

biocoop

LA BIO NOUS RASSEMBLE

Engagés POUR UN monde EN transition

INTRODUCTION



SPEAKER



Dominique Sénécal
South-East
Region President



BIOCOOP

History and values

Notre charte

Notre réseau de magasins Biocoop a pour objectif de :

développer l'agriculture biologique *dans un esprit d'équité & de coopération.*



En partenariat avec les groupements de producteurs, nous créons des filières équitables fondées sur

le respect de critères sociaux et écologiques exigeants.

Nous nous engageons sur **la transparence de nos activités et la traçabilité de nos approvisionnements.**

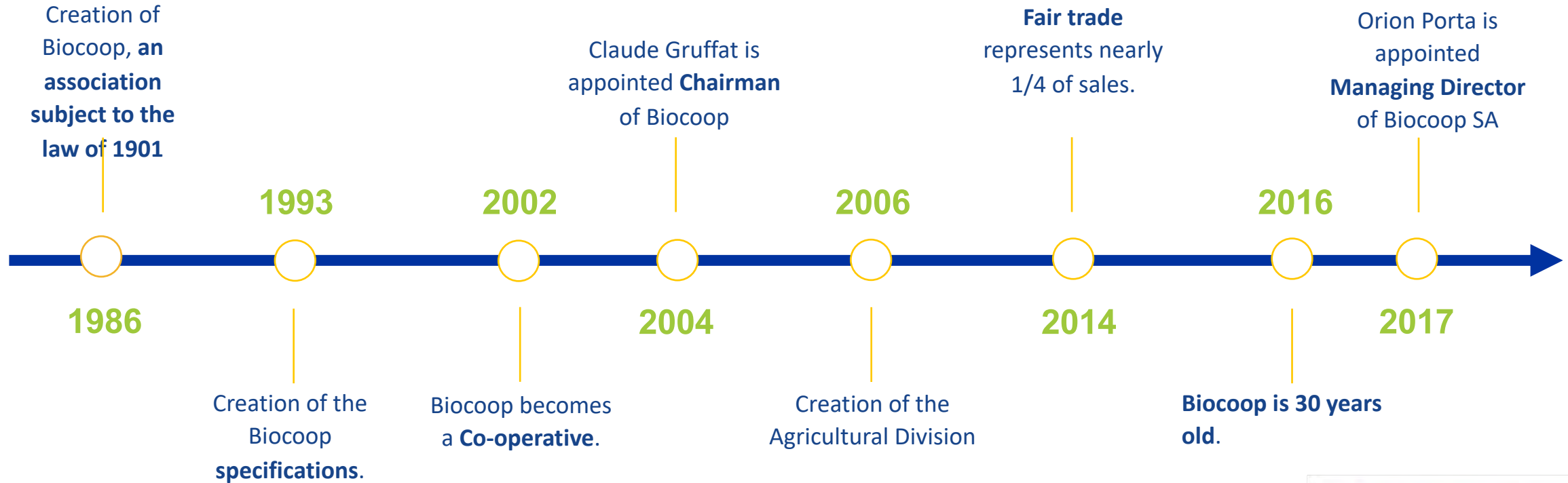
Présents dans les instances professionnelles,

nous veillons à la qualité de l'agriculture biologique.

Nos magasins Biocoop sont **des lieux d'échanges et de sensibilisation pour une consom'action responsable.**

KEY DATES

In the 1970s, committed consumers join forces to obtain organic products. With their origins in these buying associations, commercial co-operative enterprises are created **in the 1980s**.



