



**中粮**  
**COFCO**  
自然之源 重塑你我

# MARCHING ONTO THE GLOBAL SCENE



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## Message from the Chairman

COFCO has undergone a rapid process of internationalization and a successful reorganization while continuing to expand its capital assets and improve profits for the past six decades. Awarded one of “the World’s 500 Most Influential Brands” by World Brand Lab, COFCO has been consistently listed on “Fortune Global Top 500” for the past two decades and has marched onto the world stage as a premier world agri-products merchants.

From our beginnings as a grain & oil trade and processing business, we now cover every element of the value chain from agricultural raw materials to the final consumer products, including planting and breeding, storage and logistics, processing, bioenergy, branded products manufacturing and sales, financial services and real estate development. We have developed *Fortune* oil, *Greatwall* wine, and *Xiangxue* flour among a dozen more high quality agricultural branded products, connecting the world’s farms with 1/4 of the world population’s dining table.

We have always considered food safety as our lifeblood and core competitiveness, striving to keep the consumers in mind at every step of the way from the field to the table. We are constantly improving our regulatory system, quality, safety, and traceability. The brand COFCO is widely recognized as absolutely safe.

We are very active in the purchasing and storage of policy grain and maximizing the capabilities of our map of storehouses. Through targeted collection and storage, we are able to regulate seasonal and regional imbalances and assure there is always a consistent supply. We take our responsibility of guaranteeing the needed supply of agricultural products and stable grain and oil prices very seriously.

Utilizing on our mature global grain trade networks, we have established stable food corridors bridging the world’s largest grain producing areas, such as South America and the Black Sea and the emerging markets in Asia, which have the largest grain demand in the world. By doing this, we have effectively executed the “Going Global” strategy for China’s agriculture industry and laid a solid foundation for food security of China.

Total Revenue (million RMB)

442,650

Total Assets (million RMB)

537,360

Global Employees (people)

145,000

Total Annual Turnover (million tons)

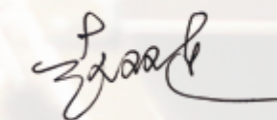
150

We have a firm grasp on future development in consumption trends, and bring our branding, marketing, logistics, and service expertise to bear when promoting our agricultural products to the high-end city crowd. COFCO has always provided the impetus for agricultural modernization, by providing farmers with seeds, machinery, technical training, and financial services, while promoting the convergence among the first, second and tertiary industries. Meanwhile, by enhancing technological innovations, we serve as a leader in the development of modern agricultural system.

We are also innovators of industry processes. Our advantage is in the specialized operation of our fully-integrated value chain, our ability to promote production efficiencies and quality of agricultural products standards on a massive scale throughout the entire industrial chain. One concept we are actively developing is contract farming, a new business model that allows us to establish long-term and stable relationships with farmers, and provides farmers with greater profits.

As an integral part of the backbone of the China’s state-owned enterprises developing together with New China, COFCO has always been committed to our country, the farmers and the consumers. We know that the road to reform will not be smooth, and COFCO still has a long way to go. But we will unswervingly insist on our reform and focus on the national strategy while enhancing efficiency and quality so as to fulfill our responsibilities. As the economy develops, COFCO will continue to enhance its profits, reward the hard work of our employees, and live up to the trust and expectations of our customers and the support of the community.

Chairman of COFCO



# About COFCO

COFCO's unique advantages in global distribution, fully-integrated value chain, and agricultural innovations, as well as its seat in the world's largest emerging market make it one of the world's leading agribusinesses, ready to build even more stable food corridors between the major production areas and the emerging markets.

Founded in 1949, COFCO has become a leading supplier of agri-products with grain, oil, sugar and cotton forming our core business and business scope ranging from branded products to financial services and real estate. COFCO has the leading edge in the Chinese market and is well positioned to take its first step as an international agribusiness.

At present, COFCO has total assets of 537.36 billion RMB, an annual revenue of 442.65 billion RMB, total annual turnover of 150 million tons, a global storage capacity of 31 million tons, an annual processing capacity of 90 million tons, and an annual port transit capacity of 65 million tons. In China alone, COFCO has an integrated processing capacity of more than 60 million tons. COFCO is China's largest food processing company, with products covering all the main categories of Chinese daily consumption, including rice, wheat, corn, oil and oilseeds, sugar, cotton, meat products, dairy products, wine, tea, and so on. COFCO has 2.3 million terminal sale points throughout China's 952 large and medium-sized cities and more than 10,000 counties and villages, capable of providing consumers with a sufficient supply of quality and safe food year-round. COFCO plays an important supporting role in the maintenance of China's grain and oil market stability.

On the global stage COFCO has a unique advantage. Anchored in the world's largest market with a fully integrated value chain that stretches around the world, COFCO has huge development potential. We are industry leaders in rice, wheat, corn, oil and oilseeds, sugar, and cotton in over 140 countries and regions of the world. We have a global coverage of grain and oil producing areas and own a sophisticated global production & procurement platform and trade network. The company already earns more than 50% of its operating income from overseas business. With its access and strong planning, COFCO can ensure a stable supply for two markets, domestic and international, and be the foundation for food security.

We have also established packaged foods, finance, and real estate as three major complementary businesses. COFCO produces high-quality packaged food products and has created several high-quality brands covering oil, dairy products, meat, wine, and tea, of which *Fortune*, *Mengniu*, *Greatwall*, and *ChinaTea* are the most influential. We have also created financial services tailored for our needs in agricultural development, forming our own trusts, futures trading agents, insurance, risk management consulting, banking, funds, and other financial services. We have become builders of excellent living spaces, involved in the construction and management of commercial, residential, and tourism real estate as well as hotels and comprehensive regional development.

As an investment holding company, COFCO owns 11 listed companies, seven in Hong Kong: China Foods Ltd.(00506.HK), China Agri-Industries Holdings (00606.HK), Inner Mongolia Mengniu Dairy (Group) Co., Ltd. (02319.HK), CPMC Holdings Limited (00906.HK), Joy City Property Ltd. (00207.HK), COFCO Meat Investment Co., Ltd. (01610.HK), Fountain Set (00420.HK); and four in Mainland China: COFCO TUNHE Sugar Co., Ltd. (600737.SH), Jiugui Liquor Co. Ltd. (000799.SZ), COFCO Property Group Co. Ltd. (000031.SZ), COFCO Biochemical (000930.SZ).

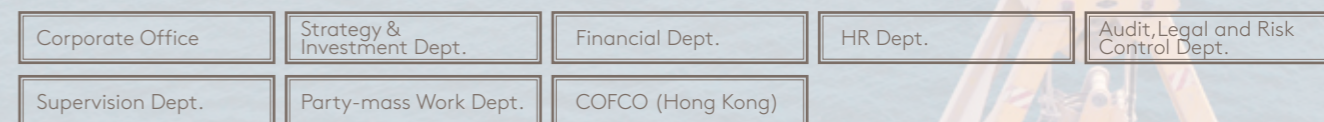
In the future, COFCO will continue to focus on creating the world's leading grain trader and food producer, aiming to become a model for national food security strategy and food safety strategy implementation.

During the period of the 13th Five-Year Plan (2016-2020), we strive to increase the state-owned share of COFCO's food and grain industry to over 80%. By continuously promoting capital and business integration, we will improve our resource development and control capabilities. Through technological innovation and structural upgrades we will create more efficient value chains and have greater macro-control over national food security issues. By 2020, in order to achieve the "321155" objective, we will improve our capabilities to "3579" operating capacity.



## Organization Chart

### Functional departments



### Specialized companies(platforms)



East ocean grain and storage - Zhangjiagang, China

### "321155"

Corn (million Tons)

30

Soybean (million tons)

20

Rice (million tons)

10

Wheat (million tons)

10

Sugar (million tons)

5

Fully Controlled Grain Sources Overseas (million tons)

50

### "3579"

Reserve Capacity (million tons)

30

Capacity(million tons)

50

Trade Capacity (million tons)

70

Processing Capacity (million tons)

90

# Urging Agriculture Supply Side Structural Reform

COFCO has been actively involved in the solutions on plantation restructuring, stock reducing and providing premium, safe and green food products, striving to be the leader and pioneer in execution of national food security strategy and agriculture supply side structural reform.



Mechanized harvesting



Scientific planting management

COFCO has taken the leading role in building the business model of commercial agriculture, serving market balance and consumption upgrading, driving the growth of modern agriculture so as to upgrade the whole industry. Meanwhile, COFCO is deeply rooted in China while building our network around the world, striving to be a global leading agriculture enterprise.

COFCO has been pushing forward the integration of reserve business and market-oriented business, balancing the supply demand structure while maintaining the stable productivity so as to promote the sustainable development in agriculture. By selecting high-quality varieties, COFCO has continued to develop our deep processing business and address oversupply of corn and rice but shortage of soybean so as to optimize the variety and quality mix of agri-products in China.

COFCO has been innovating in agricultural industrialization. Based on market demand and following the model of “enterprise + farmer + brand”, we have built 12 industrial chains integrating source, storage, transport and sales, including rice, flour, oil, sugar, cotton, dairy products, meat, tea, corn, feed, tomato and wine. We actively practice our brand philosophy and share our value-added benefits with upstream and downstream so as to enhance the quality and performance of agriculture.

