

GROCERY STORES INDUSTRY
(NAICS 44511)

2021 WORLD INDUSTRY & MARKET OUTLOOK

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- *Market Reports*
- *Industry Trends*
- *Demographic Data*

GROCERY STORES INDUSTRY (WORLDWIDE EDITION)

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2021 ECONOMIC FORECAST (WORLDWIDE EDITION)

Barnes Reports predicts that worldwide economic performance will increase by 3.7 percent from 2020 to 2021. The global economy decreased significantly from 2019 to 2020 (-6.0 percent) due to COVID-19 with many sectors seeing crippling declines, such as a restaurants (-25 percent) and hotels (-30 percent). Some sectors fared well despite declines in the second quarter of 2020, such as transportation (2 percent) and information (2 percent). A few sectors had above-average performances due to panic buying and temporary unemployment, such as grocery stores (5 percent) and home centers (4 percent). Most sectors were boosted by government stimulus spending in countries with advanced economies.

The worldwide economy should continue to increase from 2021 to 2022 by 3.2 percent. There are risks on the horizon (unemployment, large government and private debt) but a boom/bust is not forecast.

WORLDWIDE CURRENT & FORECAST GROSS DOMESTIC PRODUCT

Country	2019 GDP	2020 GDP	2021 GDP	2022 GDP	2021-2022 Pct. Change
Algeria	152.4	128.7	121.7	114.2	-6.2%
Argentina	569.3	514.2	520.1	521.9	0.4%
Australia	1,356.5	1,210.4	1,209.4	1,198.9	-0.9%
Austria	439.2	401.7	411.3	417.9	1.6%
Bangladesh	306.3	329.5	378.6	434.9	14.9%
Belgium	523.8	478.3	489.1	496.1	1.4%
Brazil	1,712.4	1,439.9	1,355.6	1,266.4	-6.6%
Canada	1,628.7	1,450.2	1,446.0	1,430.5	-1.1%
Chile	304.5	288.5	306.0	322.0	5.2%
China	14,922.2	14,077.6	15,119.6	16,229.3	7.3%
Colombia	300.2	261.4	254.9	246.5	-3.3%
Czech Republic	247.5	236.9	253.9	270.1	6.4%
Denmark	340.5	309.2	314.5	317.3	0.9%
Egypt	218.2	178.5	163.4	148.5	-9.1%
Finland	264.5	240.6	245.1	247.7	1.1%
France	2,636.7	2,367.7	2,380.7	2,375.1	-0.2%
Germany	3,799.2	3,455.8	3,519.9	3,557.1	1.1%
Greece	200.3	176.2	173.5	169.6	-2.3%
Hong Kong	387.8	375.3	406.6	437.1	7.5%
Hungary	157.2	148.4	156.9	164.6	4.9%
India	3,069.5	2,939.2	3,204.0	3,490.6	8.9%
Indonesia	1,102.8	1,055.5	1,131.1	1,202.6	6.3%
Iran	494.4	471.9	491.6	511.9	4.1%
Iraq	202.8	181.2	181.3	179.9	-0.7%
Ireland	414.6	423.5	472.2	526.1	11.4%

2021 ECONOMIC FORECAST (WORLDWIDE EDITION)

WORLDWIDE CURRENT & FORECAST GROSS DOMESTIC PRODUCT

Country	2019 GDP	2020 GDP	2021 GDP	2022 GDP	2021-2022 Pct. Change
Italy	1,973.7	1,768.0	1,773.4	1,765.0	-0.5%
Japan	4,918.5	4,491.1	4,591.9	4,658.3	1.4%
Kazakhstan	171.2	173.6	174.8	162.4	-7.1%
Kuwait	133.3	139.9	145.9	140.4	-3.8%
Malaysia	345.2	317.8	327.7	335.3	2.3%
Mexico	1,142.3	1,007.5	995.0	975.1	-2.0%
Netherlands	882.0	809.0	830.8	846.6	1.9%
New Zealand	208.5	192.2	198.4	203.3	2.4%
Nigeria	320.8	252.6	222.7	194.8	-12.5%
Norway	384.3	332.0	321.1	308.1	-4.0%
Pakistan	348.0	325.8	347.3	370.0	6.5%
Peru	225.4	210.9	220.9	229.5	3.9%
Phillipines	369.3	356.0	384.3	411.6	7.1%
Poland	571.8	530.2	550.6	567.3	3.0%
Portugal	234.8	216.2	223.0	228.2	2.3%
Puerto Rico	100.6	89.9	90.1	89.5	-0.6%
Qatar	170.6	150.0	147.7	144.3	-2.3%
Romania	246.7	238.7	258.8	278.3	7.5%
Russia	1,749.8	1,943.1	2,113.7	2,263.4	7.1%
Saudi Arabia	743.7	679.5	695.2	705.7	1.5%
Singapore	389.6	375.8	406.0	435.2	7.2%
South Africa	364.2	335.0	345.0	352.5	2.2%
South Korea	1,573.8	1,626.6	1,686.2	1,751.2	3.9%
Spain	1,373.7	1,256.5	1,287.0	1,307.8	1.6%
Sweden	534.5	479.3	481.3	479.5	-0.4%
Switzerland	684.2	613.5	616.0	613.6	-0.4%
Taiwan	597.6	613.7	632.1	652.3	3.2%
Thailand	531.8	517.0	562.9	608.0	8.0%
Turkey	730.3	618.7	587.0	552.5	-5.9%
Ukraine	156.0	182.7	210.2	238.5	13.5%
UAE	409.2	375.4	385.6	393.0	1.9%
United Kingdom	2,662.5	2,333.4	2,289.8	2,229.5	-2.6%
United States	21,511.9	20,440.3	22,112.2	24,166.3	9.3%
Venezuela	334.0	279.9	230.5	185.3	-19.6%
Vietnam	255.4	251.8	271.0	291.5	7.6%

GROCERY STORES INDUSTRY (WORLDWIDE EDITION)

INDUSTRY DEFINITION

NAICS 44511: Grocery Stores Industry. This industry comprises establishments generally known as supermarkets and grocery stores primarily engaged in retailing a general line of food, such as canned and frozen foods; fresh fruits and vegetables; and fresh and prepared meats, fish, and poultry. Included in this industry are delicatessen-type establishments primarily engaged in retailing a general line of food.

Related Industries

Convenient Stores

Bakeries

Butchers

U.S. Census Categories

NAICS 44511 – Grocery Stores Stores is:

88% comparable to SIC 5411 – Supermarkets and Grocery Stores

Sub-Industries

Grocery stores

Supermarkets

Supermarkets, chain

Supermarkets, greater than 100,000 square feet (hypermarket)

Supermarkets, independent

Supermarkets, 55,000 - 65,000 square feet (superstore)

Supermarkets, 66,000 - 99,000 square feet

Cooperative food stores

Delicatessen stores

Frozen food and freezer plans, except meat

Grocery stores, chain

Grocery stores, independent

GROCERY STORES INDUSTRY (WORLDWIDE EDITION)

2021 INDUSTRY ESTABLISHMENTS, SALES & EMPLOYMENT

Country	Estab-lish-ments	Sales (\$US Millions)	Sales (Currency Millions)	Employ-ment	Sales (\$USM)/ Estab.	Sales (\$US)/ Employ-ment	Sales (CurrM)/ Estab.	Sales (Curr 000s)/ Emps.
Algeria	16,399	10,193	1,314,834	501,779	0.622	20,313	80.177	2,620.3
Argentina	11,459	26,835	2,173,615	350,620	2.342	76,535	189.688	6,199.3
Australia	6,937	59,366	79,550	212,272	8.557	279,669	11.467	374.8
Austria	2,474	18,619	15,268	75,698	7.526	245,963	6.171	201.7
Bangladesh	50,007	12,759	1,080,660	1,530,121	0.255	8,338	21.610	706.3
Belgium	3,047	21,347	17,505	93,222	7.007	228,993	5.746	187.8
Brazil	57,632	79,050	403,153	1,763,437	1.372	44,827	6.995	228.6
Canada	10,394	72,688	94,495	318,032	6.993	228,556	9.091	297.1
Chile*	5,496	13,572	10,179	168,152	2.470	80,715	1.852	60.5
China	404,819	670,337	4,357,192	12,386,651	1.656	54,118	10.763	351.8
Colombia*	12,368	13,603	47,216	378,445	1.100	35,944	3.817	124.8
Czech Republic	2,863	10,278	223,027	87,592	3.590	117,337	77.909	2,546.2
Denmark	1,553	14,127	86,176	47,508	9.099	297,362	55.502	1,813.9
Egypt	26,372	10,904	170,098	806,930	0.413	13,513	6.450	210.8
Finland	1,525	11,203	9,187	46,662	7.346	240,088	6.024	196.9
France	17,196	105,568	86,566	526,156	6.139	200,640	5.034	164.5
Germany	21,813	164,802	135,138	667,425	7.555	246,922	6.195	202.5
Greece	2,623	7,879	6,461	80,260	3.004	98,170	2.463	80.5
Hong Kong	1,779	12,345	95,058	54,448	6.938	226,734	53.420	1,745.9
Hungary*	2,532	6,031	1,767	77,468	2.382	77,857	0.698	22.8
India	343,668	124,596	9,195,203	10,515,548	0.363	11,849	26.756	874.4
Indonesia*	84,323	57,483	813,446	2,580,104	0.682	22,279	9.647	315.3
Iran*	22,852	23,414	983,883	699,232	1.025	33,485	43.054	1,407.1
Iraq*	13,674	11,584	13,786	418,412	0.847	27,687	1.008	32.9
Ireland	1,593	18,281	14,991	48,738	11.477	375,089	9.411	307.6
Israel	2,476	17,052	54,565	75,761	6.887	225,073	22.038	720.2
Italy	16,796	85,374	70,006	513,932	5.083	166,119	4.168	136.2
Japan*	35,676	211,042	21,737,372	1,091,629	5.915	193,328	609.291	19,912.8
Kazakhstan	6,133	8,030	3,396,640	187,645	1.309	42,793	553.867	18,101.4
Kuwait	1,631	6,036	1,835	49,906	3.701	120,951	1.125	36.8
Malaysia	11,017	18,153	73,885	337,108	1.648	53,850	6.706	219.2
Mexico	38,593	52,255	1,034,647	1,180,873	1.354	44,251	26.809	876.2

* Local Currencies are displayed in Billions, not Millions (and Millions, not 000s for the Sales (Curr000s)/Emps.)

GROCERY STORES INDUSTRY (WORLDWIDE EDITION)

2021 INDUSTRY ESTABLISHMENTS, SALES & EMPLOYMENT

Country	Estab-lish-ments	Sales (\$US Millions)	Sales (Currency Millions)	Employ-ment	Sales (\$USM)/ Estab.	Sales (\$USM)/ Employ-ment	Sales (CurrM)/ Estab.	Sales (Curr 000s)/ Emps.
Netherlands	4,605	36,087	29,591	140,909	7.836	256,101	6.426	210.0
New Zealand	1,224	8,525	11,935	37,463	6.963	227,548	9.748	318.6
Nigeria	64,917	18,017	6,864,529	1,986,332	0.278	9,071	105.743	3,455.9
Norway	1,729	19,714	171,511	52,907	11.401	372,614	99.191	3,241.7
Pakistan	49,331	13,066	2,090,609	1,509,426	0.265	8,656	42.379	1,385.0
Peru	10,516	10,597	38,255	321,777	1.008	32,932	3.638	118.9
Phillipines	26,756	15,079	723,814	818,685	0.564	18,419	27.052	884.1
Poland	9,271	25,117	90,423	283,666	2.709	88,546	9.754	318.8
Portugal	2,800	9,607	7,877	85,671	3.431	112,135	2.814	92.0
Puerto Rico	1,191	4,941	4,941	36,446	4.148	135,566	4.148	135.6
Qatar	1,101	8,552	31,129	33,682	7.769	253,901	28.279	924.2
Romania	6,178	11,217	44,981	189,028	1.816	59,341	7.281	238.0
Russia	42,869	68,748	5,114,825	1,311,717	1.604	52,410	119.312	3,899.3
Saudi Arabia*	12,007	38,032	143	367,399	3.167	103,516	0.012	0.4
Singapore	1,796	16,058	21,357	54,962	8.940	292,164	11.890	388.6
South Africa	11,852	14,007	211,503	362,649	1.182	38,624	17.845	583.2
South Korea*	16,571	78,006	85,104	507,054	4.707	153,841	5.136	167.8
Spain	12,539	61,128	50,125	383,676	4.875	159,323	3.997	130.6
Sweden	2,841	25,298	213,514	86,943	8.903	290,971	75.142	2,455.8
Switzerland	2,599	31,337	27,890	79,537	12.055	393,993	10.729	350.7
Taiwan	8,249	25,731	730,753	252,402	3.119	101,944	88.587	2,895.2
Thailand	22,786	24,136	726,504	697,193	1.059	34,619	31.884	1,042.0
Turkey	20,103	37,613	292,627	615,125	1.871	61,146	14.556	475.7
Ukraine	13,580	4,286	121,298	415,511	0.316	10,315	8.932	291.9
UAE	4,008	22,640	83,090	122,645	5.648	184,602	20.730	677.5
United Kingdom	18,234	114,677	84,861	557,935	6.289	205,539	4.654	152.1
United States	85,986	812,140	812,140	2,630,996	9.445	308,682	9.445	308.7
Venezuela	8,608	16,697	166,635	263,375	1.940	63,396	19.359	632.7
Vietnam*	32,303	12,668	292,782	988,400	0.392	12,817	9.064	296.2

* Local Currencies are displayed in Billions, not Millions (and Millions, not 000s for the Sales (Curr000s)/Emps.)

ALGERIA

INDUSTRY ESTABLISHMENTS, SALES & EMPLOYMENT TRENDS

	Year					Percent Change Year-to-Year			
	2018	2019	2020	2021	2022	18-19	19-20	20-21	21-22
Establishments	14,194	14,730	15,688	16,399	17,053	3.8%	6.5%	4.5%	4.0%
Sales (\$Millions)	8,293	8,837	9,559	10,193	10,714	6.6%	8.2%	6.6%	5.1%
Employment	434,316	450,716	480,019	501,779	512,117	3.8%	6.5%	4.5%	2.1%
Sales (DinarM)	1,069,742	1,140,023	1,233,173	1,314,834	1,382,128	6.6%	8.2%	6.6%	5.1%

INDUSTRY RATIOS

(Industry Averages)	Year					Percent Change Year-to-Year			
	2018	2019	2020	2021	2022	18-19	19-20	20-21	21-22
Sales (\$M)/Estab.	0.58	0.60	0.61	0.62	0.63	2.7%	1.6%	2.0%	1.1%
Sales (\$) per Emp.	19,093	19,607	19,915	20,313	20,921	2.7%	1.6%	2.0%	3.0%
Emps. per Estab.	30.6	30.6	30.6	30.6	30.0	0.0%	0.0%	0.0%	-1.9%
Dinar(M)/Estab.	75.36	77.39	78.61	80.18	81.05	2.7%	1.6%	2.0%	1.1%
Dinar per Emp.	2,463,052	2,529,361	2,569,007	2,620,343	2,698,853	2.7%	1.6%	2.0%	3.0%

SIZE OF FIRM INDUSTRY ESTIMATES

Year	Establishments by Size of Firm									Total
	1-4 Emps.	5-9 Emps.	10-19 Emps.	20-49 Emps.	50-99 Emps.	100-249 Emps.	250-499 Emps.	500+ Emps.	Unknown Emps.	
2020	4,996	1,372	1,408	1,753	1,890	1,743	162	10	2,353	15,688
2021	5,223	1,434	1,472	1,833	1,976	1,822	169	11	2,459	16,399
2022	5,431	1,492	1,531	1,906	2,055	1,895	176	11	2,557	17,053
	Sales (\$Millions) by Size of Firm									Total
	1-4 Emps.	5-9 Emps.	10-19 Emps.	20-49 Emps.	50-99 Emps.	100-249 Emps.	250-499 Emps.	500+ Emps.	Unknown Emps.	
2020	212	139	351	901	2,420	4,075	1,284	152	25	9,559
2021	226	148	374	961	2,581	4,345	1,369	162	27	10,193
2022	237	156	393	1,010	2,713	4,568	1,439	170	28	10,714
	Employment by Size of Firm									Total
	1-4 Emps.	5-9 Emps.	10-19 Emps.	20-49 Emps.	50-99 Emps.	100-249 Emps.	250-499 Emps.	500+ Emps.	Unknown Emps.	
2020	12,491	7,959	19,150	52,769	112,273	219,850	46,995	6,179	2,353	480,019
2021	13,057	8,320	20,018	55,161	117,363	229,817	49,125	6,459	2,459	501,779
2022	13,577	8,652	20,816	57,359	122,040	238,975	41,425	6,717	2,557	512,117

ALGERIA

SUB-INDUSTRIES – 2021 INDUSTRY ESTIMATES

	Cate- gory*	Total Establishments	Total Sales (\$M)	Total Employment
Grocery stores	Major1	9,931	1,042.5	153,378
Supermarkets	Minor1	1,308	2,412.3	45,114
Supermarkets, chain	Minor2	1,410	5,444.2	200,440
Supermarkets, greater than 100,000 square	Minor2	11	1.0	2,513
Supermarkets, independent	Minor2	355	282.6	17,647
Supermarkets, 55,000 - 65,000 square feet	Minor2	4	147.2	518
Supermarkets, 66,000 - 99,000 square feet	Minor2	3	0.4	345
Cooperative food stores	Minor2	52	16.9	1,638
Delicatessen stores	Minor2	1,002	110.4	7,965
Frozen food and freezer plans, except meat	Minor2	25	2.4	447
Grocery stores, chain	Minor2	282	180.9	29,821
Grocery stores, independent	Minor2	2,017	551.8	41,952

*Category-Major categories (Major1) are more general descriptions for companies that self-selected to capture the many functions they perform in the industry. Minor categories (Minor1, Minor2) are more specific for companies that have more detailed functions (Minor1 is a larger category than Minor2). Minor categories figures (sales, etc.) can be aggregated to larger minor categories (Minor2 sums to Minor1) and major categories overall figures.

Note: Due to rounding, establishments will vary by + or - one establishment. Therefore, zero establishments may also be one establishment.

ARGENTINA

INDUSTRY ESTABLISHMENTS, SALES & EMPLOYMENT TRENDS

	Year					Percent Change Year-to-Year			
	2018	2019	2020	2021	2022	18-19	19-20	20-21	21-22
Establishments	9,857	10,330	10,982	11,459	11,894	4.8%	6.3%	4.3%	3.8%
Sales (\$Millions)	23,709	24,516	25,734	26,835	27,776	3.4%	5.0%	4.3%	3.5%
Employment	301,613	316,087	336,026	350,620	357,193	4.8%	6.3%	4.3%	1.9%
Sales (PesosM)	1,920,421	1,985,758	2,084,470	2,173,615	2,249,880	3.4%	5.0%	4.3%	3.5%

INDUSTRY RATIOS

(Industry Averages)	Year					Percent Change Year-to-Year			
	2018	2019	2020	2021	2022	18-19	19-20	20-21	21-22
Sales (\$M)/Estab.	2.41	2.37	2.34	2.34	2.34	-1.3%	-1.3%	-0.1%	-0.3%
Sales (\$) per Emp.	78,607	77,559	76,584	76,535	77,763	-1.3%	-1.3%	-0.1%	1.6%
Emps. per Estab.	30.6	30.6	30.6	30.6	30.0	0.0%	0.0%	0.0%	-1.9%
Pesos(M)/Estab.	194.82	192.23	189.81	189.69	189.16	-1.3%	-1.3%	-0.1%	-0.3%
Pesos per Emp.	6,367,170	6,282,305	6,203,301	6,199,348	6,298,785	-1.3%	-1.3%	-0.1%	1.6%

SIZE OF FIRM INDUSTRY ESTIMATES

Year	Establishments by Size of Firm									Total
	1-4 Emps.	5-9 Emps.	10-19 Emps.	20-49 Emps.	50-99 Emps.	100-249 Emps.	250-499 Emps.	500+ Emps.	Unknown Emps.	
2020	3,497	961	986	1,227	1,323	1,220	113	7	1,647	10,982
2021	3,649	1,002	1,029	1,281	1,381	1,273	118	8	1,718	11,459
2022	3,788	1,040	1,068	1,329	1,433	1,322	122	8	1,784	11,894
	Sales (\$Millions) by Size of Firm									Total
2020	570	374	944	2,426	6,516	10,971	3,456	409	68	25,734
2021	595	390	984	2,530	6,794	11,440	3,604	427	71	26,835
2022	615	404	1,019	2,619	7,033	11,842	3,730	441	74	27,776
	Employment by Size of Firm									Total
2020	8,744	5,572	13,405	36,940	78,594	153,901	32,898	4,326	1,647	336,026
2021	9,123	5,814	13,988	38,544	82,008	160,585	34,327	4,513	1,718	350,620
2022	9,470	6,034	14,519	40,007	85,121	166,681	28,893	4,685	1,784	357,193

ARGENTINA

SUB-INDUSTRIES – 2021 INDUSTRY ESTIMATES

	Category*	Total Establishments	Total Sales (\$M)	Total Employment
Grocery stores	Major1	6,939	2,744.6	107,173
Supermarkets	Minor1	914	6,351.0	31,523
Supermarkets, chain	Minor2	985	14,333.5	140,058
Supermarkets, greater than 100,000 square	Minor2	7	2.5	1,756
Supermarkets, independent	Minor2	248	744.0	12,331
Supermarkets, 55,000 - 65,000 square feet	Minor2	2	387.5	362
Supermarkets, 66,000 - 99,000 square feet	Minor2	2	1.1	241
Cooperative food stores	Minor2	36	44.6	1,145
Delicatessen stores	Minor2	700	290.7	5,566
Frozen food and freezer plans, except meat	Minor2	18	6.2	312
Grocery stores, chain	Minor2	197	476.2	20,838
Grocery stores, independent	Minor2	1,409	1,452.8	29,314

*Category-Major categories (Major1) are more general descriptions for companies that self-selected to capture the many functions they perform in the industry. Minor categories (Minor1, Minor2) are more specific for companies that have more detailed functions (Minor1 is a larger category than Minor2). Minor categories figures (sales, etc.) can be aggregated to larger minor categories (Minor2 sums to Minor1) and major categories overall figures.

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AUSTRALIA

INDUSTRY ESTABLISHMENTS, SALES & EMPLOYMENT TRENDS

	Year					Percent Change Year-to-Year			
	2018	2019	2020	2021	2022	18-19	19-20	20-21	21-22
Establishments	5,976	6,235	6,639	6,937	7,212	4.3%	6.5%	4.5%	4.0%
Sales (\$Millions)	49,257	52,015	55,756	59,366	62,742	5.6%	7.2%	6.5%	5.7%
Employment	182,843	190,785	203,128	212,272	216,580	4.3%	6.5%	4.5%	2.0%
Sales (DollarsM)	66,004	69,700	74,712	79,550	84,074	5.6%	7.2%	6.5%	5.7%

INDUSTRY RATIOS

(Industry Averages)	Year					Percent Change Year-to-Year			
	2018	2019	2020	2021	2022	18-19	19-20	20-21	21-22
Sales (\$M)/Estab.	8.24	8.34	8.40	8.56	8.70	1.2%	0.7%	1.9%	1.7%
Sales (\$) per Emp.	269,395	272,638	274,485	279,669	289,694	1.2%	0.7%	1.9%	3.6%
Emps. per Estab.	30.6	30.6	30.6	30.6	30.0	0.0%	0.0%	0.0%	-1.9%
Dollars(M)/Estab.	11.05	11.18	11.25	11.47	11.66	1.2%	0.7%	1.9%	1.7%
Dollars per Emp.	360,989	365,335	367,810	374,756	388,189	1.2%	0.7%	1.9%	3.6%

SIZE OF FIRM INDUSTRY ESTIMATES

Year	Establishments by Size of Firm									Total
	1-4 Emps.	5-9 Emps.	10-19 Emps.	20-49 Emps.	50-99 Emps.	100-249 Emps.	250-499 Emps.	500+ Emps.	Unknown Emps.	
2020	2,114	581	596	742	800	738	68	4	996	6,639
2021	2,209	607	623	775	836	771	71	5	1,040	6,937
2022	2,297	631	647	806	869	801	74	5	1,082	7,212
	Sales (\$Millions) by Size of Firm									Total
	1-4 Emps.	5-9 Emps.	10-19 Emps.	20-49 Emps.	50-99 Emps.	100-249 Emps.	250-499 Emps.	500+ Emps.	Unknown Emps.	
2020	1,235	810	2,045	5,257	14,117	23,770	7,488	886	148	55,756
2021	1,315	862	2,178	5,597	15,031	25,309	7,972	944	158	59,366
2022	1,390	911	2,301	5,915	15,886	26,748	8,426	997	167	62,742
	Employment by Size of Firm									Total
	1-4 Emps.	5-9 Emps.	10-19 Emps.	20-49 Emps.	50-99 Emps.	100-249 Emps.	250-499 Emps.	500+ Emps.	Unknown Emps.	
2020	5,286	3,368	8,104	22,330	47,510	93,033	19,887	2,615	996	203,128
2021	5,524	3,520	8,468	23,335	49,649	97,221	20,782	2,733	1,040	212,272
2022	5,742	3,659	8,803	24,258	51,612	101,065	17,519	2,841	1,082	216,580

AUSTRALIA

SUB-INDUSTRIES – 2021 INDUSTRY ESTIMATES

	Category*	Total Establishments	Total Sales (\$M)	Total Employment
Grocery stores	Major1	4,201	6,071.9	64,885
Supermarkets	Minor1	553	14,050.2	19,085
Supermarkets, chain	Minor2	596	31,709.6	84,794
Supermarkets, greater than 100,000 square	Minor2	5	5.6	1,063
Supermarkets, independent	Minor2	150	1,645.8	7,466
Supermarkets, 55,000 - 65,000 square feet	Minor2	1	857.2	219
Supermarkets, 66,000 - 99,000 square feet	Minor2	1	2.5	146
Cooperative food stores	Minor2	22	98.7	693
Delicatessen stores	Minor2	424	643.1	3,370
Frozen food and freezer plans, except meat	Minor2	11	13.8	189
Grocery stores, chain	Minor2	119	1,053.4	12,615
Grocery stores, independent	Minor2	853	3,214.1	17,747

*Category-Major categories (Major1) are more general descriptions for companies that self-selected to capture the many functions they perform in the industry. Minor categories (Minor1, Minor2) are more specific for companies that have more detailed functions (Minor1 is a larger category than Minor2). Minor categories figures (sales, etc.) can be aggregated to larger minor categories (Minor2 sums to Minor1) and major categories overall figures.

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AUSTRIA

INDUSTRY ESTABLISHMENTS, SALES & EMPLOYMENT TRENDS

	Year					Percent Change Year-to-Year			
	2018	2019	2020	2021	2022	18-19	19-20	20-21	21-22
Establishments	2,204	2,260	2,387	2,474	2,551	2.6%	5.6%	3.6%	3.1%
Sales (\$Millions)	16,057	16,738	17,712	18,619	19,427	4.2%	5.8%	5.1%	4.3%
Employment	67,438	69,160	73,033	75,698	76,604	2.6%	5.6%	3.6%	1.2%
Sales (EurosM)	13,167	13,725	14,524	15,268	15,930	4.2%	5.8%	5.1%	4.3%

INDUSTRY RATIOS

(Industry Averages)	Year					Percent Change Year-to-Year			
	2018	2019	2020	2021	2022	18-19	19-20	20-21	21-22
Sales (\$M)/Estab.	7.29	7.41	7.42	7.53	7.62	1.6%	0.2%	1.4%	1.2%
Sales (\$) per Emp.	238,097	242,022	242,526	245,963	253,607	1.6%	0.2%	1.4%	3.1%
Emps. per Estab.	30.6	30.6	30.6	30.6	30.0	0.0%	0.0%	0.0%	-1.9%
Euros(M)/Estab.	5.97	6.07	6.09	6.17	6.25	1.6%	0.2%	1.4%	1.2%
Euros per Emp.	195,239	198,458	198,871	201,690	207,958	1.6%	0.2%	1.4%	3.1%

SIZE OF FIRM INDUSTRY ESTIMATES

Year	Establishments by Size of Firm									Total
	1-4 Emps.	5-9 Emps.	10-19 Emps.	20-49 Emps.	50-99 Emps.	100-249 Emps.	250-499 Emps.	500+ Emps.	Unknown Emps.	
2020	760	209	214	267	288	265	25	2	358	2,387
2021	788	216	222	276	298	275	25	2	371	2,474
2022	812	223	229	285	307	283	26	2	383	2,551
	Sales (\$Millions) by Size of Firm									Total
2020	392	257	650	1,670	4,485	7,551	2,379	282	47	17,712
2021	413	270	683	1,755	4,714	7,938	2,500	296	50	18,619
2022	430	282	713	1,832	4,919	8,282	2,609	309	52	19,427
	Employment by Size of Firm									Total
2020	1,900	1,211	2,914	8,029	17,082	33,449	7,150	940	358	73,033
2021	1,970	1,255	3,020	8,322	17,705	34,670	7,411	974	371	75,698
2022	2,031	1,294	3,114	8,580	18,255	35,747	6,196	1,005	383	76,604

AUSTRIA

SUB-INDUSTRIES — 2021 INDUSTRY ESTIMATES

	Category*	Total Establishments	Total Sales (\$M)	Total Employment
Grocery stores	Major1	1,498	1,904.3	23,138
Supermarkets	Minor1	197	4,406.6	6,806
Supermarkets, chain	Minor2	213	9,945.1	30,238
Supermarkets, greater than 100,000 square	Minor2	2	1.8	379
Supermarkets, independent	Minor2	54	516.2	2,662
Supermarkets, 55,000 - 65,000 square feet	Minor2	1	268.8	78
Supermarkets, 66,000 - 99,000 square feet	Minor2	0	0.8	52
Cooperative food stores	Minor2	8	31.0	247
Delicatessen stores	Minor2	151	201.7	1,202
Frozen food and freezer plans, except meat	Minor2	4	4.3	67
Grocery stores, chain	Minor2	43	330.4	4,499
Grocery stores, independent	Minor2	304	1,008.0	6,329

*Category-Major categories (Major1) are more general descriptions for companies that self-selected to capture the many functions they perform in the industry. Minor categories (Minor1, Minor2) are more specific for companies that have more detailed functions (Minor1 is a larger category than Minor2). Minor categories figures (sales, etc.) can be aggregated to larger minor categories (Minor2 sums to Minor1) and major categories overall figures.

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BANGLADESH

INDUSTRY ESTABLISHMENTS, SALES & EMPLOYMENT TRENDS

	Year					Percent Change Year-to-Year			
	2018	2019	2020	2021	2022	18-19	19-20	20-21	21-22
Establishments	43,284	45,130	47,951	50,007	51,878	4.3%	6.3%	4.3%	3.7%
Sales (\$Millions)	9,379	10,314	11,510	12,759	14,037	10.0%	11.6%	10.8%	10.0%
Employment	1,324,409	1,380,883	1,467,210	1,530,121	1,557,978	4.3%	6.3%	4.3%	1.8%
Sales (TakaM)	794,374	873,558	974,922	1,080,660	1,188,905	10.0%	11.6%	10.8%	10.0%

INDUSTRY RATIOS

(Industry Averages)	Year					Percent Change Year-to-Year			
	2018	2019	2020	2021	2022	18-19	19-20	20-21	21-22
Sales (\$M)/Estab.	0.22	0.23	0.24	0.26	0.27	5.5%	5.0%	6.3%	6.0%
Sales (\$) per Emp.	7,081	7,469	7,845	8,338	9,010	5.5%	5.0%	6.3%	8.0%
Emps. per Estab.	30.6	30.6	30.6	30.6	30.0	0.0%	0.0%	0.0%	-1.9%
Taka(M)/Estab.	18.35	19.36	20.33	21.61	22.92	5.5%	5.0%	6.3%	6.0%
Taka per Emp.	599,795	632,609	664,474	706,258	763,108	5.5%	5.0%	6.3%	8.0%

SIZE OF FIRM INDUSTRY ESTIMATES

Year	Establishments by Size of Firm									Total
	1-4 Emps.	5-9 Emps.	10-19 Emps.	20-49 Emps.	50-99 Emps.	100-249 Emps.	250-499 Emps.	500+ Emps.	Unknown Emps.	
2020	15,271	4,194	4,304	5,359	5,777	5,329	494	32	7,191	47,951
2021	15,926	4,374	4,488	5,588	6,025	5,557	515	33	7,499	50,007
2022	16,522	4,538	4,656	5,797	6,250	5,765	534	35	7,780	51,878
	Sales (\$Millions) by Size of Firm									Total
	1-4 Emps.	5-9 Emps.	10-19 Emps.	20-49 Emps.	50-99 Emps.	100-249 Emps.	250-499 Emps.	500+ Emps.	Unknown Emps.	
2020	255	167	422	1,085	2,914	4,907	1,546	183	31	11,510
2021	283	185	468	1,203	3,230	5,439	1,713	203	34	12,759
2022	311	204	515	1,323	3,554	5,984	1,885	223	37	14,037
	Employment by Size of Firm									Total
	1-4 Emps.	5-9 Emps.	10-19 Emps.	20-49 Emps.	50-99 Emps.	100-249 Emps.	250-499 Emps.	500+ Emps.	Unknown Emps.	
2020	38,178	24,328	58,533	161,291	343,171	671,987	143,644	18,887	7,191	1,467,210
2021	39,815	25,371	61,043	168,207	357,885	700,800	149,803	19,697	7,499	1,530,121
2022	41,304	26,320	63,326	174,500	371,273	727,017	126,024	20,434	7,780	1,557,978

BANGLADESH

SUB-INDUSTRIES – 2021 INDUSTRY ESTIMATES

	Category*	Total Establishments	Total Sales (\$M)	Total Employment
Grocery stores	Major1	30,284	1,304.9	467,708
Supermarkets	Minor1	3,987	3,019.6	137,570
Supermarkets, chain	Minor2	4,299	6,814.9	611,220
Supermarkets, greater than 100,000 square	Minor2	33	1.2	7,662
Supermarkets, independent	Minor2	1,082	353.7	53,814
Supermarkets, 55,000 - 65,000 square feet	Minor2	11	184.2	1,581
Supermarkets, 66,000 - 99,000 square feet	Minor2	8	0.5	1,053
Cooperative food stores	Minor2	159	21.2	4,996
Delicatessen stores	Minor2	3,055	138.2	24,290
Frozen food and freezer plans, except meat	Minor2	77	3.0	1,364
Grocery stores, chain	Minor2	861	226.4	90,936
Grocery stores, independent	Minor2	6,151	690.8	127,928

*Category-Major categories (Major1) are more general descriptions for companies that self-selected to capture the many functions they perform in the industry. Minor categories (Minor1, Minor2) are more specific for companies that have more detailed functions (Minor1 is a larger category than Minor2). Minor categories figures (sales, etc.) can be aggregated to larger minor categories (Minor2 sums to Minor1) and major categories overall figures.

