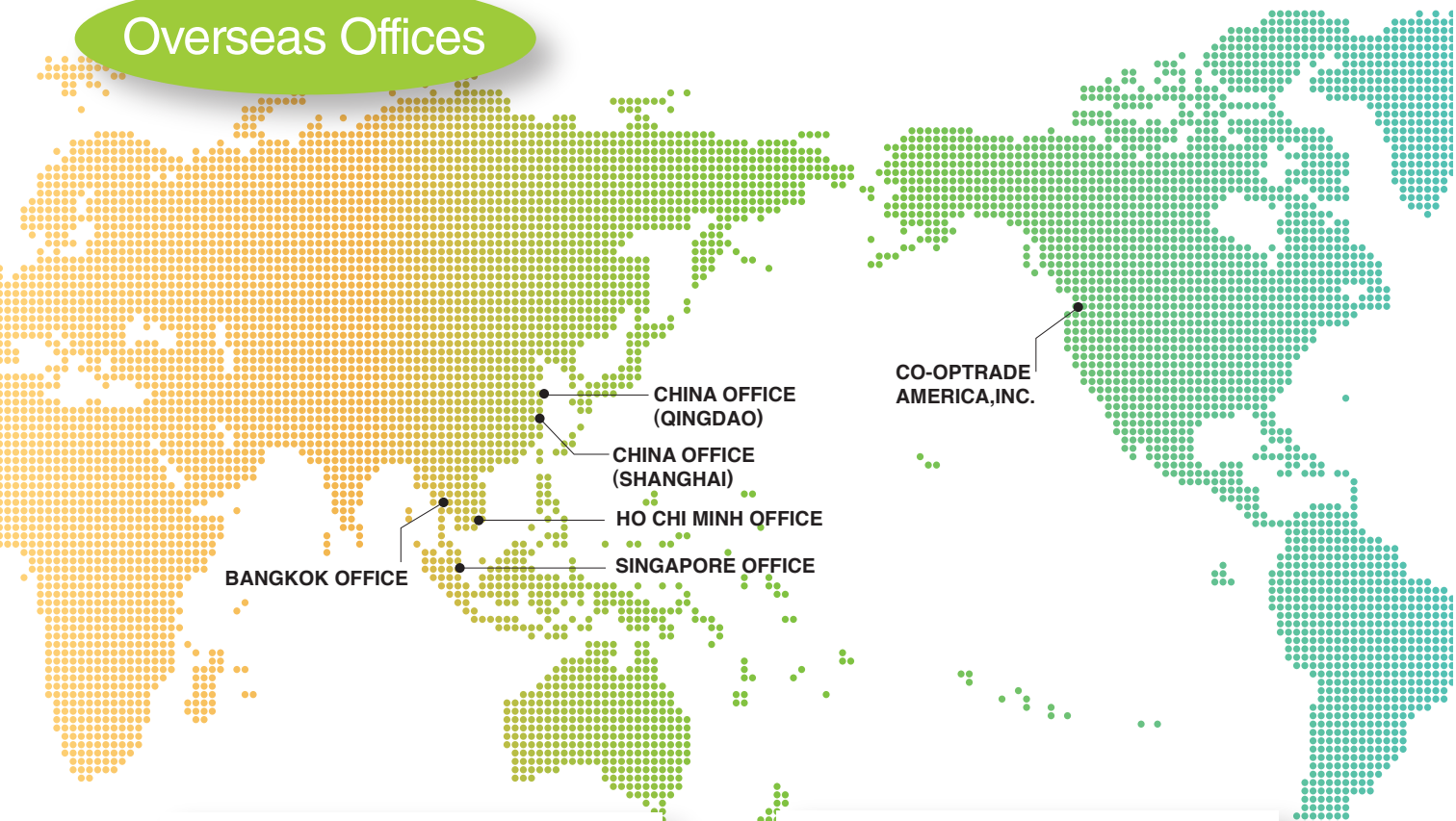


Overseas Offices



BANGKOK OFFICE

CHINA OFFICE
(QINGDAO)

CHINA OFFICE
(SHANGHAI)

HO CHI MINH OFFICE

SINGAPORE OFFICE

CO-OPTRADE
AMERICA, INC.

