

The Capable Suhyup,
More Profitable Fisheries



# Fisheries Cooperatives in Korea

韓國의 水協

## Fresh Fish, Fresh Bank

I would like to make the sincere statement that the waters surrounding our land is 'the sea of life, sea to share and source for our wishes'

Suhyup, which was established in 1962 to put the spirit of cooperation 'one person works for ten thousand people and ten thousand people work for one', has driven the development of fisheries industry and fishing villages in Korea by serving as the central forum for fishing villages and fishermen since its foundation.

The fisheries industry has played a significant role in making Korea one of the largest economies in the world and Suhyup has been at the center of it.

Suhyup is committed to achieving fisheries product distribution innovation that satisfies both producers and consumers with a goal 'The Capable Suhyup, More Profitable Fisheries' and to developing old fishing



villages to turn it into a living place for fishermen where the song of abundance and children's laugh are heard continuously.

We will make our utmost effort to be the best cooperatives trusted and appraised by the public and make the sea full of hope for the future generations.

We'd like to ask your support for Suhyup which will open a brighter future for the Korean fisheries industry.

Chairman **Im Joon-Taek** of National Federation of Fisheries Cooperatives

## Mission

As a center of the fishing industry which provides affluence for fishermen, trust for customers, and, pride for its directors and employees, the federation should contribute to the nation and the society.

## Vision

### The Capable Suhyup, More Profitable Fisheries

## Top fisheries industry

Nurturing marine and fisheries innovation in distribution

### trusted Suhyup

Sounder and more substantial management centered on fishermen's profits

Sales and export, building a welfare fishing village which is a good

establishing a new paradigm of fisheries

### **Core values**

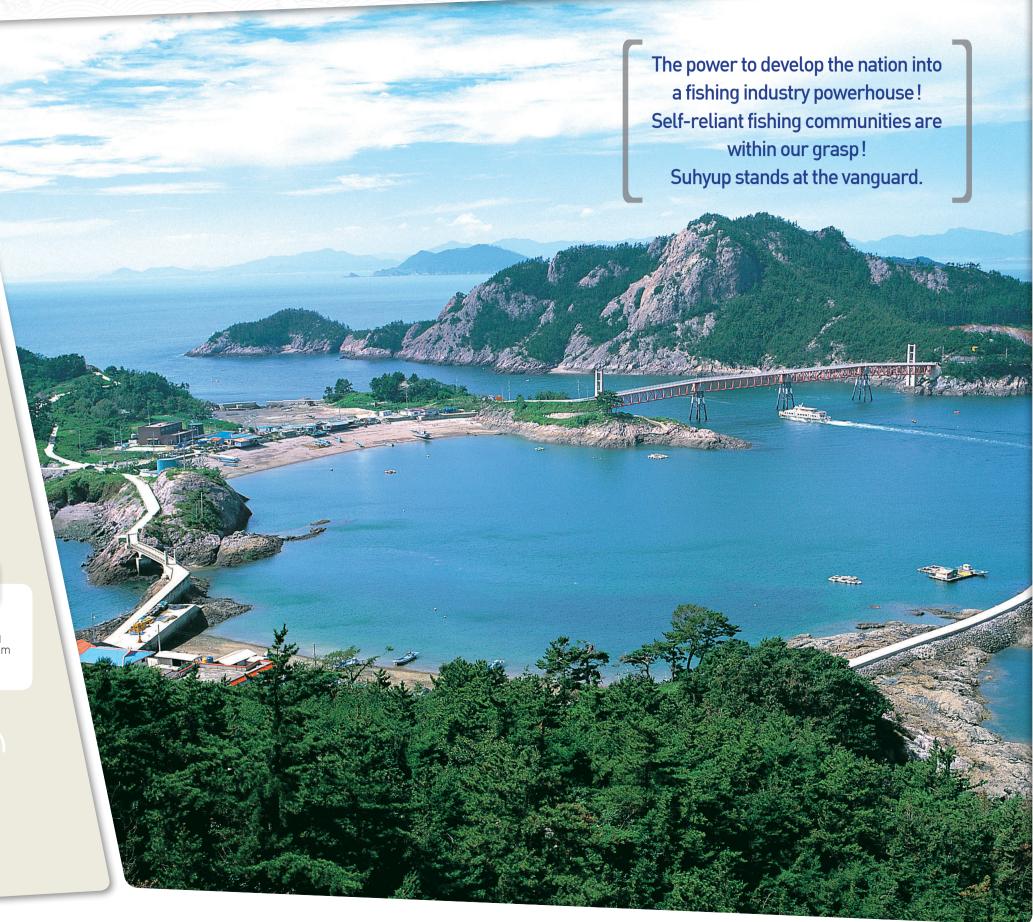
Change through innovation

Expertise and specialty

Responsibility for the fishing industry

better-off

fishermen



## Business Areas

### **Extension Services**

To early develop fishing villages, Suhyup strives to support and develop projects that generate and increase income for fishing households; preserve and explore fisheries resources; strengthen instructional services to ensure safe fishing; and foster a spirit of cooperation among fishermen through publicity and educational activities.

### **Marketing and Supply**

Suhyup endeavors to increase the added value of fishery products produced by our nation's fishermen and expand sales outlets across the distribution chain of purchasing, processing, marketing, and sale. Suhyup also helps increase the mutual interests of fishermen and consumers by making bulk purchases of fishery products and using government stockpiles to help ensure price stability. Other support mechanisms include providing tax-exempt fuels and supplying machinery, materials and ship supplies.

