

Overseas Offices

BANGKOK OFFICE
QINGDAO OFFICE
SHANGHAI OFFICE
HO CHI MINH OFFICE
SINGAPORE OFFICE

CO-OPTRADE AMERICA, INC.
19711 64TH AVENUE WEST, SUITE B
LYNNWOOD, WA 98036-4588 U.S.A
TEL: +1-425-712-7033
FAX: +1-425-712-7526

CO-OPTRADE JAPAN LTD.
SHANGHAI REPRESENTATIVE OFFICE
中国上海市静安区延安中路841号1708室
ROOM 1708 OOCL PLAZA NO.841
YANAN MIDDLE ROAD,
JINGAN DISTRICT, SHANGHAI, CHINA
TEL: +86-21-6279-1010
FAX: +86-21-6279-1212

CO-OPTRADE JAPAN LTD.
HO CHI MINH REPRESENTATIVE OFFICE
4F Green Star Building,
70 Pham Ngoc Thach,
Ward 6, District 3,
Ho Chi Minh City, Viet Nam
TEL: +84-8-3820-7610
FAX: +84-8-3820-7620

CO-OPTRADE JAPAN LTD.
QINGDAO REPRESENTATIVE OFFICE
青岛市市南区香港中路10号
頤和国际大厦A座23A-10室
ROOM 10, A-23A, Yihe International Tower, No.10,
Hong Kong Middle Road, Qingdao, China
Post Number: 266071
TEL: +86-532-6677-7528
FAX: +86-532-6677-7529

CO-OPTRADE JAPAN LTD.
SINGAPORE REPRESENTATIVE OFFICE
420 North Bridge Road
#05-10 North Bridge Centre
SINGAPORE 0188727
TEL: +65-6336-0383
FAX: +65-6336-0878

CO-OPTRADE JAPAN LTD.
BANGKOK REPRESENTATIVE OFFICE
ITF TOWER II, 18TH FLOOR
140/39 SILOM RD., SURYAWONG
BANGRAK, BANGKOK 10500 THAILAND
TEL: +66-2231-6248-9
FAX: +66-2231-6250

