

# Wholesale / Production Business Area

The Transgourmet Group broadens its expertise in seafood and freshness and is committed to digital solutions in food service. The Bell Food Group extends its know-how in freshness and convenience and develops sustainable and pioneering products. With the addition of fresh dough, the Coop bakeries ensure even fresher breads in sales outlets. Cave produces its first own Spumante sparkling wine.

---

CHF **14.2** bn

net sales in wholesale and production

---

The Coop Group's Wholesale/Production business area generated net sales of 14.2 billion francs in 2018, which is a gain of 9%. Adjusted for acquisitions, the area grew by 4.5%.

## Transgourmet Group

With subsidiary Transgourmet Holding AG, the Coop Group is active in the cash & carry and wholesale supplies market in Germany, Poland, Romania, Russia, France, Austria and Switzerland. In 2018, the Transgourmet Group generated net sales of 9.7 billion francs from 145 cash & carry stores and the wholesale supplies business, which equates to growth of 6.9% year on year. The company was thus able to further consolidate its position as the second-biggest in European wholesale. Transgourmet generated sales of 291 million francs from sustainable ranges in 2018. This was only possible thanks to exceptional commitment, as sustainable ranges are nowhere near as developed in wholesale as they are in retail, for instance.

### Growing expertise in seafood at Transgourmet

One of the focal areas for the development of the Transgourmet Group in 2018 was the broadening of expertise in seafood. On 2 January, Transgourmet Switzerland acquired the business activities of Polar Comestibles, based in Reinach/Basel-Landschaft. Polar Comestibles sells a selected range of fresh fish and food products for the catering sector. This was followed, on 5 April, by the takeover of Zurich-based Braschler's Comestibles Import AG, which specializes in the purchasing, production, processing and sale of fresh fish. In addition, Braschler's Comestibles Import AG distributes seafood, meat and food products. Both Polar Comestibles and Braschler's Comestibles Import AG continued operating independently as specialists within Transgourmet Switzerland Ltd and greatly expanded their ranges of fresh fish and seafood in 2018. Meanwhile, Transgourmet Germany consolidated its broad experience in fish and seafood in the year under review and acquired the company Hamburger Feinfrost, which specializes in frozen fish products, from its Frischeparadies Group.

### **More freshness at Transgourmet**

The Transgourmet Group's efforts to broaden its freshness expertise were successful in key respects in 2018. In January, Transgourmet Germany acquired Niggemann Food Frischemarkt GmbH, based in Bochum. Niggemann enjoys an excellent reputation beyond the Rhine/Ruhr region and set new standards with its cash & carry store for catering customers, which was refurbished in 2010. Niggemann continues to operate independently, and its workforce and management are unchanged.

Transgourmet Switzerland particularly impressed with its freshness ranges in 2018. Now, the range of baked goods is now available not just in cash & carry stores but also on the wholesale supplies market, so Transgourmet Switzerland has established itself as a professional partner for bakeries. With its standardized order cut-off time of 4 p.m. for next-day delivery, it has further improved quality in the area of freshness. Swiss specialist Valentin Pontresina also focused on consolidating freshness expertise in 2018, expanding its ranges of meat and dairy produce as well as fruit and vegetables.

Continuing the focus on freshness, in 2018 Transgourmet France launched the "one-stop delivery" service, which enables customers to receive items such as meat, fish, fruit and vegetables and, in some cases, baked goods and all other foods in a single delivery. This eliminates the inconvenience of several different delivery dates for different product groups.

### **Bolstering expertise in beverages**

In 2018, the business operations of wine retailer Zanini SA and wine producer Vinattieri Ticinesi SA were transferred to Zanini Vinattieri SA, which has been established as a subsidiary of Transgourmet Switzerland. The company is still managed by the entrepreneurial family, which is one of Switzerland's most renowned wine producers. Thanks to this new addition, Weinkeller Riegger AG – a specialist belonging to Transgourmet Switzerland – can enhance its range with Zanini Vinattieri wines. Since 2018, Weinkeller Riegger AG has also sold wines by Casa del Vino and has steadily expanded its existing range of French and Portuguese wines.

In the wholesale beverages business, the strategic focus is on meeting customer demand for genuinely valuable additional services and for shorter communication channels. The more effectively services and products from different players are bundled into a single offer, the greater the benefit to customers. Motivated by this strategic consideration, Transgourmet entered the beverages market with Team Beverage in 2017. In a further key step, Transgourmet Germany, the market leader in the food services sector, and the Oetker Group, one of the leading manufacturers of brand-name products, joined forces and entered into a joint venture along with their brewery group Radeberger, Germany's leading beer manufacturer, in the beverages segment of the catering market. Their goal is to work together to develop and systematically expand the catering and beverage wholesale platform Team Beverage. With Team Beverage and Gastivo, the joint enterprise, F&B – Food & Beverage Services GmbH, provides a 360-degree marketplace, which serves as a distribution, purchasing, marketing and service platform for beverage wholesalers, beverage retailers, convenience customers and caterers. All these customers can benefit from the knowledge provided on the platform in the areas of data management and category management, marketing and e-commerce, supply chain management and logistics, financial services and own-label and exclusive brands.

