

2010 FACTS & FIGURES

April 2010 to March 2011

Consumer Co-op Societies in Japan

	unit	FY2009	FY2010	% 10/09	FY2010 (million US\$)
Number of Consumer co-ops		606	608	0.3	—
Retail co-ops		481	472	-1.9	—
Health co-ops		116	115	-0.9	—
Housing & Insurance co-ops		8	8	0.0	—
Membership	thousand	25,839	26,210	1.4	—
Total share capital	billion yen	709	729	2.8	9,331
Total business turnover	billion yen	3,319	3,322	0.1	42,519
Retail sales amount	billion yen	2,911	2,894	-0.6	37,041
JCCU wholesale amount	billion yen	416	394	-5.3	5,043

1U.S.dollar=¥78.13

Retail Co-ops*(JCCU Member Co-ops)

	unit	FY2009	FY2010	% 10/09	FY2010 (million US\$)
Number of retail co-ops		151	140	-7.3	—
Membership	thousand	18,586	18,929	1.8	—
Han groups	thousand	1,904	1,688	-11.3	—
Han members	thousand	4,874	4,612	-5.4	—
Han member ratio	%	35.3	30.4	-13.9	—
Total turnover of retail co-ops	billion yen	2,646	2,644	-0.1	33,841
Total retail sales of all retail co-ops	billion yen	2,552	2,549	-0.1	32,625
Retail stores sales	billion yen	956	935	-2.2	11,967
Home delivery service sales (group + individual)	billion yen	1,578	1,593	1.0	20,389
Individual delivery sales	billion yen	920	947	2.9	12,121
Amount of monthly purchase/member	yen	12,024	11,766	-2.1	us\$ 151
Total share capital	billion yen	585	602	2.9	7,705
Average share capital	yen	31,930	31,818	-0.4	us\$ 407
Co-op bonds	million yen	50,484	47,165	-6.6	604
Number of retail stores		1,026	1,018	-0.8	—
Total stores sales area	m ²	1,194,789	1,211,698	1.4	—
Number of full-time employees		25,956	25,817	-0.5	—
Total market share	%	2.8	2.8	38.0	—
Food market share	%	5.6	5.6	0.0	—

*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 August 10, 2011; 1U.S. Dollar=78.13 yen

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

Retail Co-ops

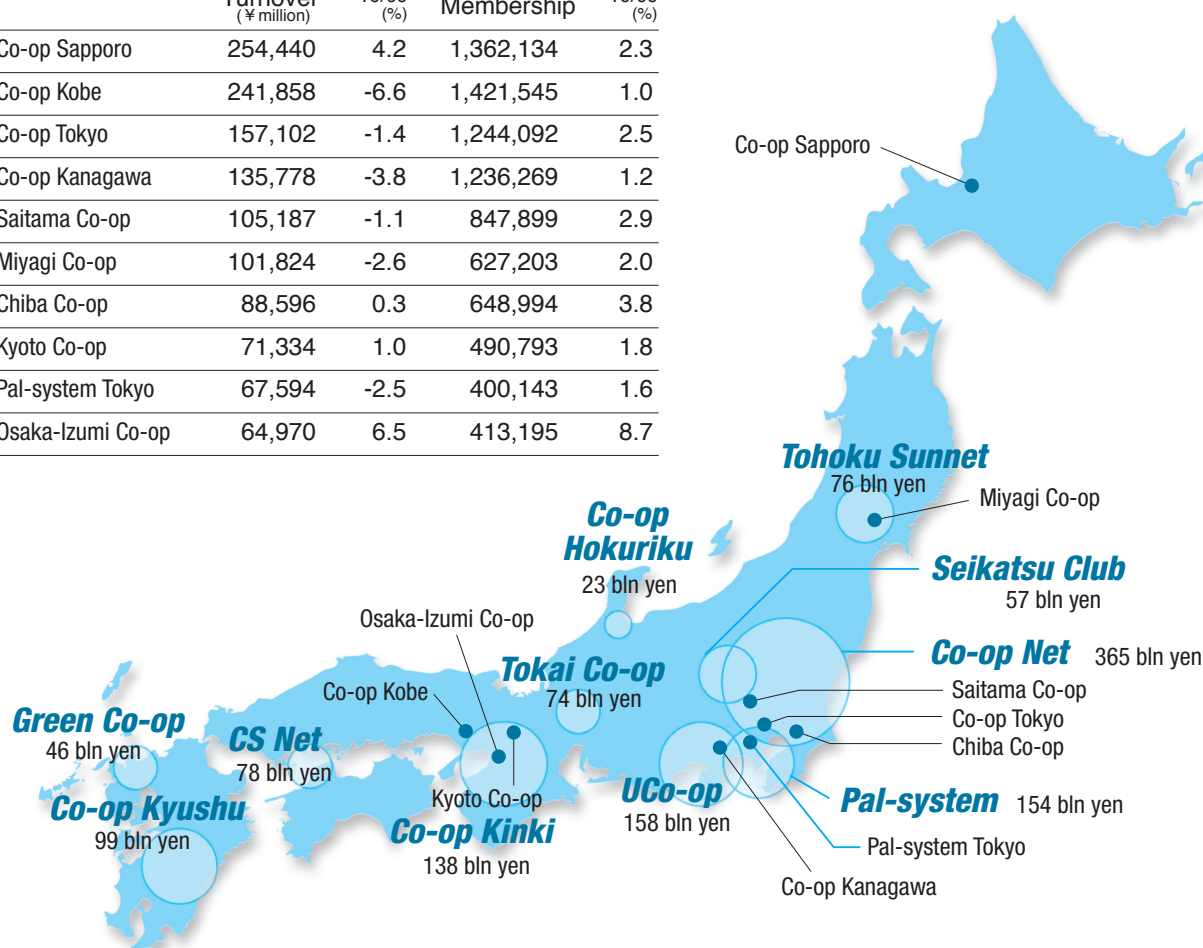
Retail Co-ops supply a wide range of consumer goods and services to their members. There are five types of retail co-ops.