CO·OP

2013 FACTS & FIGURES

March 21, 2013 to March 20, 2014

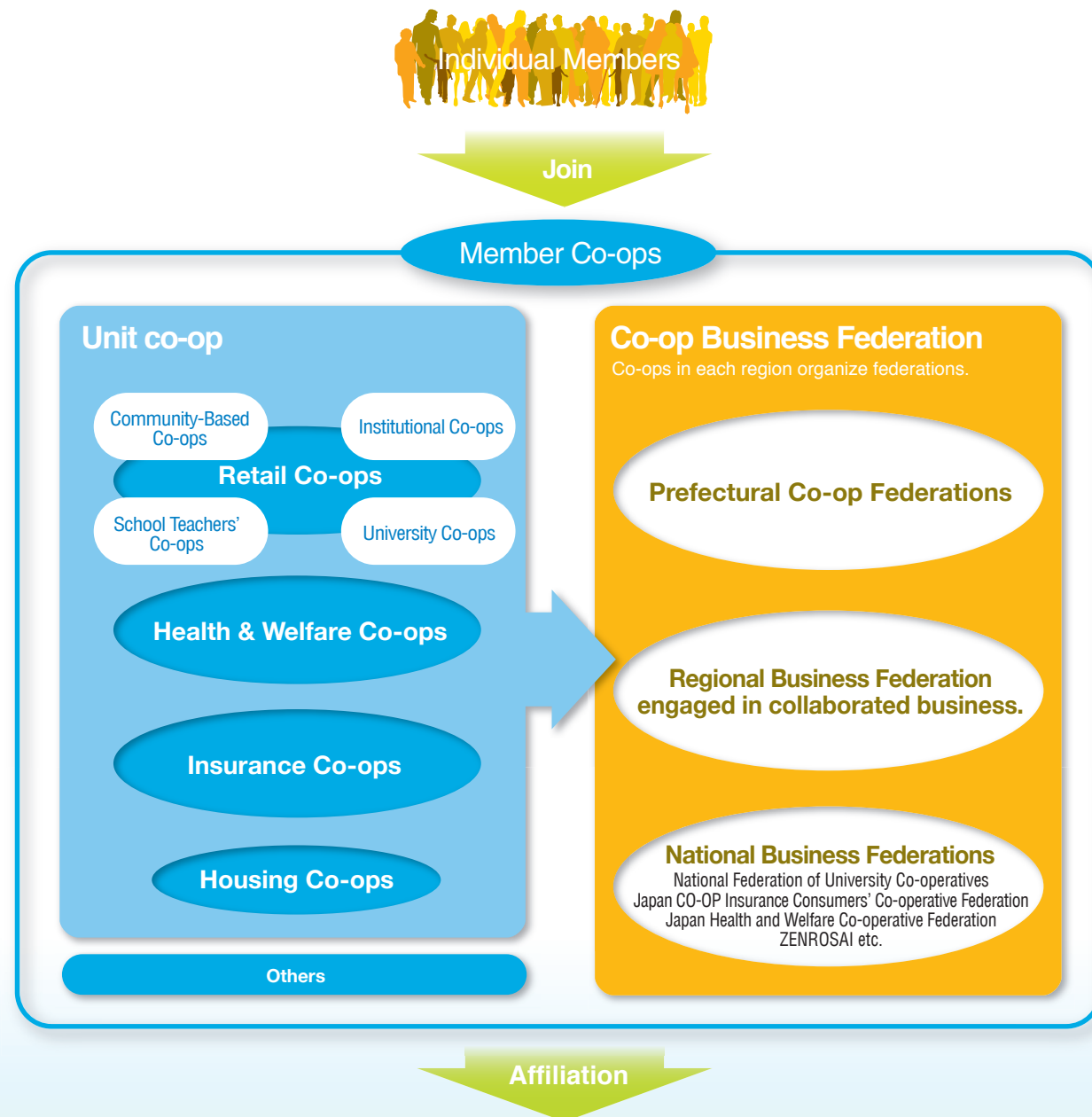
The **CO·OP Facts and Figures 2013** is a collection of statistical tables describing the business overview of consumer co-ops, co-op business federations and JCCU.

JCCU and Member Co-ops at a glance

The Japanese Consumers' Co-operative Union (hereafter JCCU) was established in March 1951 as the national federation of consumer co-operatives in Japan.

JCCU and its member co-ops operate their businesses independently of each other and do not constitute headquarters/branch relationships. Presently JCCU represents 577 societies including co-op business federations.

Structure of JCCU and Member Co-ops



JAPANESE CONSUMERS' CO-OPERATIVE UNION

Mission statement

Creating a more human lifestyle and sustainable society through the concerted efforts of individual citizens.

Consumer Co-op Societies in Japan

	unit	FY2012	FY2013	%13/12	FY2013 (million US\$)
Number of Consumer co-ops		582	577	-0.9	—
Retail co-ops		452	449	-0.7	—
Health co-ops		109	108	-0.9	—
Housing & Insurance co-ops		8	8	0.0	—
Membership	thousand	27,030	27,339	1.1	—
Total share capital	billion yen	755	762	0.8	7,443
Total business turnover	billion yen	3,320	3,352	1.0	32,754
Retail sales amount	billion yen	2,996	3,028	1.1	29,591
JCCU wholesale amount	billion yen	376	378	0.5	3,693

1U.S. Dollar=102.34 yen (As of August 15)

Community-Based Retail Co-ops

	unit	FY2012	FY2013	%13/12	FY2013 (million US\$)
Number of co-ops		134	134	0.0	—
Membership	thousand	19,742	20,122	1.9	—
Total turnover	billion yen	2,652	2,685	1.3	26,239
Store sales	billion yen	883	880	-0.4	8,600
Home delivery service sales	billion yen	1,640	1,671	1.9	16,332
Others	billion yen	128	134	4.5	1,308
Amount of monthly purchase/member	yen	11,299	11,389	0.8	us\$111
Total share capital	billion yen	627	631	0.7	6,167
Average share capital/member	yen	31,746	31,365	-1.2	us\$306
Co-op bonds	million yen	55,960	54,817	-2.0	536
Number of stores		1,011	980	-3.1	—
Total sales area	m ²	1,187,731	1,175,796	-1.0	—
Number of employees		72,881	73,496	0.8	—
Total Market share	%	2.67	2.64	-0.03 (point)	—

*Community-Based 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 15, 2014; 1U.S. Dollar=102.34 yen

2020 Vision of Japanese Co-ops

We are dedicated to working with the people to realize a new society where smiles and trust abound.

