

**International Co-operative
Agricultural Organisation (ICAO)**
A Sector of the International
Co-operative Alliance

ACFSMC Team

ICAO - Alleanza Workshop

10 July 2024 | 14:00 (Rome Time)



1

ACFSMC in a Nutshell

2

A Decade of Reform

3

China Co-op in Today

1 | ACFSMC in a Nutshell

(1) We are "China Co-op"



1 | ACFSMC in a Nutshell

(2) We serve farmers



Agricultural Inputs



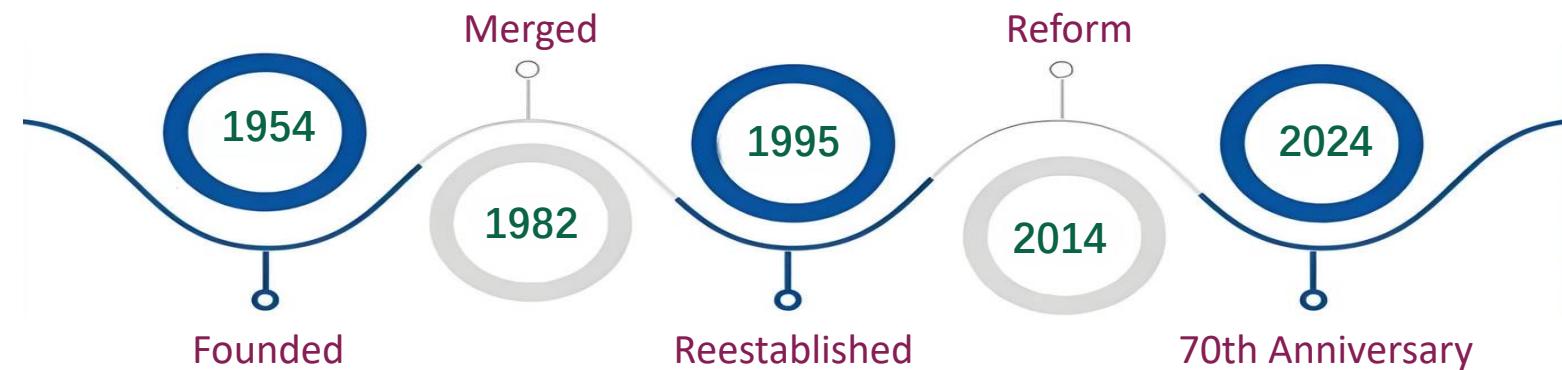
Recyclable Goods



Consumer Goods



Import & Export



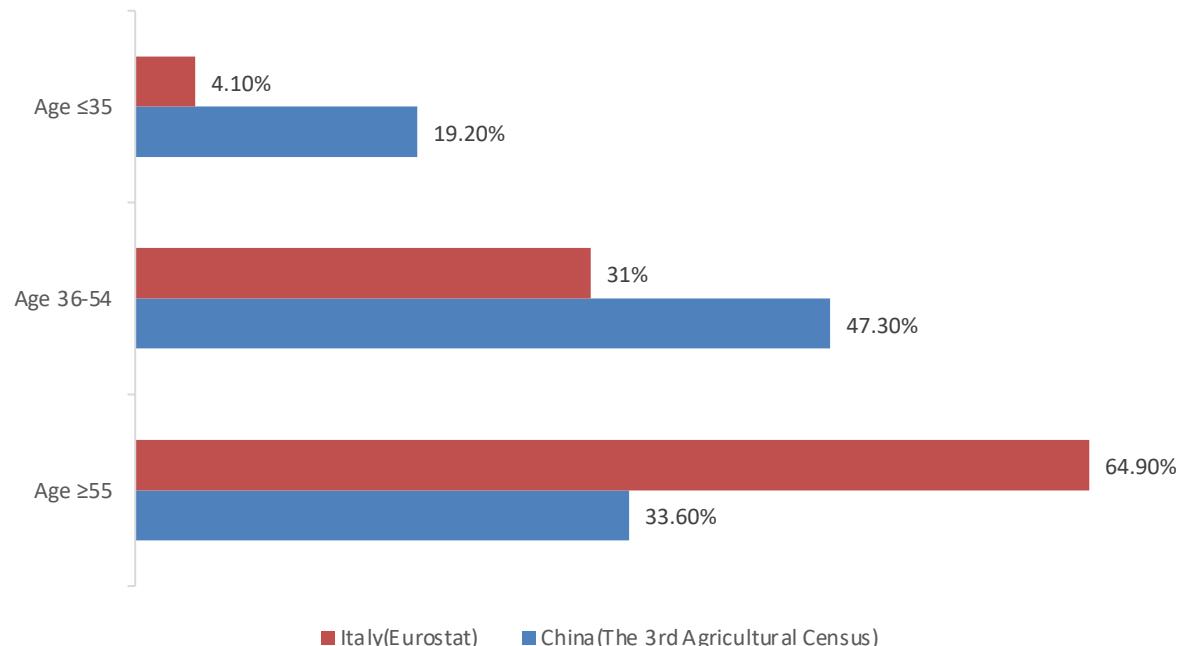
2 | A Decade of Reform

(1) Challenges

I :"Who farms the land?"

