

China Office (six employees in Shanghai, five in Qingdao)

[Major products]

Shanghai: garbage bags, frozen vegetable products, Chinese chestnuts, sakura shrimp, canned fruit, herring roe products, online shopping products

Qingdao: fried fish products, frozen vegetable products, herring roe products, products for JCCU mail order business

[No. of export containers]

Fiscal 2018 results, 20F: 208, 40F: 91
(excluding results of canned fruit products for JCCU mail order business)

[Message from the Office]

Our office is engaged in overall quality management for ingredients, materials, processing, shipping, and transportation related to the manufacture of products for direct trade consigned by JCCU as well as non-consigned products.

To improve member satisfaction, we aspire to: develop and provide products that can only be produced outside Japan, reduce complaints, proactively contribute to JCCU's import business plan and improve the level of services we provide, conduct activities for food safety and quality assurance from ethical and food defense perspectives in line with current trends, and produce RSPO- or MSC-certified or environmentally friendly products. With this in mind, we are committed to attentively carrying out our business activities.



Employees in Shanghai



Employees in Qingdao

Representative products



CO-OP semi-transparent garbage bag



CO-OP crispy fish fry



stretch pants for JCCU mail order business

Bologna Office (one employee)

[Major products]

pasta, olive oil, canned tomato/tomato cartons, frozen pizza

[No. of export containers]

Fiscal 2018 results, 20F: 85, 40F: 69

[Message from the Office]

The Bologna Office aims to always deliver safe and healthy food, and to carry out research and development of new products to satisfy co-op members. There are many Italian recipes and food items that are still unknown in Japan, so the office's dream is to develop products that can only be produced in Italy for just JCCU.



Representative products



CO-OP Italian spaghetti

CTA (Co-op Trade America) (one employee)

[Major products]

frozen vegetable products, frozen fruit products, soybean (ingredient), canned corn, almond, herring roe (ingredient)

[No. of export containers]

Fiscal 2018 results, 20F: 56, 40F: 33

[Message from the Office]

CTA is in charge of quality control for a wide variety of products. We make constant efforts to accurately understand the control standards and quality specifications that JCCU requires, remain sensitive to local standards, and have discussions with producers to further improve quality together.



Representative products



CO-OP vegetable mix



CO-OP herring roe

CO-OPTRADE JAPAN LTD.

2019-2020

Message from the President

I was appointed the successor to former President Nakano following the election of officers at the ordinary shareholders meeting of Co-opTrade Japan Ltd. (CTJ) on May 27, 2019. I would like to express my great appreciation for our partners' cooperation and support for the business and activities of the Japanese Consumers' Co-operative Union (JCCU) and CTJ.

CTJ is a wholly owned subsidiary of JCCU, and has offices at seven locations around the world. CTJ deals in overseas products that are supplied to consumer cooperatives (co-ops) across Japan. Together with the staff of JCCU's merchandising and quality assurance departments, CTJ is working on the development of products that can only be produced outside Japan, and ensuring stable procurement and quality improvement after development.

Co-ops in Japan adopted the Co-op Action Plan for SDGs at the General Assembly in June 2018 to promote initiatives for the SDGs set by the United Nations. In response to that move, we are stepping up efforts to develop products that use environmentally friendly and sustainable resources (raw materials) and switch to packaging materials that have a low environmental impact. We are also actively developing cooked products in line with changes in the Japanese diet.

To these ends, CTJ will continue taking on new challenges while valuing the win-win relationships with business partners inside and outside Japan. We would greatly appreciate your continued cooperation.

Atsushi Okubo
President, Co-opTrade Japan Ltd.

History

- 1956 Established the predecessor company of CTJ
- 1960 Starts to import Okhotsk herring
- 1971 Starts business with Canadian Fishermen's Co-op
- 1973 Launches unbleached herring roe products
- 1976 Starts to import shrimp from the Philippines
- 1981 Launches Italian spaghetti and U.S. frozen vegetable products
- 1987 Establishes Shanghai Office in China
- 1989 Establishes Bangkok Office and Seattle Office
- 1997 Co-opTrade Japan Ltd. founded
- 2000 Establishes Singapore Office, and incorporates Seattle Office (CTA)
- 2007 Establishes Ho Chi Minh Office and starts to import sundries from China
- 2008 Establishes Qingdao Office in China, and launches Thai poultry products
- 2009 Launches Italian olive oil
- 2010 Launches Thai capelin products
- 2012 Launches Italian tomato cartons
- 2016 Launches frozen Italian pizza and Thai canned tuna
- 2018 Establishes Bologna Office