### Suhyup Bank

Suhyup offers a range of banking aimed at providing funds to support fishermen's production activities in a timely manner. It is seeking to emerge as a leading marine and fisheries financial institution that works for its customers by fully committing itself to its role as a cooperative bank.





## History of Suhyup

With the enactment of the Fisheries Cooperative Act, Act No. 1013 on January 20, 1962 and the promulgation of its Enforcement Decree in March 1962, the former Fisheries Organizations was dissolved and the National Federation of Fisheries Cooperatives (NFFC) was launched on April 1, 1962.

To emerge as a leading 21st-century cooperative, the NFFC, Suhyup, has worked to increase the competitiveness of the fishing industry and build vibrant, self-sustaining fishing communities. Suhyup faced a crisis in 2001 of having to accept public funds, but by 2019 the NFFC had recorded 36.6 trillion won in business volume while its member cooperatives had achieved 27 trillion won. Suhyup has continually innovated itself in order to successfully carry out its mission and functions as an organization representing the nation's fishermen and as a valuable cooperative.

## HISTORY

July 10, 1908 Established the Geoje Hansan fisheries cooperative (Origin of Suhyup) Foundation

September 10, 2009 Established the Suhyup Foundation

(June 16)

December 1, 2016 Establishment of SUHYUP BANK(banking sector



## Since 1962

Building on the achievements of the past, Suhyup will continue to take the lead in the future chapters of history that unfold.

1970

1960

### Development phase

Earliest fluttering of wings toward the blue sea

April 1962 Established the National Federation of Fisheries Cooperatives (NFFC)

### May 1963

Commenced loan service April 1965

### Started managing fisheries funds

### May 1965

Started direct fuel delivery service for the fishing industry

### September 1966

Took control of wireless telecommunications for fishing activities

December 1966 Started providing un-collateralized credit loans to fishermen

### December 1967

Started exempting fuels used in fishing activities from taxes

January 1969 Started an initiative to raise internal funds of 10 billion won

Established deposit services



### **Growth phase**

Endless aspirations for a higher achievement

### March 1970

Started supplying fishery products to the military

March 1972 Started offering credit guarantees for agriculture, forestry and fisheries bodies

February 1974
Paid the first set of dividends to member cooperatives

Implemented a mutual credit for member cooperatives as a pilot

Implemented a price stabilization program for fishery products

April 1976 Started exports of fishery products

### February 1977

Commenced operation of IT system

### November 1977

Opened the Bupyeong Training Center January 1979

### Introduced foreign-exchange banking services

Joined the International Co-operative



### Stabilization phase

A capacity that supports

1980

January 1982 Started serving as a national treasury

Opened a pilot direct sales store of fisheries products in Cheongnyangni,

October 1983 Won the 20-Million-Dollar Export Award on Korea's 20th Export Day

Launched online banking service

### March 1985

Started CD (certificate of deposit) service

### February 1988

Commenced trust service

Implemented the direct election system of NFFC and cooperative chairmen

### December 1989

Started construction of the Suhyup electronic computing center



## 1990

### Takeoff phase

A dynamic takeoff into the wide-open sea

April 1990 First popularly elected NFFC CEO took office.

December 1990 Held a rally to push for a resolution to establish a 3 trillion won internal fund

Started providing a credit card service

## August 1992 Established Suhyup Cooperative Marketing

Completed construction of and moved into the current Suhyup headquarters building January 1996 Started a movement to raise a 10 trillion won

internal fund

February 1996
Approved the introduction of 1,000 foreign trainees to work on fishing vessels in coastal and offshore waters

January 1997 Established Suhyup Feed

Opened the current Suhyup Cheonan Training Center

Opened a logistics center at the port of

### Innovation phase

## world filled with hope

2000

February 2002 Took over the Noryangjin Fisheries Wholesale Market

Launched in-house broad-casts by satellite TV

Launched the Blue Suhyup Hanmaeum ("One Mind")

April 2009 Founded the newsletter Suhyup News

## Soaring toward the

### March 2003

Volunteer Organization

September 2009 Established the Suhyup

### Globalization phase

### Beyond the limits to the world ocean

September 2010 Setting a date for World Fisheries Cooperative Day

April 2011 Completed a seafood processing plant in Incheon

June 2011 Revived Fishermen's Day (April 1)

### December 2012

Commenced the modernization of the Noryangjin Whole-sale Fish Market

Noryangjin Fisheries Wholesale Market reopened at its new location

### Suhyup Act revision proposal passed the National Assembly's

December 2016 Establishment of SUHYUP BANK(banking sector seperated from NFFC)

plenary session

March 2017 Demonstrated nationally on the sea to prohibit the taking

October 2017 National Federation of Fisheries Cooperatives and Korea Coast Guard entered a business agreement to prevent illegal fishing

February 2018 Received the 15th Korea Ethical Management Award's 'Overall Grand Prize'

Im Joon-Taek took office as the NFFC's 25th Chairman







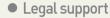
## **Extension Services**

www.suhyup.co.kr

### Support for fishermen

• Identifying and recognizing fishing village leaders

As a means of raising morale, Suhyup identifies outstanding fishing village leaders who have helped develop their communities and increase fishing households' incomes despite difficult conditions and awards them the 'New Fisherman Award,' medals, presidential citations, and other accolades.



Suhyup assists fishermen who have suffered from loss of a fishing ground and other such damages and protects their rights and interests by providing legal support to ensure that they receive appropriate compensation.

Operation of a Web portal

### (Happy Sea: www.happybada.co.kr)

In cooperation with the Ministry for Food Agriculture Forestry and Fisheries, Suhyup runs an Internet portal that provides information on a variety of fishing and fishery-related subjects including jobs in the fishing industry, welfare issues, and education to contribute to improving quality of fishermen's life.

