

# 2008 FACTS & FIGURES

April 2008 to March 2009

## Consumer Co-op Societies in Japan

	unit	FY2006	FY2007	FY2008	% 08/07	FY2008 million US\$
Number of consumer co-ops		621	620	<b>603</b>	-2.8	—
Retail co-ops		497	496	<b>487</b>	-1.8	—
Health co-ops		116	116	<b>117</b>	0.8	—
Housing & Insurance co-ops				<b>8</b>		—
Membership	thousand	24,192	24,687	<b>25,321</b>	2.6	—
Total share capital	billion yen	685	694	<b>696</b>	0.3	<b>7,631</b>
Total business turnover	billion yen	3,369	3,429	<b>3,411</b>	-0.5	<b>37,397</b>
Retail sales amount	billion yen	2,955	3,005	<b>2,981</b>	-0.8	<b>32,683</b>
JCCU wholesale amount	billion yen	374	399	<b>423</b>	6.0	<b>4,638</b>

## Retail Co-ops\*

	unit	FY2006	FY2007	FY2008	% 08/07	FY2007 million US\$
Number of retail co-ops		158	158	<b>154</b>	-2.5	—
Membership	thousand	17,107	17,595	<b>18,094</b>	2.8	—
Han groups	thousand	1,999	2,006	<b>1,774</b>	-11.6	—
Han members	thousand	6,191	5,489	<b>5,023</b>	-8.5	—
Han member ratio	%	36.2	31.2	<b>27.8</b>	-10.9	—
Total turnover of retail co-ops	billion yen	2,667	2,725	<b>2,717</b>	-0.3	<b>29,788</b>
Total retail sales of all retail co-ops	billion yen	2,553	2,606	<b>2,599</b>	-0.3	<b>28,495</b>
Retail stores sales	billion yen	996	997	<b>985</b>	-1.2	<b>10,799</b>
Home delivery service sales (group + individual)	billion yen	1,535	1,586	<b>1,592</b>	0.4	<b>17,454</b>
Individual delivery sales	billion yen	772	847	<b>887</b>	4.7	<b>9,725</b>
Amount of monthly purchase/member	yen	13,220	13,158	<b>12,679</b>	-3.6	us\$ <b>139</b>
Total share capital	billion yen	566	575	<b>574</b>	-0.2	<b>6,293</b>
Average share capital	yen	33,081	32,668	<b>31,734</b>	-2.9	us\$ <b>348</b>
Co-op bonds	million yen	42,721	39,429	<b>45,988</b>	16.6	<b>504</b>
Number of retail stores		1,071	1,047	<b>1,040</b>	-0.7	—
Total stores sales area	m <sup>2</sup>	1,155,960	1,157,315	<b>1,195,092</b>	3.3	—
Number of full-time employees		26,598	26,457	<b>26,253</b>	-0.8	—
Total Market share	%	2.80	2.84	<b>2.82</b>	-0.02	—
Food Market share	%	5.98	5.9	<b>5.7</b>	—	—

\*Retail Co-ops: 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 September 20, 2009; 1U.S. Dollar=91.21 yen

\*Han is defined as the smallest unit of co-op membership. One Han consist of 3-5 household members.