Led by agriculture technology and following the model of “technology + brand + park”, COFCO has been developing

high-tech agricultural industry, including industrial parks, tourist agriculture parks and food R&D parks so as to drive the industry growth and restructure the supply side.

COFCO has been building a highly efficient and modern logistics system that matches our 13th Five-year Plan and our role as a leading agribusiness, combining road, railway and water transportation, and connecting northern, central and southern regions. We continue to optimize the layout of storage facilities, strengthen transport capacity of bulk grain and expand the trade volume so as to improve distribution efficiency and reduce logistics cost.

Led by “high-quality, safe and green” philosophy, COFCO has established the quality control system covering the whole industrial chain from farm to fork. We control risk in the whole process, innovate tools and methods on quality and safety, and promote the growth of international standard in agri-products so as to advance the quality and safety of agri-products in China.

COFCO has speeded up our steps towards the global leading agribusiness, improving our layout in the major G&O production regions and key logistics nodes around the world. Meanwhile, COFCO has enhanced cooperation in agriculture with countries along the “Belt and Road” Initiative and actively participated in the international trade so as to strengthen our origination capacity and contribute to structural reform on supply side in China.

# Focusing on Agricultural Operations

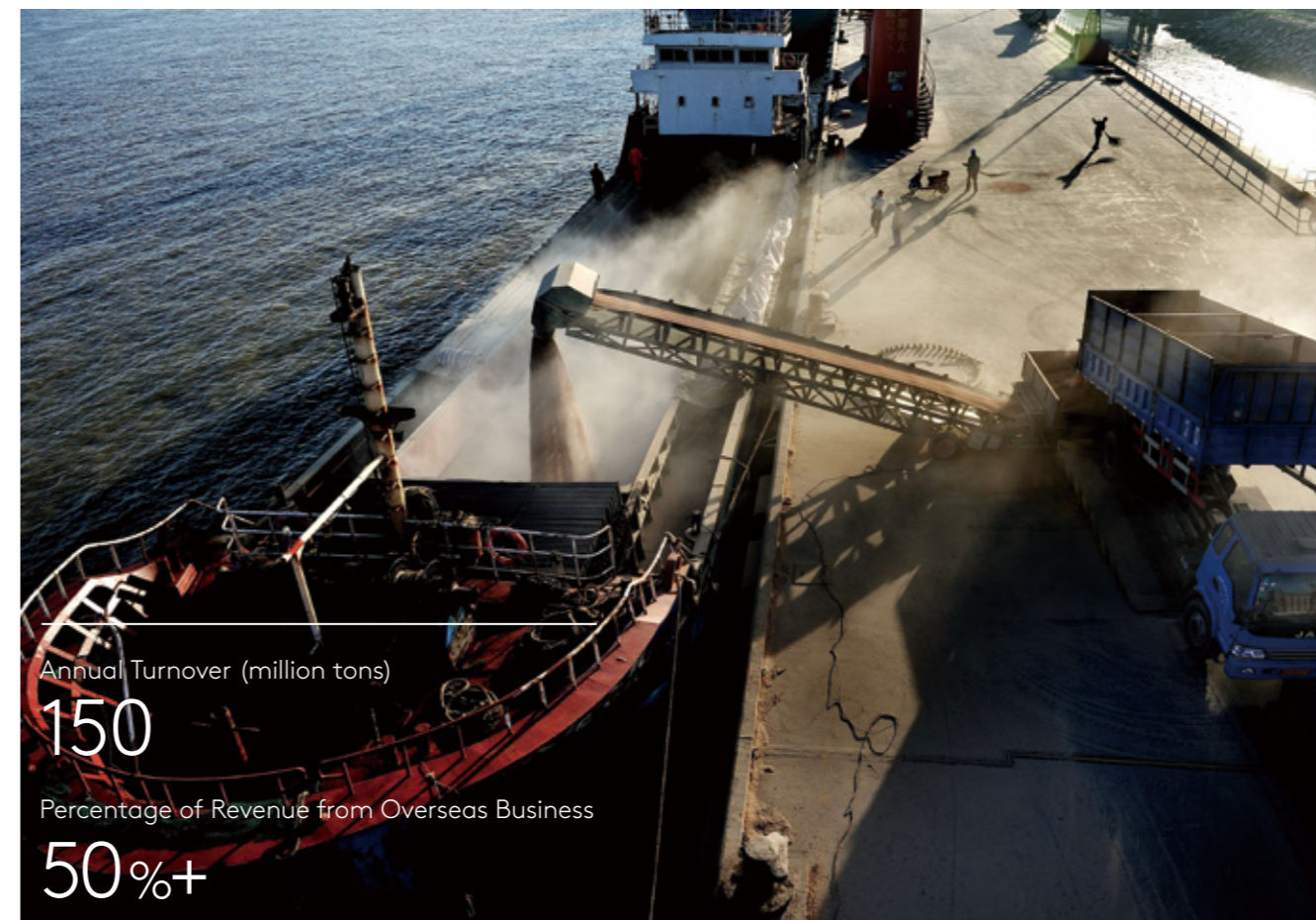
With our core businesses in grain, oil, sugar, and cotton and a network covering all the major production and sales areas of the world, COFCO makes full use of “domestic market and overseas market, as well as resources both at home and abroad” to serve China’s food security and safety, while representing Chinese providers of food on the global stage.

As a state-owned company that has developed alongside our country, COFCO always considers national food security, the stability of grain and oil market and the improvement of people’s livelihood as our core responsibilities. Focusing on our core business is our strategic choice as the lifeblood industry of China. Our core business is comprised of rice, wheat, corn, oil, sugar, cotton, etc., crop technology and bio-energy.

Our aim is to achieve greater control and security as we scale. We will build our grain and oil investment platform, grain and oil resource integration platform, and overseas agricultural investment platform, while continuing to optimize our asset structure and strengthen our control over every step of the value chain. Greater logistical capacity and improvements in our processing capacity will expand our market share of grain, oil, sugar, and cotton around the world.



Wheat harvesting - Henan, China



Annual Turnover (million tons)  
**150**  
Percentage of Revenue from Overseas Business  
**50%+**

Storage Wharf - Jiangyin, China

## Global Business Layout

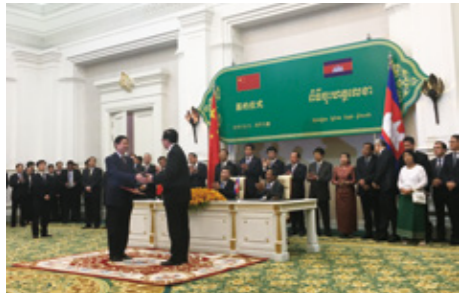
A stable food corridor has been established between world’s major grain originations and emerging Asian consumer markets that have the fastest growing demand for agricultural products.

As China’s economy develops into the “New Normal” stage, COFCO faces both new opportunities and challenges as the largest state-owned enterprise in G&O and food industry. COFCO aims to build a stronger, larger, and better world-leading agribusiness. It’s the goal and mission of all COFCO people.

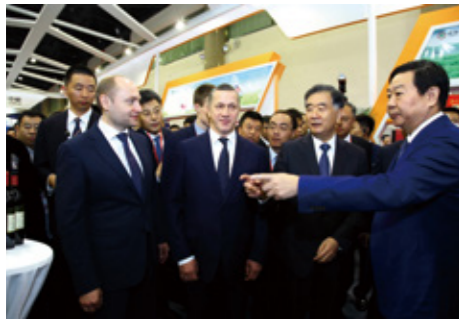
Through our “Going Global” strategy, our distribution network connects major grain producing areas, such as South America, the Black Sea region, and other regions, with emerging Asian markets with the fastest growing

demand for agricultural products. Our strategy has created a stable food corridor and an efficient global network.

At present, COFCO’s agricultural products see an annual turnover of 150 million tons, among the forefront of international agribusinesses. Over 50% of our revenue is contributed by overseas business. COFCO has earned its place as an international agribusiness giant with global trading power in agri-products such as corn, wheat and soybean.



Chinese President Xi Jinping and Cambodian Prime Minister Hun Sen witness the signing of a Memorandum of Cooperation between COFCO and the Green Trading Company on the import of Cambodian rice.



