

Business Area

Wholesale and Production

Wholesale and Production continue to develop very well. Both areas are increasing their sales and consolidating their position on the various markets.

The Coop Group's Wholesale/Production business area generated net sales in excess of 16.331 billion Swiss francs in 2023, which is 3.7% more than the previous year.

Transgourmet Group

With subsidiary Transgourmet Holding AG, the Coop Group is active in the cash & carry and wholesale supplies market in Germany, Poland, Romania, Spain, France, Austria and Switzerland. In 2023, Transgourmet generated net sales of 11.408 billion Swiss francs from its cash & carry stores and wholesale supplies, which equates to an increase of 3.2%, and was able to further consolidate its position as the number 2 in European wholesale over the last year. Transgourmet is a pioneer in sustainable ranges and generated net sales of 794 million Swiss francs in 2023.

Total sales Wholesale/Production

16.6 CHF billion



Highlights from the national subsidiaries of the Transgourmet Group

The table below lists highlights from the year under review for the individual national subsidiaries and companies of the Transgourmet Group. For more information about the Transgourmet Group, visit www.transgourmet.com.



TRANSGOURMET

Deutschland

Germany

In the cash & carry sector, Riedstadt-based Transgourmet Germany operates 38 stores under the Selgros Cash & Carry and three stores under the Transgourmet Cash & Carry sales brands. Transgourmet also supplies bulk customers in the hotel, restaurant, corporate catering and social service sectors from 13 different locations.

Highlights in 2023

- Significant increase in sales and profits compared with the previous year
- Successful anniversary campaign run for the own-label brands: at approx. CHF 600 million, the sales target was exceeded by approx. CHF 40 million
- The “Green Logistics” project helped save around 70 000 delivery stops, which equates to a saving of over 970 tonnes of CO₂
- With its “Bio Möglichmacher” (Organic Enablers) project, since midway through the year Transgourmet has been encouraging farmers to switch from conventional to environmentally-friendly agriculture
- Transgourmet scoops numerous awards: PETA’s “Vegan Food Award” in the “Best vegan brand” category, finalist in the “Eco Performance Award” for “Green Logistics”, “Employer of the Future” awarded by the Innovationsinstitut für Nachhaltigkeit und Digitalisierung (innovation institute for sustainability and digitalization), best score in the sector in the “Sustainability Rating” by “ecovadis Seafood Star 2024” for Ursprung at the 2023 Fish International trade fair
- Relaunch of online shop improves customer experience throughout the customer journey



TRANSGOURMET



TRANSGOURMET

cash & carry



SELGROS

Specialists



TRANSGOURMET
seafood



FRISCHEPARADIES



stump & stammer
INTERNATIONAL FOOD SUPPLY



gn
gastronomi



NIGGEMANN



TEAM
BEVERAGE



GEVA
THE BEVERAGE SOLUTION COMPANY



EGV | AG
FOODS - IT UNTER BUSINESS



SANA LOGIC

EGV AG

- Bauer Food Service fully integrated into the EGV distribution strategy
- Independent logistics developed for Bauer Food Service, with tremendous improvement in delivery performance
- Biogas trucks now account for an even greater proportion (over 20%) of the total fleet

Gastronovi

- First AI function integrated in Gastronovi Office
- Gastronovi inspires its visitors with the first “gn connect” company fair in Bremen: around 450 customers and partners gather in the spirit of “Networking, sharing, and learning from each other”
- Prestigious new customers with L'Osteria Austria and Curry & Co. in Germany

Sump & Stammer

- Market leadership in food supplies to cruise ships in Europe further consolidated
- Second year in a row of record sales

TEAM BEVERAGE

- Gastivo hit record sales of around CHF 210 million
- Team Beverage Convenience and Geva4Gastro pool their drop shipping business under the umbrella of Team Beverage Solution and generate sales of around CHF 160 million
- Market share gains thanks to three new delivery partners in the wholesale beverages network
- Lekkerland and Team Beverage Solution renew their cooperation agreement for a further 5 years, to 2028

