

【Major products】

Shanghai:
herring roe (processing), sakura shrimp, canned fruit, Chinese chestnuts, plastic bags, products for the JCCU online shopping business
Qingdao:
fried fish products, frozen vegetable products, herring roe products, products for the JCCU online shopping business

【Number of export containers】

FY2022 results:
228 FCL in 20-footer, 107 FCL in 40-footer
(excluding the results of canned fruit products and products for the JCCU online shopping 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 direct import products that are consigned by JCCU, as well as indirect import products which are non-consigned. 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.

Representative products



CO-OP crispy fish fry



CO-OP frozen kikurage mushrooms



CO-OP semi-transparent garbage bags



Cool cotton-pile reversible linen

CO-OPTRADE JAPAN LTD.

2023-2024

Message from the President

Thank you very much for your continued support of CO-OPTRADE JAPAN's business.

In the previous fiscal year, we had to raise prices on most of our products due to high raw material and energy prices and the weak yen. In terms of sales, they fell slightly short compared to the previous year. Even in this situation, however, we are on schedule with new product launches and renewals, and we are ready for growth in the current fiscal year. Once again, we would like to thank you all for your understanding and cooperation in a wide range of areas, including manufacturing and quality control.

The foundation of our management, which is our basic policy, is to deliver stable quality, reasonably priced products that can only be found and produced overseas to our member co-ops and co-op members throughout Japan to make them happy. Also, together with the products, we hope to deliver the culture of the countries in which the products are produced.

CO-OP products, our core business, are produced to meet the requirements of product safety, quality, and affordable pricing, with emphasis on environmental friendliness and respect for human rights. We strive to realize these requirements to the delight of our suppliers, those at manufacturing plants, and co-op members who use our products.

To this end, we focus on circulating trust as well as the voices of the product manufacturers and suppliers and the consumers who use them, in addition to the co-op members. We value the creation of mutually considerate and appreciative relationships. We receive many comments, stories, and memorable moments, in addition to complaints about our products, from our co-op members, which we share with you.

We look forward to another year of partnerships with relevant parties. Your cooperation would be greatly appreciated.



Katsuya Yamamoto
President,
Co-opTrade Japan Ltd.

History

- 1956 Established the predecessor company of CTJ
- 1960 Started to import Okhotsk herring
- 1971 Started business with Canadian Fishermen's Co-op
- 1973 Launched unbleached herring roe products
- 1976 Started to import shrimp from the Philippines
- 1981 Launched Italian spaghetti and U.S. frozen vegetable products
- 1987 Established the Shanghai Office in China
- 1989 Established the Bangkok Office and Seattle Office
- 1997 Co-opTrade Japan Ltd. founded
- 2000 Established the Singapore Office, and incorporated the Seattle Office
- 2007 Established the Ho Chi Minh Office and started to import sundries from China
- 2008 Established the Qingdao Office in China, and launched Thai poultry products
- 2009 Launched Italian olive oil
- 2012 Launched Italian tomato cartons
- 2016 Launched frozen Italian pizza and Thai canned tuna
- 2017 Launched plastic kitchen bags produced in Indonesia
- 2018 Established the Bologna Office
- 2020 Launched ASC-certified salad shrimp
- 2021 Launched MSC-certified white fish fries

Profile

Company name	CO-OPTRADE JAPAN LTD.	
Capital	20 million yen	
Major business activities	Based on a service agreement with JCCU: • 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 the JCCU mail order business	
Office	Head office and seven sites in six countries outside Japan	
President	Katsuya Yamamoto	
Senior Managing Director	Kimihito Sakurai	
Directors	Shinichi Onishi	Yang Sunda
Auditor	Akihiro Yanagida	

