

# The 2022-2027 Outlook for Toothpaste, Gels, and Toothpowder in Japan

<https://marketpublishers.com/r/200838157F2AEN.html>

Date: November 2021

Pages: 234

Price: US\$ 595.00 (Single User License)

ID: 200838157F2AEN

## Abstracts

This study covers the latent demand outlook for toothpaste, gels, and toothpowder across the prefectures and cities of Japan. Latent demand (in millions of U.S. dollars), or potential industry earnings (P.I.E.) estimates are given across over 1,000 cities in Japan. For each city in question, the percent share the city is of its prefecture and of Japan as a whole is reported. These comparative benchmarks allow the reader to quickly gauge a city vis-à-vis others. This statistical approach can prove very useful to distribution and/or sales force strategies. Using econometric models which project fundamental economic dynamics within each prefecture and city, latent demand estimates are created for toothpaste, gels, and toothpowder. This report does not discuss the specific players in the market serving the latent demand, nor specific details at the product level. The study also does not consider short-term cyclicalities that might affect realized sales. The study, therefore, is strategic in nature, taking an aggregate and long-run view, irrespective of the players or products involved.

This study covers toothpaste, gels, and toothpowder as defined by the North American Industrial Classification system or NAICS (pronounced "nakes").

The NAICS code for toothpaste, gels, and toothpowder is 325611D. It is for this definition that aggregate latent demand estimates are derived. Toothpaste, gels, and toothpowder is specifically defined as follows:

325611D Toothpaste, including gels and toothpowder

325611D1 Toothpaste, including gels and toothpowder

325611D100 Toothpaste, including gels and toothpowder

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