



PRESS RELEASE - JUNE 3 2024

2023 RESULTS

AGRIAL ACHIEVES A SOLID 2023 AND CONTINUES TO INVEST FOR THE FUTURE

Agrial's 2023 financial statements were definitively approved by the Co-operative's farmer members at its annual General assembly on 31 May. Despite an unprecedented drop in food volumes in France, Agrial's business was generally on target in 2023, with sales up to 7.4 billion euros (+3.7% vs. 2022), boosted by inflation. The company's performance is also holding up well, with EBITDA of €239 million, enabling it to pay out more than €16 million in returns to its 12,500 farmer members in 2023.

Beyond the global context, the main highlight of 2023 remains the election of Bernard Guillard as Chairman of Agrial, succeeding Arnaud Degoulet, Chairman of the Co-operative from 2012 to September 2023 ([see PR of 29/09/2023](#)). The merger with the Natura'Pro co-operative, effective since the 2023 General assembly (see Agricultural division page), anchors Agrial's development in the Rhône-

Alpes French region and represents more than 800 new farmer members and 25 additional local stores for Agrial.

Upstream, the Agricultural division had a satisfactory year, after 2022 was exceptional in every respect. Cereal collection (summer and autumn) reached a record level of 1.8 million tonnes, and agricultural supply activities, in both crop production and animal nutrition, were also buoyant. The Rural distribution department, for its part, has stabilised after 3 years of strong growth, which is a notable achievement in a market in decline.

The Dairy division also had a good year, in line with 2022, but in a very different context from the previous year. While 2022 was mainly driven by commodity prices, it was the Ultra-Fresh business that achieved a record year in 2023, supported by equally satisfactory performances from butter and cheeses, both cow's and goat's.

The year was more mixed for the Meat

division, which suffered from a lack of volumes for its premium butchery and charcuterie products, impacted by inflation and high production costs. On the production side, we note the planned merger with the Evel'Up pork co-operative, announced at SPACE 2023 ([see PR of 14/09/2023](#)).

In addition, the reorganisation plan for the Fresh Produce division initiated in 2022 has borne fruit, enabling the division to return to growth in 2023, aided by record sales of 1st range products in France. On the other hand, the Dutch subsidiary (beans, Brussels sprouts, etc.) remains in a more complicated situation.

Finally, while the UK and US operations of the Apple & Beverage division were on target in 2023, the major challenge for 2024 will be to turn around the cider business in France, for which a plan has just been announced and discussed with employee representatives.



« The performance in 2023 is further proof of Agrial's resilience, capable of adapting with agility in the face of growing uncertainties and hazards in the economic and agricultural context, accentuated by geopolitical tensions and climatic disturbances. In this context, our ambition to constantly improve the value of the products produced by the Co-operative's farmer members remains intact, and is reflected in very concrete terms by a very significant, symbolic figure of **one billion euros of investment over the next 5 years**. This will involve both agricultural and agri-food activities, with recurring investments to maintain our tools and more structuring projects that will be detailed as they progress. »

Bernard Guillard, Chairman of Agrial
and **Ludovic Spiers**, Chief Executive Officer of Agrial

OUR 2023 FOR RESULTS

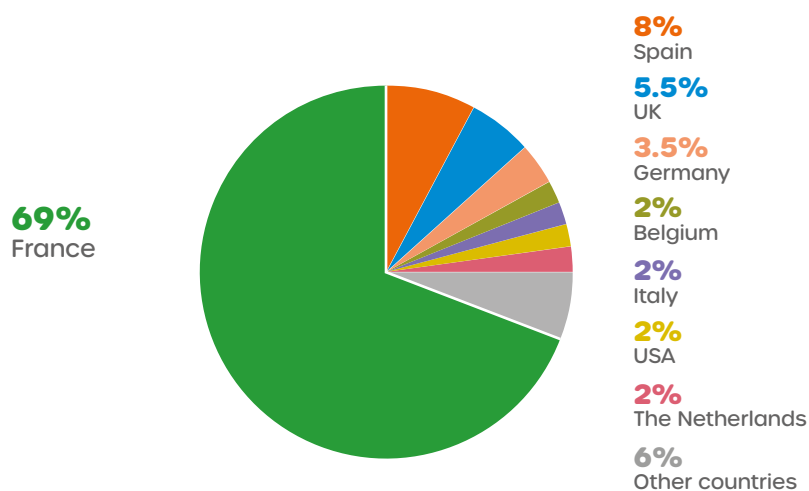
Agrial's turnover (€billion)