### Educational support

To improve the expertise of fishermen, education geared toward fishermen's needs is provided including fisheries technology education necessary for

effective fisheries management and IT education. Education on management, leadership, and the like is also provided to train leaders who can lead the development of fishing villages.









### Support for member cooperatives

Support for personnel management

As declared in the Fisheries Cooperative Act, Suhyup is charged with writing rules and regulations relating to the member cooperatives' organization, personnel, work by staff, etc. and providing instructional support to member cooperatives.

Workshops on policies affecting the fishing industry

These workshops gather leaders and representatives from the fishing industry to increase their cooperative management capabilities and responsibility and enable them to analyze pressing issues in the fishing industry, identify the most desirable status for the cooperatives, and devise ways to develop the cooperatives.

Support for better management

Sound management is induced by preempting management risks through systematic evaluation and improvement of the management of member cooperatives. Suhyup facilitates their continued growth and development by focused management consulting and timely delivery of management improvement funds and member support funds.

### > Promoting exchanges between cities and fishing villages

 Support for exchanges between cities and fishing communities Suhyup carries out sisterhood programs between companies in cities and fishing villages that are mutually beneficial. Companies show an interest in and compassion toward the villages, which in return provide safe and healthy fishery products and healthy environments. Suhyup intends to expand this sisterhood campaign across the country through various support mechanisms and events including covering exchangeevent costs and hosting experiential activities.

Support for fishing community tourism

Suhyup organizes programs that allow tourists to experience the lifestyle and culture of fishing villages, such as walking through mud flats and riding aboard a fishing boat, and subsidizes the travel expenses of tourists who visit fishing villages. It also organizes festivals that present unique aspects of a particular area and makes efforts to preserve traditional cultural aspects of fishing communities, many of which are gradually disappearing. By promoting tourism in fishing villages, Suhyup is helping to increase fishermen's incomes.

Support for female members of fishing communities

Suhyup supports women's university and specialized education courses to develop the capabilities of female fishermen who are leading the economies of fishing villages and to further their self-development. Activities by the National Federation of Female Fishermen are supported to promote their rights and interests. Suhyup is striving to raise female fishermen's social and cultural standing through these means and other educational and support programs.









## Extension Services

www.suhyup.co.kr

### ★ Assistance in hiring foreign workers

Suhyup provides help in bolstering the competitiveness of Korea's fishing industry by introducing foreign workers and assigning them to appropriate regions to address the manpower shortage in coastal and offshore fisheries. To ensure that foreign workers adapt smoothly, Suhyup leads support projects such as a counseling center where foreign workers can resolve their difficulties, and creating opportunities for outstanding fishermen from abroad to experience Korean culture.



Seventeen manned and 40 unmanned fisheries information telecommunications stations, located at major ports and docks across the country, operate round the clock to protect fishermen's lives and property by providing services such as marine rescue support, fisheries-related information, and guiding fishing boats through Exclusive Economic Zones (EEZs).





### ➤ Broadcasting on fishing conditions

Forecasts on fishing conditions, water temperatures, prices, and other information deemed vital to the fishing industry are provided by Suhyup's own broadcast network, FBS IPTV, on large monitors installed in fishery auction docks in an effort to raise productivity and incomes in the fishing industry.



### Suhyup News

Suhyup News is published weekly on Thursdays and distributed to fishermen, fisheries cooperatives, related government agencies, and other interested parties, in an effort to promote the rights and interests of fishermen through open communication, publicity, and the delivery of accurate news about the fisheries cooperatives and fishing industry. Suhyup News contains a range of fisheries-related information including news on fishery products production and consumption, and fisheries policies.



### Making sea full of hope movement

Making sea full of hope movement is a nation-wide marine conservation movement that fishermen and Suhyup are leading in order to create a sustainable workplace for fishermen, provide a stable food supply source for people, and make a hopeful sea as the foundation of future national wealth in Korea.

- Creation and restoration of fisheries resources
  - Sea stock release: Form fisheries resources and promote income increase of fishermen by releasing healthy sea stock
  - Purification of fish farm: Create an optimized habitat for fish and seashells by eradicating harmful creatures such as starfish and removing pollutants on the sea floor.
- Collecting waste fishing gear and fish trap: Preventing damage from ghost fishing and creating sustainable fishing environment by purchasing and collecting marine waste caused by fishing activities such as waste fishing gear and waste fishing trap
- Maintaining and improving marine environment
  - Supporting events such as Marine Day and International Coastal Clean-up Day: Conducting nationwide sea cleanup activities on the occasion of Marine Day and International Coastal Clean-up Day
- Cleaning up of disaster waste: Restoring marine environment rapidly from natural disaster such as torrential rain
- Marine environment watch group: Executives and employees of Suhyup serve as a guard to keep the marine environment clean by recognizing and experiencing the value of sea.
- Deterring and responding to development activities
  - Conducting activities against gathering of sea sand: Conducting a campaign to deter collection of sea sand to protect fisheries resources and continuously decreasing fishery production volume at littoral sea
- Conducting activities against the building of offshore wind power plant : Conducting a campaign to deter the development of power plant which is underway without considering the shrinking fish farm due to long-term occupation of
- Responding to marine development such as large-scale reclamation and landfill: Responding actively to various kinds of marine environment degradation caused by reckless marine developmentwaste fishing trap

