical Services	59,459,410	6,610	267	185,240	287,134	142,631	668,174
Accommodations, Eating and Drinking Services	27,173,421	3,850	858	14,012	138,548	8,894	5,128
Living-Related and Personal Services and Amusement Services	38,333,516	17,839	432	20,504	86,683	17,753	73,377
Education, Learning Support	18,836,087	2,287	13	3,246	3,311	1,036	32,141
Medical, Health Care and Welfare	143,984,427	2,842	25	8,342	184,653	4,120	13,236
Services, n.e.c.	49,504,383	8,708	5,237	1,041,744	349,206	177,311	434,693
Total	1,960,477,493	6,819,042	2,690,639	133,549,518	436,227,490	51,773,350	87,376,609
Main business sales a	1,791,285,344	6,471,415	2,391,253	124,886,033	429,221,859	49,187,243	80,664,535
Non-main business sales b	125,426,643	347,627	299,386	8,663,485	7,005,631	2,586,107	6,712,074
Percentage of "non-main business sales" to "main business sales" b / a (%)		5.4	12.5	6.9	1.6	5.3	8.3
Composition ratio of main business sales by business activity (%)	100.0	0.4	0.1	7.0	24.0	2.7	4.5
Composition ratio of non-main business sales by business activity (%)	100.0	0.3	0.2	6.9	5.6	2.1	5.4

2. Tabulation regarding all industries

	Sales (million yen)	Sales by business activity (million yen)					
		Agriculture, Forestry and Fisheries	Mining and Quarrying of Stone and Gravel	Construction	Manufacturing	Electricity, Gas, Heat Supply and Water	Information and Communications
All industry	1,968,323,156	7,240,839	2,690,661	133,553,884	436,325,757	51,776,589	87,378,992

Note1: Sales by business activities and products are classified into each business activity based on the corresponding industry division. Sales of "Trademark (excluding trademarks related to franchises) and merchandising right licensing services" which do not correspond to a specific industry, as well as sales of unspecified types of business activities and products do not include each business activity. Therefore, the accumulated amounts of "Sales by business activity" and total "Sales" do not match.

Note2: The underlined figures represent sales from the main business activities.

Sales by business activity (million yen)									
Transport and Postal Services	Wholesale and Retail Trade	Finance and Insurance	Real Estate and Goods Rental and Leasing	Scientific Research, Professional and Technical Services	Accommodations, Eating and Drinking Services	Living-Related and Personal Services and Amusement Services	Education, Learning Support	Medical, Health Care and Welfare	Services, n.e.c.
7,222	282,685	691	20,224	7,496	24,488	7,616	1,270	2,728	73,630
7,810	21,234	-	6,695	80,208	398	3,025	870	65	11,996
225,184	1,735,713	20,024	3,725,037	582,273	78,212	81,289	7,182	46,486	1,523,956
261,330	32,929,530	47,562	695,171	1,547,803	223,299	54,501	23,189	27,106	2,417,295
3,243	955,293	291	42,965	99,788	1,495	1,635	516	694	595,651
37,575	2,834,149	87,551	316,818	934,212	15,663	375,283	54,318	6,358	1,428,147
<u>73,447,445</u>	562,434	59,531	1,570,411	452,154	96,190	125,250	14,864	24,054	697,276
1,335,632	<u>512,157,128</u>	380,679	3,190,632	1,312,707	780,109	491,166	131,821	201,755	8,210,092
1,884	126,399	<u>159,361,146</u>	633,226	166,152	6,981	15,790	1,186	44,057	464,180
220,620	1,451,618	591,721	<u>64,098,685</u>	564,820	673,972	372,099	42,817	72,567	905,079
311,471	903,122	76,262	1,000,310	<u>49,608,679</u>	77,136	49,480	92,276	13,816	1,779,004
23,955	1,013,648	3,163	337,521	289,489	<u>24,306,505</u>	286,408	20,112	24,452	222,858
28,593	847,828	117,718	362,518	86,252	596,193	<u>34,652,620</u>	159,879	64,877	516,670
5,542	104,882	12,316	84,771	422,695	38,854	59,606	<u>11,465,661</u>	3,564,804	99,816
4,071	110,089	30,303	484,433	96,335	142,105	61,327	250,888	<u>127,678,026</u>	451,854
664,024	1,449,224	56,608	438,670	779,076	78,944	163,494	116,648	139,880	<u>41,687,111</u>
76,585,601	557,484,976	160,845,566	77,008,087	57,030,139	27,140,544	36,800,589	12,383,497	131,911,725	61,084,615
73,447,445	512,157,128	159,361,146	64,098,685	49,608,679	24,306,505	34,652,620	11,465,661	127,678,026	41,687,111
3,138,156	45,327,848	1,484,420	12,909,402	7,421,460	2,834,039	2,147,969	917,836	4,233,699	19,397,504
4.3	8.9	0.9	20.1	15.0	11.7	6.2	8.0	3.3	46.5
4.1	28.6	8.9	3.6	2.8	1.4	1.9	0.6	7.1	2.3
2.5	36.1	1.2	10.3	5.9	2.3	1.7	0.7	3.4	15.5

Sales by business activity (million yen)									
Transport and Postal Services	Wholesale and Retail Trade	Finance and Insurance	Real Estate and Goods Rental and Leasing	Scientific Research, Professional and Technical Services	Accommodations, Eating and Drinking Services	Living-Related and Personal Services and Amusement Services	Education, Learning Support	Medical, Health Care and Welfare	Services, n.e.c.
78,765,755	559,898,997	162,859,924	77,130,372	57,047,756	27,143,432	36,897,289	12,384,986	131,940,266	61,466,270