GEVA Gastro

- Enthusiastic response to the GEVA annual conference in Dublin
- Lots of media interest in the “2023 Hospitality Award”

Frischeparadies

- Expansion of the own-label ranges “Frischeparadies” and “QSFP” (Qualitätssiegel Frischeparadies)
- Start of the cooperation with Flaschenpost to deliver to private customers
- CO₂ footprint improved by replacing cooling systems and refrigerating units and reducing fuel consumption in the fleet

Stores



50

More information:

www.transgourmet-deutschland.de



SELGROS

România

Romania

Selgros România, based in Brasov, operates 23 cash & carry stores. Catering customers are supplied from the individual stores. In Bucharest, customers are served from Selgros' own distribution warehouse.

Highlights in 2023

- Increase in sales in the catering and bulk customers cluster
- Focus on increasing volumes in the meat, fish and fruit & vegetables fresh segment
- Warehouse management and picking system introduced to optimize delivery efficiency
- CO₂ footprint reduced by replacing cooling systems and refrigerating units at the Cluj and Craiova stores
- More photovoltaic units installed at the Craiova, Drumul Taberei, Pantelimon stores



SELGROS

Stores



23

More information:

www.selgros.ro



TRANSGOURMET

Polska

Poland

With Selgros Cash & Carry, Poznan-based Transgourmet Poland is one of the largest cash & carry specialists in the country. Transgourmet Poland operates 19 Selgros Cash & Carry stores. Transgourmet also operates in the food service business in Poland. Specifically to this end, the company established its first logistics centre near Warsaw from which it supplies contract catering firms and hotel/restaurant/catering customers.

Highlights in 2023

- Rapid growth in food service and deliveries to the catering sector
- Strengthened as a national hotel/restaurant/catering provider with the opening of the new food service warehouse in Gliwice, and transshipment points in Krakow, Wroclaw and Lodz
- "Chefs en Or" cooking contest staged in Warsaw
- Strong growth in own-label brands
- Major commitment to sustainability: sales growth for Natura and greater energy efficiency



TRANSGOURMET



SELGROS

Stores



19

More information:

www.transgourmet.pl



TRANSGOURMET

France

France

Based in Valenton near Paris, Transgourmet France operates 22 warehouses, 20 platforms and a cash & carry store. In the French wholesale supplies market, Transgourmet ranks second.

Highlights in 2023

- New customers gained in bakeries and confectioners segment
- Independent customers developed thanks to premium retail approach and the digital solution e-Quilibre.
- One-stop delivery concept developed and accelerated for numerous key accounts
- Anniversary: 10 years of Transgourmet own-label brands Economy, Quality and Premium
- Transgourmet Origin range expanded
- Premium offering expanded with new catalogue
- New customer app for mobile launched
- New e-Gourmet website
- Involved in designing Futur(e)s Food, the first French initiative that rewards innovative and committed food entrepreneurs who are leading pioneering projects in the food segment
- The fifth consecutive year on the list of best employers produced by "Capital" magazine and the second consecutive year on the list of companies committed to diversity



TRANSGOURMET



TRANSGOURMET
cash & carry

Specialists



TRANSGOURMET
fruits & légumes



TRANSGOURMET
seafood



TRANSGOURMET
export



TRANSGOURMET
solutions

Warehouse



22 warehouses / **20** platforms

More information:

www.transgourmet.fr



TRANSGOURMET

Ibérica

Spain

On the Spanish market, Transgourmet is the leading food wholesale company thanks to its cash & carry and retail business.