### Research and Surveys

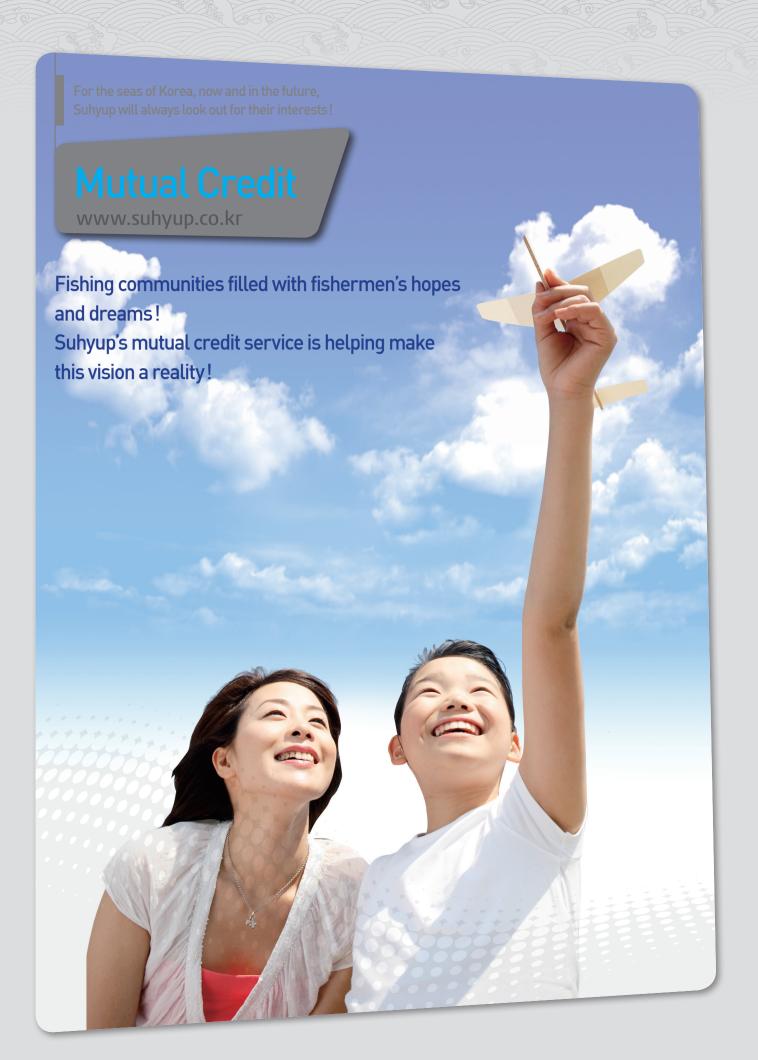
To suggest practical responses to protect fishermen, fishing villages, and the fishing industry in the rapidly-changing international environment, as evidenced by the commencement of talks for the Korea-China FTA, Suhyup carries out research and surveys on the fishing industry concerning such matters as the fisheries economy, policy, finance, and cooperatives. It also surveys fisheries management conditions and expenditures, produces various fisheries statistics, and recently published the "50-Year History of Suhyup," all to maximize the value of Suhyup and fisheries.







| Extension Services - Mutual Credit |



### 

Mutual credit business provides funding for Suhyup by reminding fishermen of the importance of saving money and helping them to accumulate wealth. Through the disbursement of funds to fishermen in need and for training, educational support and marketing programs—the cooperatives' core tasks—mutual credit service is helping improve the economic status of the nation's fishermen and increase industry output.

### ➤ Providing a range of financial services

New financial products designed exclusively for fishermen and fishing businesses are being launched in order to provide them with enhanced financial benefits. Efforts are being made to provide comprehensive financial services including currency exchange and sale of securities funds.







1 Extension Services

- Cooperative Insurance



### \ Life Insurance

### Savings-type Insurance

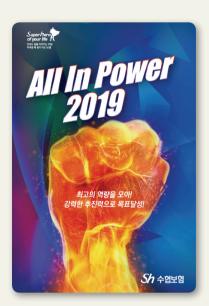
This insurance is useful for generating large amounts of money for needs like buying a home, hosting a wedding and maintaining an adequate surplus of funds. It provides a risk guarantee as well as assorted tax benefits.

### Pension-type Insurance

Insurance in preparation for retirement: Pension is paid starting from a certain age when premiums are paid for a given period of

Guarantee-type Insurance

Insurance focused on compensation for accidents and disease



### Non−Life Insurance

• Fire Insurance

Insurance that covers loss or damage due to fire in a house, building, or factory resulting from accidental fire or lightning.

Other forms of Insurance

Insurance for personal references, executives' compensation liability, liability insurance for product compensation, ship owners' compensation liability, wage guarantee, etc.

