

CO-OPERATIVE TO CO-OPERATIVE TRADE DEVELOPMENT IN CHINA



International Co-operative Alliance
**Global Conference
and General Assembly**

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Co-operatives: Putting People at the Centre Of Development


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ACFSMC in a Nutshell

-How ACFSMC functions as the apex body of China's cooperatives and its business sphere

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International Business and C2C Trade

-How Co-op to Co-op trade is developed in China and suggestions for improvement

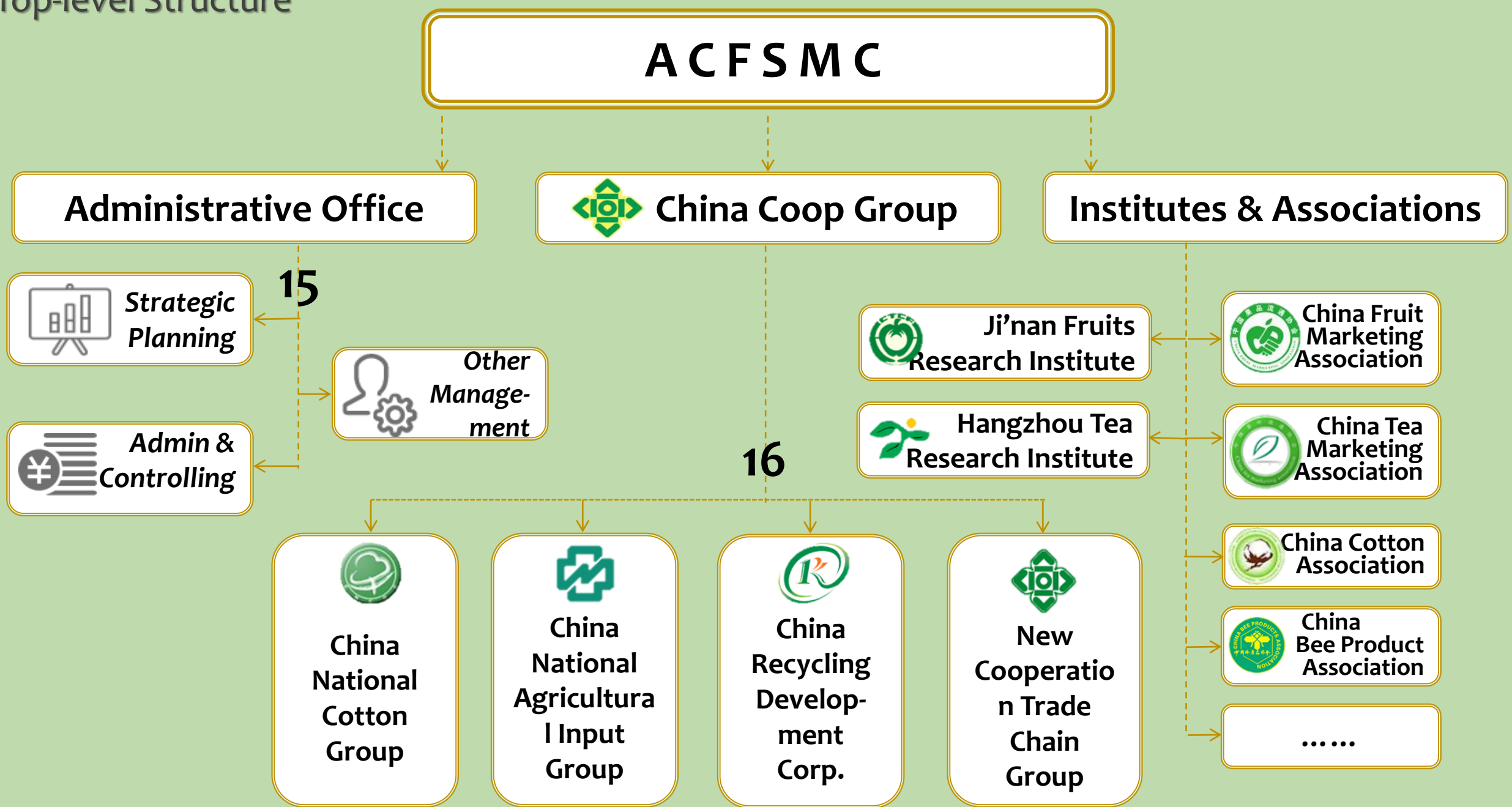
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Q&A

ACFSMC ***in a Nutshell***

01





Putting People at the Center



More job opportunities and increased income

- We **employ 3.4 million** people nationwide
- **Tentative jobs** under farmland trust contract
- China Co-op as **respected employers**



