

2006 FACTS & FIGURES

April 2006 to March 2007

Consumer Co-op Societies in Japan

	unit	FY2004	FY2005	FY2006	% 06/05	FY2006 million US\$
Number of consumer co-ops		626	629	621	-1.3	
Retail co-ops		500	503	497	-1.2	—
Health co-ops		116	116	116	0.0	—
Housing & Insurance co-ops		10	9	8	-11.1	—
Membership	thousand	22,812	23,409	24,211	+3.4	—
Total share capital	billion yen	628	657	684	+4.2	5,755
Total turnover	billion yen	3,275	3,317	3,365	+1.4	28,302
Retail sales	billion yen	2,887	2,919	2,954	+1.2	24,849
JCCU wholesale volume	billion yen	313	346	374	+8.1	3,146

Retail Co-ops*

	unit	FY2004	FY2005	FY2006	% 06/05	FY2006 million US\$
Number of retail co-ops		161	161	158	-1.9	—
Membership	thousand	15,969	16,521	17,107	+3.5	—
Han groups	thousand	1,760	1,929	1,999	+3.6	—
Han members	thousand	6,019	6,367	6,191	-2.8	—
Han member ratio	%	37.7	38.1	36.2	-5.0	—
Total turnover of retail co-ops	billion yen	2,592	2,626	2,667	+1.6	22,434
Total retail sales of all retail co-ops	billion yen	2,493	2,518	2,553	+1.4	21,475
Retail outlets sales	billion yen	1,017	999	996	-0.3	8,378
Nonstore sales	billion yen	1,443	1,487	1,535	+3.2	12,912
Individual delivery out of Nonstore sales	billion yen	606	701	795	+13.4	6,687
Amount of purchase/month/member	yen	12,950	12,754	12,562	-1.5	us\$ 105.⁶⁶
Total share capital	billion yen	517	543	566	+4.2	4,761
Share capital/member	yen	32,354	32,865	33,081	+0.7	us\$ 278.²⁷
Co-op bonds	million yen	59,242	51,962	42,721	-17.8	359
Number of retail outlets		1,110	1,093	1,070	-2.1	—
Sales area	m ²	1,182,372	1,181,447	1,155,943	-2.2	—
Number of full-time employees		27,546	27,270	26,600	-2.5	—
Market share (Total)	%	2.87	2.91	2.80	-3.8	—
Market share (Food)	%	5.4	5.5	—	—	—

*Retail Co-ops: Retail Co-ops do not include institutional co-ops nor university co-ops

Note: The amounts in U.S.dollar is converted based on yen-dollar, exchange rate (TTS) prevailing on March 20, 2007.

1U.S.dollar = 118.88 yen

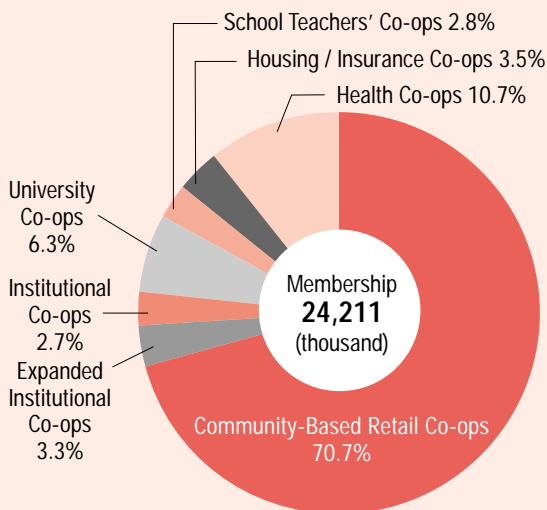
- **University Co-ops** serve students and faculty members in universities and colleges through bookstores, convenience stores, cafeterias and other services.

