



2009 FACTS & FIGURES

April 2009 to March 2010

Consumer Co-op Societies in Japan

	unit	FY2008	FY2009	% 09/08	FY2009 (million US\$)
Number of Consumer co-ops		603	606	0.5	—
Retail co-ops		487	481	-1.2	—
Health co-ops		117	116	-0.9	—
Housing & Insurance co-ops		8	8	0.0	—
Membership	thousand	25,321	25,839	2.1	—
Total share capital	billion yen	696	709	1.9	8,195
Total business turnover	billion yen	3,411	3,319	-2.7	38,365
Retail sales amount	billion yen	2,981	2,911	-2.4	33,637
JCCU wholesale amount	billion yen	423	416	-1.7	4,810

Retail Co-ops*

	unit	FY2008	FY2009	% 09/08	FY2009 (million US\$)
Number of retail co-ops		154	151	-1.9	—
Membership	thousand	18,094	18,586	2.7	—
Han groups	thousand	1,774	1,904	7.3	—
Han members	thousand	5,023	4,874	-2.9	—
Han member ratio	%	27.8	35.3	26.9	—
Total turnover of retail co-ops	billion yen	2,717	2,646	-2.6	30,586
Total retail sales of all retail co-ops	billion yen	2,599	2,552	-1.8	29,499
Retail store sales	billion yen	985	956	-2.9	11,051
Home delivery service sales (group + individual)	billion yen	1,592	1,578	-0.9	18,240
Individual delivery sales	billion yen	886	920	3.8	10,634
Amount of monthly purchase/member	yen	12,679	12,024	-5.2	us\$ 139
Total share capital	billion yen	574	585	1.9	6,762
Average share capital	yen	31,734	31,930	0.6	us\$ 369
Co-op bonds	million yen	45,988	50,484	9.8	584
Number of retail stores		1,040	1,026	-1.4	—
Total store sales area	m ²	1,195,092	1,194,789	-0.03	—
Number of full-time employees		26,253	25,956	-1.1	—
Total Market share	%	2.82	2.0	-29.1	—
Food Market share	%	5.7	5.6	-1.8	—

*Retail co-ops: retail co-ops do not include institutional and university co-ops

Note: The amount of U.S. Dollar is converted based on yen-dollar exchange rate (TTS) prevailing at August 18, 2010; 1U.S. Dollar=86.51 yen

*Han is defined as the smallest unit of co-op membership. One Han consist of 3-5 household members.