Breakdown of turnover by division



Breakdown of turnover by country



Gross operating income (€ million)



Investments





AGRICULTURAL



► 8,400

cereal farmer
members

► 2,500

cattle farmer
members

► 650

seed multiplier
farmer members

► 7,700

farmer member
engaged in services
and supplies

► 3,800

employees

► €1.9bn

turnover
in 2023

The year 2023 saw a relative return to normal for the agricultural sector, following an exceptional year in 2022 from every point of view. Even so, price volatility, inflation and the vagaries of the weather continue to have a major impact on all farms and the industry's activities. At more than 1.8 million tonnes, the 2023 cereal collection will remain a record for the Co-operative, but difficulties with planting during the winter of 2023-2024 are likely to hamper the 2024 collection.

A successful marriage between Agrial and Natura'Pro!

The merger between Agrial and the Natura'Pro Co-operative, approved by the farmer members at the General assembly, has been effective since May 2023. Agrial's Alpes Sud-Est region now has 1,000 committed members, 40 local outlets (shops, silos, etc.) and teams serving producers in Drôme (28), Ardèche

(07) and the neighbouring departments of Gard (30) and Loire (42). This merger has mobilised all the teams in the Agricultural Division, from the harmonisation of information systems to the integration of accounting and finance, via human resources and shops.



The 25 shops in the Alpes Sud-Est region now operate under the LaMaison.fr banner, with ranges covering agriculture, gardening, pet supplies, DIY and materials.



DAIRY



► 2,800

farmer members producing
conventional cow's milk

► 350

farmer members producing
organic cow's milk

► 600

farmer members producing
goat's milk

► 40

farmer members producing
organic goat's milk

► 5,200

employees

► €2.9bn

turnover
in 2023

The Dairy division had another satisfactory year in 2023, driven by market dynamics that were very different from 2022. Growth in mass-market products and, above all, private labels, were able to offset the fall in commodity prices. On the farm, prices paid to member producers have stabilised, but have not managed to reverse the downward trend in collections. Thanks to the diversity of its plants and the expertise of its teams, the industry is able to continually adapt to make the most of the milk produced by its farmer members.

"It takes an exceptional goat to make an exceptional cheese!"

You've probably seen two offbeat TV adverts filmed on the premises of goat's milk producers in Drôme provençale (26) and broadcast at the end of 2023... They feature two original situations in which a goat is honoured for her talents as an impersonator and comedian, with a cheeky tone that reflects our Soignon brand! In 2023, the Soignon brand underwent a more

comprehensive marketing overhaul, including a sleek new logo and packs highlighting three key messages: highlighting the Co-operative and its special features, the expertise of the processing sites and the diversified goat feed, 85% of which is produced on the farm. A fine way of highlighting the daily commitment of members and employees throughout the industry.



Scan this QR code to
see the Soignon ad!



FRESH PRODUCE

► 125
vegetable
farmer members

► 100,000
tonnes of fresh produce
provided by farmer members

► 10,200
employees

► €1.5bn
turnover
in 2023



The Fresh Produce division returned to growth in 2023, driven in particular by very favourable market conditions for 1st range vegetables in France and Spain. The reorganisation plan implemented in 2022 has also made it possible to contain fixed costs despite the inflationary context, and to position ourselves as close as possible to customers in each market. The challenge is also to cope with the vagaries of the weather, which are becoming increasingly difficult to predict and manage on a day-to-day basis.

After carrots, the Onion Plan!