- **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)	'10/09 (%)	Membership	'10/09 (%)
Co-op Sapporo	254,440	4.2	1,362,134	2.3
Co-op Kobe	241,858	-6.6	1,421,545	1.0
Co-op Tokyo	157,102	-1.4	1,244,092	2.5
Co-op Kanagawa	135,778	-3.8	1,236,269	1.2
Saitama Co-op	105,187	-1.1	847,899	2.9
Miyagi Co-op	101,824	-2.6	627,203	2.0
Chiba Co-op	88,596	0.3	648,994	3.8
Kyoto Co-op	71,334	1.0	490,793	1.8
Pal-system Tokyo	67,594	-2.5	400,143	1.6
Osaka-Izumi Co-op	64,970	6.5	413,195	8.7

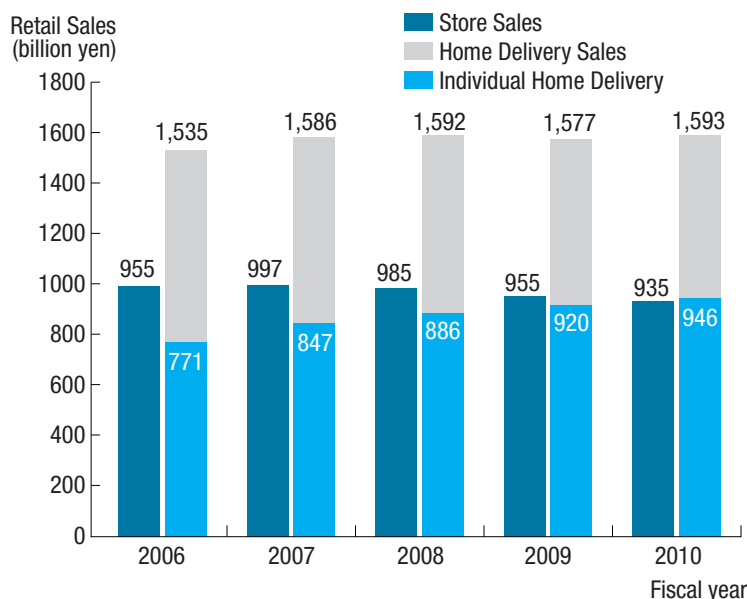
Co-op Business Federations in Japan



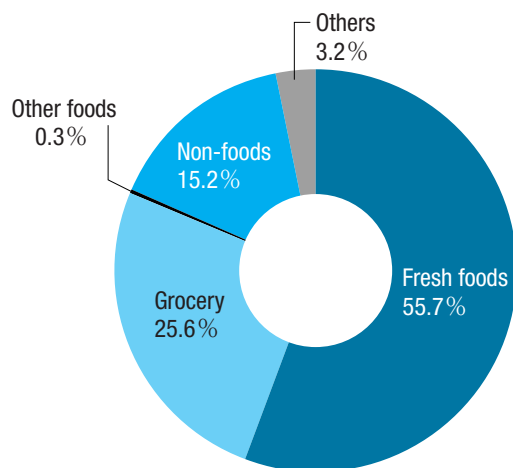
*Figures in circles indicate the total turnover of each business federation.