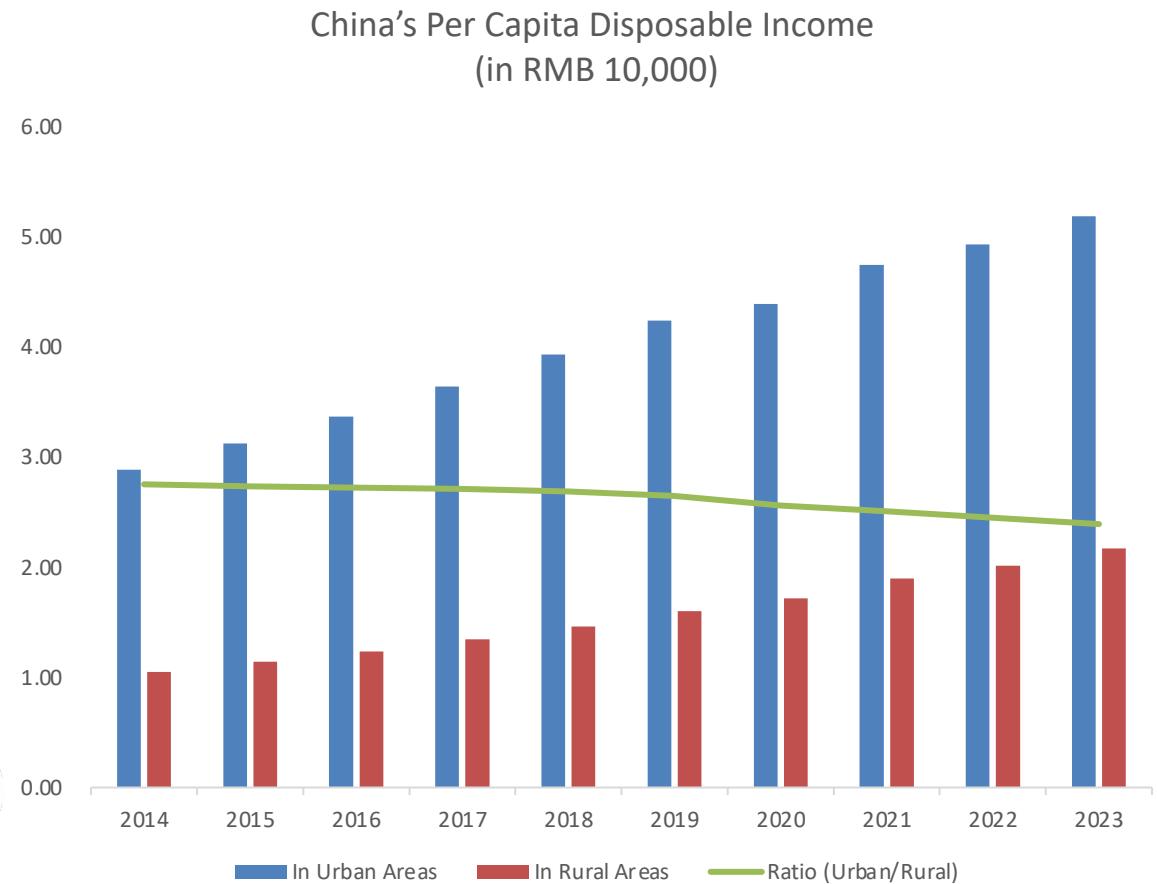
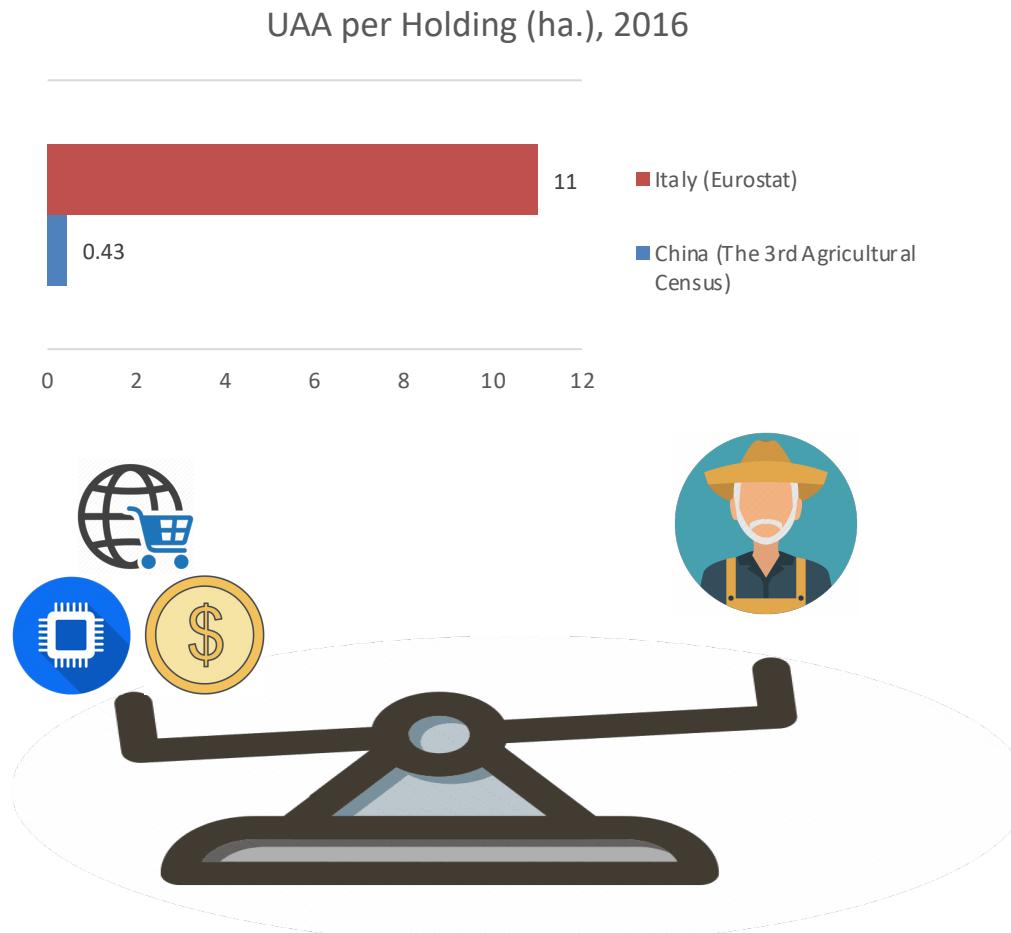


