

2011 FACTS & FIGURES

March 21, 2011 to March 20, 2012

Consumer Co-op Societies in Japan

	unit	FY2010	FY2011	% 11/10	FY2011 (million US\$)
Number of Consumer co-ops		608	590	-3.0	—
Retail co-ops		472	457	-3.2	—
Health co-ops		115	112	-2.6	—
Housing & Insurance co-ops		8	8	0.0	—
Membership	thousand	26,210	26,651	1.7	—
Total share capital	billion yen	729	747	2.5	9,429
Total business turnover	billion yen	3,322	3,345	0.7	42,224
Retail sales amount	billion yen	3,007	3,026	0.6	38,197
JCCU wholesale amount	billion yen	394	397	0.8	5,011

1U.S.dollar=¥79.22

Community-Based Retail Co-ops

	unit	FY2010	FY2011	% 11/10	FY2011 (million US\$)
Number of co-ops		140	140	0.0	—
Membership	thousand	18,929	19,406	2.5	—
Han groups	thousand	1,688	1,764	4.5	—
Han members	thousand	4,612	4,300	-6.8	—
Han member ratio	%	30.4	34.6	13.8	—
Total turnover	billion yen	2,644	2,676	1.2	33,779
Store sales	billion yen	935	919	-1.7	11,601
Home delivery service sales	billion yen	1,593	1,635	2.6	20,639
Others	billion yen	116	122	5.2	1,540
Amount of monthly purchase/member	yen	11,766	11,681	-0.7	us\$ 147
Total share capital	billion yen	602	619	2.8	7,814
Average share capital/member	yen	31,818	31,891	0.2	us\$ 403
Co-op bonds	million yen	47,165	50,942	8.0	643
Number of stores		1,018	1,020	0.2	—
Total stores sales area	m ²	1,211,698	1,192,850	-1.6	—
Number of full-time employees		25,817	25,551	-1.0	—
Total Market share	%	2.76	2.77	0.4	—

*Community-Based 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 10, 2012; 1U.S. Dollar=79.22 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 its members.

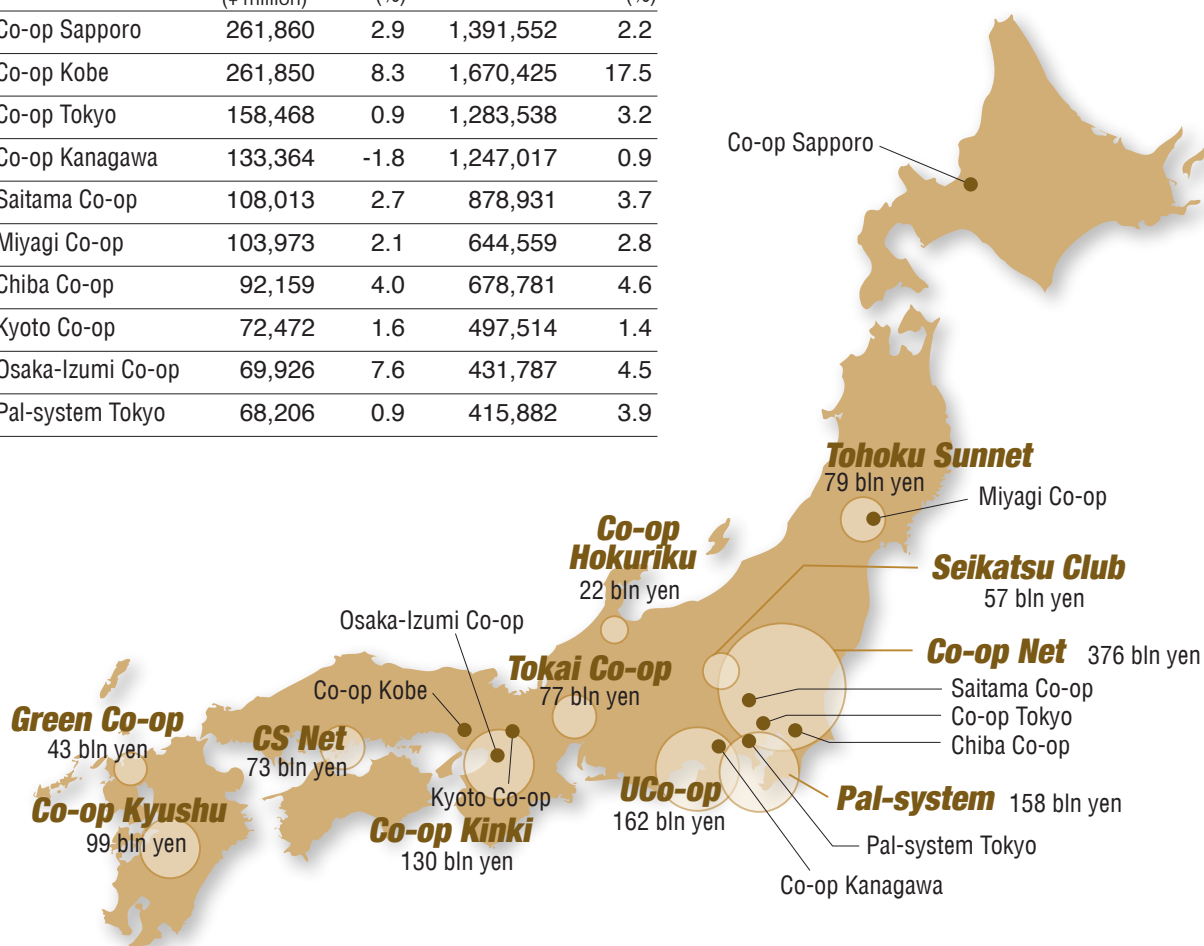
There are five types of retail co-ops indicated by ●.