Profile

Company name	CO-OPTRADE JAPAN LTD.
Capital	20 million yen
Major business activities	Based on the service agreement with JCCU: <ul style="list-style-type: none">• Develop and procure CO-OP Brand Products for direct import• Manage import settlement, quality control, business balance• Procure and sell raw materials used for CO-OP Brand Products• Manage quality control of products for JCCU mail order business
Office	Head office and seven sites in six countries outside Japan
President	Atsushi Okubo (JCCU Executive Officer)

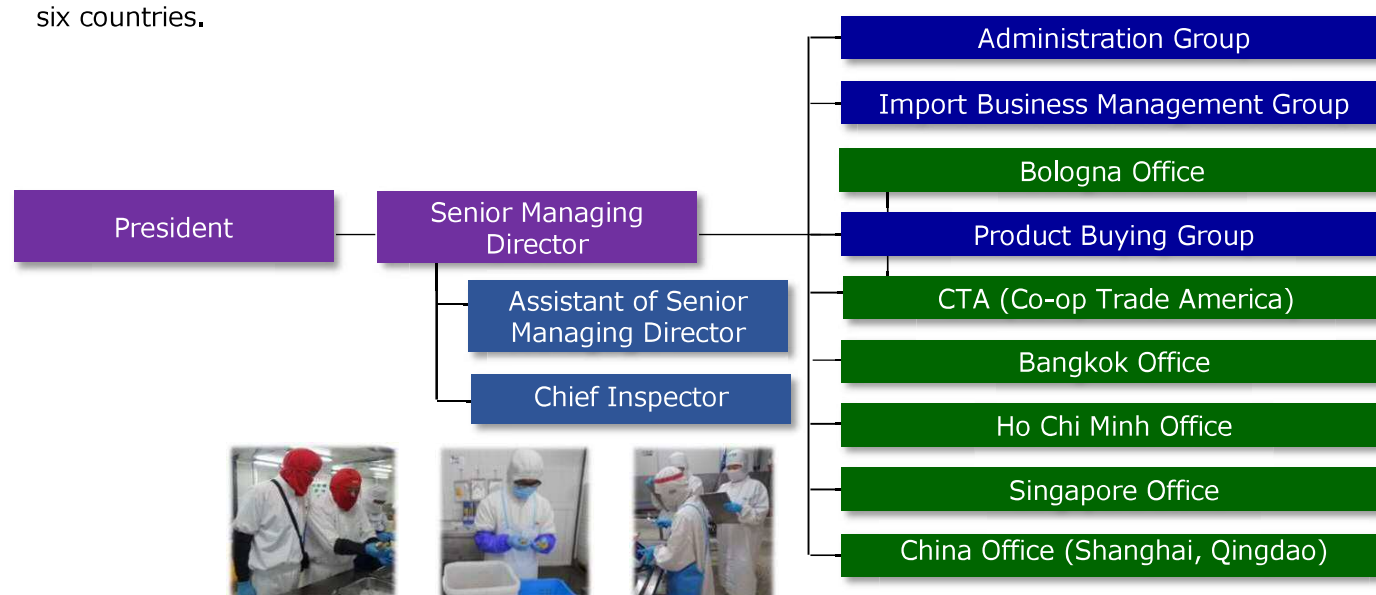
Office Location

Co-opTrade Japan Ltd.

- Head Office ... Co-op Plaza, 3-29-8 Shibuya, Shibuya-ku, Tokyo, Japan
- China Office (Shanghai) ... Room 1708, 841 Yan An Zhong Road, Jing An District, Shanghai, China
- China Office (Qingdao) ... 23A-10 Building A, Yihe International, No. 10 Xianggang Zhong Road, Shinan District, Qingdao, China
- Singapore Office ... 420 North Bridge Road, #05-10 North Bridge Center, Singapore 188727
- Bangkok Office ... ITF Tower II, 18th floor, 140/39 Silom Rd., Suriyawong Bangrak, Bangkok 10500 Thailand
- Ho Chi Minh Office ... 4F, Unit 403, Vital Building, 16 Dang Tat St., Tan Dinh Ward, Dist. 1, Ho Chi Minh City, Vietnam
- Bologna Office ... Office No. 412 Regus Bologna, Central Station Viale Masini 12/14, 6th floor, Bologna, Italy
- Co-op Trade America, Inc. ... 263 West Bakerview Road Suite 405 Bellingham, WA 98226, U.S.A.