Highlights in 2023

- Real estate acquired from 35 existing GM Cash stores
- Three cash & carry stores fully renovated: Vinarós, Blanes and Tarragona
- Two plots of land acquired on which to build the new cash & carry model with food service platform in Mercabarna (Barcelona) and Leganés (Madrid), in order to serve customers in the country's two key catering markets
- Two GM filling stations opened in Tudela and Vinaròs, bringing the total filling stations at Transgourmet Ibérica to 26
- Roll-out of project to centralize fresh produce, in order that a comprehensive fresh produce service can be offered for all locations in the region from the platform in Malaga (Fuente de Piedra)
- A further 60 employees joined the sales team in the food service segment
- Development of an increasingly healthy range with continuous improvement of sustainability and animal welfare aspects
- 52 new Suma, Proxim and Spar supermarkets opened
- 100 Natura items added to the range, to offer a selection of organic products
- Own-label products for the hotel and catering trade switched to the "Quality" and "Economy" brands
- Installation of 33 500 m² of photovoltaic units in the GM Cash stores to reduce energy consumption by 25%
- Technical equipment upgraded at GM Cash, leading to an 80% reduction in CO₂ emissions
- Measures implemented which cut plastic consumption by 32%
- Agreement signed with the "PortAventura Foundation" to help provide therapy services for seriously ill children and children at risk of social exclusion by financing a house in the "PortAventura Dreams Village"
- Regional "Family Days" events at which around 3 500 members of the Transgourmet team had fun together with their families



GROS MERCAT



GM CASH



TRANSGOURMET

Specialists

suma

PROXIM

SPAR

Stores



70

More information:

www.transgourmet.es



TRANSGOURMET

Österreich

Austria

Traun-based Transgourmet Austria is the market leader in wholesale catering supplies, and offers its catering and commercial customers a combination of cash & carry stores and delivery services. The company supplies customers throughout Austria from 11 locations (including Riedhart).

Highlights in 2023

- Further consolidated lead over competitors and increased market shares in catering
- Large-scale customer satisfaction survey awards top scores for overall satisfaction and for service, product selection and quality
- Fifteenth Transgourmet location opened in Krems an der Donau
- Construction work started on renovation of Salzburg location and new location in Klagenfurt
- Emphasis on sustainable ranges and further developing the Natura range – general increase in sales in the own-label range
- First e-truck fully operational for customers in Vienna – another 25 ordered
- Fifth Transgourmet PUR event with further growth and recognition in the sector
- Reusable, sustainable fixing plates for wheeled containers in the catering/restaurant and hotel business now in use nationwide in Austria



TRANSGOURMET



TRANSGOURMET
cash & carry

Specialists



GASTRO PROFIL



Transgourmet stores



11 Multichannel **/4** Cash & Carry

More information:

www.transgourmet.at



TRANSGOURMET

Schweiz

Switzerland

Based in Moosseedorf near Bern, Transgourmet Switzerland is the market leader in the cash & carry and wholesale supplies sector. The 31 Prodega stores stock the widest range in Swiss wholesale. Deliveries are made from ten regional warehouses, mostly linked directly to a cash & carry store.

Highlights in 2023

- Growth in customers and sales at both Prodega and Transgourmet
- 2023 customer survey: Prodega and Transgourmet are the best-known in catering sector
- 10 years of own-label brand Transgourmet Quality celebrated in fitting style with lots of promotions
- Own-label brand Natura expanded and further developed
- Transgourmet plant-based range expanded
- Ethno food range expanded
- Modernization programme “Markt 3.0” continued, at the Heimberg, Rüschlikon and Wilderswil stores; 14 out of 31 stores already have the new look
- New, updated customer app to optimize the shopping experience
- New sustainability campaign under the “Actions, not words” motto launched in November and sustainability website overhauled
- Reusable inserts used for wheeled containers in supplies business, saving over 20 tonnes of plastic a year
- Beelong’s Eco-Score introduced: around 100 own-label items in the Origine and Natura range available in the online shop as of November displaying the Eco-Score
- ISO 14001 certified (environmental management and Green Logistics)
- Launch of myTransgourmet app for employees, for rapid internal communication



PRODEGA



TRANSGOURMET

Specialists

CASA
del VINO



- Gambero Rosso “Tre Bicchieri” award for Vinattieri’s wine Ligornetto 2020
- Improvements to Casa del Vino’s customer service in Central Switzerland and in Bern

Stores



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More information:

www.transgourmet.ch
