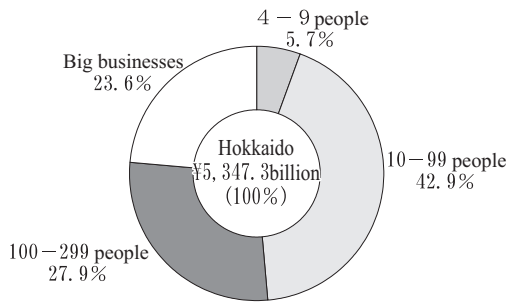


VIII Small and Medium-sized Businesses

Small and medium-sized businesses play a greater role in Hokkaido than elsewhere in Japan.

1. Manufacturing

(1) Composition of shipment value by scale (2002)



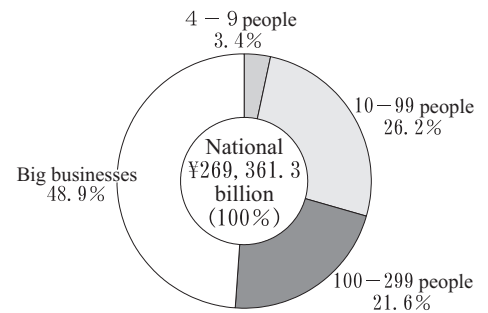
Ration of Hokkaido to the national total in terms of shipment value by small and medium-sized businesses

National	¥137,775.9 billion (100%)
Hokkaido	¥4,086.0 billion (3.0%)

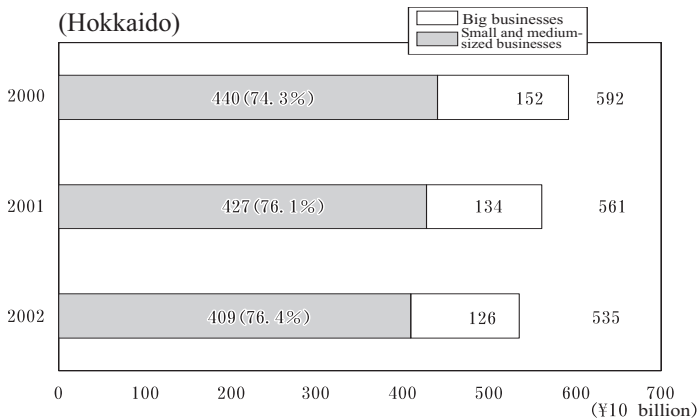
(Unit: ¥100 million)

Shipment value (Hokkaido)	Number of employees	Shipment value (National)
3,047	4-9 people	91,031
22,916	10-99 people	705,188
14,897	100-299 people	581,890
40,860	Total	1,378,109
7,739	(No. of businesses)	287,634

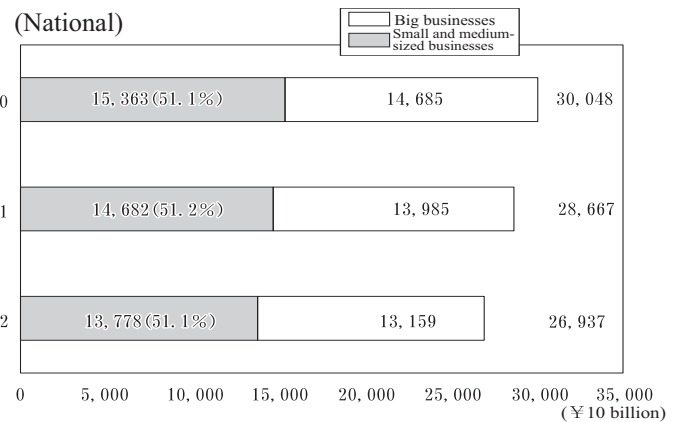
(Note) Small and medium-sized businesses are defined as businesses which employ less than 300 workers.
(Source) Industrial Statistics Tables (Industry Section)



(2) Changes in shipment value



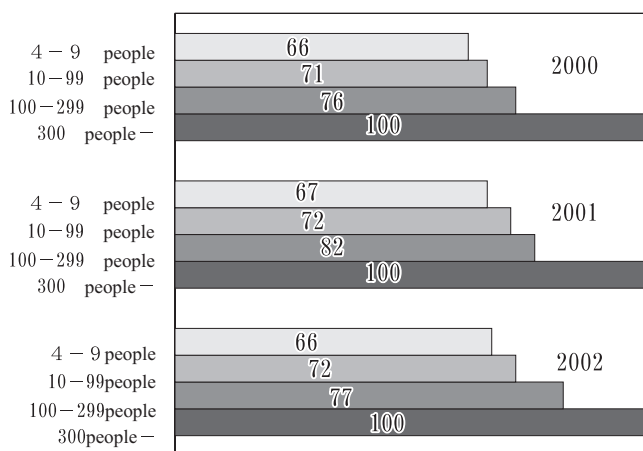
(Source) Industrial Statistics Tables (Industry Section)



(Source) Industrial Statistics Tables (Industry Section)

(3) Wage gap by scale of business (Hokkaido)

(Annual cash salary per employee)