Education and training programs

- We provide **technical trainings** for farmers to improve productivity and income
- We also conduct **education programs** on members' rights and responsibilities



Poverty alleviation efforts

Targeted poverty alleviation programs in **Qianshan County** of Anhui Province and **Xunwu County** of Jiangxi Province

- **Achievements:**
 - ▶ Qianshan: 42200 people out of poverty; poverty occurrence rate reduced to 8.4%
 - ▶ Xunwu: 35300 people out of poverty; poverty occurrence rate reduced to 5.3%





Better serving the farmers



Higher quality products

R&D and various channels for imported quality products



Talents

Professional support and organized training programs



Land Transfer

Regulated and policy-based procedures for scale production



Cooperative Finance/Insurance

Targeted assistance for smallholders without collaterals

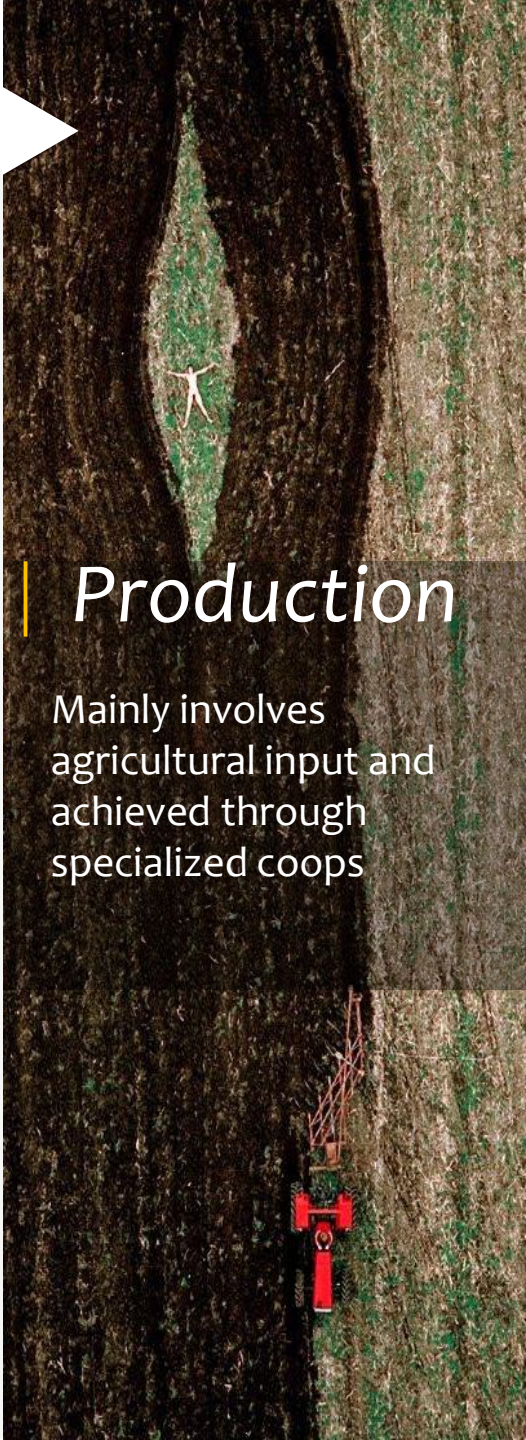


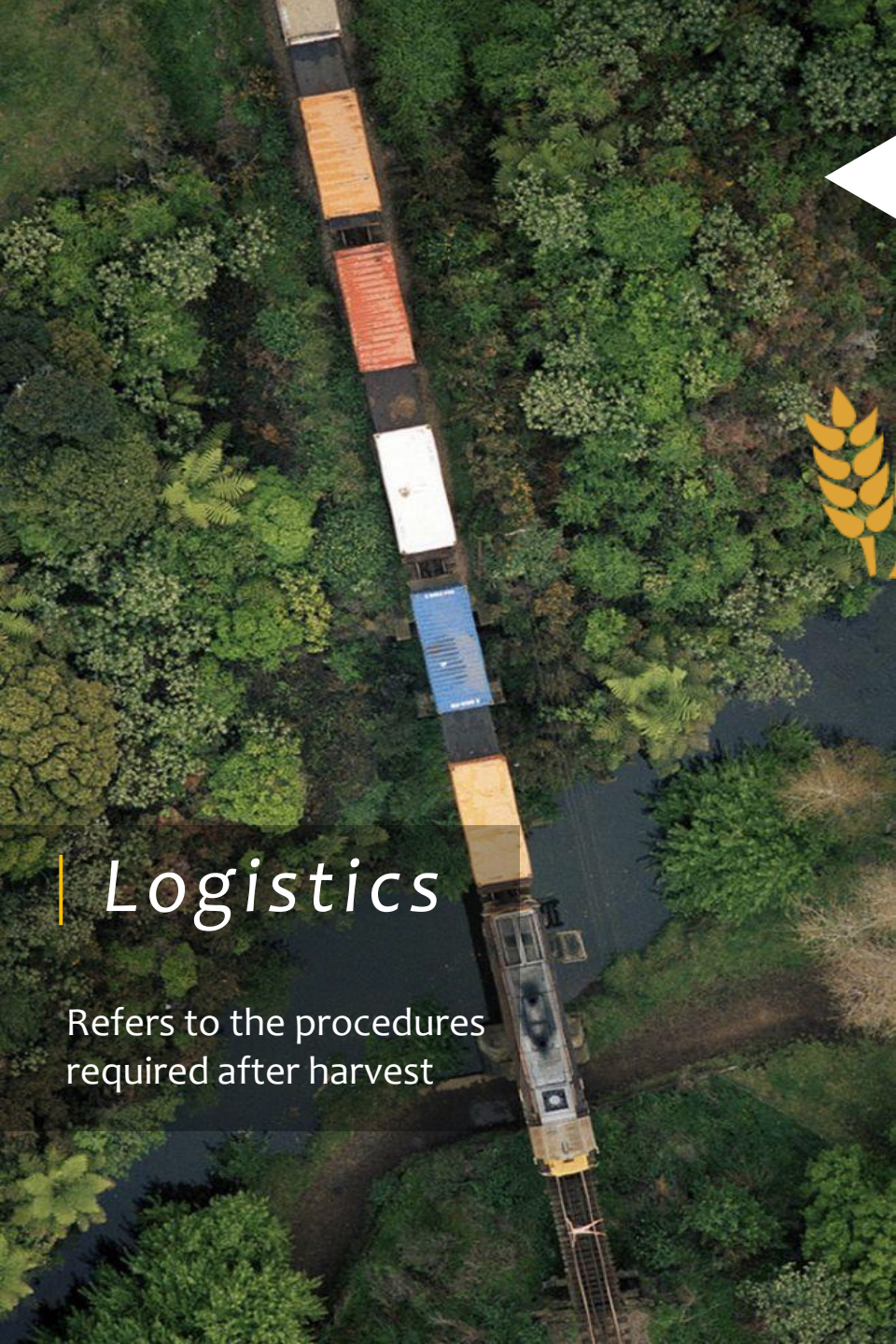
Information-based Market