Co-op societies	229
Members	1,481,468
Turnover(¥million)	203,484
Full-time employees	1,538

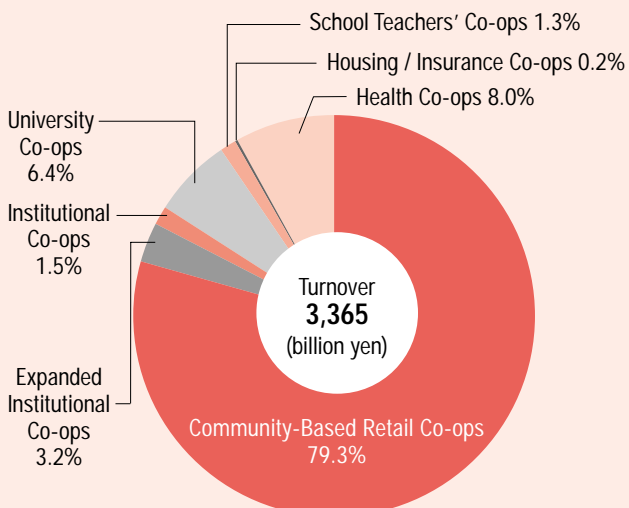
*source: National Federation of University Co-operative Associations

- **School Teachers' Co-ops** serve teachers at both public and private elementary, junior and senior high schools, mainly through catalog mail-order sales and joint purchase.
- **Institutional Co-ops** serve employees at their work places through stores and canteens.
- **Expanded Institutional Co-ops** serve both working people and local residents by reaching out to neighboring residential areas.

Membership by Type of Consumer Co-ops



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	116
Members	2,570,903
Han groups	26,636
Han members	214,067
Hospitals with 20 or more beds	76
Clinics with less than 20 beds	357
Beds	12,662
Doctors	1,830
Nurses	10,100
Other staff	14,700
Turnover(¥billion)	270

Insurance Co-ops

Insurance Co-ops provide many kinds of life and other insurance products for members (mostly trade union members). Insurance Co-ops operate in every prefecture in Japan and are integrated into the National Federation of Workers and Consumers Insurance Co-operatives (ZENROSAI).

Co-op societies	57
Members	13,900,000
Policies	35,950,000
Premium income(¥million)	589,800
Claims paid(¥million)	309,200
Full-time employees	3,545

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

Housing Co-ops

Housing Co-ops provide houses and housing lots to families in cooperation with trade unions and labor banks. They operate in every prefecture in Japan and are coordinated by the National Federation of Housing Co-operative Societies (ZENJUREN).

Co-op societies	30
Members	1,014,830
Housing units constructed	627
Full-time employees	643