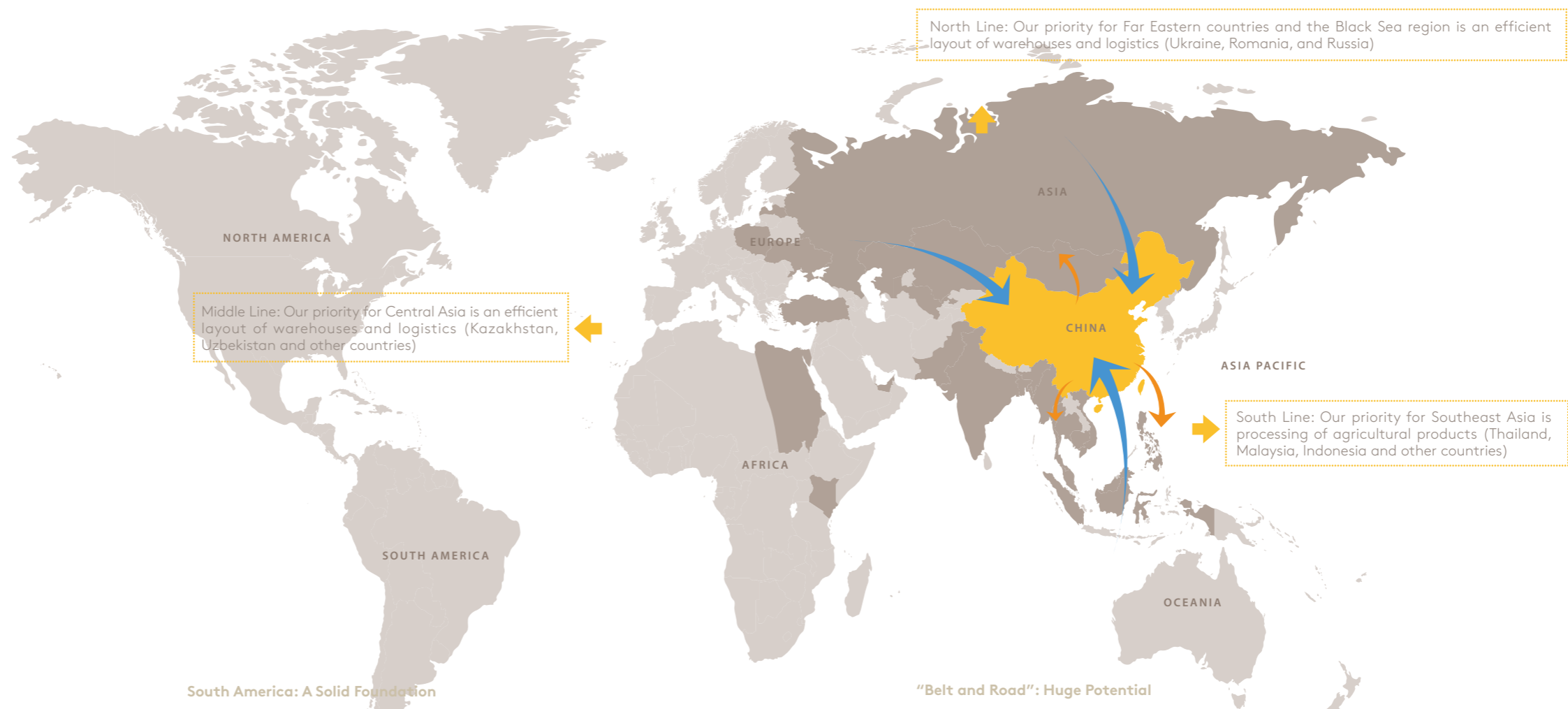
Chinese Vice Premier Wang Yang and Russian Deputy Prime Minister and Presidential Plenipotentiary Envoy to the Far Eastern Federal District Yury Trudenev visit COFCO Exhibition Hall at the 8th China Foreign Investment Cooperation Fair.

### North America: Strong Growth

COFCO's business growth has been strong in the United States, the world's largest grain export market. However, there is still more room for growth in wheat and other varieties. A large-capacity warehouse has been registered with the Chicago Board of Trade, expanding COFCO's reach, while cooperation with local businesses has expanded grain storage and container operations in North America.

### China: Steady Leadership

We have been the leading grain & oil and food business in China for over sixty years. We aim to not only be industry leaders in China but the world, with our innovations in logistics, food processing, farming, distribution, and supply chain integration. As of the end of 2016, COFCO's processing capacity of oilseeds, rice, wheat, and barley has reached 30 million tons, cementing its position as the leading Chinese agri-products processing business.



### South America: A Solid Foundation

South America has the largest growth potential in agriculture, and is a key region in COFCO's global layout. Our business has deep roots in South America, with outstanding capabilities in origination control and logistics. Soybeans and corn are the major products we operate in South America, including agricultural services such as seed and fertilizer, logistic services, to pretreatment and deep-processing of agricultural products.

### "Belt and Road": Huge Potential

Recently, COFCO has been advancing the "Belt and Road" development strategy and has already connected 54 countries with which it actively imports rice, corn, palm oil, sugar, wheat, cassava, and tapioca starch, and exports malt, starch, citric acid, and tea, among others. Trade with these 54 countries accounts for more than half of COFCO's annual agricultural imports.

During the period of the 13th Five-Year Plan (2016-2020), we will increase investment in countries in the "Belt and Road" area, building land and sea trade, and logistics channels, creating overseas food storage, logistics, and food processing centers, and improving the stability of our global food procurement and trading network. We will strive to reach the "1315" Goals.



Investment (billion RMB)

10

Grain (million tons)

30

Fully Controlled Grain Sources (million tons)

10

Imported Food (billion RMB)

5

## Global Origination

We will continue to operate with a fully integrated supply chain as we expand, necessitating acquiring farms worldwide.

At present, COFCO has control over 35 million tons of grain overseas. By the end of the 13th Five-Year Plan, this number will grow to 50 million tons. Across global food producing areas, we rely on close cooperation with farmers to guarantee origination into our global supply chain.

COFCO maintains one-to-one business relationships with farmers, providing seed, fertilizer, and financial services in exchange for grain and oilseeds. Our advanced seed-resources library contains corn, sunflower, wheat, soybean, sorghum, and others, giving farmers access

to a wide range of seeds. Soybean and corn seeds have the largest market share in Argentina, Uruguay, and Paraguay in South America.

In South America, we also carry out sales and marketing for pesticides and fertilizer products, including urea, ammonium sulfate, herbicides and so on. We provide financial services for farmers in Brazil, Argentina and Paraguay during the planting season. At present, COFCO's regional fertilizer sales are over 300,000 tons, and COFCO provides 120 million US dollars in agricultural financing.



Fully Controlled Grain Sources (million tons)  
35+

Grain operation - Dalian, China



International trade volume (million tons)

130+

Soybean processing plant - Rondonópolis, Brazil

## Global Agri Network

COFCO invests globally in the construction of trade networks, warehouses, logistics nodes and processing facilities in order to meet global consumer demands.

Though the global food supply is becoming increasingly concentrated, food consumption is trending more diverse. In our global economy, no market can be fully self-sufficient. With this in mind, we will continue to improve our "buy from the world, sell to the world" trade logistics network, marketing our agricultural products all over the world. In 2016, COFCO's international trade volume surpassed 130 million tons.

We continue to invest in our global logistics system. In Asia, the Americas, and Europe, our trade, warehousing, and transportation capabilities occupy a leading position. In China, our grain circulation channel runs throughout the country. With our incredibly efficient logistics system, we will be able to provide agricultural products from around the world to the regions that most demand them, while ensuring a stable supply of food for all.





Sugarcane production equipment - Meridiano, Brazil

## Integrated Supply Chain

Our integrated supply chain will be the key in connecting domestic and international markets.

We continue to make improvements in international management in order to better manage food supply and demand on a global scale. We focus on cultivating global resource integration and the effective union of global talent, technology, management, capital, and factors of production and natural resources. Our fully integrated supply chain allows for the most efficient operations.

We are constantly building and optimizing our supply chain, from warehousing, processing, logistics, to distribution. We pull together domestic and international processes to form an integrated global value chain and

supply chain system that meets our domestic market demand while reshaping how global agribusinesses compete.

Our integrated supply chain is a win-win for optimizing our efficiency while benefiting local communities. With our growing global assets, we have reduced operating costs and improved overall profit margins throughout the value chain, while also improving risk management and control to better respond to ever shifting consumer demand.

Our soybean and food processing operations in South America, Europe, Asia, and Africa have an annual processing capacity of more than 28 million tons. Based on forecasted global supply and demand trends, COFCO should build grain, oil, and other processing facilities in Asia, the Americas, and Europe, to better meet growing demands of consumers and feed for farmers.

Global Storage Capacity  
(million tons)

31



Global Business  
(countries and regions)

140+



Annual Processing Capacity  
(million tons)

90



China's Regional Comprehensive  
Processing Capacity (million tons)

60



Annual Port Transit Capacity  
(million tons)

65



Points of Sales  
(million home)

2.3



Dock transfer - Romania



Business Subsidiaries  
**Grain and Oil**

We continue to strengthen our internal management, add to our capabilities, and enhance our core competitiveness with a “product line + regional” strategy, creating specialized grain and oil companies for greater competitive participation.

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COFCO International

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COFCO Trading

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COFCO Oils & Oilseeds

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COFCO Grains & Cereals

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COFCO Biochemical

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COFCO Feed

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COFCO Sugar

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Chinatex

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COFCO Engineering & Technology

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## COFCO International

The exclusive platform for COFCO’s international agribusiness utilizes unified procurement, deployment, investment and development.

COFCO International operates with a mature agricultural commodity business model with a strong trading network and asset management capabilities. COFCO International has access to the major production regions including the Americas, Europe and Australia, and owns logistics assets in major global food export cities and inland logistics nodes, including Santos in Brazil, Rosario in Argentina, St. Louis in the United States, Constanta in Romania and Kembla in Australia.