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BELGIUM

INDUSTRY ESTABLISHMENTS, SALES & EMPLOYMENT TRENDS

	Year					Percent Change Year-to-Year			
	2018	2019	2020	2021	2022	18-19	19-20	20-21	21-22
Establishments	2,667	2,776	2,935	3,047	3,146	4.1%	5.7%	3.8%	3.3%
Sales (\$Millions)	18,329	19,135	20,278	21,347	22,307	4.4%	6.0%	5.3%	4.5%
Employment	81,617	84,931	89,814	93,222	94,471	4.1%	5.7%	3.8%	1.3%
Sales (EurosM)	15,030	15,691	16,628	17,505	18,291	4.4%	6.0%	5.3%	4.5%

INDUSTRY RATIOS

(Industry Averages)	Year					Percent Change Year-to-Year			
	2018	2019	2020	2021	2022	18-19	19-20	20-21	21-22
Sales (\$M)/Estab.	6.87	6.89	6.91	7.01	7.09	0.3%	0.2%	1.4%	1.2%
Sales (\$) per Emp.	224,578	225,303	225,783	228,993	236,120	0.3%	0.2%	1.4%	3.1%
Emps. per Estab.	30.6	30.6	30.6	30.6	30.0	0.0%	0.0%	0.0%	-1.9%
Euros(M)/Estab.	5.63	5.65	5.66	5.75	5.81	0.3%	0.2%	1.4%	1.2%
Euros per Emp.	184,154	184,748	185,142	187,774	193,619	0.3%	0.2%	1.4%	3.1%

SIZE OF FIRM INDUSTRY ESTIMATES

Year	Establishments by Size of Firm									Total
	1-4 Emps.	5-9 Emps.	10-19 Emps.	20-49 Emps.	50-99 Emps.	100-249 Emps.	250-499 Emps.	500+ Emps.	Unknown Emps.	
2020	935	257	263	328	354	326	30	2	440	2,935
2021	970	267	273	340	367	339	31	2	457	3,047
2022	1,002	275	282	352	379	350	32	2	472	3,146
	Sales (\$Millions) by Size of Firm									Total
	1-4 Emps.	5-9 Emps.	10-19 Emps.	20-49 Emps.	50-99 Emps.	100-249 Emps.	250-499 Emps.	500+ Emps.	Unknown Emps.	
2020	449	295	744	1,912	5,134	8,645	2,723	322	54	20,278
2021	473	310	783	2,013	5,405	9,101	2,867	339	57	21,347
2022	494	324	818	2,103	5,648	9,510	2,996	355	59	22,307
	Employment by Size of Firm									Total
	1-4 Emps.	5-9 Emps.	10-19 Emps.	20-49 Emps.	50-99 Emps.	100-249 Emps.	250-499 Emps.	500+ Emps.	Unknown Emps.	
2020	2,337	1,489	3,583	9,873	21,007	41,135	8,793	1,156	440	89,814
2021	2,426	1,546	3,719	10,248	21,804	42,696	9,127	1,200	457	93,222
2022	2,505	1,596	3,840	10,581	22,513	44,084	7,642	1,239	472	94,471

BELGIUM

SUB-INDUSTRIES – 2021 INDUSTRY ESTIMATES

	Category*	Total Establishments	Total Sales (\$M)	Total Employment
Grocery stores	Major1	1,845	2,183.4	28,495
Supermarkets	Minor1	243	5,052.3	8,381
Supermarkets, chain	Minor2	262	11,402.4	37,238
Supermarkets, greater than 100,000 square	Minor2	2	2.0	467
Supermarkets, independent	Minor2	66	591.8	3,279
Supermarkets, 55,000 - 65,000 square feet	Minor2	1	308.2	96
Supermarkets, 66,000 - 99,000 square feet	Minor2	1	0.9	64
Cooperative food stores	Minor2	10	35.5	304
Delicatessen stores	Minor2	186	231.3	1,480
Frozen food and freezer plans, except meat	Minor2	5	5.0	83
Grocery stores, chain	Minor2	52	378.8	5,540
Grocery stores, independent	Minor2	375	1,155.7	7,794

*Category-Major categories (Major1) are more general descriptions for companies that self-selected to capture the many functions they perform in the industry. Minor categories (Minor1, Minor2) are more specific for companies that have more detailed functions (Minor1 is a larger category than Minor2). Minor categories figures (sales, etc.) can be aggregated to larger minor categories (Minor2 sums to Minor1) and major categories overall figures.

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BRAZIL

INDUSTRY ESTABLISHMENTS, SALES & EMPLOYMENT TRENDS

	Year					Percent Change Year-to-Year			
	2018	2019	2020	2021	2022	18-19	19-20	20-21	21-22
Establishments	49,722	52,148	55,335	57,632	59,710	4.9%	6.1%	4.2%	3.6%
Sales (\$Millions)	78,764	78,231	78,896	79,050	78,627	-0.7%	0.9%	0.2%	-0.5%
Employment	1,521,399	1,595,629	1,693,155	1,763,437	1,793,187	4.9%	6.1%	4.2%	1.7%
Sales (RealsM)	401,698	398,977	402,369	403,153	400,997	-0.7%	0.9%	0.2%	-0.5%

INDUSTRY RATIOS

(Industry Averages)	Year					Percent Change Year-to-Year			
	2018	2019	2020	2021	2022	18-19	19-20	20-21	21-22
Sales (\$M)/Estab.	1.58	1.50	1.43	1.37	1.32	-5.3%	-5.0%	-3.8%	-4.0%
Sales (\$) per Emp.	51,771	49,028	46,597	44,827	43,848	-5.3%	-5.0%	-3.8%	-2.2%
Emps. per Estab.	30.6	30.6	30.6	30.6	30.0	0.0%	0.0%	0.0%	-1.9%
Reals(M)/Estab.	8.08	7.65	7.27	7.00	6.72	-5.3%	-5.0%	-3.8%	-4.0%
Reals per Emp.	264,032	250,044	237,644	228,618	223,623	-5.3%	-5.0%	-3.8%	-2.2%

SIZE OF FIRM INDUSTRY ESTIMATES

Year	Establishments by Size of Firm									Total
	1-4 Emps.	5-9 Emps.	10-19 Emps.	20-49 Emps.	50-99 Emps.	100-249 Emps.	250-499 Emps.	500+ Emps.	Unknown Emps.	
2020	17,623	4,840	4,967	6,184	6,667	6,150	570	37	8,298	55,335
2021	18,354	5,041	5,173	6,440	6,944	6,405	593	38	8,643	57,632
2022	19,016	5,223	5,359	6,673	7,194	6,636	615	40	8,954	59,710
	Sales (\$Millions) by Size of Firm									Total
	1-4 Emps.	5-9 Emps.	10-19 Emps.	20-49 Emps.	50-99 Emps.	100-249 Emps.	250-499 Emps.	500+ Emps.	Unknown Emps.	
2020	1,748	1,146	2,894	7,438	19,976	33,635	10,595	1,254	210	78,896
2021	1,751	1,148	2,900	7,453	20,015	33,700	10,616	1,256	210	79,050
2022	1,742	1,142	2,884	7,413	19,908	33,520	10,559	1,250	209	78,627
	Employment by Size of Firm									Total
	1-4 Emps.	5-9 Emps.	10-19 Emps.	20-49 Emps.	50-99 Emps.	100-249 Emps.	250-499 Emps.	500+ Emps.	Unknown Emps.	
2020	44,057	28,074	67,547	186,130	396,018	775,471	165,764	21,796	8,298	1,693,155
2021	45,886	29,240	70,351	193,856	412,456	807,660	172,645	22,700	8,643	1,763,437
2022	47,540	30,294	72,887	200,844	427,325	836,774	145,050	23,519	8,954	1,793,187

BRAZIL

SUB-INDUSTRIES – 2021 INDUSTRY ESTIMATES

	Category*	Total Establishments	Total Sales (\$M)	Total Employment
Grocery stores	Major1	34,901	8,085.1	539,026
Supermarkets	Minor1	4,595	18,708.7	158,547
Supermarkets, chain	Minor2	4,955	42,223.4	704,420
Supermarkets, greater than 100,000 square	Minor2	38	7.5	8,830
Supermarkets, independent	Minor2	1,247	2,191.5	62,019
Supermarkets, 55,000 - 65,000 square feet	Minor2	12	1,141.4	1,822
Supermarkets, 66,000 - 99,000 square feet	Minor2	10	3.3	1,214
Cooperative food stores	Minor2	183	131.4	5,758
Delicatessen stores	Minor2	3,521	856.4	27,994
Frozen food and freezer plans, except meat	Minor2	89	18.4	1,571
Grocery stores, chain	Minor2	992	1,402.7	104,802
Grocery stores, independent	Minor2	7,089	4,279.7	147,435

*Category-Major categories (Major1) are more general descriptions for companies that self-selected to capture the many functions they perform in the industry. Minor categories (Minor1, Minor2) are more specific for companies that have more detailed functions (Minor1 is a larger category than Minor2). Minor categories figures (sales, etc.) can be aggregated to larger minor categories (Minor2 sums to Minor1) and major categories overall figures.

Note: Due to rounding, establishments will vary by + or - one establishment. Therefore, zero establishments may also be one establishment.

CANADA

INDUSTRY ESTABLISHMENTS, SALES & EMPLOYMENT TRENDS

	Year					Percent Change Year-to-Year			
	2018	2019	2020	2021	2022	18-19	19-20	20-21	21-22
Establishments	9,056	9,414	9,985	10,394	10,763	4.0%	6.1%	4.1%	3.6%
Sales (\$Millions)	62,804	65,427	69,192	72,688	75,797	4.2%	5.8%	5.1%	4.3%
Employment	277,082	288,049	305,506	318,032	323,239	4.0%	6.1%	4.1%	1.6%
Sales (DollarsM)	81,645	85,056	89,950	94,495	98,536	4.2%	5.8%	5.1%	4.3%

INDUSTRY RATIOS

(Industry Averages)	Year					Percent Change Year-to-Year			
	2018	2019	2020	2021	2022	18-19	19-20	20-21	21-22
Sales (\$M)/Estab.	6.94	6.95	6.93	6.99	7.04	0.2%	-0.3%	0.9%	0.7%
Sales (\$) per Emp.	226,661	227,140	226,484	228,556	234,492	0.2%	-0.3%	0.9%	2.6%
Emps. per Estab.	30.6	30.6	30.6	30.6	30.0	0.0%	0.0%	0.0%	-1.9%
Dollars(M)/Estab.	9.02	9.04	9.01	9.09	9.15	0.2%	-0.3%	0.9%	0.7%
Dollars per Emp.	294,660	295,282	294,430	297,123	304,840	0.2%	-0.3%	0.9%	2.6%

SIZE OF FIRM INDUSTRY ESTIMATES

Year	Establishments by Size of Firm									Total
	1-4 Emps.	5-9 Emps.	10-19 Emps.	20-49 Emps.	50-99 Emps.	100-249 Emps.	250-499 Emps.	500+ Emps.	Unknown Emps.	
2020	3,180	873	896	1,116	1,203	1,110	103	7	1,497	9,985
2021	3,310	909	933	1,162	1,252	1,155	107	7	1,559	10,394
2022	3,428	942	966	1,203	1,297	1,196	111	7	1,614	10,763
	Sales (\$Millions) by Size of Firm									Total
	1-4 Emps.	5-9 Emps.	10-19 Emps.	20-49 Emps.	50-99 Emps.	100-249 Emps.	250-499 Emps.	500+ Emps.	Unknown Emps.	
2020	1,533	1,005	2,538	6,523	17,519	29,498	9,292	1,100	184	69,192
2021	1,610	1,056	2,666	6,853	18,404	30,988	9,762	1,155	193	72,688
2022	1,679	1,101	2,780	7,146	19,191	32,314	10,179	1,205	202	75,797
	Employment by Size of Firm									Total
	1-4 Emps.	5-9 Emps.	10-19 Emps.	20-49 Emps.	50-99 Emps.	100-249 Emps.	250-499 Emps.	500+ Emps.	Unknown Emps.	
2020	7,950	5,066	12,188	33,584	71,456	139,923	29,910	3,933	1,497	305,506
2021	8,275	5,273	12,688	34,961	74,386	145,660	31,136	4,094	1,559	318,032
2022	8,570	5,461	13,139	36,204	77,029	150,837	26,147	4,239	1,614	323,239

CANADA

SUB-INDUSTRIES – 2021 INDUSTRY ESTIMATES

	Category*	Total Establishments	Total Sales (\$M)	Total Employment
Grocery stores	Major1	6,294	7,434.5	97,212
Supermarkets	Minor1	829	17,203.1	28,594
Supermarkets, chain	Minor2	894	38,825.5	127,041
Supermarkets, greater than 100,000 square	Minor2	7	6.9	1,592
Supermarkets, independent	Minor2	225	2,015.2	11,185
Supermarkets, 55,000 - 65,000 square feet	Minor2	2	1,049.6	329
Supermarkets, 66,000 - 99,000 square feet	Minor2	2	3.0	219
Cooperative food stores	Minor2	33	120.9	1,038
Delicatessen stores	Minor2	635	787.5	5,049
Frozen food and freezer plans, except meat	Minor2	16	16.9	283
Grocery stores, chain	Minor2	179	1,289.8	18,901
Grocery stores, independent	Minor2	1,278	3,935.3	26,590

*Category-Major categories (Major1) are more general descriptions for companies that self-selected to capture the many functions they perform in the industry. Minor categories (Minor1, Minor2) are more specific for companies that have more detailed functions (Minor1 is a larger category than Minor2). Minor categories figures (sales, etc.) can be aggregated to larger minor categories (Minor2 sums to Minor1) and major categories overall figures.

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CHILE

INDUSTRY ESTABLISHMENTS, SALES & EMPLOYMENT TRENDS

	Year					Percent Change Year-to-Year			
	2018	2019	2020	2021	2022	18-19	19-20	20-21	21-22
Establishments	4,794	4,995	5,289	5,496	5,681	4.2%	5.9%	3.9%	3.4%
Sales (\$Millions)	11,529	12,079	12,847	13,572	14,233	4.8%	6.4%	5.6%	4.9%
Employment	146,696	152,845	161,818	168,152	170,601	4.2%	5.9%	3.9%	1.5%
Sales (PesosM)	8,647	9,059	9,635	10,179	10,675	4.8%	6.4%	5.6%	4.9%

INDUSTRY RATIOS

(Industry Averages)	Year					Percent Change Year-to-Year			
	2018	2019	2020	2021	2022	18-19	19-20	20-21	21-22
Sales (\$M)/Estab.	2.40	2.42	2.43	2.47	2.51	0.6%	0.5%	1.7%	1.4%
Sales (\$) per Emp.	78,591	79,029	79,391	80,715	83,429	0.6%	0.5%	1.7%	3.4%
Emps. per Estab.	30.6	30.6	30.6	30.6	30.0	0.0%	0.0%	0.0%	-1.9%
Pesos(M)/Estab.	1.80	1.81	1.82	1.85	1.88	0.6%	0.5%	1.7%	1.4%
Pesos per Emp.	58,943	59,272	59,543	60,536	62,572	0.6%	0.5%	1.7%	3.4%

SIZE OF FIRM INDUSTRY ESTIMATES

Year	Establishments by Size of Firm									Total
	1-4 Emps.	5-9 Emps.	10-19 Emps.	20-49 Emps.	50-99 Emps.	100-249 Emps.	250-499 Emps.	500+ Emps.	Unknown Emps.	
2020	1,684	463	475	591	637	588	54	4	793	5,289
2021	1,750	481	493	614	662	611	57	4	824	5,496
2022	1,809	497	510	635	684	631	58	4	852	5,681
	Sales (\$Millions) by Size of Firm									Total
	1-4 Emps.	5-9 Emps.	10-19 Emps.	20-49 Emps.	50-99 Emps.	100-249 Emps.	250-499 Emps.	500+ Emps.	Unknown Emps.	
2020	285	187	471	1,211	3,253	5,477	1,725	204	34	12,847
2021	301	197	498	1,280	3,436	5,786	1,823	216	36	13,572
2022	315	207	522	1,342	3,604	6,068	1,911	226	38	14,233
	Employment by Size of Firm									Total
	1-4 Emps.	5-9 Emps.	10-19 Emps.	20-49 Emps.	50-99 Emps.	100-249 Emps.	250-499 Emps.	500+ Emps.	Unknown Emps.	
2020	4,211	2,683	6,456	17,789	37,848	74,113	15,842	2,083	793	161,818
2021	4,375	2,788	6,708	18,485	39,330	77,014	16,463	2,165	824	168,152
2022	4,523	2,882	6,934	19,108	40,655	79,609	13,800	2,238	852	170,601

CHILE

SUB-INDUSTRIES – 2021 INDUSTRY ESTIMATES

	Category*	Total Establishments	Total Sales (\$M)	Total Employment
Grocery stores	Major1	3,328	1,388.2	51,399
Supermarkets	Minor1	438	3,212.2	15,118
Supermarkets, chain	Minor2	472	7,249.6	67,170
Supermarkets, greater than 100,000 square	Minor2	4	1.3	842
Supermarkets, independent	Minor2	119	376.3	5,914
Supermarkets, 55,000 - 65,000 square feet	Minor2	1	196.0	174
Supermarkets, 66,000 - 99,000 square feet	Minor2	1	0.6	116
Cooperative food stores	Minor2	17	22.6	549
Delicatessen stores	Minor2	336	147.0	2,669
Frozen food and freezer plans, except meat	Minor2	8	3.2	150
Grocery stores, chain	Minor2	95	240.8	9,993
Grocery stores, independent	Minor2	676	734.8	14,059

*Category-Major categories (Major1) are more general descriptions for companies that self-selected to capture the many functions they perform in the industry. Minor categories (Minor1, Minor2) are more specific for companies that have more detailed functions (Minor1 is a larger category than Minor2). Minor categories figures (sales, etc.) can be aggregated to larger minor categories (Minor2 sums to Minor1) and major categories overall figures.

Note: Due to rounding, establishments will vary by + or - one establishment. Therefore, zero establishments may also be one establishment.

CHINA

INDUSTRY ESTABLISHMENTS, SALES & EMPLOYMENT TRENDS

	Year					Percent Change Year-to-Year			
	2018	2019	2020	2021	2022	18-19	19-20	20-21	21-22
Establishments	358,473	370,191	390,746	404,819	417,199	3.3%	5.6%	3.6%	3.1%
Sales (\$Millions)	496,902	546,265	609,464	670,337	726,998	9.9%	11.6%	10.0%	8.5%
Employment	10,968,556	11,327,113	11,956,042	12,386,651	12,529,177	3.3%	5.6%	3.6%	1.2%
Sales (RMBsM)	3,229,862	3,550,723	3,961,517	4,357,192	4,725,488	9.9%	11.6%	10.0%	8.5%

INDUSTRY RATIOS

(Industry Averages)	Year					Percent Change Year-to-Year			
	2018	2019	2020	2021	2022	18-19	19-20	20-21	21-22
Sales (\$M)/Estab.	1.39	1.48	1.56	1.66	1.74	6.5%	5.7%	6.2%	5.2%
Sales (\$) per Emp.	45,302	48,226	50,975	54,118	58,024	6.5%	5.7%	6.2%	7.2%
Emps. per Estab.	30.6	30.6	30.6	30.6	30.0	0.0%	0.0%	0.0%	-1.9%
RMBs(M)/Estab.	9.01	9.59	10.14	10.76	11.33	6.5%	5.7%	6.2%	5.2%
RMBs per Emp.	294,466	313,471	331,340	351,765	377,159	6.5%	5.7%	6.2%	7.2%

SIZE OF FIRM INDUSTRY ESTIMATES

Year	Establishments by Size of Firm									Total
	1-4 Emps.	5-9 Emps.	10-19 Emps.	20-49 Emps.	50-99 Emps.	100-249 Emps.	250-499 Emps.	500+ Emps.	Unknown Emps.	
2020	124,443	34,180	35,072	43,666	47,078	43,425	4,024	261	58,598	390,746
2021	128,924	35,411	36,335	45,238	48,774	44,989	4,169	270	60,709	404,819
2022	132,867	36,494	37,446	46,622	50,265	46,365	4,296	278	62,565	417,199
	Sales (\$Millions) by Size of Firm									Total
	1-4 Emps.	5-9 Emps.	10-19 Emps.	20-49 Emps.	50-99 Emps.	100-249 Emps.	250-499 Emps.	500+ Emps.	Unknown Emps.	
2020	13,503	8,854	22,355	57,460	154,311	259,826	81,847	9,687	1,620	609,464
2021	14,852	9,738	24,588	63,199	169,724	285,778	90,022	10,654	1,782	670,337
2022	16,107	10,561	26,666	68,541	184,070	309,933	97,631	11,555	1,933	726,998
	Employment by Size of Firm									Total
	1-4 Emps.	5-9 Emps.	10-19 Emps.	20-49 Emps.	50-99 Emps.	100-249 Emps.	250-499 Emps.	500+ Emps.	Unknown Emps.	
2020	311,106	198,243	476,977	1,314,336	2,796,440	5,475,907	1,170,527	153,907	58,598	11,956,042
2021	322,311	205,383	494,156	1,361,673	2,897,157	5,673,127	1,212,685	159,450	60,709	12,386,651
2022	332,168	211,664	509,268	1,403,317	2,985,760	5,846,627	1,013,480	164,327	62,565	12,529,177

CHINA

SUB-INDUSTRIES – 2021 INDUSTRY ESTIMATES

	Category*	Total Establishments	Total Sales (\$M)	Total Employment
Grocery stores	Major1	245,153	68,561.6	3,786,197
Supermarkets	Minor1	32,278	158,649.1	1,113,656
Supermarkets, chain	Minor2	34,804	358,052.5	4,947,955
Supermarkets, greater than 100,000 square	Minor2	264	63.3	62,022
Supermarkets, independent	Minor2	8,761	18,584.2	435,634
Supermarkets, 55,000 - 65,000 square feet	Minor2	87	9,679.4	12,795
Supermarkets, 66,000 - 99,000 square feet	Minor2	67	27.8	8,525
Cooperative food stores	Minor2	1,286	1,114.5	40,445
Delicatessen stores	Minor2	24,730	7,262.1	196,632
Frozen food and freezer plans, except meat	Minor2	625	155.9	11,038
Grocery stores, chain	Minor2	6,970	11,894.8	736,148
Grocery stores, independent	Minor2	49,794	36,292.0	1,035,604

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COLOMBIA

INDUSTRY ESTABLISHMENTS, SALES & EMPLOYMENT TRENDS

	Year					Percent Change Year-to-Year			
	2018	2019	2020	2021	2022	18-19	19-20	20-21	21-22
Establishments	10,772	11,216	11,888	12,368	12,800	4.1%	6.0%	4.0%	3.5%
Sales (\$Millions)	11,300	11,928	12,781	13,603	14,371	5.6%	7.1%	6.4%	5.6%
Employment	329,591	343,176	363,757	378,445	384,411	4.1%	6.0%	4.0%	1.6%
Sales (PesosM)	39,223	41,403	44,362	47,216	49,880	5.6%	7.1%	6.4%	5.6%

INDUSTRY RATIOS

(Industry Averages)	Year					Percent Change Year-to-Year			
	2018	2019	2020	2021	2022	18-19	19-20	20-21	21-22
Sales (\$M)/Estab.	1.05	1.06	1.08	1.10	1.12	1.4%	1.1%	2.3%	2.1%
Sales (\$) per Emp.	34,286	34,758	35,135	35,944	37,383	1.4%	1.1%	2.3%	4.0%
Emps. per Estab.	30.6	30.6	30.6	30.6	30.0	0.0%	0.0%	0.0%	-1.9%
Pesos(M)/Estab.	3.64	3.69	3.73	3.82	3.90	1.4%	1.1%	2.3%	2.1%
Pesos per Emp.	119,005	120,646	121,955	124,762	129,758	1.4%	1.1%	2.3%	4.0%

SIZE OF FIRM INDUSTRY ESTIMATES

Year	Establishments by Size of Firm									Total
	1-4 Emps.	5-9 Emps.	10-19 Emps.	20-49 Emps.	50-99 Emps.	100-249 Emps.	250-499 Emps.	500+ Emps.	Unknown Emps.	
2020	3,786	1,040	1,067	1,329	1,432	1,321	122	8	1,783	11,888
2021	3,939	1,082	1,110	1,382	1,490	1,375	127	8	1,855	12,368
2022	4,077	1,120	1,149	1,430	1,542	1,423	132	9	1,920	12,800
	Sales (\$Millions) by Size of Firm									Total
	1-4 Emps.	5-9 Emps.	10-19 Emps.	20-49 Emps.	50-99 Emps.	100-249 Emps.	250-499 Emps.	500+ Emps.	Unknown Emps.	
2020	283	186	469	1,205	3,236	5,449	1,716	203	34	12,781
2021	301	198	499	1,282	3,444	5,799	1,827	216	36	13,603
2022	318	209	527	1,355	3,639	6,126	1,930	228	38	14,371
	Employment by Size of Firm									Total
	1-4 Emps.	5-9 Emps.	10-19 Emps.	20-49 Emps.	50-99 Emps.	100-249 Emps.	250-499 Emps.	500+ Emps.	Unknown Emps.	
2020	9,465	6,031	14,512	39,988	85,080	166,602	35,613	4,683	1,783	363,757
2021	9,847	6,275	15,098	41,603	88,516	173,329	37,051	4,872	1,855	378,445
2022	10,191	6,494	15,625	43,056	91,607	179,382	31,095	5,042	1,920	384,411

COLOMBIA

SUB-INDUSTRIES – 2021 INDUSTRY ESTIMATES

	Category*	Total Establishments	Total Sales (\$M)	Total Employment
Grocery stores	Major1	7,490	1,391.3	115,678
Supermarkets	Minor1	986	3,219.4	34,025
Supermarkets, chain	Minor2	1,063	7,265.8	151,173
Supermarkets, greater than 100,000 square	Minor2	8	1.3	1,895
Supermarkets, independent	Minor2	268	377.1	13,310
Supermarkets, 55,000 - 65,000 square feet	Minor2	3	196.4	391
Supermarkets, 66,000 - 99,000 square feet	Minor2	2	0.6	260
Cooperative food stores	Minor2	39	22.6	1,236
Delicatessen stores	Minor2	756	147.4	6,008
Frozen food and freezer plans, except meat	Minor2	19	3.2	337
Grocery stores, chain	Minor2	213	241.4	22,491
Grocery stores, independent	Minor2	1,521	736.5	31,640

*Category-Major categories (Major1) are more general descriptions for companies that self-selected to capture the many functions they perform in the industry. Minor categories (Minor1, Minor2) are more specific for companies that have more detailed functions (Minor1 is a larger category than Minor2). Minor categories figures (sales, etc.) can be aggregated to larger minor categories (Minor2 sums to Minor1) and major categories overall figures.

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CZECH REPUBLIC

INDUSTRY ESTABLISHMENTS, SALES & EMPLOYMENT TRENDS

	Year					Percent Change Year-to-Year			
	2018	2019	2020	2021	2022	18-19	19-20	20-21	21-22
Establishments	2,563	2,635	2,772	2,863	2,941	2.8%	5.2%	3.3%	2.7%
Sales (\$Millions)	8,198	8,772	9,527	10,278	11,005	7.0%	8.6%	7.9%	7.1%
Employment	78,421	80,627	84,825	87,592	88,309	2.8%	5.2%	3.3%	0.8%
Sales (KorunasM)	177,900	190,356	206,740	223,027	238,810	7.0%	8.6%	7.9%	7.1%

INDUSTRY RATIOS

(Industry Averages)	Year					Percent Change Year-to-Year			
	2018	2019	2020	2021	2022	18-19	19-20	20-21	21-22
Sales (\$M)/Estab.	3.20	3.33	3.44	3.59	3.74	4.1%	3.2%	4.5%	4.2%
Sales (\$) per Emp.	104,541	108,800	112,316	117,337	124,620	4.1%	3.2%	4.5%	6.2%
Emps. per Estab.	30.6	30.6	30.6	30.6	30.0	0.0%	0.0%	0.0%	-1.9%
Korunas(M)/Estab.	69.41	72.24	74.58	77.91	81.21	4.1%	3.2%	4.5%	4.2%
Korunas per Emp.	2,268,538	2,360,955	2,437,268	2,546,215	2,704,245	4.1%	3.2%	4.5%	6.2%

SIZE OF FIRM INDUSTRY ESTIMATES

Year	Establishments by Size of Firm									Total
	1-4 Emps.	5-9 Emps.	10-19 Emps.	20-49 Emps.	50-99 Emps.	100-249 Emps.	250-499 Emps.	500+ Emps.	Unknown Emps.	
2020	883	242	249	310	334	308	29	2	416	2,772
2021	912	250	257	320	345	318	29	2	429	2,863
2022	936	257	264	329	354	327	30	2	441	2,941
	Sales (\$Millions) by Size of Firm									Total
	1-4 Emps.	5-9 Emps.	10-19 Emps.	20-49 Emps.	50-99 Emps.	100-249 Emps.	250-499 Emps.	500+ Emps.	Unknown Emps.	
2020	211	138	349	898	2,412	4,062	1,279	151	25	9,527
2021	228	149	377	969	2,602	4,382	1,380	163	27	10,278
2022	244	160	404	1,038	2,786	4,692	1,478	175	29	11,005
	Employment by Size of Firm									Total
	1-4 Emps.	5-9 Emps.	10-19 Emps.	20-49 Emps.	50-99 Emps.	100-249 Emps.	250-499 Emps.	500+ Emps.	Unknown Emps.	
2020	2,207	1,406	3,384	9,325	19,840	38,850	8,305	1,092	416	84,825
2021	2,279	1,452	3,494	9,629	20,487	40,117	8,575	1,128	429	87,592
2022	2,341	1,492	3,589	9,891	21,044	41,209	7,143	1,158	441	88,309

CZECH REPUBLIC

SUB-INDUSTRIES – 2021 INDUSTRY ESTIMATES

	Category*	Total Establishments	Total Sales (\$M)	Total Employment
Grocery stores	Major1	1,734	1,051.2	26,774
Supermarkets	Minor1	228	2,432.4	7,875
Supermarkets, chain	Minor2	246	5,489.7	34,989
Supermarkets, greater than 100,000 square	Minor2	2	1.0	439
Supermarkets, independent	Minor2	62	284.9	3,081
Supermarkets, 55,000 - 65,000 square feet	Minor2	1	148.4	90
Supermarkets, 66,000 - 99,000 square feet	Minor2	0	0.4	60
Cooperative food stores	Minor2	9	17.1	286
Delicatessen stores	Minor2	175	111.3	1,390
Frozen food and freezer plans, except meat	Minor2	4	2.4	78
Grocery stores, chain	Minor2	49	182.4	5,206
Grocery stores, independent	Minor2	352	556.4	7,323

*Category-Major categories (Major1) are more general descriptions for companies that self-selected to capture the many functions they perform in the industry. Minor categories (Minor1, Minor2) are more specific for companies that have more detailed functions (Minor1 is a larger category than Minor2). Minor categories figures (sales, etc.) can be aggregated to larger minor categories (Minor2 sums to Minor1) and major categories overall figures.

Note: Due to rounding, establishments will vary by + or - one establishment. Therefore, zero establishments may also be one establishment.

DENMARK

INDUSTRY ESTABLISHMENTS, SALES & EMPLOYMENT TRENDS

	Year					Percent Change Year-to-Year			
	2018	2019	2020	2021	2022	18-19	19-20	20-21	21-22
Establishments	1,379	1,420	1,499	1,553	1,600	3.0%	5.5%	3.6%	3.1%
Sales (\$Millions)	12,000	12,573	13,372	14,127	14,815	4.8%	6.4%	5.6%	4.9%
Employment	42,199	43,449	45,859	47,508	48,053	3.0%	5.5%	3.6%	1.1%
Sales (KronersM)	73,202	76,696	81,570	86,176	90,370	4.8%	6.4%	5.6%	4.9%

INDUSTRY RATIOS

(Industry Averages)	Year					Percent Change Year-to-Year			
	2018	2019	2020	2021	2022	18-19	19-20	20-21	21-22
Sales (\$M)/Estab.	8.70	8.85	8.92	9.10	9.26	1.8%	0.8%	2.0%	1.8%
Sales (\$) per Emp.	284,377	289,376	291,590	297,362	308,301	1.8%	0.8%	2.0%	3.7%
Emps. per Estab.	30.6	30.6	30.6	30.6	30.0	0.0%	0.0%	0.0%	-1.9%
Kroners(M)/Estab.	53.08	54.01	54.42	55.50	56.48	1.8%	0.8%	2.0%	1.8%
Kroners per Emp.	1,734,701	1,765,194	1,778,700	1,813,909	1,880,637	1.8%	0.8%	2.0%	3.7%

SIZE OF FIRM INDUSTRY ESTIMATES

Year	Establishments by Size of Firm									Total
	1-4 Emps.	5-9 Emps.	10-19 Emps.	20-49 Emps.	50-99 Emps.	100-249 Emps.	250-499 Emps.	500+ Emps.	Unknown Emps.	
2020	477	131	135	167	181	167	15	1	225	1,499
2021	494	136	139	174	187	173	16	1	233	1,553
2022	510	140	144	179	193	178	16	1	240	1,600
	Sales (\$Millions) by Size of Firm									Total
	1-4 Emps.	5-9 Emps.	10-19 Emps.	20-49 Emps.	50-99 Emps.	100-249 Emps.	250-499 Emps.	500+ Emps.	Unknown Emps.	
2020	296	194	490	1,261	3,386	5,701	1,796	213	36	13,372
2021	313	205	518	1,332	3,577	6,023	1,897	225	38	14,127
2022	328	215	543	1,397	3,751	6,316	1,990	235	39	14,815
	Employment by Size of Firm									Total
	1-4 Emps.	5-9 Emps.	10-19 Emps.	20-49 Emps.	50-99 Emps.	100-249 Emps.	250-499 Emps.	500+ Emps.	Unknown Emps.	
2020	1,193	760	1,830	5,041	10,726	21,004	4,490	590	225	45,859
2021	1,236	788	1,895	5,223	11,112	21,759	4,651	612	233	47,508
2022	1,274	812	1,953	5,382	11,451	22,423	3,887	630	240	48,053

DENMARK

SUB-INDUSTRIES – 2021 INDUSTRY ESTIMATES

	Category*	Total Establishments	Total Sales (\$M)	Total Employment
Grocery stores	Major1	940	1,444.9	14,522
Supermarkets	Minor1	124	3,343.5	4,271
Supermarkets, chain	Minor2	133	7,545.9	18,978
Supermarkets, greater than 100,000 square	Minor2	1	1.3	238
Supermarkets, independent	Minor2	34	391.7	1,671
Supermarkets, 55,000 - 65,000 square feet	Minor2	0	204.0	49
Supermarkets, 66,000 - 99,000 square feet	Minor2	0	0.6	33
Cooperative food stores	Minor2	5	23.5	155
Delicatessen stores	Minor2	95	153.0	754
Frozen food and freezer plans, except meat	Minor2	2	3.3	42
Grocery stores, chain	Minor2	27	250.7	2,823
Grocery stores, independent	Minor2	191	764.8	3,972

*Category-Major categories (Major1) are more general descriptions for companies that self-selected to capture the many functions they perform in the industry. Minor categories (Minor1, Minor2) are more specific for companies that have more detailed functions (Minor1 is a larger category than Minor2). Minor categories figures (sales, etc.) can be aggregated to larger minor categories (Minor2 sums to Minor1) and major categories overall figures.

Note: Due to rounding, establishments will vary by + or - one establishment. Therefore, zero establishments may also be one establishment.

EGYPT

INDUSTRY ESTABLISHMENTS, SALES & EMPLOYMENT TRENDS

	Year					Percent Change Year-to-Year			
	2018	2019	2020	2021	2022	18-19	19-20	20-21	21-22
Establishments	22,387	23,320	25,031	26,372	27,639	4.2%	7.3%	5.4%	4.8%
Sales (\$Millions)	8,662	9,305	10,145	10,904	11,554	7.4%	9.0%	7.5%	6.0%
Employment	684,988	713,546	765,914	806,930	830,031	4.2%	7.3%	5.4%	2.9%
Sales (PoundsM)	135,130	145,159	158,269	170,098	180,240	7.4%	9.0%	7.5%	6.0%

INDUSTRY RATIOS

(Industry Averages)	Year					Percent Change Year-to-Year			
	2018	2019	2020	2021	2022	18-19	19-20	20-21	21-22
Sales (\$M)/Estab.	0.39	0.40	0.41	0.41	0.42	3.1%	1.6%	2.0%	1.1%
Sales (\$) per Emp.	12,646	13,041	13,246	13,513	13,920	3.1%	1.6%	2.0%	3.0%
Emps. per Estab.	30.6	30.6	30.6	30.6	30.0	0.0%	0.0%	0.0%	-1.9%
Pounds(M)/Estab.	6.04	6.22	6.32	6.45	6.52	3.1%	1.6%	2.0%	1.1%
Pounds per Emp.	197,273	203,433	206,640	210,797	217,149	3.1%	1.6%	2.0%	3.0%

SIZE OF FIRM INDUSTRY ESTIMATES

Year	Establishments by Size of Firm									Total
	1-4 Emps.	5-9 Emps.	10-19 Emps.	20-49 Emps.	50-99 Emps.	100-249 Emps.	250-499 Emps.	500+ Emps.	Unknown Emps.	
2020	7,972	2,190	2,247	2,797	3,016	2,782	258	17	3,754	25,031
2021	8,399	2,307	2,367	2,947	3,177	2,931	272	18	3,955	26,372
2022	8,802	2,418	2,481	3,089	3,330	3,072	285	18	4,145	27,639
	Sales (\$Millions) by Size of Firm									Total
	1-4 Emps.	5-9 Emps.	10-19 Emps.	20-49 Emps.	50-99 Emps.	100-249 Emps.	250-499 Emps.	500+ Emps.	Unknown Emps.	
2020	225	147	372	957	2,569	4,325	1,362	161	27	10,145
2021	242	158	400	1,028	2,761	4,648	1,464	173	29	10,904
2022	256	168	424	1,089	2,925	4,926	1,552	184	31	11,554
	Employment by Size of Firm									Total
	1-4 Emps.	5-9 Emps.	10-19 Emps.	20-49 Emps.	50-99 Emps.	100-249 Emps.	250-499 Emps.	500+ Emps.	Unknown Emps.	
2020	19,930	12,700	30,556	84,197	179,142	350,791	74,985	9,859	3,754	765,914
2021	20,997	13,380	32,192	88,706	188,736	369,577	79,001	10,387	3,955	806,930
2022	22,005	14,022	33,738	92,967	197,800	387,327	67,141	10,886	4,145	830,031

EGYPT

SUB-INDUSTRIES – 2021 INDUSTRY ESTIMATES

	Category*	Total Establishments	Total Sales (\$M)	Total Employment
Grocery stores	Major1	15,971	1,115.2	246,652
Supermarkets	Minor1	2,103	2,580.6	72,549
Supermarkets, chain	Minor2	2,267	5,824.1	322,335
Supermarkets, greater than 100,000 square	Minor2	17	1.0	4,040
Supermarkets, independent	Minor2	571	302.3	28,379
Supermarkets, 55,000 - 65,000 square feet	Minor2	6	157.4	834
Supermarkets, 66,000 - 99,000 square feet	Minor2	4	0.5	555
Cooperative food stores	Minor2	84	18.1	2,635
Delicatessen stores	Minor2	1,611	118.1	12,810
Frozen food and freezer plans, except meat	Minor2	41	2.5	719
Grocery stores, chain	Minor2	454	193.5	47,956
Grocery stores, independent	Minor2	3,244	590.3	67,465

*Category-Major categories (Major1) are more general descriptions for companies that self-selected to capture the many functions they perform in the industry. Minor categories (Minor1, Minor2) are more specific for companies that have more detailed functions (Minor1 is a larger category than Minor2). Minor categories figures (sales, etc.) can be aggregated to larger minor categories (Minor2 sums to Minor1) and major categories overall figures.