Application of advanced technologies to access information

Production

Mainly involves agricultural input and achieved through specialized coops





| Logistics

Refers to the procedures required after harvest



Places of Distribution: wholesale markets and modern logistics centers

Places of Origin: collecting centers and warehousing equipment

Urban Communities: fresh-food supermarkets



Integrated Operation



Marketing
Combination of conventional and new businesses



OFFLINE



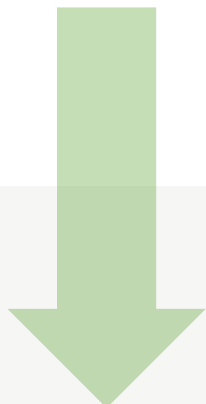
ONLINE



DOMESTIC



CROSSBORDER



Offline Network



Import & Export



Rural E-commerce



Cross-border E-commerce

International Business and C2C Trade

02





**2016
Total
volume:
CNY 53.51**

Import: CNY 21.779 billion

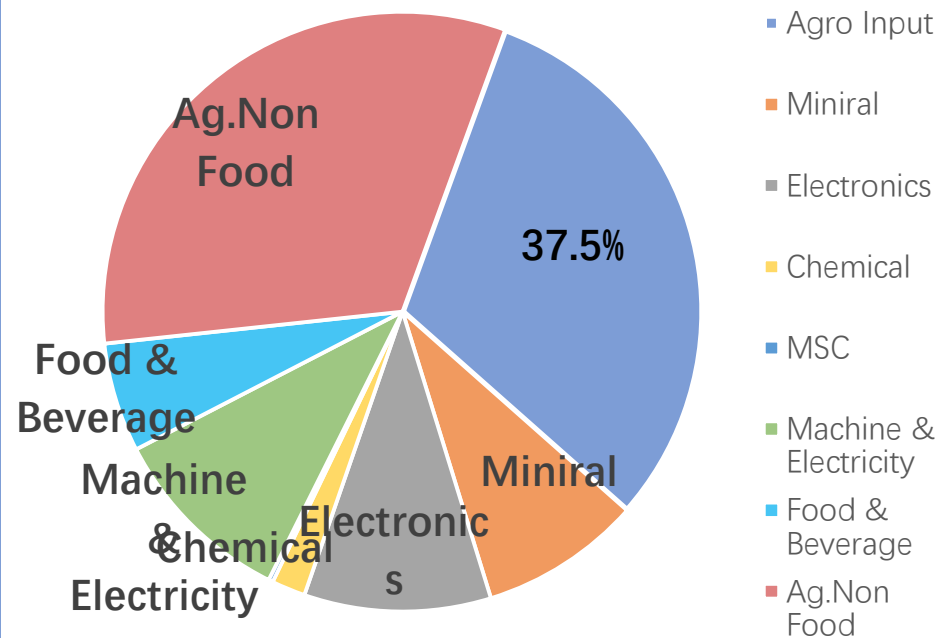
Export: CNY 34.609 billion



agricultural input, cotton, soybeans, chemical and mineral products



Import Structure of China Co-op





**2016
Total
volume:
CNY 53.51**

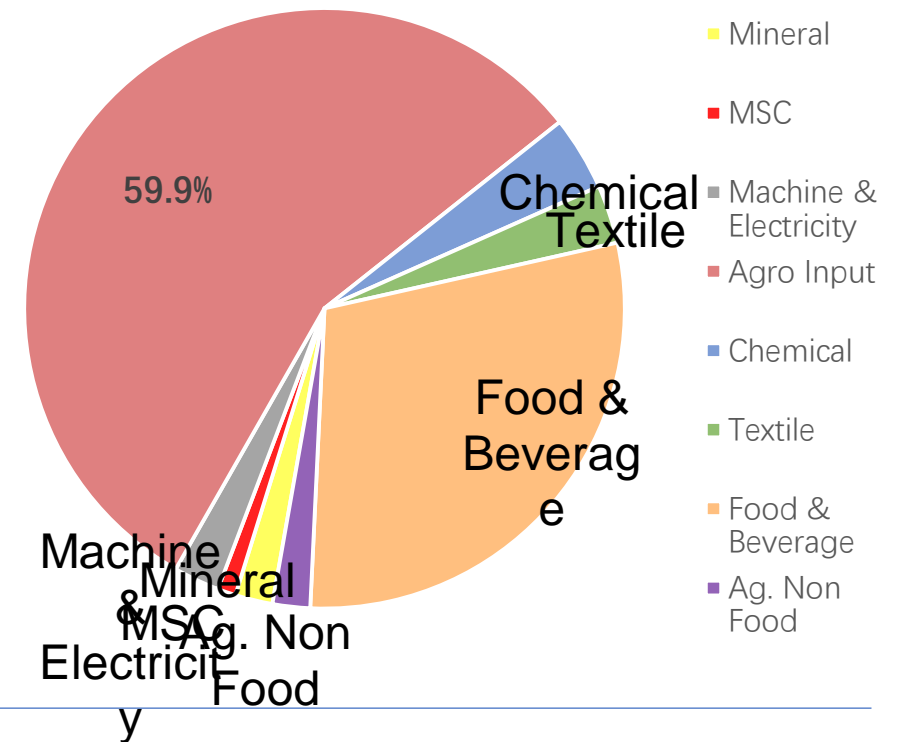
Export: CNY 34.609 billion