COFCO International will continue to supply agricultural products around the world through its globally integrated supply chain, originating from surplus producing regions to supply regions with high demand. Our vision is to become a leading vertically-integrated agriculture supply chain company, covering storage, processing, logistics, trading and distribution, and the major agricultural commodities including soybeans, corn, wheat, barley and sugar. We will continue to look for synergies to achieve more efficient operations and lower costs.

COFCO International is accelerating its growth to create a world-class integrated global agriculture supply chain company, anchored in China but competing globally, from its foundations in the Chinese and Asian markets’ steadily growing food consumption demand. With its upstream origination and trading operations linked to the downstream processing and distribution capabilities of COFCO and its affiliates in China, COFCO International has unique competitive advantages and is well positioned to reshape the competitive landscape of global agribusiness.



Timbues Port - Argentina

Overseas Employees (people)

**14000**

Annual Handling Volume (million tons)

**120**

Origination Volume (million tons)

**35+**

Annual Processing Capacity (million tons)

**30+**



## COFCO Trading

Market-based enterprise with the largest scale operation and most established infrastructure in China's grain distribution industry, serves as the executive agent of import and export of staple food grain such as wheat and corn.

COFCO Trading endeavors to become a bridge between grain & oil producers and processors. COFCO Trading provides high quality growing, purchasing and storage services for Chinese farmers, and reliable ingredients and technical support for processing enterprises. The scope of business includes agricultural services, and trade of food and feed ingredients, logistics services and e-commerce of grain. The main crop varieties include wheat, corn, corn substitutes, rice, miscellaneous grains & beans, oilseeds, etc.

COFCO Trading manages 101 grain elevators with a total purchasing and storage capacity of 21.66 million tons. It enjoys annual port handling capacity of 18 million tons and daily drying capacity of 67,000 tons. The operation network covers major production and sales regions in China. It manages six ports including Beiliang Port, Jiangyin Port, Chenglingji Port, Fangchenggang Port, Qingshangang Port and Xinshagang Port that is being built in Dongguan as well as Chengdu Industrial Park and other important logistics locations. The company is establishing "two horizontal and three vertical" grain logistics systems, including the Yangtze River channel, the Xijiang River channel, the shipping channel from ports at Northeast China to South China, the shipping channel from ports at Northeast China to East China and the logistics channel from Northeast production areas to inland sales regions.

COFCO Trading owns Xinliang Shipping Company, COFCO Railway Logistics Company and other specialized logistics subsidiaries. It has established an operation platform specialized for shipping, railway and container transportation. COFCO Trading has been committed to effectively consolidating social resources to build logistics corridors of high efficiency and low cost.

Grain Elevators  
**101**

Total Purchasing and Storage Capacity (million tons)  
**21.66**

Annual Port Handling Capacity (million tons)  
**18**

Daily Drying Capacity (tons)  
**67,000**



Grain storage - Dalian, China



## COFCO Oils & Oilseeds



A leader in the domestic oil industry engaged in processing, warehousing, trading and distribution of oils and oilseeds such as soybean, rapeseed, peanut and palm oil, etc., and sales of Fortune cooking oil.

Total Assets (billion RMB)

**43.6**

Annual Oilseeds Processing Capacity (million tons)

**21.8**

Annual Oils Refining Capacity (million tons)

**6**

Annual Oils Filling Capacity (million tons)

**5**

There are 30 manufacturing facilities under COFCO Oils & Oilseeds' management with an annual oilseeds processing capacity of 21.8 million tons, equipped with oils refining capacity of 6 million tons and oils filling capacity of 5 million tons, ranking first in Asia. Annual sales of bulk oil, packaged oil, meal and specialty oils reached 15.7 million tons. COFCO Oils & Oilseeds is a major supplier of the Fortune brand packaged edible oil and the owner of other various well-known brands such as Fourseas, Xiyingying and so on.

Fortune is a pioneer in Chinese consumer packaged edible oil industry. As a COFCO strategic brand in grain and oil industry, Fortune edible oil has been accredited the ISO9001 International Quality Management System and HACCP (Hazard Analysis and Critical Control Point) certifications. For the past eight consecutive years, Fortune has been honored as the Model Company of Food Safety by 12 governmental departments and relevant agencies, such as the National Development and Reform Commission, Administration of Industry and Commerce, China Food and Drug Administration, etc. Fortune has also been chosen as the "Strategic Partner for China's Aerospace Industry". With the fastest growing brand value in the oil and grain industry, Fortune has been selected as one of BrandZ's "Top 50 Brands in China" for many years.



Packaging production line - Zhangjiagang, China



Engaged in processing, trade, and sales of rice, wheat, and brewing materials, COFCO Grains & Cereals takes on the important responsibilities of guaranteeing national food security and ensuring food safety, as well as executing the country's macro-control policy for grains.

COFCO Grains & Cereals' business covers five major categories: rice, flour, noodles, bread, and brewing materials. The company has a relatively complete industrial layout in the major grain production areas in China and has full control over grain resources at home and abroad. The sales network of our products covers the whole country. As of the end of 2016, COFCO Grains & Cereals' assets totaled 14 billion RMB, with each business taking an industry leading position in China.

COFCO Grains & Cereals is one of the largest rice processing and trading enterprises in China, and plays an important role in domestic and international markets as the main channel for China's rice imports and exports. Over the past decade, COFCO Grains & Cereals has developed from a traditional trading company into a fully integrated rice production company and is near completion of a strategic layout for major rice production areas in China. The company has achieved steady growth by taking advantages of trade and strengthening sales channels and brand marketing. At present, our annual rice processing capacity is 4.08 million tons, the largest in China. The *Fortune* rice brand has ranked first in national market share for seven consecutive years.

COFCO Grains & Cereals is one of the largest wheat processing companies in China, with world-class production

equipments, strict quality control, a complete product line and high-quality products that are well known in supermarkets at home and abroad. In the B2B market, COFCO Grains & Cereals provides differentiated raw materials solutions. In the B2C market, a variety of quality products are produced according to customers' demand. At present, COFCO Grains & Cereals' annual wheat processing capacity is 3.57 million tons, one of the largest in the industry. The company has an annual noodle production capacity of 220,000 tons, and an annual bread and pastry production capacity of 3,600 tons.

COFCO Grains & Cereals is also China's leading supplier of brewing materials. We select quality beer barley from the globe to provide high-end malt products and specialized services for beer brewers with our leading malting technology. We also provide malt raw material solutions for food and beverage clients and small premium brewers. At present, we have an annual malt processing capacity of 740,000 tons. The company maintains an industry leading position. We have established long-term relationships with large international beer groups, with markets across China. Our products are exported to many countries and regions in Southeast Asia and Africa.



Supermarket shelves - Beijing, China

Total Assets (billion RMB)

14

Annual Rice Processing Capacity (million tons)

4.08

Annual Wheat Processing Capacity (million tons)

3.57

Annual Malt Processing Capacity (thousand tons)

740

## COFCO Biochemical

China's largest domestic corn processing enterprise with advanced technology, providing global customers with food ingredients and additives solutions, whilst also offering clean energy and green biomass materials.

Total Assets (billion RMB)

18

Corn Processing Capacity (million tons)

6

COFCO Biochemical aims to become the best provider of biochemical products with nutrition, health, low-carbon and environmental protection by adhering to the concept of sustainable development and using high-end, fine quality, GMO-free corn grown in Northeastern China as raw material.

COFCO Biochemical currently owns almost 20 manufacturing plants which are located in Heilongjiang, Jilin, Hebei, Anhui, Hubei, Sichuan provinces and Guangxi autonomous region in China and Thailand, with total assets of 18 billion RMB and over 6 million tons of corn processing capacity. Our major products are starch, fructose, fuel ethanol, alcohol, monosodium glutamate, citric acid, lactic acid, poly-lactic acid, functional polyol, and modified starch etc.

COFCO Biochemical has the leading technology in industry for fuel-ethanol production by processing different sorts of raw materials, such as corn, tapioca and cellulose. As the largest supplier of biomass fuel ethanol in China, COFCO Biochemical has occupied over 40% market share.

COFCO Biochemical is also an industry leader in R&D innovation of bioenergy, biochemical engineering and food processing technology. It owns COFCO Biochemical's National Engineering Research Center for Deep Processing of Corn, National Energy Bio-Liquid Fuel R&D (Experimental) Center, and National Enterprise Technology Center that is established in COFCO Biochemical (Anhui) Co., Ltd. COFCO Biochemical continues to provide frontier high-tech and high added-value engineering process for large-scale corn processing products. Most new technologies have been quickly brought alive to market and started generating profits.

As of present, COFCO Biochemical has accumulatively applied for over 360 patents for utility models, and among them, 160 patents have been approved. COFCO Biochemical has begun to diversify and adjust its product structure, enlarging manufacturing scale and expanding into the global landscape through joint ventures and market consolidation. COFCO Biochemical is getting ready to march into global market with finest quality products and reinforce the leading position in China.



BBCA Biochemical - Anhui, China

COFCO Feed



Focused on feed processing and sales

Feed Plants  
**32**

Annual Capacity (million tons)  
**5.71**



Feed products

COFCO Feed provides farmers with quality, stable, safe, and efficient feed products. Our products have the most advanced formulas, scientifically designed for China's particular breeds' characteristics and produced with our advanced equipment. We currently sell complete mixed feed and pre-mix feed products, under the brands *Feeding the Future* and *Ranking* respectively.