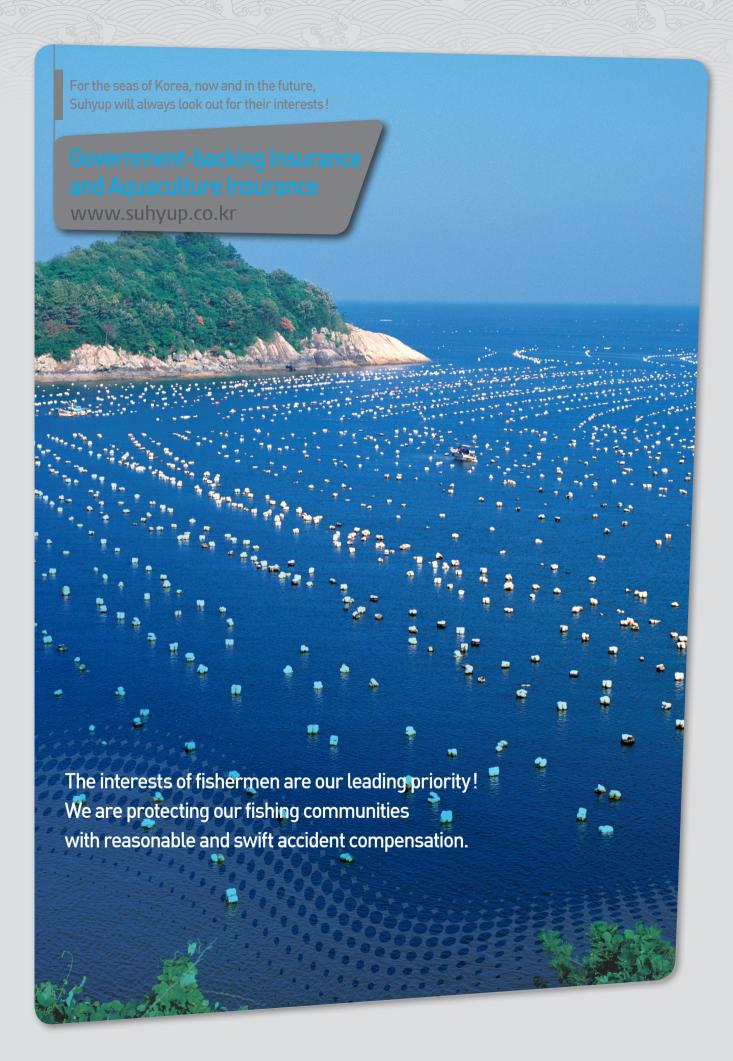








- Government-backing Insurance and Aquaculture Insurance



### ✓ Government-backing Insurance

Insurance that provides prompt and fair accident compensation to fishermen and fishing vessel owners who experience accidents, in the process protecting fishermen and promoting stable fisheries management.

• Fishermen's Insurance - Provides compensation for accidents including personal injury, disease, and death suffered in the line of fishing duty.

Vessel Insurance Provides compensation for fishing vessels that are stranded, submerged, damaged by fire or otherwise damaged at sea



### 

Provides compensation for fishery product cultivation and fish farming facilities that are destroyed, swept away or lost due to natural disaster

 Aquaculture insurance is a government-backing insurance based on the Agricultural and Fishery Disaster Insurance Act. The government partly subsidizes the premiums to encourage subscription and reduce the financial burden on fish





## Marketing and Supply

www.suhyup.co.kr

Operation of Processing Plants

Suhyup operates ice-making plants, and the freezing and cold storage units essential to the distribution of fresh fishery products, as well as logistics centers and processing plants to increase fishery products' added value. Such facilities are located in major cities across Korea such as Cheonan, Busan (Gamcheon Port), and Incheon.

Cooperative Markets

Cooperative markets gather fishery products from fishermen and circulate them in large quantities to markets with high concentrations of consumers to secure sales outlets for fishermen and stably supply fishery products to consumers. Suhyup runs cooperative markets across the nation; five of them—Gangseo, Garak, Guri, Jeonju, Gwangju— are found inland, and the seventh is in the coastal city of Incheon.

**Price Support** Programs

Suhyup runs a government stockpile program and a purchasing assistance program to maintain a balanced supply and demand of fishery products in an effort to increase prices paid to fishermen and promote stable consumer prices. For example, it makes direct purchases of mackerel, pollock, cuttlefish, and other fish species that account for a large proportion of consumer purchases, and thus have a large impact on price increases during the season when their catch is highest, to maintain prices and contribute to fishermen's income. On the other hand, when demand and price increases are predicted, it releases stockpiled quantities of fish in bulk to inland cooperative markets, traditional market, wholesale markets, and others to stabilize prices and protect consumers.

To support a dependable fishing livelihood and help fishermen

increase their incomes, Suhyup works round the clock to secure stable supplies of tax-exempt fuels, purchase fuels at

low prices through competitive bidding, increase the number

of beneficiaries of tax-exempt fuels, and make other related

Supply of Tax-exempt Fuels

Fishing

**Apparatus and** 

Fishing Gear

**Supply Business** 

efforts.

Suhyup reduces the purchase cost for fishermen, and contribute to the production efficiency and safety operations by purchasing and supplying fishing tools at a cheap price such as engines, equipment etc., and fishing gears such as ropes, nets, etc. for vessels for fishing in littoral sea.























## Marketing and Supply

www.suhyup.co.kr

Suhyup Shopping

### www.shshopping.co.kr

Suhyup Shopping is an online marine products shopping mall where consumers can quickly and safely purchase a wide selection of marine products. It mainly deals with domestic marine products including those directly produced by member cooperatives in producing districts. It promotes seafood consumption by distributing seafood through major online shopping malls (e.g. 11Street, Shinsegae Mall, and CJ O Shopping) in addition to its own shopping mall.



Suhyup B<sub>2</sub>B

### www.shb2b.co.kr

Brokerage-type online wholesale market Suhyup provides diverse trading models for transaction between buyers and sellers (B2B e-payment, free trading marketplace, bidding, estimated transaction), and provide financial liquidity through the payment system which connects between the guarantee institutions and commercial banks.



Meal **Provision Business for** the Military

Suhyup supplies quality fishery products to the military with the dual goal of supporting military personnel's wellbeing and increasing fishermen's income. It also creates new seafood recipes and seafood dishes in an effort to boost the popularity of seafood among the military.



Group Meals

As a means of promoting seafood consumption and public health, Suhyup supplies quality fishery products to elementary, middle and high schools across the nation, government offices, companies and other organizations that provide cafeterias.



Trade Business

Suhyup makes efforts to expand the consumer market through exporting the nation's fishery products, and publicize the excellence of the nation's fishery products and increase exports by operating trade support centers, part of the government's overseas market developing project, in ten locations of seven countries.