CO-OPTRADE AMERICA, INC.
19711 64TH AVENUE WEST, SUITE B
LYNNWOOD, WA 98036-4588 U.S.A
TEL: +1-425-712-7033
FAX: +1-425-712-7526

CO-OPTRADE JAPAN LTD.
CHINA REPRESENTATIVE OFFICE (SHANGHAI)
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

CO-OPTRADE JAPAN LTD.
HO CHI MINH REPRESENTATIVE OFFICE
4F(B) Green Star Building,
70 Pham Ngoc Thach,
Ward 6, District 3,
Ho Chi Minh City, Viet Nam
TEL: +84-8-820-7610
FAX: +84-8-820-7620

CO-OPTRADE JAPAN LTD.
CHINA REPRESENTATIVE OFFICE (QINGDAO)
青島市市南区香港中路10号
頤和國際大廈A座23A-10室
ROOM10, A-23A, Yihe International Tower, No.10,
Hong Kong Middle Road, Qingdao, China
Post Number: 266071
TEL: +86-532-6677-7528
FAX: +86-532-6677-7529

CO-OPTRADE JAPAN LTD.
SINGAPORE REPRESENTATIVE OFFICE
420 North Bridge Road
#05-10 North Bridge Centre
SINGAPORE 0188727
TEL: +65-6336-0383
FAX: +65-6336-0878

CO-OPTRADE JAPAN LTD.
BANGKOK REPRESENTATIVE OFFICE
ITF TOWER II, 18TH FLOOR
140/39 SILOM RD., SURIYAWONG
BANGRAK, BANGKOK 10500 THAILAND
TEL: +66-2231-6248-9
FAX: +66-2231-6250

CO·OP

2015 FACTS & FIGURES

March 21, 2015 to March 20, 2016

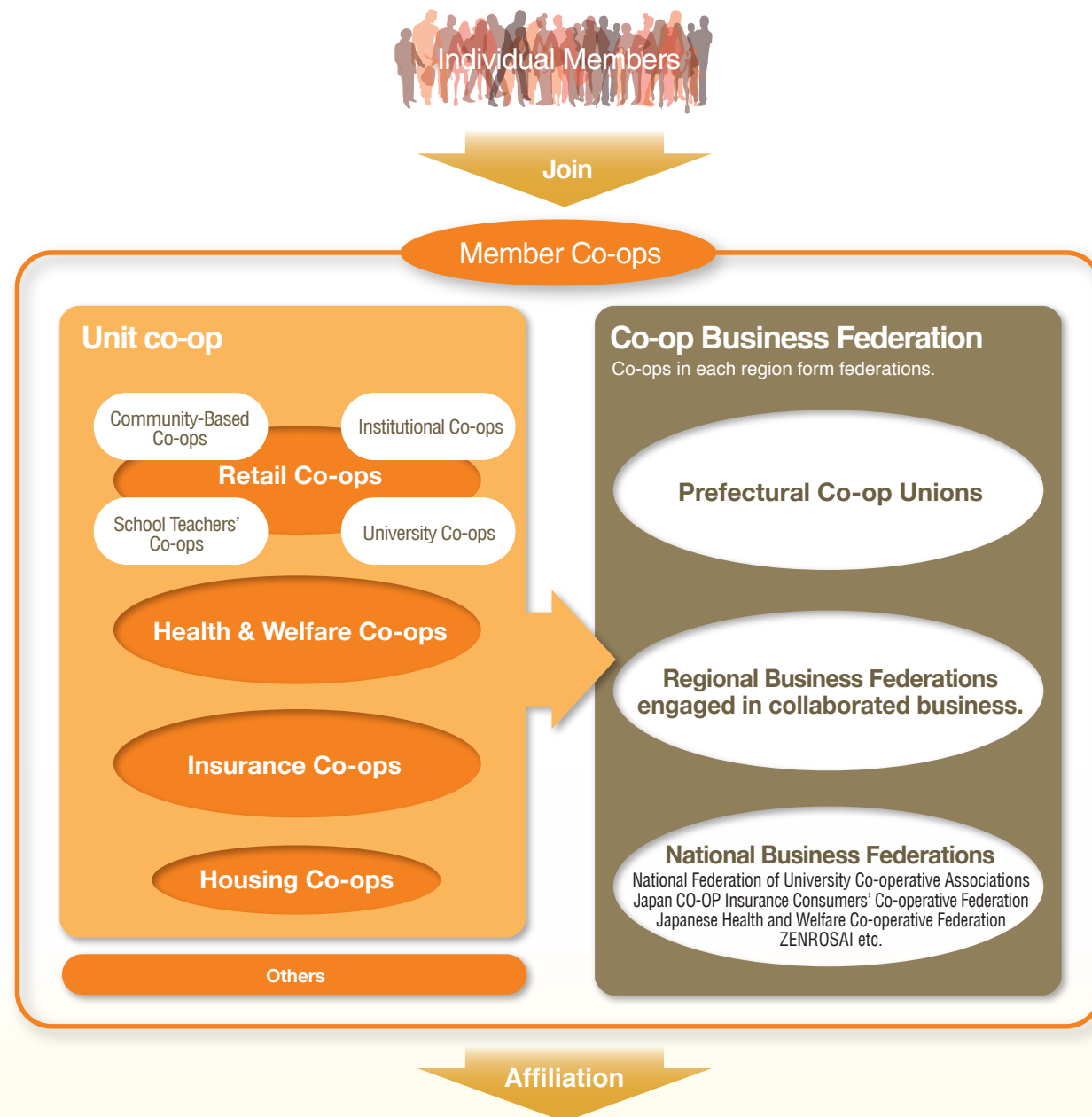
The **CO·OP Facts and Figures 2015** is a collection of statistical tables describing the business overview of consumer co-ops, co-op business federations and JCCU.