Appendix Table 2: Sales by service related main industry major group,
business activities and products

Industry Major Group		Business activities and products							
		1st	2nd	3rd	4th	5th	Other		
85 Social insurance, social welfare and care services		10-15 Social insurance organization services	20-03 Donations, subsidiary and operational subsidies, etc.	10-18 Nursing care services (covered by public long-term care insurance)	10-20 Miscellaneous social welfare services	10-16 Day nursery services	-		
		Sales (million yen)	107,728,752	74,326,108	13,104,300	9,622,768	3,253,441	2,782,224	4,639,911
		Composition ratio (%)	100.0	69.0	12.2	8.9	3.0	2.6	4.3
67 Insurance institutions, including insurance agents, brokers and services		13-06 Insurance services	13-05 Miscellaneous finance services	20-03 Donations, subsidiary and operational subsidies, etc.	19-31 Levy and due income from various organizations and associations	07-09 Non-residential building leasing services (excluding leasing services for storage spaces, conference rooms, auditoriums, etc.)	-		
		Sales (million yen)	86,809,068	84,718,803	1,662,957	55,629	44,989	29,104	297,586
		Composition ratio (%)	100.0	97.6	1.9	0.1	0.1	0.0	0.3
33 Production, transmission and distribution of electricity		11-01 Electrical supply services (for electrical suppliers)	11-02 Electrical supply services (for other businesses)	11-03 Electrical supply services (for general consumers)	11-04 Electrical transmission and distribution services	11-06 City gas supply services (for gas suppliers)	-		
		Sales (million yen)	43,673,452	15,372,837	12,323,459	7,027,006	5,798,181	858,370	2,293,599
		Composition ratio (%)	100.0	35.2	28.2	16.1	13.3	2.0	5.3
39 Information services		17-17 Entrusted development of software services (excluding embedded software) (main contractor)	17-18 Entrusted development of software services (excluding embedded software) (subcontractor)	17-26 Game software (for distribution)	17-30 Data processing services (excluding those elsewhere classified)	17-29 Maintenance and operating services for ordered software	-		
		Sales (million yen)	43,501,438	16,878,259	4,258,868	3,472,598	2,838,530	2,422,187	13,630,996
		Composition ratio (%)	100.0	38.8	9.8	8.0	6.5	5.6	31.3
62 Banking		13-05 Miscellaneous finance services	13-01 Sales credit services by credit card	13-02 Services for credit card merchants	13-03 Services for credit card members	13-04 Installment finance services	-		
		Sales (million yen)	41,975,748	41,761,371	108,288	27,908	24,951	24,641	28,589
		Composition ratio (%)	100.0	99.5	0.3	0.1	0.1	0.1	0.1
83 Medical and other health services		10-01 Medical services (hospitalization) (covered by public health insurance)	10-03 Medical services (outpatient (excluding dentistry)) (covered by public health insurance)	10-18 Nursing care services (covered by public long-term care insurance)	10-04 Medical services (outpatient (excluding dentistry)) (not covered by public health insurance)	10-05 Medical services (outpatient (dentistry)) (covered by public health insurance)	-		
		Sales (million yen)	35,453,344	14,424,678	10,023,213	2,074,871	1,456,688	1,358,509	6,115,385
		Composition ratio (%)	100.0	40.7	28.3	5.9	4.1	3.8	17.2
69 Real estate lessors and managers		07-09 Non-residential building leasing services (excluding leasing services for storage spaces, conference rooms, auditoriums, etc.)	07-07 Rented houses services (1 month and over)	07-14 Subleasing services	07-03 Non-residential building selling services	07-17 Residential management services (rented houses)	-		
		Sales (million yen)	31,063,883	9,425,931	5,493,930	3,665,790	1,642,713	1,558,475	9,277,044
		Composition ratio (%)	100.0	30.3	17.7	11.8	5.3	5.0	29.9
44 Road freight transport		12-18 Miscellaneous road freight transport services	12-36 Freight transport services (excluding delivery, moving services)	12-14 Delivery services (individual contract; normal temperature)	12-32 Warehousing services (excluding refrigerated or frozen warehousing)	12-16 Delivery services (excluding individual contract; normal temperature)	-		
		Sales (million yen)	30,272,129	17,399,024	2,660,053	2,094,011	1,247,640	918,292	5,953,109
		Composition ratio (%)	100.0	57.5	8.8	6.9	4.1	3.0	19.7
72 Professional services, n.e.c.		18-18 Dividend income from subsidiaries of a holding company, etc.	18-17 Group management services by holding companies	18-15 Consulting for businesses	18-16 Franchise management services (including related trademark licensing services)	18-07 Legal and accounting services (for businesses)	-		
		Sales (million yen)	29,128,302	10,154,470	5,294,144	3,520,722	1,968,615	1,833,306	6,357,045
		Composition ratio (%)	100.0	34.9	18.2	12.1	6.8	6.3	21.8
80 Services for amusement and recreation		15-53 "Pachinko" and "Pachislot" services	15-43 Bicycle racing, horse racing, and lotteries (sales and other income)	15-47 Golf course use services	15-51 Amusement parks and theme parks use services	15-37 Performance services (admission fees)	-		
		Sales (million yen)	26,319,873	14,195,526	3,827,689	907,119	815,574	617,376	5,956,589
		Composition ratio (%)	100.0	53.9	14.5	3.4	3.1	2.3	22.6

Note: In the industrial classification which the main business is the service sector and sales by products is known, for main industry major group with the highest sales (Top 10 industries in terms of sales), the top 5 business activities in terms of sales, sales by products, and composition ratios are shown.