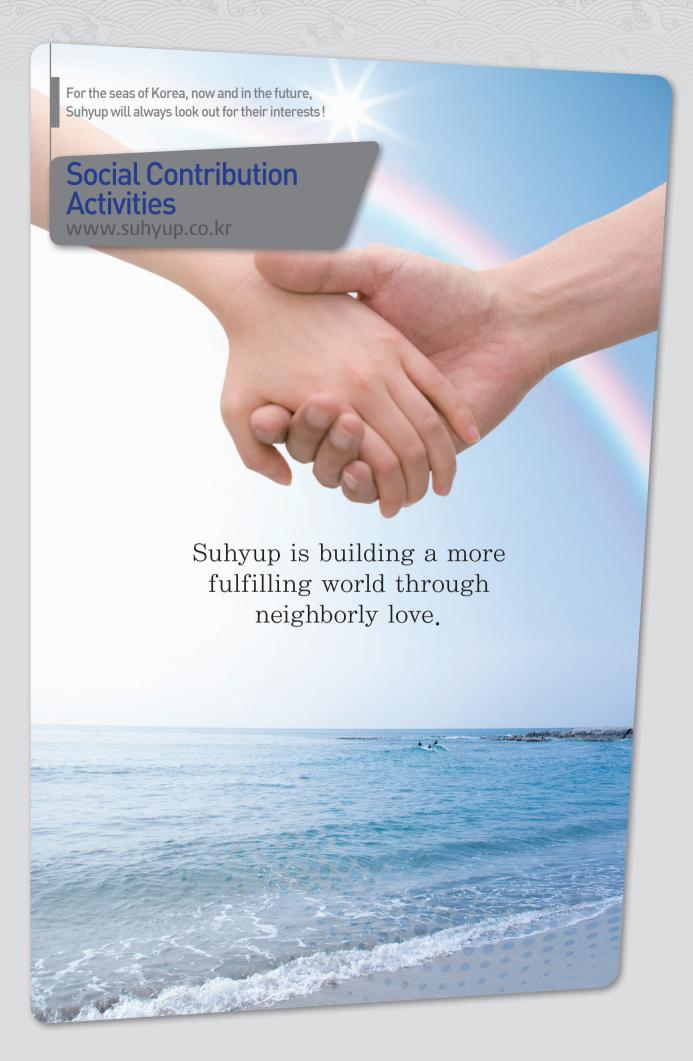








| Social Contribution Activities



### **Note:** Note: Not

• Contributions to the Fishermen's Friendship fund Suhyup concluded an agreement with the Korea Legal Aid Corporation in 1996 to provide free legal aid to fishermen, and makes annual contributions to 'Fishermen's Friendship' with money raised through the 'Fishermen's Friendship' deposit product to support ongoing efforts to provide free legal aid to fishermen.

### Scholarship program

To nurture talented human resources who will ensure a bright future for the fishing industry, Suhyup provides scholarships to students enrolled in fisheries-related studies at high schools and universities and who need economic assistance, and provides support for the operation of fisheries departments in specialized high schools with a view to helping raise the competitiveness of the domestic fishing industry.

Invitations to events for fishermen

Suhyup extends event invitations to fishermen who must earn a living in a harsh work environment through persistence and a strong pioneering spirit in an effort to show gratitude for their hard work and elevate their pride as fishermen.

### ∨ Volunteer programs

• Visits to community welfare centers

Suhyup regularly engages in charity for underprivileged members of society in such ways as providing orphans, disabled children, and senior citizens with free seafood, scholarships, and other benefits, and repairing and cleaning facilities.

### Haeuri volunteer groups

Suhyup established 19 Haeuri volunteer groups across the country to build sisterhood relations with fishing village cooperatives and engage in support activities for fishing villages such as providing needed products and conducting volunteer work.

One-to-one campaign

Suhyup's social contribution philosophy is to encourage each employee to engage in at least one volunteer activity year-round to make a contribution to his or her local community and reinforce their ethical mindset.

### Social welfare activities

Beautiful Saturday

Suhyup employees donate and sell items at The Beautiful Store, a non-profit organization, and deliver all proceeds to disenfranchised families.

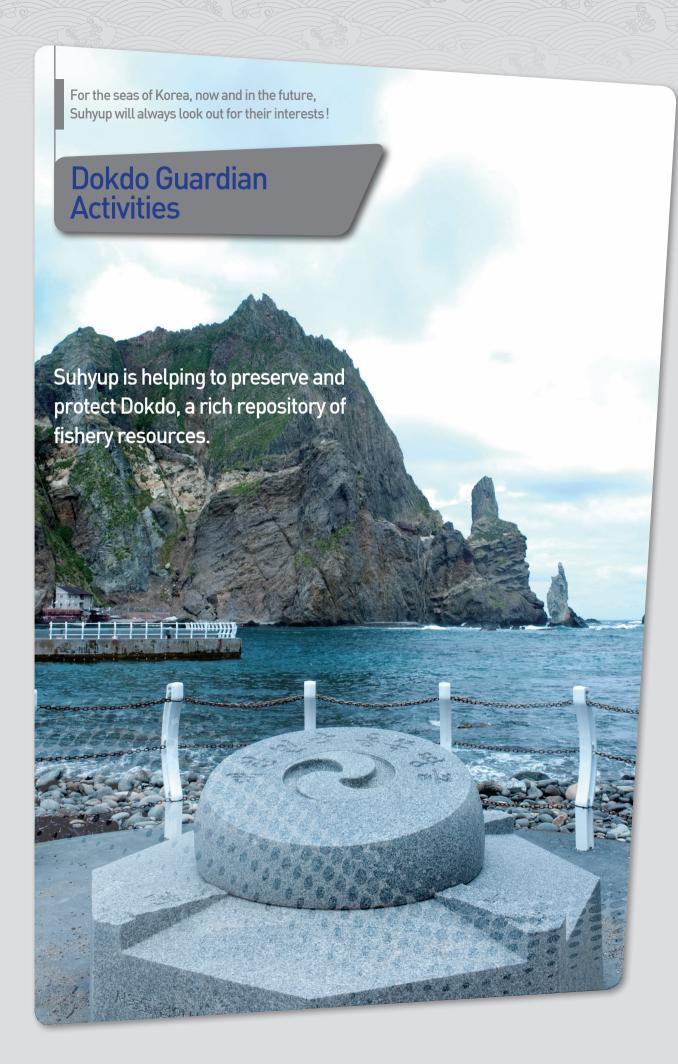
'Love Sea' blood donations.