Note: Due to rounding, establishments will vary by + or - one establishment. Therefore, zero establishments may also be one establishment.

FINLAND

INDUSTRY ESTABLISHMENTS, SALES & EMPLOYMENT TRENDS

	Year					Percent Change Year-to-Year			
	2018	2019	2020	2021	2022	18-19	19-20	20-21	21-22
Establishments	1,350	1,396	1,473	1,525	1,571	3.4%	5.5%	3.5%	3.0%
Sales (\$Millions)	9,700	10,098	10,672	11,203	11,674	4.1%	5.7%	5.0%	4.2%
Employment	41,301	42,715	45,064	46,662	47,175	3.4%	5.5%	3.5%	1.1%
Sales (EurosM)	7,954	8,281	8,751	9,187	9,573	4.1%	5.7%	5.0%	4.2%

INDUSTRY RATIOS

(Industry Averages)	Year					Percent Change Year-to-Year			
	2018	2019	2020	2021	2022	18-19	19-20	20-21	21-22
Sales (\$M)/Estab.	7.19	7.23	7.25	7.35	7.43	0.7%	0.2%	1.4%	1.2%
Sales (\$) per Emp.	234,869	236,412	236,818	240,088	247,462	0.7%	0.2%	1.4%	3.1%
Emps. per Estab.	30.6	30.6	30.6	30.6	30.0	0.0%	0.0%	0.0%	-1.9%
Euros(M)/Estab.	5.89	5.93	5.94	6.02	6.09	0.7%	0.2%	1.4%	1.2%
Euros per Emp.	192,593	193,858	194,191	196,872	202,919	0.7%	0.2%	1.4%	3.1%

SIZE OF FIRM INDUSTRY ESTIMATES

Year	Establishments by Size of Firm									Total
	1-4 Emps.	5-9 Emps.	10-19 Emps.	20-49 Emps.	50-99 Emps.	100-249 Emps.	250-499 Emps.	500+ Emps.	Unknown Emps.	
2020	469	129	132	165	177	164	15	1	221	1,473
2021	486	133	137	170	184	169	16	1	229	1,525
2022	500	137	141	176	189	175	16	1	236	1,571
	Sales (\$Millions) by Size of Firm									Total
	1-4 Emps.	5-9 Emps.	10-19 Emps.	20-49 Emps.	50-99 Emps.	100-249 Emps.	250-499 Emps.	500+ Emps.	Unknown Emps.	
2020	236	155	391	1,006	2,702	4,550	1,433	170	28	10,672
2021	248	163	411	1,056	2,837	4,776	1,505	178	30	11,203
2022	259	170	428	1,101	2,956	4,977	1,568	186	31	11,674
	Employment by Size of Firm									Total
	1-4 Emps.	5-9 Emps.	10-19 Emps.	20-49 Emps.	50-99 Emps.	100-249 Emps.	250-499 Emps.	500+ Emps.	Unknown Emps.	
2020	1,173	747	1,798	4,954	10,540	20,639	4,412	580	221	45,064
2021	1,214	774	1,862	5,130	10,914	21,372	4,568	601	229	46,662
2022	1,251	797	1,918	5,284	11,242	22,014	3,816	619	236	47,175

FINLAND

SUB-INDUSTRIES – 2021 INDUSTRY ESTIMATES

	Category*	Total Establishments	Total Sales (\$M)	Total Employment
Grocery stores	Major1	924	1,145.8	14,263
Supermarkets	Minor1	122	2,651.4	4,195
Supermarkets, chain	Minor2	131	5,984.0	18,640
Supermarkets, greater than 100,000 square	Minor2	1	1.1	234
Supermarkets, independent	Minor2	33	310.6	1,641
Supermarkets, 55,000 - 65,000 square feet	Minor2	0	161.8	48
Supermarkets, 66,000 - 99,000 square feet	Minor2	0	0.5	32
Cooperative food stores	Minor2	5	18.6	152
Delicatessen stores	Minor2	93	121.4	741
Frozen food and freezer plans, except meat	Minor2	2	2.6	42
Grocery stores, chain	Minor2	26	198.8	2,773
Grocery stores, independent	Minor2	188	606.5	3,901

*Category-Major categories (Major1) are more general descriptions for companies that self-selected to capture the many functions they perform in the industry. Minor categories (Minor1, Minor2) are more specific for companies that have more detailed functions (Minor1 is a larger category than Minor2). Minor categories figures (sales, etc.) can be aggregated to larger minor categories (Minor2 sums to Minor1) and major categories overall figures.

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FRANCE

INDUSTRY ESTABLISHMENTS, SALES & EMPLOYMENT TRENDS

	Year					Percent Change Year-to-Year			
	2018	2019	2020	2021	2022	18-19	19-20	20-21	21-22
Establishments	15,003	15,658	16,563	17,196	17,759	4.4%	5.8%	3.8%	3.3%
Sales (\$Millions)	91,428	95,172	100,570	105,568	109,997	4.1%	5.7%	5.0%	4.2%
Employment	459,071	479,102	506,783	526,156	533,346	4.4%	5.8%	3.8%	1.4%
Sales (EurosM)	74,971	78,041	82,467	86,566	90,198	4.1%	5.7%	5.0%	4.2%

INDUSTRY RATIOS

(Industry Averages)	Year					Percent Change Year-to-Year			
	2018	2019	2020	2021	2022	18-19	19-20	20-21	21-22
Sales (\$M)/Estab.	6.09	6.08	6.07	6.14	6.19	-0.3%	-0.1%	1.1%	0.9%
Sales (\$) per Emp.	199,159	198,647	198,447	200,640	206,240	-0.3%	-0.1%	1.1%	2.8%
Emps. per Estab.	30.6	30.6	30.6	30.6	30.0	0.0%	0.0%	0.0%	-1.9%
Euros(M)/Estab.	5.00	4.98	4.98	5.03	5.08	-0.3%	-0.1%	1.1%	0.9%
Euros per Emp.	163,310	162,891	162,727	164,525	169,116	-0.3%	-0.1%	1.1%	2.8%

SIZE OF FIRM INDUSTRY ESTIMATES

Year	Establishments by Size of Firm									Total
	1-4 Emps.	5-9 Emps.	10-19 Emps.	20-49 Emps.	50-99 Emps.	100-249 Emps.	250-499 Emps.	500+ Emps.	Unknown Emps.	
2020	5,275	1,449	1,487	1,851	1,996	1,841	171	11	2,484	16,563
2021	5,476	1,504	1,543	1,922	2,072	1,911	177	11	2,579	17,196
2022	5,656	1,553	1,594	1,985	2,140	1,974	183	12	2,663	17,759
	Sales (\$Millions) by Size of Firm									Total
	1-4 Emps.	5-9 Emps.	10-19 Emps.	20-49 Emps.	50-99 Emps.	100-249 Emps.	250-499 Emps.	500+ Emps.	Unknown Emps.	
2020	2,228	1,461	3,689	9,482	25,463	42,875	13,506	1,598	267	100,570
2021	2,339	1,534	3,872	9,953	26,729	45,006	14,177	1,678	281	105,568
2022	2,437	1,598	4,035	10,370	27,850	46,894	14,772	1,748	292	109,997
	Employment by Size of Firm									Total
	1-4 Emps.	5-9 Emps.	10-19 Emps.	20-49 Emps.	50-99 Emps.	100-249 Emps.	250-499 Emps.	500+ Emps.	Unknown Emps.	
2020	13,187	8,403	20,218	55,711	118,533	232,108	49,615	6,524	2,484	506,783
2021	13,691	8,724	20,991	57,841	123,064	240,981	51,512	6,773	2,579	526,156
2022	14,140	9,010	21,679	59,737	127,099	248,881	43,142	6,995	2,663	533,346

FRANCE

SUB-INDUSTRIES – 2021 INDUSTRY ESTIMATES

	Category*	Total Establishments	Total Sales (\$M)	Total Employment
Grocery stores	Major1	10,414	10,797.4	160,829
Supermarkets	Minor1	1,371	24,984.8	47,305
Supermarkets, chain	Minor2	1,478	56,387.8	210,178
Supermarkets, greater than 100,000 square	Minor2	11	10.0	2,635
Supermarkets, independent	Minor2	372	2,926.7	18,505
Supermarkets, 55,000 - 65,000 square feet	Minor2	4	1,524.4	543
Supermarkets, 66,000 - 99,000 square feet	Minor2	3	4.4	362
Cooperative food stores	Minor2	55	175.5	1,718
Delicatessen stores	Minor2	1,050	1,143.7	8,352
Frozen food and freezer plans, except meat	Minor2	27	24.6	469
Grocery stores, chain	Minor2	296	1,873.2	31,270
Grocery stores, independent	Minor2	2,115	5,715.4	43,990

*Category-Major categories (Major1) are more general descriptions for companies that self-selected to capture the many functions they perform in the industry. Minor categories (Minor1, Minor2) are more specific for companies that have more detailed functions (Minor1 is a larger category than Minor2). Minor categories figures (sales, etc.) can be aggregated to larger minor categories (Minor2 sums to Minor1) and major categories overall figures.

Note: Due to rounding, establishments will vary by + or - one establishment. Therefore, zero establishments may also be one establishment.

GERMANY

INDUSTRY ESTABLISHMENTS, SALES & EMPLOYMENT TRENDS

	Year					Percent Change Year-to-Year			
	2018	2019	2020	2021	2022	18-19	19-20	20-21	21-22
Establishments	19,846	20,136	21,154	21,813	22,374	1.5%	5.1%	3.1%	2.6%
Sales (\$Millions)	139,752	146,505	155,904	164,802	172,920	4.8%	6.4%	5.7%	4.9%
Employment	607,251	616,126	647,272	667,425	671,924	1.5%	5.1%	3.1%	0.7%
Sales (EurosM)	114,597	120,134	127,841	135,138	141,794	4.8%	6.4%	5.7%	4.9%

INDUSTRY RATIOS

(Industry Averages)	Year					Percent Change Year-to-Year			
	2018	2019	2020	2021	2022	18-19	19-20	20-21	21-22
Sales (\$M)/Estab.	7.04	7.28	7.37	7.56	7.73	3.3%	1.3%	2.5%	2.3%
Sales (\$) per Emp.	230,139	237,784	240,863	246,922	257,350	3.3%	1.3%	2.5%	4.2%
Emps. per Estab.	30.6	30.6	30.6	30.6	30.0	0.0%	0.0%	0.0%	-1.9%
Euros(M)/Estab.	5.77	5.97	6.04	6.20	6.34	3.3%	1.3%	2.5%	2.3%
Euros per Emp.	188,714	194,983	197,508	202,476	211,027	3.3%	1.3%	2.5%	4.2%

SIZE OF FIRM INDUSTRY ESTIMATES

Year	Establishments by Size of Firm									Total
	1-4 Emps.	5-9 Emps.	10-19 Emps.	20-49 Emps.	50-99 Emps.	100-249 Emps.	250-499 Emps.	500+ Emps.	Unknown Emps.	
2020	6,737	1,850	1,899	2,364	2,549	2,351	218	14	3,172	21,154
2021	6,947	1,908	1,958	2,438	2,628	2,424	225	15	3,271	21,813
2022	7,126	1,957	2,008	2,500	2,696	2,486	230	15	3,355	22,374
	Sales (\$Millions) by Size of Firm									Total
	1-4 Emps.	5-9 Emps.	10-19 Emps.	20-49 Emps.	50-99 Emps.	100-249 Emps.	250-499 Emps.	500+ Emps.	Unknown Emps.	
2020	3,454	2,265	5,719	14,699	39,474	66,465	20,937	2,478	415	155,904
2021	3,651	2,394	6,045	15,537	41,727	70,258	22,132	2,619	438	164,802
2022	3,831	2,512	6,343	16,303	43,782	73,719	23,222	2,748	460	172,920
	Employment by Size of Firm									Total
	1-4 Emps.	5-9 Emps.	10-19 Emps.	20-49 Emps.	50-99 Emps.	100-249 Emps.	250-499 Emps.	500+ Emps.	Unknown Emps.	
2020	16,843	10,732	25,822	71,155	151,393	296,453	63,370	8,332	3,172	647,272
2021	17,367	11,067	26,626	73,370	156,106	305,683	65,343	8,592	3,271	667,425
2022	17,814	11,351	27,311	75,258	160,123	313,547	54,352	8,813	3,355	671,924

GERMANY

SUB-INDUSTRIES – 2021 INDUSTRY ESTIMATES

	Category*	Total Establishments	Total Sales (\$M)	Total Employment
Grocery stores	Major1	13,209	16,855.8	204,010
Supermarkets	Minor1	1,739	39,003.8	60,007
Supermarkets, chain	Minor2	1,875	88,026.9	266,609
Supermarkets, greater than 100,000 square	Minor2	14	15.6	3,342
Supermarkets, independent	Minor2	472	4,568.9	23,473
Supermarkets, 55,000 - 65,000 square feet	Minor2	5	2,379.7	689
Supermarkets, 66,000 - 99,000 square feet	Minor2	4	6.8	459
Cooperative food stores	Minor2	69	274.0	2,179
Delicatessen stores	Minor2	1,333	1,785.4	10,595
Frozen food and freezer plans, except meat	Minor2	34	38.3	595
Grocery stores, chain	Minor2	376	2,924.3	39,666
Grocery stores, independent	Minor2	2,683	8,922.3	55,801

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GREECE

INDUSTRY ESTABLISHMENTS, SALES & EMPLOYMENT TRENDS

	Year					Percent Change Year-to-Year			
	2018	2019	2020	2021	2022	18-19	19-20	20-21	21-22
Establishments	2,402	2,449	2,558	2,623	2,676	1.9%	4.5%	2.5%	2.0%
Sales (\$Millions)	7,170	7,361	7,671	7,879	7,977	2.7%	4.2%	2.7%	1.2%
Employment	73,506	74,924	78,273	80,260	80,351	1.9%	4.5%	2.5%	0.1%
Sales (EurosM)	5,879	6,036	6,290	6,461	6,541	2.7%	4.2%	2.7%	1.2%

INDUSTRY RATIOS

(Industry Averages)	Year					Percent Change Year-to-Year			
	2018	2019	2020	2021	2022	18-19	19-20	20-21	21-22
Sales (\$M)/Estab.	2.98	3.01	3.00	3.00	2.98	0.7%	-0.2%	0.2%	-0.7%
Sales (\$) per Emp.	97,543	98,242	98,007	98,170	99,277	0.7%	-0.2%	0.2%	1.1%
Emps. per Estab.	30.6	30.6	30.6	30.6	30.0	0.0%	0.0%	0.0%	-1.9%
Euros(M)/Estab.	2.45	2.46	2.46	2.46	2.44	0.7%	-0.2%	0.2%	-0.7%
Euros per Emp.	79,985	80,558	80,366	80,499	81,407	0.7%	-0.2%	0.2%	1.1%

SIZE OF FIRM INDUSTRY ESTIMATES

Year	Establishments by Size of Firm									Total
	1-4 Emps.	5-9 Emps.	10-19 Emps.	20-49 Emps.	50-99 Emps.	100-249 Emps.	250-499 Emps.	500+ Emps.	Unknown Emps.	
2020	815	224	230	286	308	284	26	2	384	2,558
2021	835	229	235	293	316	292	27	2	393	2,623
2022	852	234	240	299	322	297	28	2	401	2,676
	Sales (\$Millions) by Size of Firm									Total
2020	170	111	281	723	1,942	3,270	1,030	122	20	7,671
2021	175	114	289	743	1,995	3,359	1,058	125	21	7,879
2022	177	116	293	752	2,020	3,401	1,071	127	21	7,977
	Employment by Size of Firm									Total
2020	2,037	1,298	3,123	8,605	18,307	35,849	7,663	1,008	384	78,273
2021	2,088	1,331	3,202	8,823	18,772	36,759	7,858	1,033	393	80,260
2022	2,130	1,357	3,266	9,000	19,148	37,495	6,500	1,054	401	80,351

GREECE

SUB-INDUSTRIES – 2021 INDUSTRY ESTIMATES

	Category*	Total Establishments	Total Sales (\$M)	Total Employment
Grocery stores	Major1	1,588	805.9	24,533
Supermarkets	Minor1	209	1,864.8	7,216
Supermarkets, chain	Minor2	226	4,208.5	32,060
Supermarkets, greater than 100,000 square	Minor2	2	0.7	402
Supermarkets, independent	Minor2	57	218.4	2,823
Supermarkets, 55,000 - 65,000 square feet	Minor2	1	113.8	83
Supermarkets, 66,000 - 99,000 square feet	Minor2	0	0.3	55
Cooperative food stores	Minor2	8	13.1	262
Delicatessen stores	Minor2	160	85.4	1,274
Frozen food and freezer plans, except meat	Minor2	4	1.8	72
Grocery stores, chain	Minor2	45	139.8	4,770
Grocery stores, independent	Minor2	323	426.6	6,710

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HONG KONG

INDUSTRY ESTABLISHMENTS, SALES & EMPLOYMENT TRENDS

	Year					Percent Change Year-to-Year			
	2018	2019	2020	2021	2022	18-19	19-20	20-21	21-22
Establishments	1,568	1,623	1,715	1,779	1,836	3.5%	5.7%	3.7%	3.2%
Sales (\$Millions)	10,337	10,883	11,630	12,345	13,008	5.3%	6.9%	6.2%	5.4%
Employment	47,991	49,658	52,485	54,448	55,147	3.5%	5.7%	3.7%	1.3%
Sales (DollarsM)	79,596	83,796	89,549	95,058	100,159	5.3%	6.9%	6.2%	5.4%

INDUSTRY RATIOS

(Industry Averages)	Year					Percent Change Year-to-Year			
	2018	2019	2020	2021	2022	18-19	19-20	20-21	21-22
Sales (\$M)/Estab.	6.59	6.71	6.78	6.94	7.08	1.7%	1.1%	2.3%	2.1%
Sales (\$) per Emp.	215,396	219,150	221,580	226,734	235,871	1.7%	1.1%	2.3%	4.0%
Emps. per Estab.	30.6	30.6	30.6	30.6	30.0	0.0%	0.0%	0.0%	-1.9%
Dollars(M)/Estab.	50.75	51.63	52.21	53.42	54.54	1.7%	1.1%	2.3%	2.1%
Dollars per Emp.	1,658,551	1,687,454	1,706,166	1,745,851	1,816,208	1.7%	1.1%	2.3%	4.0%

SIZE OF FIRM INDUSTRY ESTIMATES

Year	Establishments by Size of Firm									Total
	1-4 Emps.	5-9 Emps.	10-19 Emps.	20-49 Emps.	50-99 Emps.	100-249 Emps.	250-499 Emps.	500+ Emps.	Unknown Emps.	
2020	546	150	154	192	207	191	18	1	257	1,715
2021	567	156	160	199	214	198	18	1	267	1,779
2022	585	161	165	205	221	204	19	1	275	1,836
	Sales (\$Millions) by Size of Firm									Total
2020	258	169	427	1,096	2,945	4,958	1,562	185	31	11,630
2021	274	179	453	1,164	3,126	5,263	1,658	196	33	12,345
2022	288	189	477	1,226	3,293	5,545	1,747	207	35	13,008
	Employment by Size of Firm									Total
2020	1,366	870	2,094	5,770	12,276	24,038	5,138	676	257	52,485
2021	1,417	903	2,172	5,985	12,735	24,937	5,331	701	267	54,448
2022	1,462	932	2,242	6,177	13,142	25,734	4,461	723	275	55,147

HONG KONG

SUB-INDUSTRIES – 2021 INDUSTRY ESTIMATES

	Category*	Total Establishments	Total Sales (\$M)	Total Employment
Grocery stores	Major1	1,078	1,262.7	16,643
Supermarkets	Minor1	142	2,921.7	4,895
Supermarkets, chain	Minor2	153	6,594.0	21,750
Supermarkets, greater than 100,000 square	Minor2	1	1.2	273
Supermarkets, independent	Minor2	39	342.3	1,915
Supermarkets, 55,000 - 65,000 square feet	Minor2	0	178.3	56
Supermarkets, 66,000 - 99,000 square feet	Minor2	0	0.5	37
Cooperative food stores	Minor2	6	20.5	178
Delicatessen stores	Minor2	109	133.7	864
Frozen food and freezer plans, except meat	Minor2	3	2.9	49
Grocery stores, chain	Minor2	31	219.1	3,236
Grocery stores, independent	Minor2	219	668.4	4,552

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HUNGARY

INDUSTRY ESTABLISHMENTS, SALES & EMPLOYMENT TRENDS

	Year					Percent Change Year-to-Year			
	2018	2019	2020	2021	2022	18-19	19-20	20-21	21-22
Establishments	2,293	2,348	2,461	2,532	2,591	2.4%	4.8%	2.9%	2.3%
Sales (\$Millions)	4,975	5,264	5,654	6,031	6,387	5.8%	7.4%	6.7%	5.9%
Employment	70,166	71,832	75,296	77,468	77,817	2.4%	4.8%	2.9%	0.5%
Sales (ForintsB)	1,458	1,542	1,657	1,767	1,871	5.8%	7.4%	6.7%	5.9%

INDUSTRY RATIOS

(Industry Averages)	Year					Percent Change Year-to-Year			
	2018	2019	2020	2021	2022	18-19	19-20	20-21	21-22
Sales (\$M)/Estab.	2.17	2.24	2.30	2.38	2.46	3.4%	2.5%	3.7%	3.5%
Sales (\$) per Emp.	70,906	73,283	75,085	77,857	82,074	3.4%	2.5%	3.7%	5.4%
Emps. per Estab.	30.6	30.6	30.6	30.6	30.0	0.0%	0.0%	0.0%	-1.9%
Forints(B)/Estab.	0.64	0.66	0.67	0.70	0.72	3.4%	2.5%	3.7%	3.5%
Forints per Emp.	20,776	21,472	22,000	22,812	24,048	3.4%	2.5%	3.7%	5.4%

SIZE OF FIRM INDUSTRY ESTIMATES

Year	Establishments by Size of Firm									Total
	1-4 Emps.	5-9 Emps.	10-19 Emps.	20-49 Emps.	50-99 Emps.	100-249 Emps.	250-499 Emps.	500+ Emps.	Unknown Emps.	
2020	784	215	221	275	296	273	25	2	369	2,461
2021	806	221	227	283	305	281	26	2	380	2,532
2022	825	227	233	290	312	288	27	2	389	2,591
	Sales (\$Millions) by Size of Firm									Total
2020	125	82	207	533	1,431	2,410	759	90	15	5,654
2021	134	88	221	569	1,527	2,571	810	96	16	6,031
2022	142	93	234	602	1,617	2,723	858	102	17	6,387
	Employment by Size of Firm									Total
2020	1,959	1,248	3,004	8,277	17,611	34,486	7,372	969	369	75,296
2021	2,016	1,284	3,091	8,516	18,119	35,481	7,584	997	380	77,468
2022	2,063	1,315	3,163	8,716	18,544	36,313	6,295	1,021	389	77,817

HUNGARY

SUB-INDUSTRIES – 2021 INDUSTRY ESTIMATES

	Category*	Total Establishments	Total Sales (\$M)	Total Employment
Grocery stores	Major1	1,533	616.9	23,679
Supermarkets	Minor1	202	1,427.5	6,965
Supermarkets, chain	Minor2	218	3,221.6	30,945
Supermarkets, greater than 100,000 square	Minor2	2	0.6	388
Supermarkets, independent	Minor2	55	167.2	2,725
Supermarkets, 55,000 - 65,000 square feet	Minor2	1	87.1	80
Supermarkets, 66,000 - 99,000 square feet	Minor2	0	0.3	53
Cooperative food stores	Minor2	8	10.0	253
Delicatessen stores	Minor2	155	65.3	1,230
Frozen food and freezer plans, except meat	Minor2	4	1.4	69
Grocery stores, chain	Minor2	44	107.0	4,604
Grocery stores, independent	Minor2	311	326.5	6,477

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INDIA

INDUSTRY ESTABLISHMENTS, SALES & EMPLOYMENT TRENDS

	Year					Percent Change Year-to-Year			
	2018	2019	2020	2021	2022	18-19	19-20	20-21	21-22
Establishments	288,824	306,770	327,738	343,668	358,482	6.2%	6.8%	4.9%	4.3%
Sales (\$Millions)	90,234	99,972	112,405	124,596	136,187	10.8%	12.4%	10.8%	9.3%
Employment	8,837,425	9,386,533	10,028,118	10,515,548	10,765,806	6.2%	6.8%	4.9%	2.4%
Sales (RupeesM)	6,659,263	7,377,940	8,295,454	9,195,203	10,050,627	10.8%	12.4%	10.8%	9.3%

INDUSTRY RATIOS

(Industry Averages)	Year					Percent Change Year-to-Year			
	2018	2019	2020	2021	2022	18-19	19-20	20-21	21-22
Sales (\$M)/Estab.	0.31	0.33	0.34	0.36	0.38	4.3%	5.2%	5.7%	4.8%
Sales (\$) per Emp.	10,210	10,651	11,209	11,849	12,650	4.3%	5.2%	5.7%	6.8%
Emps. per Estab.	30.6	30.6	30.6	30.6	30.0	0.0%	0.0%	0.0%	-1.9%
Rupees(M)/Estab.	23.06	24.05	25.31	26.76	28.04	4.3%	5.2%	5.7%	4.8%
Rupees per Emp.	753,530	786,013	827,219	874,439	933,569	4.3%	5.2%	5.7%	6.8%

SIZE OF FIRM INDUSTRY ESTIMATES

Year	Establishments by Size of Firm									Total
	1-4 Emps.	5-9 Emps.	10-19 Emps.	20-49 Emps.	50-99 Emps.	100-249 Emps.	250-499 Emps.	500+ Emps.	Unknown Emps.	
2020	104,376	28,668	29,416	36,625	39,487	36,423	3,375	219	49,149	327,738
2021	109,449	30,062	30,846	38,405	41,406	38,193	3,539	229	51,538	343,668
2022	114,167	31,358	32,176	40,060	43,191	39,840	3,692	239	53,760	358,482
	Sales (\$Millions) by Size of Firm									Total
	1-4 Emps.	5-9 Emps.	10-19 Emps.	20-49 Emps.	50-99 Emps.	100-249 Emps.	250-499 Emps.	500+ Emps.	Unknown Emps.	
2020	2,490	1,633	4,123	10,597	28,460	47,920	15,095	1,787	299	112,405
2021	2,761	1,810	4,570	11,747	31,547	53,118	16,733	1,980	331	124,596
2022	3,017	1,978	4,995	12,840	34,482	58,059	18,289	2,165	362	136,187
	Employment by Size of Firm									Total
	1-4 Emps.	5-9 Emps.	10-19 Emps.	20-49 Emps.	50-99 Emps.	100-249 Emps.	250-499 Emps.	500+ Emps.	Unknown Emps.	
2020	260,940	166,276	400,064	1,102,398	2,345,511	4,592,911	981,779	129,089	49,149	10,028,118
2021	273,624	174,358	419,509	1,155,981	2,459,518	4,816,156	1,029,499	135,364	51,538	10,515,548
2022	285,419	181,874	437,593	1,205,812	2,565,541	5,023,766	870,842	141,199	53,760	10,765,806

INDIA

SUB-INDUSTRIES – 2021 INDUSTRY ESTIMATES

	Category*	Total Establishments	Total Sales (\$M)	Total Employment
Grocery stores	Major1	208,121	12,743.6	3,214,262
Supermarkets	Minor1	27,402	29,488.3	945,429
Supermarkets, chain	Minor2	29,547	66,551.6	4,200,527
Supermarkets, greater than 100,000 square	Minor2	224	11.8	52,653
Supermarkets, independent	Minor2	7,438	3,454.3	369,828
Supermarkets, 55,000 - 65,000 square feet	Minor2	74	1,799.1	10,862
Supermarkets, 66,000 - 99,000 square feet	Minor2	57	5.2	7,237
Cooperative food stores	Minor2	1,092	207.2	34,336
Delicatessen stores	Minor2	20,994	1,349.8	166,929
Frozen food and freezer plans, except meat	Minor2	530	29.0	9,371
Grocery stores, chain	Minor2	5,917	2,210.9	624,947
Grocery stores, independent	Minor2	42,272	6,745.6	879,168

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INDONESIA

INDUSTRY ESTABLISHMENTS, SALES & EMPLOYMENT TRENDS

	Year					Percent Change Year-to-Year			
	2018	2019	2020	2021	2022	18-19	19-20	20-21	21-22
Establishments	72,022	75,689	80,638	84,323	87,713	5.1%	6.5%	4.6%	4.0%
Sales (\$Millions)	44,555	48,135	52,780	57,483	62,140	8.0%	9.7%	8.9%	8.1%
Employment	2,203,734	2,315,929	2,467,358	2,580,104	2,634,174	5.1%	6.5%	4.6%	2.1%
Sales (Rupiah\$B)	630,494	681,152	746,888	813,446	879,338	8.0%	9.7%	8.9%	8.1%

INDUSTRY RATIOS

(Industry Averages)	Year					Percent Change Year-to-Year			
	2018	2019	2020	2021	2022	18-19	19-20	20-21	21-22
Sales (\$M)/Estab.	0.62	0.64	0.65	0.68	0.71	2.8%	2.9%	4.2%	3.9%
Sales (\$) per Emp.	20,218	20,784	21,391	22,279	23,590	2.8%	2.9%	4.2%	5.9%
Emps. per Estab.	30.6	30.6	30.6	30.6	30.0	0.0%	0.0%	0.0%	-1.9%
Rupiah\$B)/Estab.	8.75	9.00	9.26	9.65	10.03	2.8%	2.9%	4.2%	3.9%
Rupiah\$ per Emp.	286,102	294,116	302,707	315,277	333,819	2.8%	2.9%	4.2%	5.9%

SIZE OF FIRM INDUSTRY ESTIMATES

Year	Establishments by Size of Firm									Total
	1-4 Emps.	5-9 Emps.	10-19 Emps.	20-49 Emps.	50-99 Emps.	100-249 Emps.	250-499 Emps.	500+ Emps.	Unknown Emps.	
2020	25,681	7,054	7,238	9,011	9,715	8,962	830	54	12,093	80,638
2021	26,855	7,376	7,568	9,423	10,159	9,371	868	56	12,645	84,323
2022	27,934	7,673	7,873	9,802	10,568	9,748	903	58	13,154	87,713
	Sales (\$Millions) by Size of Firm									Total
	1-4 Emps.	5-9 Emps.	10-19 Emps.	20-49 Emps.	50-99 Emps.	100-249 Emps.	250-499 Emps.	500+ Emps.	Unknown Emps.	
2020	1,169	767	1,936	4,976	13,363	22,501	7,088	839	140	52,780
2021	1,274	835	2,108	5,419	14,554	24,506	7,720	914	153	57,483
2022	1,377	903	2,279	5,858	15,733	26,491	8,345	988	165	62,140
	Employment by Size of Firm									Total
	1-4 Emps.	5-9 Emps.	10-19 Emps.	20-49 Emps.	50-99 Emps.	100-249 Emps.	250-499 Emps.	500+ Emps.	Unknown Emps.	
2020	64,203	40,911	98,433	271,238	577,099	1,130,058	241,561	31,762	12,093	2,467,358
2021	67,137	42,781	102,931	283,633	603,469	1,181,696	252,599	33,213	12,645	2,580,104
2022	69,836	44,501	107,070	295,038	627,736	1,229,213	213,077	34,549	13,154	2,634,174

INDONESIA

SUB-INDUSTRIES – 2021 INDUSTRY ESTIMATES

	Category*	Total Establishments	Total Sales (\$M)	Total Employment
Grocery stores	Major1	51,065	5,879.4	788,654
Supermarkets	Minor1	6,723	13,604.6	231,971
Supermarkets, chain	Minor2	7,250	30,704.0	1,030,645
Supermarkets, greater than 100,000 square	Minor2	55	5.4	12,919
Supermarkets, independent	Minor2	1,825	1,593.6	90,741
Supermarkets, 55,000 - 65,000 square feet	Minor2	18	830.0	2,665
Supermarkets, 66,000 - 99,000 square feet	Minor2	14	2.4	1,776
Cooperative food stores	Minor2	268	95.6	8,425
Delicatessen stores	Minor2	5,151	622.7	40,958
Frozen food and freezer plans, except meat	Minor2	130	13.4	2,299
Grocery stores, chain	Minor2	1,452	1,020.0	153,337
Grocery stores, independent	Minor2	10,372	3,112.1	215,713

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IRAN

INDUSTRY ESTABLISHMENTS, SALES & EMPLOYMENT TRENDS

	Year					Percent Change Year-to-Year			
	2018	2019	2020	2021	2022	18-19	19-20	20-21	21-22
Establishments	19,710	20,583	21,891	22,852	23,730	4.4%	6.4%	4.4%	3.8%
Sales (\$Millions)	17,799	19,428	21,522	23,414	25,019	9.1%	10.8%	8.8%	6.9%
Employment	603,081	629,794	669,824	699,232	712,663	4.4%	6.4%	4.4%	1.9%
Sales (RialsB)	747,964	816,399	904,380	983,883	1,051,364	9.1%	10.8%	8.8%	6.9%

INDUSTRY RATIOS

(Industry Averages)	Year					Percent Change Year-to-Year			
	2018	2019	2020	2021	2022	18-19	19-20	20-21	21-22
Sales (\$M)/Estab.	0.90	0.94	0.98	1.02	1.05	4.5%	4.2%	4.2%	2.9%
Sales (\$) per Emp.	29,514	30,848	32,130	33,485	35,107	4.5%	4.2%	4.2%	4.8%
Emps. per Estab.	30.6	30.6	30.6	30.6	30.0	0.0%	0.0%	0.0%	-1.9%
Rials(B)/Estab.	37.95	39.66	41.31	43.05	44.30	4.5%	4.2%	4.2%	2.9%
Rials per Emp.	1,240,237	1,296,296	1,350,175	1,407,091	1,475,262	4.5%	4.2%	4.2%	4.8%

SIZE OF FIRM INDUSTRY ESTIMATES

Year	Establishments by Size of Firm									Total
	1-4 Emps.	5-9 Emps.	10-19 Emps.	20-49 Emps.	50-99 Emps.	100-249 Emps.	250-499 Emps.	500+ Emps.	Unknown Emps.	
2020	6,972	1,915	1,965	2,446	2,637	2,433	225	15	3,283	21,891
2021	7,278	1,999	2,051	2,554	2,753	2,540	235	15	3,427	22,852
2022	7,558	2,076	2,130	2,652	2,859	2,637	244	16	3,559	23,730
	Sales (\$Millions) by Size of Firm									Total
	1-4 Emps.	5-9 Emps.	10-19 Emps.	20-49 Emps.	50-99 Emps.	100-249 Emps.	250-499 Emps.	500+ Emps.	Unknown Emps.	
2020	477	313	789	2,029	5,449	9,175	2,890	342	57	21,522
2021	519	340	859	2,207	5,928	9,982	3,144	372	62	23,414
2022	554	363	918	2,359	6,335	10,666	3,360	398	67	25,019
	Employment by Size of Firm									Total
	1-4 Emps.	5-9 Emps.	10-19 Emps.	20-49 Emps.	50-99 Emps.	100-249 Emps.	250-499 Emps.	500+ Emps.	Unknown Emps.	
2020	17,429	11,106	26,722	73,634	156,667	306,782	65,578	8,622	3,283	669,824
2021	18,195	11,594	27,895	76,867	163,546	320,251	68,457	9,001	3,427	699,232
2022	18,894	12,040	28,967	79,821	169,831	332,558	57,647	9,347	3,559	712,663

IRAN

SUB-INDUSTRIES – 2021 INDUSTRY ESTIMATES

	Category*	Total Establishments	Total Sales (\$M)	Total Employment
Grocery stores	Major1	13,839	2,394.7	213,733
Supermarkets	Minor1	1,822	5,541.3	62,866
Supermarkets, chain	Minor2	1,965	12,506.1	279,314
Supermarkets, greater than 100,000 square	Minor2	15	2.2	3,501
Supermarkets, independent	Minor2	495	649.1	24,592
Supermarkets, 55,000 - 65,000 square feet	Minor2	5	338.1	722
Supermarkets, 66,000 - 99,000 square feet	Minor2	4	1.0	481
Cooperative food stores	Minor2	73	38.9	2,283
Delicatessen stores	Minor2	1,396	253.7	11,100
Frozen food and freezer plans, except meat	Minor2	35	5.4	623
Grocery stores, chain	Minor2	393	415.5	41,556
Grocery stores, independent	Minor2	2,811	1,267.6	58,460

*Category-Major categories (Major1) are more general descriptions for companies that self-selected to capture the many functions they perform in the industry. Minor categories (Minor1, Minor2) are more specific for companies that have more detailed functions (Minor1 is a larger category than Minor2). Minor categories figures (sales, etc.) can be aggregated to larger minor categories (Minor2 sums to Minor1) and major categories overall figures.