A UNIQUE CO-OPERATIVE MODEL

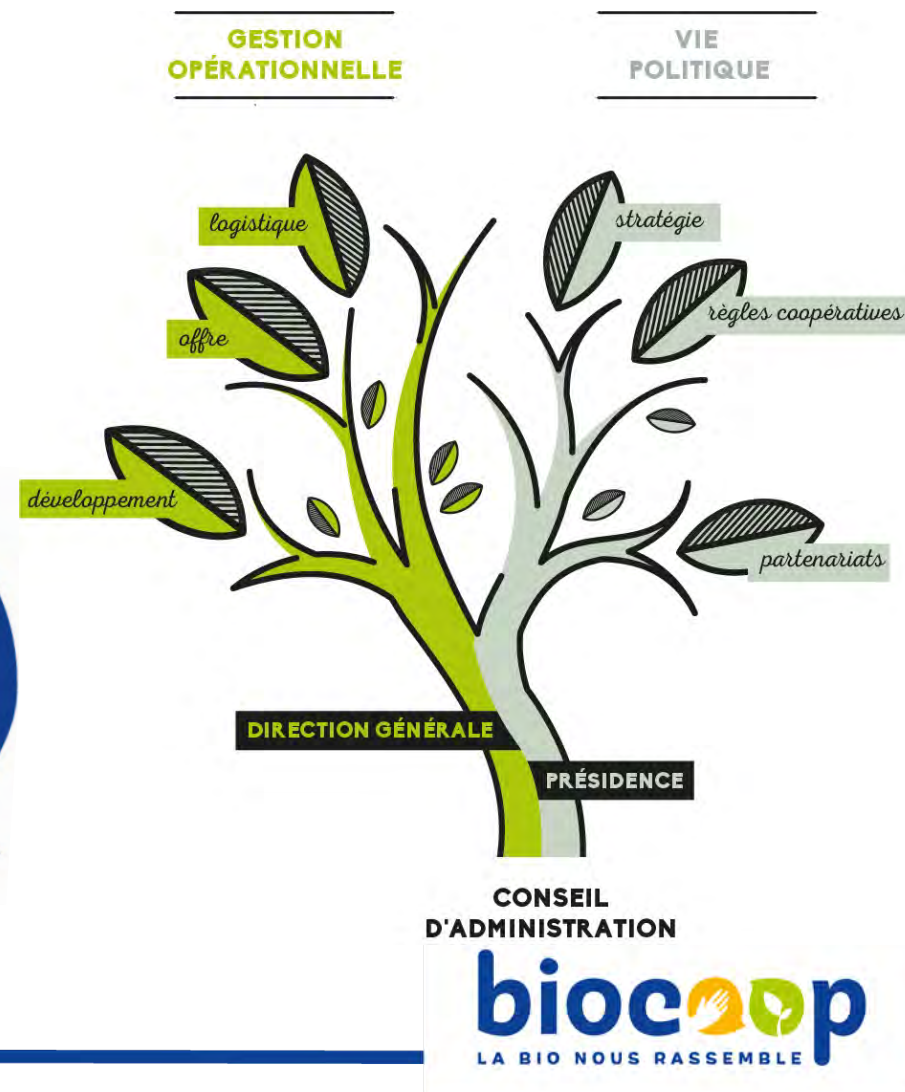
559
Stores

3
Consumer
associations

3,600
farms

20
associations

395
Employee
shareholders





OUR NETWORK

of stores

OUR STORES

559

*stores
as of the end of
december 2018*

74

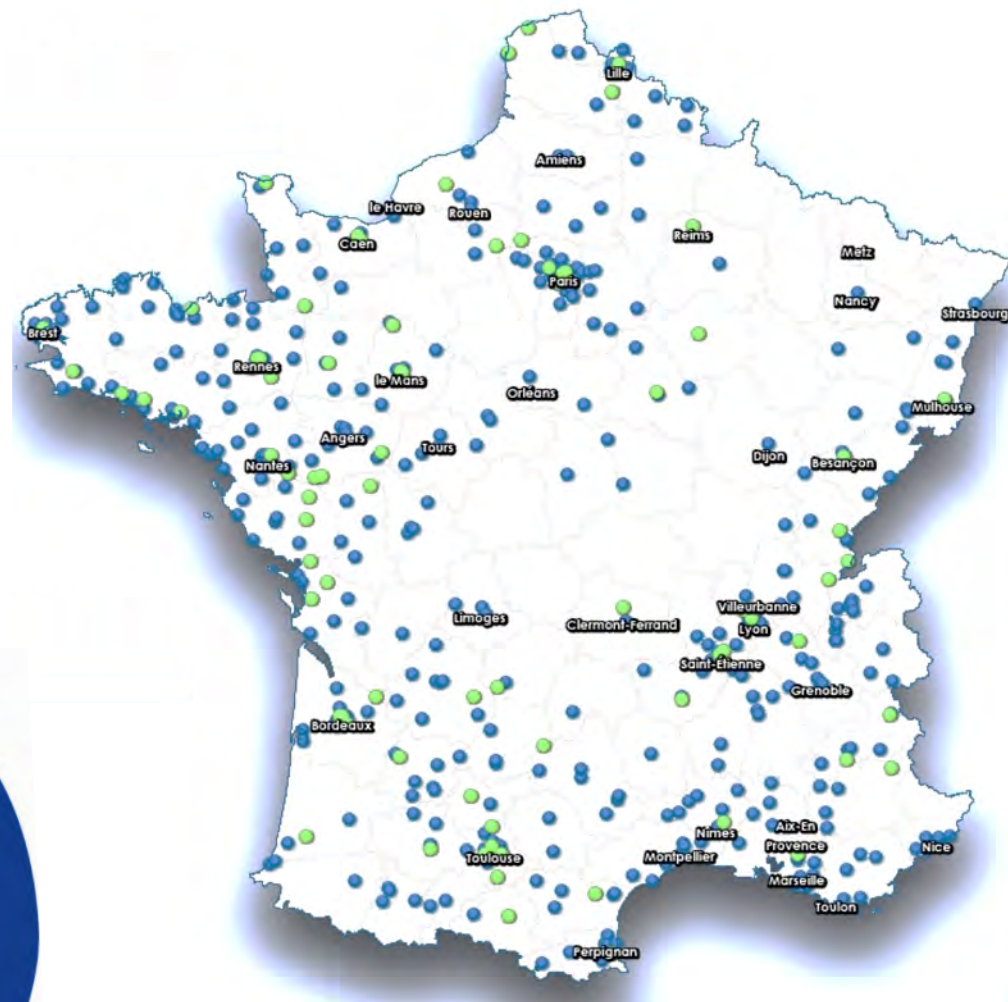
*stores opened
in 2018*

€1.2 bn

*of network T/O excl. VAT
in 2018 (+ 11.1%)*

5,500

*store
employees*



THE AGRICULTURAL DIVISION

+3,600
farms

20
associations

+5,000
*local suppliers for
the stores*

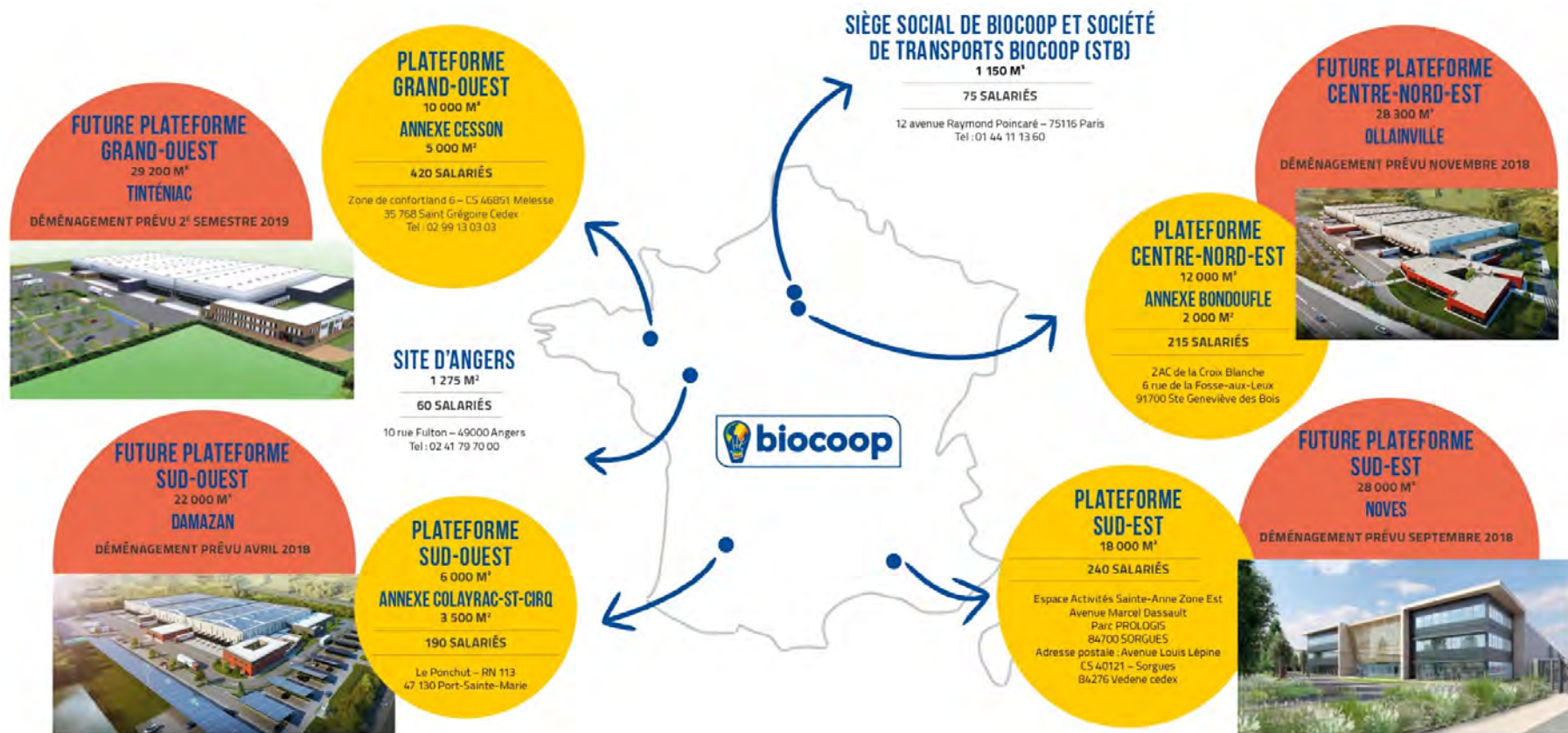




THE CO-OPERATIVE

...and its subsidiaries

THE BIOCOOP SITES