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

Top 10 Community-Based Retail Co-ops in Japan

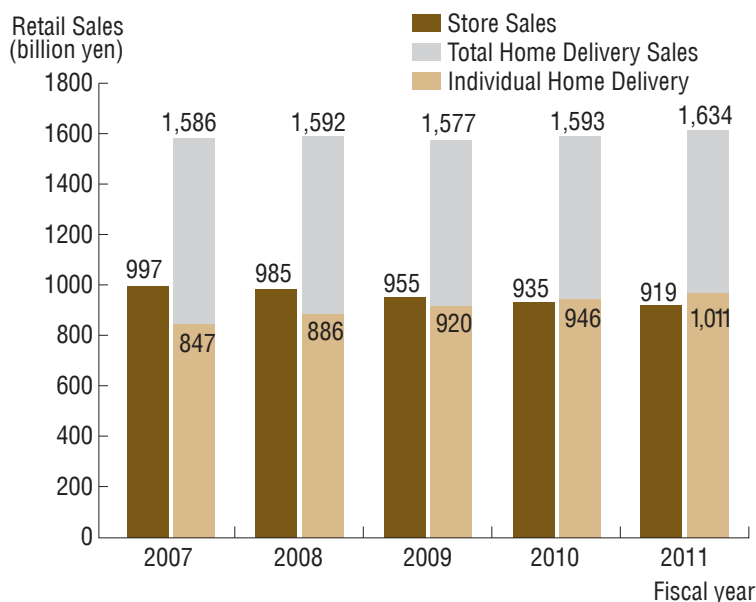
	Turnover (¥ million)	11/10 (%)	Membership	11/10 (%)
Co-op Sapporo	261,860	2.9	1,391,552	2.2
Co-op Kobe	261,850	8.3	1,670,425	17.5
Co-op Tokyo	158,468	0.9	1,283,538	3.2
Co-op Kanagawa	133,364	-1.8	1,247,017	0.9
Saitama Co-op	108,013	2.7	878,931	3.7
Miyagi Co-op	103,973	2.1	644,559	2.8
Chiba Co-op	92,159	4.0	678,781	4.6
Kyoto Co-op	72,472	1.6	497,514	1.4
Osaka-Izumi Co-op	69,926	7.6	431,787	4.5
Pal-system Tokyo	68,206	0.9	415,882	3.9

Location of Co-op Business Federations and 10 top Community-Based Retail Co-ops

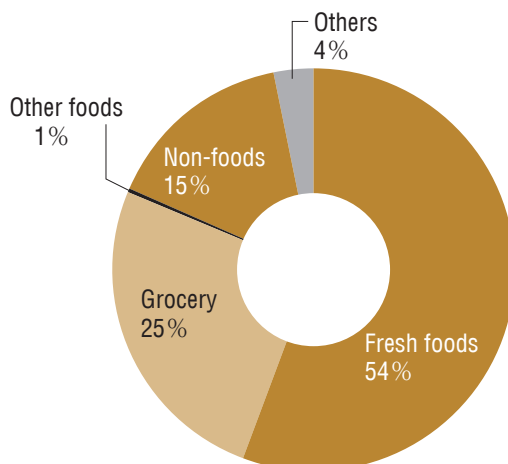


*Figures in circles indicate the total turnover of each business federation.

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.