Organization

Co-opTrade Japan Ltd. has three groups under the Head Office in Japan and seven sites (six offices) in six countries.



Operations (Head Office)

Overseas Product Group (eight employees)

Based on JCCU's merchandising policy, we carry out development and redevelopment, contracting, procurement, and quality control of CO-OP Brand Products for direct import. Our role is to deliver value, including deliciousness, ease of use, stable quality, and reasonable price, that only products produced outside Japan can offer to co-op members in Japan. For the products are distributed as CO-OP Brand Products, we request that our business partners not only conduct quality inspections but also provide detailed information with particular focus on the following:

- 1) Quality standards and traceability of raw materials used
- 2) Specifications and procurement lead time of secondary materials used
- 3) Specifications and procurement lead time of packaging materials
- 4) Manufacturing flow, CCP management, production per day, and normal lead time from receiving orders to ETD.

We would greatly appreciate your continued cooperation.

Import Management Group (eight employees)

We are in charge of practical tasks associated with the import of all direct trade products. Through cooperation with related departments, we handle customs clearance under the most appropriate conditions in terms of quality, schedule and delivery time, deliver products to member co-ops or to warehouses specified by JCCU while simultaneously creating business and accounting data based on the finalized purchase prices, and pass the data on to JCCU. In the event of a trouble, we handle practical matters through cooperation with JCCU's merchandising, quality assurance, and logistics departments. From fiscal 2014, we have been engaged in JCCU's operation management, including estimating orders and managing inventories and logistics costs for some direct trade products. Through cooperation with JCCU's merchandising department and CTJ's Overseas Product Group, we are improving the direct trade business from the perspective of creating a balanced business portfolio. In order to contribute to the business of JCCU, we make constant efforts for consistent management ranging from shipment from overseas factories to delivery at JCCU branches.

Administration Group (six employees)

- 1) Budget management and accounting for the entire CTJ
We manage the progress of budget execution and put together expense data from offices and members at seven overseas sites with different currencies and systems through cooperation with those sites.
- 2) External settlement, exchange contracts, and accounting for direct trade products
We provide assistance to secure appropriate revenue from the import business while ensuring trouble-free settlement for transactions involving large amounts while paying attention to changing exchange rates.
- 3) General affairs and public affairs for the entire CTJ, including overseas offices
While ensuring that we understand the local systems that differ between sites, we communicate with the management staff at each site to properly manage and develop reward systems.

Operations (Offices outside Japan)

The main duties of offices outside Japan are production site visits and pre-shipment inspections for JCCU's direct trade products (and some CO-OP Brand Products delivered via trading companies). When receiving a complaint from a co-op member, the office in charge investigates possible causes together with local partners and considers measures to contribute to improving the quality of CO-OP Brand Products. Overseas offices also carry out a wide variety of tasks, including collecting information at trade shows, researching new factories, and examining prototypes for the development of new products.

Bangkok Office (six employees)

【Major products】

chicken products, canned tuna, shrimp products, capelin products, frozen takoyaki, frozen green beans

【No. of export containers】

Fiscal 2018 results, 20F: 55, 40F: 269

【Message from the Office】

We are committed to delivering safe and tasty food to co-op members, both raw materials and cooked products. We are particularly happy when receiving positive feedback from co-op members and when solving issues through cooperation with business partners. Each member of our office is working hard to achieve personal growth while accomplishing their tasks.



Representative products



CO-OP deep fried chicken CO-OP shrimp for salad

Singapore Office (two employees)

【Major products】

Shrimp products, garbage bags

【No. of export containers】

Fiscal 2018 results, 20F: 3, 40F: 116

【Message from the Office】

The Singapore Office's two staff members visit production sites in Indonesia to provide guidance, inspect factories, and conduct shipping inspections. Since 2018, we have also inspected factories of kitchen garbage bags. With careful selection of raw materials and thorough hygiene management, we aspire to stably deliver safe, secure CO-OP Brand Products to members in Japan.