Office Location

- Head Office
 - ... Co-op Plaza, 3-29-8 Shibuya, Shibuya-ku, Tokyo, Japan
 - ... Room 1708, 841 Yan An Zhong Road, Jing An District, Shanghai, China
 - ... 23A-10 Building A, Yihe International, No. 10 Xianggang Zhong Road, Shinan District, Qingdao, China
 - ... 420 North Bridge Road #05-10 North Bridge Centre Singapore 188727 Rep. Of Singapore
- Bangkok Office
 - ... ITF TOWER II , 18th Floor 140/39 Silom Road Suriyawong Bangrak, Bangkok 10500 Thailand
- Ho Chi Minh Office
 - ... Unit 103, Vital Building. 16 Dang Tat St., Dist 1, Ho Chi Minh City, Viet Nam
- Bologna Office
 - ... Office No.412 REGUS BOLOGNA, Central Station Viale Masini 12/14 6th Floor BOLOGNA, 40126 Italy
- Co-op Trade America, Inc.
 - ... 1420 5th Ave. Suite 2200, Seattle, WA 98101 USA

Bologna Office (2 employees)

【Major products】

Pasta, olive oil, canned tomatoes/tomato cartons, frozen pizza

【No. of export containers】

FY2022 results:
40 FCL in 20-footer, 90 FCL in 40-footer

【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. Many Italian recipes and food items are still unknown in Japan, so the office's dream is to develop products that can only be produced in Italy just for JCCU.

In fiscal 2023, we want to deepen our survey on raw materials, strengthen the dissemination of information on the place of origin of raw materials, and further communicate the quality of existing products to our members.

Representative products



CO-OP Italian spaghetti



CO-OP crushed tomatoes from Italy

CTA (Co-op Trade America)

【Major products】

Frozen vegetable products, frozen fruit products, dry soybeans, canned corn, almonds, herring roe (procurement)