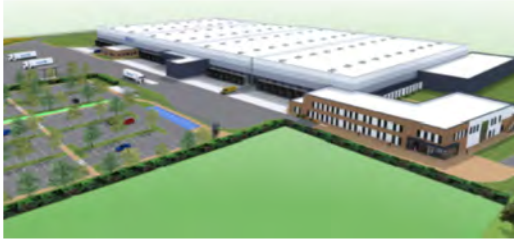
To serve more than 800 stores

To manage up to 30% of additional items (without counting Fruit and Vegetables)

To be able to manage volumes more than 2.5 times higher than those of 2017

In conditions of optimal safety for the logistics teams

SUSTAINABLE INVESTMENTS



West project in Tinténac



Centre-North-East project in Ollainville

TO ORGANISE EFFICIENCY

2020 HEQ objectives

- 80 million of logistical investment
- 12 million of IT investment
- ISO 14 001 for all platforms
- Electricity supply provided by Enercoop
- Installation of photovoltaic panels



New South-West Platform in Damazan



South-East project in
Noves

TRANSPORT COMPANY (STB)

The Biocoop transport company (STB) delivers to all the stores in the network and carries out collections from producers and pick-ups from partner suppliers.



955,000

*Pallets transported
in 2017*

65
trucks

115
employees

€31.8 m
Turnover in 2017

BIOCOOP CATERING

By working alongside associations of local producers without taking over from them, but by providing a complementary offer intended for local communities, Biocoop Catering works to build short supply chains which guarantee quality, fair and environmentally-friendly products.