Representative products



CO-OP crisp & tender fried shrimp

Ho Chi Minh Office (four employees)

【Major products】

shrimp products, deep-fried skewers, mackerel products, products for JCCU mail order business

【No. of export containers】

Fiscal 2018 results, 20F: 10, 40F: 21
(excluding results of mackerel products and products for JCCU mail order business)

【Message from the Office】

Each staff member visits factories in Vietnam to inspect and taste products. We always work attentively, hoping that co-op members will be happy to enjoy our tasty products.



Representative products



CO-OP miso simmered mackerel

【主要经营商品】

上海：各种垃圾袋、冷冻蔬菜、糖炒栗子、樱花虾、果实罐头、鲱鱼子、邮售商品等

青岛：油炸水产品、冷冻蔬菜、鲱鱼子、邮售商品等

【出口集装箱数】 2018年度业绩

20F 208个、40F 91个
(不包括果实罐头和邮售商品的业绩)

【事务所信息】

负责与制造日本生协连的直接贸易受托商品和非受托商品有关的全面质量管理，包括原料、器材、加工工序、发货及运输等。我们的抱负是开发并提供“海外特色”商品，以提高生协会员的满意度。要减少投诉。要积极地日本生协连的进口产品经营计划做贡献，提高服务水平。要顺应时代潮流，从道德伦理和食品防卫的观点出发，开展食品质量安全保证活动，生产通过RSPO认证和MSC认证等的环保型商品。希望在考虑到这些因素的同时，注意认真开展业务活动。



在上海工作 职员



在青岛工作 职员

代表性经营商品



CO・OP 半透明垃圾袋



CO・OP 油炸白肉鱼



BB彩色牛仔褲

博洛尼亚事务所[1人]

【主要经营商品】

意大利面条、橄榄油、罐装番茄、袋装番茄、冷冻披萨饼等

【出口集装箱数】 2018年度业绩

20F 85个、40F 69个

【事务所信息】

力求只发送安心安全的食品，同时研究开发新商品，开展业务，让生协会员心满意足。意大利还有大量日本人不知道的食谱和食品，因此我们梦想着开发的食品能被称为“唯有日本生协连才能在意大利开发的这款商品”。



代表性经营商品



CO・OP
意大利面条

CTA (CO-OP TRADE AMERICA LTD.) [1人]

【主要经营商品】

冷冻蔬菜、冷冻果实、原料大豆、玉米罐头、甜杏仁、鲱鱼子原料等

【出口集装箱数】 2018年度业绩

20F 56个、40F 33个

【事务所信息】

CTA负责各种各样商品的质量管理，不仅要正确理解日本生协连要求的管理标准和质量规格，也要认真考虑当地标准，反复与生产者协商，共同在日常工作中努力提高质量。



代表性经营商品



CO・OP 混合蔬菜



CO・OP 干青鱼子

CO-OP TRADE JAPAN LTD. 简介

2019-2020

致辞

一直以来全体供应商大力协助和支持日本生活协同组合連合会（以下简称“日本生协連”）及CO-OP TRADE JAPAN（以下简称“CTJ”）的业务和活动，对此深表感谢。

我是大久保，在2019年5月27日举行的CTJ定期股东大会上，通过改选董事，接替了前任社长中野。再次请大家多多关照。

CTJ作为日本生协連的全资子公司，在全世界7个地方拥有驻外办事处、事务所，开展向全国的生活协同组合（以下简称“生协”）供应的海外商品相关业务。与日本生协連商品本部和质量保证本部的职员一起，开发海外特有的商品，不断努力保障开发后的稳定采购并提高质量。

日本的生协在2018年6月的例行大会上，提出要开展联合国倡导的SDGs活动，通过了“CO-OP SDGs行动宣言”。为此，我们更加努力开发环保型、使用可持续资源（原料）的商品，切换为环境负荷少的包装材料等。此外，还积极开发顺应日本餐桌变化的烹饪商品。

CTJ为了实现上述目标，在重视与国内外供应商的双赢关系的同时，不断进行新挑战。今后请大家一如既往地给予协助。

CO-OP TRADE JAPAN LTD. 董事长 大久保 敦



公司沿革

- 1956年 成立前身“日本协同组合贸易株式会社”
- 1960年 开始进口鄂霍次克鲱鱼
- 1971年 开始与加拿大渔协交易
- 1973年 开始发售非漂白鲱鱼子
- 1976年 开始从菲律宾进口虾
- 1981年 开始发售意大利面条、开始发售美国冷冻蔬菜
- 1987年 成立中国上海事务所
- 1989年 成立曼谷事务所、西雅图事务所
- 1997年 成立CO-OP TRADE JAPAN LTD.
- 2000年 成立新加坡事务所，将西雅图事务所改为法人(CTA)
- 2007年 成立胡志明事务所，开始进口中国家用杂货
- 2008年 成立中国青岛事务所，开始发售泰国鸡肉加工品
- 2009年 开始发售意大利橄榄油
- 2010年 开始发售泰国柳叶鱼加工品
- 2012年 开始发售意大利纸袋装番茄
- 2016年 开始发售意大利冷冻披萨饼、开始发售泰国金枪鱼罐头
- 2018年 成立博洛尼亚事务所