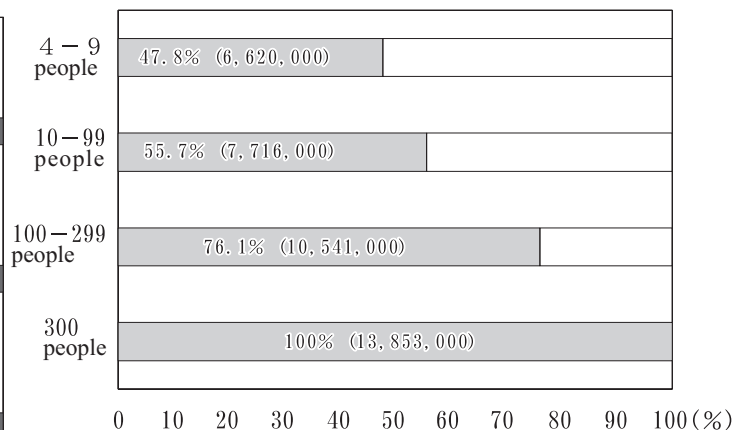


(Note) Figures in the above bar graphs are the ratio when big business's annual cash salary is set at 100 (A big business is defined as a business which employs 300 workers or more).

(Source) Industrial Statistics Tables (Industry Section)

(4) Added value gap by scale of business (Hokkaido, 2002)

(Per employee)



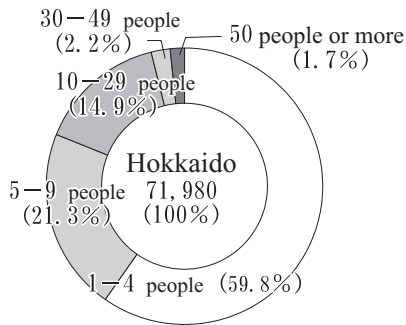
(Note) Percentage in the above bar graphs are the ratio when big business's annual cash salary is set at 100 (A big business is defined as a business which employs 300 workers or more).

Figures in parentheses are annual added value per employee.

(Source) Industrial Statistics Tables (Industry Section)

2. Commerce (Wholesale and Retail)

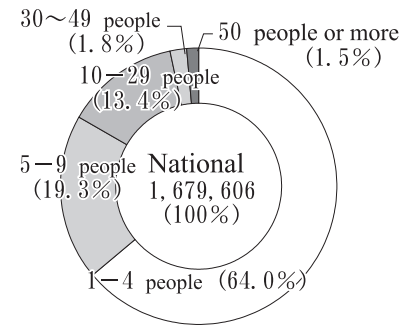
(1) Composition of number of stores by scale (2002)



Ratio of Hokkaido to the national total in terms of the number of small and medium-sized stores

National 1,654,475 stores
Hokkaido 70,742 stores (4.3%)

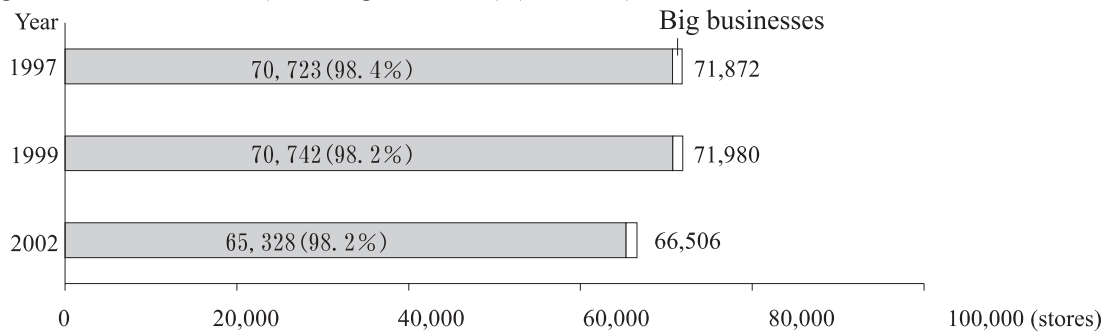
(Unit: store)		
Number of store (Hokkaido)	Number of employees	Number of stores (national)
43,066	1-4 people	1,074,441
15,348	5-9 people	324,041
10,738	10-29 people	225,443
1,590	30-49 people	30,550
70,742	Total	1,654,475



(Note) Small and medium-sized businesses are defined as stores which have less than 50 employees.

(Source) Commercial Statistics Table

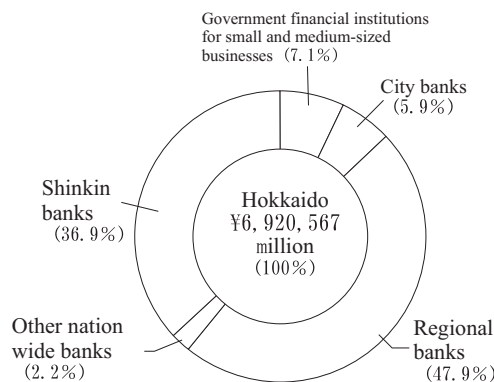
(2) Changes in number of stores (excluding restaurants) (Hokkaido)



(Source) Commercial Statistics Table

3. Balance of Loan to Small and Medium-sized Businesses by Financial Institution (End March 2004)

Hokkaido For small and medium-sized businesses (58.0%)



(Note)

Other nation wide banks represent the total balance of loan by trust banks, long-term credit banks and trust accounts.

Government financial institutions for small and medium-sized businesses represent the total balance of loan by Small Business Finance Corporation, People's Finance Corporation, Bank for Commerce and Industrial Cooperatives and Environmental Sanitation Business Financing Corporation.

The Norinchukin Bank, the Development Bank of Japan as well as agricultural, fishery and other cooperatives are not included.

(Source)

Monthly Report of Finance in Hokkaido (Hokkaido Local Finance Bureau)