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IRAQ

INDUSTRY ESTABLISHMENTS, SALES & EMPLOYMENT TRENDS

	Year					Percent Change Year-to-Year			
	2018	2019	2020	2021	2022	18-19	19-20	20-21	21-22
Establishments	11,204	11,952	12,904	13,674	14,415	6.7%	8.0%	6.0%	5.4%
Sales (\$Millions)	8,328	9,249	10,425	11,584	12,694	11.1%	12.7%	11.1%	9.6%
Employment	342,834	365,699	394,834	418,412	432,907	6.7%	8.0%	6.0%	3.5%
Sales (DinarsM)	9,910	11,007	12,406	13,786	15,105	11.1%	12.7%	11.1%	9.6%

INDUSTRY RATIOS

(Industry Averages)	Year					Percent Change Year-to-Year			
	2018	2019	2020	2021	2022	18-19	19-20	20-21	21-22
Sales (\$M)/Estab.	0.74	0.77	0.81	0.85	0.88	4.1%	4.4%	4.9%	3.9%
Sales (\$) per Emp.	24,291	25,292	26,404	27,687	29,322	4.1%	4.4%	4.9%	5.9%
Emps. per Estab.	30.6	30.6	30.6	30.6	30.0	0.0%	0.0%	0.0%	-1.9%
Dinars(M)/Estab.	0.88	0.92	0.96	1.01	1.05	4.1%	4.4%	4.9%	3.9%
Dinars per Emp.	28,906	30,097	31,420	32,947	34,893	4.1%	4.4%	4.9%	5.9%

SIZE OF FIRM INDUSTRY ESTIMATES

Year	Establishments by Size of Firm									Total
	1-4 Emps.	5-9 Emps.	10-19 Emps.	20-49 Emps.	50-99 Emps.	100-249 Emps.	250-499 Emps.	500+ Emps.	Unknown Emps.	
2020	4,110	1,129	1,158	1,442	1,555	1,434	133	9	1,935	12,904
2021	4,355	1,196	1,227	1,528	1,648	1,520	141	9	2,051	13,674
2022	4,591	1,261	1,294	1,611	1,737	1,602	148	10	2,162	14,415
	Sales (\$Millions) by Size of Firm									Total
	1-4 Emps.	5-9 Emps.	10-19 Emps.	20-49 Emps.	50-99 Emps.	100-249 Emps.	250-499 Emps.	500+ Emps.	Unknown Emps.	
2020	231	151	382	983	2,640	4,444	1,400	166	28	10,425
2021	257	168	425	1,092	2,933	4,939	1,556	184	31	11,584
2022	281	184	466	1,197	3,214	5,412	1,705	202	34	12,694
	Employment by Size of Firm									Total
	1-4 Emps.	5-9 Emps.	10-19 Emps.	20-49 Emps.	50-99 Emps.	100-249 Emps.	250-499 Emps.	500+ Emps.	Unknown Emps.	
2020	10,274	6,547	15,752	43,404	92,349	180,835	38,655	5,083	1,935	394,834
2021	10,887	6,938	16,692	45,996	97,864	191,634	40,964	5,386	2,051	418,412
2022	11,477	7,313	17,596	48,487	103,164	202,012	35,018	5,678	2,162	432,907

IRAQ

SUB-INDUSTRIES – 2021 INDUSTRY ESTIMATES

	Category*	Total Establishments	Total Sales (\$M)	Total Employment
Grocery stores	Major1	8,281	1,184.9	127,895
Supermarkets	Minor1	1,090	2,741.7	37,618
Supermarkets, chain	Minor2	1,176	6,187.7	167,138
Supermarkets, greater than 100,000 square	Minor2	9	1.1	2,095
Supermarkets, independent	Minor2	296	321.2	14,715
Supermarkets, 55,000 - 65,000 square feet	Minor2	3	167.3	432
Supermarkets, 66,000 - 99,000 square feet	Minor2	2	0.5	288
Cooperative food stores	Minor2	43	19.3	1,366
Delicatessen stores	Minor2	835	125.5	6,642
Frozen food and freezer plans, except meat	Minor2	21	2.7	373
Grocery stores, chain	Minor2	235	205.6	24,867
Grocery stores, independent	Minor2	1,682	627.2	34,982

*Category-Major categories (Major1) are more general descriptions for companies that self-selected to capture the many functions they perform in the industry. Minor categories (Minor1, Minor2) are more specific for companies that have more detailed functions (Minor1 is a larger category than Minor2). Minor categories figures (sales, etc.) can be aggregated to larger minor categories (Minor2 sums to Minor1) and major categories overall figures.

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IRELAND

INDUSTRY ESTABLISHMENTS, SALES & EMPLOYMENT TRENDS

	Year					Percent Change Year-to-Year			
	2018	2019	2020	2021	2022	18-19	19-20	20-21	21-22
Establishments	1,408	1,449	1,533	1,593	1,646	2.9%	5.8%	3.9%	3.3%
Sales (\$Millions)	14,685	15,817	17,128	18,281	19,237	7.7%	8.3%	6.7%	5.2%
Employment	43,085	44,338	46,922	48,738	49,428	2.9%	5.8%	3.9%	1.4%
Sales (EurosM)	12,041	12,970	14,045	14,991	15,775	7.7%	8.3%	6.7%	5.2%

INDUSTRY RATIOS

(Industry Averages)	Year					Percent Change Year-to-Year			
	2018	2019	2020	2021	2022	18-19	19-20	20-21	21-22
Sales (\$M)/Estab.	10.43	10.92	11.17	11.48	11.69	4.7%	2.3%	2.8%	1.8%
Sales (\$) per Emp.	340,832	356,741	365,026	375,089	389,203	4.7%	2.3%	2.8%	3.8%
Emps. per Estab.	30.6	30.6	30.6	30.6	30.0	0.0%	0.0%	0.0%	-1.9%
Euros(M)/Estab.	8.55	8.95	9.16	9.41	9.58	4.7%	2.3%	2.8%	1.8%
Euros per Emp.	279,482	292,528	299,321	307,573	319,146	4.7%	2.3%	2.8%	3.8%

SIZE OF FIRM INDUSTRY ESTIMATES

Year	Establishments by Size of Firm									Total
	1-4 Emps.	5-9 Emps.	10-19 Emps.	20-49 Emps.	50-99 Emps.	100-249 Emps.	250-499 Emps.	500+ Emps.	Unknown Emps.	
2020	488	134	138	171	185	170	16	1	230	1,533
2021	507	139	143	178	192	177	16	1	239	1,593
2022	524	144	148	184	198	183	17	1	247	1,646
	Sales (\$Millions) by Size of Firm									Total
2020	379	249	628	1,615	4,337	7,302	2,300	272	46	17,128
2021	405	266	671	1,724	4,629	7,794	2,455	291	49	18,281
2022	426	279	706	1,814	4,871	8,201	2,583	306	51	19,237
	Employment by Size of Firm									Total
2020	1,221	778	1,872	5,158	10,975	21,490	4,594	604	230	46,922
2021	1,268	808	1,944	5,358	11,400	22,322	4,772	627	239	48,738
2022	1,310	835	2,009	5,536	11,779	23,065	3,998	648	247	49,428

IRELAND

SUB-INDUSTRIES – 2021 INDUSTRY ESTIMATES

	Category*	Total Establishments	Total Sales (\$M)	Total Employment
Grocery stores	Major1	965	1,869.8	14,898
Supermarkets	Minor1	127	4,326.6	4,382
Supermarkets, chain	Minor2	137	9,764.7	19,469
Supermarkets, greater than 100,000 square	Minor2	1	1.7	244
Supermarkets, independent	Minor2	34	506.8	1,714
Supermarkets, 55,000 - 65,000 square feet	Minor2	0	264.0	50
Supermarkets, 66,000 - 99,000 square feet	Minor2	0	0.8	34
Cooperative food stores	Minor2	5	30.4	159
Delicatessen stores	Minor2	97	198.0	774
Frozen food and freezer plans, except meat	Minor2	2	4.3	43
Grocery stores, chain	Minor2	27	324.4	2,897
Grocery stores, independent	Minor2	196	989.7	4,075

*Category-Major categories (Major1) are more general descriptions for companies that self-selected to capture the many functions they perform in the industry. Minor categories (Minor1, Minor2) are more specific for companies that have more detailed functions (Minor1 is a larger category than Minor2). Minor categories figures (sales, etc.) can be aggregated to larger minor categories (Minor2 sums to Minor1) and major categories overall figures.

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ISRAEL

INDUSTRY ESTABLISHMENTS, SALES & EMPLOYMENT TRENDS

	Year					Percent Change Year-to-Year			
	2018	2019	2020	2021	2022	18-19	19-20	20-21	21-22
Establishments	2,104	2,208	2,360	2,476	2,584	5.0%	6.9%	4.9%	4.4%
Sales (\$Millions)	13,753	14,662	15,865	17,052	18,191	6.6%	8.2%	7.5%	6.7%
Employment	64,375	67,566	72,216	75,761	77,598	5.0%	6.9%	4.9%	2.4%
Sales (ShekelsM)	44,010	46,917	50,767	54,565	58,212	6.6%	8.2%	7.5%	6.7%

INDUSTRY RATIOS

(Industry Averages)	Year					Percent Change Year-to-Year			
	2018	2019	2020	2021	2022	18-19	19-20	20-21	21-22
Sales (\$M)/Estab.	6.54	6.64	6.72	6.89	7.04	1.6%	1.2%	2.5%	2.2%
Sales (\$) per Emp.	213,640	216,997	219,684	225,073	234,428	1.6%	1.2%	2.5%	4.2%
Emps. per Estab.	30.6	30.6	30.6	30.6	30.0	0.0%	0.0%	0.0%	-1.9%
Shekels(M)/Estab.	20.92	21.25	21.51	22.04	22.53	1.6%	1.2%	2.5%	2.2%
Shekels per Emp.	683,648	694,390	702,988	720,233	750,171	1.6%	1.2%	2.5%	4.2%

SIZE OF FIRM INDUSTRY ESTIMATES

Year	Establishments by Size of Firm									Total
	1-4 Emps.	5-9 Emps.	10-19 Emps.	20-49 Emps.	50-99 Emps.	100-249 Emps.	250-499 Emps.	500+ Emps.	Unknown Emps.	
2020	752	206	212	264	284	262	24	2	354	2,360
2021	789	217	222	277	298	275	25	2	371	2,476
2022	823	226	232	289	311	287	27	2	387	2,584
	Sales (\$Millions) by Size of Firm									Total
	1-4 Emps.	5-9 Emps.	10-19 Emps.	20-49 Emps.	50-99 Emps.	100-249 Emps.	250-499 Emps.	500+ Emps.	Unknown Emps.	
2020	351	230	582	1,496	4,017	6,763	2,131	252	42	15,865
2021	378	248	625	1,608	4,317	7,269	2,290	271	45	17,052
2022	403	264	667	1,715	4,606	7,755	2,443	289	48	18,191
	Employment by Size of Firm									Total
	1-4 Emps.	5-9 Emps.	10-19 Emps.	20-49 Emps.	50-99 Emps.	100-249 Emps.	250-499 Emps.	500+ Emps.	Unknown Emps.	
2020	1,879	1,197	2,881	7,939	16,891	33,075	7,070	930	354	72,216
2021	1,971	1,256	3,022	8,328	17,720	34,699	7,417	975	371	75,761
2022	2,057	1,311	3,154	8,691	18,492	36,211	6,277	1,018	387	77,598

ISRAEL

SUB-INDUSTRIES – 2021 INDUSTRY ESTIMATES

	Category*	Total Establishments	Total Sales (\$M)	Total Employment
Grocery stores	Major1	1,499	1,744.0	23,158
Supermarkets	Minor1	197	4,035.6	6,811
Supermarkets, chain	Minor2	213	9,107.9	30,263
Supermarkets, greater than 100,000 square	Minor2	2	1.6	379
Supermarkets, independent	Minor2	54	472.7	2,664
Supermarkets, 55,000 - 65,000 square feet	Minor2	1	246.2	78
Supermarkets, 66,000 - 99,000 square feet	Minor2	0	0.7	52
Cooperative food stores	Minor2	8	28.4	247
Delicatessen stores	Minor2	151	184.7	1,203
Frozen food and freezer plans, except meat	Minor2	4	4.0	68
Grocery stores, chain	Minor2	43	302.6	4,503
Grocery stores, independent	Minor2	305	923.2	6,334

*Category-Major categories (Major1) are more general descriptions for companies that self-selected to capture the many functions they perform in the industry. Minor categories (Minor1, Minor2) are more specific for companies that have more detailed functions (Minor1 is a larger category than Minor2). Minor categories figures (sales, etc.) can be aggregated to larger minor categories (Minor2 sums to Minor1) and major categories overall figures.

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ITALY

INDUSTRY ESTABLISHMENTS, SALES & EMPLOYMENT TRENDS

	Year					Percent Change Year-to-Year			
	2018	2019	2020	2021	2022	18-19	19-20	20-21	21-22
Establishments	14,967	15,450	16,260	16,796	17,259	3.2%	5.2%	3.3%	2.8%
Sales (\$Millions)	74,427	77,304	81,509	85,374	88,762	3.9%	5.4%	4.7%	4.0%
Employment	457,971	472,738	497,524	513,932	518,321	3.2%	5.2%	3.3%	0.9%
Sales (EurosM)	61,030	63,389	66,838	70,006	72,785	3.9%	5.4%	4.7%	4.0%

INDUSTRY RATIOS

(Industry Averages)	Year					Percent Change Year-to-Year			
	2018	2019	2020	2021	2022	18-19	19-20	20-21	21-22
Sales (\$M)/Estab.	4.97	5.00	5.01	5.08	5.14	0.6%	0.2%	1.4%	1.2%
Sales (\$) per Emp.	162,514	163,524	163,830	166,119	171,248	0.6%	0.2%	1.4%	3.1%
Emps. per Estab.	30.6	30.6	30.6	30.6	30.0	0.0%	0.0%	0.0%	-1.9%
Euros(M)/Estab.	4.08	4.10	4.11	4.17	4.22	0.6%	0.2%	1.4%	1.2%
Euros per Emp.	133,261	134,090	134,341	136,217	140,424	0.6%	0.2%	1.4%	3.1%

SIZE OF FIRM INDUSTRY ESTIMATES

Year	Establishments by Size of Firm									Total
	1-4 Emps.	5-9 Emps.	10-19 Emps.	20-49 Emps.	50-99 Emps.	100-249 Emps.	250-499 Emps.	500+ Emps.	Unknown Emps.	
2020	5,178	1,422	1,459	1,817	1,959	1,807	167	11	2,438	16,260
2021	5,349	1,469	1,508	1,877	2,024	1,867	173	11	2,519	16,796
2022	5,497	1,510	1,549	1,929	2,079	1,918	178	12	2,588	17,259
	Sales (\$Millions) by Size of Firm									Total
	1-4 Emps.	5-9 Emps.	10-19 Emps.	20-49 Emps.	50-99 Emps.	100-249 Emps.	250-499 Emps.	500+ Emps.	Unknown Emps.	
2020	1,806	1,184	2,990	7,685	20,638	34,749	10,946	1,295	217	81,509
2021	1,892	1,240	3,131	8,049	21,616	36,396	11,465	1,357	227	85,374
2022	1,967	1,289	3,256	8,368	22,474	37,841	11,920	1,411	236	88,762
	Employment by Size of Firm									Total
	1-4 Emps.	5-9 Emps.	10-19 Emps.	20-49 Emps.	50-99 Emps.	100-249 Emps.	250-499 Emps.	500+ Emps.	Unknown Emps.	
2020	12,946	8,249	19,848	54,693	116,368	227,868	48,709	6,404	2,438	497,524
2021	13,373	8,522	20,503	56,497	120,205	235,382	50,315	6,616	2,519	513,932
2022	13,742	8,756	21,068	58,054	123,518	241,870	41,927	6,798	2,588	518,321

ITALY

SUB-INDUSTRIES – 2021 INDUSTRY ESTIMATES

	Category*	Total Establishments	Total Sales (\$M)	Total Employment
Grocery stores	Major1	10,172	8,732.0	157,092
Supermarkets	Minor1	1,339	20,205.4	46,206
Supermarkets, chain	Minor2	1,444	45,601.3	205,294
Supermarkets, greater than 100,000 square	Minor2	11	8.1	2,573
Supermarkets, independent	Minor2	364	2,366.9	18,075
Supermarkets, 55,000 - 65,000 square feet	Minor2	4	1,232.8	531
Supermarkets, 66,000 - 99,000 square feet	Minor2	3	3.5	354
Cooperative food stores	Minor2	53	141.9	1,678
Delicatessen stores	Minor2	1,026	924.9	8,158
Frozen food and freezer plans, except meat	Minor2	26	19.9	458
Grocery stores, chain	Minor2	289	1,514.9	30,543
Grocery stores, independent	Minor2	2,066	4,622.1	42,968

*Category-Major categories (Major1) are more general descriptions for companies that self-selected to capture the many functions they perform in the industry. Minor categories (Minor1, Minor2) are more specific for companies that have more detailed functions (Minor1 is a larger category than Minor2). Minor categories figures (sales, etc.) can be aggregated to larger minor categories (Minor2 sums to Minor1) and major categories overall figures.

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JAPAN

INDUSTRY ESTABLISHMENTS, SALES & EMPLOYMENT TRENDS

	Year					Percent Change Year-to-Year			
	2018	2019	2020	2021	2022	18-19	19-20	20-21	21-22
Establishments	32,088	32,949	34,607	35,676	36,586	2.7%	5.0%	3.1%	2.5%
Sales (\$Millions)	182,676	190,192	201,014	211,042	219,937	4.1%	5.7%	5.0%	4.2%
Employment	981,824	1,008,182	1,058,907	1,091,629	1,098,739	2.7%	5.0%	3.1%	0.7%
Sales (YenB)	18,815,616	19,589,730	20,704,432	21,737,372	22,653,470	4.1%	5.7%	5.0%	4.2%

INDUSTRY RATIOS

(Industry Averages)	Year					Percent Change Year-to-Year			
	2018	2019	2020	2021	2022	18-19	19-20	20-21	21-22
Sales (\$M)/Estab.	5.69	5.77	5.81	5.92	6.01	1.4%	0.6%	1.8%	1.6%
Sales (\$) per Emp.	186,058	188,648	189,831	193,328	200,172	1.4%	0.6%	1.8%	3.5%
Emps. per Estab.	30.6	30.6	30.6	30.6	30.0	0.0%	0.0%	0.0%	-1.9%
Yen(B)/Estab.	586.38	594.54	598.27	609.29	619.18	1.4%	0.6%	1.8%	1.6%
Yen per Emp.	19,163,944	19,430,745	19,552,636	19,912,776	20,617,692	1.4%	0.6%	1.8%	3.5%

SIZE OF FIRM INDUSTRY ESTIMATES

Year	Establishments by Size of Firm									Total
	1-4 Emps.	5-9 Emps.	10-19 Emps.	20-49 Emps.	50-99 Emps.	100-249 Emps.	250-499 Emps.	500+ Emps.	Unknown Emps.	
2020	11,021	3,027	3,106	3,867	4,170	3,846	356	23	5,190	34,607
2021	11,362	3,121	3,202	3,987	4,298	3,965	367	24	5,350	35,676
2022	11,652	3,200	3,284	4,088	4,408	4,066	377	24	5,487	36,586
	Sales (\$Millions) by Size of Firm									Total
	1-4 Emps.	5-9 Emps.	10-19 Emps.	20-49 Emps.	50-99 Emps.	100-249 Emps.	250-499 Emps.	500+ Emps.	Unknown Emps.	
2020	4,454	2,920	7,373	18,951	50,895	85,696	26,995	3,195	534	201,014
2021	4,676	3,066	7,741	19,897	53,434	89,971	28,342	3,354	561	211,042
2022	4,873	3,195	8,067	20,736	55,686	93,763	29,536	3,496	585	219,937
	Employment by Size of Firm									Total
	1-4 Emps.	5-9 Emps.	10-19 Emps.	20-49 Emps.	50-99 Emps.	100-249 Emps.	250-499 Emps.	500+ Emps.	Unknown Emps.	
2020	27,554	17,558	42,244	116,406	247,672	484,983	103,670	13,631	5,190	1,058,907
2021	28,405	18,100	43,550	120,004	255,325	499,970	106,873	14,052	5,350	1,091,629
2022	29,129	18,562	44,660	123,063	261,835	512,717	88,877	14,411	5,487	1,098,739

JAPAN

SUB-INDUSTRIES – 2021 INDUSTRY ESTIMATES

	Cate- gory*	Total Establishments	Total Sales (\$M)	Total Employment
Grocery stores	Major1	21,605	21,585.3	333,676
Supermarkets	Minor1	2,845	49,947.5	98,146
Supermarkets, chain	Minor2	3,067	112,725.8	436,061
Supermarkets, greater than 100,000 square	Minor2	23	19.9	5,466
Supermarkets, independent	Minor2	772	5,850.9	38,392
Supermarkets, 55,000 - 65,000 square feet	Minor2	8	3,047.4	1,128
Supermarkets, 66,000 - 99,000 square feet	Minor2	6	8.8	751
Cooperative food stores	Minor2	113	350.9	3,564
Delicatessen stores	Minor2	2,179	2,286.3	17,329
Frozen food and freezer plans, except meat	Minor2	55	49.1	973
Grocery stores, chain	Minor2	614	3,744.8	64,876
Grocery stores, independent	Minor2	4,388	11,425.8	91,267

*Category-Major categories (Major1) are more general descriptions for companies that self-selected to capture the many functions they perform in the industry. Minor categories (Minor1, Minor2) are more specific for companies that have more detailed functions (Minor1 is a larger category than Minor2). Minor categories figures (sales, etc.) can be aggregated to larger minor categories (Minor2 sums to Minor1) and major categories overall figures.

Note: Due to rounding, establishments will vary by + or - one establishment. Therefore, zero establishments may also be one establishment.

KAZAKHSTAN

INDUSTRY ESTABLISHMENTS, SALES & EMPLOYMENT TRENDS

	Year					Percent Change Year-to-Year			
	2018	2019	2020	2021	2022	18-19	19-20	20-21	21-22
Establishments	5,254	5,505	5,865	6,133	6,379	4.8%	6.5%	4.6%	4.0%
Sales (\$Millions)	6,950	7,236	7,648	8,030	8,369	4.1%	5.7%	5.0%	4.2%
Employment	160,752	168,448	179,454	187,645	191,568	4.8%	6.5%	4.6%	2.1%
Sales (TenkeM)	2,939,745	3,060,813	3,235,108	3,396,640	3,539,926	4.1%	5.7%	5.0%	4.2%

INDUSTRY RATIOS

(Industry Averages)	Year					Percent Change Year-to-Year			
	2018	2019	2020	2021	2022	18-19	19-20	20-21	21-22
Sales (\$M)/Estab.	1.32	1.31	1.30	1.31	1.31	-0.6%	-0.8%	0.4%	0.2%
Sales (\$) per Emp.	43,233	42,957	42,618	42,793	43,685	-0.6%	-0.8%	0.4%	2.1%
Emps. per Estab.	30.6	30.6	30.6	30.6	30.0	0.0%	0.0%	0.0%	-1.9%
Tenkes(M)/Estab.	559.56	555.99	551.61	553.87	554.94	-0.6%	-0.8%	0.4%	0.2%
Tenke per Emp.	18,287,408	18,170,662	18,027,535	18,101,415	18,478,658	-0.6%	-0.8%	0.4%	2.1%

SIZE OF FIRM INDUSTRY ESTIMATES

Year	Establishments by Size of Firm									Total
	1-4 Emps.	5-9 Emps.	10-19 Emps.	20-49 Emps.	50-99 Emps.	100-249 Emps.	250-499 Emps.	500+ Emps.	Unknown Emps.	
2020	1,868	513	526	655	707	652	60	4	880	5,865
2021	1,953	536	550	685	739	682	63	4	920	6,133
2022	2,032	558	573	713	769	709	66	4	957	6,379
	Sales (\$Millions) by Size of Firm									Total
	1-4 Emps.	5-9 Emps.	10-19 Emps.	20-49 Emps.	50-99 Emps.	100-249 Emps.	250-499 Emps.	500+ Emps.	Unknown Emps.	
2020	169	111	281	721	1,936	3,260	1,027	122	20	7,648
2021	178	117	295	757	2,033	3,423	1,078	128	21	8,030
2022	185	122	307	789	2,119	3,568	1,124	133	22	8,369
	Employment by Size of Firm									Total
	1-4 Emps.	5-9 Emps.	10-19 Emps.	20-49 Emps.	50-99 Emps.	100-249 Emps.	250-499 Emps.	500+ Emps.	Unknown Emps.	
2020	4,670	2,976	7,159	19,727	41,973	82,190	17,569	2,310	880	179,454
2021	4,883	3,111	7,486	20,628	43,889	85,942	18,371	2,416	920	187,645
2022	5,079	3,236	7,787	21,456	45,652	89,394	15,496	2,513	957	191,568

KAZAKHSTAN

SUB-INDUSTRIES – 2021 INDUSTRY ESTIMATES

	Category*	Total Establishments	Total Sales (\$M)	Total Employment
Grocery stores	Major1	3,714	821.3	57,357
Supermarkets	Minor1	489	1,900.4	16,871
Supermarkets, chain	Minor2	527	4,289.1	74,956
Supermarkets, greater than 100,000 square	Minor2	4	0.8	940
Supermarkets, independent	Minor2	133	222.6	6,599
Supermarkets, 55,000 - 65,000 square feet	Minor2	1	115.9	194
Supermarkets, 66,000 - 99,000 square feet	Minor2	1	0.3	129
Cooperative food stores	Minor2	19	13.4	613
Delicatessen stores	Minor2	375	87.0	2,979
Frozen food and freezer plans, except meat	Minor2	9	1.9	167
Grocery stores, chain	Minor2	106	142.5	11,152
Grocery stores, independent	Minor2	754	434.7	15,688

*Category-Major categories (Major1) are more general descriptions for companies that self-selected to capture the many functions they perform in the industry. Minor categories (Minor1, Minor2) are more specific for companies that have more detailed functions (Minor1 is a larger category than Minor2). Minor categories figures (sales, etc.) can be aggregated to larger minor categories (Minor2 sums to Minor1) and major categories overall figures.

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KUWAIT

INDUSTRY ESTABLISHMENTS, SALES & EMPLOYMENT TRENDS

	Year					Percent Change Year-to-Year			
	2018	2019	2020	2021	2022	18-19	19-20	20-21	21-22
Establishments	1,221	1,366	1,507	1,631	1,757	11.9%	10.3%	8.3%	7.7%
Sales (\$Millions)	5,125	5,384	5,742	6,036	6,255	5.1%	6.7%	5.1%	3.6%
Employment	37,346	41,791	46,097	49,906	52,753	11.9%	10.3%	8.3%	5.7%
Sales (DinarM)	1,558	1,637	1,746	1,835	1,902	5.1%	6.7%	5.1%	3.6%

INDUSTRY RATIOS

(Industry Averages)	Year					Percent Change Year-to-Year			
	2018	2019	2020	2021	2022	18-19	19-20	20-21	21-22
Sales (\$M)/Estab.	4.20	3.94	3.81	3.70	3.56	-6.1%	-3.3%	-2.9%	-3.8%
Sales (\$) per Emp.	137,223	128,840	124,573	120,951	118,575	-6.1%	-3.3%	-2.9%	-2.0%
Emps. per Estab.	30.6	30.6	30.6	30.6	30.0	0.0%	0.0%	0.0%	-1.9%
Dinars(M)/Estab.	1.28	1.20	1.16	1.13	1.08	-6.1%	-3.3%	-2.9%	-3.8%
Dinar per Emp.	41,716	39,167	37,870	36,769	36,047	-6.1%	-3.3%	-2.9%	-2.0%

SIZE OF FIRM INDUSTRY ESTIMATES

Year	Establishments by Size of Firm									Total
	1-4 Emps.	5-9 Emps.	10-19 Emps.	20-49 Emps.	50-99 Emps.	100-249 Emps.	250-499 Emps.	500+ Emps.	Unknown Emps.	
2020	480	132	135	168	182	167	16	1	226	1,507
2021	519	143	146	182	197	181	17	1	245	1,631
2022	559	154	158	196	212	195	18	1	263	1,757
	Sales (\$Millions) by Size of Firm									Total
	1-4 Emps.	5-9 Emps.	10-19 Emps.	20-49 Emps.	50-99 Emps.	100-249 Emps.	250-499 Emps.	500+ Emps.	Unknown Emps.	
2020	127	83	211	541	1,454	2,448	771	91	15	5,742
2021	134	88	221	569	1,528	2,573	811	96	16	6,036
2022	139	91	229	590	1,584	2,667	840	99	17	6,255
	Employment by Size of Firm									Total
	1-4 Emps.	5-9 Emps.	10-19 Emps.	20-49 Emps.	50-99 Emps.	100-249 Emps.	250-499 Emps.	500+ Emps.	Unknown Emps.	
2020	1,199	764	1,839	5,067	10,782	21,112	4,513	593	226	46,097
2021	1,299	827	1,991	5,486	11,673	22,857	4,886	642	245	49,906
2022	1,399	891	2,144	5,909	12,571	24,617	4,267	692	263	52,753

KUWAIT

SUB-INDUSTRIES – 2021 INDUSTRY ESTIMATES

	Category*	Total Establishments	Total Sales (\$M)	Total Employment
Grocery stores	Major1	988	617.4	15,255
Supermarkets	Minor1	130	1,428.6	4,487
Supermarkets, chain	Minor2	140	3,224.2	19,936
Supermarkets, greater than 100,000 square	Minor2	1	0.6	250
Supermarkets, independent	Minor2	35	167.3	1,755
Supermarkets, 55,000 - 65,000 square feet	Minor2	0	87.2	52
Supermarkets, 66,000 - 99,000 square feet	Minor2	0	0.3	34
Cooperative food stores	Minor2	5	10.0	163
Delicatessen stores	Minor2	100	65.4	792
Frozen food and freezer plans, except meat	Minor2	3	1.4	44
Grocery stores, chain	Minor2	28	107.1	2,966
Grocery stores, independent	Minor2	201	326.8	4,173

*Category-Major categories (Major1) are more general descriptions for companies that self-selected to capture the many functions they perform in the industry. Minor categories (Minor1, Minor2) are more specific for companies that have more detailed functions (Minor1 is a larger category than Minor2). Minor categories figures (sales, etc.) can be aggregated to larger minor categories (Minor2 sums to Minor1) and major categories overall figures.

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MALAYSIA

INDUSTRY ESTABLISHMENTS, SALES & EMPLOYMENT TRENDS

	Year					Percent Change Year-to-Year			
	2018	2019	2020	2021	2022	18-19	19-20	20-21	21-22
Establishments	9,470	9,875	10,528	11,017	11,469	4.3%	6.6%	4.6%	4.1%
Sales (\$Millions)	14,204	15,297	16,720	18,153	19,563	7.7%	9.3%	8.6%	7.8%
Employment	289,772	302,151	322,142	337,108	344,424	4.3%	6.6%	4.6%	2.2%
Sales (RinggitsM)	57,810	62,258	68,052	73,885	79,620	7.7%	9.3%	8.6%	7.8%

INDUSTRY RATIOS

(Industry Averages)	Year					Percent Change Year-to-Year			
	2018	2019	2020	2021	2022	18-19	19-20	20-21	21-22
Sales (\$M)/Estab.	1.50	1.55	1.59	1.65	1.71	3.3%	2.5%	3.8%	3.5%
Sales (\$) per Emp.	49,018	50,626	51,904	53,850	56,798	3.3%	2.5%	3.8%	5.5%
Emps. per Estab.	30.6	30.6	30.6	30.6	30.0	0.0%	0.0%	0.0%	-1.9%
Ringgitss(M)/Estab.	6.10	6.30	6.46	6.71	6.94	3.3%	2.5%	3.8%	3.5%
Ringgits per Emp.	199,501	206,049	211,248	219,171	231,168	3.3%	2.5%	3.8%	5.5%

SIZE OF FIRM INDUSTRY ESTIMATES

Year	Establishments by Size of Firm									Total
	1-4 Emps.	5-9 Emps.	10-19 Emps.	20-49 Emps.	50-99 Emps.	100-249 Emps.	250-499 Emps.	500+ Emps.	Unknown Emps.	
2020	3,353	921	945	1,177	1,268	1,170	108	7	1,579	10,528
2021	3,509	964	989	1,231	1,327	1,224	113	7	1,652	11,017
2022	3,652	1,003	1,029	1,282	1,382	1,275	118	8	1,720	11,469
	Sales (\$Millions) by Size of Firm									Total
	1-4 Emps.	5-9 Emps.	10-19 Emps.	20-49 Emps.	50-99 Emps.	100-249 Emps.	250-499 Emps.	500+ Emps.	Unknown Emps.	
2020	370	243	613	1,576	4,233	7,128	2,245	266	44	16,720
2021	402	264	666	1,711	4,596	7,739	2,438	289	48	18,153
2022	433	284	718	1,844	4,953	8,340	2,627	311	52	19,563
	Employment by Size of Firm									Total
	1-4 Emps.	5-9 Emps.	10-19 Emps.	20-49 Emps.	50-99 Emps.	100-249 Emps.	250-499 Emps.	500+ Emps.	Unknown Emps.	
2020	8,382	5,341	12,852	35,413	75,347	147,542	31,539	4,147	1,579	322,142
2021	8,772	5,590	13,449	37,059	78,847	154,397	33,004	4,340	1,652	337,108
2022	9,131	5,819	14,000	38,577	82,078	160,723	27,860	4,517	1,720	344,424

MALAYSIA

SUB-INDUSTRIES – 2021 INDUSTRY ESTIMATES

	Category*	Total Establishments	Total Sales (\$M)	Total Employment
Grocery stores	Major1	6,672	1,856.7	103,043
Supermarkets	Minor1	878	4,296.4	30,309
Supermarkets, chain	Minor2	947	9,696.4	134,661
Supermarkets, greater than 100,000 square	Minor2	7	1.7	1,688
Supermarkets, independent	Minor2	238	503.3	11,856
Supermarkets, 55,000 - 65,000 square feet	Minor2	2	262.1	348
Supermarkets, 66,000 - 99,000 square feet	Minor2	2	0.8	232
Cooperative food stores	Minor2	35	30.2	1,101
Delicatessen stores	Minor2	673	196.7	5,351
Frozen food and freezer plans, except meat	Minor2	17	4.2	300
Grocery stores, chain	Minor2	190	322.1	20,035
Grocery stores, independent	Minor2	1,355	982.8	28,184

*Category-Major categories (Major1) are more general descriptions for companies that self-selected to capture the many functions they perform in the industry. Minor categories (Minor1, Minor2) are more specific for companies that have more detailed functions (Minor1 is a larger category than Minor2). Minor categories figures (sales, etc.) can be aggregated to larger minor categories (Minor2 sums to Minor1) and major categories overall figures.