+900

*product items
adapted to mass
catering*

5,000

customers

17

employees

+4 m

equivalent meals

€8.2 m

*turnover
(+25%)*

25

*partnerships
with
associations of local
producers*



OUR SUPPORT

6
*million
euros*

Défibio (upstream/downstream project capital development subsidiary):

- €3.8 m of investment in 2017 (€2.6 m in 2016)
- 55 applications supported in 2018

Codefi (support for associations in the agricultural division):

- + €180,000 of financial support in the 1st half of 2018

Joint development budget paid by Biocoop for the Ensemble brand:

- + €800,000 in 2018



OUR OFFER

Our purchases of products are primarily **local and fair trade oriented** of French and North/South origin (21.4% of our purchases).

Biocoop, with **nearly 8,500 items**, offers products for all consumers:



THE BIOCOOP RANGE

In 2017, Biocoop offered **159 own-brand products** in: household cleaning, yoghurts, chocolate bars, jams, biscuits, soups...

TOGETHER, UNITED FROM THE PRODUCER TO THE CONSUMER

A range of 700 **products** that guarantee consumers a **fair remuneration of the producer** and which allows the **development of networks in France**.

I CAN BUY ORGANIC

A selection that includes more than **220 products** offered at low prices (margin initiatives by suppliers, platforms, stores).

BULK

+ than 370 items in sweet and savoury grocery products, honey, wine, oil, washing powders and cleaning products.



AN activist and societal
BRAND

CLEAR COMMITMENTS



100% *organic*

All certifiable products distributed in our stores are organic... as well as our 100% organic farms



21.4% *from fair trade*

Including 10% from North/South fair trade and 11.4% from French fair trade



0% *transport by plane*

Thanks to our environmental commitment, none of our products takes the plane! Deliveries are made by road, rail or boat.



0% *GMO*

We avoid all ingredients that present a risk of contamination from GMOs.

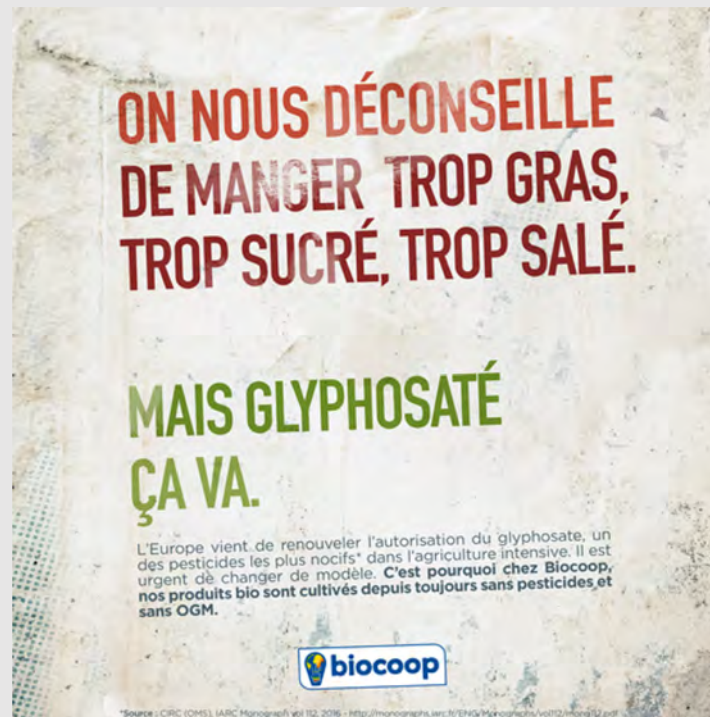


More than **370** *items in bulk*

Or 10% of turnover on average



0% *water in plastic bottles*



Media campaigns



AT THE HEART OF PROGRESS

CSR at Biocoop

AT THE HEART OF PROGRESS: 4 PROGRESS AREAS



COHÉRENTS
ET EXEMPLAIRES EN INTERNE

UNIS
POUR FAIRE AVANCER NOS
PRATIQUES COMMERCIALES

ESSAIMEURS
DE NOTRE PROJET
D'ENTREPRISE



RECONNUS
COMME ACTEURS
DU CHANGEMENT SOCIÉTAL



THANK YOU!

Questions, answers



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