Retail Co-ops

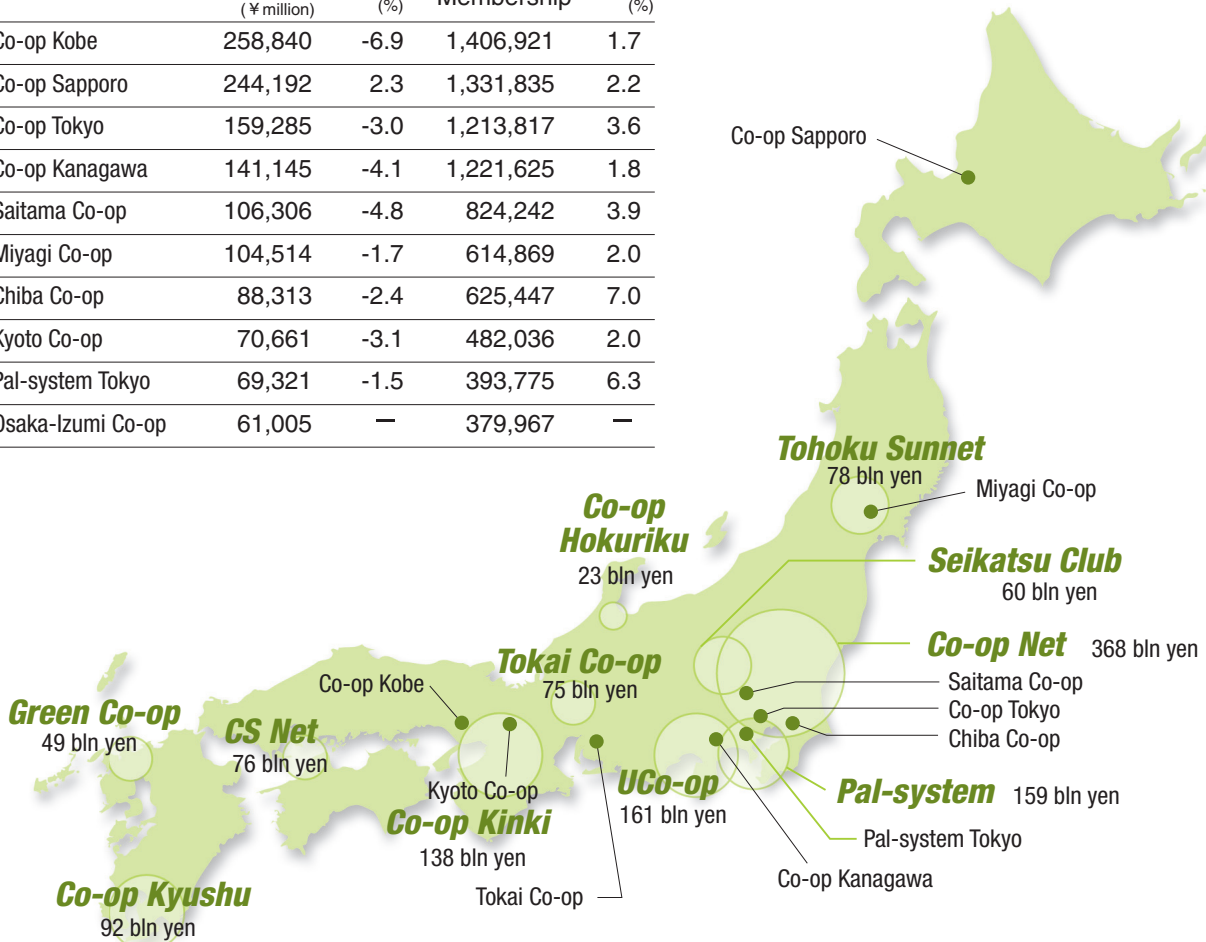
Retail Co-ops supply a wide range of consumer goods and services to its members. There are five types of retail co-ops.

- **Community-Based Retail Co-ops** serve local residents through stores, home delivery and catalog mail-order sales.

Top 10 Retail Co-ops in Japan

	Turnover (¥million)	'09/'08 (%)	Membership	'09/'08 (%)
Co-op Kobe	258,840	-6.9	1,406,921	1.7
Co-op Sapporo	244,192	2.3	1,331,835	2.2
Co-op Tokyo	159,285	-3.0	1,213,817	3.6
Co-op Kanagawa	141,145	-4.1	1,221,625	1.8
Saitama Co-op	106,306	-4.8	824,242	3.9
Miyagi Co-op	104,514	-1.7	614,869	2.0
Chiba Co-op	88,313	-2.4	625,447	7.0
Kyoto Co-op	70,661	-3.1	482,036	2.0
Pal-system Tokyo	69,321	-1.5	393,775	6.3
Osaka-Izumi Co-op	61,005	—	379,967	—