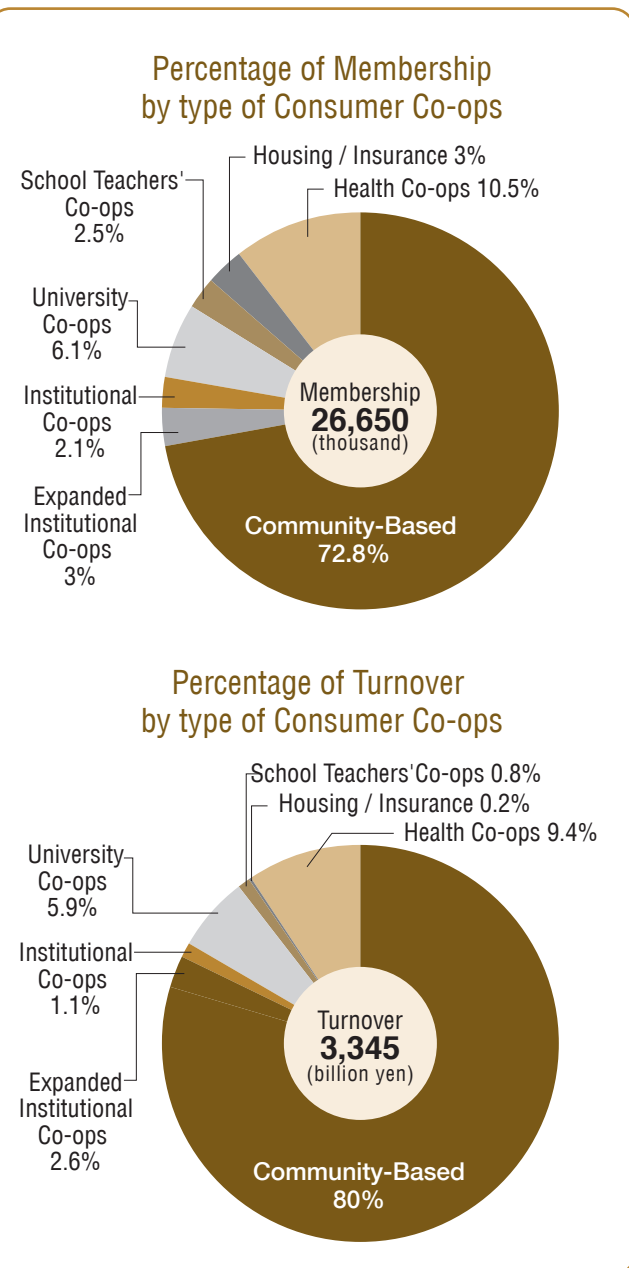
Co-op societies	225
Members	1,560,516
Turnover (¥million)	191,700
Full-time employees	1,529

*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.



Health Co-ops

Health Co-ops serve members by operating hospitals and clinics, where preventive health care is emphasized. Almost all the co-ops provide friendly and convenient nursing care services for the elderly.

Co-op Societies	112
Members	2,789,284
Han groups	26,641
Han members	169,471
Hospitals with 20 or more beds	77
Clinics with less than 20 beds	345
Beds	12,497
Doctors	2,009
Nurses	11,487
Other staff	20,749
Turnover (¥million)	313,500

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 that are affiliated with JCCU; the Japan CO-OP Insurance Consumers' Co-operative Federation (JCIF) which is a union of 156 consumer co-operative societies from across the nation 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	156
Policies	7,734,977
Premium income (¥million)	157,754
Claims paid (¥million)	61,563
Full-time employees	311

ZENROSAI

Co-op societies	58
Policies	35,030,000
Premium income (¥million)	590,700
Claims paid (¥million)	387,900
Full-time employees	3,472

*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.

ZENJUREN

Co-op societies	16
Members	376,362
Housing units constructed	132
Full-time employees	318

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

Fiscal 2011 JCCU Business Overview

March 21, 2011 to March 20, 2012

Profit and Loss Statement

	¥thousand
Sale	397,396,238
Cost of sales	353,310,053
Gross Surplus	44,086,185
Membership dues	1,090,576
Contractual commission	7,308,925
Revenue from management service and laboratory	40,508
Other revenue	1,218,999
Total Surplus	53,745,195
Trading expenses	50,888,677
Trading surplus	2,856,518
Non-trading revenue	1,513,178
Non-trading expenses	600,670
Current Surplus	3,769,027
Extraordinary profits	1,148,293
Extraordinary losses	3,081,633
Surplus for the Fiscal Year before Taxation	1,835,687
Taxes	538,905
Net Surplus for the Fiscal Year	1,296,782

Balance Sheet (as of March 20, 2011)

ASSETS	¥thousand
Current assets	92,770,390
Fixed assets	
Tangible assets	63,439,105
Intangible assets	4,550,208
Other fixed assets	53,220,245
Total fixed assets	121,209,560
Total Assets	213,979,950

LIABILITIES AND CAPITAL	¥thousand
Current liabilities	105,992,322
Fixed liabilities	11,301,168
Total Liabilities	117,293,491
Share Capital	9,040,340
Reserves	
Legal reserves	9,026,000
Voluntary reserves	71,883,000
Unallocated surplus	6,687,941
Total Reserves	87,596,941
Shareholder's equity	96,637,281
Net asset	96,686,459
Total Liabilities and Capital	213,979,950

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	ASADA Katsumi
Member societies (incl. Business Federation)	357
Full-time employees	1,073
JCCU wholesale amount (Million yen)	397,396
Membership dues (Thousand yen)	1,090,576
Share capital (Thousand yen)	9,040,34

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 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 national level.
- Guidance of member co-op management and staff education through correspondence courses and seminars.

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