Employment by Age Group in Agriculture, 2016



2 | A Decade of Reform

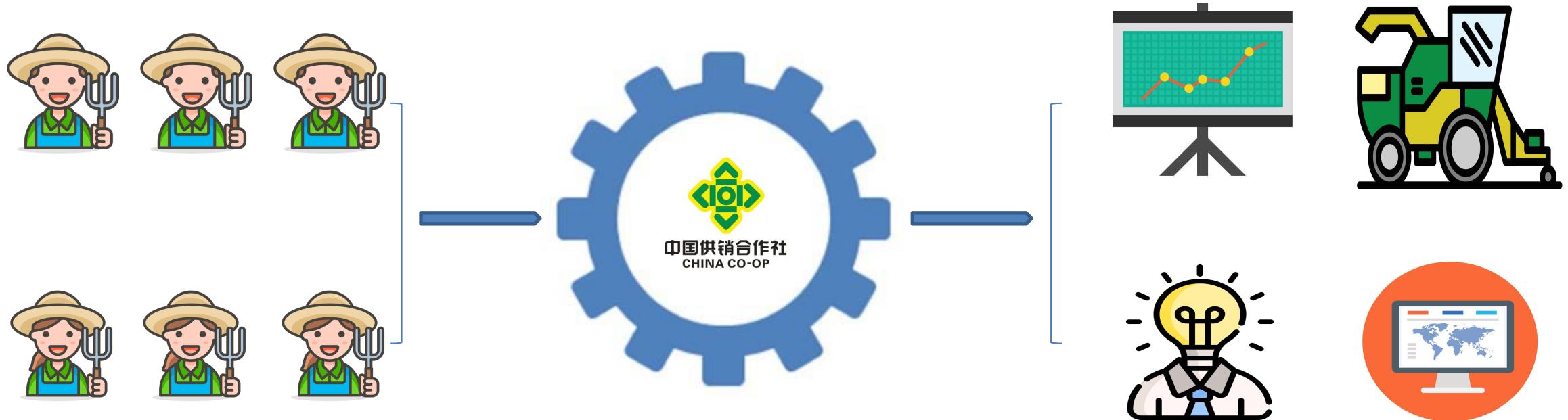
II :"How to farm the land?"