JCCU and Member Co-ops at a glance

The Japanese Consumers' Co-operative Union (hereafter JCCU) was established in March 1951 as the national federation of consumer co-operatives in Japan.

JCCU and its member co-ops operate their businesses independently of each other and do not constitute headquarters/branch relationships. Presently JCCU represents 568 societies including co-op business federations.

Structure of JCCU and Member Co-ops



JAPANESE CONSUMERS' CO-OPERATIVE UNION

Mission statement

Creating a more human lifestyle and sustainable society through the concerted efforts of individual citizens.

Consumer Co-op Societies in Japan

	unit	FY2014	FY2015	%15/14	FY2015 (million US\$)
Number of Consumer co-ops		571	568	-0.5	—
Retail co-ops		442	438	-0.9	—
Health co-ops		106	108	1.9	—
Housing & Insurance co-ops		10	10	0.0	—
Membership	thousand	27,809	28,190	1.4	—
Total share capital	billion yen	771	781	1.3	7,626
Total business turnover	billion yen	3,365	3,445	2.4	33,621
Retail sales amount	billion yen	2,908	2,980	1.0	29,084
JCCU wholesale amount	billion yen	375	376	0.3	3,667

*The numbers of co-ops are those of co-ops that answered JCCU's survey. National business federations and prefectural co-op unions are not included, while member co-ops of National Federation of University Co-operative Associations(NFUCA) and Japanese Health and Welfare Co-operative Federation (HeW CO-OP JAPAN) that are not affiliated with JCCU are included.

*The number includes primary societies which are not directly affiliated with JCCU but affiliated with JCCU member business federations.
 Note: The amount of U.S. Dollar is converted based on yen-dollar exchange rate (TTS) prevailing at August 15, 2016; 1U.S. Dollar=102.46 yen.

Community-Based Retail Co-ops

	unit	FY2014	FY2015	%15/14	FY2015 (million US\$)
Number of co-ops		132	131	-0.8	—
Membership	thousand	21,020	21,460	2.1	—
Total turnover	billion yen	2,718	2,795	2.9	27,282
Store sales	billion yen	874	903	3.4	8,814
Home delivery service sales	billion yen	1,707	1,749	2.5	17,073
Others	billion yen	137	143	18.2	1,395
Amount of monthly purchase/member	yen	10,900	10,977	0.7	us\$107
Total share capital	billion yen	643	652	1.4	6,367
Average share capital/member	yen	30,607	30,397	-0.7	us\$297
Co-op bonds	million yen	60,764	62,073	2.2	606
Number of stores		977	967	-1.0	—
Total stores sales area	m2	1,257,259	1,272,186	1.2	—
Number of employees		73,246	71,989	-2.8	—
Total Market share	%	2.65	2.67	0.02 (point)	—

*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 August 15, 2016; 1U.S. Dollar=102.46 yen.