Retail Co-ops

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

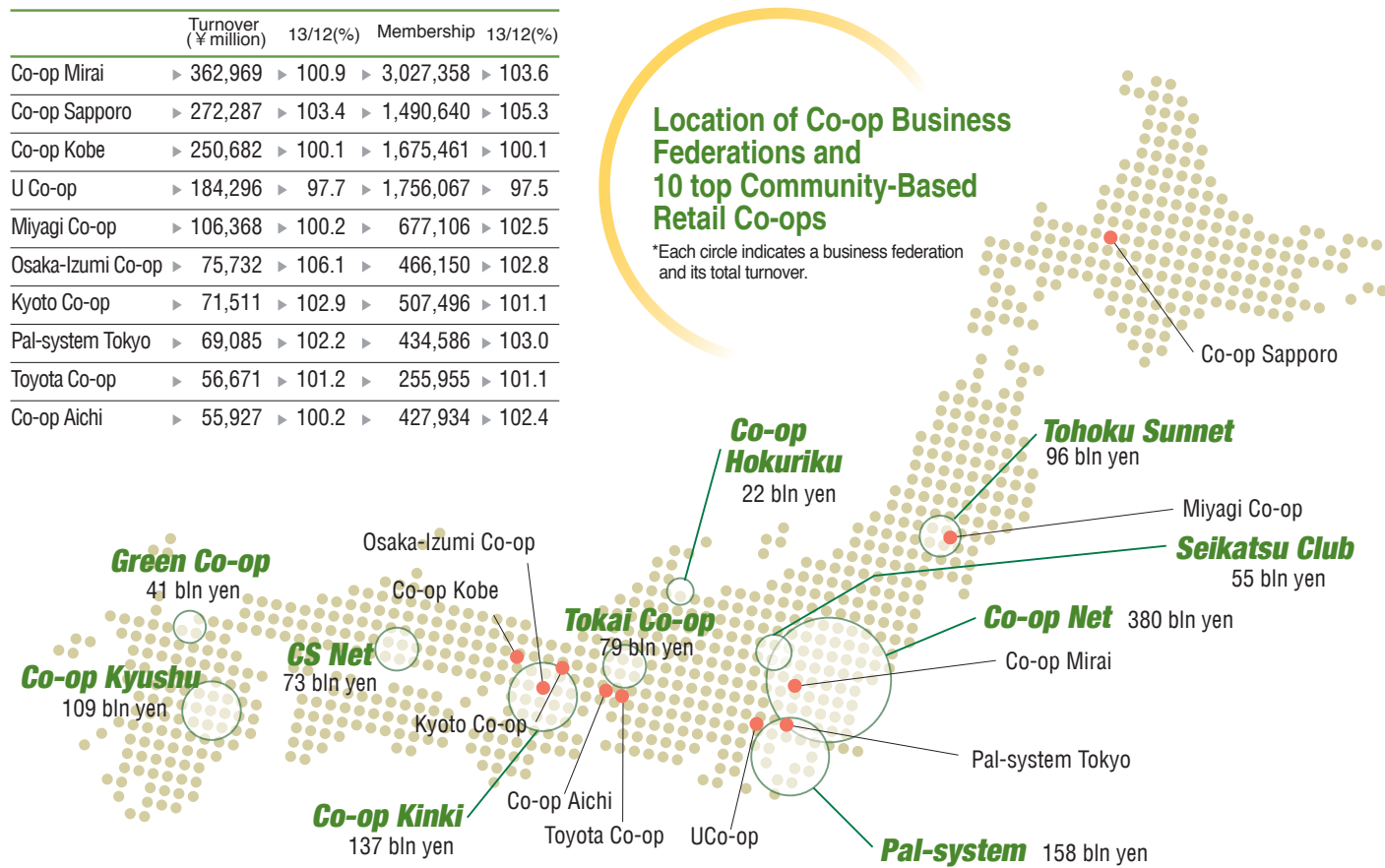
● **Community-Based Retail Co-ops** serve local residents through home delivery, store and catalog sales.