# Retail Co-ops

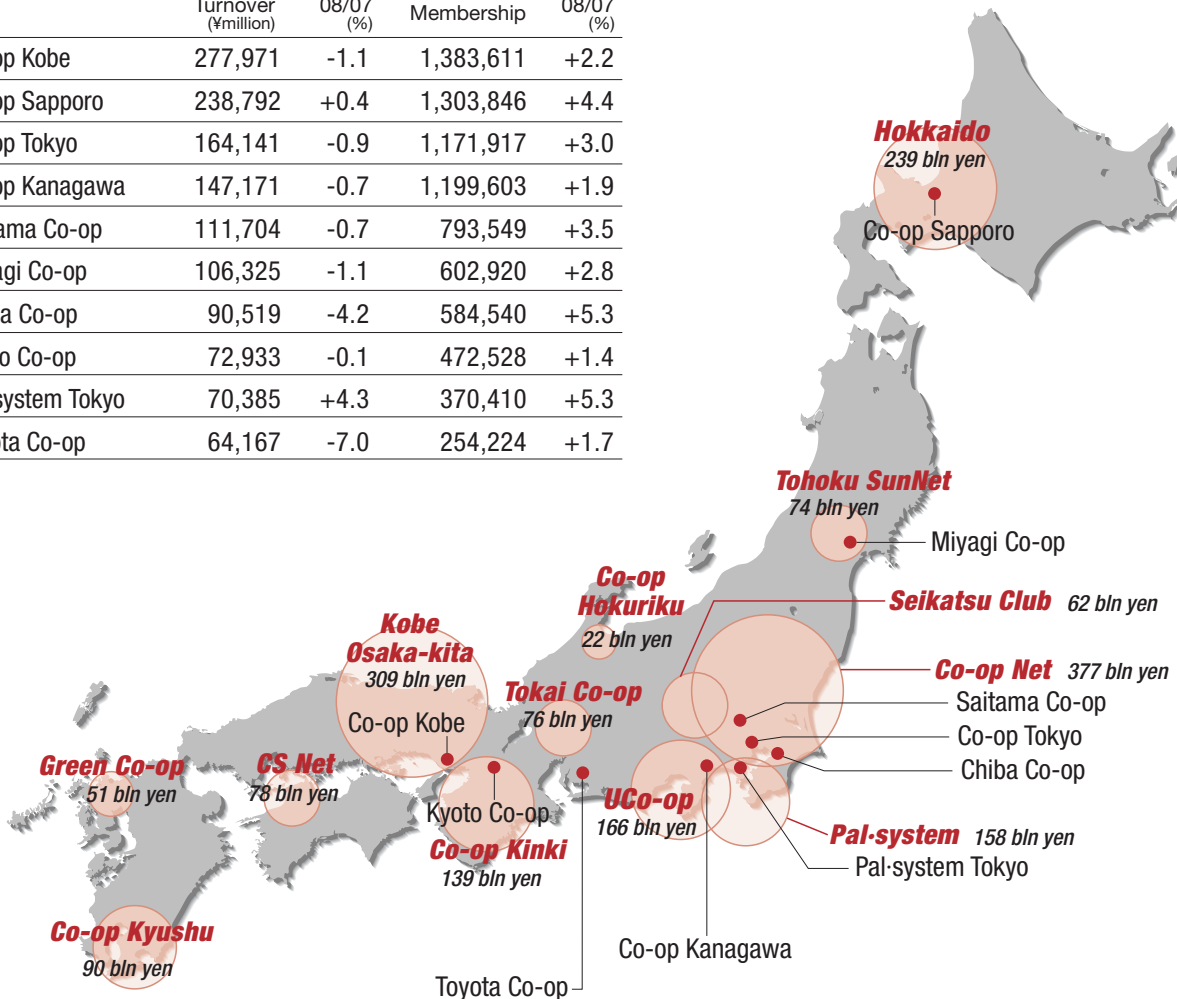
**Retail Co-ops** supply a wide range of consumer goods and services to about 80% of the total consumer co-op members. There are five types of retail co-ops.

- **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)	08/07 (%)	Membership	08/07 (%)
Co-op Kobe	277,971	-1.1	1,383,611	+2.2
Co-op Sapporo	238,792	+0.4	1,303,846	+4.4
Co-op Tokyo	164,141	-0.9	1,171,917	+3.0
Co-op Kanagawa	147,171	-0.7	1,199,603	+1.9
Saitama Co-op	111,704	-0.7	793,549	+3.5
Miyagi Co-op	106,325	-1.1	602,920	+2.8
Chiba Co-op	90,519	-4.2	584,540	+5.3
Kyoto Co-op	72,933	-0.1	472,528	+1.4
Pal-system Tokyo	70,385	+4.3	370,410	+5.3
Toyota Co-op	64,167	-7.0	254,224	+1.7