【No. of export containers】

FY2022 results:
67 FCL in 20-footer, 20 FCL in 40-footer

Representative products



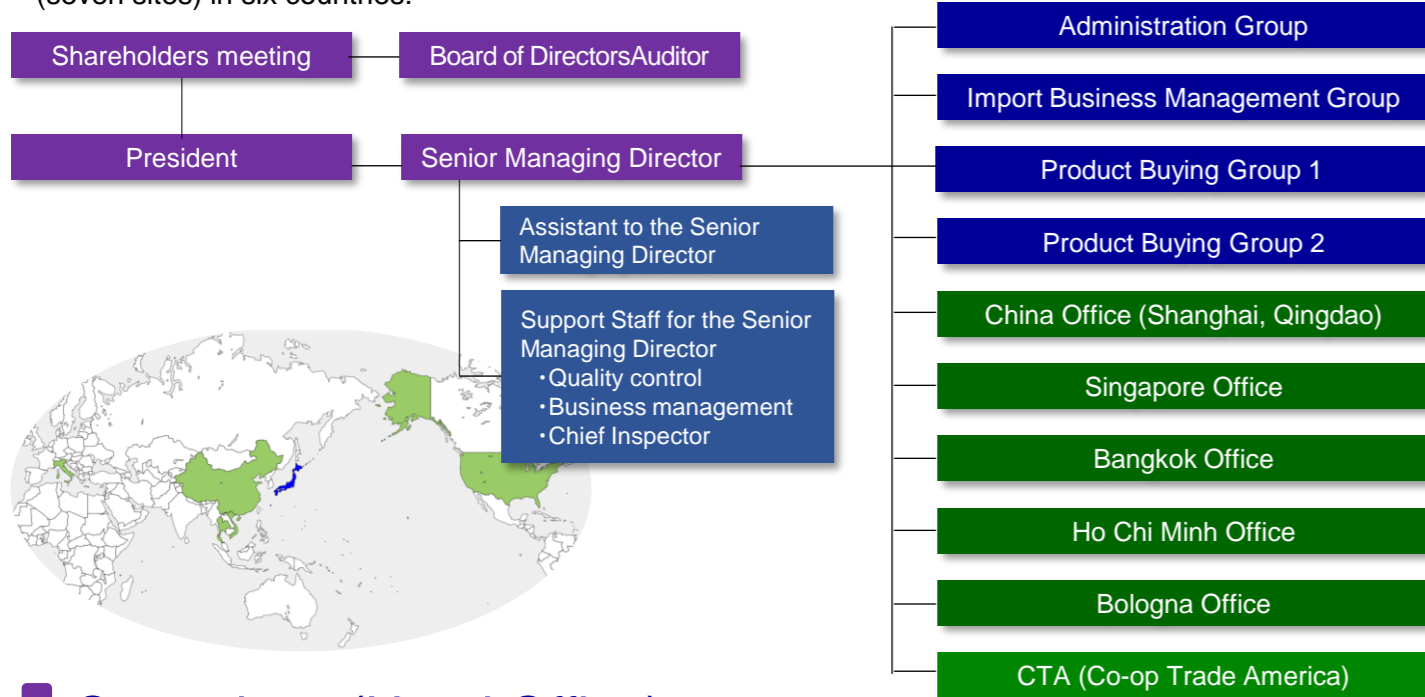
CO-OP vegetable mix



CO-OP herring roe

Organization

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



Operations (Head Office)

Product Buying Groups 1 & 2 (7 employees)

We carry out development and redevelopment, procurement, quality control, and contracting with business partners of CO·OP Brand Products and ingredients for direct import by JCCU. Group 1 is in charge of Europe and Southeast Asia(Thailand), while Group 2 takes charge of China, Southeast Asia(Vietnam, Indonesia), Oceania and the U.S.A.

Our role is to deliver “products that can only be produced outside Japan” with stable quality at proper prices to co-op members in Japan. For products that are distributed as co-op’s private brand products, we request that our business partners not only conduct quality inspections but also provide detailed information. Our specific duties include:

- 1) Product contracting and order placement
- 2) Checks of traceability and the quality of raw materials and packages
- 3) Production site visits to check if products are manufactured according to specifications
- 4) Product inspections
- 5) New product development, and market surveys at trade shows
- 6) Regular meetings with business partners



Import Business Management Group (9 employees)

We are in charge of customs clearance for direct import products.

We deliver products after customs clearance to member co-ops or to warehouses specified by JCCU while simultaneously creating business and accounting data based on the finalized purchase prices and passing the data on to JCCU.

From FY2014, we have been engaged in JCCU’s operation management, including estimating orders and managing inventory and logistics costs for a number of direct import products. Through cooperation with the Product Buying Groups and JCCU’s merchandising department, we are improving the direct import business from the perspective of creating a balanced business portfolio.



Administration Group (7 employees)

As an administration group of Co-opTrade Japan Ltd., we are engaged in:

- 1) Budget management and accounting
- 2) External settlement, exchange contracts, and accounting for direct import products
- 3) General internal affairs and public affairs for the CTJ Head Office and offices outside Japan

Operations (Offices outside Japan)

The main duty of offices outside Japan is manufacturing contractor management, including production site visits and pre-shipment inspections, for JCCU’s direct import 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 toward 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 (5 employees)

[Major products]

Chicken products, canned tuna, shrimp products, frozen takoyaki, frozen green beans

[No. of export containers]

FY2022 results:
14 FCL in 20-footer, 271 FCL in 40-footer

[Message from the Office]

We are committed to delivering safe and tasty foods to co-op members, both raw materials and cooked products. We are particularly happy when we receive positive feedback from CO·OP members and when we solve 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 Japanese-style fried chicken



CO·OP shrimp for salad

Singapore Office (3 employees)

[Major products]

Shrimp products, plastic bags

[No. of export containers]

FY2022 results:
7 FCL in 20-footer, 159 FCL in 40-footer

[Message from the Office]

The Singapore Office’s three staff members visit production sites in Indonesia to provide guidance, inspect factories, and conduct shipping inspections. Since 2018, we have also inspected factories producing kitchen plastic 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 (4 employees)

[Major products]

Shrimp products, pizza, mackerel products, products for the JCCU mail order business

[No. of export containers]

FY2022 results:
2 FCL in 20-footer, 16 FCL in 40-footer (excluding results of mackerel products and products for the JCCU online shopping 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 enjoying our tasty products.

Representative products



CO·OP oven-baked Margherita pizza