

## Leading Wholesalers Sales > 200 bill FY2013

Company	Category	HQ	Sales		Operating Profit		Pretax Profit		YonY %
			¥m	YonY %	¥m	YonY %	¥m	YonY %	
Medipal Holdings	Drugs, Household	Tokyo	2,872,965	-2.5	32,795	-5.4	44,475	-10.7	
Alfresa Holdings	Drugs	Tokyo	2,421,162	-3.3	29,228	-16.4	38,985	-12.5	
Mitsubishi Shokuhin	Food	Tokyo	2,337,252	-2.1	15,263	-2.7	17,232	0.3	
Suzuken	Drugs	Aichi	1,969,689	-0.9	13,240	-25.8	30,093	-14.8	
Nihon Access [1]	Food	Tokyo	1,784,099	4.1	15,572	-14.9	15,914	-15.3	
Kokubu	Food	Tokyo	1,603,433	2.3	8,450	24.3	10,146	16.7	
Toho Holdings	Drugs	Tokyo	1,162,148	-2.3	10,017	-18.7	15,902	-13.1	
Kato Sangyo [2]	Food	Hyogo	771,514	5.2	8,989	-12.8	9,997	-12.0	
Mitsui Shokuhin	Food	Tokyo	753,789	6.6	2,104	-4.6	2,627	1.8	
Nihon Shuppan Hanbai	Books, CDs	Tokyo	661,096	-3.1	2,588	-45.5	3,626	-31.1	
Arata	Drugs, Household	Chiba	638,792	-2.0	2,461	-45.0	2,469	-43.7	
Itochu Shokuhin [1]	Food	Osaka	617,606	-2.0	3,670	11.1	4,508	6.7	
Vital KSK Holdings	Drugs	Tokyo	548,012	-2.9	1,812	-43.4	6,125	-7.6	
Nihon Shurui Hanbai	Food	Tokyo	503,175	-0.6	2,958	-2.7	3,499	-4.3	
Tohan	Books, CDs	Tokyo	495,132	-2.6	6,257	3.6	3,912	1.1	
Forest Holdings	Drugs	Oita	417,017	-2.6	2,159	-41.5	4,417	-22.6	
Asahi Shokuhin	Food	Kochi	387,887	0.1			658	-47.0	
Yamae Hisano	Food	Fukuoka	349,067	0.9	2,640	3.0	2,996	2.6	
World	Apparel	Hyogo	295,511	-4.5	5,263	-43.4			
Sutazen	Food	Tokyo	282,575	10.1	3,850	95.5	4,663	76.6	
Onward Holdings	Apparel	Tokyo	281,501	0.5	5,731	-43.8	7,162	-41.3	
Sanseiya Arista [3]	Food	Osaka	259,408	4.6	1,939	5.6	2,171	3.1	
Chori	Apparel	Osaka	248,396	1.7	5,552	1.1	5,966	2.3	
Hapinet	Toys	Tokyo	217,232	5.0					
Nakakita Yakuhin	Drugs	Osaka	212,531	-4.8					
Hokuyaku Takeyama HD	Drugs	Hokkaido	212,106	-1.1	1,727	-25.2	2,556	-16.7	
Toho	Food	Hyogo	208,998	2.3	2,627	14.4	2,551	16.4	
Teijin Frontier	Apparel	Osaka	205,888	1.8	4,120	-2.3	4,953	3.0	
Confess	Food	Tokyo	200,285	4.3			1,444	77.6	
<b>Other Category Leaders</b>									
Synnex Infotech [3]	Office Supplies	Tokyo	144,668	33.3					
Sangetsu	Interior	Aichi	132,050	0.1	8,031	-10.3	8,506	-10.2	
Descente	Sports	Osaka	123,128	12.0	9,136	45.7	9,543	43.7	
Doshisha	Miscellaneous	Osaka	103,647	-1.8	6,543	-10.2	7,114	-5.3	
Eco Trading	Pet Supplies	Hyogo	74,672	-0.8	59	-69.6	70	-65.7	
France Bed Holdings	Furniture	Tokyo	51,907	-5.4	1,723	-38.4	1,745	-37.3	
Regal Corporation	Accessories	Tokyo	36,030	-3.9	2,077	-35.4	2,144	-36.7	
Eikou Watch	Watches & Jewellery	Osaka	21,935	-8.7	1,110	-24.6	929	-33.4	

Notes: Asics (Sports) not included in rankings due to account period changes; [1] Part of Itochu Shoji; [2] Multiple Sogo Shosha shares held; [3] Linked to Marubeni. Source: Company Reports; JapanConsuming.