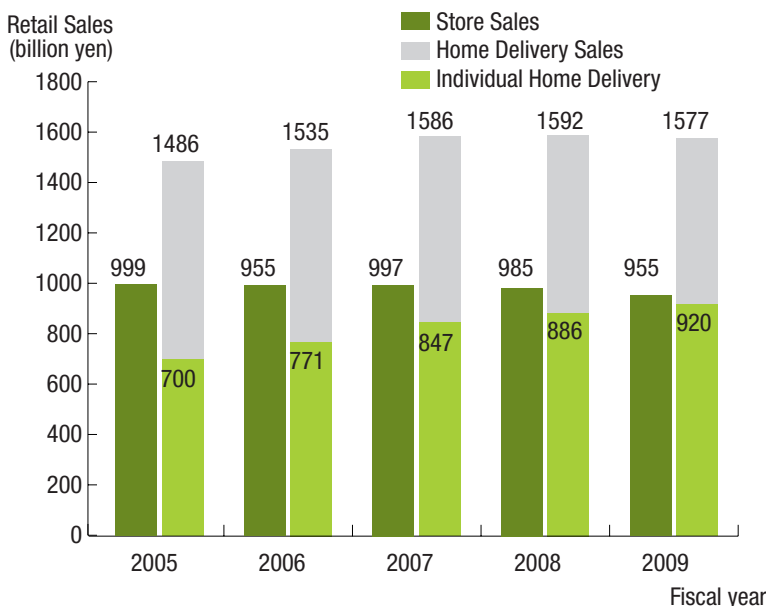
Co-op Business Federations in Japan



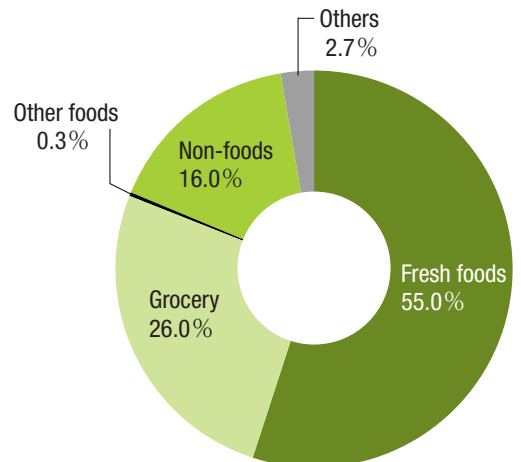
*Figures in circles indicate the total turnover of each business federation.

Breakdown of Sales

Retail Sales by Type of Operation



Percentage of Retail Sales by Product Category



● **University Co-ops** serve students and faculty members in universities and colleges through operating bookstores, convenience stores, cafeterias and other services.

Co-op societies	228
Members	1,508,092
Turnover (¥million)	194,521
Full-time employees	1,554

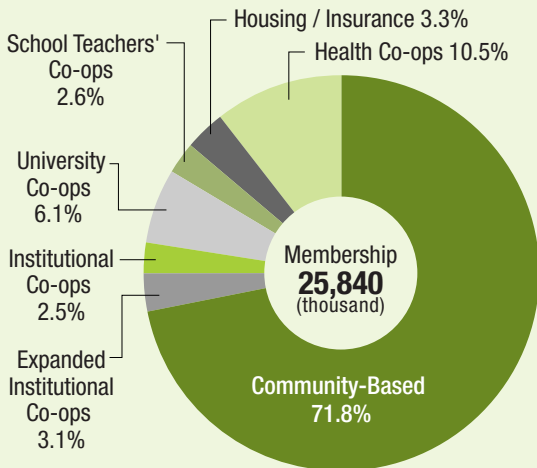
*source: National Federation of University Co-operative Associations

● **School Teachers' Co-ops** serve teachers at both public and private elementary, junior and senior high schools, mainly through catalog mail-order sales and home delivery.

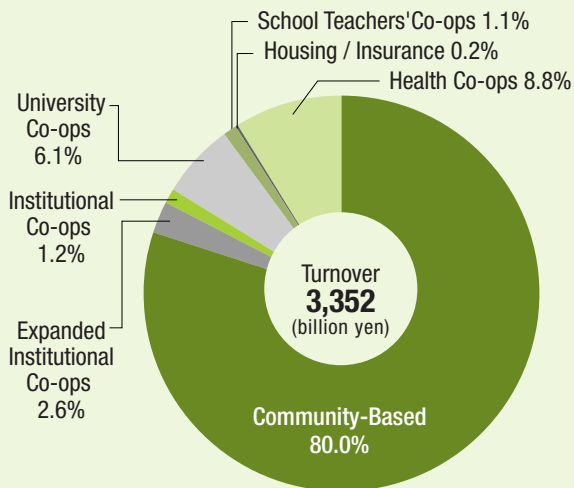
● **Institutional Co-ops** serve employees at their work places through operating stores and canteens.

● **Expanded Institutional Co-ops** serve both employees and residents in neighboring residential areas.