agricultural and sideline products, consumer goods, mechanical and electrical products



Export Structure of China Co-op





Efforts to promote C2C trade



ICA EXPO 2014 Quebec

CO-OP EXPO 2014 Brazil



Activities and Events



China Co-op with cooperatives from Thailand, the Philippines, Nepal and India in Shanghai and Hangzhou, October 2014



China Co-op with cooperatives from Turkey, Iran, Malaysia and Sri Lanka, December 2014



Efforts to promote C2C trade

Features

- Fast track for customs clearance and inspections
- Duty free or low rates
- Targeted at consumers shopping online
- Quick, small and repeated purchase
- Especially for food, beverages, home products, etc.
- Import & Export

Online Platform

新品上架

 	WMF 锈钢压力锅4.5L 现价：999元 市场价：1680元 	Laligne免敏洗手液 现价：35元 市场价：45元 	德国亨轩电热水壶1.7L 现价：395元 市场价：525元 	Swisse蔓越莓胶囊 现价：135.82元 市场价：290元 
   	嘉宝DHA+益生菌米粉 1段 227g 现价：29.5元 市场价：66元 	花王婴幼儿牙膏草莓味 防虫牙护恒齿 70g 现价：18元 市场价：36元 	韩国进口宝宝湿巾74抽 99%纯净水纯植物 现价：18元 市场价：36元 	荷兰Linda成人奶粉 现价：68元 市场价：110元 