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MEXICO

INDUSTRY ESTABLISHMENTS, SALES & EMPLOYMENT TRENDS

	Year					Percent Change Year-to-Year			
	2018	2019	2020	2021	2022	18-19	19-20	20-21	21-22
Establishments	31,921	34,274	36,710	38,593	40,360	7.4%	7.1%	5.1%	4.6%
Sales (\$Millions)	42,728	45,342	48,840	52,255	55,495	6.1%	7.7%	7.0%	6.2%
Employment	976,731	1,048,703	1,123,256	1,180,873	1,212,075	7.4%	7.1%	5.1%	2.6%
Sales (NPesosM)	846,021	897,774	967,024	1,034,647	1,098,792	6.1%	7.7%	7.0%	6.2%

INDUSTRY RATIOS

(Industry Averages)	Year					Percent Change Year-to-Year			
	2018	2019	2020	2021	2022	18-19	19-20	20-21	21-22
Sales (\$M)/Estab.	1.34	1.32	1.33	1.35	1.37	-1.2%	0.6%	1.8%	1.6%
Sales (\$) per Emp.	43,746	43,236	43,480	44,251	45,785	-1.2%	0.6%	1.8%	3.5%
Emps. per Estab.	30.6	30.6	30.6	30.6	30.0	0.0%	0.0%	0.0%	-1.9%
NPesos(M)/Estab.	26.50	26.19	26.34	26.81	27.22	-1.2%	0.6%	1.8%	1.6%
NPesos per Emp.	866,176	856,080	860,911	876,172	906,538	-1.2%	0.6%	1.8%	3.5%

SIZE OF FIRM INDUSTRY ESTIMATES

Year	Establishments by Size of Firm									Total
	1-4 Emps.	5-9 Emps.	10-19 Emps.	20-49 Emps.	50-99 Emps.	100-249 Emps.	250-499 Emps.	500+ Emps.	Unknown Emps.	
2020	11,691	3,211	3,295	4,102	4,423	4,080	378	24	5,505	36,710
2021	12,291	3,376	3,464	4,313	4,650	4,289	397	26	5,788	38,593
2022	12,854	3,530	3,623	4,510	4,863	4,485	416	27	6,053	40,360
	Sales (\$Millions) by Size of Firm									Total
	1-4 Emps.	5-9 Emps.	10-19 Emps.	20-49 Emps.	50-99 Emps.	100-249 Emps.	250-499 Emps.	500+ Emps.	Unknown Emps.	
2020	1,082	710	1,791	4,605	12,366	20,821	6,559	776	130	48,840
2021	1,158	759	1,917	4,927	13,231	22,277	7,018	831	139	52,255
2022	1,230	806	2,036	5,232	14,051	23,658	7,453	882	148	55,495
	Employment by Size of Firm									Total
	1-4 Emps.	5-9 Emps.	10-19 Emps.	20-49 Emps.	50-99 Emps.	100-249 Emps.	250-499 Emps.	500+ Emps.	Unknown Emps.	
2020	29,228	18,625	44,811	123,480	262,722	514,455	109,970	14,459	5,505	1,123,256
2021	30,727	19,580	47,110	129,814	276,198	540,844	115,610	15,201	5,788	1,180,873
2022	32,134	20,476	49,267	135,757	288,843	565,604	98,044	15,897	6,053	1,212,075

MEXICO

SUB-INDUSTRIES – 2021 INDUSTRY ESTIMATES

	Category*	Total Establishments	Total Sales (\$M)	Total Employment
Grocery stores	Major1	23,371	5,344.6	360,954
Supermarkets	Minor1	3,077	12,367.2	106,170
Supermarkets, chain	Minor2	3,318	27,911.3	471,710
Supermarkets, greater than 100,000 square	Minor2	25	4.9	5,913
Supermarkets, independent	Minor2	835	1,448.7	41,531
Supermarkets, 55,000 - 65,000 square feet	Minor2	8	754.5	1,220
Supermarkets, 66,000 - 99,000 square feet	Minor2	6	2.2	813
Cooperative food stores	Minor2	123	86.9	3,856
Delicatessen stores	Minor2	2,358	566.1	18,746
Frozen food and freezer plans, except meat	Minor2	60	12.2	1,052
Grocery stores, chain	Minor2	664	927.2	70,180
Grocery stores, independent	Minor2	4,747	2,829.1	98,729

*Category-Major categories (Major1) are more general descriptions for companies that self-selected to capture the many functions they perform in the industry. Minor categories (Minor1, Minor2) are more specific for companies that have more detailed functions (Minor1 is a larger category than Minor2). Minor categories figures (sales, etc.) can be aggregated to larger minor categories (Minor2 sums to Minor1) and major categories overall figures.

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NETHERLANDS

INDUSTRY ESTABLISHMENTS, SALES & EMPLOYMENT TRENDS

	Year					Percent Change Year-to-Year			
	2018	2019	2020	2021	2022	18-19	19-20	20-21	21-22
Establishments	4,088	4,217	4,448	4,605	4,743	3.2%	5.5%	3.5%	3.0%
Sales (\$Millions)	30,253	31,837	34,009	36,087	38,009	5.2%	6.8%	6.1%	5.3%
Employment	125,089	129,032	136,104	140,909	142,433	3.2%	5.5%	3.5%	1.1%
Sales (EurosM)	24,807	26,106	27,887	29,591	31,167	5.2%	6.8%	6.1%	5.3%

INDUSTRY RATIOS

(Industry Averages)	Year					Percent Change Year-to-Year			
	2018	2019	2020	2021	2022	18-19	19-20	20-21	21-22
Sales (\$M)/Estab.	7.40	7.55	7.65	7.84	8.01	2.0%	1.3%	2.5%	2.3%
Sales (\$) per Emp.	241,850	246,733	249,874	256,101	266,854	2.0%	1.3%	2.5%	4.2%
Emps. per Estab.	30.6	30.6	30.6	30.6	30.0	0.0%	0.0%	0.0%	-1.9%
Euros(M)/Estab.	6.07	6.19	6.27	6.43	6.57	2.0%	1.3%	2.5%	2.3%
Euros per Emp.	198,317	202,321	204,897	210,003	218,820	2.0%	1.3%	2.5%	4.2%

SIZE OF FIRM INDUSTRY ESTIMATES

Year	Establishments by Size of Firm									Total
	1-4 Emps.	5-9 Emps.	10-19 Emps.	20-49 Emps.	50-99 Emps.	100-249 Emps.	250-499 Emps.	500+ Emps.	Unknown Emps.	
2020	1,417	389	399	497	536	494	46	3	667	4,448
2021	1,467	403	413	515	555	512	47	3	691	4,605
2022	1,510	415	426	530	571	527	49	3	711	4,743
	Sales (\$Millions) by Size of Firm									Total
	1-4 Emps.	5-9 Emps.	10-19 Emps.	20-49 Emps.	50-99 Emps.	100-249 Emps.	250-499 Emps.	500+ Emps.	Unknown Emps.	
2020	753	494	1,247	3,206	8,611	14,499	4,567	541	90	34,009
2021	800	524	1,324	3,402	9,137	15,385	4,846	574	96	36,087
2022	842	552	1,394	3,583	9,624	16,204	5,104	604	101	38,009
	Employment by Size of Firm									Total
	1-4 Emps.	5-9 Emps.	10-19 Emps.	20-49 Emps.	50-99 Emps.	100-249 Emps.	250-499 Emps.	500+ Emps.	Unknown Emps.	
2020	3,542	2,257	5,430	14,962	31,834	62,336	13,325	1,752	667	136,104
2021	3,667	2,336	5,621	15,490	32,958	64,537	13,795	1,814	691	140,909
2022	3,776	2,406	5,789	15,953	33,943	66,465	11,521	1,868	711	142,433

NETHERLANDS

SUB-INDUSTRIES – 2021 INDUSTRY ESTIMATES

	Category*	Total Establishments	Total Sales (\$M)	Total Employment
Grocery stores	Major1	2,789	3,691.0	43,071
Supermarkets	Minor1	367	8,540.7	12,669
Supermarkets, chain	Minor2	396	19,275.4	56,287
Supermarkets, greater than 100,000 square	Minor2	3	3.4	706
Supermarkets, independent	Minor2	100	1,000.5	4,956
Supermarkets, 55,000 - 65,000 square feet	Minor2	1	521.1	146
Supermarkets, 66,000 - 99,000 square feet	Minor2	1	1.5	97
Cooperative food stores	Minor2	15	60.0	460
Delicatessen stores	Minor2	281	390.9	2,237
Frozen food and freezer plans, except meat	Minor2	7	8.4	126
Grocery stores, chain	Minor2	79	640.3	8,374
Grocery stores, independent	Minor2	566	1,953.7	11,781

*Category-Major categories (Major1) are more general descriptions for companies that self-selected to capture the many functions they perform in the industry. Minor categories (Minor1, Minor2) are more specific for companies that have more detailed functions (Minor1 is a larger category than Minor2). Minor categories figures (sales, etc.) can be aggregated to larger minor categories (Minor2 sums to Minor1) and major categories overall figures.

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NEW ZEALAND

INDUSTRY ESTABLISHMENTS, SALES & EMPLOYMENT TRENDS

	Year					Percent Change Year-to-Year			
	2018	2019	2020	2021	2022	18-19	19-20	20-21	21-22
Establishments	1,079	1,108	1,176	1,224	1,268	2.7%	6.1%	4.1%	3.6%
Sales (\$Millions)	6,852	7,332	7,963	8,525	8,998	7.0%	8.6%	7.1%	5.5%
Employment	33,012	33,914	35,978	37,463	38,086	2.7%	6.1%	4.1%	1.7%
Sales (DollarsM)	9,593	10,264	11,148	11,935	12,597	7.0%	8.6%	7.1%	5.5%

INDUSTRY RATIOS

(Industry Averages)	Year					Percent Change Year-to-Year			
	2018	2019	2020	2021	2022	18-19	19-20	20-21	21-22
Sales (\$M)/Estab.	6.35	6.61	6.77	6.96	7.09	4.2%	2.4%	2.8%	1.9%
Sales (\$) per Emp.	207,557	216,185	221,322	227,548	236,242	4.2%	2.4%	2.8%	3.8%
Emps. per Estab.	30.6	30.6	30.6	30.6	30.0	0.0%	0.0%	0.0%	-1.9%
Dollars(M)/Estab.	8.89	9.26	9.48	9.75	9.93	4.2%	2.4%	2.8%	1.9%
Dollars per Emp.	290,580	302,659	309,851	318,567	330,739	4.2%	2.4%	2.8%	3.8%

SIZE OF FIRM INDUSTRY ESTIMATES

Year	Establishments by Size of Firm									Total
	1-4 Emps.	5-9 Emps.	10-19 Emps.	20-49 Emps.	50-99 Emps.	100-249 Emps.	250-499 Emps.	500+ Emps.	Unknown Emps.	
2020	374	103	106	131	142	131	12	1	176	1,176
2021	390	107	110	137	148	136	13	1	184	1,224
2022	404	111	114	142	153	141	13	1	190	1,268
	Sales (\$Millions) by Size of Firm									Total
2020	176	116	292	751	2,016	3,395	1,069	127	21	7,963
2021	189	124	313	804	2,158	3,634	1,145	135	23	8,525
2022	199	131	330	848	2,278	3,836	1,208	143	24	8,998
	Employment by Size of Firm									Total
2020	936	597	1,435	3,955	8,415	16,478	3,522	463	176	35,978
2021	975	621	1,495	4,118	8,762	17,158	3,668	482	184	37,463
2022	1,010	643	1,548	4,266	9,076	17,773	3,081	500	190	38,086

NEW ZEALAND

SUB-INDUSTRIES – 2021 INDUSTRY ESTIMATES

	Category*	Total Establishments	Total Sales (\$M)	Total Employment
Grocery stores	Major1	741	871.9	11,451
Supermarkets	Minor1	98	2,017.5	3,368
Supermarkets, chain	Minor2	105	4,553.4	14,965
Supermarkets, greater than 100,000 square	Minor2	1	0.8	188
Supermarkets, independent	Minor2	26	236.3	1,318
Supermarkets, 55,000 - 65,000 square feet	Minor2	0	123.1	39
Supermarkets, 66,000 - 99,000 square feet	Minor2	0	0.4	26
Cooperative food stores	Minor2	4	14.2	122
Delicatessen stores	Minor2	75	92.4	595
Frozen food and freezer plans, except meat	Minor2	2	2.0	33
Grocery stores, chain	Minor2	21	151.3	2,226
Grocery stores, independent	Minor2	151	461.5	3,132

*Category-Major categories (Major1) are more general descriptions for companies that self-selected to capture the many functions they perform in the industry. Minor categories (Minor1, Minor2) are more specific for companies that have more detailed functions (Minor1 is a larger category than Minor2). Minor categories figures (sales, etc.) can be aggregated to larger minor categories (Minor2 sums to Minor1) and major categories overall figures.

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NIGERIA

INDUSTRY ESTABLISHMENTS, SALES & EMPLOYMENT TRENDS

	Year					Percent Change Year-to-Year			
	2018	2019	2020	2021	2022	18-19	19-20	20-21	21-22
Establishments	56,015	57,549	61,695	64,917	67,950	2.7%	7.2%	5.2%	4.7%
Sales (\$Millions)	16,015	16,570	17,405	18,017	18,385	3.5%	5.0%	3.5%	2.0%
Employment	1,713,957	1,760,873	1,887,734	1,986,332	2,040,634	2.7%	7.2%	5.2%	2.7%
Sales (NairaM)	6,101,633	6,313,219	6,631,225	6,864,529	7,004,785	3.5%	5.0%	3.5%	2.0%

INDUSTRY RATIOS

(Industry Averages)	Year					Percent Change Year-to-Year			
	2018	2019	2020	2021	2022	18-19	19-20	20-21	21-22
Sales (\$M)/Estab.	0.29	0.29	0.28	0.28	0.27	0.7%	-2.0%	-1.6%	-2.5%
Sales (\$) per Emp.	9,344	9,410	9,220	9,071	9,010	0.7%	-2.0%	-1.6%	-0.7%
Emps. per Estab.	30.6	30.6	30.6	30.6	30.0	0.0%	0.0%	0.0%	-1.9%
Naira(M)/Estab.	108.93	109.70	107.48	105.74	103.09	0.7%	-2.0%	-1.6%	-2.5%
Naira per Emp.	3,559,968	3,585,278	3,512,796	3,455,881	3,432,651	0.7%	-2.0%	-1.6%	-0.7%

SIZE OF FIRM INDUSTRY ESTIMATES

Year	Establishments by Size of Firm									Total
	1-4 Emps.	5-9 Emps.	10-19 Emps.	20-49 Emps.	50-99 Emps.	100-249 Emps.	250-499 Emps.	500+ Emps.	Unknown Emps.	
2020	19,648	5,397	5,537	6,894	7,433	6,856	635	41	9,252	61,695
2021	20,674	5,679	5,827	7,254	7,821	7,214	669	43	9,735	64,917
2022	21,640	5,944	6,099	7,593	8,187	7,551	700	45	10,190	67,950
	Sales (\$Millions) by Size of Firm									Total
	1-4 Emps.	5-9 Emps.	10-19 Emps.	20-49 Emps.	50-99 Emps.	100-249 Emps.	250-499 Emps.	500+ Emps.	Unknown Emps.	
2020	386	253	638	1,641	4,407	7,420	2,337	277	46	17,405
2021	399	262	661	1,699	4,562	7,681	2,420	286	48	18,017
2022	407	267	674	1,733	4,655	7,838	2,469	292	49	18,385
	Employment by Size of Firm									Total
	1-4 Emps.	5-9 Emps.	10-19 Emps.	20-49 Emps.	50-99 Emps.	100-249 Emps.	250-499 Emps.	500+ Emps.	Unknown Emps.	
2020	49,120	31,301	75,310	207,520	441,529	864,589	184,814	24,300	9,252	1,887,734
2021	51,686	32,935	79,243	218,359	464,590	909,747	194,467	25,570	9,735	1,986,332
2022	54,100	34,474	82,945	228,559	486,292	952,244	165,066	26,764	10,190	2,040,634

NIGERIA

SUB-INDUSTRIES – 2021 INDUSTRY ESTIMATES

	Category*	Total Establishments	Total Sales (\$M)	Total Employment
Grocery stores	Major1	39,313	1,842.8	607,157
Supermarkets	Minor1	5,176	4,264.1	178,587
Supermarkets, chain	Minor2	5,581	9,623.6	793,458
Supermarkets, greater than 100,000 square	Minor2	42	1.7	9,946
Supermarkets, independent	Minor2	1,405	499.5	69,859
Supermarkets, 55,000 - 65,000 square feet	Minor2	14	260.2	2,052
Supermarkets, 66,000 - 99,000 square feet	Minor2	11	0.7	1,367
Cooperative food stores	Minor2	206	30.0	6,486
Delicatessen stores	Minor2	3,966	195.2	31,532
Frozen food and freezer plans, except meat	Minor2	100	4.2	1,770
Grocery stores, chain	Minor2	1,118	319.7	118,049
Grocery stores, independent	Minor2	7,985	975.4	166,070

*Category-Major categories (Major1) are more general descriptions for companies that self-selected to capture the many functions they perform in the industry. Minor categories (Minor1, Minor2) are more specific for companies that have more detailed functions (Minor1 is a larger category than Minor2). Minor categories figures (sales, etc.) can be aggregated to larger minor categories (Minor2 sums to Minor1) and major categories overall figures.

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NORWAY

INDUSTRY ESTABLISHMENTS, SALES & EMPLOYMENT TRENDS

	Year					Percent Change Year-to-Year			
	2018	2019	2020	2021	2022	18-19	19-20	20-21	21-22
Establishments	1,494	1,562	1,659	1,729	1,793	4.5%	6.2%	4.2%	3.7%
Sales (\$Millions)	16,872	17,633	18,706	19,714	20,622	4.5%	6.1%	5.4%	4.6%
Employment	45,727	47,792	50,756	52,907	53,845	4.5%	6.2%	4.2%	1.8%
Sales (KronesM)	146,783	153,404	162,746	171,511	179,412	4.5%	6.1%	5.4%	4.6%

INDUSTRY RATIOS

(Industry Averages)	Year					Percent Change Year-to-Year			
	2018	2019	2020	2021	2022	18-19	19-20	20-21	21-22
Sales (\$M)/Estab.	11.29	11.29	11.28	11.40	11.50	0.0%	-0.1%	1.1%	0.9%
Sales (\$) per Emp.	368,962	368,946	368,560	372,614	382,991	0.0%	-0.1%	1.1%	2.8%
Emps. per Estab.	30.6	30.6	30.6	30.6	30.0	0.0%	0.0%	0.0%	-1.9%
Krones(M)/Estab.	98.22	98.21	98.11	99.19	100.07	0.0%	-0.1%	1.1%	0.9%
Krones per Emp.	3,209,969	3,209,831	3,206,470	3,241,739	3,332,020	0.0%	-0.1%	1.1%	2.8%

SIZE OF FIRM INDUSTRY ESTIMATES

Year	Establishments by Size of Firm									Total
	1-4 Emps.	5-9 Emps.	10-19 Emps.	20-49 Emps.	50-99 Emps.	100-249 Emps.	250-499 Emps.	500+ Emps.	Unknown Emps.	
2020	528	145	149	185	200	184	17	1	249	1,659
2021	551	151	155	193	208	192	18	1	259	1,729
2022	571	157	161	200	216	199	18	1	269	1,793
	Sales (\$Millions) by Size of Firm									Total
	1-4 Emps.	5-9 Emps.	10-19 Emps.	20-49 Emps.	50-99 Emps.	100-249 Emps.	250-499 Emps.	500+ Emps.	Unknown Emps.	
2020	414	272	686	1,764	4,736	7,975	2,512	297	50	18,706
2021	437	286	723	1,859	4,991	8,404	2,647	313	52	19,714
2022	457	300	756	1,944	5,221	8,792	2,769	328	55	20,622
	Employment by Size of Firm									Total
	1-4 Emps.	5-9 Emps.	10-19 Emps.	20-49 Emps.	50-99 Emps.	100-249 Emps.	250-499 Emps.	500+ Emps.	Unknown Emps.	
2020	1,321	842	2,025	5,580	11,871	23,246	4,969	653	249	50,756
2021	1,377	877	2,111	5,816	12,375	24,232	5,180	681	259	52,907
2022	1,428	910	2,189	6,031	12,831	25,126	4,355	706	269	53,845

NORWAY

SUB-INDUSTRIES – 2021 INDUSTRY ESTIMATES

	Category*	Total Establishments	Total Sales (\$M)	Total Employment
Grocery stores	Major1	1,047	2,016.3	16,172
Supermarkets	Minor1	138	4,665.7	4,757
Supermarkets, chain	Minor2	149	10,529.9	21,134
Supermarkets, greater than 100,000 square	Minor2	1	1.9	265
Supermarkets, independent	Minor2	37	546.5	1,861
Supermarkets, 55,000 - 65,000 square feet	Minor2	0	284.7	55
Supermarkets, 66,000 - 99,000 square feet	Minor2	0	0.8	36
Cooperative food stores	Minor2	5	32.8	173
Delicatessen stores	Minor2	106	213.6	840
Frozen food and freezer plans, except meat	Minor2	3	4.6	47
Grocery stores, chain	Minor2	30	349.8	3,144
Grocery stores, independent	Minor2	213	1,067.3	4,423

*Category-Major categories (Major1) are more general descriptions for companies that self-selected to capture the many functions they perform in the industry. Minor categories (Minor1, Minor2) are more specific for companies that have more detailed functions (Minor1 is a larger category than Minor2). Minor categories figures (sales, etc.) can be aggregated to larger minor categories (Minor2 sums to Minor1) and major categories overall figures.

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PAKISTAN

INDUSTRY ESTABLISHMENTS, SALES & EMPLOYMENT TRENDS

	Year					Percent Change Year-to-Year			
	2018	2019	2020	2021	2022	18-19	19-20	20-21	21-22
Establishments	42,231	44,086	47,072	49,331	51,427	4.4%	6.8%	4.8%	4.2%
Sales (\$Millions)	10,078	10,905	11,977	13,066	14,148	8.2%	9.8%	9.1%	8.3%
Employment	1,292,195	1,348,937	1,440,299	1,509,426	1,544,448	4.4%	6.8%	4.8%	2.3%
Sales (RupeesM)	1,612,403	1,744,846	1,916,393	2,090,609	2,263,669	8.2%	9.8%	9.1%	8.3%

INDUSTRY RATIOS

(Industry Averages)	Year					Percent Change Year-to-Year			
	2018	2019	2020	2021	2022	18-19	19-20	20-21	21-22
Sales (\$M)/Estab.	0.24	0.25	0.25	0.26	0.28	3.7%	2.9%	4.1%	3.9%
Sales (\$) per Emp.	7,799	8,084	8,316	8,656	9,161	3.7%	2.9%	4.1%	5.8%
Emps. per Estab.	30.6	30.6	30.6	30.6	30.0	0.0%	0.0%	0.0%	-1.9%
Rupees(M)/Estab.	38.18	39.58	40.71	42.38	44.02	3.7%	2.9%	4.1%	3.9%
Rupees per Emp.	1,247,802	1,293,497	1,330,552	1,385,035	1,465,681	3.7%	2.9%	4.1%	5.8%

SIZE OF FIRM INDUSTRY ESTIMATES

Year	Establishments by Size of Firm									Total
	1-4 Emps.	5-9 Emps.	10-19 Emps.	20-49 Emps.	50-99 Emps.	100-249 Emps.	250-499 Emps.	500+ Emps.	Unknown Emps.	
2020	14,991	4,118	4,225	5,260	5,671	5,231	485	31	7,059	47,072
2021	15,711	4,315	4,428	5,513	5,944	5,482	508	33	7,398	49,331
2022	16,378	4,499	4,616	5,747	6,196	5,715	530	34	7,712	51,427
	Sales (\$Millions) by Size of Firm									Total
	1-4 Emps.	5-9 Emps.	10-19 Emps.	20-49 Emps.	50-99 Emps.	100-249 Emps.	250-499 Emps.	500+ Emps.	Unknown Emps.	
2020	265	174	439	1,129	3,033	5,106	1,608	190	32	11,977
2021	289	190	479	1,232	3,308	5,570	1,755	208	35	13,066
2022	313	206	519	1,334	3,582	6,032	1,900	225	38	14,148
	Employment by Size of Firm									Total
	1-4 Emps.	5-9 Emps.	10-19 Emps.	20-49 Emps.	50-99 Emps.	100-249 Emps.	250-499 Emps.	500+ Emps.	Unknown Emps.	
2020	37,478	23,882	57,460	158,333	336,877	659,662	141,009	18,541	7,059	1,440,299
2021	39,277	25,028	60,217	165,932	353,045	691,322	147,777	19,430	7,398	1,509,426
2022	40,946	26,091	62,777	172,984	368,049	720,703	124,930	20,256	7,712	1,544,448

PAKISTAN

SUB-INDUSTRIES – 2021 INDUSTRY ESTIMATES

	Category*	Total Establishments	Total Sales (\$M)	Total Employment
Grocery stores	Major1	29,874	1,336.4	461,383
Supermarkets	Minor1	3,933	3,092.4	135,709
Supermarkets, chain	Minor2	4,241	6,979.2	602,953
Supermarkets, greater than 100,000 square	Minor2	32	1.2	7,558
Supermarkets, independent	Minor2	1,068	362.2	53,086
Supermarkets, 55,000 - 65,000 square feet	Minor2	11	188.7	1,559
Supermarkets, 66,000 - 99,000 square feet	Minor2	8	0.5	1,039
Cooperative food stores	Minor2	157	21.7	4,929
Delicatessen stores	Minor2	3,014	141.6	23,961
Frozen food and freezer plans, except meat	Minor2	76	3.0	1,345
Grocery stores, chain	Minor2	849	231.9	89,706
Grocery stores, independent	Minor2	6,068	707.4	126,198

*Category-Major categories (Major1) are more general descriptions for companies that self-selected to capture the many functions they perform in the industry. Minor categories (Minor1, Minor2) are more specific for companies that have more detailed functions (Minor1 is a larger category than Minor2). Minor categories figures (sales, etc.) can be aggregated to larger minor categories (Minor2 sums to Minor1) and major categories overall figures.

Note: Due to rounding, establishments will vary by + or - one establishment. Therefore, zero establishments may also be one establishment.

PERU

INDUSTRY ESTABLISHMENTS, SALES & EMPLOYMENT TRENDS

	Year					Percent Change Year-to-Year			
	2018	2019	2020	2021	2022	18-19	19-20	20-21	21-22
Establishments	9,067	9,470	10,073	10,516	10,921	4.4%	6.4%	4.4%	3.9%
Sales (\$Millions)	8,538	9,105	9,856	10,597	11,309	6.6%	8.2%	7.5%	6.7%
Employment	277,446	289,768	308,215	321,777	327,988	4.4%	6.4%	4.4%	1.9%
Sales (PesosM)	30,823	32,870	35,580	38,255	40,825	6.6%	8.2%	7.5%	6.7%

INDUSTRY RATIOS

(Industry Averages)	Year					Percent Change Year-to-Year			
	2018	2019	2020	2021	2022	18-19	19-20	20-21	21-22
Sales (\$M)/Estab.	0.94	0.96	0.98	1.01	1.04	2.1%	1.8%	3.0%	2.8%
Sales (\$) per Emp.	30,775	31,423	31,977	32,932	34,480	2.1%	1.8%	3.0%	4.7%
Emps. per Estab.	30.6	30.6	30.6	30.6	30.0	0.0%	0.0%	0.0%	-1.9%
Pesos(M)/Estab.	3.40	3.47	3.53	3.64	3.74	2.1%	1.8%	3.0%	2.8%
Pesos per Emp.	111,096	113,437	115,439	118,886	124,471	2.1%	1.8%	3.0%	4.7%

SIZE OF FIRM INDUSTRY ESTIMATES

Year	Establishments by Size of Firm									Total
	1-4 Emps.	5-9 Emps.	10-19 Emps.	20-49 Emps.	50-99 Emps.	100-249 Emps.	250-499 Emps.	500+ Emps.	Unknown Emps.	
2020	3,208	881	904	1,126	1,214	1,119	104	7	1,511	10,073
2021	3,349	920	944	1,175	1,267	1,169	108	7	1,577	10,516
2022	3,478	955	980	1,220	1,316	1,214	112	7	1,638	10,921
	Sales (\$Millions) by Size of Firm									Total
	1-4 Emps.	5-9 Emps.	10-19 Emps.	20-49 Emps.	50-99 Emps.	100-249 Emps.	250-499 Emps.	500+ Emps.	Unknown Emps.	
2020	218	143	362	929	2,495	4,202	1,324	157	26	9,856
2021	235	154	389	999	2,683	4,518	1,423	168	28	10,597
2022	251	164	415	1,066	2,863	4,821	1,519	180	30	11,309
	Employment by Size of Firm									Total
	1-4 Emps.	5-9 Emps.	10-19 Emps.	20-49 Emps.	50-99 Emps.	100-249 Emps.	250-499 Emps.	500+ Emps.	Unknown Emps.	
2020	8,020	5,111	12,296	33,882	72,089	141,163	30,175	3,968	1,511	308,215
2021	8,373	5,335	12,837	35,373	75,262	147,375	31,503	4,142	1,577	321,777
2022	8,695	5,541	13,332	36,736	78,161	153,053	26,531	4,302	1,638	327,988

PERU

SUB-INDUSTRIES – 2021 INDUSTRY ESTIMATES

	Category*	Total Establishments	Total Sales (\$M)	Total Employment
Grocery stores	Major1	6,369	1,083.8	98,357
Supermarkets	Minor1	839	2,508.0	28,930
Supermarkets, chain	Minor2	904	5,660.2	128,537
Supermarkets, greater than 100,000 square	Minor2	7	1.0	1,611
Supermarkets, independent	Minor2	228	293.8	11,317
Supermarkets, 55,000 - 65,000 square feet	Minor2	2	153.0	332
Supermarkets, 66,000 - 99,000 square feet	Minor2	2	0.4	221
Cooperative food stores	Minor2	33	17.6	1,051
Delicatessen stores	Minor2	642	114.8	5,108
Frozen food and freezer plans, except meat	Minor2	16	2.5	287
Grocery stores, chain	Minor2	181	188.0	19,123
Grocery stores, independent	Minor2	1,294	573.7	26,903

*Category-Major categories (Major1) are more general descriptions for companies that self-selected to capture the many functions they perform in the industry. Minor categories (Minor1, Minor2) are more specific for companies that have more detailed functions (Minor1 is a larger category than Minor2). Minor categories figures (sales, etc.) can be aggregated to larger minor categories (Minor2 sums to Minor1) and major categories overall figures.

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PHILLIPINES

INDUSTRY ESTABLISHMENTS, SALES & EMPLOYMENT TRENDS

	Year					Percent Change Year-to-Year			
	2018	2019	2020	2021	2022	18-19	19-20	20-21	21-22
Establishments	22,991	23,973	25,564	26,756	27,857	4.3%	6.6%	4.7%	4.1%
Sales (\$Millions)	11,198	12,272	13,650	15,079	16,534	9.6%	11.2%	10.5%	9.6%
Employment	703,487	733,522	782,196	818,685	836,605	4.3%	6.6%	4.7%	2.2%
Sales (PesosM)	537,485	589,060	655,195	723,814	793,643	9.6%	11.2%	10.5%	9.6%

INDUSTRY RATIOS

(Industry Averages)	Year					Percent Change Year-to-Year			
	2018	2019	2020	2021	2022	18-19	19-20	20-21	21-22
Sales (\$M)/Estab.	0.49	0.51	0.53	0.56	0.59	5.1%	4.3%	5.5%	5.3%
Sales (\$) per Emp.	15,917	16,730	17,451	18,419	19,763	5.1%	4.3%	5.5%	7.3%
Emps. per Estab.	30.6	30.6	30.6	30.6	30.0	0.0%	0.0%	0.0%	-1.9%
Pesos(M)/Estab.	23.38	24.57	25.63	27.05	28.49	5.1%	4.3%	5.5%	5.3%
Pesos per Emp.	764,030	803,057	837,635	884,118	948,648	5.1%	4.3%	5.5%	7.3%

SIZE OF FIRM INDUSTRY ESTIMATES

Year	Establishments by Size of Firm									Total
	1-4 Emps.	5-9 Emps.	10-19 Emps.	20-49 Emps.	50-99 Emps.	100-249 Emps.	250-499 Emps.	500+ Emps.	Unknown Emps.	
2020	8,141	2,236	2,294	2,857	3,080	2,841	263	17	3,834	25,564
2021	8,521	2,340	2,402	2,990	3,224	2,974	276	18	4,012	26,756
2022	8,872	2,437	2,500	3,113	3,356	3,096	287	19	4,178	27,857
	Sales (\$Millions) by Size of Firm									Total
	1-4 Emps.	5-9 Emps.	10-19 Emps.	20-49 Emps.	50-99 Emps.	100-249 Emps.	250-499 Emps.	500+ Emps.	Unknown Emps.	
2020	302	198	501	1,287	3,456	5,819	1,833	217	36	13,650
2021	334	219	553	1,422	3,818	6,429	2,025	240	40	15,079
2022	366	240	606	1,559	4,186	7,049	2,220	263	44	16,534
	Employment by Size of Firm									Total
	1-4 Emps.	5-9 Emps.	10-19 Emps.	20-49 Emps.	50-99 Emps.	100-249 Emps.	250-499 Emps.	500+ Emps.	Unknown Emps.	
2020	20,353	12,970	31,205	85,987	182,951	358,249	76,579	10,069	3,834	782,196
2021	21,303	13,575	32,661	89,999	191,485	374,961	80,151	10,539	4,012	818,685
2022	22,180	14,133	34,005	93,703	199,367	390,394	67,673	10,973	4,178	836,605

PHILLIPINES

SUB-INDUSTRIES – 2021 INDUSTRY ESTIMATES

	Category*	Total Establishments	Total Sales (\$M)	Total Employment
Grocery stores	Major1	16,203	1,542.3	250,246
Supermarkets	Minor1	2,133	3,568.9	73,606
Supermarkets, chain	Minor2	2,300	8,054.5	327,031
Supermarkets, greater than 100,000 square	Minor2	17	1.4	4,099
Supermarkets, independent	Minor2	579	418.1	28,793
Supermarkets, 55,000 - 65,000 square feet	Minor2	6	217.7	846
Supermarkets, 66,000 - 99,000 square feet	Minor2	4	0.6	563
Cooperative food stores	Minor2	85	25.1	2,673
Delicatessen stores	Minor2	1,634	163.4	12,996
Frozen food and freezer plans, except meat	Minor2	41	3.5	730
Grocery stores, chain	Minor2	461	267.6	48,655
Grocery stores, independent	Minor2	3,291	816.4	68,447

*Category-Major categories (Major1) are more general descriptions for companies that self-selected to capture the many functions they perform in the industry. Minor categories (Minor1, Minor2) are more specific for companies that have more detailed functions (Minor1 is a larger category than Minor2). Minor categories figures (sales, etc.) can be aggregated to larger minor categories (Minor2 sums to Minor1) and major categories overall figures.

