

**Number of Sales Staff engaged in General  
Insurance Agent Business**

<b>Fiscal Year</b>	<b>Number of Sales Staff</b>	<b>Growth in number</b>	<b>Growth (%)</b>
2004	1,797,510	81,504	4.7
2005	1,873,485	75,975	4.2
2006	1,986,035	112,550	6.0
2007	2,147,461	161,426	8.1
2008	2,154,962	7,501	0.3
2009	2,160,029	5,067	0.2
2010	2,173,600	13,571	0.6
2011	2,139,475	-34,125	-1.6
2012	2,094,250	-45,225	-2.1
2013	2,052,176	-42,074	-2.0
2014	2,063,081	10,905	0.5
2015	2,059,743	-3,338	-0.2
2016	2,064,265	4,522	0.2
2017	2,072,888	8,623	0.4
2018	2,064,308	-8,580	-0.4
2019	2,054,942	-9,366	-0.5
2020	2,040,486	-14,456	-0.7
2021	2,003,511	-36,975	-1.8
2022	1,845,354	-158,157	-7.9
2023	1,793,554	-51,800	-2.8

Note: The above figures stand for the total of domestic and foreign insurance companies.