COFCO Feed operates six main business units, one high-tech pre-mix production units and one research and development unit. In 2016, COFCO Feed's total sales exceeded 3 million tons, of which pre-mix was 68,000 tons.



Feed Manufacturing Workshop

## COFCO Sugar

Engaged in domestic and international sugar production, imports, refining, sales & trade, warehouse & logistics, and tomato products manufacturing, COFCO Sugar offers strong support for domestic sugar supply.

COFCO Sugar has the complete industrial layout and full industrial chain domestically and overseas. Our business includes sugar production, imports, refining, domestic sales & trade, warehouse & logistics, and national reserve management.

COFCO Sugar has the responsibility of ensuring domestic supply as a state-owned enterprise. In Australia and Brazil, our five overseas sugar mills have a total sugarcane crushing capacity of 15 million tons with an annual sugar output of 2 million tons, and we have a total international sugar trade capacity of 3 million tons.

As for domestic sugar production, COFCO Sugar aims to grow into the biggest sugar production company domestically during the 13th Five-Year Plan period. We will also actively support domestic cane planting and sugar processing development.

In terms of imports and refining, COFCO Sugar's import volume accounts for about 50% of China's total sugar import volume. With 1.5 million tons of refining capacity at the port, COFCO sugar's oversea sugar resources are well situated for the domestic market.

COFCO Sugar is one of the largest sugar traders in China. We owns 24 warehouses with 2 million tons of storage capacity located in all major sugar sales areas, providing full coverage of logistics and storage services for domestic sugar trade players.

COFCO Sugar's tomato processing capacity ranks No.1 in China and No.2 in the world. We mainly engage in the production and export of bulk tomato paste, though the company is also involved in tomato planting, tomato product production, and lycopene products production, etc.

We have built a fully integrated industrial chain that involves tomato seed R&D, tomato processing, deep processing and sales. The annual capacity of our 20 tomato companies has reached 400,000 tons.

Total Assets (billion RMB)

**24.8**

Annual Sugar Output (million tons)

**2**

International Sugar Trade Capacity (million tons)

**3**

COFCO Sugar's Imports Account for (China's total imports)

**50%**



Sugarcane field - Brazil

## Chinatex

One of the largest cotton trade enterprises in China, Chinatex operates cotton, spinning, weaving, fabric printing and dyeing, and garment export businesses.

Chinatex is a COFCO's subsidiary engaged in the textiles trade, printing and dyeing, and related business. The company was founded in 1951, and was formerly known as the China Textile Import and Export Corporation.

Chinatex owns a fully functional cotton sales network. It is the biggest cotton importer in China and one of the biggest trading enterprises in domestic cotton industry. It's also one of the sponsors of China National Cotton Exchange. The business scope of Chinatex cotton covers acquisition, processing, warehousing, logistics, import and exports. It also maintains a complete industry chain from the yarns and fabrics to ready-made garments. Chinatex now has 4 large-scale textile factories, operating approximately half a million textiles spindles, 517 shuttleless looms and 4 knitted fabric manufacturers (3 domestic and 1 overseas), producing more than 100,000 tons of printed and dyed knitted fabrics each year, ranking among the top 3 in Asia. Moreover, Chinatex's clothing trade volume reaches 20 million articles per year with more than 200 million US dollars in export.

Textiles Spindles (thousand)

500

Shuttleless Looms

517

Annual Printed and Dyed Knitted Fabric (thousand tons)

100+



Cotton field



Spinning workshop - Zhejiang, China

## COFCO Engineering & Technology

A scientific and technological enterprise, specializing in grain, oil and food engineering and technology services and a leading engineering service provider in agriculture, grain and food.

COFCO Engineering & Technology Co., Ltd. (COFCO E&T) offers solutions for grain & oil industry, including logistics, cold chain, storage, processing and deep processing technology services of wheat, rice, oilseed, corn, feed and meat. We provide applicable technological development, engineering consulting, design, general contracting, supervision and complete sets of mechanical and electrical equipment. COFCO E&T has established an efficient business framework of "research and development + engineering design + engineering contracting + equipment manufacturing".

COFCO E&T has the most comprehensive and the highest level of business qualifications in the grain processing industry: Commercial Food Industry Business (Class A), Engineering Design (Class A), Mechanical and Electrical Installation Engineering (Grade B), Equipment Supervision (Grade B), Project Supervision (Class A), Pressure Vessels and other business qualifications. These offer COFCO ET a strong competitive advantage in undertaking domestic grain and oil processing business.

Sticking to the corporate mission of providing technical services to clients and the industry with the best returns on investment, COFCO E&T has grown steadily through innovations on technology, system, business and management, as well as through development in international market. We built the only laboratory in the industry of grain engineering equipment research, the National Engineering Laboratory for Grain and Oil Processing Machinery and Equipment, which is carrying out the technology research on digital, intelligent and key components to provide strong technical support in the market competition of grain and oil processing.



UAE Strategic Grain Reserve Project



Cottonseed and Soybean Processing Project with an Annual Capacity of 300,000 tons/yr

# Branded Food Products

Brand strategy is an important aspect of COFCO's development. We will continue to use brand strategy to expand our market share and influence, innovate, and provide people with the healthy and nutritious food they desire.

COFCO owns some of China's most prominent food brands in diverse products: small packaged rice, flour, oil, sugar, alcohol and wine, beverages, meat and meat products, tea and tea derivatives, and dairy products. We also provide packaging for the world's leading food and beverage brands and fast-moving consumer goods. In December 2016, COFCO ranked 228 on World Brand Lab's "World Brands Top 500" list, and ranked first in domestic food companies.

Our global fully integrated value chain allows for faster adaptation of agricultural supply to meet changing

consumer demands. We continue to push our products to prioritize quality over quantity as consumption trends indicate a desire for better and healthier food.

Our focus is on improving nutrition, reducing morbidity, and advocating healthy lifestyles. As we continue to innovate and generate trust in our brand, we also rely on our global trade platform. Imported quality foods from all around the world are sold in China, with more and more channels for consumers to purchase healthy, nutritious and diverse food options.



## Business Subsidiaries Food

The COFCO brand management model continues to explore suitable investments in diversified products and services, as well as the creation of specialized food companies. As we innovate we push through ideas that "re-empower, enliven, strengthen, and reassess".

COFCO Wines and Spirits

COFCO Coca-Cola Beverage

COFCO Meat

China Tea

Mengniu Dairy

Womai.com

CPMC Holdings

COFCO NHRI

COFCO Wines and Spirits



The producer of the first bottled wine in the People's Republic of China, aims to become China's most valuable international wine and spirits company with strong brand influence and abundant product mix.



Left  
Chateau HUAXIA - Hebei, China



Right  
Our Products

COFCO Wines and Spirits, the specialized platform for COFCO's liquor business, mainly focuses on wine, imported wine, liquor, and rice wine. Holding several famous brands, including *Greatwall*, *COFCO Wine & Wine*, *Jiugui*, *Kong Yiji*, and *Huangzhonghuang*, COFCO Wines and Spirits owns 14 wineries (including 2 overseas wineries) and operates in eight major distribution areas.

COFCO Wines and Spirits has laid the foundation for the standardization of China's wine industry. China's first bottle of dry red, dry white, and sparkling wine were all created by *Greatwall*. As the leading Chinese wine brand, *Greatwall* has received accolades from Paris, Brussels, London, and other international professional wine awards. *Greatwall* wine is made from grapes grown in five producing areas: Shacheng, Changli, Penglai, Ningxia Helan Mountain, and Xinjiang Tianshan. As a leader in wine production, sales, and market share for many years, it has earned love and trust from consumers. "At grand national events, we drink *Greatwall*." Honored guests drink *Greatwall* at grand events in China, as at receptions for heads of state to the Beijing Olympic Games, the Shanghai World Expo, APEC Finance Ministers meeting, Boao Forum for Asia, Davos Forum, "9.3" Victory Day parade, G20 Summit and other major events. *Greatwall* is a postcard of Chinese hospitality and has earned its status as China's national wine, demonstrating the noble qualities of Chinese wine on the world stage.

*Jiugui*, as the top brand of Hunan liquor, created "Strong Mixed Fragrance" as one of the 12 fragrance types in Chinese liquor thanks to the producing region in west region of Hunan, which enjoys unique natural environment and regional cultural resources. *Jiugui* has won awards at the Bordeaux Wine and Spirit Expo and the Brussels International Wine Fair, been honored as one of "China's Top Ten Cultural Wines", "Domestic Boutique", "China's Brand-Name Consumer Goods", "World Famous Consumer Goods" and so on.

*Kong Yiji* is a "Shaoxing Appellation rice wine". It is fermented by traditional processes in a village by the bank of Jianhu Lake in Shaoxing. While abiding by the traditional process, advanced producing and management system was also introduced to produce a yellow amber wine with a mellow sweetness that has mass appeal. *Kong Yiji* has won the Silver Award in China International Spirits and Wine Tasting, and was selected as the designated rice wine brand of the 2014 APEC meeting.