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POLAND

INDUSTRY ESTABLISHMENTS, SALES & EMPLOYMENT TRENDS

	Year					Percent Change Year-to-Year			
	2018	2019	2020	2021	2022	18-19	19-20	20-21	21-22
Establishments	8,343	8,565	8,994	9,271	9,506	2.7%	5.0%	3.1%	2.5%
Sales (\$Millions)	20,383	21,685	23,417	25,117	26,742	6.4%	8.0%	7.3%	6.5%
Employment	255,268	262,066	275,207	283,666	285,467	2.7%	5.0%	3.1%	0.6%
Sales (ZlotysM)	73,378	78,065	84,300	90,423	96,271	6.4%	8.0%	7.3%	6.5%

INDUSTRY RATIOS

(Industry Averages)	Year					Percent Change Year-to-Year			
	2018	2019	2020	2021	2022	18-19	19-20	20-21	21-22
Sales (\$M)/Estab.	2.44	2.53	2.60	2.71	2.81	3.6%	2.8%	4.1%	3.8%
Sales (\$) per Emp.	79,848	82,745	85,087	88,546	93,678	3.6%	2.8%	4.1%	5.8%
Emps. per Estab.	30.6	30.6	30.6	30.6	30.0	0.0%	0.0%	0.0%	-1.9%
Zlotys(M)/Estab.	8.80	9.11	9.37	9.75	10.13	3.6%	2.8%	4.1%	3.8%
Zlotys per Emp.	287,455	297,882	306,313	318,765	337,240	3.6%	2.8%	4.1%	5.8%

SIZE OF FIRM INDUSTRY ESTIMATES

Year	Establishments by Size of Firm									Total
	1-4 Emps.	5-9 Emps.	10-19 Emps.	20-49 Emps.	50-99 Emps.	100-249 Emps.	250-499 Emps.	500+ Emps.	Unknown Emps.	
2020	2,864	787	807	1,005	1,084	1,000	93	6	1,349	8,994
2021	2,952	811	832	1,036	1,117	1,030	95	6	1,390	9,271
2022	3,027	831	853	1,062	1,145	1,056	98	6	1,426	9,506
	Sales (\$Millions) by Size of Firm									Total
	1-4 Emps.	5-9 Emps.	10-19 Emps.	20-49 Emps.	50-99 Emps.	100-249 Emps.	250-499 Emps.	500+ Emps.	Unknown Emps.	
2020	519	340	859	2,208	5,929	9,983	3,145	372	62	23,417
2021	556	365	921	2,368	6,360	10,708	3,373	399	67	25,117
2022	592	388	981	2,521	6,771	11,401	3,591	425	71	26,742
	Employment by Size of Firm									Total
	1-4 Emps.	5-9 Emps.	10-19 Emps.	20-49 Emps.	50-99 Emps.	100-249 Emps.	250-499 Emps.	500+ Emps.	Unknown Emps.	
2020	7,161	4,563	10,979	30,254	64,369	126,046	26,944	3,543	1,349	275,207
2021	7,381	4,703	11,317	31,184	66,348	129,920	27,772	3,652	1,390	283,666
2022	7,568	4,823	11,603	31,973	68,028	133,211	23,091	3,744	1,426	285,467

POLAND

SUB-INDUSTRIES – 2021 INDUSTRY ESTIMATES

	Category*	Total Establishments	Total Sales (\$M)	Total Employment
Grocery stores	Major1	5,614	2,569.0	86,707
Supermarkets	Minor1	739	5,944.6	25,504
Supermarkets, chain	Minor2	797	13,416.2	113,313
Supermarkets, greater than 100,000 square	Minor2	6	2.4	1,420
Supermarkets, independent	Minor2	201	696.3	9,976
Supermarkets, 55,000 - 65,000 square feet	Minor2	2	362.7	293
Supermarkets, 66,000 - 99,000 square feet	Minor2	2	1.0	195
Cooperative food stores	Minor2	29	41.8	926
Delicatessen stores	Minor2	566	272.1	4,503
Frozen food and freezer plans, except meat	Minor2	14	5.8	253
Grocery stores, chain	Minor2	160	445.7	16,858
Grocery stores, independent	Minor2	1,140	1,359.9	23,716

*Category-Major categories (Major1) are more general descriptions for companies that self-selected to capture the many functions they perform in the industry. Minor categories (Minor1, Minor2) are more specific for companies that have more detailed functions (Minor1 is a larger category than Minor2). Minor categories figures (sales, etc.) can be aggregated to larger minor categories (Minor2 sums to Minor1) and major categories overall figures.

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PORTUGAL

INDUSTRY ESTABLISHMENTS, SALES & EMPLOYMENT TRENDS

	Year					Percent Change Year-to-Year			
	2018	2019	2020	2021	2022	18-19	19-20	20-21	21-22
Establishments	2,545	2,602	2,724	2,800	2,863	2.2%	4.7%	2.8%	2.2%
Sales (\$Millions)	8,240	8,628	9,170	9,607	9,921	4.7%	6.3%	4.8%	3.3%
Employment	77,862	79,605	83,356	85,671	85,966	2.2%	4.7%	2.8%	0.3%
Sales (EurosM)	6,757	7,075	7,520	7,877	8,135	4.7%	6.3%	4.8%	3.3%

INDUSTRY RATIOS

(Industry Averages)	Year					Percent Change Year-to-Year			
	2018	2019	2020	2021	2022	18-19	19-20	20-21	21-22
Sales (\$M)/Estab.	3.24	3.32	3.37	3.43	3.47	2.4%	1.5%	1.9%	1.0%
Sales (\$) per Emp.	105,830	108,384	110,015	112,135	115,404	2.4%	1.5%	1.9%	2.9%
Emps. per Estab.	30.6	30.6	30.6	30.6	30.0	0.0%	0.0%	0.0%	-1.9%
Euros(M)/Estab.	2.66	2.72	2.76	2.81	2.84	2.4%	1.5%	1.9%	1.0%
Euros per Emp.	86,781	88,875	90,212	91,951	94,632	2.4%	1.5%	1.9%	2.9%

SIZE OF FIRM INDUSTRY ESTIMATES

Year	Establishments by Size of Firm									Total
	1-4 Emps.	5-9 Emps.	10-19 Emps.	20-49 Emps.	50-99 Emps.	100-249 Emps.	250-499 Emps.	500+ Emps.	Unknown Emps.	
2020	868	238	245	304	328	303	28	2	409	2,724
2021	892	245	251	313	337	311	29	2	420	2,800
2022	912	250	257	320	345	318	29	2	429	2,863
	Sales (\$Millions) by Size of Firm									Total
2020	203	133	336	865	2,322	3,910	1,232	146	24	9,170
2021	213	140	352	906	2,432	4,096	1,290	153	26	9,607
2022	220	144	364	935	2,512	4,229	1,332	158	26	9,921
	Employment by Size of Firm									Total
2020	2,169	1,382	3,325	9,163	19,496	38,177	8,161	1,073	409	83,356
2021	2,229	1,421	3,418	9,418	20,038	39,237	8,387	1,103	420	85,671
2022	2,279	1,452	3,494	9,629	20,486	40,115	6,954	1,127	429	85,966

PORTUGAL

SUB-INDUSTRIES – 2021 INDUSTRY ESTIMATES

	Category*	Total Establishments	Total Sales (\$M)	Total Employment
Grocery stores	Major1	1,696	982.6	26,187
Supermarkets	Minor1	223	2,273.6	7,702
Supermarkets, chain	Minor2	241	5,131.3	34,222
Supermarkets, greater than 100,000 square	Minor2	2	0.9	429
Supermarkets, independent	Minor2	61	266.3	3,013
Supermarkets, 55,000 - 65,000 square feet	Minor2	1	138.7	88
Supermarkets, 66,000 - 99,000 square feet	Minor2	0	0.4	59
Cooperative food stores	Minor2	9	16.0	280
Delicatessen stores	Minor2	171	104.1	1,360
Frozen food and freezer plans, except meat	Minor2	4	2.2	76
Grocery stores, chain	Minor2	48	170.5	5,091
Grocery stores, independent	Minor2	344	520.1	7,163

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PUERTO RICO

INDUSTRY ESTABLISHMENTS, SALES & EMPLOYMENT TRENDS

	Year					Percent Change Year-to-Year			
	2018	2019	2020	2021	2022	18-19	19-20	20-21	21-22
Establishments	1,090	1,120	1,166	1,191	1,211	2.8%	4.1%	2.2%	1.6%
Sales (\$Millions)	4,718	4,766	4,889	4,941	4,922	1.0%	2.6%	1.1%	-0.4%
Employment	33,348	34,266	35,670	36,446	36,358	2.8%	4.1%	2.2%	-0.2%
Sales (DollarsM)	4,718	4,766	4,889	4,941	4,922	1.0%	2.6%	1.1%	-0.4%

INDUSTRY RATIOS

(Industry Averages)	Year					Percent Change Year-to-Year			
	2018	2019	2020	2021	2022	18-19	19-20	20-21	21-22
Sales (\$M)/Estab.	4.33	4.26	4.19	4.15	4.07	-1.7%	-1.5%	-1.1%	-2.0%
Sales (\$) per Emp.	141,482	139,097	137,048	135,566	135,376	-1.7%	-1.5%	-1.1%	-0.1%
Emps. per Estab.	30.6	30.6	30.6	30.6	30.0	0.0%	0.0%	0.0%	-1.9%
Dollars(M)/Estab.	4.33	4.26	4.19	4.15	4.07	-1.7%	-1.5%	-1.1%	-2.0%
Dollars per Emp.	141,482	139,097	137,048	135,566	135,376	-1.7%	-1.5%	-1.1%	-0.1%

SIZE OF FIRM INDUSTRY ESTIMATES

Year	Establishments by Size of Firm									Total
	1-4 Emps.	5-9 Emps.	10-19 Emps.	20-49 Emps.	50-99 Emps.	100-249 Emps.	250-499 Emps.	500+ Emps.	Unknown Emps.	
2020	371	102	105	130	140	130	12	1	175	1,166
2021	379	104	107	133	144	132	12	1	179	1,191
2022	386	106	109	135	146	135	12	1	182	1,211
	Sales (\$Millions) by Size of Firm									Total
2020	108	71	179	461	1,238	2,084	657	78	13	4,889
2021	109	72	181	466	1,251	2,106	664	79	13	4,941
2022	109	72	181	464	1,246	2,098	661	78	13	4,922
	Employment by Size of Firm									Total
2020	928	591	1,423	3,921	8,343	16,337	3,492	459	175	35,670
2021	948	604	1,454	4,007	8,524	16,692	3,568	469	179	36,446
2022	964	614	1,478	4,072	8,664	16,966	2,941	477	182	36,358

PUERTO RICO

SUB-INDUSTRIES – 2021 INDUSTRY ESTIMATES

	Category*	Total Establishments	Total Sales (\$M)	Total Employment
Grocery stores	Major1	721	505.3	11,140
Supermarkets	Minor1	95	1,169.4	3,277
Supermarkets, chain	Minor2	102	2,639.1	14,559
Supermarkets, greater than 100,000 square	Minor2	1	0.5	182
Supermarkets, independent	Minor2	26	137.0	1,282
Supermarkets, 55,000 - 65,000 square feet	Minor2	0	71.3	38
Supermarkets, 66,000 - 99,000 square feet	Minor2	0	0.2	25
Cooperative food stores	Minor2	4	8.2	119
Delicatessen stores	Minor2	73	53.5	579
Frozen food and freezer plans, except meat	Minor2	2	1.1	32
Grocery stores, chain	Minor2	21	87.7	2,166
Grocery stores, independent	Minor2	147	267.5	3,047

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QATAR

INDUSTRY ESTABLISHMENTS, SALES & EMPLOYMENT TRENDS

	Year					Percent Change Year-to-Year			
	2018	2019	2020	2021	2022	18-19	19-20	20-21	21-22
Establishments	774	885	996	1,101	1,210	14.3%	12.6%	10.5%	9.9%
Sales (\$Millions)	7,089	7,508	8,071	8,552	8,933	5.9%	7.5%	6.0%	4.5%
Employment	23,682	27,078	30,483	33,682	36,337	14.3%	12.6%	10.5%	7.9%
Sales (RiyalsM)	25,805	27,329	29,379	31,129	32,518	5.9%	7.5%	6.0%	4.5%

INDUSTRY RATIOS

(Industry Averages)	Year					Percent Change Year-to-Year			
	2018	2019	2020	2021	2022	18-19	19-20	20-21	21-22
Sales (\$M)/Estab.	9.16	8.48	8.10	7.77	7.38	-7.4%	-4.5%	-4.1%	-5.0%
Sales (\$) per Emp.	299,355	277,275	264,774	253,901	245,849	-7.4%	-4.5%	-4.1%	-3.2%
Emps. per Estab.	30.6	30.6	30.6	30.6	30.0	0.0%	0.0%	0.0%	-1.9%
Riyals(M)/Estab.	33.34	30.88	29.49	28.28	26.88	-7.4%	-4.5%	-4.1%	-5.0%
Riyals per Emp.	1,089,653	1,009,282	963,777	924,200	894,891	-7.4%	-4.5%	-4.1%	-3.2%

SIZE OF FIRM INDUSTRY ESTIMATES

Year	Establishments by Size of Firm									Total
	1-4 Emps.	5-9 Emps.	10-19 Emps.	20-49 Emps.	50-99 Emps.	100-249 Emps.	250-499 Emps.	500+ Emps.	Unknown Emps.	
2020	317	87	89	111	120	111	10	1	149	996
2021	351	96	99	123	133	122	11	1	165	1,101
2022	385	106	109	135	146	134	12	1	181	1,210
	Sales (\$Millions) by Size of Firm									Total
	1-4 Emps.	5-9 Emps.	10-19 Emps.	20-49 Emps.	50-99 Emps.	100-249 Emps.	250-499 Emps.	500+ Emps.	Unknown Emps.	
2020	179	117	296	761	2,044	3,441	1,084	128	21	8,071
2021	189	124	314	806	2,165	3,646	1,148	136	23	8,552
2022	198	130	328	842	2,262	3,808	1,200	142	24	8,933
	Employment by Size of Firm									Total
	1-4 Emps.	5-9 Emps.	10-19 Emps.	20-49 Emps.	50-99 Emps.	100-249 Emps.	250-499 Emps.	500+ Emps.	Unknown Emps.	
2020	793	505	1,216	3,351	7,130	13,961	2,984	392	149	30,483
2021	876	558	1,344	3,703	7,878	15,427	3,298	434	165	33,682
2022	963	614	1,477	4,070	8,659	16,956	2,939	477	181	36,337

QATAR

SUB-INDUSTRIES – 2021 INDUSTRY ESTIMATES

	Category*	Total Establishments	Total Sales (\$M)	Total Employment
Grocery stores	Major1	667	874.7	10,296
Supermarkets	Minor1	88	2,024.0	3,028
Supermarkets, chain	Minor2	95	4,567.9	13,455
Supermarkets, greater than 100,000 square	Minor2	1	0.8	169
Supermarkets, independent	Minor2	24	237.1	1,185
Supermarkets, 55,000 - 65,000 square feet	Minor2	0	123.5	35
Supermarkets, 66,000 - 99,000 square feet	Minor2	0	0.4	23
Cooperative food stores	Minor2	3	14.2	110
Delicatessen stores	Minor2	67	92.6	535
Frozen food and freezer plans, except meat	Minor2	2	2.0	30
Grocery stores, chain	Minor2	19	151.7	2,002
Grocery stores, independent	Minor2	135	463.0	2,816

*Category-Major categories (Major1) are more general descriptions for companies that self-selected to capture the many functions they perform in the industry. Minor categories (Minor1, Minor2) are more specific for companies that have more detailed functions (Minor1 is a larger category than Minor2). Minor categories figures (sales, etc.) can be aggregated to larger minor categories (Minor2 sums to Minor1) and major categories overall figures.

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ROMANIA

INDUSTRY ESTABLISHMENTS, SALES & EMPLOYMENT TRENDS

	Year					Percent Change Year-to-Year			
	2018	2019	2020	2021	2022	18-19	19-20	20-21	21-22
Establishments	5,817	5,832	6,058	6,178	6,266	0.2%	3.9%	2.0%	1.4%
Sales (\$Millions)	8,834	9,493	10,354	11,217	12,062	7.5%	9.1%	8.3%	7.5%
Employment	177,992	178,434	185,375	189,028	188,192	0.2%	3.9%	2.0%	-0.4%
Sales (NLeusM)	35,423	38,066	41,519	44,981	48,368	7.5%	9.1%	8.3%	7.5%

INDUSTRY RATIOS

(Industry Averages)	Year					Percent Change Year-to-Year			
	2018	2019	2020	2021	2022	18-19	19-20	20-21	21-22
Sales (\$M)/Estab.	1.52	1.63	1.71	1.82	1.92	7.2%	5.0%	6.2%	6.0%
Sales (\$) per Emp.	49,630	53,201	55,854	59,341	64,094	7.2%	5.0%	6.2%	8.0%
Emps. per Estab.	30.6	30.6	30.6	30.6	30.0	0.0%	0.0%	0.0%	-1.9%
NLeus(M)/Estab.	6.09	6.53	6.85	7.28	7.72	7.2%	5.0%	6.2%	6.0%
NLeus per Emp.	199,016	213,335	223,973	237,958	257,016	7.2%	5.0%	6.2%	8.0%

SIZE OF FIRM INDUSTRY ESTIMATES

Year	Establishments by Size of Firm									Total
	1-4 Emps.	5-9 Emps.	10-19 Emps.	20-49 Emps.	50-99 Emps.	100-249 Emps.	250-499 Emps.	500+ Emps.	Unknown Emps.	
2020	1,929	530	544	677	730	673	62	4	909	6,058
2021	1,967	540	554	690	744	687	64	4	926	6,178
2022	1,996	548	562	700	755	696	65	4	940	6,266
	Sales (\$Millions) by Size of Firm									Total
	1-4 Emps.	5-9 Emps.	10-19 Emps.	20-49 Emps.	50-99 Emps.	100-249 Emps.	250-499 Emps.	500+ Emps.	Unknown Emps.	
2020	229	150	380	976	2,622	4,414	1,390	165	28	10,354
2021	249	163	411	1,058	2,840	4,782	1,506	178	30	11,217
2022	267	175	442	1,137	3,054	5,142	1,620	192	32	12,062
	Employment by Size of Firm									Total
	1-4 Emps.	5-9 Emps.	10-19 Emps.	20-49 Emps.	50-99 Emps.	100-249 Emps.	250-499 Emps.	500+ Emps.	Unknown Emps.	
2020	4,824	3,074	7,395	20,378	43,358	84,903	18,149	2,386	909	185,375
2021	4,919	3,134	7,541	20,780	44,212	86,575	18,506	2,433	926	189,028
2022	4,989	3,179	7,649	21,078	44,847	87,818	15,223	2,468	940	188,192

ROMANIA

SUB-INDUSTRIES – 2021 INDUSTRY ESTIMATES

	Category*	Total Establishments	Total Sales (\$M)	Total Employment
Grocery stores	Major1	3,741	1,147.3	57,780
Supermarkets	Minor1	493	2,654.8	16,995
Supermarkets, chain	Minor2	531	5,991.5	75,509
Supermarkets, greater than 100,000 square	Minor2	4	1.1	946
Supermarkets, independent	Minor2	134	311.0	6,648
Supermarkets, 55,000 - 65,000 square feet	Minor2	1	162.0	195
Supermarkets, 66,000 - 99,000 square feet	Minor2	1	0.5	130
Cooperative food stores	Minor2	20	18.6	617
Delicatessen stores	Minor2	377	121.5	3,001
Frozen food and freezer plans, except meat	Minor2	10	2.6	168
Grocery stores, chain	Minor2	106	199.0	11,234
Grocery stores, independent	Minor2	760	607.3	15,804

*Category-Major categories (Major1) are more general descriptions for companies that self-selected to capture the many functions they perform in the industry. Minor categories (Minor1, Minor2) are more specific for companies that have more detailed functions (Minor1 is a larger category than Minor2). Minor categories figures (sales, etc.) can be aggregated to larger minor categories (Minor2 sums to Minor1) and major categories overall figures.

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RUSSIA

INDUSTRY ESTABLISHMENTS, SALES & EMPLOYMENT TRENDS

	Year					Percent Change Year-to-Year			
	2018	2019	2020	2021	2022	18-19	19-20	20-21	21-22
Establishments	38,174	39,371	41,468	42,869	44,086	3.1%	5.3%	3.4%	2.8%
Sales (\$Millions)	64,463	65,341	67,244	68,748	69,770	1.4%	2.9%	2.2%	1.5%
Employment	1,168,043	1,204,661	1,268,830	1,311,717	1,323,973	3.1%	5.3%	3.4%	0.9%
Sales (RublesM)	4,796,018	4,861,397	5,002,928	5,114,825	5,190,917	1.4%	2.9%	2.2%	1.5%

INDUSTRY RATIOS

(Industry Averages)	Year					Percent Change Year-to-Year			
	2018	2019	2020	2021	2022	18-19	19-20	20-21	21-22
Sales (\$M)/Estab.	1.69	1.66	1.62	1.60	1.58	-1.7%	-2.3%	-1.1%	-1.3%
Sales (\$) per Emp.	55,189	54,240	52,997	52,410	52,698	-1.7%	-2.3%	-1.1%	0.5%
Emps. per Estab.	30.6	30.6	30.6	30.6	30.0	0.0%	0.0%	0.0%	-1.9%
Rubles(M)/Estab.	125.64	123.48	120.65	119.31	117.75	-1.7%	-2.3%	-1.1%	-1.3%
Rubles per Emp.	4,106,029	4,035,489	3,942,945	3,899,335	3,920,712	-1.7%	-2.3%	-1.1%	0.5%

SIZE OF FIRM INDUSTRY ESTIMATES

Year	Establishments by Size of Firm									Total
	1-4 Emps.	5-9 Emps.	10-19 Emps.	20-49 Emps.	50-99 Emps.	100-249 Emps.	250-499 Emps.	500+ Emps.	Unknown Emps.	
2020	13,206	3,627	3,722	4,634	4,996	4,608	427	28	6,219	41,468
2021	13,653	3,750	3,848	4,791	5,165	4,764	441	29	6,429	42,869
2022	14,040	3,856	3,957	4,927	5,312	4,899	454	29	6,611	44,086
	Sales (\$Millions) by Size of Firm									Total
	1-4 Emps.	5-9 Emps.	10-19 Emps.	20-49 Emps.	50-99 Emps.	100-249 Emps.	250-499 Emps.	500+ Emps.	Unknown Emps.	
2020	1,490	977	2,466	6,340	17,026	28,667	9,030	1,069	179	67,244
2021	1,523	999	2,522	6,481	17,406	29,308	9,232	1,093	183	68,748
2022	1,546	1,014	2,559	6,578	17,665	29,744	9,370	1,109	186	69,770
	Employment by Size of Firm									Total
	1-4 Emps.	5-9 Emps.	10-19 Emps.	20-49 Emps.	50-99 Emps.	100-249 Emps.	250-499 Emps.	500+ Emps.	Unknown Emps.	
2020	33,016	21,038	50,619	139,483	296,771	581,128	124,222	16,333	6,219	1,268,830
2021	34,132	21,750	52,330	144,198	306,802	600,771	128,421	16,885	6,429	1,311,717
2022	35,101	22,367	53,815	148,290	315,509	617,820	107,096	17,365	6,611	1,323,973

RUSSIA

SUB-INDUSTRIES – 2021 INDUSTRY ESTIMATES

	Category*	Total Establishments	Total Sales (\$M)	Total Employment
Grocery stores	Major1	25,961	7,031.5	400,949
Supermarkets	Minor1	3,418	16,270.5	117,934
Supermarkets, chain	Minor2	3,686	36,720.7	523,977
Supermarkets, greater than 100,000 square	Minor2	28	6.5	6,568
Supermarkets, independent	Minor2	928	1,905.9	46,133
Supermarkets, 55,000 - 65,000 square feet	Minor2	9	992.7	1,355
Supermarkets, 66,000 - 99,000 square feet	Minor2	7	2.9	903
Cooperative food stores	Minor2	136	114.3	4,283
Delicatessen stores	Minor2	2,619	744.8	20,823
Frozen food and freezer plans, except meat	Minor2	66	16.0	1,169
Grocery stores, chain	Minor2	738	1,219.9	77,956
Grocery stores, independent	Minor2	5,273	3,722.0	109,668

*Category-Major categories (Major1) are more general descriptions for companies that self-selected to capture the many functions they perform in the industry. Minor categories (Minor1, Minor2) are more specific for companies that have more detailed functions (Minor1 is a larger category than Minor2). Minor categories figures (sales, etc.) can be aggregated to larger minor categories (Minor2 sums to Minor1) and major categories overall figures.

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SAUDI ARABIA

INDUSTRY ESTABLISHMENTS, SALES & EMPLOYMENT TRENDS

	Year					Percent Change Year-to-Year			
	2018	2019	2020	2021	2022	18-19	19-20	20-21	21-22
Establishments	9,710	10,484	11,325	12,007	12,664	8.0%	8.0%	6.0%	5.5%
Sales (\$Millions)	31,525	33,388	35,892	38,032	39,728	5.9%	7.5%	6.0%	4.5%
Employment	297,109	320,796	346,525	367,399	380,315	8.0%	8.0%	6.0%	3.5%
Sales (RialsB)	118	125	135	143	149	5.9%	7.5%	6.0%	4.5%

INDUSTRY RATIOS

(Industry Averages)	Year					Percent Change Year-to-Year			
	2018	2019	2020	2021	2022	18-19	19-20	20-21	21-22
Sales (\$M)/Estab.	3.25	3.18	3.17	3.17	3.14	-1.9%	-0.5%	-0.1%	-1.0%
Sales (\$) per Emp.	106,106	104,078	103,578	103,516	104,462	-1.9%	-0.5%	-0.1%	0.9%
Emps. per Estab.	30.6	30.6	30.6	30.6	30.0	0.0%	0.0%	0.0%	-1.9%
Rials(B)/Estab.	0.01	0.01	0.01	0.01	0.01	-1.9%	-0.5%	-0.1%	-1.0%
Rials per Emp.	398	390	388	388	392	-1.9%	-0.5%	-0.1%	0.9%

SIZE OF FIRM INDUSTRY ESTIMATES

Year	Establishments by Size of Firm									Total
	1-4 Emps.	5-9 Emps.	10-19 Emps.	20-49 Emps.	50-99 Emps.	100-249 Emps.	250-499 Emps.	500+ Emps.	Unknown Emps.	
2020	3,607	991	1,016	1,266	1,364	1,259	117	8	1,698	11,325
2021	3,824	1,050	1,078	1,342	1,447	1,334	124	8	1,801	12,007
2022	4,033	1,108	1,137	1,415	1,526	1,407	130	8	1,899	12,664
	Sales (\$Millions) by Size of Firm									Total
	1-4 Emps.	5-9 Emps.	10-19 Emps.	20-49 Emps.	50-99 Emps.	100-249 Emps.	250-499 Emps.	500+ Emps.	Unknown Emps.	
2020	795	521	1,317	3,384	9,088	15,302	4,820	570	95	35,892
2021	843	552	1,395	3,586	9,629	16,214	5,107	604	101	38,032
2022	880	577	1,457	3,746	10,059	16,937	5,335	631	106	39,728
	Employment by Size of Firm									Total
	1-4 Emps.	5-9 Emps.	10-19 Emps.	20-49 Emps.	50-99 Emps.	100-249 Emps.	250-499 Emps.	500+ Emps.	Unknown Emps.	
2020	9,017	5,746	13,824	38,094	81,050	158,710	33,926	4,461	1,698	346,525
2021	9,560	6,092	14,657	40,388	85,932	168,270	35,969	4,729	1,801	367,399
2022	10,083	6,425	15,458	42,597	90,631	177,470	30,764	4,988	1,899	380,315

SAUDI ARABIA

SUB-INDUSTRIES – 2021 INDUSTRY ESTIMATES

	Category*	Total Establishments	Total Sales (\$M)	Total Employment
Grocery stores	Major1	7,271	3,889.8	112,302
Supermarkets	Minor1	957	9,000.9	33,032
Supermarkets, chain	Minor2	1,032	20,314.1	146,761
Supermarkets, greater than 100,000 square	Minor2	8	3.6	1,840
Supermarkets, independent	Minor2	260	1,054.4	12,921
Supermarkets, 55,000 - 65,000 square feet	Minor2	3	549.2	380
Supermarkets, 66,000 - 99,000 square feet	Minor2	2	1.6	253
Cooperative food stores	Minor2	38	63.2	1,200
Delicatessen stores	Minor2	734	412.0	5,832
Frozen food and freezer plans, except meat	Minor2	19	8.8	327
Grocery stores, chain	Minor2	207	674.8	21,835
Grocery stores, independent	Minor2	1,477	2,059.0	30,717

*Category-Major categories (Major1) are more general descriptions for companies that self-selected to capture the many functions they perform in the industry. Minor categories (Minor1, Minor2) are more specific for companies that have more detailed functions (Minor1 is a larger category than Minor2). Minor categories figures (sales, etc.) can be aggregated to larger minor categories (Minor2 sums to Minor1) and major categories overall figures.

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SINGAPORE

INDUSTRY ESTABLISHMENTS, SALES & EMPLOYMENT TRENDS

	Year					Percent Change Year-to-Year			
	2018	2019	2020	2021	2022	18-19	19-20	20-21	21-22
Establishments	1,518	1,605	1,714	1,796	1,873	5.8%	6.8%	4.8%	4.3%
Sales (\$Millions)	13,429	14,144	15,121	16,058	16,927	5.3%	6.9%	6.2%	5.4%
Employment	46,438	49,113	52,442	54,962	56,241	5.8%	6.8%	4.8%	2.3%
Sales (DollarsM)	17,861	18,811	20,111	21,357	22,513	5.3%	6.9%	6.2%	5.4%

INDUSTRY RATIOS

(Industry Averages)	Year					Percent Change Year-to-Year			
	2018	2019	2020	2021	2022	18-19	19-20	20-21	21-22
Sales (\$M)/Estab.	8.85	8.81	8.82	8.94	9.04	-0.4%	0.1%	1.3%	1.1%
Sales (\$) per Emp.	289,178	287,980	288,334	292,164	300,973	-0.4%	0.1%	1.3%	3.0%
Emps. per Estab.	30.6	30.6	30.6	30.6	30.0	0.0%	0.0%	0.0%	-1.9%
Dollars(M)/Estab.	11.77	11.72	11.73	11.89	12.02	-0.4%	0.1%	1.3%	1.1%
Dollars per Emp.	384,607	383,014	383,485	388,578	400,295	-0.4%	0.1%	1.3%	3.0%

SIZE OF FIRM INDUSTRY ESTIMATES

Year	Establishments by Size of Firm									Total
	1-4 Emps.	5-9 Emps.	10-19 Emps.	20-49 Emps.	50-99 Emps.	100-249 Emps.	250-499 Emps.	500+ Emps.	Unknown Emps.	
2020	546	150	154	192	206	190	18	1	257	1,714
2021	572	157	161	201	216	200	18	1	269	1,796
2022	596	164	168	209	226	208	19	1	281	1,873
	Sales (\$Millions) by Size of Firm									Total
	1-4 Emps.	5-9 Emps.	10-19 Emps.	20-49 Emps.	50-99 Emps.	100-249 Emps.	250-499 Emps.	500+ Emps.	Unknown Emps.	
2020	335	220	555	1,426	3,828	6,446	2,031	240	40	15,121
2021	356	233	589	1,514	4,066	6,846	2,156	255	43	16,058
2022	375	246	621	1,596	4,286	7,216	2,273	269	45	16,927
	Employment by Size of Firm									Total
	1-4 Emps.	5-9 Emps.	10-19 Emps.	20-49 Emps.	50-99 Emps.	100-249 Emps.	250-499 Emps.	500+ Emps.	Unknown Emps.	
2020	1,365	870	2,092	5,765	12,266	24,019	5,134	675	257	52,442
2021	1,430	911	2,193	6,042	12,855	25,173	5,381	708	269	54,962
2022	1,491	950	2,286	6,299	13,402	26,244	4,549	738	281	56,241

SINGAPORE

SUB-INDUSTRIES – 2021 INDUSTRY ESTIMATES

	Category*	Total Establishments	Total Sales (\$M)	Total Employment
Grocery stores	Major1	1,088	1,642.4	16,800
Supermarkets	Minor1	143	3,800.5	4,942
Supermarkets, chain	Minor2	154	8,577.2	21,955
Supermarkets, greater than 100,000 square	Minor2	1	1.5	275
Supermarkets, independent	Minor2	39	445.2	1,933
Supermarkets, 55,000 - 65,000 square feet	Minor2	0	231.9	57
Supermarkets, 66,000 - 99,000 square feet	Minor2	0	0.7	38
Cooperative food stores	Minor2	6	26.7	179
Delicatessen stores	Minor2	110	174.0	872
Frozen food and freezer plans, except meat	Minor2	3	3.7	49
Grocery stores, chain	Minor2	31	284.9	3,266
Grocery stores, independent	Minor2	221	869.4	4,595

*Category-Major categories (Major1) are more general descriptions for companies that self-selected to capture the many functions they perform in the industry. Minor categories (Minor1, Minor2) are more specific for companies that have more detailed functions (Minor1 is a larger category than Minor2). Minor categories figures (sales, etc.) can be aggregated to larger minor categories (Minor2 sums to Minor1) and major categories overall figures.

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SOUTH AFRICA

INDUSTRY ESTABLISHMENTS, SALES & EMPLOYMENT TRENDS

	Year					Percent Change Year-to-Year			
	2018	2019	2020	2021	2022	18-19	19-20	20-21	21-22
Establishments	10,071	10,582	11,304	11,852	12,361	5.1%	6.8%	4.8%	4.3%
Sales (\$Millions)	12,205	12,679	13,371	14,007	14,565	3.9%	5.5%	4.8%	4.0%
Employment	308,143	323,794	345,882	362,649	371,233	5.1%	6.8%	4.8%	2.4%
Sales (RandsM)	184,288	191,446	201,895	211,503	219,934	3.9%	5.5%	4.8%	4.0%

INDUSTRY RATIOS

(Industry Averages)	Year					Percent Change Year-to-Year			
	2018	2019	2020	2021	2022	18-19	19-20	20-21	21-22
Sales (\$M)/Estab.	1.21	1.20	1.18	1.18	1.18	-1.1%	-1.3%	-0.1%	-0.3%
Sales (\$) per Emp.	39,607	39,156	38,656	38,624	39,234	-1.1%	-1.3%	-0.1%	1.6%
Emps. per Estab.	30.6	30.6	30.6	30.6	30.0	0.0%	0.0%	0.0%	-1.9%
Rands(M)/Estab.	18.30	18.09	17.86	17.85	17.79	-1.1%	-1.3%	-0.1%	-0.3%
Rands per Emp.	598,061	591,260	583,710	583,216	592,441	-1.1%	-1.3%	-0.1%	1.6%

SIZE OF FIRM INDUSTRY ESTIMATES

Year	Establishments by Size of Firm									Total
	1-4 Emps.	5-9 Emps.	10-19 Emps.	20-49 Emps.	50-99 Emps.	100-249 Emps.	250-499 Emps.	500+ Emps.	Unknown Emps.	
2020	3,600	989	1,015	1,263	1,362	1,256	116	8	1,695	11,304
2021	3,775	1,037	1,064	1,324	1,428	1,317	122	8	1,777	11,852
2022	3,937	1,081	1,110	1,381	1,489	1,374	127	8	1,854	12,361
	Sales (\$Millions) by Size of Firm									Total
	1-4 Emps.	5-9 Emps.	10-19 Emps.	20-49 Emps.	50-99 Emps.	100-249 Emps.	250-499 Emps.	500+ Emps.	Unknown Emps.	
2020	296	194	490	1,261	3,385	5,700	1,796	213	36	13,371
2021	310	203	514	1,321	3,546	5,971	1,881	223	37	14,007
2022	323	212	534	1,373	3,688	6,209	1,956	231	39	14,565
	Employment by Size of Firm									Total
	1-4 Emps.	5-9 Emps.	10-19 Emps.	20-49 Emps.	50-99 Emps.	100-249 Emps.	250-499 Emps.	500+ Emps.	Unknown Emps.	
2020	9,000	5,735	13,799	38,023	80,900	158,415	33,863	4,452	1,695	345,882
2021	9,436	6,013	14,468	39,866	84,821	166,094	35,504	4,668	1,777	362,649
2022	9,842	6,272	15,089	41,580	88,467	173,233	30,029	4,869	1,854	371,233

SOUTH AFRICA

SUB-INDUSTRIES – 2021 INDUSTRY ESTIMATES

	Category*	Total Establishments	Total Sales (\$M)	Total Employment
Grocery stores	Major1	7,177	1,432.6	110,850
Supermarkets	Minor1	945	3,315.0	32,605
Supermarkets, chain	Minor2	1,019	7,481.6	144,863
Supermarkets, greater than 100,000 square	Minor2	8	1.3	1,816
Supermarkets, independent	Minor2	257	388.3	12,754
Supermarkets, 55,000 - 65,000 square feet	Minor2	3	202.3	375
Supermarkets, 66,000 - 99,000 square feet	Minor2	2	0.6	250
Cooperative food stores	Minor2	38	23.3	1,184
Delicatessen stores	Minor2	724	151.7	5,757
Frozen food and freezer plans, except meat	Minor2	18	3.3	323
Grocery stores, chain	Minor2	204	248.5	21,552
Grocery stores, independent	Minor2	1,458	758.3	30,320

*Category-Major categories (Major1) are more general descriptions for companies that self-selected to capture the many functions they perform in the industry. Minor categories (Minor1, Minor2) are more specific for companies that have more detailed functions (Minor1 is a larger category than Minor2). Minor categories figures (sales, etc.) can be aggregated to larger minor categories (Minor2 sums to Minor1) and major categories overall figures.