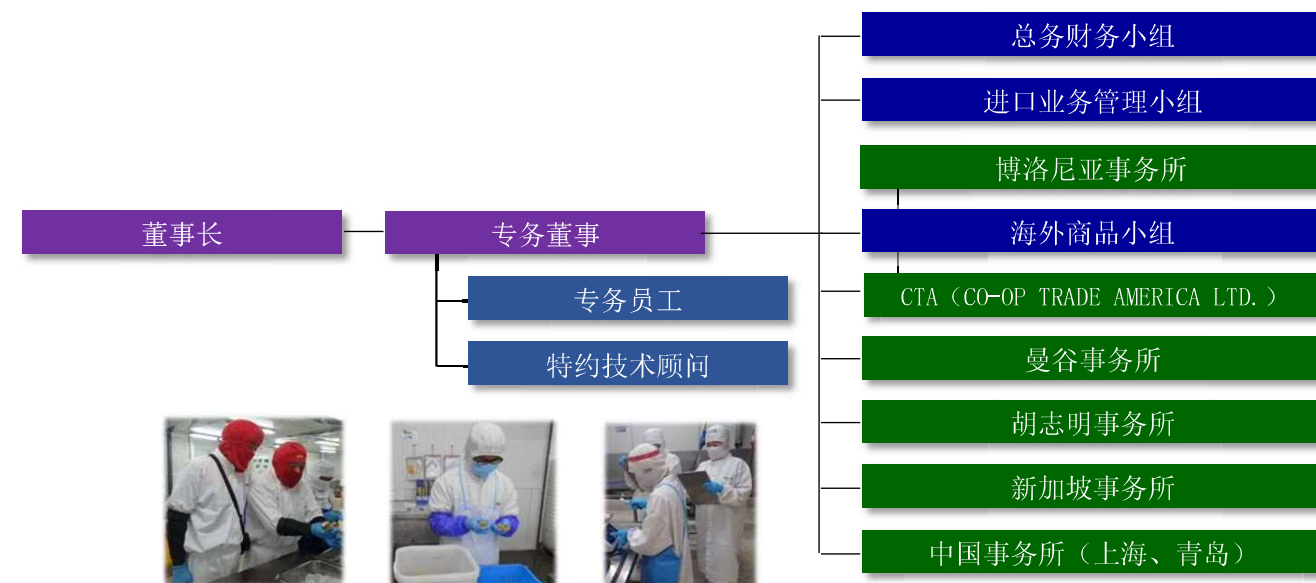
事务所地址

CO-OPTRADE JAPAN LTD.

- 总公司
 - 東京都涩谷区涩谷3-29-8 CO-OP Plaza
- 中国事务所（上海）
 - 中国上海市静安区延安中路841号1708
- 中国事务所（青岛）
 - 中国青岛市南区香港中路10号 颐和国际大厦A座23A—10室
- 新加坡事务所
 - 420 NORTH BRIDGE ROAD #05-10 NORTH BRIDGE CENTRE SINGAPORE 188727
- 曼谷事务所
 - ITF TOWER II, 18TH FLOOR 140/39 SILOM RD., SURIYAWONG BANGRAK, BANGKOK 10500 THAILAND
- 胡志明事务所
 - 4F, Unit 403, Vital Building.16 Dang Tat St., Tan Dinh Ward, Dist.1, Ho Chi Minh City VIET NAM
- 博洛尼亚事务所
 - Office No.412 REGUS BOLOGNA,Central Station Viale Masini 12/14 6th Floor BOLOGNA ITALIA
- CO-OP TRADE AMERICA LTD.
 - 263 West Bakerview Road Suite 405 Bellingham, WA 98226 USA