*COFCO Wine & Wine* imports wine, beer, and spirits into China, and wholly owns the French "*Chateau de Viaud*" winery. *COFCO Wine & Wine* has established relationships with many global well-known brands to consistently introduce the world's high-end, well performing wine, constituting an all-star imported wine mix for Chinese consumers.

COFCO Coca-Cola



The only Coca-Cola bottling group controlled by a Chinese company in China, ranks amongst the world's top ten Coca-Cola bottling groups.

With COFCO owning 65% share and Coca-Cola 35% share, COFCO Coca-Cola Beverage Co., Ltd. (hereinafter referred to as COFCO Coca-Cola) is a partnership between COFCO and the Coca-Cola Company, and is the only Coca-Cola bottling group held by Chinese partner in China. As one of the fastest growing Coca-Cola bottling groups, COFCO Coca-Cola has successfully entered and kept its position in the world's top 10 Coca-Cola bottlers just 10 years after its foundation.

COFCO Coca-Cola is now served in Beijing, Tianjin, Hebei, Shandong, Inner Mongolia, Gansu, Ningxia, Qinghai, Tibet, Xinjiang, Hunan, Guizhou, Jilin, Heilongjiang, Liaoning, Shanxi, Shaanxi, Sichuan and Chongqing, covering 81% of the country's land area and 51% of the population. COFCO Coca-Cola's main business involves production, distribution, promotion, and sale of Coca-Cola products and Chinese brand products, providing consumers with soft drinks, fruit juices, fruit milks, water, coffee, tea and functional drinks etc., covering 8 large categories and 17 brands.



Supermarket shelves - Beijing, China



Covering

National Population

51%

China Land Area

81%



COFCO Meat



Our businesses include feed production, hog production, slaughtering, the production, distribution and sale of fresh pork and processed meat products, and the import and sale of frozen meat products.

As one of China's famous meat company operating across the entire value chain of the industry, COFCO Meat owns 47 hog farms, 2 slaughtering plants and 2 processed meat plants strategically located across China. Its two core brands, Joycome and Maverick, mainly sell fresh pork and processed meat products, both of which have clear positioning, with high food-safety and quality standards as the brands' core values.

COFCO Meat's vertically integrated value chain and strict procedures for supervisory control ensure food safety. COFCO Meat has established a sound and comprehensive product traceability system and has obtained and maintained quality and safety management system certifications including ISO9001, ISO22000, and HACCP. None of our products has ever failed tests for the presence of veterinary drugs or prohibited chemicals from the Ministry of Agriculture or the China Food and Drug Administration. Shortly before the 2012 London Olympics, the General Administration of Sports of China designated COFCO Meat as the sole meat product supplier for Chinese Olympic Sports Delegation, an important demonstration of recognition of and trust in the safety and quality of our products. The China Anti-Doping Agency conducted extensive sample testing of our meat products using international standards. Our products passed 100% of these tests.

Hog Production Capacity  
(million heads)

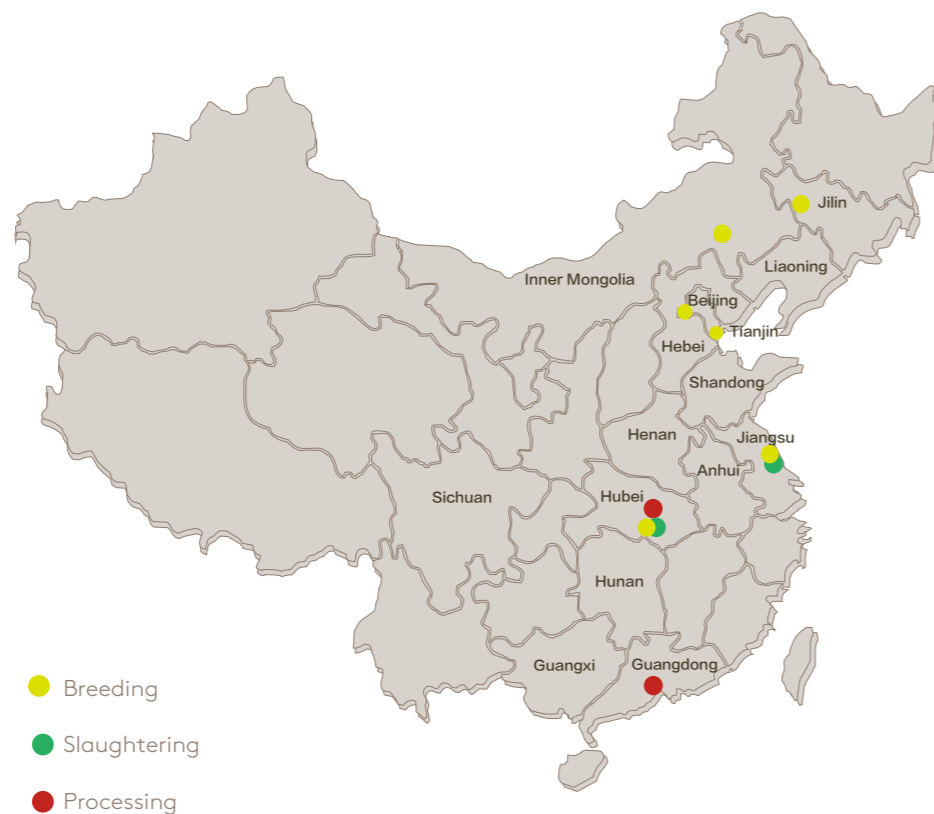
2.29

Slaughtering Capacity  
(million heads)

2

Processing Capacity  
(thousand tons)

17



- Breeding
- Slaughtering
- Processing

China Tea



Steeped in traditional Chinese culture, China Tea is committed to providing consumers with traditional, ecological and safe tea products and services.

China Tea is a healthy-lifestyle tea provider. We provide traditional and modern tea and tea products, direct marketing for tea, and tea derivatives for consumers who want environmentally friendly, healthy tea products. Our tea is sold through cultural platforms, traditional wholesale platforms, modern wholesale platforms, branded stores and e-commerce. We have tea processing bases in Xiamen, Fuzhou, Quanzhou, Kunming, Changsha, Anhua, Wuzhou and other areas, and 1,200 dedicated stores and over 35,000 retail terminals throughout China. Hong Kong is our hub for international business.

The *ChinaTea* brand has over 60 years of history, ranking first in the Top 100 lists of the tea industry. Full control over the tea processing bases provides a guarantee of high quality *ChinaTea* products. At present, China Tea has control over 70,000 mu (4,666 hectares) of tea gardens in China and abroad, ensuring natural, safe, high-quality tea leaves.

China Tea also has industry leading research and development resources, with 10 dedicated professional laboratories and a large-scale integrated R&D experience center. This has led to the most advanced and complete collection of highly specialized production and processing equipment. China Tea is able, through its sophisticated processes to provide tea products and services with high added value.

Dedicated Stores

1,200+

Retail Terminals

35,000+

Fully Controlled Tea Gardens  
(hectares)

4,666



Dai Yun Shan ecological tea garden

Mengniu Dairy



As China's leading dairy supplier, Mengniu has ranked in the world Top 20 dairy suppliers for the past 8 years. Our raw milk now comes 100% from our own milk farms.

Mengniu Dairy is focused on the research, development and production of dairy products for Chinese people. Mengniu Dairy produces a wide variety of products, including liquid milk, ice cream, milk powder, cheese, plant drinks and other dairy products. We continue to be ahead in market share for high-end UHT milk and yogurt. Mengniu Dairy produces many high-quality products for its brands, in particular *Milk Deluxe*, *Just Yogurt*, *Yoyi C*, *Champion*, *Future Star*, and *SuanSuan Ru*. Additionally, Mengniu Dairy has been the sole designated dairy supplier of the NBA, Boao Asia Forum and other international platforms. In 2003, Mengniu was selected to provide aerospace nutritional products for the Chinese space program. In 2015, Mengniu Dairy became Shanghai Disney resort's official dairy partner.

Milk Source is the "first kilometer" of the industry. In order to provide consumers with high-quality end products, Mengniu Dairy continues to strengthen the milk source, as it serves as the base for all other products.

Mengniu Dairy owns Asia's largest milk processing plant, and exports products to New Zealand, Singapore, Mongolia, Myanmar, Hong Kong and

Macao, and other regions. These long-life, fresh and frozen products have seen incredible overseas market recognition and praise. In further attempts to integrate global resources, Mengniu Dairy has strategically partnered with the Danish Arla, French Danone, American White Wave, and New Zealand Ansi brands.

These partners have also been engaged in joint R&D efforts in the creation of 3 major international R&D centers. Mengniu Dairy seeks to lead innovations in nutrition and health for Chinese consumers. Mengniu Dairy has established relationships with over 30 institutions of higher learning and scientific research institutions, and has begun work on the Sino-Danish Dairy Technology Cooperation Center, an international cooperative project co-sponsored by China and Denmark.

Mengniu Dairy is pursuing continuous improvement in quality in its value chain, from the farm to the table. We closely monitor production at every stage with an archive system, 9 safety processes, 36 monitoring points, 105 indicators, and dynamic testing along the way, to ensure that every milk product is safe and high-quality.