Suhyup employees donate blood annually to needy patients and donate their blood donation certificates.









Suhyup makes an effort to help Korea protect its sovereignty over Dokdo, a group of islets in the East Sea, to publicize their importance as a valuable repository of fishery resources, and to arouse public interest in the islands.

### ∑ Support for projects to study and preserve Dokdo

In recognition of the importance of Korea's territory, Dokdo, to the fishing industry, Suhyup concluded an agreement with the Dokdo Research and Preservation Association in February 1997 through which it contributes to the Love for Dokdo fund. Since then, it has extended support for the Love for Dokdo campaign which is used to, among others, conduct research on Dokdo and support rallies that defend Korea's sovereignty over the islands.



To contribute to Dokdo preservation efforts, Suhyup raises funds through the sale of various public interest products like the Love for Dokdo deposit account, installment savings account, and credit card.

➤ Dokdo Love Sea fund









www.shfoundation.or.kr

The Foundation is designed to operate programs that protect and sustain fishermen and improve their welfare in an effort to raise their quality of life and that of fishing communities.



 \ Outline of programs The Foundation operates a number of tailored support programs to provide fishermen, who quietly endure lives of hard labor to protect the fishing industry-one of the nation's major food sources-with equal access to educational and cultural opportunities and an opportunity to experience stable welfare.

**Description** 

### 1. Education Business for Fishermen

- Fisheries Cooperative Scholarship Center Operation - Provide dormitories for sons and daughters of fishermen who go to universities in the Seoul metropolitan area to support their stable university lives.
- Fisheries CooperativeScholarship Support
- Support

   Reduce the economic burden, and foster talents for the fishing industry by providing scholarships for sons daughters of fishermen who go to universities in the nation

### 2. Medical support for fishermen

- Financial aid for treatments and medical exam expenses for elderly and low-income
- Supporting medical volunteer work through a
- hospital in agreement with Suhyup Foundation Supporting cost of treating disease and operation for fishermen

### 3. Welfare Promotion Business for Fishermen

- Multicultural Family Visit and Support Increase mutual exchanges among multicultural families, and support settlement of female immigrants through marriage in fishing villages
- Fishing Village Hope Sharing Organization Operation - Carry out diverse support activities such as painting murals in fishing villages with poor infrastructure, repairing public facilities, underwater cleaning, etc.
- Supporting for going through summer period healthy - Helping fishermen go through summer period in a safe and pleasant manner by supporting cooling equipment to common facilities in fishing villages

Precious contributions you make to the Suhyup Foundation will be used to improve the qualify of fishermen's life.





기부는 사랑을 나누어 주는 것



\ How to make a contribution

Tel 82-2-2240-0404.0412 Fax 82-2-2240-0420 Bank account to send a contribution to: Suhyup Bank 026-01-201297

A contribution can be recognized as an expense or deducted from one's income for up to 10% of the income of corporations and 30% for individual proprietors and individuals.

International Cooperative Fisheries Organisation (ICFO)





## **International Co-operative Fisheries Organisation (ICFO)**

A Sector of the International Co-operative Alliance





For the seas of Korea, now and in the future. Suhyup will always look out for their interests!







South Korea, Japan, Thailand, Indonesia, Bangladesh, India, Vietnam, Myanmar, Tanzania, France, Hungary, Canada, Italy, Mauritius, Nepal, Turkey, Nigeria, Palestine, Maldives, Somalia

**International** Cooperative Alliance (ICA)

The ICA was founded in London in August 1895 by delegates from cooperatives from around the world to represent them before governments and international organizations. The ICA defines cooperatives as 'autonomous organizations where people voluntarily gathered to satisfy common economic, social, and cultural needs and desires through jointly-owned and democratically-run businesses.' It currently has 284 member organizations from 95 countries and is the world's largest non-governmental organization with one billion individual members.



International **Cooperative Fisheries** Organisation (ICFO)

The ICFO is one of the sectoral organizations of the ICA and was founded in 1976. It assists fisheries development by providing information on fisheries to fisheries cooperatives around the world, and promotes exchange of expertise and experience among them through training, symposiums, seminars, and other means. It has vigorously pushed forward the development of global fisheries by such means as designating World Fisheries Cooperative Day, the first of the ICA's eight sectoral organizations to designate such a day.