体系图

CO-OP TRADE JAPAN LTD. 在日本的总公司有3个小组，在海外有6个事务所（在6个国家有7个网点）。



业务内容（总公司）

海外商品小组[8人]

根据日本生协连的MD方针，开发和再开发直接进口的CO-OP商品，负责合同和采购、质量管理。向日本消费者（生协会会员）提供只能在海外实现的美味、便利、稳定的质量和价格之类价值，是我们的职责。由于是PB商品，特别是对于供应商，除质量检查外，还要求提供商品的详细信息。尤其重视下列内容。请大家今后一如既往地给予协助。

- 1) 使用原料的质量标准、可追溯性。
- 2) 使用辅助材料的规格和采购前置时间。
- 3) 包装材料规格与采购前置时间。
- 4) 制造流程及其CCP管理。每天的产量与接单至ETD的正常前置时间。

进口业务管理小组[8人]

负责直接贸易商品的所有进口相关实际业务。与相关部门合作，在质量、日程、交货期处于最佳状态下进行通关实际业务，向会员生协交货、将商品运送至日本生协连指定仓库，同时制作确认进货价格的业务数据和会计数据，进行向日本生协连交货的业务。此外，发生各种纠纷时，与商品本部、质量保证部、物流部门合作，同时负责实际业务窗口。

自2014年度起，从拟定部分直接贸易商品的订单到库存和物流费的管理等，开始负责日本生协连的业务管理，并与商品本部、海外商品小组合作，从收支的角度出发，改善直接贸易业务。从海外工厂发货到交给日本生协连的分所，力求进行一条龙管理，同时日夜反复试错，努力为日本生协连业务做贡献。

总务财务小组[6人]

- 1) 整个CTJ的预算管理及财务处理
对于货币和制度不同的7个网点的海外事务所和海外成员的经费，与各个网点合作，管理预算的完成情况。
- 2) 直接贸易商品的对外结算处理、期权合约签订、会计处理
由于经手的金额也很大，我们注意避免结算手续错误，关注时刻变化的外汇行情动向，同时帮助进口业务能够确保适当的收益。
- 3) 包括海外事务所在内的整个CTJ的总务、公关、庶务
需要了解各个海外网点不同的当地制度。与各网点的管理负责人交流，同时力求制定妥善管理并具有工作价值的制度。

业务内容（海外事务所）

海外事务所的主要业务是亲临日本生协连直接贸易商品的生产现场，在发货前验货。（也支持部分通过贸易公司交易的CO-OP商品。）发生生协会会员投诉时，我们将在当地与供应商一起追究原因，在此基础上研究改善措施，为提高CO-OP商品的质量做贡献。此外，为了开发新商品，还通过展销会等收集信息、调查新工厂、研究试制品等，开展广泛领域的业务。

曼谷事务所[6人]

【主要经营商品】

鸡肉加工品、金枪鱼罐头、虾加工品、柳叶鱼产品、冷冻章鱼烧、冷冻豇豆等

【出口集装箱数】 2018年度业绩
20F 55个、40F 269个

【事务所信息】

从接近原料的商品到加工品，为了始终向生协会会员提供安全美味的商品，我们每天都努力工作。
听到生协会员说：“太好了”时，与客户相互配合，得以解决问题时，特别高兴。为了通过工作让每个成员都能发展壮大，我们要继续努力。



代表性经营商品



CO・OP 鸡肉加工品



CO・OP 沙拉虾

新加坡事务所[2人]

【主要经营商品】

各种虾加工品、塑料袋等

【出口集装箱数】 2018年度业绩
20F 3个、40F 116个

【事务所信息】

在新加坡事务所，两名员工到印度尼西亚的虾产地监督生产、指导、检查工厂、检验发货。
自2018年起，还增加了厨房用塑料袋的检查。希望能够精挑细选原料，彻底进行卫生管理，稳定地向日本的生协会员提供安全安心的CO-OP商品。



代表性经营商品



CO・OP
外焦里嫩的炸虾

胡志明事务所 [4人]

【主要经营商品】

各种虾加工品、炸串、青花鱼产品、邮售商品等

【出口集装箱数】 2018年度业绩
20F 10个、40F 21个
（不包括青花鱼和邮售商品的业绩）

【事务所信息】

每天到越南的工厂监督生产、验货、检查时，每个成员都衷心地“希望生协会员高兴地利用美味食品！”总是注意认真工作。



代表性经营商品



CO・OP
豆酱煮青花鱼