*source: National Federation of Housing Co-operative Societies

Retail Co-ops

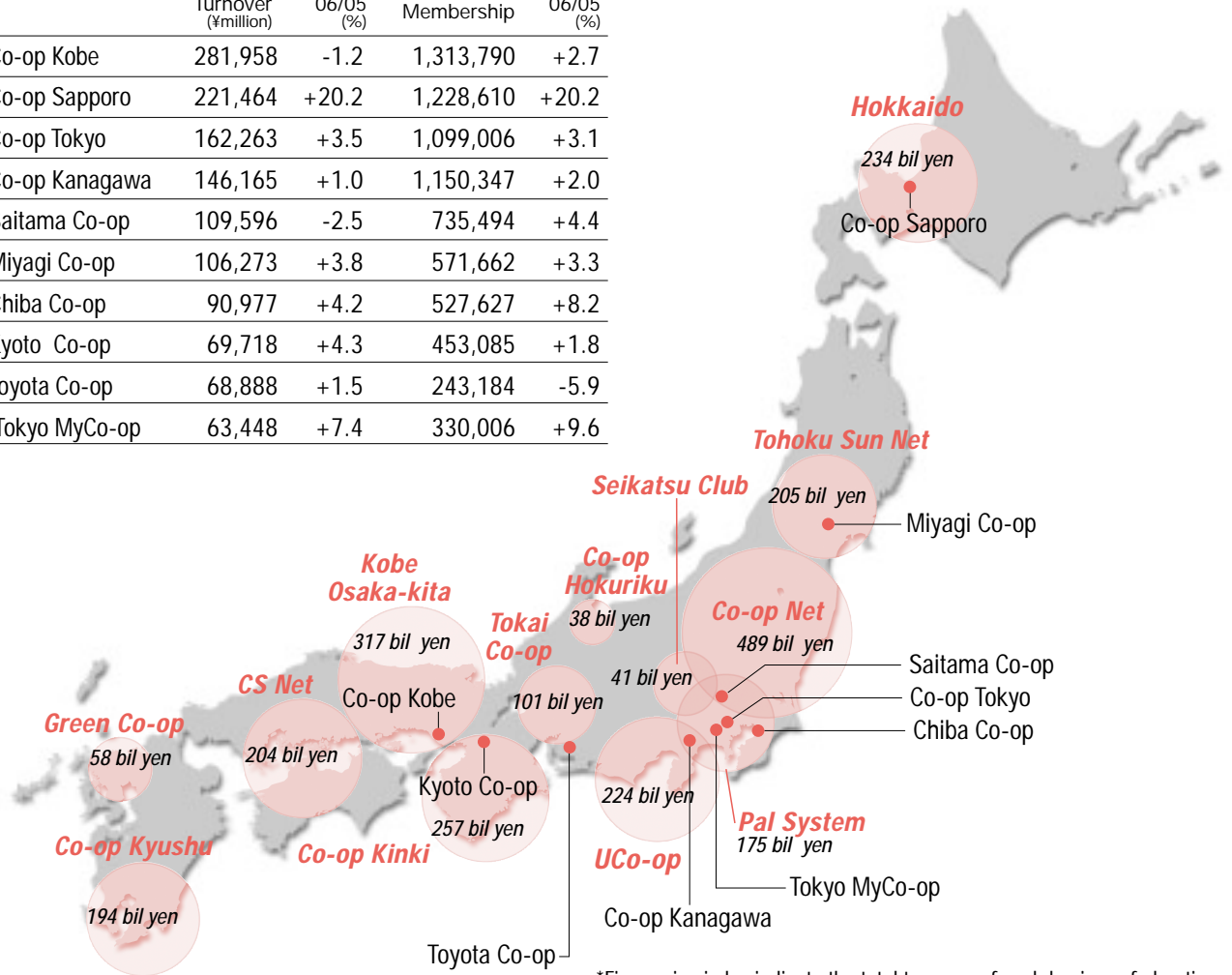
Retail Co-ops supply more than 80% of co-ops members with a wide range of consumer products and services. There are five types of retail co-ops:

- **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)	06/05 (%)	Membership	06/05 (%)
1 Co-op Kobe	281,958	-1.2	1,313,790	+2.7
2 Co-op Sapporo	221,464	+20.2	1,228,610	+20.2
3 Co-op Tokyo	162,263	+3.5	1,099,006	+3.1
4 Co-op Kanagawa	146,165	+1.0	1,150,347	+2.0
5 Saitama Co-op	109,596	-2.5	735,494	+4.4
6 Miyagi Co-op	106,273	+3.8	571,662	+3.3
7 Chiba Co-op	90,977	+4.2	527,627	+8.2
8 Kyoto Co-op	69,718	+4.3	453,085	+1.8
9 Toyota Co-op	68,888	+1.5	243,184	-5.9
10 Tokyo MyCo-op	63,448	+7.4	330,006	+9.6

Co-op Business Federations in Japan



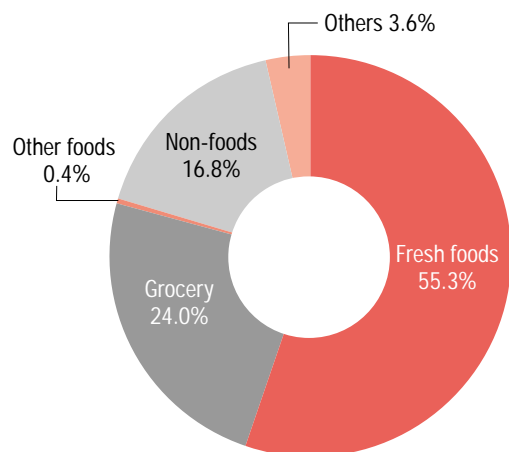
*Figures in circles indicate the total turnover of each business federation.