Top 10 Community-Based Retail Co-ops in Japan

	Turnover (¥ million)	13/12(%)	Membership	13/12(%)
Co-op Mirai	▶ 362,969	▶ 100.9	▶ 3,027,358	▶ 103.6
Co-op Sapporo	▶ 272,287	▶ 103.4	▶ 1,490,640	▶ 105.3
Co-op Kobe	▶ 250,682	▶ 100.1	▶ 1,675,461	▶ 100.1
U Co-op	▶ 184,296	▶ 97.7	▶ 1,756,067	▶ 97.5
Miyagi Co-op	▶ 106,368	▶ 100.2	▶ 677,106	▶ 102.5
Osaka-Izumi Co-op	▶ 75,732	▶ 106.1	▶ 466,150	▶ 102.8
Kyoto Co-op	▶ 71,511	▶ 102.9	▶ 507,496	▶ 101.1
Pal-system Tokyo	▶ 69,085	▶ 102.2	▶ 434,586	▶ 103.0
Toyota Co-op	▶ 56,671	▶ 101.2	▶ 255,955	▶ 101.1
Co-op Aichi	▶ 55,927	▶ 100.2	▶ 427,934	▶ 102.4

Location of Co-op Business Federations and 10 top Community-Based Retail Co-ops

*Each circle indicates a business federation and its total turnover.



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

Co-op societies	220
Members	1,543,086
Turnover (¥million)	184,400
Full-time employees	1,876

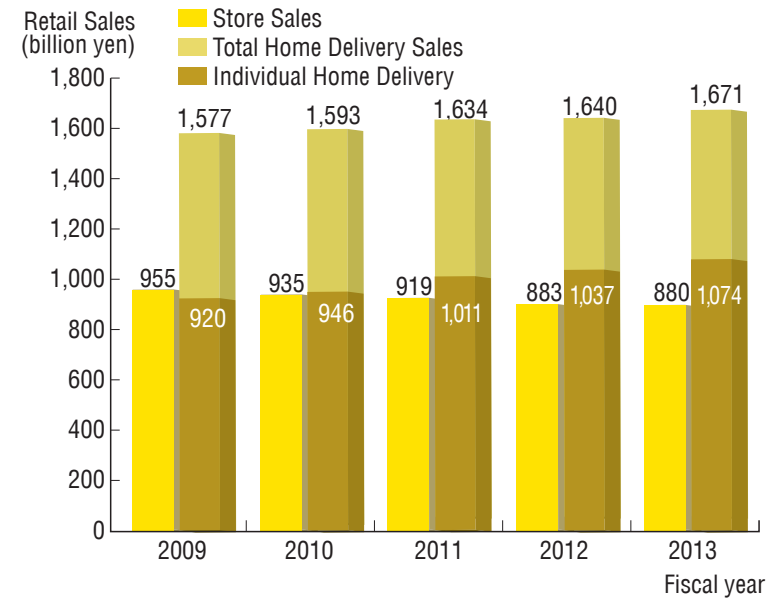
*source: National Federation of University Co-operative Associations

● **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.