Safety Processes

9

Monitoring Points

36

Indicators

105

Mengniu ecological park



Womai.COM



China's first large-scale consumer-oriented online food retailer, characterized by its selection of high-quality fresh fruits and vegetables, imported foods, and private-label products, becoming the preferred online food shopping center for emerging middle-class families.

WOMAI.COM is committed to being China's most professional and safe online food retailer. With professional development and high quality characteristics as its core, WOMAI.COM has implemented a vertical supply chain and adaptive management to optimize product structures and bolster its goods.

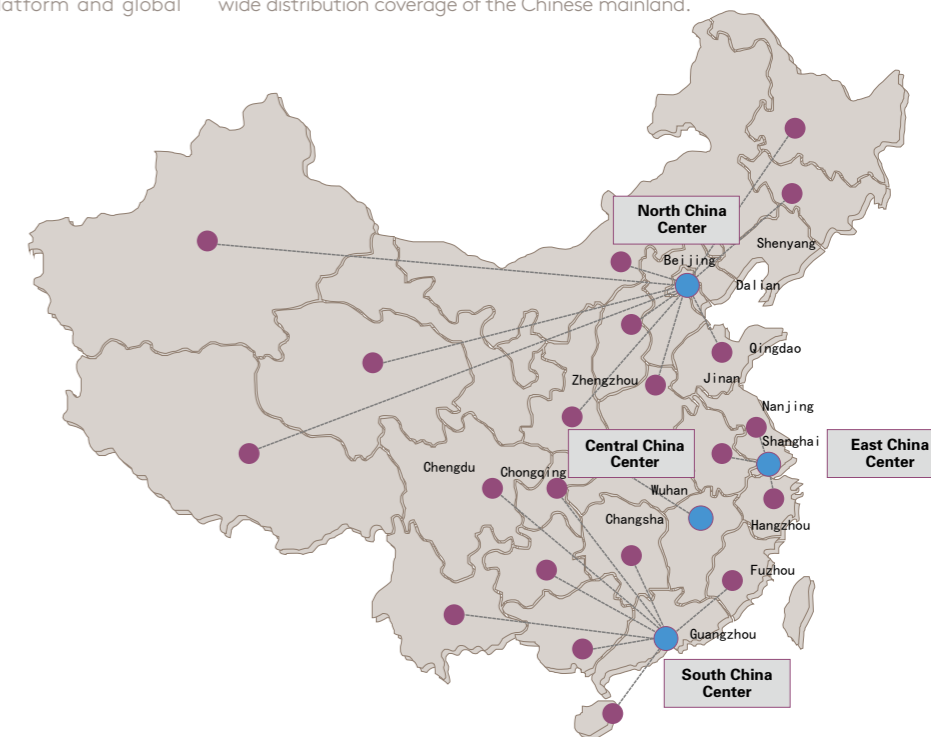
WOMAI.COM has been building a "mobile vegetable market," and creating the first fresh & frozen-commodities network management model, which covers over 300 cities nationwide. WOMAI.COM solved the "last mile" delivery distribution problem with its entire cold-chain logistics system.

WOMAI.COM continues to vigorously streamline its supply chain at home and abroad to meet consumers' needs. WOMAI.COM creates flat channels that run straight from overseas origin to consumers in China. With the help of COFCO's Imported Food Marketing Platform and global

supply chain, WOMAI.COM continues to strengthen its competitive edge in non-standard global products purchasing.

WOMAI.COM's private-label products architecture is becoming more comprehensive, with a variety of categories such as fresh fruits and vegetables, grain and oil, snacks, dairy products, and tea as well as other beverages. A group of private-label product brands have now become widely recognized quality brands, such as *SUNSIDES*, *Smart Time*, *You Cai*, and *CHUCUI*.

WOMAI.COM has a high quality and stable supply chain. Being a part of the COFCO family gives WOMAI.COM access to a global supply chain and rich professional supply chain resources. Additionally, WOMAI.COM utilizes an excellent storage and distribution infrastructure network, which currently includes 4 warehousing logistics centers and wide distribution coverage of the Chinese mainland.



SKU

30,000+

Fresh and Frozen Distribution Network Coverage (cities)

300+

## CPMC

As China's largest integrated consumer goods packaging group, CPMC primarily provides tinplate packaging products, aluminum packaging products and plastic packaging products, covering extensively the packaging market segments for consumer goods such as food, beverages, beer, dairy products and household chemical products.



Beverage can production line - Hangzhou, China

Aiming at the medium and high-end customers of the consumer goods packaging industry with a multiple products portfolio and continuously improving regional layout, CPMC conducts its business through 28 operating subsidiaries and over 30 factories all over China. CPMC has a coverage across the Bohai Sea economic circle, the Yangtze River Delta, Pearl River Delta and the Yangtze River economic zones, in close proximity to the booming downstream consumer markets and distribution areas of key customers.

CPMC has advanced national packaging laboratories and R&D center with CNAS certificate, with strong test capabilities on metal raw materials, finished packaging, food safety and chemical corrosion etc. This center has also made breakthroughs in UV printing, automated video detection and environmental-friendly waste heat recycling technology. It has led the formulation of various national standards and holds 359 patents in China. CPMC is also leading the packaging industry towards green, efficient, energy-saving upgrades with deep integration of "production, study and research" resources.



Beverage can production line - Hangzhou, China

## COFCO Nutrition & Health Research Institute

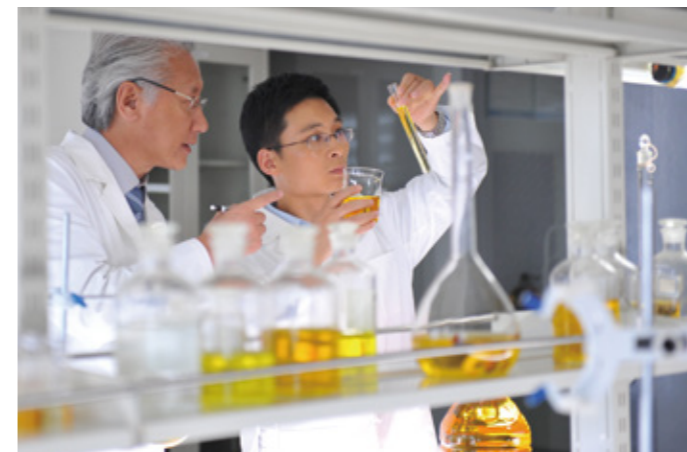
As the first domestic R&D center based on enterprise, the Institute performs systematic studies on the nutritional needs and metabolic mechanisms of the Chinese people in order to achieve national health improvements.

COFCO Nutrition & Health Research Institute (COFCO NHRI) is the core R&D institution of COFCO. Its mission is to "improve the people's life quality through the research and development of good products and services in the industry chain, based on life science and devotion to nutrition and health". COFCO NHRI's vision is for "Innovation that exceeds customer demands, technology that leads healthy China ". Keeping this in mind, we carry out R&D innovation on Processing and Application technology, Food Innovation, Biotechnology, Animal Nutrition and Feed, Nutrition and Metabolism, Food Quality and Safety, Consumer Insight and market research, Knowledge Management, and other fields.

COFCO NHRI has been noted as a key laboratory by several State, Provincial or Ministerial departments including "Beijing Key Laboratory of Nutrition, Health, and Food Safety", "the National Bio-Liquid Fuel Research and Development (Experimental) Center", "academician expert workstation", "Postdoctoral Workstations". COFCO NHRI is also leading the establishment of the "Nutrition and Health Food

Industry Technology Innovation Strategic alliance" and been authorized as an affiliated units of the "Cereals and Oils Nutrition Sub-Association Chinese Cereals and Oils Association". It has additionally been named a "National Food Quality Supervision and Inspection Center", "State Grain Bureau Grain and Oil Quality Inspection Center" and "co-certification laboratory on national reference materials for natural products". Our testing laboratories of food quality and safety have passed through international laboratory accreditations, national food inspection agency qualifications, etc., winning the "Capital Civilized Unit", "Demonstration Units of the State Bureau of foreign experts", "National food science and technology Demonstration Unit of State Administration of Grain", The practice base of "State Intellectual Property Office", and other honorary titles.

Together with the COFCO family and stakeholders, COFCO NHRI seeks to strengthen public research and development through the creation of an open-source



Quality testing

# Differentiated and Specialized Financial Services

Building a financial holding platform featured in agri finance, promoting the integration of industry and finance and serving agriculture, rural areas and farmers.

## COFCO Capital

COFCO Capital Investment Co., Ltd. (COFCO Capital) is a COFCO subsidiary specializing in managing and operating comprehensive and professional financial businesses, including futures, trust, life insurance, banking, industrial investment funds and insurance brokerage services. COFCO Capital leverages COFCO's industrial chain and endeavors to support COFCO's development with a sound financial services chain.

COFCO Futures has always maintained a leading position in the futures market for staple agricultural commodities. Its open interests in soybeans, soybean oil, soybean meal, rapeseed meal, sugar, and other crops have long ranked among the top five in the Exchange. Over 20% of the trading in agricultural futures market is performed by COFCO Futures.