2020 Vision of Japanese Co-ops

We are dedicated to working with the people to realize a new society where smiles and trust abound.

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 indicated by ●.

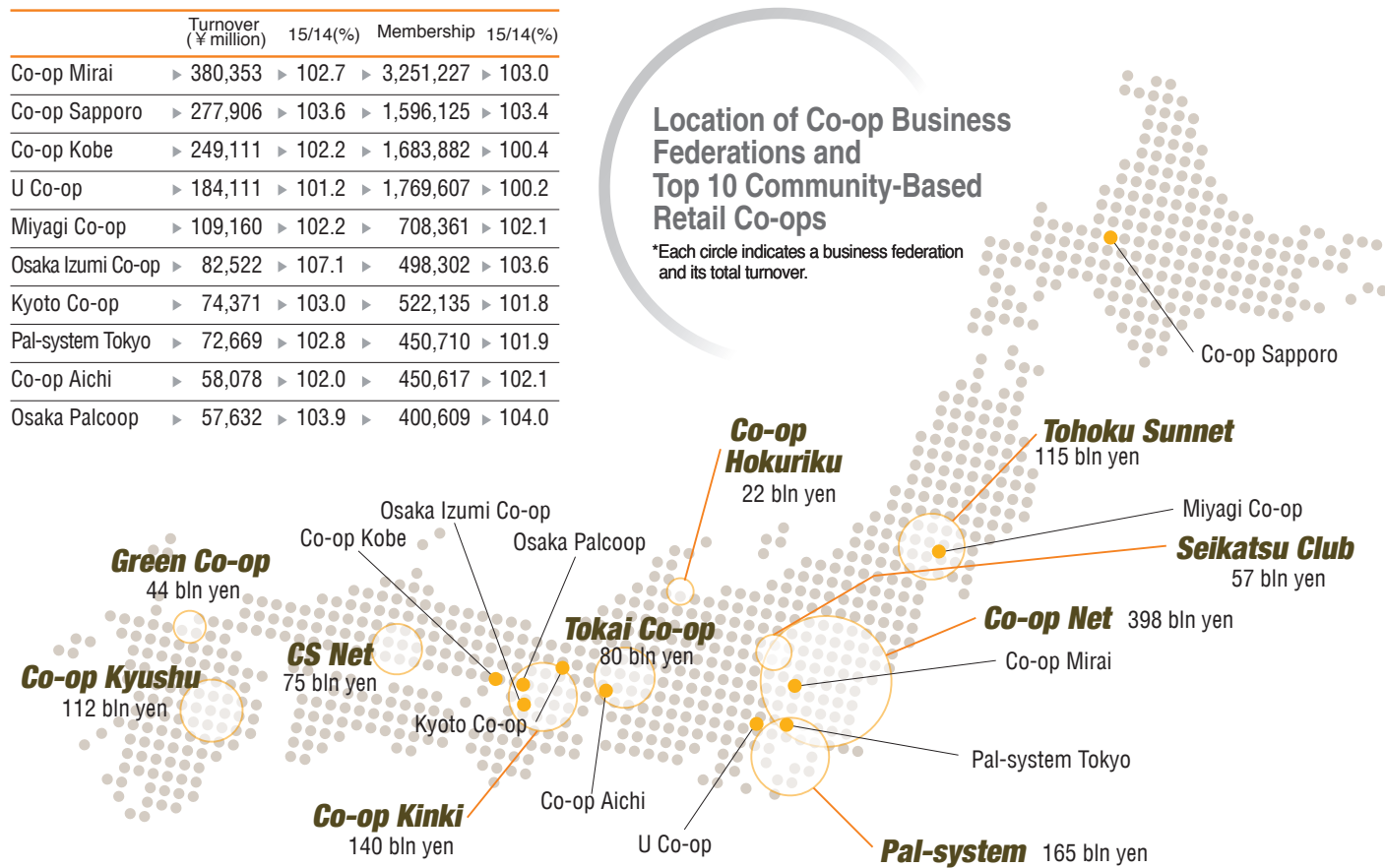
● **Community-Based Retail Co-ops** serve local residents through home delivery, store and catalog sales.