Note: Due to rounding, establishments will vary by + or - one establishment. Therefore, zero establishments may also be one establishment.

SOUTH KOREA

INDUSTRY ESTABLISHMENTS, SALES & EMPLOYMENT TRENDS

	Year					Percent Change Year-to-Year			
	2018	2019	2020	2021	2022	18-19	19-20	20-21	21-22
Establishments	14,607	15,112	15,973	16,571	17,102	3.5%	5.7%	3.7%	3.2%
Sales (\$Millions)	64,216	67,990	73,071	78,006	82,657	5.9%	7.5%	6.8%	6.0%
Employment	446,945	462,386	488,743	507,054	513,606	3.5%	5.7%	3.7%	1.3%
Sales (WonB)	70,059	74,178	79,720	85,104	90,179	5.9%	7.5%	6.8%	6.0%

INDUSTRY RATIOS

(Industry Averages)	Year					Percent Change Year-to-Year			
	2018	2019	2020	2021	2022	18-19	19-20	20-21	21-22
Sales (\$M)/Estab.	4.40	4.50	4.57	4.71	4.83	2.3%	1.7%	2.9%	2.7%
Sales (\$) per Emp.	143,677	147,042	149,508	153,841	160,935	2.3%	1.7%	2.9%	4.6%
Emps. per Estab.	30.6	30.6	30.6	30.6	30.0	0.0%	0.0%	0.0%	-1.9%
Won(B)/Estab.	4.80	4.91	4.99	5.14	5.27	2.3%	1.7%	2.9%	2.7%
Won per Emp.	156,751	160,423	163,113	167,841	175,580	2.3%	1.7%	2.9%	4.6%

SIZE OF FIRM INDUSTRY ESTIMATES

Year	Establishments by Size of Firm									Total
	1-4 Emps.	5-9 Emps.	10-19 Emps.	20-49 Emps.	50-99 Emps.	100-249 Emps.	250-499 Emps.	500+ Emps.	Unknown Emps.	
2020	5,087	1,397	1,434	1,785	1,924	1,775	164	11	2,395	15,973
2021	5,278	1,450	1,487	1,852	1,997	1,842	171	11	2,485	16,571
2022	5,447	1,496	1,535	1,911	2,061	1,901	176	11	2,565	17,102
	Sales (\$Millions) by Size of Firm									Total
	1-4 Emps.	5-9 Emps.	10-19 Emps.	20-49 Emps.	50-99 Emps.	100-249 Emps.	250-499 Emps.	500+ Emps.	Unknown Emps.	
2020	1,619	1,062	2,680	6,889	18,501	31,151	9,813	1,161	194	73,071
2021	1,728	1,133	2,861	7,354	19,750	33,255	10,476	1,240	207	78,006
2022	1,831	1,201	3,032	7,793	20,928	35,238	11,100	1,314	220	82,657
	Employment by Size of Firm									Total
	1-4 Emps.	5-9 Emps.	10-19 Emps.	20-49 Emps.	50-99 Emps.	100-249 Emps.	250-499 Emps.	500+ Emps.	Unknown Emps.	
2020	12,718	8,104	19,498	53,728	114,314	223,846	47,849	6,291	2,395	488,743
2021	13,194	8,407	20,229	55,741	118,597	232,232	49,642	6,527	2,485	507,054
2022	13,617	8,677	20,876	57,526	122,395	239,670	41,545	6,736	2,565	513,606

SOUTH KOREA

SUB-INDUSTRIES – 2021 INDUSTRY ESTIMATES

	Category*	Total Establishments	Total Sales (\$M)	Total Employment
Grocery stores	Major1	10,035	7,978.4	154,990
Supermarkets	Minor1	1,321	18,461.7	45,588
Supermarkets, chain	Minor2	1,425	41,665.9	202,547
Supermarkets, greater than 100,000 square	Minor2	11	7.4	2,539
Supermarkets, independent	Minor2	359	2,162.6	17,833
Supermarkets, 55,000 - 65,000 square feet	Minor2	4	1,126.4	524
Supermarkets, 66,000 - 99,000 square feet	Minor2	3	3.2	349
Cooperative food stores	Minor2	53	129.7	1,656
Delicatessen stores	Minor2	1,012	845.1	8,049
Frozen food and freezer plans, except meat	Minor2	26	18.1	452
Grocery stores, chain	Minor2	285	1,384.2	30,135
Grocery stores, independent	Minor2	2,038	4,223.2	42,393

*Category-Major categories (Major1) are more general descriptions for companies that self-selected to capture the many functions they perform in the industry. Minor categories (Minor1, Minor2) are more specific for companies that have more detailed functions (Minor1 is a larger category than Minor2). Minor categories figures (sales, etc.) can be aggregated to larger minor categories (Minor2 sums to Minor1) and major categories overall figures.

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SPAIN

INDUSTRY ESTABLISHMENTS, SALES & EMPLOYMENT TRENDS

	Year					Percent Change Year-to-Year			
	2018	2019	2020	2021	2022	18-19	19-20	20-21	21-22
Establishments	11,142	11,522	12,132	12,539	12,892	3.4%	5.3%	3.4%	2.8%
Sales (\$Millions)	49,991	53,184	57,431	61,128	64,146	6.4%	8.0%	6.4%	4.9%
Employment	340,934	352,535	371,222	383,676	387,166	3.4%	5.3%	3.4%	0.9%
Sales (EurosM)	40,993	43,611	47,093	50,125	52,600	6.4%	8.0%	6.4%	4.9%

INDUSTRY RATIOS

(Industry Averages)	Year					Percent Change Year-to-Year			
	2018	2019	2020	2021	2022	18-19	19-20	20-21	21-22
Sales (\$M)/Estab.	4.49	4.62	4.73	4.87	4.98	2.9%	2.5%	3.0%	2.1%
Sales (\$) per Emp.	146,630	150,861	154,707	159,323	165,680	2.9%	2.5%	3.0%	4.0%
Emps. per Estab.	30.6	30.6	30.6	30.6	30.0	0.0%	0.0%	0.0%	-1.9%
Euros(M)/Estab.	3.68	3.79	3.88	4.00	4.08	2.9%	2.5%	3.0%	2.1%
Euros per Emp.	120,237	123,706	126,860	130,645	135,858	2.9%	2.5%	3.0%	4.0%

SIZE OF FIRM INDUSTRY ESTIMATES

Year	Establishments by Size of Firm									Total
	1-4 Emps.	5-9 Emps.	10-19 Emps.	20-49 Emps.	50-99 Emps.	100-249 Emps.	250-499 Emps.	500+ Emps.	Unknown Emps.	
2020	3,864	1,061	1,089	1,356	1,462	1,348	125	8	1,819	12,132
2021	3,993	1,097	1,125	1,401	1,511	1,394	129	8	1,880	12,539
2022	4,106	1,128	1,157	1,441	1,553	1,433	133	9	1,933	12,892
	Sales (\$Millions) by Size of Firm									Total
	1-4 Emps.	5-9 Emps.	10-19 Emps.	20-49 Emps.	50-99 Emps.	100-249 Emps.	250-499 Emps.	500+ Emps.	Unknown Emps.	
2020	1,272	834	2,107	5,415	14,541	24,484	7,713	913	153	57,431
2021	1,354	888	2,242	5,763	15,477	26,060	8,209	972	163	61,128
2022	1,421	932	2,353	6,048	16,241	27,347	8,614	1,020	171	64,146
	Employment by Size of Firm									Total
	1-4 Emps.	5-9 Emps.	10-19 Emps.	20-49 Emps.	50-99 Emps.	100-249 Emps.	250-499 Emps.	500+ Emps.	Unknown Emps.	
2020	9,660	6,155	14,810	40,809	86,827	170,021	36,344	4,779	1,819	371,222
2021	9,984	6,362	15,306	42,178	89,739	175,725	37,563	4,939	1,880	383,676
2022	10,264	6,541	15,737	43,364	92,263	180,668	31,318	5,078	1,933	387,166

SPAIN

SUB-INDUSTRIES – 2021 INDUSTRY ESTIMATES

	Category*	Total Establishments	Total Sales (\$M)	Total Employment
Grocery stores	Major1	7,594	6,252.2	117,277
Supermarkets	Minor1	1,000	14,467.3	34,495
Supermarkets, chain	Minor2	1,078	32,651.0	153,263
Supermarkets, greater than 100,000 square	Minor2	8	5.8	1,921
Supermarkets, independent	Minor2	271	1,694.7	13,494
Supermarkets, 55,000 - 65,000 square feet	Minor2	3	882.7	396
Supermarkets, 66,000 - 99,000 square feet	Minor2	2	2.5	264
Cooperative food stores	Minor2	40	101.6	1,253
Delicatessen stores	Minor2	766	662.2	6,091
Frozen food and freezer plans, except meat	Minor2	19	14.2	342
Grocery stores, chain	Minor2	216	1,084.7	22,802
Grocery stores, independent	Minor2	1,542	3,309.5	32,078

*Category-Major categories (Major1) are more general descriptions for companies that self-selected to capture the many functions they perform in the industry. Minor categories (Minor1, Minor2) are more specific for companies that have more detailed functions (Minor1 is a larger category than Minor2). Minor categories figures (sales, etc.) can be aggregated to larger minor categories (Minor2 sums to Minor1) and major categories overall figures.

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SWEDEN

INDUSTRY ESTABLISHMENTS, SALES & EMPLOYMENT TRENDS

	Year					Percent Change Year-to-Year			
	2018	2019	2020	2021	2022	18-19	19-20	20-21	21-22
Establishments	2,495	2,580	2,733	2,841	2,939	3.4%	5.9%	4.0%	3.4%
Sales (\$Millions)	20,377	21,789	23,647	25,298	26,682	6.9%	8.5%	7.0%	5.5%
Employment	76,357	78,951	83,627	86,943	88,252	3.4%	5.9%	4.0%	1.5%
Sales (KronasM)	171,983	183,896	199,585	213,514	225,197	6.9%	8.5%	7.0%	5.5%

INDUSTRY RATIOS

(Industry Averages)	Year					Percent Change Year-to-Year			
	2018	2019	2020	2021	2022	18-19	19-20	20-21	21-22
Sales (\$M)/Estab.	8.17	8.44	8.65	8.90	9.08	3.4%	2.5%	2.9%	2.0%
Sales (\$) per Emp.	266,866	275,977	282,773	290,971	302,340	3.4%	2.5%	2.9%	3.9%
Emps. per Estab.	30.6	30.6	30.6	30.6	30.0	0.0%	0.0%	0.0%	-1.9%
Kronas(M)/Estab.	68.92	71.27	73.03	75.14	76.63	3.4%	2.5%	2.9%	2.0%
Kronas per Emp.	2,252,352	2,329,247	2,386,607	2,455,793	2,551,747	3.4%	2.5%	2.9%	3.9%

SIZE OF FIRM INDUSTRY ESTIMATES

Year	Establishments by Size of Firm									Total
	1-4 Emps.	5-9 Emps.	10-19 Emps.	20-49 Emps.	50-99 Emps.	100-249 Emps.	250-499 Emps.	500+ Emps.	Unknown Emps.	
2020	870	239	245	305	329	304	28	2	410	2,733
2021	905	249	255	318	342	316	29	2	426	2,841
2022	936	257	264	328	354	327	30	2	441	2,939
	Sales (\$Millions) by Size of Firm									Total
2020	524	344	867	2,229	5,987	10,081	3,176	376	63	23,647
2021	560	368	928	2,385	6,405	10,785	3,397	402	67	25,298
2022	591	388	979	2,516	6,756	11,375	3,583	424	71	26,682
	Employment by Size of Firm									Total
2020	2,176	1,387	3,336	9,193	19,560	38,301	8,187	1,077	410	83,627
2021	2,262	1,442	3,469	9,558	20,335	39,820	8,512	1,119	426	86,943
2022	2,340	1,491	3,587	9,885	21,031	41,182	7,139	1,157	441	88,252

SWEDEN

SUB-INDUSTRIES – 2021 INDUSTRY ESTIMATES

	Category*	Total Establishments	Total Sales (\$M)	Total Employment
Grocery stores	Major1	1,721	2,587.4	26,576
Supermarkets	Minor1	227	5,987.3	7,817
Supermarkets, chain	Minor2	244	13,512.5	34,730
Supermarkets, greater than 100,000 square	Minor2	2	2.4	435
Supermarkets, independent	Minor2	61	701.3	3,058
Supermarkets, 55,000 - 65,000 square feet	Minor2	1	365.3	90
Supermarkets, 66,000 - 99,000 square feet	Minor2	0	1.1	60
Cooperative food stores	Minor2	9	42.1	284
Delicatessen stores	Minor2	174	274.1	1,380
Frozen food and freezer plans, except meat	Minor2	4	5.9	77
Grocery stores, chain	Minor2	49	448.9	5,167
Grocery stores, independent	Minor2	350	1,369.6	7,269

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SWITZERLAND

INDUSTRY ESTABLISHMENTS, SALES & EMPLOYMENT TRENDS

	Year					Percent Change Year-to-Year			
	2018	2019	2020	2021	2022	18-19	19-20	20-21	21-22
Establishments	2,257	2,350	2,495	2,599	2,694	4.1%	6.2%	4.2%	3.7%
Sales (\$Millions)	27,001	28,155	29,802	31,337	32,707	4.3%	5.9%	5.1%	4.4%
Employment	69,048	71,902	76,331	79,537	80,916	4.1%	6.2%	4.2%	1.7%
Sales (SFrancsM)	24,031	25,058	26,524	27,890	29,109	4.3%	5.9%	5.1%	4.4%

INDUSTRY RATIOS

(Industry Averages)	Year					Percent Change Year-to-Year			
	2018	2019	2020	2021	2022	18-19	19-20	20-21	21-22
Sales (\$M)/Estab.	11.97	11.98	11.95	12.06	12.14	0.1%	-0.3%	0.9%	0.7%
Sales (\$) per Emp.	391,045	391,575	390,434	393,993	404,212	0.1%	-0.3%	0.9%	2.6%
Emps. per Estab.	30.6	30.6	30.6	30.6	30.0	0.0%	0.0%	0.0%	-1.9%
SFrancs(M)/Estab.	10.65	10.66	10.63	10.73	10.80	0.1%	-0.3%	0.9%	0.7%
SFrancs per Emp.	348,030	348,502	347,486	350,654	359,749	0.1%	-0.3%	0.9%	2.6%

SIZE OF FIRM INDUSTRY ESTIMATES

Year	Establishments by Size of Firm									Total
	1-4 Emps.	5-9 Emps.	10-19 Emps.	20-49 Emps.	50-99 Emps.	100-249 Emps.	250-499 Emps.	500+ Emps.	Unknown Emps.	
2020	794	218	224	279	301	277	26	2	374	2,495
2021	828	227	233	290	313	289	27	2	390	2,599
2022	858	236	242	301	325	299	28	2	404	2,694
	Sales (\$Millions) by Size of Firm									Total
	1-4 Emps.	5-9 Emps.	10-19 Emps.	20-49 Emps.	50-99 Emps.	100-249 Emps.	250-499 Emps.	500+ Emps.	Unknown Emps.	
2020	660	433	1,093	2,810	7,546	12,705	4,002	474	79	29,802
2021	694	455	1,149	2,954	7,934	13,359	4,208	498	83	31,337
2022	725	475	1,200	3,084	8,281	13,944	4,392	520	87	32,707
	Employment by Size of Firm									Total
	1-4 Emps.	5-9 Emps.	10-19 Emps.	20-49 Emps.	50-99 Emps.	100-249 Emps.	250-499 Emps.	500+ Emps.	Unknown Emps.	
2020	1,986	1,266	3,045	8,391	17,853	34,960	7,473	983	374	76,331
2021	2,070	1,319	3,173	8,744	18,603	36,428	7,787	1,024	390	79,537
2022	2,145	1,367	3,289	9,063	19,283	37,759	6,545	1,061	404	80,916

SWITZERLAND

SUB-INDUSTRIES – 2021 INDUSTRY ESTIMATES

	Category*	Total Establishments	Total Sales (\$M)	Total Employment
Grocery stores	Major1	1,574	3,205.1	24,312
Supermarkets	Minor1	207	7,416.5	7,151
Supermarkets, chain	Minor2	223	16,738.2	31,772
Supermarkets, greater than 100,000 square	Minor2	2	3.0	398
Supermarkets, independent	Minor2	56	868.8	2,797
Supermarkets, 55,000 - 65,000 square feet	Minor2	1	452.5	82
Supermarkets, 66,000 - 99,000 square feet	Minor2	0	1.3	55
Cooperative food stores	Minor2	8	52.1	260
Delicatessen stores	Minor2	159	339.5	1,263
Frozen food and freezer plans, except meat	Minor2	4	7.3	71
Grocery stores, chain	Minor2	45	556.1	4,727
Grocery stores, independent	Minor2	320	1,696.6	6,650

*Category-Major categories (Major1) are more general descriptions for companies that self-selected to capture the many functions they perform in the industry. Minor categories (Minor1, Minor2) are more specific for companies that have more detailed functions (Minor1 is a larger category than Minor2). Minor categories figures (sales, etc.) can be aggregated to larger minor categories (Minor2 sums to Minor1) and major categories overall figures.

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TAIWAN

INDUSTRY ESTABLISHMENTS, SALES & EMPLOYMENT TRENDS

	Year					Percent Change Year-to-Year			
	2018	2019	2020	2021	2022	18-19	19-20	20-21	21-22
Establishments	7,352	7,572	7,977	8,249	8,485	3.0%	5.4%	3.4%	2.9%
Sales (\$Millions)	21,593	22,716	24,257	25,731	27,092	5.2%	6.8%	6.1%	5.3%
Employment	224,944	231,691	244,091	252,402	254,821	3.0%	5.4%	3.4%	1.0%
Sales (DollarsM)	613,243	645,126	688,906	730,753	769,407	5.2%	6.8%	6.1%	5.3%

INDUSTRY RATIOS

(Industry Averages)	Year					Percent Change Year-to-Year			
	2018	2019	2020	2021	2022	18-19	19-20	20-21	21-22
Sales (\$M)/Estab.	2.94	3.00	3.04	3.12	3.19	2.1%	1.4%	2.6%	2.4%
Sales (\$) per Emp.	95,993	98,043	99,378	101,944	106,317	2.1%	1.4%	2.6%	4.3%
Emps. per Estab.	30.6	30.6	30.6	30.6	30.0	0.0%	0.0%	0.0%	-1.9%
Dollars(M)/Estab.	83.42	85.20	86.36	88.59	90.68	2.1%	1.4%	2.6%	2.4%
Dollars per Emp.	2,726,207	2,784,430	2,822,334	2,895,196	3,019,399	2.1%	1.4%	2.6%	4.3%

SIZE OF FIRM INDUSTRY ESTIMATES

Year	Establishments by Size of Firm									Total
	1-4 Emps.	5-9 Emps.	10-19 Emps.	20-49 Emps.	50-99 Emps.	100-249 Emps.	250-499 Emps.	500+ Emps.	Unknown Emps.	
2020	2,541	698	716	891	961	887	82	5	1,196	7,977
2021	2,627	722	740	922	994	917	85	6	1,237	8,249
2022	2,702	742	762	948	1,022	943	87	6	1,272	8,485
	Sales (\$Millions) by Size of Firm									Total
	1-4 Emps.	5-9 Emps.	10-19 Emps.	20-49 Emps.	50-99 Emps.	100-249 Emps.	250-499 Emps.	500+ Emps.	Unknown Emps.	
2020	537	352	890	2,287	6,142	10,341	3,258	386	64	24,257
2021	570	374	944	2,426	6,515	10,970	3,455	409	68	25,731
2022	600	394	994	2,554	6,859	11,550	3,638	431	72	27,092
	Employment by Size of Firm									Total
	1-4 Emps.	5-9 Emps.	10-19 Emps.	20-49 Emps.	50-99 Emps.	100-249 Emps.	250-499 Emps.	500+ Emps.	Unknown Emps.	
2020	6,351	4,047	9,738	26,833	57,091	111,794	23,897	3,142	1,196	244,091
2021	6,568	4,185	10,069	27,747	59,035	115,601	24,711	3,249	1,237	252,402
2022	6,756	4,305	10,358	28,541	60,725	118,910	20,612	3,342	1,272	254,821

TAIWAN

SUB-INDUSTRIES – 2021 INDUSTRY ESTIMATES

	Category*	Total Establishments	Total Sales (\$M)	Total Employment
Grocery stores	Major1	4,995	2,631.7	77,151
Supermarkets	Minor1	658	6,089.7	22,693
Supermarkets, chain	Minor2	709	13,743.8	100,824
Supermarkets, greater than 100,000 square	Minor2	5	2.4	1,264
Supermarkets, independent	Minor2	179	713.3	8,877
Supermarkets, 55,000 - 65,000 square feet	Minor2	2	371.5	261
Supermarkets, 66,000 - 99,000 square feet	Minor2	1	1.1	174
Cooperative food stores	Minor2	26	42.8	824
Delicatessen stores	Minor2	504	278.8	4,007
Frozen food and freezer plans, except meat	Minor2	13	6.0	225
Grocery stores, chain	Minor2	142	456.6	15,000
Grocery stores, independent	Minor2	1,015	1,393.1	21,102

*Category-Major categories (Major1) are more general descriptions for companies that self-selected to capture the many functions they perform in the industry. Minor categories (Minor1, Minor2) are more specific for companies that have more detailed functions (Minor1 is a larger category than Minor2). Minor categories figures (sales, etc.) can be aggregated to larger minor categories (Minor2 sums to Minor1) and major categories overall figures.

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THAILAND

INDUSTRY ESTABLISHMENTS, SALES & EMPLOYMENT TRENDS

	Year					Percent Change Year-to-Year			
	2018	2019	2020	2021	2022	18-19	19-20	20-21	21-22
Establishments	20,587	20,979	22,069	22,786	23,402	1.9%	5.2%	3.2%	2.7%
Sales (\$Millions)	19,702	20,919	22,546	24,136	25,647	6.2%	7.8%	7.1%	6.3%
Employment	629,931	641,929	675,260	697,193	702,808	1.9%	5.2%	3.2%	0.8%
Sales (BahtsM)	593,031	629,672	678,631	726,504	771,986	6.2%	7.8%	7.1%	6.3%

INDUSTRY RATIOS

(Industry Averages)	Year					Percent Change Year-to-Year			
	2018	2019	2020	2021	2022	18-19	19-20	20-21	21-22
Sales (\$M)/Estab.	0.96	1.00	1.02	1.06	1.10	4.2%	2.5%	3.7%	3.5%
Sales (\$) per Emp.	31,276	32,588	33,388	34,619	36,493	4.2%	2.5%	3.7%	5.4%
Emps. per Estab.	30.6	30.6	30.6	30.6	30.0	0.0%	0.0%	0.0%	-1.9%
Bahts(M)/Estab.	28.81	30.01	30.75	31.88	32.99	4.2%	2.5%	3.7%	3.5%
Bahts per Emp.	941,423	980,905	1,004,993	1,042,042	1,098,430	4.2%	2.5%	3.7%	5.4%

SIZE OF FIRM INDUSTRY ESTIMATES

Year	Establishments by Size of Firm									Total
	1-4 Emps.	5-9 Emps.	10-19 Emps.	20-49 Emps.	50-99 Emps.	100-249 Emps.	250-499 Emps.	500+ Emps.	Unknown Emps.	
2020	7,028	1,930	1,981	2,466	2,659	2,453	227	15	3,310	22,069
2021	7,257	1,993	2,045	2,546	2,745	2,532	235	15	3,417	22,786
2022	7,453	2,047	2,100	2,615	2,820	2,601	241	16	3,510	23,402
	Sales (\$Millions) by Size of Firm									Total
	1-4 Emps.	5-9 Emps.	10-19 Emps.	20-49 Emps.	50-99 Emps.	100-249 Emps.	250-499 Emps.	500+ Emps.	Unknown Emps.	
2020	500	328	827	2,126	5,708	9,612	3,028	358	60	22,546
2021	535	351	885	2,276	6,111	10,290	3,241	384	64	24,136
2022	568	373	941	2,418	6,494	10,934	3,444	408	68	25,647
	Employment by Size of Firm									Total
	1-4 Emps.	5-9 Emps.	10-19 Emps.	20-49 Emps.	50-99 Emps.	100-249 Emps.	250-499 Emps.	500+ Emps.	Unknown Emps.	
2020	17,571	11,196	26,939	74,232	157,939	309,271	66,110	8,692	3,310	675,260
2021	18,142	11,560	27,814	76,643	163,069	319,317	68,257	8,975	3,417	697,193
2022	18,633	11,873	28,567	78,717	167,482	327,959	56,850	9,218	3,510	702,808

THAILAND

SUB-INDUSTRIES – 2021 INDUSTRY ESTIMATES

	Category*	Total Establishments	Total Sales (\$M)	Total Employment
Grocery stores	Major1	13,799	2,468.6	213,109
Supermarkets	Minor1	1,817	5,712.4	62,683
Supermarkets, chain	Minor2	1,959	12,892.1	278,500
Supermarkets, greater than 100,000 square	Minor2	15	2.3	3,491
Supermarkets, independent	Minor2	493	669.1	24,520
Supermarkets, 55,000 - 65,000 square feet	Minor2	5	348.5	720
Supermarkets, 66,000 - 99,000 square feet	Minor2	4	1.0	480
Cooperative food stores	Minor2	72	40.1	2,277
Delicatessen stores	Minor2	1,392	261.5	11,068
Frozen food and freezer plans, except meat	Minor2	35	5.6	621
Grocery stores, chain	Minor2	392	428.3	41,435
Grocery stores, independent	Minor2	2,803	1,306.7	58,290

*Category-Major categories (Major1) are more general descriptions for companies that self-selected to capture the many functions they perform in the industry. Minor categories (Minor1, Minor2) are more specific for companies that have more detailed functions (Minor1 is a larger category than Minor2). Minor categories figures (sales, etc.) can be aggregated to larger minor categories (Minor2 sums to Minor1) and major categories overall figures.

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TURKEY

INDUSTRY ESTABLISHMENTS, SALES & EMPLOYMENT TRENDS

	Year					Percent Change Year-to-Year			
	2018	2019	2020	2021	2022	18-19	19-20	20-21	21-22
Establishments	17,501	18,143	19,277	20,103	20,855	3.7%	6.2%	4.3%	3.7%
Sales (\$Millions)	29,645	31,930	34,905	37,613	39,961	7.7%	9.3%	7.8%	6.2%
Employment	535,507	555,154	589,847	615,125	626,310	3.7%	6.2%	4.3%	1.8%
Sales (LirasM)	230,641	248,412	271,559	292,627	310,897	7.7%	9.3%	7.8%	6.2%

INDUSTRY RATIOS

(Industry Averages)	Year					Percent Change Year-to-Year			
	2018	2019	2020	2021	2022	18-19	19-20	20-21	21-22
Sales (\$M)/Estab.	1.69	1.76	1.81	1.87	1.92	3.9%	2.9%	3.3%	2.4%
Sales (\$) per Emp.	55,359	57,515	59,176	61,146	63,804	3.9%	2.9%	3.3%	4.3%
Emps. per Estab.	30.6	30.6	30.6	30.6	30.0	0.0%	0.0%	0.0%	-1.9%
Liras(M)/Estab.	13.18	13.69	14.09	14.56	14.91	3.9%	2.9%	3.3%	2.4%
Liras per Emp.	430,696	447,465	460,389	475,720	496,395	3.9%	2.9%	3.3%	4.3%

SIZE OF FIRM INDUSTRY ESTIMATES

Year	Establishments by Size of Firm									Total
	1-4 Emps.	5-9 Emps.	10-19 Emps.	20-49 Emps.	50-99 Emps.	100-249 Emps.	250-499 Emps.	500+ Emps.	Unknown Emps.	
2020	6,139	1,686	1,730	2,154	2,323	2,142	199	13	2,891	19,277
2021	6,402	1,759	1,804	2,247	2,422	2,234	207	13	3,015	20,103
2022	6,642	1,824	1,872	2,331	2,513	2,318	215	14	3,128	20,855
	Sales (\$Millions) by Size of Firm									Total
	1-4 Emps.	5-9 Emps.	10-19 Emps.	20-49 Emps.	50-99 Emps.	100-249 Emps.	250-499 Emps.	500+ Emps.	Unknown Emps.	
2020	773	507	1,280	3,291	8,838	14,881	4,688	555	93	34,905
2021	833	546	1,380	3,546	9,523	16,035	5,051	598	100	37,613
2022	885	581	1,466	3,768	10,118	17,036	5,367	635	106	39,961
	Employment by Size of Firm									Total
	1-4 Emps.	5-9 Emps.	10-19 Emps.	20-49 Emps.	50-99 Emps.	100-249 Emps.	250-499 Emps.	500+ Emps.	Unknown Emps.	
2020	15,348	9,780	23,531	64,842	137,961	270,152	57,748	7,593	2,891	589,847
2021	16,006	10,199	24,540	67,621	143,874	281,729	60,222	7,918	3,015	615,125
2022	16,604	10,581	25,457	70,149	149,253	292,262	50,662	8,214	3,128	626,310

TURKEY

SUB-INDUSTRIES – 2021 INDUSTRY ESTIMATES

	Category*	Total Establishments	Total Sales (\$M)	Total Employment
Grocery stores	Major1	12,174	3,847.0	188,024
Supermarkets	Minor1	1,603	8,901.8	55,304
Supermarkets, chain	Minor2	1,728	20,090.4	245,717
Supermarkets, greater than 100,000 square	Minor2	13	3.5	3,080
Supermarkets, independent	Minor2	435	1,042.8	21,634
Supermarkets, 55,000 - 65,000 square feet	Minor2	4	543.1	635
Supermarkets, 66,000 - 99,000 square feet	Minor2	3	1.6	423
Cooperative food stores	Minor2	64	62.5	2,009
Delicatessen stores	Minor2	1,228	407.5	9,765
Frozen food and freezer plans, except meat	Minor2	31	8.7	548
Grocery stores, chain	Minor2	346	667.4	36,557
Grocery stores, independent	Minor2	2,473	2,036.3	51,428

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UKRAINE

INDUSTRY ESTABLISHMENTS, SALES & EMPLOYMENT TRENDS

	Year					Percent Change Year-to-Year			
	2018	2019	2020	2021	2022	18-19	19-20	20-21	21-22
Establishments	12,288	12,593	13,200	13,580	13,897	2.5%	4.8%	2.9%	2.3%
Sales (\$Millions)	4,336	4,297	4,323	4,286	4,188	-0.9%	0.6%	-0.9%	-2.3%
Employment	375,979	385,318	403,879	415,511	417,364	2.5%	4.8%	2.9%	0.4%
Sales (HryvnaM)	122,713	121,599	122,350	121,298	118,517	-0.9%	0.6%	-0.9%	-2.3%

INDUSTRY RATIOS

(Industry Averages)	Year					Percent Change Year-to-Year			
	2018	2019	2020	2021	2022	18-19	19-20	20-21	21-22
Sales (\$M)/Estab.	0.35	0.34	0.33	0.32	0.30	-3.3%	-4.0%	-3.6%	-4.5%
Sales (\$) per Emp.	11,533	11,151	10,704	10,315	10,034	-3.3%	-4.0%	-3.6%	-2.7%
Emps. per Estab.	30.6	30.6	30.6	30.6	30.0	0.0%	0.0%	0.0%	-1.9%
Hryvna(M)/Estab.	9.99	9.66	9.27	8.93	8.53	-3.3%	-4.0%	-3.6%	-4.5%
Hryvna per Emp.	326,382	315,581	302,936	291,926	283,964	-3.3%	-4.0%	-3.6%	-2.7%

SIZE OF FIRM INDUSTRY ESTIMATES

Year	Establishments by Size of Firm									Total
	1-4 Emps.	5-9 Emps.	10-19 Emps.	20-49 Emps.	50-99 Emps.	100-249 Emps.	250-499 Emps.	500+ Emps.	Unknown Emps.	
2020	4,204	1,155	1,185	1,475	1,590	1,467	136	9	1,979	13,200
2021	4,325	1,188	1,219	1,518	1,636	1,509	140	9	2,036	13,580
2022	4,426	1,216	1,247	1,553	1,674	1,544	143	9	2,084	13,897
	Sales (\$Millions) by Size of Firm									Total
	1-4 Emps.	5-9 Emps.	10-19 Emps.	20-49 Emps.	50-99 Emps.	100-249 Emps.	250-499 Emps.	500+ Emps.	Unknown Emps.	
2020	96	63	159	408	1,095	1,843	581	69	11	4,323
2021	95	62	157	404	1,085	1,827	576	68	11	4,286
2022	93	61	154	395	1,060	1,785	562	67	11	4,188
	Employment by Size of Firm									Total
	1-4 Emps.	5-9 Emps.	10-19 Emps.	20-49 Emps.	50-99 Emps.	100-249 Emps.	250-499 Emps.	500+ Emps.	Unknown Emps.	
2020	10,509	6,697	16,112	44,399	94,465	184,978	39,541	5,199	1,979	403,879
2021	10,812	6,890	16,576	45,677	97,185	190,305	40,680	5,349	2,036	415,511
2022	11,065	7,051	16,964	46,746	99,460	194,759	33,760	5,474	2,084	417,364

UKRAINE

SUB-INDUSTRIES – 2021 INDUSTRY ESTIMATES

	Category*	Total Establishments	Total Sales (\$M)	Total Employment
Grocery stores	Major1	8,224	438.4	127,008
Supermarkets	Minor1	1,083	1,014.4	37,358
Supermarkets, chain	Minor2	1,168	2,289.4	165,979
Supermarkets, greater than 100,000 square	Minor2	9	0.4	2,081
Supermarkets, independent	Minor2	294	118.8	14,613
Supermarkets, 55,000 - 65,000 square feet	Minor2	3	61.9	429
Supermarkets, 66,000 - 99,000 square feet	Minor2	2	0.2	286
Cooperative food stores	Minor2	43	7.1	1,357
Delicatessen stores	Minor2	830	46.4	6,596
Frozen food and freezer plans, except meat	Minor2	21	1.0	370
Grocery stores, chain	Minor2	234	76.1	24,694
Grocery stores, independent	Minor2	1,670	232.1	34,739

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UNITED ARAB EMIRATES

INDUSTRY ESTABLISHMENTS, SALES & EMPLOYMENT TRENDS

	Year					Percent Change Year-to-Year			
	2018	2019	2020	2021	2022	18-19	19-20	20-21	21-22
Establishments	3,149	3,497	3,779	4,008	4,229	11.1%	8.1%	6.1%	5.5%
Sales (\$Millions)	18,159	19,444	21,133	22,640	23,913	7.1%	8.7%	7.1%	5.6%
Employment	96,345	106,999	115,628	122,645	127,009	11.1%	8.1%	6.1%	3.6%
Sales (DirhamM)	66,643	71,361	77,559	83,090	87,762	7.1%	8.7%	7.1%	5.6%

INDUSTRY RATIOS

(Industry Averages)	Year					Percent Change Year-to-Year			
	2018	2019	2020	2021	2022	18-19	19-20	20-21	21-22
Sales (\$M)/Estab.	5.77	5.56	5.59	5.65	5.65	-3.6%	0.6%	1.0%	0.1%
Sales (\$) per Emp.	188,477	181,726	182,769	184,602	188,282	-3.6%	0.6%	1.0%	2.0%
Emps. per Estab.	30.6	30.6	30.6	30.6	30.0	0.0%	0.0%	0.0%	-1.9%
Dirham(M)/Estab.	21.16	20.41	20.52	20.73	20.75	-3.6%	0.6%	1.0%	0.1%
Dirham per Emp.	691,711	666,934	670,761	677,488	690,993	-3.6%	0.6%	1.0%	2.0%

SIZE OF FIRM INDUSTRY ESTIMATES

Year	Establishments by Size of Firm									Total
	1-4 Emps.	5-9 Emps.	10-19 Emps.	20-49 Emps.	50-99 Emps.	100-249 Emps.	250-499 Emps.	500+ Emps.	Unknown Emps.	
2020	1,204	331	339	422	455	420	39	3	567	3,779
2021	1,277	351	360	448	483	445	41	3	601	4,008
2022	1,347	370	380	473	510	470	44	3	634	4,229
	Sales (\$Millions) by Size of Firm									Total
	1-4 Emps.	5-9 Emps.	10-19 Emps.	20-49 Emps.	50-99 Emps.	100-249 Emps.	250-499 Emps.	500+ Emps.	Unknown Emps.	
2020	468	307	775	1,992	5,351	9,010	2,838	336	56	21,133
2021	502	329	830	2,135	5,732	9,652	3,040	360	60	22,640
2022	530	347	877	2,255	6,055	10,195	3,211	380	64	23,913
	Employment by Size of Firm									Total
	1-4 Emps.	5-9 Emps.	10-19 Emps.	20-49 Emps.	50-99 Emps.	100-249 Emps.	250-499 Emps.	500+ Emps.	Unknown Emps.	
2020	3,009	1,917	4,613	12,711	27,045	52,958	11,320	1,488	567	115,628
2021	3,191	2,034	4,893	13,482	28,686	56,172	12,007	1,579	601	122,645
2022	3,367	2,146	5,162	14,226	30,267	59,268	10,274	1,666	634	127,009

UNITED ARAB EMIRATES

SUB-INDUSTRIES – 2021 INDUSTRY ESTIMATES

	Category*	Total Establishments	Total Sales (\$M)	Total Employment
Grocery stores	Major1	2,427	2,315.6	37,488
Supermarkets	Minor1	320	5,358.3	11,027
Supermarkets, chain	Minor2	345	12,093.1	48,991
Supermarkets, greater than 100,000 square	Minor2	3	2.1	614
Supermarkets, independent	Minor2	87	627.7	4,313
Supermarkets, 55,000 - 65,000 square feet	Minor2	1	326.9	127
Supermarkets, 66,000 - 99,000 square feet	Minor2	1	0.9	84
Cooperative food stores	Minor2	13	37.6	400
Delicatessen stores	Minor2	245	245.3	1,947
Frozen food and freezer plans, except meat	Minor2	6	5.3	109
Grocery stores, chain	Minor2	69	401.7	7,289
Grocery stores, independent	Minor2	493	1,225.7	10,254

*Category-Major categories (Major1) are more general descriptions for companies that self-selected to capture the many functions they perform in the industry. Minor categories (Minor1, Minor2) are more specific for companies that have more detailed functions (Minor1 is a larger category than Minor2). Minor categories figures (sales, etc.) can be aggregated to larger minor categories (Minor2 sums to Minor1) and major categories overall figures.

