The CO-OP Facts and Figures 2013 is a collection of statistical tables describing the business overview of consumer co-ops, co-op business federations and JCCU.
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 577 societies including co-op business federations.

**Mission statement**

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

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**Community-Based Retail Co-ops**

<table>
<thead>
<tr>
<th>Unit</th>
<th>FY2012</th>
<th>FY2013</th>
<th>%13/12</th>
<th>FY2013 (million US$)</th>
</tr>
</thead>
<tbody>
<tr>
<td>Number of co-ops</td>
<td>134</td>
<td>134</td>
<td>0.0</td>
<td>—</td>
</tr>
<tr>
<td>Membership</td>
<td>thousand</td>
<td>19,742</td>
<td>20,122</td>
<td>1.9</td>
</tr>
<tr>
<td>Total turnover</td>
<td>billion yen</td>
<td>2,652</td>
<td>2,685</td>
<td>1.3</td>
</tr>
<tr>
<td>Store sales</td>
<td>billion yen</td>
<td>883</td>
<td>880</td>
<td>0.4</td>
</tr>
<tr>
<td>Home delivery service sales</td>
<td>billion yen</td>
<td>1,640</td>
<td>1,671</td>
<td>1.9</td>
</tr>
<tr>
<td>Others</td>
<td>billion yen</td>
<td>128</td>
<td>134</td>
<td>4.5</td>
</tr>
<tr>
<td>Amount of monthly purchase/member</td>
<td>yen</td>
<td>11,299</td>
<td>11,389</td>
<td>0.8</td>
</tr>
<tr>
<td>Total share capital</td>
<td>billion yen</td>
<td>627</td>
<td>631</td>
<td>0.7</td>
</tr>
<tr>
<td>Average share capital/member</td>
<td>yen</td>
<td>31,746</td>
<td>31,365</td>
<td>-1.3 (USD 306)</td>
</tr>
<tr>
<td>Co-op bonds</td>
<td>million yen</td>
<td>55,960</td>
<td>54,817</td>
<td>-2.0 (USD 306)</td>
</tr>
<tr>
<td>Number of stores</td>
<td>1,011</td>
<td>980</td>
<td>-3.1</td>
<td>—</td>
</tr>
<tr>
<td>Total sales area</td>
<td>m²</td>
<td>1,187,721</td>
<td>1,175,796</td>
<td>-1.0 (536)</td>
</tr>
<tr>
<td>Number of employees</td>
<td>72,881</td>
<td>73,496</td>
<td>0.8</td>
<td>—</td>
</tr>
<tr>
<td>Total Market share</td>
<td>%</td>
<td>2.67</td>
<td>2.64</td>
<td>-0.03 (points)</td>
</tr>
</tbody>
</table>

1) U.S. Dollar: 102.34 yen (as of August 15, 2014)

**Notes:**

- Community-Based Retail co-ops do not include institutional and university co-ops.
- The amount of U.S. Dollar is converted based on yen-dollar exchange rate (TTS) prevailing at August 15, 2014; 1 U.S. Dollar = 102.34 yen

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**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 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.
- **Institutional Co-ops** serve both employees and residents in neighboring residential areas.
- **School Teachers’ Co-ops** serve teachers at both public and private schools, mainly through catalog mail-order sales and home delivery.
- **Expanded 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.

### Top 10 Community-Based Retail Co-ops in Japan

| Co-op Name               | Turnover (¥million) | Membership (thousand) | Turnover (%)
|--------------------------|---------------------|-----------------------|--------------
| Co-op Aichi              | 362,960             | 3,642                 | 100.0        
| Toyota Co-op             | 272,287             | 5,079                 | 102.7        
| Pal-system Tokyo         | 230,682             | 4,764                 | 97.3         
| JCCU                     | 199,999             | 3,550                 | 97.6         
| Miyagi Co-op             | 106,386             | 677,106               | 102.5        
| Osaka-Izumi Co-op        | 75,732              | 106,1                 | 102.8        
| Kita Co-op               | 71,511              | 507,496               | 101.4        
| Pal-system Tokyo         | 69,085              | 434,586               | 103.0        
| Toyota Co-op             | 58,611              | 253,959               | 101.3        
| Co-op Sapporo            | 55,927              | 427,934               | 102.4        

### Health and Welfare Co-ops

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

- **Health & Welfare Co-ops** serve members from across the nation and the Federation (JCIF) which is a union of 150 JCCU members.

