

2007 FACTS & FIGURES

April 2007 to March 2008

Consumer Co-op Societies in Japan

	unit	FY2005	FY2006	FY2007	% 07/06	FY2007 million US\$
Number of consumer co-ops		629	621	620	-0.2	
Retail co-ops		503	497	496	-0.2	—
Health co-ops		116	116	116	0.0	—
Housing & Insurance co-ops		92	87	85	0.0	—
Membership	thousand	23,523	24,192	24,687	+2.0	—
Total share capital	billion yen	659	685	694	+1.4	6,893
Total turnover	billion yen	3,327	3,369	3,429	+1.8	34,048
Retail sales	billion yen	2,919	2,955	3,005	+1.7	29,838
JCCU wholesale volume	billion yen	346	374	399	+6.8	3,966

Retail Co-ops*

	unit	FY2005	FY2006	FY2007	% 07/06	FY2007 million US\$
Number of retail co-ops		161	158	158	0.0	—
Membership	thousand	16,518	17,107	17,595	+2.9	—
Han groups	thousand	1,929	1,999	2,006	+0.4	—
Han members	thousand	6,367	6,191	5,489	-11.3	—
Han member ratio	%	38.1	36.2	31.2	-5.0	—
Total turnover of retail co-ops	billion yen	2,626	2,667	2,725	+2.1	27,053
Total retail sales of all retail co-ops	billion yen	2,518	2,553	2,606	+2.1	25,872
Retail outlets sales	billion yen	999	996	997	+0.2	9,902
Nonstore sales	billion yen	1,487	1,535	1,586	+3.3	15,749
Individual delivery out of Nonstore sales	billion yen	701	794	852	+7.3	8,460
Amount of purchase/month/member	yen	12,750	12,557	12,461	-0.8	us\$ 123. ⁷²
Total share capital	billion yen	543	566	575	+1.6	5,707
Share capital/member	yen	32,871	33,081	32,668	-1.2	us\$ 324. ³⁴
Co-op bonds	million yen	51,962	42,721	39,429	-7.7	391
Number of retail outlets		1,093	1,070	1,047	-2.1	—
Sales area	m ²	1,181,447	1,155,943	1,157,315	+0.1	—
Number of full-time employees		27,270	26,600	26,457	-0.5	—
Market share (Total)	%	2.76	2.80	2.84	+0.04	—
Market share (Food)	%	5.5	—	5.9	—	—

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

Note: The amounts of U.S.dollar is converted based on yen-dollar, exchange rate (TTS) prevailing at March 19, 2008.

¹U.S.dollar = 100.72 yen

Retail Co-ops

Retail Co-ops supply members with a wide range of consumer products and services, embracing 80% of total consumer co-op membership. There are five types of retail co-ops:

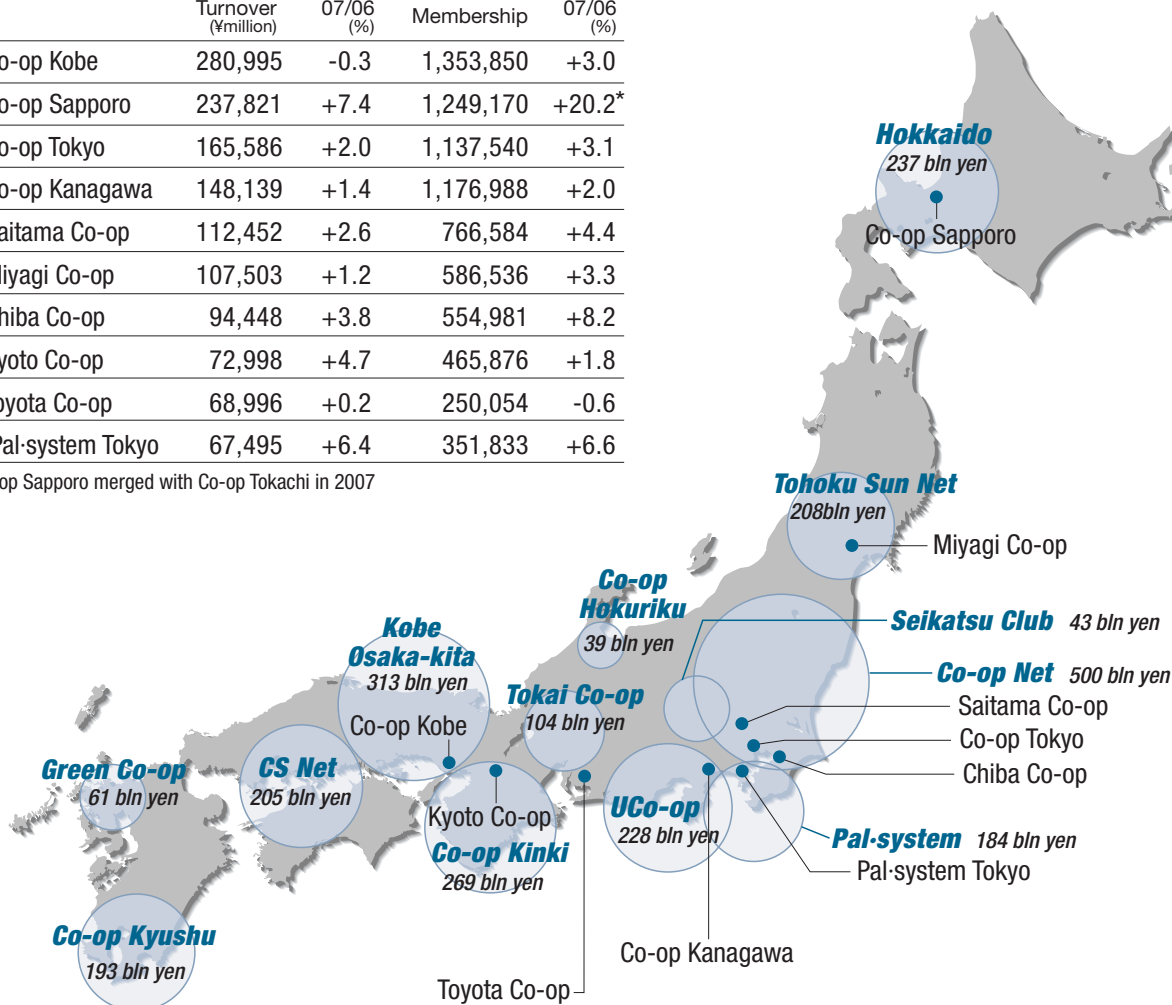
- **Community-Based Retail Co-ops** serve local residents through stores, home delivery and catalog mail-order sales.

