CO-OPERATIVE TO CO-OPERATIVE
TRADE DEVELOPMENT IN CHINA

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

International Business and C2C Trade
- How Co-op to Co-op trade is developed in China and suggestions for improvement

Q&A
ACFSMC in a Nutshell
Top-level Structure

AC FSMC

Administrative Office

China Coop Group

Institutes & Associations

Strategic Planning

Admin & Controlling

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Other Management

China National Cotton Group

China National Agricultural Input Group

China Recycling Development Corp.

Ji’nan Fruits Research Institute

Hangzhou Tea Research Institute

China Fruit Marketing Association

China Tea Marketing Association

China Cotton Association

China Bee Product Association

New Cooperation Trade Chain Group

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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**

- **Agricultural Input**
  - Fertilizers, pesticides, plastic films, machinery

- **People**
  - Mainly family-based smallholders

- **Land**
  - State owned land

- **Capital**
  - Financial support for production and agribusiness

- **Market**
  - Key approach for increased income and continued production

- **Production**
  - Mainly involves agricultural input and achieved through specialized coops

- **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
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 Network
- Import & Export
- Rural E-commerce
- Cross-border E-commerce
International Business and C2C Trade
Import & Export

Import: CNY 21.779 billion

Export: CNY 34.609 billion

- Agricultural input, cotton, soybeans, chemical and mineral products

2016 Total volume: CNY 53.51 billion
Export: CNY 34.609 billion

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

Export Structure of China Co-op

- Chemical
- Textile
- Food & Beverage
- Machine & Electrical
- Agro Input
- Mineral
- MSC

2016 Total volume: CNY 53.51 billion
Efforts to promote C2C trade

Activities and Events

1. ICA EXPO 2014 Quebec
2. CO-OP EXPO 2014 Brazil
3. China Co-op with cooperatives from Thailand, the Philippines, Nepal and India in Shanghai and Hangzhou, October 2014
4. China Co-op with cooperatives from Turkey, Iran, Malaysia and Sri Lanka, December 2014
C2C Trade - Efforts

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