Breakdown of Sales

Retail Sales by Type of Operation



Retail Sales by Product Category



Outline of JCCU (Fiscal year 2006 from March 21, 2006 to March 20, 2007)

Profit and Loss Statement

	¥ thousand
Sales	373,898,099
Cost of sales	334,584,395
Gross Profit	39,313,703
Membership dues	788,863
Contractual commission	4,833,926
Revenue from management service and laboratory	652,118
Other revenue	2,651,815
Mutual insurance surplus	44,153,958
Total Revenues and Surplus Funds	92,394,386
Trading expenses	64,895,803
Trading surplus	27,498,582
Non-trading revenue	957,107
Non-trading expenses	212,101
Current Surplus	28,243,588
Extraordinary profits	70
Extraordinary losses	249,333
Surplus for the Fiscal Year before Taxation	23,931,266
Taxes	4,419,000
Net Surplus for the Fiscal Year	19,512,266

Profile

Head office	3-29-8 Shibuya, Shibuya-ku Tokyo 150-8913 Japan Phone: +81-3-5778-8103 Fax: +81-3-5778-8104
Established	March 1951
President	Mr. Toshifumi Yamashita
Member societies (incl. secondary unions etc.)	621
Full-time employees	1,069
JCCU wholesale amount	¥374 billion
Membership dues	¥789 million
Share capital	¥8,966 million

Overseas Offices

CO-OPTRADE AMERICA, INC.

19711 64TH AVENUE WEST, SUITE B
LYNNWOOD, WA 98036-5094 U.S.A.
TEL : +1.425.712.7033
FAX : +1.425.712.7526
E-mail : kennya@cooptrade.com

CO-OPTRADE JAPAN LTD.

SHANGHAI 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
E-mail : ctjsh@uninet.cn

CO-OPTRADE JAPAN LTD.

SINGAPORE REPRESENTATIVE OFFICE
10 ANSON ROAD #14-09, INTERNATIONAL PLAZA,
SINGAPORE 079903
TEL : +65.6220.8182
FAX : +65.6220.8183
E-mail : ctj@mbox.ntti.net.sg

CO-OPTRADE REPRESENTATIVE JAPAN LTD.

HO CHI MINH OFFICE
701-7 MELINH POINT TOWER
2 NGO DUC KE, DISTRICT 1;
HO CHI MINH CITY, VIET NAM
TEL : +84.8.520.2778
FAX : +84.8.823.7840
E-mail : tuan@ctjhcm.com

CO-OP TRADE
AMERICA, INC.

SHANGHAI OFFICE

HO CHI MINH OFFICE

SINGAPORE OFFICE

Balance Sheet (as of March 20, 2007)

ASSETS	¥ thousand
Current assets	174,701,804
Fixed assets	
Tangible assets	37,686,727
Intangible assets	5,293,713
Other fixed assets	23,708,424
Total	66,688,864
Total Assets	241,390,669

LIABILITIES AND CAPITAL

	¥ thousand
Current liabilities	129,894,293
Fixed liabilities	9,795,793
Total Liabilities	139,690,087
Share capital	8,965,790
Retained surplus	
Legal reserves	9,026,000
Voluntary reserves	62,745,350
Unallocated surplus	20,963,441
Total	92,734,791
Total Capital	101,700,581
Total Liabilities and Capital	241,390,669

As the sole national consumer co-op organization, JCCU fulfills 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 catalogue sales and CO-OP insurance.
- Coordination of member activities at the national level.
- Guidance of member co-op management and staff education through correspondence courses and seminars.