Top 10 Retail Co-ops in Japan

	Turnover (¥million)	07/06 (%)	Membership	07/06 (%)
1 Co-op Kobe	280,995	-0.3	1,353,850	+3.0
2 Co-op Sapporo	237,821	+7.4	1,249,170	+20.2*
3 Co-op Tokyo	165,586	+2.0	1,137,540	+3.1
4 Co-op Kanagawa	148,139	+1.4	1,176,988	+2.0
5 Saitama Co-op	112,452	+2.6	766,584	+4.4
6 Miyagi Co-op	107,503	+1.2	586,536	+3.3
7 Chiba Co-op	94,448	+3.8	554,981	+8.2
8 Kyoto Co-op	72,998	+4.7	465,876	+1.8
9 Toyota Co-op	68,996	+0.2	250,054	-0.6
10 Pal-system Tokyo	67,495	+6.4	351,833	+6.6

* Co-op Sapporo merged with Co-op Tokachi in 2007

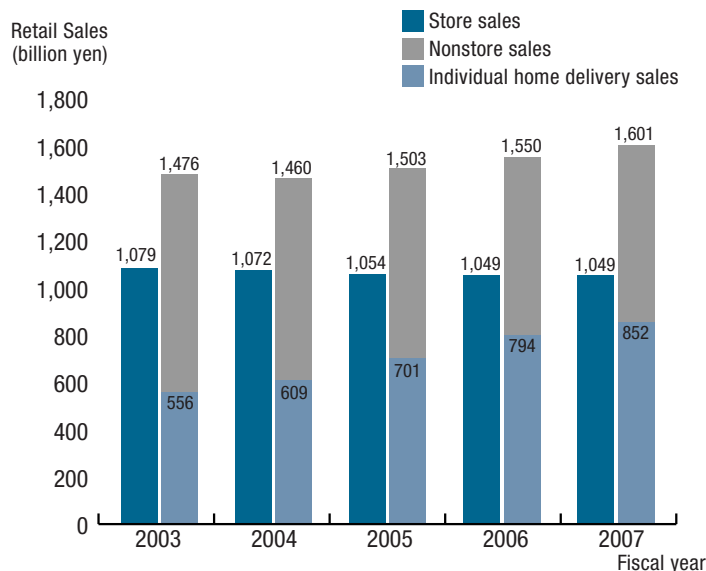
Co-op Business Federations in Japan



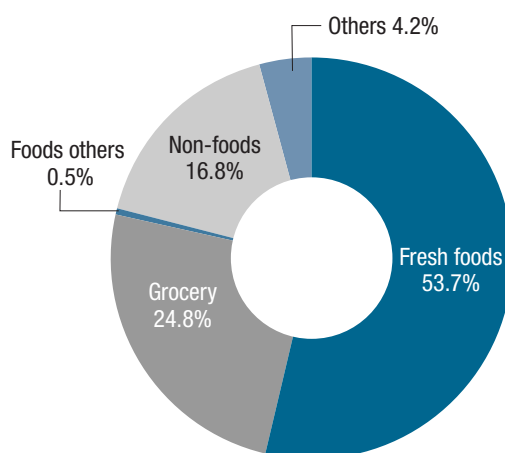
*Figures in circles indicate the total turnover of each business federation.