Top 10 Community-Based Retail Co-ops in Japan

	Turnover (¥million)	15/14(%)	Membership	15/14(%)
Co-op Mirai	▶ 380,353	▶ 102.7	▶ 3,251,227	▶ 103.0
Co-op Sapporo	▶ 277,906	▶ 103.6	▶ 1,596,125	▶ 103.4
Co-op Kobe	▶ 249,111	▶ 102.2	▶ 1,683,882	▶ 100.4
U Co-op	▶ 184,111	▶ 101.2	▶ 1,769,607	▶ 100.2
Miyagi Co-op	▶ 109,160	▶ 102.2	▶ 708,361	▶ 102.1
Osaka Izumi Co-op	▶ 82,522	▶ 107.1	▶ 498,302	▶ 103.6
Kyoto Co-op	▶ 74,371	▶ 103.0	▶ 522,135	▶ 101.8
Pal-system Tokyo	▶ 72,669	▶ 102.8	▶ 450,710	▶ 101.9
Co-op Aichi	▶ 58,078	▶ 102.0	▶ 450,617	▶ 102.1
Osaka Palcoop	▶ 57,632	▶ 103.9	▶ 400,609	▶ 104.0

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

*Each circle indicates a business federation and its total turnover.



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

Co-op societies	219
Members	1,541,514
Turnover (¥million)	183,900
Full-time employees	1,922

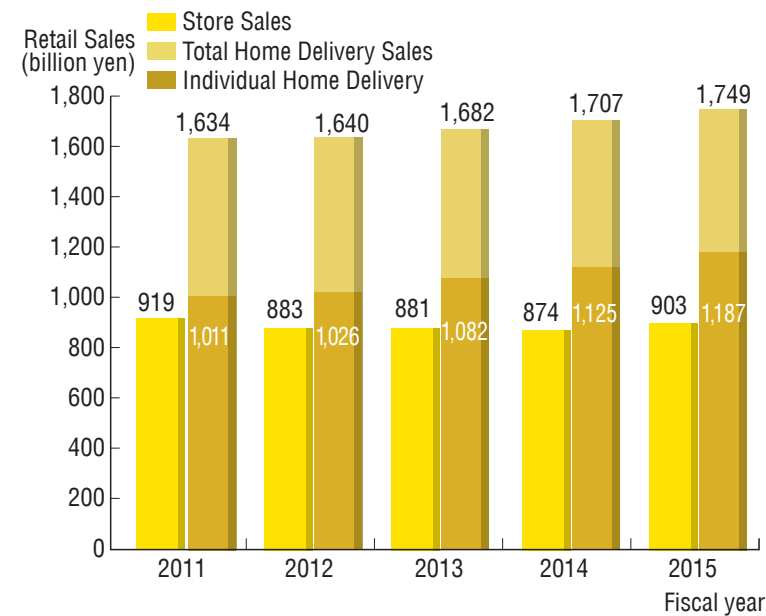
*source: National Federation of University Co-operative Associations(NFUCA)

● **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.

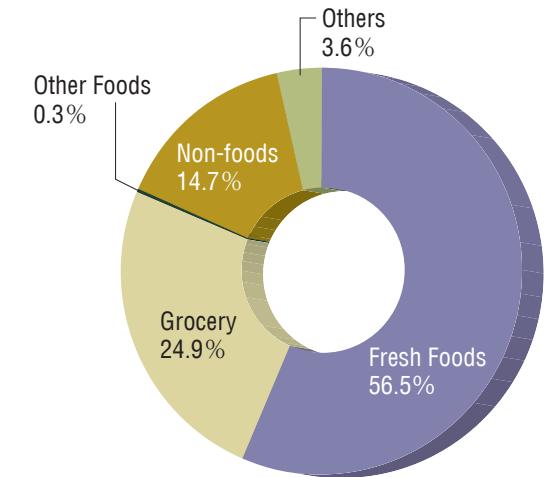
● **Institutional Co-ops** serve employees at their work places through operating stores and canteens.