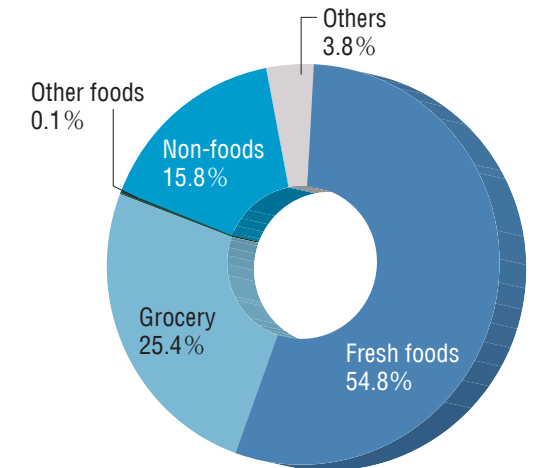
● **Institutional Co-ops** serve employees at their work places through operating stores and canteens.

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

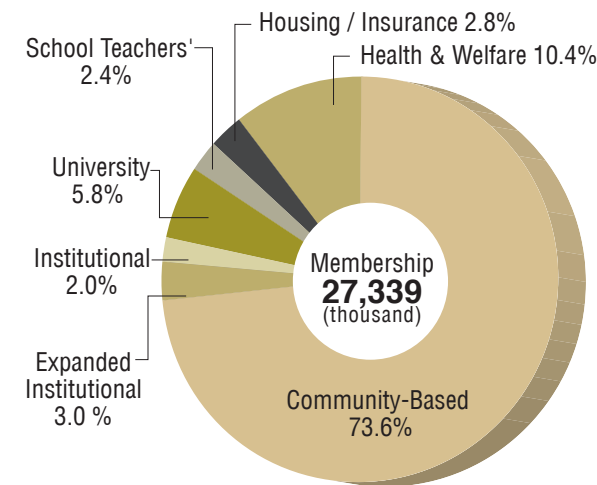
Retail Sales by Type of Operation



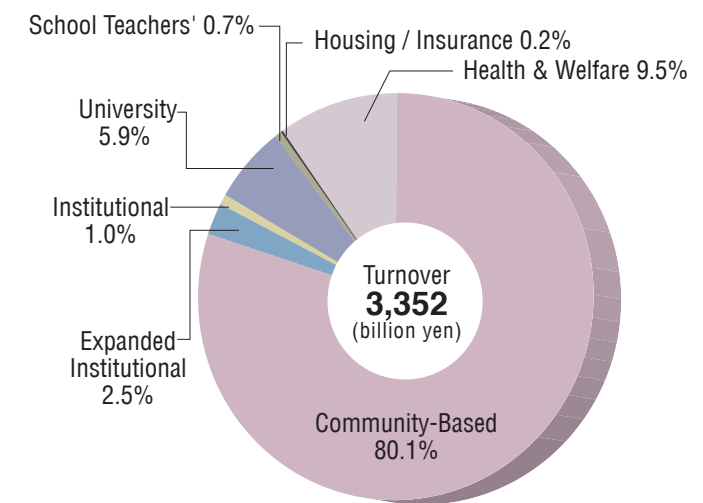
Percentage of Retail Sales by Product Category



Percentage of Membership by type of Consumer Co-ops



Percentage of Turnover by type of Consumer Co-ops



Health and Welfare Co-ops

Health and Welfare Co-ops provide medical and nursing care services to local residents, and manage hospitals, primary health care centers, nursing care homes, home-visit care stations, rehabilitation facilities and at-home help services for the elderly.

Japanese Health and Welfare Co-operative Federation (HeW CO-OP JAPAN), which is affiliated to JCCU, is a national federation of the health and welfare co-ops.

HeW CO-OP JAPAN

Co-op Societies	108
Members	2,848,774
Han groups	25,401
Han members	153,317
Hospitals with 20 or more beds	77
Clinics with less than 20 beds	342
Beds	12,468
Doctors	1,975
Nurses	11,739
Other staff members	22,180
Turnover (¥million)	319,600

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 that are affiliated with JCCU: the Japan CO-OP Insurance Consumers' Co-operative Federation (JCIF) which is a union of 150 JCCU member societies from across the nation 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	150
Policies	8,106,282
Premium income (¥million)	165,969
Claims paid (¥million)	62,566
Full-time employees	374

ZENROSAI

Co-op societies	58
Policies	33,430,000
Premium income (¥million)	600,500
Claims paid (¥million)	330,900
Full-time employees	3,642

*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 coordinates the business activity of housing co-ops.