### 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) and the Insurance Co-Operatives Federation (ZENJUREN) which offers insurance mainly to trade union members.

- **JCIF**
  - Co-op societies: 150
  - Policies: 8,106,282
  - Claims paid (¥million): 62,566
  - Full-time employees: 374

- **ZENJUREN**
  - Co-op societies: 58
  - Policies: 33,430,000
  - Claims paid (¥million): 690,590
  - Full-time employees: 329

### Housing Co-ops

Housing Co-ops provide housing, 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 coordinates the business activity of housing co-ops.
**Fiscal 2013 JCCU Business Overview**

(March 21, 2013 to March 20, 2014)

**Profile**

As the sole national consumer co-operative organization, JCCU fulfills 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 of 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): 334
- Full-time employees: 1,395
- JCCU wholesale amount (Million yen): 377,984
- Membership dues (Thousand yen): 1,072,673
- Share capital (Thousand yen): 9,143,570

**Profit and Loss Statement** ¥ thousand

- **Sale**: 377,984,288
- **Cost of sales**: 335,639,443
- **Gross Surplus**: 42,344,844
- **Membership dues**: 1,072,673
- **Contractual commission**: 7,003,771
- **Revenue from management service and laboratory**: 42,860
- **Other revenue**: 2,312,404

**Total Surplus**: 53,756,768

**Operating expenses**: 50,771,662

**Operating surplus**: 2,985,105

**Non-operating income**: 1,236,102

**Non-operating expenses**: 167,247

**Current Surplus**: 4,053,060

**Extraordinary profit**: 1,004,459

**Surplus for the Fiscal Year before Taxation**: -3,205,217

**Net Surplus for the Fiscal Year**: 694,022

**Balance Sheet** ¥ thousand

**ASSETS**

- **Current assets**: 85,458,580
- **Fixed assets**: 4,277,887
- **Intangible assets**: 63,309,666
- **Other fixed assets**: 54,307,032
- **Total Fixed Assets**: 122,788,586
- **Total Assets**: 208,247,167

**LIABILITIES AND CAPITAL** ¥ thousand

- **Current liabilities**: 100,336,719
- **Fixed liabilities**: 3,399,188
- **Total Liabilities**: 103,326,907
- **Share Capital**: 9,143,570
- **Reserves**: 1,004,459
- **Legal reserves**: 9,026,000
- **Voluntary reserves**: 77,863,000
- **Unallocated surplus**: 6,832,693
- **Total Reserves**: 93,421,693
- **Shareholder’s equity**: 102,065,263
- **Net asset**: 102,920,259
- **Total Liabilities and Capital**: 208,247,167

**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, there are several series of co-op products: the “Co-op Basic” series aiming at achieving low price while securing good quality, and value-added products with a specific theme to enrich members daily life. The total number of items stands 4,000 with sales turnover of about 411 billion yen covering about 14% of the total sales of retail co-ops.

**Catalog business**

Ordering through catalog is one of the formats of the home delivery business by the consumer co-operatives.

The catalog business allows members to place order through seasonal catalogue or via online for items such as furniture, home decor 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 designate recipients.

**Quality Assurance System of co-op product**

1. Design of products (Examining specifications)
2. Ingredients Inspection
3. Trial and the first production (Checking products)
4. Regular production (Controlling production and process on a regular basis)
5. Product supply to members (Delivering products to members through home delivery and stores)
6. Listening to comments (Hearing members’ voices)
7. Communication (Displaying diverse information on co-op products)

**Promoting members loyalty for co-op products**

In 2014, JCCU has launched a ‘Love Co-op campaign’ for two years to spread the usefulness of CO-OP products among members and non-members.

Through this campaign JCCU provides a chance for members to participate in product testing, monitoring, group interviews and recipes episode collection and reflects the opinions and comments in development and improvement processes of CO-OP products.

**Above: Campaign character**

**March 21, 2013 to March 20, 2014**