2 | A Decade of Reform

(2) Visions

"Recruit a new force"+ "Forge a integrated platform"



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(3) Story of Fenghua SMC



Find Talents



Start-up:
limited capital , low popularity

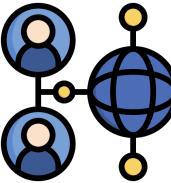


Private Company:
few career opportunities

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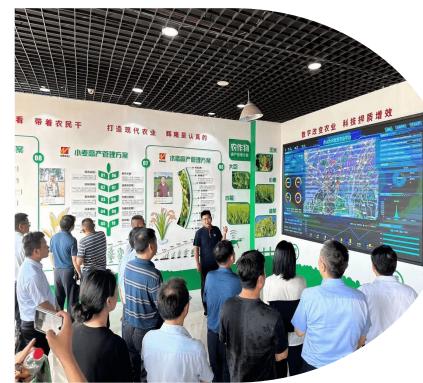
Be an Angel Investor



2 | A Decade of Reform



Shift Gears



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Mr. Liu Fan,
General Manager of Fenghua SMC

By the end of 2023

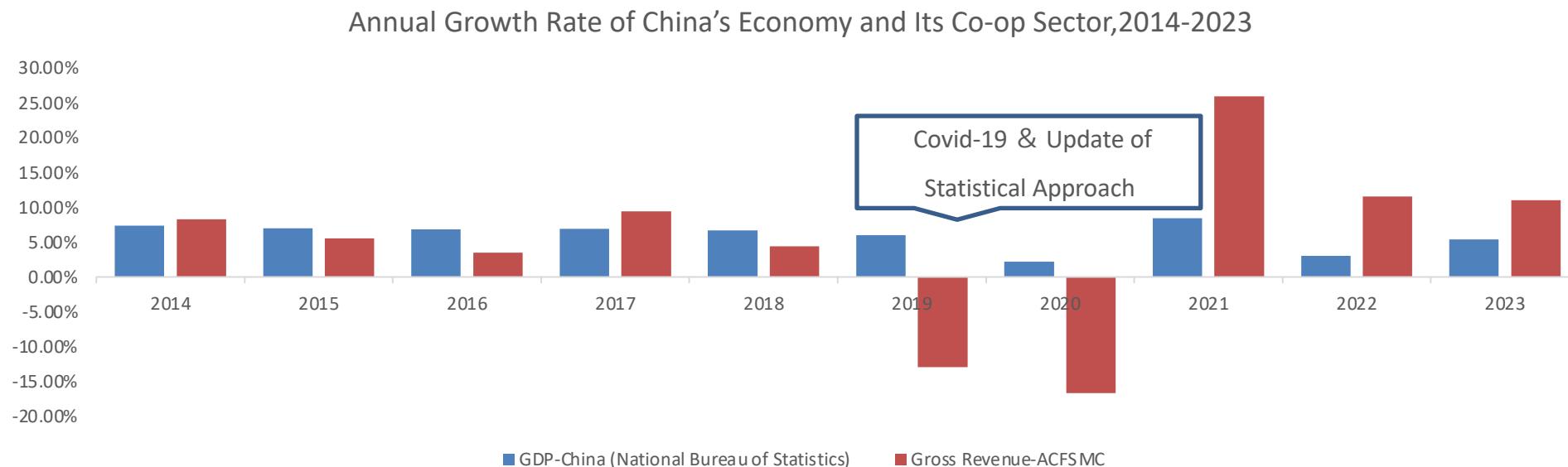
- * Served 1000+ farmers and their cropland (more than 6700+ hectares) ;
- * Generated an annual revenue of RMB 100 million;
- * Trained 500+ Agri-drone Flyers in total.

3 | China Co-op in Today

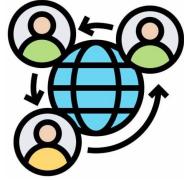


By the end of 2023, ACFSMC generated a

- * Gross Revenue of RMB 1.6 trillion;
- * Gross Profit of RMB 119.5 billion.



3 | China Co-op in Today



2023	Imports	Breakdown by percentage	Exports	Breakdown by percentage	Exports & Imports	Breakdown by percentage
	In million Yuan		In million Yuan		In million Yuan	
Fertilizers	16,200	24.88%	13,700	30.51%	29,900	27.18%
Agricultural products	27,400	42.09%	7,250	16.15%	34,650	31.50%
Consumer goods	100	0.15%	18,500	41.20%	18,600	16.91%
Recyclable Materials	110	0.17%	1	0.00%	111	0.10%
Other items	21,290	32.70%	5,449	12.14%	26,739	24.31%
Total	65,100	100.00%	44,900	100.00%	110,000	100.00%



中国供销合作社
CHINA CO-OP

Thank you!

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