ZENJUREN

Co-op societies	15
Members	462,483
Housing units constructed	178
Full-time employees	329

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

Fiscal 2013 JCCU Business Overview

(March 21, 2013 to March 20, 2014)

Profile

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 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 online sales.
- Coordination of member activities at national level.
- Guidance of member co-op management and staff education through correspondence courses and seminars.

Head Office (Co-op Plaza)

3-29-8 Shibuya, Shibuya-Ku
Tokyo 150-8913 Japan
Tel: +81-3-5778-8103
Fax: +81-3-5778-8104

Established	March 1951
President	ASADA Katsumi
Member societies (incl. Business Federations)	334
Full-time employees	1,395
JCCU wholesale amount (Million yen)	377,984
Membership dues (Thousand yen)	1,072,673
Share capital (Thousand yen)	9,143,570

Profit and Loss Statement

	¥ thousand
Sale	377,984,288
Cost of sales	335,639,443
Gross Surplus	42,344,844
Membership dues	1,072,673
Contractual commission	7,303,771
Revenue from management service and laboratory	42,860
Other revenue	2,312,404
Total Surplus	53,756,768
Operating expenses	50,771,662
Operating surplus	2,985,105
Non-operating revenue	1,236,102
Non-operating expenses	167,247
Current Surplus	4,053,960
Extraordinary profits	1,004,459
Extraordinary losses	733,202
Surplus for the Fiscal Year before Taxation	4,325,217
Taxes	694,232
Net Surplus for the Fiscal Year	3,630,985

Balance Sheet

ASSETS	¥ thousand
Current assets	85,458,580
Fixed assets	
Tangible assets	63,309,666
Intangible assets	4,571,887
Other fixed assets	54,907,032
Total Fixed Assets	122,788,586
Total Assets	208,247,167
LIABILITIES AND CAPITAL	¥ thousand
Current liabilities	100,936,719
Fixed liabilities	4,390,188
Total Liabilities	105,326,907
Share Capital	9,143,570
Reserves	
Legal reserves	9,026,000
Voluntary reserves	77,663,000
Unallocated surplus	6,832,693
Total Reserves	93,521,693
Shareholder's equity	102,665,263
Net asset	102,920,259
Total Liabilities and Capital	208,247,167

CO-OP Brand Products

Collaborating with member co-ops, JCCU develops CO-OP Brand Products to distribute to members through co-ops nationwide. CO-OP Brand Products are developed and improved based on members' opinions and requests with our own high standards of quality and safety. Today, there are several series of co-op products: the "Co-op Basic" series aiming to achieving low price while securing good quality; and value-added products with a specific theme to enrich members daily life. The total number of items stands 4,000 with sales turnover of about 411 billion yen covering about 14% of the total sales of retail co-ops.

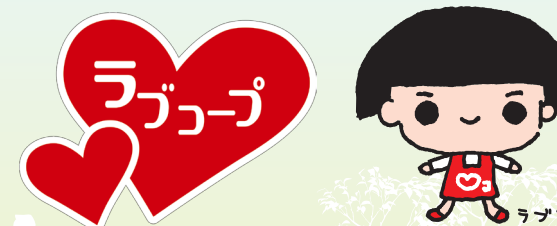
Catalog business

Ordering through catalog is one of the formats of the home delivery business by the consumer co-operatives. The catalog business allows members to place order through seasonal catalogue or via online for items such as furniture, home décor goods, clothing, household goods as well as sundry articles, which are delivered directly to members home upon ordering. Members also place orders for gift items during the summer and the winter gift seasons, which are delivered directly to designate recipients.



Promoting members loyalty for co-op products

In 2014, JCCU has launched a "Love Co-op campaign" for two years to spread the usefulness of CO-OP products among members and non-members. Through this campaign JCCU provides a chance for members to participate in product tasting, monitoring, group interviews and recipes episode collection and reflects the opinions and comments in development and improvement processes of CO-OP products.



Above: Campaign character

Quality Assurance System of co-op product