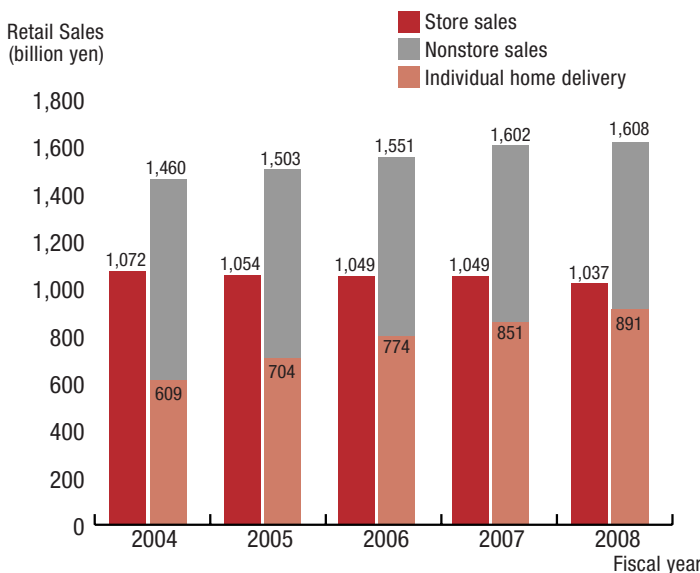
## Co-op Business Federations in Japan



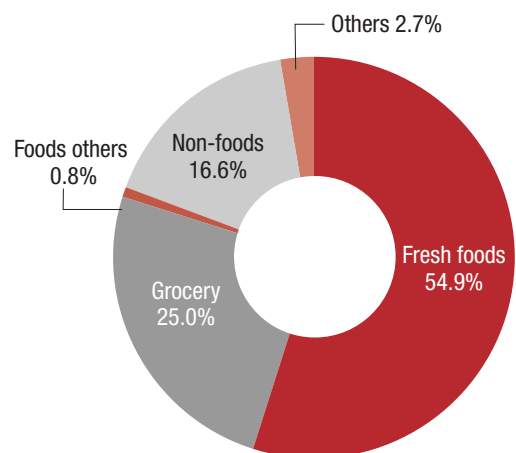
\*Figures in circles indicate the total turnover of each business federation.

## Breakdown of Sales

### Retail Sales by Type of Operation



### Percentage of Retail Sales by Product Category



## 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	117
Members	2,675,087
Han groups	27,068
Han members	289,050
Hospitals with 20 or more beds	79
Clinics with less than 20 beds	349
Beds	12,874
Doctors	1,892
Nurses	10,546
Other staff	18,515
Turnover(¥billion)	287.6

## 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; the Japan CO-OP Insurance Consumers' Co-operative Federation (JCIF), which was created in October 2008 to take over the JCCU's insurance business, is a union of 162 consumer co-operative societies from across the nation, and the other, the National Federation of Workers and Consumers Insurance Co-operatives (ZENROSAL) which offers insurance mainly to trade union members. Both are affiliated with JCCU.

### JCIF

Co-op societies	162
Policies	6,869,745
Premium income(¥million)	136,727
Claims paid(¥million)	51,895
Full-time employees	280

### ZENROSAL

Co-op societies	58
Policies	35,820,000
Premium income(¥million)	595,400
Claims paid(¥million)	323,700
Full-time employees	3,546

\*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 coordinate the business activity of housing co-ops.