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

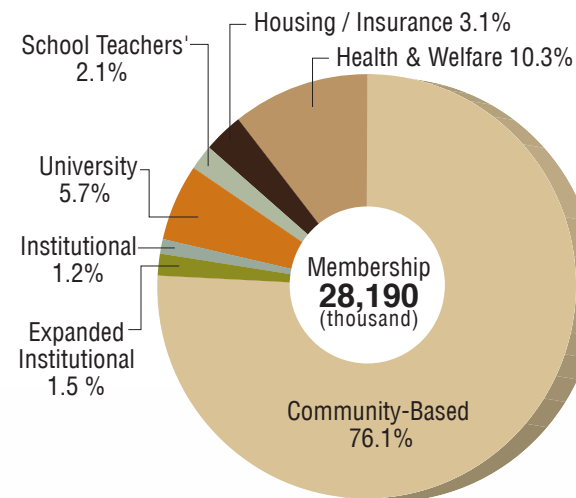
Community-Based Retail Sales by Type of Operation



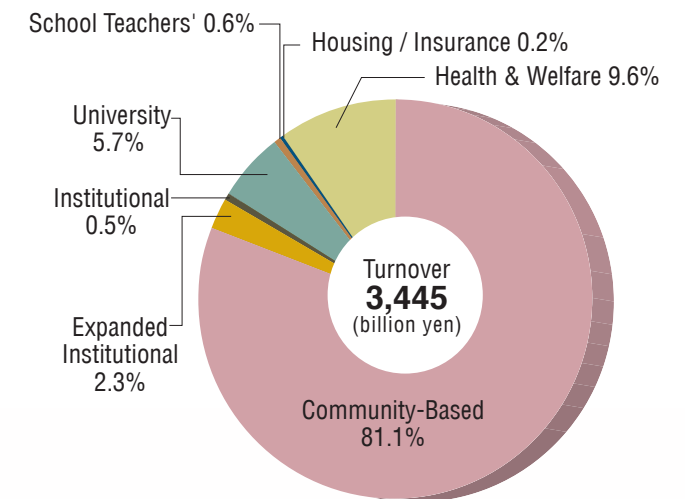
Percentage of Community-Based Retail Sales by Product Category



Percentage of Membership by Type of Consumer Co-ops



Percentage of Turnover by Type of Consumer Co-ops



Health and Welfare Co-ops

Health and Welfare Co-ops provide medical and nursing care services to local residents, and manage hospitals, primary health care centers, nursing care homes, home-visit care stations, rehabilitation facilities and at-home help services for the elderly.

Japanese Health and Welfare Co-operative Federation (HeW CO-OP JAPAN), which is affiliated to JCCU, is a national federation of the health and welfare co-ops.

HeW CO-OP JAPAN

Co-op Societies	111
Members	2,928,565
Hospitals with 20 or more beds	75
Clinics with less than 20 beds	337
Beds	12,113
Doctors	1,994
Nurses	12,471
Other staff	22,944
Turnover(¥million)	333,200

*source: Japanese Health and Welfare Co-operative Federation

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; Japan CO-OP Insurance Consumers' Co-operative Federation (JCIF) which is a union of 148 JCCU member 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	148
Policies	8,379,428
Premium income (¥million)	175,502
Claims paid (¥million)	62,951
Full-time employees	420

*source: Japan CO-OP Insurance Consumers' Co-operative Federation

ZENROSAI

Co-op societies	58
Policies	32,620,000
Premium income (¥million)	590,800
Claims paid (¥million)	322,900
Full-time employees	3,504

*source: the 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.

ZENJUREN is a national federation of housing co-operative societies, which coordinates the business activity of housing co-ops. It includes independent regional housing co-ops that are affiliated with JCCU, that provide services to their members in cooperation with real estate developers.

ZENJUREN

Co-op societies	12
Members	422,307
Housing units constructed	101
Full-time employees	342

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

Fiscal 2015 JCCU Business Overview

(March 21, 2015 to March 20, 2016)

Profile

As the sole national federation of consumer co-operatives in Japan, 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 online sales.
- Coordination of member activities at national level.
- Guidance on member co-op management and staff education through correspondence courses and seminars.

