

*Generational
renewal*

—

*Who will lead our
coops in 2037 ?*



Here's to life



United to nourish better

KEY FIGURES

2.600 cooperatives

12.260 CUMA (farming machinery cooperatives)

85,9 billion € turnover

The equivalent of 40 % of the turnover generated by French agri-food industry

74 % of HQs located in rural areas

3 in 4 farmers are active members of at least 1 cooperative

Over 165.000 employees

1 food brand out of 3

550 cooperatives involved in organic farming



Main actions of cooperatives towards young associate-cooperators

Facilitate the
transmission to
young people

Support individual
professional
projects

Secure income

Boost technical
skills

Encourage
engagement in
cooperative life

promote access to
responsibilities

engage in
education
alongside schools

*Our group at a
glance*



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SODIAAL KEY FIGURES AND FACILITES FOODPRINT (74)



13 200
members



4,8 billion
Litres of milk collected
in **71** departments

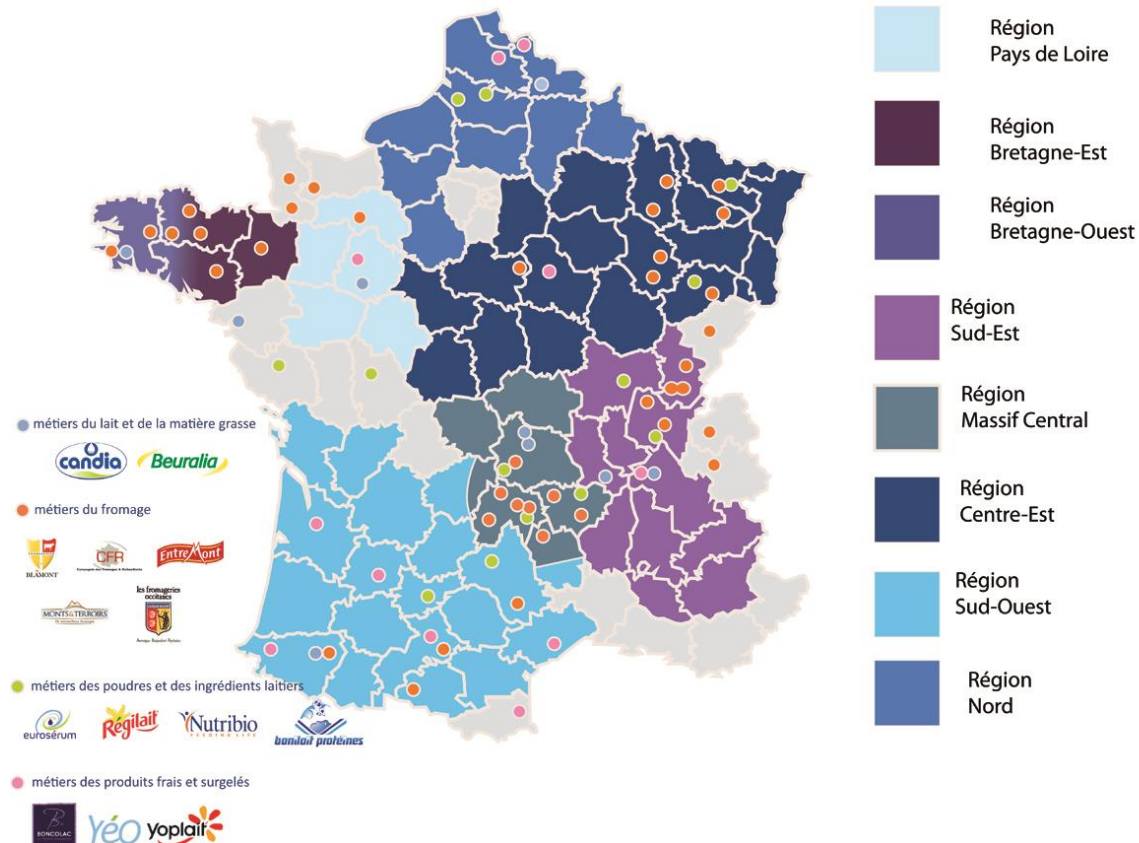


> 5 billion €

Turnover

10 000

employees



OUR GROUP ORGANISATION



FROMAGES



LAIT DE CONSOMMATION ET MATIÈRE GRASSE



POUDRES ET INGRÉDIENTS LAITIERS



PRODUITS FRAIS ET SURGELES



SODIAAL
SODI EXPERTS Commercialise les produits pour la Consommation Hors Domicile