COFCO Trust is an integral part of the agribusiness ecosystem. It functions as an investment bank for the agricultural business with major services including supply chain management, land circulation trust, agricultural equity investment, and consumption trust.

AVIVA-COFCO Life provides customers with quality life insurance services and comprehensive coverage. It is a top-tier among joint-venture life insurance companies in terms of scale and profitability.

Longjiang Bank promotes the efficiency of the agricultural supply chain through innovative services such as "farmer-benefit" loans, land rights mortgages, inventory financing, and the Grain Bank.

COFCO Agricultural Industrial Investment Funds aims to provide guidance for both domestic and foreign investment in the agri-business area. Its mission is in line with government policies of agriculture and healthy food, and COFCO's strategic development plan.

Aon-COFCO Insurance Brokerage has become the industry's leading company and provides services such as risk management and employee benefits to every business sector of COFCO. It has also been instrumental in helping Chinese enterprises expand their businesses abroad.

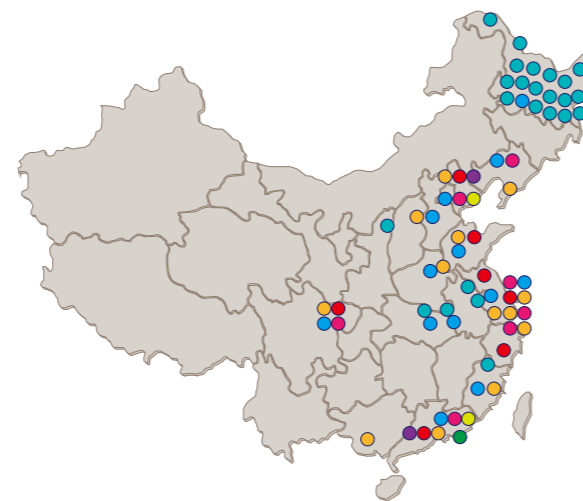
COFCO Capital (Hong Kong) and COFCO Shenzhen Trading Services aim to provide integrated international financial and asset management



Longjiang Bank

services by exploring cross-border financial business and cross-border futures business.

COFCO Capital will continue to explore other financial sectors to further support and complement COFCO's core business.



- COFCO Futures Co., Ltd.
- COFCO Trust Co., Ltd.
- Aviva-COFCO Life Insurance Co., Ltd.
- Aon-COFCO Insurance Brokers Co., Ltd.
- COFCO Agricultural Industrial Investment Fund Management Co., Ltd.
- Longjiang Bank Corporation
- COFCO Capital (Hong Kong) Co., Ltd.
- COFCO Shenzhen Trading Services Co., Ltd.

# Building for Better Living

COFCO Land has invested in commercial, residential, hotel, offices, resort, tourism-related properties and all-round regional development projects.

## COFCO Land

COFCO Land is a specialized company engaged in the development of real estate. Our mission is to offer high-quality and environmental-friendly life spaces and services, leading the trend of a fashionable lifestyles to maximize benefits to customers, shareholders and staff. COFCO Land has developed the *Joy City* urban complex brand with a two-wheel-drive business strategy of holding and selling: preserving our hold on operations while heavily developing sales. This has organically established a "General Asset Management Strategy" development model, and *Joy City* is a strong brand and real estate leader. COFCO Land has well positioned product lines in diversified real estate categories.

In commercial real estate, COFCO Land has been successful with youthful, fashionable, trendy and quality brand positioning. The 18-35 years old young middle class is our core customer base, who flock to the *Joy City* complexes now in first-tier cities such as Beijing and Shanghai and second-tier cities Shenyang, Tianjin, Yantai, Chengdu, and Hangzhou. This customer base has responded enthusiastically to *Joy City's* dedication to strong operations, excellent service, and courageous innovations. As of the end of 2016, there are a total of 8 operating *Joy City* projects, 3 being constructed, 3 light asset projects and 1 acquisition project.

In residential real estate, COFCO Land has created the brands TOP City, Shine City, Splendid City, and HongYun City as four residential product lines to achieve complementary positioning in location and size.

COFCO Land also has other investment properties in Beijing, Shanghai, Shenzhen, Sanya and other thriving developing cities. These investment properties are a combination of high-end hotels, office buildings, and tourism real estate projects, all with excellent location, superior quality, and value-added spaces.

COFCO Land is continuously exploring. We are currently working on a groundbreaking eco-satellite city that will be a harmonious combination of urban and rural life and a hub for the health science and technology industries: the Beijing Agricultural Eco-Valley.



Joy City - Shanghai, China



St. Regis - Sanya, China

# Sustainable Development

COFCO remains dedicated to improving the people's livelihood and holds this mission as its ultimate responsibility.

We are always looking for ways to promote sustainable development in China through green, healthy, low-pollution production and lifestyles. We wish to aid communities, alleviate poverty, and believe that as our company prospers we have a responsibility to ensure the people prosper. We are committed to continuous improvements in economic, social, and environmental benefits for all the people.

## Quality and Safety Guarantee

Food safety and consumer health are closely related. Food safety is now an important metric of quality of life, social management, and the quality of a national legal system. Chinese consumers also demand higher standards of food safety. We are always thinking of food safety in every link of our supply chain. At present, we have established a seven-module safety standard management system with 17 subsystems to ensure top to bottom, start to finish quality control.

As the only member of the Board of Directors of the Global Food Safety Initiative (GFSI) from the Chinese food industry, we continue to promote international exchange and cooperation in the field of food safety. Through the GFSI platform, we have provided advanced management experience, technology and standards, and experience in source management, inspection and testing to speed up global advancement in food safety and to ensure the international community's confidence in China's food safety.

Tomato field - Xinjiang, China



## Leading Agricultural Industrialization

We have taken the lead in China to promote large-scale, intensive changes in order to build efficient, safe and environment friendly agricultural systems. In China, we presided over the development of 81 agricultural standards and participated in the development of 101 standards, and in turn were given 65 provincial and ministerial level awards for our scientific and technological achievements. On the international level, we also participate in the revision of the ISO7901:2011 wheat specification standards, specifically the key indicators related to food quality, such as impurity and moisture. COFCO continues to make great contributions to ensure fair international trade and our national food security.

Our fully-integrated value chain provides vast coverage of China. We use 20 regional offices to promote the development of agricultural industrialization and provide services for local economic development. In 2016, at the National Agricultural Industrial Meeting, COFCO's 18 companies were identified as national leading enterprises. We continue to protect the interests of our farmers and guide them to the road of prosperity. We provide sales platforms, technical training, financial services, and others programs to help farmers reduce their costs and reap greater portions of the profits. Our level of access and control allows COFCO to ensure the interests of the farmers while controlling the quality of food products. Our processes are a model for agricultural modernization.

Presided Over the Development of Agricultural Standards

81

Participated In the Development of Agricultural Standards

101

Scientific and Technological Achievements that Received Provincial and Ministerial Level Awards

65

"COFCO 6" Experimental Plot



## Environmental Protection

We have always been committed to environmental protection. We seek to be more environment-friendly through the conservation of energy, the use of cleaner production technologies, the elimination of backwards production capacity, better recycling resources, and using transformative technologies to achieve low energy consumption and pollution.

We continue to monitor our business operations to see where we can reduce carbon emissions, improve waste recycling, reduce water use, and reduce electricity and energy consumption. In 2016, we continue to accelerate the development of energy-saving and emissions-reducing technologies. We have invested 238 million RMB on environmental protection, and eliminated coal-fired boilers, reducing our annual standard coal use by 45,400 tons and reducing our costs by over 25 million RMB. We have completed 195 projects dedicated to environmental protection just this year, and will continue to invest in green initiatives.

Environmental Protection Fund (million RMB)

238

Completed Protection Projects

195

Annual Coal Reduction (thousand tons)

45.4

Annual Economic Benefits (million RMB)

25+

Corn field



## Targeted Poverty Alleviation

At present, we are responsible for targeted poverty alleviation in: Tibet Autonomous Region's Luozha County, Qinghai Province's Menyuan County, Xinjiang Autonomous Region's Production and Construction Corps., Heilongjiang Province's Yanshou County and Suibin County, Xinjiang Autonomous Region's Wushi County, Guangxi Autonomous Region's Longan County, Jiangxi Province's Xiushui County and Ganzi County, and Sichuan Province's Shiqu County. We combine business development with quality agricultural resource procurement in poverty-stricken areas in an effort to build sustainable development.

In order to improve these efforts even further we have implemented strategies for attracting more talents to our aid efforts, through talent assurance, industry support, investment, and staff participation. We continue to research and develop methods of precise poverty alleviation to ensure that funds are effectively allocated to meet the most urgent needs of the project.



## Scholarships and Grants

In order to motivate students, we have set up a series of scholarships in China's agricultural research institutions and educational institutions.

In China Agricultural University, COFCO's scholarship has helped more than 50 students receive higher education each year; in Xinjiang Agricultural University, COFCO set up a 10 million RMB fund for students and their families from impoverished farming backgrounds. In partnership with the China Education Development Foundation, COFCO invested 60 million RMB to create the "Fortune Grant Program" to benefit more than 100 colleges and universities and over 12,000 college students.

## CONTACT

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Weibo



WeChat