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UNITED KINGDOM

INDUSTRY ESTABLISHMENTS, SALES & EMPLOYMENT TRENDS

	Year					Percent Change Year-to-Year			
	2018	2019	2020	2021	2022	18-19	19-20	20-21	21-22
Establishments	15,941	16,566	17,543	18,234	18,854	3.9%	5.9%	3.9%	3.4%
Sales (\$Millions)	96,403	101,356	108,172	114,677	120,674	5.1%	6.7%	6.0%	5.2%
Employment	487,775	506,882	536,780	557,935	566,204	3.9%	5.9%	3.9%	1.5%
Sales (PoundsM)	71,338	75,004	80,048	84,861	89,299	5.1%	6.7%	6.0%	5.2%

INDUSTRY RATIOS

(Industry Averages)	Year					Percent Change Year-to-Year			
	2018	2019	2020	2021	2022	18-19	19-20	20-21	21-22
Sales (\$M)/Estab.	6.05	6.12	6.17	6.29	6.40	1.2%	0.8%	2.0%	1.8%
Sales (\$) per Emp.	197,638	199,960	201,521	205,539	213,128	1.2%	0.8%	2.0%	3.7%
Emps. per Estab.	30.6	30.6	30.6	30.6	30.0	0.0%	0.0%	0.0%	-1.9%
Pounds(M)/Estab.	4.48	4.53	4.56	4.65	4.74	1.2%	0.8%	2.0%	1.8%
Pounds per Emp.	146,252	147,971	149,125	152,099	157,715	1.2%	0.8%	2.0%	3.7%

SIZE OF FIRM INDUSTRY ESTIMATES

Year	Establishments by Size of Firm									Total
	1-4 Emps.	5-9 Emps.	10-19 Emps.	20-49 Emps.	50-99 Emps.	100-249 Emps.	250-499 Emps.	500+ Emps.	Unknown Emps.	
2020	5,587	1,535	1,575	1,960	2,114	1,950	181	12	2,631	17,543
2021	5,807	1,595	1,637	2,038	2,197	2,026	188	12	2,735	18,234
2022	6,004	1,649	1,692	2,107	2,272	2,095	194	13	2,827	18,854
	Sales (\$Millions) by Size of Firm									Total
	1-4 Emps.	5-9 Emps.	10-19 Emps.	20-49 Emps.	50-99 Emps.	100-249 Emps.	250-499 Emps.	500+ Emps.	Unknown Emps.	
2020	2,397	1,571	3,968	10,198	27,388	46,116	14,527	1,719	288	108,172
2021	2,541	1,666	4,206	10,812	29,035	48,889	15,400	1,823	305	114,677
2022	2,674	1,753	4,426	11,377	30,554	51,446	16,206	1,918	321	120,674
	Employment by Size of Firm									Total
	1-4 Emps.	5-9 Emps.	10-19 Emps.	20-49 Emps.	50-99 Emps.	100-249 Emps.	250-499 Emps.	500+ Emps.	Unknown Emps.	
2020	13,967	8,900	21,414	59,009	125,549	245,847	52,552	6,910	2,631	536,780
2021	14,518	9,251	22,258	61,334	130,497	255,536	54,623	7,182	2,735	557,935
2022	15,011	9,565	23,014	63,417	134,929	264,214	45,800	7,426	2,827	566,204

UNITED KINGDOM

SUB-INDUSTRIES – 2021 INDUSTRY ESTIMATES

	Category*	Total Establishments	Total Sales (\$M)	Total Employment
Grocery stores	Major1	11,042	11,729.1	170,543
Supermarkets	Minor1	1,454	27,140.7	50,163
Supermarkets, chain	Minor2	1,568	61,253.5	222,872
Supermarkets, greater than 100,000 square	Minor2	12	10.8	2,794
Supermarkets, independent	Minor2	395	3,179.3	19,622
Supermarkets, 55,000 - 65,000 square feet	Minor2	4	1,655.9	576
Supermarkets, 66,000 - 99,000 square feet	Minor2	3	4.8	384
Cooperative food stores	Minor2	58	190.7	1,822
Delicatessen stores	Minor2	1,114	1,242.4	8,857
Frozen food and freezer plans, except meat	Minor2	28	26.7	497
Grocery stores, chain	Minor2	314	2,034.9	33,158
Grocery stores, independent	Minor2	2,243	6,208.6	46,647

*Category-Major categories (Major1) are more general descriptions for companies that self-selected to capture the many functions they perform in the industry. Minor categories (Minor1, Minor2) are more specific for companies that have more detailed functions (Minor1 is a larger category than Minor2). Minor categories figures (sales, etc.) can be aggregated to larger minor categories (Minor2 sums to Minor1) and major categories overall figures.

Note: Due to rounding, establishments will vary by + or - one establishment. Therefore, zero establishments may also be one establishment.

UNITED STATES

INDUSTRY ESTABLISHMENTS, SALES & EMPLOYMENT TRENDS

	Year					Percent Change Year-to-Year			
	2018	2019	2020	2021	2022	18-19	19-20	20-21	21-22
Establishments	75,446	78,257	82,799	85,986	88,827	3.7%	5.8%	3.8%	3.3%
Sales (\$Millions)	682,072	717,348	765,830	812,140	854,880	5.2%	6.8%	6.0%	5.3%
Employment	2,308,507	2,394,509	2,533,490	2,630,996	2,667,617	3.7%	5.8%	3.8%	1.4%
Sales (DollarsM)	682,072	717,348	765,830	812,140	854,880	5.2%	6.8%	6.0%	5.3%

INDUSTRY RATIOS

(Industry Averages)	Year					Percent Change Year-to-Year			
	2018	2019	2020	2021	2022	18-19	19-20	20-21	21-22
Sales (\$M)/Estab.	9.04	9.17	9.25	9.45	9.62	1.4%	0.9%	2.1%	1.9%
Sales (\$) per Emp.	295,460	299,580	302,283	308,682	320,466	1.4%	0.9%	2.1%	3.8%
Emps. per Estab.	30.6	30.6	30.6	30.6	30.0	0.0%	0.0%	0.0%	-1.9%
Dollars(M)/Estab.	9.04	9.17	9.25	9.45	9.62	1.4%	0.9%	2.1%	1.9%
Dollars per Emp.	295,460	299,580	302,283	308,682	320,466	1.4%	0.9%	2.1%	3.8%

SIZE OF FIRM INDUSTRY ESTIMATES

Year	Establishments by Size of Firm									Total
	1-4 Emps.	5-9 Emps.	10-19 Emps.	20-49 Emps.	50-99 Emps.	100-249 Emps.	250-499 Emps.	500+ Emps.	Unknown Emps.	
2020	26,369	7,243	7,432	9,253	9,976	9,202	853	55	12,417	82,799
2021	27,384	7,521	7,718	9,609	10,360	9,556	885	57	12,895	85,986
2022	28,289	7,770	7,973	9,926	10,702	9,872	915	59	13,321	88,827
	Sales (\$Millions) by Size of Firm									Total
	1-4 Emps.	5-9 Emps.	10-19 Emps.	20-49 Emps.	50-99 Emps.	100-249 Emps.	250-499 Emps.	500+ Emps.	Unknown Emps.	
2020	16,967	11,126	28,091	72,202	193,902	326,488	102,846	12,172	2,036	765,830
2021	17,993	11,798	29,789	76,568	205,627	346,231	109,065	12,908	2,159	812,140
2022	18,940	12,419	31,357	80,598	216,449	364,452	114,805	13,587	2,273	854,880
	Employment by Size of Firm									Total
	1-4 Emps.	5-9 Emps.	10-19 Emps.	20-49 Emps.	50-99 Emps.	100-249 Emps.	250-499 Emps.	500+ Emps.	Unknown Emps.	
2020	65,924	42,008	101,072	278,508	592,567	1,160,347	248,035	32,613	12,417	2,533,490
2021	68,461	43,625	104,961	289,227	615,373	1,205,005	257,581	33,868	12,895	2,630,996
2022	70,723	45,066	108,430	298,784	635,705	1,244,819	215,782	34,987	13,321	2,667,617

UNITED STATES

SUB-INDUSTRIES – 2021 INDUSTRY ESTIMATES

	Category*	Total Establishments	Total Sales (\$M)	Total Employment
Grocery stores	Major1	52,072	83,065.1	804,210
Supermarkets	Minor1	6,856	192,209.7	236,547
Supermarkets, chain	Minor2	7,393	433,794.9	1,050,974
Supermarkets, greater than 100,000 square	Minor2	56	76.7	13,174
Supermarkets, independent	Minor2	1,861	22,515.5	92,531
Supermarkets, 55,000 - 65,000 square feet	Minor2	18	11,727.0	2,718
Supermarkets, 66,000 - 99,000 square feet	Minor2	14	33.7	1,811
Cooperative food stores	Minor2	273	1,350.3	8,591
Delicatessen stores	Minor2	5,253	8,798.3	41,766
Frozen food and freezer plans, except meat	Minor2	133	188.9	2,345
Grocery stores, chain	Minor2	1,481	14,411.0	156,362
Grocery stores, independent	Minor2	10,576	43,969.2	219,968

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VENEZUELA

INDUSTRY ESTABLISHMENTS, SALES & EMPLOYMENT TRENDS

	Year					Percent Change Year-to-Year			
	2018	2019	2020	2021	2022	18-19	19-20	20-21	21-22
Establishments	7,377	7,730	8,233	8,608	8,952	4.8%	6.5%	4.5%	4.0%
Sales (\$Millions)	16,978	16,795	16,870	16,697	16,286	-1.1%	0.4%	-1.0%	-2.5%
Employment	225,727	236,510	251,920	263,375	268,837	4.8%	6.5%	4.5%	2.1%
Sales (BolivarsB)	169,443	167,619	168,367	166,635	162,533	-1.1%	0.4%	-1.0%	-2.5%

INDUSTRY RATIOS

(Industry Averages)	Year					Percent Change Year-to-Year			
	2018	2019	2020	2021	2022	18-19	19-20	20-21	21-22
Sales (\$M)/Estab.	2.30	2.17	2.05	1.94	1.82	-5.6%	-5.7%	-5.3%	-6.2%
Sales (\$) per Emp.	75,216	71,014	66,967	63,396	60,579	-5.6%	-5.7%	-5.3%	-4.4%
Emps. per Estab.	30.6	30.6	30.6	30.6	30.0	0.0%	0.0%	0.0%	-1.9%
Bolivars(B)/Estab.	22.97	21.69	20.45	19.36	18.16	-5.6%	-5.7%	-5.3%	-6.2%
Bolivars per Emp.	750,656	708,717	668,334	632,691	604,581	-5.6%	-5.7%	-5.3%	-4.4%

SIZE OF FIRM INDUSTRY ESTIMATES

Year	Establishments by Size of Firm									Total
	1-4 Emps.	5-9 Emps.	10-19 Emps.	20-49 Emps.	50-99 Emps.	100-249 Emps.	250-499 Emps.	500+ Emps.	Unknown Emps.	
2020	2,622	720	739	920	992	915	85	5	1,235	8,233
2021	2,741	753	773	962	1,037	957	89	6	1,291	8,608
2022	2,851	783	803	1,000	1,079	995	92	6	1,342	8,952
	Sales (\$Millions) by Size of Firm									Total
	1-4 Emps.	5-9 Emps.	10-19 Emps.	20-49 Emps.	50-99 Emps.	100-249 Emps.	250-499 Emps.	500+ Emps.	Unknown Emps.	
2020	374	245	619	1,591	4,271	7,192	2,266	268	45	16,870
2021	370	243	612	1,574	4,228	7,118	2,242	265	44	16,697
2022	361	237	597	1,535	4,123	6,943	2,187	259	43	16,286
	Employment by Size of Firm									Total
	1-4 Emps.	5-9 Emps.	10-19 Emps.	20-49 Emps.	50-99 Emps.	100-249 Emps.	250-499 Emps.	500+ Emps.	Unknown Emps.	
2020	6,555	4,177	10,050	27,694	58,922	115,380	24,664	3,243	1,235	251,920
2021	6,853	4,367	10,507	28,953	61,602	120,627	25,785	3,390	1,291	263,375
2022	7,127	4,542	10,927	30,111	64,065	125,450	21,746	3,526	1,342	268,837

VENEZUELA

SUB-INDUSTRIES – 2021 INDUSTRY ESTIMATES

	Category*	Total Establishments	Total Sales (\$M)	Total Employment
Grocery stores	Major1	5,213	1,707.7	80,505
Supermarkets	Minor1	686	3,951.7	23,679
Supermarkets, chain	Minor2	740	8,918.4	105,207
Supermarkets, greater than 100,000 square	Minor2	6	1.6	1,319
Supermarkets, independent	Minor2	186	462.9	9,263
Supermarkets, 55,000 - 65,000 square feet	Minor2	2	241.1	272
Supermarkets, 66,000 - 99,000 square feet	Minor2	1	0.7	181
Cooperative food stores	Minor2	27	27.8	860
Delicatessen stores	Minor2	526	180.9	4,181
Frozen food and freezer plans, except meat	Minor2	13	3.9	235
Grocery stores, chain	Minor2	148	296.3	15,653
Grocery stores, independent	Minor2	1,059	904.0	22,020

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VIETNAM

INDUSTRY ESTABLISHMENTS, SALES & EMPLOYMENT TRENDS

	Year					Percent Change Year-to-Year			
	2018	2019	2020	2021	2022	18-19	19-20	20-21	21-22
Establishments	28,155	29,126	30,961	32,303	33,526	3.4%	6.3%	4.3%	3.8%
Sales (\$Millions)	9,414	10,315	11,470	12,668	13,887	9.6%	11.2%	10.4%	9.6%
Employment	861,485	891,204	947,340	988,400	1,006,843	3.4%	6.3%	4.3%	1.9%
Sales (DongsB)	217,571	238,390	265,090	292,782	320,949	9.6%	11.2%	10.4%	9.6%

INDUSTRY RATIOS

(Industry Averages)	Year					Percent Change Year-to-Year			
	2018	2019	2020	2021	2022	18-19	19-20	20-21	21-22
Sales (\$M)/Estab.	0.33	0.35	0.37	0.39	0.41	5.9%	4.6%	5.9%	5.6%
Sales (\$) per Emp.	10,928	11,574	12,108	12,817	13,793	5.9%	4.6%	5.9%	7.6%
Emps. per Estab.	30.6	30.6	30.6	30.6	30.0	0.0%	0.0%	0.0%	-1.9%
Dongs(B)/Estab.	7.73	8.18	8.56	9.06	9.57	5.9%	4.6%	5.9%	5.6%
Dongs per Emp.	252,553	267,492	279,825	296,218	318,768	5.9%	4.6%	5.9%	7.6%

SIZE OF FIRM INDUSTRY ESTIMATES

Year	Establishments by Size of Firm									Total
	1-4 Emps.	5-9 Emps.	10-19 Emps.	20-49 Emps.	50-99 Emps.	100-249 Emps.	250-499 Emps.	500+ Emps.	Unknown Emps.	
2020	9,860	2,708	2,779	3,460	3,730	3,441	319	21	4,643	30,961
2021	10,288	2,826	2,899	3,610	3,892	3,590	333	22	4,844	32,303
2022	10,677	2,933	3,009	3,747	4,039	3,726	345	22	5,028	33,526
	Sales (\$Millions) by Size of Firm									Total
	1-4 Emps.	5-9 Emps.	10-19 Emps.	20-49 Emps.	50-99 Emps.	100-249 Emps.	250-499 Emps.	500+ Emps.	Unknown Emps.	
2020	254	167	421	1,081	2,904	4,890	1,540	182	30	11,470
2021	281	184	465	1,194	3,208	5,401	1,701	201	34	12,668
2022	308	202	509	1,309	3,516	5,920	1,865	221	37	13,887
	Employment by Size of Firm									Total
	1-4 Emps.	5-9 Emps.	10-19 Emps.	20-49 Emps.	50-99 Emps.	100-249 Emps.	250-499 Emps.	500+ Emps.	Unknown Emps.	
2020	24,651	15,708	37,793	104,142	221,577	433,885	92,747	12,195	4,643	947,340
2021	25,719	16,389	39,431	108,655	231,180	452,690	96,767	12,723	4,844	988,400
2022	26,693	17,009	40,925	112,770	239,935	469,834	81,443	13,205	5,028	1,006,843

VIETNAM

SUB-INDUSTRIES – 2021 INDUSTRY ESTIMATES

	Category*	Total Establishments	Total Sales (\$M)	Total Employment
Grocery stores	Major1	19,562	1,295.7	302,122
Supermarkets	Minor1	2,576	2,998.3	88,865
Supermarkets, chain	Minor2	2,777	6,766.7	394,825
Supermarkets, greater than 100,000 square	Minor2	21	1.2	4,949
Supermarkets, independent	Minor2	699	351.2	34,762
Supermarkets, 55,000 - 65,000 square feet	Minor2	7	182.9	1,021
Supermarkets, 66,000 - 99,000 square feet	Minor2	5	0.5	680
Cooperative food stores	Minor2	103	21.1	3,227
Delicatessen stores	Minor2	1,973	137.2	15,690
Frozen food and freezer plans, except meat	Minor2	50	2.9	881
Grocery stores, chain	Minor2	556	224.8	58,741
Grocery stores, independent	Minor2	3,973	685.9	82,637

*Category-Major categories (Major1) are more general descriptions for companies that self-selected to capture the many functions they perform in the industry. Minor categories (Minor1, Minor2) are more specific for companies that have more detailed functions (Minor1 is a larger category than Minor2). Minor categories figures (sales, etc.) can be aggregated to larger minor categories (Minor2 sums to Minor1) and major categories overall figures.

Note: Due to rounding, establishments will vary by + or - one establishment. Therefore, zero establishments may also be one establishment.

DEFINITIONS AND TERMS

Methodology

Barnes Reports' Global reports provide estimates of the size and characteristics of the largest industries in the world's largest countries. These estimates are produced by a proprietary economic model that is based on a number of sources and factors:

- The size and characteristics of the largest U.S. industries (based on the U.S. Bureau of the Census statistics, as well as other trade association and private research sources, inflation rates and industry trends).
- The relative revenue size and characteristics of other countries (based on GDP and proportion of economies based on manufacturing, services, agricultural and resource industries).
- The employment and establishment characteristics of each industry (based population estimates from the CIA World Factbook and Heritage Foundation's Index of Economic Freedom)
- Secondary sources from foreign countries are used to validate estimates published in our Global reports and adjust factors and weights in the Barnes Reports proprietary economic model.
- Local currency estimates are based on U.S. sales estimates and the most current currency exchange rates.

NAICS codes (North American Classification System codes) are used in each industry definition in order to aid report users in clarifying and standardizing the definitions of each industry.

Number of Establishments

General Definition

An establishment is a single physical location at which business is conducted and/or services are provided. It is not necessarily identical with a company or enterprise, which may consist of one establishment or more. Economic census figures represent a summary of reports for individual establishments rather than companies. For cases where a census report was received, separate information was obtained for each location where business was conducted. When administrative records of other Federal agencies were used instead of a census report, no information was available on the number of locations operated. Each economic census establishment was tabulated according to the physical location at which the business was conducted.

When two activities or more were carried on at a single location under a single ownership, all activities generally were grouped together as a single establishment. The entire establishment was classified on the basis of its major activity and all data for it were included in that classification. However, when distinct and separate economic activities (for which different industry classification codes were appropriate) were conducted at a single location under a single ownership, separate establishment reports for each of the different activities were obtained in the census.

Sector-Specific Information

Construction sector. Establishments are defined as a relatively permanent office or other place of business where the usual business activities related to construction are conducted. Establishments do not represent each project or construction site. Includes all establishments that were in business at any time during the year. It covers all full-year and part-year operations. Construction establishments which were inactive or idle for the entire year were not included. Establishments are based on a survey which included all large employers and a sample of the smaller ones.

Information; Professional, Scientific, and Technical Services; Administrative and Support and Waste Management and Remediation Services; Educational Services; Health Care and Social Assistance; Arts, Entertainment, and Recreation; and Other Services (Except Public Administration) sectors. An establishment is included in the census if it is an employer, the establishment has \$1,000 in payroll, and was in operation at any time during 2007. Leased service departments (separately owned businesses operated as departments or concessions of other service establishments or of retail businesses, such as a separately owned shoeshine parlor in a barber shop, or a beauty shop in a department store) are treated as

separate service establishments for census purposes. Leased retail departments located in service establishments (e.g., a gift shop located in a hotel) are considered separate retail establishments. Manufacturing sector. Includes all manufacturing establishments (plants) with one employee or more and establishments in operation at any time during the year.

Mining sector. Includes all mineral establishments with one employee or more and establishments in operation at any time during the year. Establishments in the crude petroleum and natural gas and support activities for mining represent statewide operations rather than those at a single physical location.

Real Estate and Rental and Leasing sector. Data for individual properties leased or managed by property lessors or property managers are not normally considered separate establishments, but rather the permanent offices from which the properties are leased or managed are considered establishments. Data for separate automotive rental offices or concessions (e.g., airport locations) in the same metropolitan area for which a common fleet of cars is maintained are merged together and not considered as separate establishments.

Retail Trade sector. Leased departments are treated as separate establishments and are classified according to the kind of business they conduct. For example, a leased department selling shoes within a department store would be considered a separate retail establishment under the "shoe stores" classification.

Accommodation and Foodservices sector. Leased departments are treated as separate establishments and are classified according to the kind of business they conduct. For example, a leased department selling gifts/souvenirs within a hotel would be considered a separate retail establishment under the "gift, novelty, and souvenir stores" classification.

Auxiliaries sector. In the Standard Industrial Classification (SIC) system, auxiliary establishments (i.e., those establishments primarily serving other establishments of the same enterprise) were classified in the industry of the establishments served. In the North American Industry Classification System (NAICS), auxiliary establishments are classified according to the services performed rather than the industry served.

Sales, Shipments, Receipts, Revenue, or Business Done

General Definition

Includes the total sales, shipments, receipts, revenue, or business done by establishments within the scope of the economic census. The definition of each of these items is included in the information provided below.

Sector-Specific Information

Construction sector - Includes the value of construction work and other business receipts for work done by establishments during the year. Included is new construction, additions and alterations or reconstruction, and maintenance and repair construction work. Also included is the value of any construction work done by the reporting establishments for themselves.

Speculative builders were instructed to include the value of buildings and other structures built or being built for sale in the current year but not sold. They were to include the costs of such construction plus normal profit. Also included is the cost of construction work done on buildings for rent or lease.

Establishments engaged in the sale and installation of such construction components as plumbing, heating, and central air-conditioning supplies and equipment; lumber and building materials; paint, glass, and wallpaper; electrical and wiring supplies; and elevators or escalators were instructed to include both the value for the installation and the receipts covering the price of the items installed.

Excluded was the cost of industrial and other specialized machinery and equipment, which are not an integral part of a structure.

Finance and Insurance sector - Includes revenue from all business activities whether or not payment was received in the census year, including commissions and fees from all sources, rents, net investment income, interest, dividends, royalties, and net insurance premiums earned. Revenue from leasing property marketed under operating leases is included, as well as interest earned from property marketed in the census year under capital, finance, or full payout leases. Revenue also includes the total value of service contracts and amounts received for work subcontracted to others.

Revenue does not include sales and other taxes collected from customers and remitted directly by the firm to a local, state, or Federal tax agency.

Information sector - Includes receipts from customers or clients for services rendered, from the use of

facilities, and from merchandise sold, whether or not payment was received. Receipts include royalties, license fees, and other payments from the marketing of intangible products (e.g., licensing the use of or granting reproduction rights for software, musical compositions, and other intellectual property). Receipts also include the rental and leasing of vehicles, equipment, instruments, tools, etc.; total value of service contracts; market value of compensation received in lieu of cash; amounts received for work subcontracted to others; dues and assessments for members and affiliates; this establishment's share of receipts from departments, concessions, and vending and amusement machines operated by others. Receipts from services provided to foreign customers from U.S. locations, including services performed for foreign parent firms, Subsidiaries, and branches are included. For public broadcast stations and libraries, include receipts from contributions, gifts, grants, and income from interest, rental of real estate, and dividends.

Receipts DO NOT include sales and other taxes collected directly from customers or clients and paid directly to a local, state, or Federal tax agency. Also excluded are gross receipts collected on behalf of others; gross receipts or departments or concessions operated by others; sales of used equipment previously rented or leased to customers; proceeds from the sale of real estate (land and buildings), investments, or other assets (except inventory held for resale); contributions, gifts, grants, and income from interest, rental of real estate, and dividends EXCEPT for public broadcast stations and libraries; domestic intracompany transfers; receipts of foreign Subsidiaries; and other nonoperating income.

Management of Companies and Enterprises sector- For holding companies, revenue includes revenue of only the holding company establishment, including net investment income, interest, and dividends.

Manufacturing sector - Covers the received or receivable net selling values, f.o.b. plant (exclusive of freight and taxes), of all products shipped, both primary and secondary, as well as all miscellaneous receipts, such as receipts for contract work performed for others, installation and repair, sales of scrap, and sales of products bought and resold without further processing. Included are all items made by or for the establishments from materials owned by it, whether sold, transferred to other plants of the same company, or shipped on consignment. The net selling value of products made in one plant on a contract basis from materials owned by another was reported by the plant providing the materials.

In the case of multiunit companies, the manufacturer was requested to report the value of products transferred to other establishments of the same company at full economic or commercial value, including not only the direct cost of production but also a reasonable proportion of "all other costs" (including company overhead) and profit.

Mining sector - Includes the net selling values, f.o.b. mine or plant after discounts and allowances, excluding freight charges and excise taxes. Shipments includes all products physically shipped from the establishment during the year, including material withdrawn from stockpiles and products shipped on consignment, whether or not sold in the current year. Prepared material or concentrates includes preparation from ores mined at the same establishment, purchased, received from other operations of the same company, or received for milling on a custom or toll basis. For products transferred to other establishments of the same company or prepared on a custom basis, companies were requested to report the estimated value, not merely the cost of producing the items. Multiestablishment companies were asked to report value information for each establishment as if it were a separate economic unit. They were instructed to report the value of all products transferred to other plants of the company at their full economic value; to include, in addition to direct cost of production, a reasonable proportion of company overhead and profits. For all establishments classified in an industry, value of shipments and receipts includes (1) the value of all primary products of the industry; (2) the value of secondary products which are primary to other industries; (3) the receipts for contract work done for others, except custom milling; and (4) the value of products purchased and resold without further processing. Receipts for custom milling are not included to avoid duplication with the value of custom milled ores included in an industry's primary and secondary products. Some duplication exists in industry and industry group totals because of the inclusion of materials transferred from one establishment to another for mineral preparation or resale.

Professional, Scientific, and Technical Services; Administrative and Support and Waste Management and Remediation Services; Educational Services; Health Care and Social Assistance; Arts, Entertainment, and Recreation; and Other Services (Except Public Administration) sectors - TAXABLE ESTABLISHMENTS: Includes receipts from customers or clients for services rendered, from the use of facilities, and from merchandise sold whether or not payment was received. For advertising agencies, travel industries, and

other service establishments operating on a commission basis, receipts include commissions, fees, and other operating income, NOT gross billings and sales. Excise taxes on gasoline, liquor, tobacco, etc., which are paid by the manufacturer or wholesaler and passed on in the cost of goods purchased by the service establishment are also included. The establishments share of receipts from departments, concessions, and vending and amusement machines operated by others are included as part of receipts. Receipts also include the total value of service contracts, market value of compensation received in lieu of cash, amounts received for work subcontracted to others, and dues and assessments from members and affiliates. Receipts from services provided to foreign customers from U.S. locations, including services preformed for foreign parent firms, Subsidiaries, and branches are included.

Receipts are net after deductions for refunds and allowances for merchandise returned by customers. Receipts DO NOT include sales, occupancy, admissions, or other taxes collected from customers and remitted directly by the firm to a local, state, or Federal tax agency, nor do they include income from such sources as contributions, gifts, and grants; dividends, interest, and investments; or sale or rental of real estate. Also excluded are receipts (gross) of departments and concessions which are operated by others; sales of used equipment rented or leased to customers; domestic intracompany transfers; receipts of foreign Subsidiaries; and other nonoperating income, such as royalties, franchise fees, etc. Receipts DO NOT include service receipts of manufacturers, wholesalers, retail establishments, or other businesses whose primary activity is other than service. They do, however, include receipts other than from services rendered (e.g., sale of merchandise to individuals or other businesses) by establishments primarily engaged in performing services and classified in the service industries.

TAX EXEMPT ESTABLISHMENTS: Includes revenue from customers or clients for services rendered and merchandise, whether or not payment was received, and gross sales of merchandise, minus returns and allowances. Also included are income from interest, dividends, gross rents (including display space rentals and share of receipts from departments operated by other companies), gross contributions, gifts, grants (whether or not restricted for use in operations), royalties, dues and assessments from members and affiliates, commissions earned from the sale of merchandise owned by others (including commissions from vending machine operators), and gross receipts from fundraising activities. Receipts from taxable business activities of firms exempt from Federal income tax (unrelated business income) are also included in revenue. Revenue DOES NOT include sales, admissions, or other taxes collected by the organization from customers or clients and paid directly to a local, state, or Federal tax agency; income from the sale of real estate, investments, or other assets (except inventory held for resale); gross receipts of departments, concessions, etc., that are operated by others; and amounts transferred to operating funds from capital or reserve funds.

Real Estate and Rental and Leasing sector - Includes revenue from all business activities whether or not payment was received in the census year, including commissions and fees from all sources, rents, net investment income, interest, dividends, and royalties. Revenue from leasing property marketed under operating leases is included. Revenue also includes the total value of service contracts, amounts received for work subcontracted to others, and rents from real property sublet to others.

Revenue does not include sales and other taxes collected from customers and remitted directly by the firm to a local, state, or Federal tax agency.

Retail Trade sector - Includes merchandise sold for cash or credit at retail and wholesale by establishments primarily engaged in retail trade; amounts received from customers for layaway purchases; receipts from rental of vehicles, equipment, instruments, tools, etc.; receipts for delivery, installation, maintenance, repair, alteration, storage, and other services; the total value of service contracts; and gasoline, liquor, tobacco, and other excise taxes which are paid by the manufacturer or wholesaler and passed on to the retailer. Sales are net after deductions for refunds and allowances for merchandise returned by customers. Trade-in allowances are not deducted from sales. Sales do not include carrying or other credit charges; sales (or other) taxes collected from customers and forwarded to taxing authorities; gross sales and receipts of departments or concessions operated by other companies; and commissions or receipts from the sale of government lottery tickets.

Sales do not include retail sales made by manufacturers, wholesalers, service establishments, or other businesses whose primary activity is other than retail trade. They do include receipts other than from the sale of merchandise at retail, e.g., service receipts, sales to industrial users, and sales to other retailers, by establishments primarily engaged in retail trade.

Transportation and Warehousing sector - Includes revenue from all business activities whether or not payment was received in the census year, including commissions and fees for arranging the transportation of freight. Revenue does not include sales and other taxes collected from customers and remitted directly by the firm to a local, state, or Federal tax agency.

Utilities sector - Includes revenue from all business activities whether or not payment was received in the census year.

Revenue does not include sales and other taxes collected from customers and remitted directly by the firm to a local, state, or Federal tax agency.

Accommodation and Foodservices sector - Includes sales from customers for services rendered, from the use of facilities, and from merchandise sold. Also includes dues and assessments from members and affiliates. Sales do not include carrying or other credit charges; sales (or other) taxes collected from customers and forwarded to taxing authorities; gross sales and receipts of departments or concessions operated by other companies; and commissions or receipts from the sale of government lottery tickets.

Excludes sales from civic and social organizations, amusement and recreation parks, theaters, and other recreation or entertainment facilities providing food and beverage services.

Number of Employees

General Definition

Paid employees consists of full-time and part-time employees, including salaried officers and executives of corporations. Included are employees on paid sick leave, paid holidays, and paid vacations; not included are proprietors and partners of unincorporated businesses. The definition of paid employees is the same as that used on IRS Form 941.

Sector-Specific Information

Construction and Manufacturing sectors. Comprises all full-time and part-time employees on the payrolls of establishments who worked or received pay for any part of the pay period including the 12th of March, May, August, and November, divided by 4.

Finance and Insurance sector. Includes all employees who were on the payroll during the pay period including March 12. Excludes independent (nonemployee) agents.

Information; Professional, Scientific, and Technical Services; Administrative and Support and Waste Management and Remediation Services; Educational Services; Health Care and Social Assistance; Arts, Entertainment, and Recreation; and Other Services (Except Public Administration) sectors - Includes all employees who were on the payroll during the pay period including March 12. Includes members of a professional service organization or association which operates under state professional corporation statutes and files a corporate Federal income tax return. Excludes employees of departments or concessions operated by other companies at the establishment.

Management of Companies and Enterprises sector. Includes all employees who were on the payroll during the pay period including March 12.

Mining sector. Also included are employees working for miners paid on a per ton, car, or yard basis.

Excluded are employees at the mine but on the payroll of another employer (such as employees of contractors) and employees at company stores, boardinghouses, bunkhouses, and recreational centers. Also excluded are members of the Armed Forces and pensioners carried on the active rolls but not working during the period. Includes all employees who were on the payroll during the pay period including March 12.

Real Estate and Rental and Leasing sector. Includes all employees who were on the payroll during the pay period including March 12. Excludes independent (nonemployee) agents.

Retail Trade and Accommodation and Foodservices sectors. Includes all employees on the payroll during the pay period including March 12. Excludes employees of departments or concessions operated by other companies at the establishment.

Transportation and Warehousing sector. Includes all employees who were on the payroll during the pay period including March 12.

Utilities sector. Includes all employees who were on the payroll during the pay period including March 12.