Cheese

Liquid milk
and fat

Dairy
ingredients

Fresh
products

MAIN STRENGTH = OUR DIVERSITY

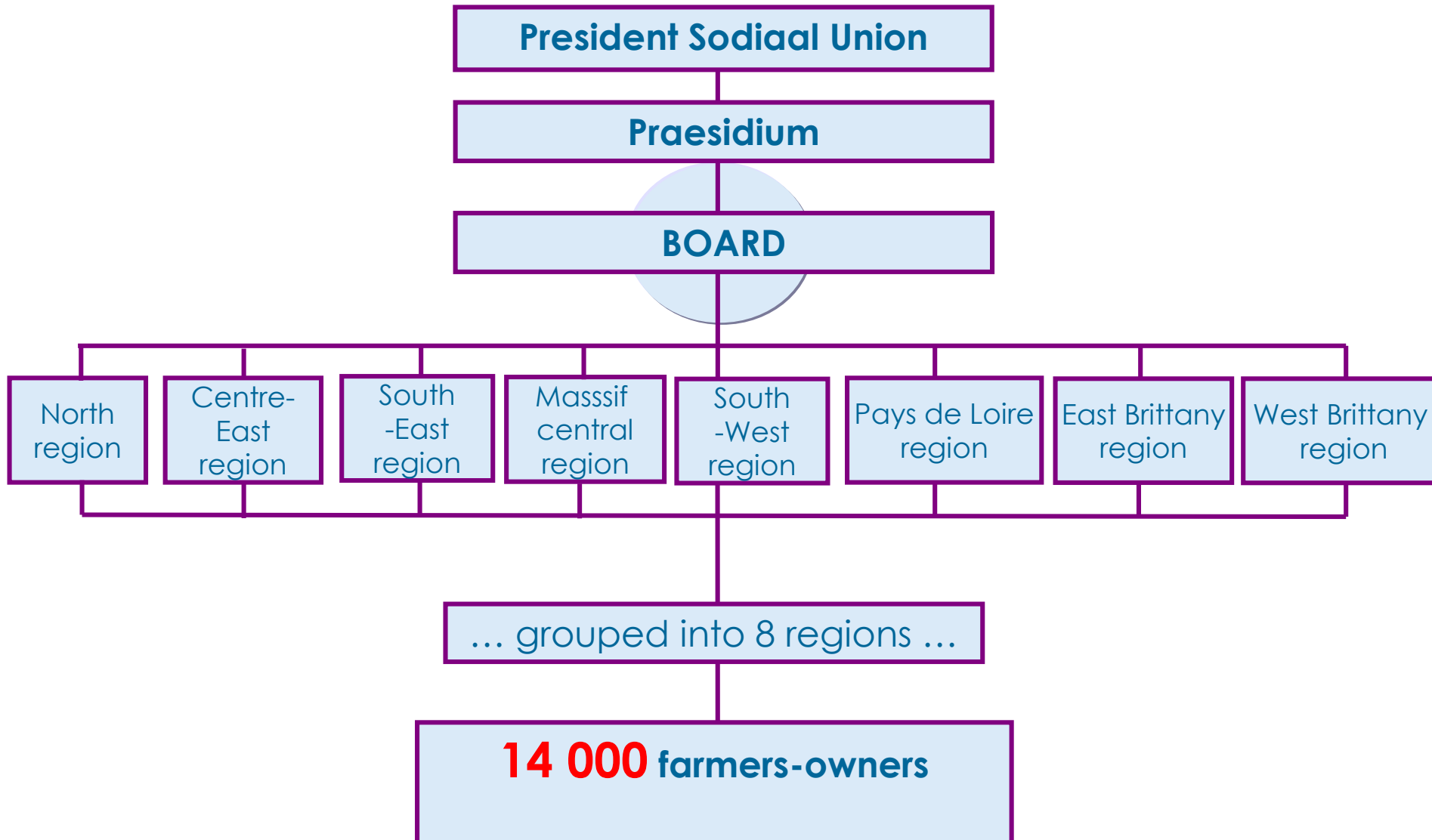


*What are we
doing for our
farmers ?*



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OUR GOVERNANCE TREE



FOR EACH REGION

- ✓ Meetings of regional boards (8/year)
- ✓ Winter regional meetings for all members (approx 50 meetings for the group)
- ✓ Regional general assembly pre-meetings in april/may (30 for the group)

GLOBAL COMMUNICATION TOOLS

- ✓ Bi-monthly newspaper
- ✓ Dedicated Extranet

*Our specific tools
for young
farmers*



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LA SODIAAL BOX
Sodiaal s'engage pour
les Jeunes Agriculteurs



Un « chéquier » de
10 000 euros
pour les installations
à partir du
1^{er} avril 2015



Une attribution
volume jusqu'à
300 000 litres
avec un plafond
de 450 000 l/UTA

Specific Aid
10 000 €

Specific
Volume
attribution



Quality

Equity

Training

... SPECIFIC DEDICATED ACTIONS

FOR EACH REGION

- ✓ Integration day (meeting with members of the regional board + visit of a plant)
- ✓ Young farmers meetings
- ✓ Travels across Europe

NATIONAL LEVEL

- ✓ National meeting (more than 150 young farmers) in June (2 days with a meeting with the Chairman + Ceo, visit of a farm and a plant)

**... WE HAVE ALSO A MEMBER SCHOOL
WITH SPECIFIC COURSES FOR THEM**



Conclusion

***We believe in
young farmers***



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