Following the example of its Carrot Plan two years ago, the Fresh Produce division launched its Onion Plan in 2023. The FO has thus doubled its production on the Co-operative's territory, with in particular a very strong development in the plain of Caen in connection with the construction of a new storage site in Moulton (14) at the beginning of

2024 as well as a packaging workshop in Créances (50). A new building has also been operational at the Feillens site (01) since October 2023, with new onion peeling and slicing lines. These lines will now be used to supply the Meat division with ready-to-eat meals - a fine example of cross-functionality!



*The new site at
Feillens (01) has
been operational
since October 2023.*



MEAT



► 320

pork farmer
members

► 130

poultry farmer
members

► 50

egg producer
farmer members

► 1,500

employees

► €700m

turnover
in 2023

2023 was a year of contrasts for the Meat division. The delayed application of price rises meant that production costs were not covered in the first half of the year. However, the second half of the year saw a return to a decent level of performance. Demand is generally down on meat markets due to a rise in consumer prices, and the Meat division has unfortunately not escaped this context with a significant drop in its volumes. Because Agrial wishes to continue to support and maintain livestock production in its territory, it has joined forces with the Evel'up Co-operative since January, 1st 2024 to help renew the generations of farmers and improve the competitiveness of the sector.

Brient charcuterie improves its carbon footprint

To reduce its carbon footprint in terms of gas and electricity consumption, the Brient plant in Antrain (35) has replaced its two refrigeration units with a single unit fuelled by the green gas refrigerant HFO. Fitted with a variable speed drive and heat recovery system, the

installation also enables washing and process water to be pre-heated. This highly structured project, which will be completed by the end of 2023, is expected to generate annual savings of 550 tonnes CO₂eq, or 15% of the site's carbon footprint.



The facilities at Brient site in Antrain (35).



APPLE & BEVERAGE



► 480
cider fruit producer
farmer member

► 105,000
tonnes of apples
collected

► 1,100
employees

► €400m
turnover
in 2023

2023 was a particularly mixed year for the Apple & Beverage division. The UK and Californian operations returned to growth, while France suffered from three very unfavourable factors: the vagaries of the weather, inflation and sluggish consumer spending. It was against this backdrop that a plan to reorganise the division's cider-making activities was announced at the beginning of 2024, with a view to securing the future of the sector and looking to the future with greater peace of mind.

The division adjusts its model to restore the competitiveness of its cider sector

On 1 February 2024, Agrial announced a plan to reorganise and transform its cider-making activities in France. Against a backdrop of sharply declining cider consumption in France (down 50% in 20 years), the sector's economic performance has deteriorated significantly in recent years, forcing it to reorganise its activities and focus all its efforts on the markets that are at the heart of the division's mission: adding value to the apples of its farmer members.



This project would involve specialising and saturating the industrial facilities, transferring the activities of the Messac site (Brittany) and its employees, and simplifying export activities. These elements, which have been the subject of information and consultation with employee representative bodies, would result in the loss of 44 positions in France (mainly at the Issy-les-Moulineaux (92) head office), the mobility of 13 employees at Messac (Brittany) and the transfer of the head office to Cesson-Sévigné (35). Particular attention is being paid to the situation of each individual in order to envisage appropriate support measures, with priority given to seeking internal redeployment within the division and the Agrial Group as a whole.

ABOUT AGRIAL

Agrial is a French agricultural and agri-food co-operative that supports its farmer members on a daily basis to promote and market their products. Relying on strong brands (Florette, Soignon, Grand Fermage, Danao, Loïc Raison, Breizh Cola, Tallec...), the Group has 100 production sites in 10 countries and develops agri-food activities in the fields of milk, vegetables, beverages and meats.

A committed company, Agrial develops responsible and efficient agriculture and offers consumers safe, healthy and tasty food. Together, the 12,500 farmer members and 22,000 Agrial employees embody the company's values of sustainability, proximity, solidarity and boldness. In 2023, the Group generated €7.4 billion in revenue.

More information:

www.agrial.com



PRESS CONTACT

Claire AUDUSSEAU
c.audusseau@agrial.com
+33 (0)6 73 21 87 25