Head Office (Co-op Plaza)

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 Federations)	326
Full-time employees	1,450
JCCU wholesale amount (Million yen)	375,795
Membership dues (Thousand yen)	1,038,054
Share capital (Thousand yen)	9,135,690

Profit and Loss Statement

	¥ thousand
Sales	375,795,076
Cost of sales	333,548,868
Gross Surplus	42,246,207
Membership dues	1,038,054
Contractual commission	7,203,903
Other revenue	3,277,149
Business Surplus	53,765,316
Operating expenses	51,511,709
Operating Surplus	2,253,606
Non-operating revenue	1,517,121
Non-operating expenses	105,384
Current Surplus	3,665,343
Extraordinary profits	480,769
Extraordinary losses	549,347
Surplus for the Fiscal Year before Taxation	3,596,766
Taxes	389,124
Net Surplus for the Fiscal Year	3,207,641

Balance Sheet

ASSETS	¥ thousand
Current assets	96,024,343
Fixed assets	
Tangible assets	60,391,288
Intangible assets	8,455,036
Other fixed assets	56,044,519
Total Fixed Assets	124,890,845
Total Assets	220,915,188
LIABILITIES AND CAPITAL	¥ thousand
Current liabilities	101,669,064
Fixed liabilities	12,389,566
Total Liabilities	114,058,630
Share Capital	9,135,690
Reserves	
Legal reserves	9,026,000
Voluntary reserves	76,901,000
Unallocated surplus	11,198,541
Total Reserves	97,125,541
Shareholder's equity	106,261,231
Net asset	106,856,557
Total Liabilities and Capital	220,915,188

CO-OP Brand Products

Collaborating with member co-ops, JCCU develops CO-OP Brand Products to distribute to members through co-ops nationwide. CO-OP Brand Products are developed and improved based on members' opinions and requests with our own high standards of quality and safety. Today, the total number of items stands 4,099 with sales turnover of about 412 billion yen (at the retail price) covering about 15.3% of the total sales of retail co-ops.

Brand Statement

In 2015, JCCU released its new brand statement as the basic concept underlying CO-OP Brand Products.



"Making thoughts a reality" (SMILING CO-OP)

CO-OP Brand Products born from the desire of each individual member. "That's delicious!", "Good as I thought."

We hope CO-OP Brand Products make you smile always.

5 Commitments

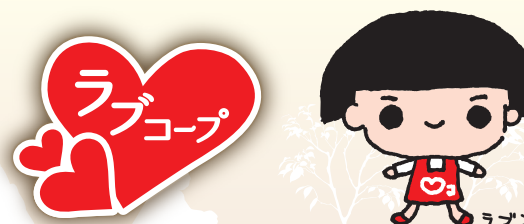
- ① Pursuing the development of better quality products by placing importance to safety and reliability
- ② Pursuing the development of valuable products by listening to and incorporating the opinions of members
- ③ Fostering empathy by connecting thoughts
- ④ Bringing smiles and good health at dining table
- ⑤ Contributing to the community and the society

Promoting CO-OP Brand Products

JCCU has been advancing "Love CO-OP" initiatives to strengthen CO-OP Brand Products competitiveness.

The initiatives include activities for members such as study sessions and product tasting events, group interviews and recipes episode collection. The opinions and comments gathered through the activities are used to enhance CO-OP Brand Products development and improvement processes.

Also promotion through various media is ongoing to spread the usefulness of CO-OP brand products.



Above: "Love CO-OP" logo and character

Re-launching Existing Products



Based on the new brand statement, JCCU is advancing improvement of all the existing CO-OP Brand Products in 3 years, checking the products comprehensively (quality, taste, specification, package design, etc.) and changing the package to a new uniform design.

New Sub-brand Products

To meet diversifying members' needs, a new sub-brand "Co-op Quality" was launched in June 2015. JCCU is aiming to launch several new sub-brands in 3 years.



Above: Sub-brand "CO-OP Quality"

Other Business

• Ordering through catalog is one of the formats of the home delivery business by the consumer co-ops. The catalog business allows members to place order through seasonal catalog or via online for items such as furniture, home décor goods, clothing, household goods as well as sundry articles, which are delivered directly to members home upon ordering. Members also place orders for gift items during the summer and the winter gift seasons, which are delivered directly to designated recipients.

• Insurance products are offered by JCIF to members through JCCU member societies. For more details about insurance co-ops, please see p.4.