Breakdown of Sales

Retail Sales by Type of Operation



Percentage of Retail Sales by Product Category



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

Co-op societies	225
Members	1,554,173
Turnover (¥million)	191,667
Full-time employees	1,554

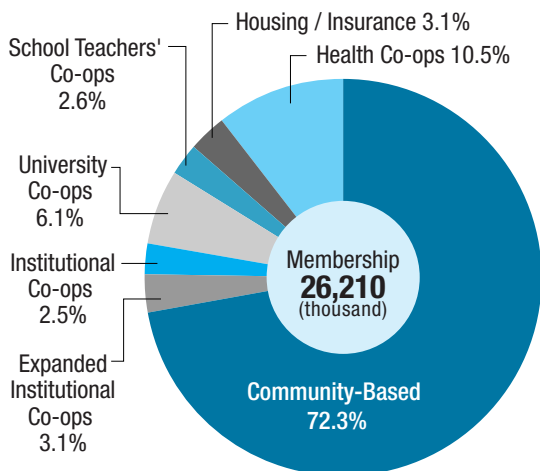
*source: National Federation of University Co-operative Associations

● **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.

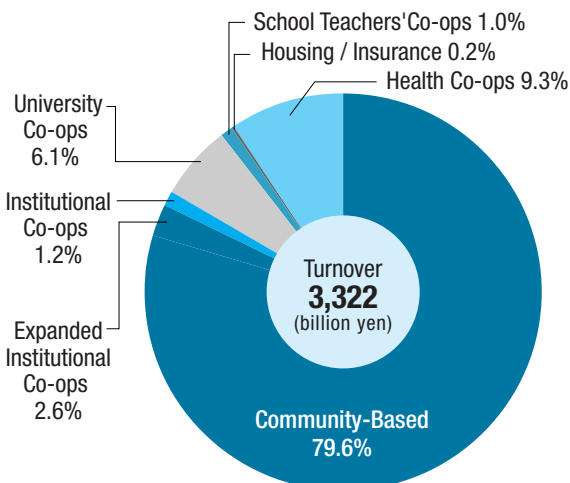
● **Institutional Co-ops** serve employees at their work places through operating stores and canteens.

● **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



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	115
Members	2,748,922
Han groups	26,644
Han members	197,612
Hospitals with 20 or more beds	77
Clinics with less than 20 beds	349
Beds	12,584
Doctors	1,982
Nurses	11,266
Other staff	19,555
Turnover (¥billion)	308.4

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 is a union of 164 consumer co-operative societies from across the nation which are affiliated with JCCU and the other, the National Federation of Workers and Consumers Insurance Co-operatives (ZENROSAI) which offers insurance mainly to trade union members.

JCIF

Co-op societies	157
Policies	7,415,905
Premium income (¥million)	151,691
Claims paid (¥million)	56,562
Full-time employees	306

ZENROSAI

Co-op societies	58
Policies	34,540,000
Premium income (¥million)	576,600
Claims paid (¥million)	358,600
Full-time employees	3,379

*source: National Federation of Works 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.

ZENJUREN

Co-op societies	20
Members	863,057
Housing units constructed	127
Full-time employees	605

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

Outline of JCCU (fiscal year 2010 from March 21, 2010 to March 20, 2011)

Profit and Loss Statement

	¥ thousand
Sale	393,504,382
Cost of sales	351,419,667
Gross Surplus	42,084,715
Membership dues	1,231,623
Contractual commission	6,856,557
Revenue from management service and laboratory	152,603
Other revenue	338,022
Total Surplus	50,663,523
Trading expenses	49,779,154
Trading surplus	884,368
Non-trading revenue	1,874,964
Non-trading expenses	618,625
Current Surplus	2,140,707
Extraordinary profits	1,473,785
Extraordinary losses	2,355,154
Surplus for the Fiscal Year before Taxation	1,259,338
Taxes	88,481
Net Surplus for the Fiscal Year	1,170,857

Balance Sheet (as of March 20, 2011)

ASSETS	¥ thousand
Current assets	88,008,328
Fixed assets	
Tangible assets	64,009,339
Intangible assets	5,650,030
Other fixed assets	52,653,507
Total	122,312,878
Total Assets	210,321,207

LIABILITIES AND CAPITAL	¥ thousand
Current liabilities	99,977,825
Fixed liabilities	14,803,702
Total Liabilities	114,781,528
Share Capital	9,064,710
Legal reserves	9,026,000
Voluntary reserves	72,276,000
Unallocated surplus	5,134,159
Total Reserves	86,436,159
Shareholder's equity	95,500,869
Net asset	95,539,679
Total Liabilities and Capital	210,321,207

Profile

Head office	3-29-8 Shibuya, Shibuya-Ku Tokyo 150-8913 Japan Tel: +81-3-5778-8103 Fax: +81-3-5778-8104
Established	March 1951
President	Mr. Asada Katsumi
Member societies (incl. Business Federation)	363
Full-time employees	1,085
JCCU wholesale amount (¥ Million)	393,504
Membership dues (¥ thousand)	1,231,623
Share capital (¥ thousand)	9,064,710

As the sole national consumer co-operative organization, JCCU fulfils 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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