Percentage of Membership by type of Consumer Co-ops



Percentage of Turnover by type of Consumer Co-ops



Health Co-ops

Health Co-ops serve members by operating hospitals and clinics, where preventive health care is emphasized, and friendly, convenient services are provided. Some provide bathing and meal services for the elderly.

Co-op Societies	115
Members	2,707,413
Han groups	28,339
Han members	237,271
Hospitals with 20 or more beds	78
Clinics with less than 20 beds	344
Beds	12,460
Doctors	1,957
Nurses	11,259
Other staff	18,677
Turnover (¥billion)	295.5

Insurance Co-ops

Insurance Co-ops offer life and other insurance products that suit members' needs with more reasonable premiums and better coverage. There are two types of insurance federations; the Japan CO-OP Insurance Consumers' Co-operative Federation (JCIF), which is a union of 164 consumer co-operative societies from across the nation which are affiliated with JCCU and the other, the National Federation of Workers and Consumers Insurance Co-operatives (ZENROSAI) which offers insurance mainly to trade union members.

JCIF

Co-op societies	164
Policies	7,123,182
Premium income (¥million)	143,576
Claims paid (¥million)	55,499
Full-time employees	296

ZENROSAI

Co-op societies	58
Policies	35,030,000
Premium income (¥million)	589,300
Claims paid (¥million)	326,300
Full-time employees	3,405

*source: National Federation of Workers and Consumers Insurance Co-operatives

Housing Co-ops

Housing Co-ops provide houses, make extension or reconstruction of buildings etc. to co-op members at reasonable price. It includes independent regional housing co-ops that are members of JCCU, that provide services to its members in cooperation with real estate developers. ZENJUREN is a national federation of housing co-operative societies which coordinate the business activity of housing co-ops.

Co-op societies	22
Members	865,343
Housing units constructed	119
Full-time employees	614

*source: National Federation of Housing Co-operative Societies (ZENJUREN)

Outline of JCCU (fiscal year 2009 from March 21, 2009 to March 20, 2010)

Profit and Loss Statement

	¥ thousand
Sale	416,123,724
Cost of sales	382,487,342
Gross Profit	42,999,374
Membership dues	1,366,723
Contractual commission	6,299,287
Revenue from management service and laboratory	205,227
Other revenue	8,561,145
Total Revenues and Surplus Funds	51,560,522
Trading expenses	52,292,033
Trading loss	-731,511
Non-trading revenue	1,495,765
Non-trading expenses	497,664
Current Surplus	266,589
Extraordinary profits	348,380
Extraordinary losses	2,443,787
Loss for the Fiscal Year before Taxation	-1,828,818
Taxes	0
Net Loss for the Fiscal Year	-2,082,627

Balance Sheet (as of March 20, 2010)

ASSETS	¥ thousand
Current assets	88,850,520
Fixed assets	
Tangible assets	70,121,720
Intangible assets	6,560,486
Other fixed assets	48,638,046
Total	125,320,253
Total Assets	214,170,773

LIABILITIES AND CAPITAL	¥ thousand
Current liabilities	101,135,151
Fixed liabilities	18,406,096
Total Liabilities	119,541,247
Share Capital	9,162,790
Legal reserves	9,026,000
Voluntary reserves	73,929,000
Unallocated surplus	2,448,301
Total	85,403,301
Total Capital	94,566,091
Total Liabilities and Capital	214,170,773

Profile

Head office	3-29-8 Shibuya, Shibuya-Ku Tokyo 150-8913 Japan Tel: +81-3-5778-8103 Fax: +81-3-5778-8104
Established	March 1951
President	Mr. Toshifumi Yamashita
Member societies (incl. Secondary unions etc.)	606
Full-time employees	1,156
JCCU wholesale amount	¥ 416 billion
Membership dues	¥ 1.3 billion
Share capital	¥ 9.1 billion

As the sole national consumer co-operative organization, JCCU fulfils the following functions:

- Formulation of co-op national policies
- Representation of co-op's views at the national and international levels.
- Planning, development and supply of CO-OP brand products.
- Procurement and distribution of products including national brand products and imports.
- Other business operations including catalog and internet sales.
- Coordination of member activities at the national level.
- Guidance of member co-op management and staff education through correspondence courses and seminars.

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