### ICFO history

- 1966 Originally founded as a sub-committee of the ICA's Agricultural Committee
- 1976 Became an independent body
- 1979 Suhyup joined the ICFO







### ICFO Board

Chairman: Im Joon-Taek, Chairman of Korean National Federation of Fisheries Cooperatives Vice Chairman: Ramazan Ozkaya, Chairman of Central Union of Fisheries Cooperatives : Nguyen Ngoc Bao, Chairman of the Vietnamese Federation of Cooperatives : T. Prasad Rao Dora, Chairman of the India Federation of Fisheries Cooperatives **Executive member**: Saroj Kumar Sharma, Chairman of Nepal Central Fishery Cooperative Union Auditor: Wibisono Wiyono, Vice President of the National Federation of Indonesian Fishermen's Cooperative Societies

### ICFO Secretariat

Suhyup, operating the secretariat of the ICFO, carries out activities not only for Korea's own fishing industry but also for the joint development of the fishing industry around the world.

- **Primary tasks** Educational support for the development of the world's fishing industry and fisheries cooperatives (Korean Suhyup's KSP
  - education)
  - Providing information on fisheries including major fishery countries' statistics and policies
  - Providing informatization equipment and fisheries equipment and materials to facilitate the development of the fishing industry
  - Activities to respond to issues related to the fishing industry such as the FTA, and green growth
  - Activities to increase the number of ICFO members
  - Scholarship program to nurture talented people in the fisheries sector globally



## Suhyup Bank

www.suhyup.co.kr

## Fresh Bank

Friendly service that meets customers' needs

Suhyup Bank has served as a specialty bank providing financial assistance to fishermen and fisheries organizations and today is pioneering into maritime fields like shipping finance, shipping and logistics, and social overhead cost (SOC) projects for harbors to evolve into a full-scale marine industry bank.

To help customers fulfill their dreams, Suhyup provides a variety of specialized financial services including savings and loan, currency exchange, credit cards, bancassurance and securities funds.



## The only one

Korea's only bank specializing in the maritime and fishing industry.

Suhyup Bank is the only domestic bank dedicated to the maritime and fishing industry, and provides private sector financing in line with the government's overall fishery policy. Suhyup Bank spares no support for the government's maritime and harbor policies so that Korea can fully embrace its role as one of Northeast Asia's leading finance and logistics centers.



## **Trust**

### A bank that customers can trust

Suhyup Bank is a safe and solid blue chip bank that meets the highest domestic criteria and which has attained the highest credit ratings from domestic rating agencies as well as international rating agencies like Moody's and Standard & Poor's.

Credit ratings (as of December 2018

| Moody's  | Standard & Poor's | Domestic credit rating agencies |
|--|-------------------|---------------------------------|
| A2   | Α                 | AAA                             |
| * Down all and its reliable to the Control of the C |                   |                                 |



## For Customers

A bank for customers

Backed by branches in major cities and coastal cities and towns across the nation, along with Internet banking, Suhyup Bank always does its best to meet customers' needs through a variety of financial products including savings and loan, currency exchange, insurance, trusts and credit cards.



## **Innovation**

### A bank incessantly in pursuit of innovation

Suhyup Bank stands at the forefront of innovation and change by responding to the rapidly changing financial sector through continuous management innovation, beginning with the "New Start 180°" campaign in 2001 and extending up to "Takeoff 2010: A New Start, New Challenges" in 2010.

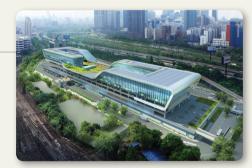




### ∑ Suhyup Noryangjin Fisheries Wholesale Market

www.susansijang.co.kr

This wholesale fisheries market supplies fresh fishery products year round to the Seoul metropolitan area. The market has been improving its customer service through innovations like computerized consignment service, a customer-friendly management system, a product recall service and offering rewards for reports of unfair transactions. The market is modernizing its facilities and building a state-of-the-art infrastructure in order to emerge as a comprehensive, globally competitive distribution center.



### 

www.suhyupmall.com

Suhyup Cooperative Marketing is creating a coherent supply-and-demand foundation by eliminating complex and inefficient steps in the distribution chain and supplying quality processed fishery products to consumers at affordable prices by purchasing and processing fresh fisheries products from fisheries cooperatives at production centers nationwide and through its own production facility.



### Suhyup Feed ✓ Suhyup Feed Suhyu

www.suhyupfeed.co.kr

In keeping up with the rapid changes in the fishing industry as fish farming grows in prominence, Suhyup Feed Production develops, produces and supplies high-quality, environment-friendly fish feed to support the growth and development of the aquaculture industry. For example, extruded pellet (EP) feed produced at its state-of-the-art facility helps reduce environmental pollution and lower aquaculture farming costs.



### **\ Suhyup Development**

Suhyup Development is an NFFC subsidiary established to maintain buildings owned by Suhyup in an efficient and economical manner.



### Veihai Fisheries Cooperative International Trade Co., Ltd.

According to the conclusion of Korea-China Free Trade Agreement, Korean National Federation of Fisheries Cooperatives initiatively entered chinese market and launched a local subsidiary with an aim to expand excellent and safe korean fisheries products to China which has turned world production plant into world consumer market. In addition, the KNFC has made a huge contribution to promoting fisheries products consumption and strengthening the competitiveness of Korean fisheries by expanding the export of Korean fisheries products to China.



## **Business Volume**

### National Federation (Unit: 100 million won) Mutual Marketing Total Banking Services Credit 2014 235,103 445 45,540 8,197 14,437 166,484 2015 254,374 464 48,494 8,517 12,693 184,206 2016 279,008 45,995 8,042 12,235 212,232 504 244,574 2017 13,408 317,186 572 50,957 7,675 2018 366,459 565 57,709 8,158 14,565 285,462 366,459 30 trillion 317,186 279,008 254,374 20 trillion 235,103 10 trillion 2014 2015 2018 2016 2017