Breakdown of Sales

Retail Sales by Type of Operation



Retail Sales by Product Category



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

Co-op societies	228
Members	1,482,537
Turnover(¥million)	205,554
Full-time employees	1,532

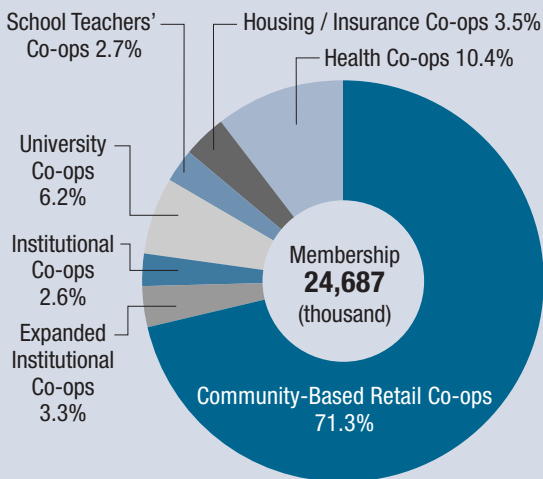
*source: National Federation of University Co-operative Associations

- **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.

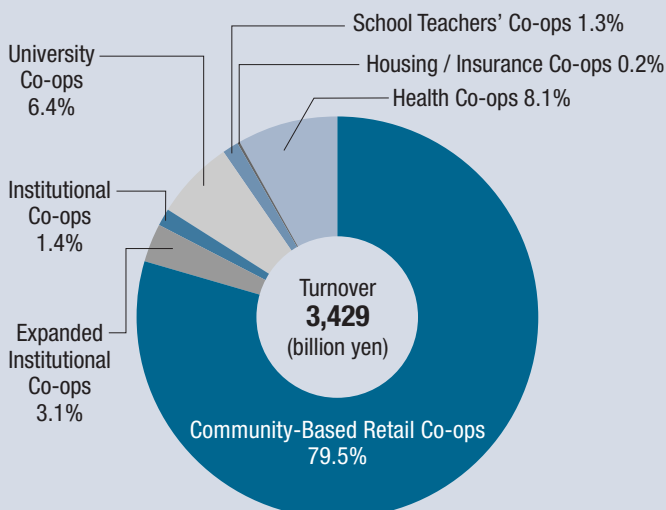
- **Institutional Co-ops** serve employees at their work places through stores and canteens.

- **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	2,623,904
Han groups	26,156
Han members	238,559
Hospitals with 20 or more beds	80
Clinics with less than 20 beds	351
Beds	13,138
Doctors	1,832
Nurses	10,678
Other staff	16,359
Turnover(¥billion)	280

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	36,030,000
Premium income(¥million)	597,600
Claims paid(¥million)	330,700
Full-time employees	3,472

*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	28
Members	867,241
Housing units constructed	599
Full-time employees	634

*source: National Federation of Housing Co-operative Societies

Outline of JCCU (Fiscal year 2007 from March 21, 2007 to March 20, 2008)

Profit and Loss Statement

	¥thousand
Sales	399,485,372
Cost of sales	358,364,205
Gross Profit	41,121,166
Membership dues	795,996
Contractual commission	5,459,066
Revenue from management service and laboratory	727,809
Other revenue	2,870,177
Mutual insurance surplus	45,853,763
Total Revenues and Surplus Funds	97,762,029
Trading expenses	71,924,955
Trading surplus	25,837,074
Non-trading revenue	923,790
Non-trading expenses	319,624
Current Surplus	26,441,241
Extraordinary profits	300,861
Extraordinary losses	3,388,975
Surplus for the Fiscal Year before Taxation	17,876,070
Taxes	3,254,303
Net Surplus for the Fiscal Year	14,621,767

Balance Sheet (as of March 20, 2008)

ASSETS	¥thousand
Current assets	207,933,057
Fixed assets	
Tangible assets	39,232,954
Intangible assets	7,185,168
Other fixed assets	30,699,892
Total	77,118,015
Total Assets	285,051,073

LIABILITIES AND CAPITAL	¥thousand
Current liabilities	171,042,525
Fixed liabilities	4,733,496
Total Liabilities	175,776,021
Share capital	8,966,920
Retained surplus	
Legal reserves	9,026,000
Voluntary reserves	69,334,530
Unallocated surplus	21,588,074
Total	99,948,604
Total Capital	109,275,051
Total Liabilities and Capital	285,051,073

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.)	620
Full-time employees	1,168
JCCU wholesale amount	¥399 billion
Membership dues	¥796 million
Share capital	¥8,966 million

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 catalog 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.

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