Co-op societies	24
Members	872,091
Housing units constructed	139
Full-time employees	639

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

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

Co-op societies	226
Members	1,555,621
Turnover(¥million)	204,442
Full-time employees	1,553

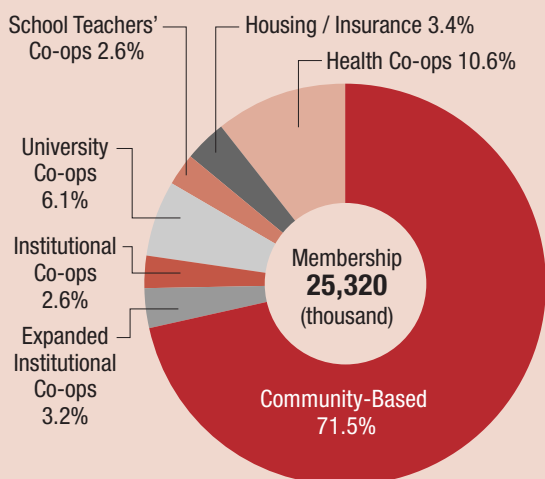
\*source: National Federation of University Co-operative Associations

● **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.

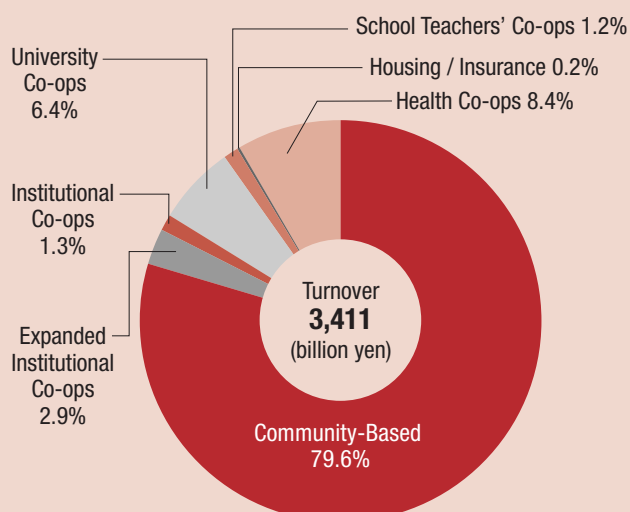
● **Institutional Co-ops** serve employees at their work places through operating stores and canteens.

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

### Percentage of Membership by type of Consumer Co-ops



### Percentage of Turnover by type of Consumer Co-ops



# Outline of JCCU (Fiscal year 2008 from March 21, 2008 to March 20, 2009)

## Profit and Loss Statement

	¥thousand
Sales	423,284,685
Cost of sales	390,778,917
<b>Gross Profit</b>	42,602,580
Membership dues	813,753
Contractual commission	6,529,257
Revenue from management service and laboratory	232,271
Other revenue	10,464,312
Mutual insurance surplus	48,608,274
<b>Total Revenues and Surplus Funds</b>	101,979,997
Trading expenses	82,377,578
Trading surplus	19,602,418
Non-trading revenue	1,282,980
Non-trading expenses	465,443
Current Surplus	20,419,954
Extraordinary profits	11,655,512
Extraordinary losses	12,187,602
<b>Surplus for the Fiscal Year before Taxation</b>	13,572,685
Taxes	1,485,000
<b>Net Surplus for the Fiscal Year</b>	12,919,625

## Balance Sheet (as of March 20, 2009)

ASSETS	¥thousand
Current assets	179,113,868
Fixed assets	
Tangible assets	49,095,717
Intangible assets	11,463,943
Other fixed assets	49,258,206
Total	109,817,867
<b>Total Assets</b>	<b>288,931,735</b>

## LIABILITIES AND CAPITAL

	¥thousand
Current liabilities	174,158,110
Fixed liabilities	4,928,680
<b>Total Liabilities</b>	<b>179,086,791</b>
Share capital	9,149,640
Retained surplus	
Legal reserves	9,026,000
Voluntary reserves	72,796,599
Unallocated surplus	18,420,630
Total	100,243,229
<b>Total Capital</b>	<b>109,844,944</b>
<b>Total Liabilities and Capital</b>	<b>288,931,735</b>

## 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.)	612
Full-time employees	1,327
JCCU wholesale amount	¥423 billion
Membership dues	¥814 million
Share capital	¥9,149 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 and internet sales.
- 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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