### **Transgourmet committed to digital 360-degree service**

With the expansion of the 360-degree platform Gastivo, the Transgourmet Group also remained firmly committed to its digitalization offensive in 2018. The market platform open to suppliers and service providers provides caterers with a 24-hour one-stop shopping experience featuring a range of services and inspirations. Likewise, the Transgourmet subsidiary Gastronovi added more features to its end-to-end software solution for the catering sector: since mid-2018, users have been able to directly access the purchasing platforms of Transgourmet national subsidiaries in Germany, Austria and Switzerland via the Gastronovi purchasing system, which is also available to distribution partners who are not connected to Transgourmet's 360-degree market platform. In 2018, Gastronovi expanded its own network with new distribution partners in Germany, Austria and Switzerland.

Under the name "e-Quilibre Hygiène", in September Transgourmet France launched a new online solution for hygiene management. The digital platform supports caterers and food processing companies with implementing their hygiene management in accordance with the rigorous HACCP require-

ments (Hazard Analysis and Critical Control Points). As well as making it much easier to inspect standards at premises, the programme offers digital solutions for the preparation of cleaning schedules and the automated supply of hygiene products. In November, Transgourmet Solutions, the French counterpart to the Gastivo platform, launched a new retailer website on which customers can gain an overview of the Transgourmet France subsidiary's range of services and book the services directly, online, by taking out a subscription.

#### Expansion of Transgourmet ranges: sustainable, affordable and exclusive

Transgourmet also continued adding to its own-label brand ranges in 2018. With the launch of the high-profile brand Transgourmet Cook, Transgourmet added a line of fine products of exceptional quality to its product portfolio. The high-profile brand is derived from Transgourmet Österreich's special format Cook and is now also available at Transgourmet Switzerland. As well as products of unrivalled quality, Transgourmet Cook is distinguished by professional advice: since 2018, chefs from Transgourmet Cook's new Culinary Expertise team have brought their mobile kitchen to German-speaking Prodega/Growa markets, where they cook live and are on hand to offer tips to caterers and restaurant owners.

---

Approx. **200** items  
from own-label sustainability brand Origine in Transgourmet Switzerland's range

---

Transgourmet Switzerland placed the focus squarely on expanding sustainable own-label brands. Since 2018, the national subsidiary's own-label sustainability brand Transgourmet Origine has comprised around 200 items. Besides meat, food and an assortment of dairy produce, the range of beverages in particular was expanded, with new products including wines, fruit juice, iced tea and syrup by Transgourmet Origine. In addition, Transgourmet Switzerland introduced 25 new Transgourmet Economy products, adding to its range of entry-level items.

Transgourmet Germany widened the range of own-label sustainability brand Ursprung in several Selgros stores as well as in the wholesale supplies market and increased its sales. Sump & Stammer, the specialist supplier to shipping companies, further expanded the range of Transgourmet own-label brands for delivery to the cruise industry. In Poland, meanwhile, Transgourmet and Selgros Cash&Carry continued to expand their organic range and more than 500 organic products are now available in Selgros Cash&Carry stores. Coop own-label brand Naturaline has also been added to the range. In 2018, the Selgros Cash&Carry stores in Russia began stocking Transgourmet own-label brands in the range, imported from Germany. The Russian national subsidiary launched the "po karmanu" brand, a range of low-priced, entry-level products. Selgros Cash&Carry also further expanded its line of own-label brands in Romania.

Transgourmet France added more than 600 premium products to its range in the year under review, including various spices, premium meat, mountain cheese, charcuterie products from the Basque country and artisanal Japanese specialities. In March, the national subsidiary launched an exclusive line of ice cream by master ice cream maker Gérard Cabiron, who has been named "Meilleur Ouvrier de France". The 50 or so exclusive Transgourmet flavours are made by hand by the 10 employees of the artisanal enterprise in the Hautes-Alpes region, using natural ingredients.

#### Foundations for growth: new locations with sustainable architecture

Transgourmet once again laid the foundations for further growth in 2018, with numerous real estate, logistics and sales outlet projects. In May 2018, Transgourmet Germany and Sump & Stammer jointly took up residence in a new location in Hamburg-Obergeorgswerder, complete with high-rise warehouse and logistics centre. At Selgros' sales outlets, the presence of the Frischeparadies branches was expanded. The Frischeparadies fish counter in Stuttgart was awarded the "Seafoods Star" accolade of "best fish counter in the cash & carry segment in 2018". Selgros Cash & Carry in Romania introduced fresh fish departments in all branches and switched the stores over entirely to LED lighting. Transgourmet Poland completed major milestones with the expansion of the Bytom hypermarket and the Poznan hypermarket: now that the civil engineering, road construction and paving for the two stores are complete, the national subsidiary has taken a big step closer to supplying its first national

customers in the food service sector. In Russia, Transgourmet opened more cash & carry stores in the Odintsovo district of Moscow and in the Moscow enclave Zelenograd, the latter being the first compact Selgros store. The newly opened stores are all equipped with environmentally friendly CO<sub>2</sub> cooling systems, heat recovery systems and LED lighting. The culinary institute in the Warsaw IV hypermarket, which opened in 2018, is Poland's most modern training centre, run in cooperation with Transgourmet and Selgros, and lays the foundation for improved training and advice for chefs as well as customers in Poland.

On 17 May 2018, Transgourmet Österreich opened its first store in western Austria, extending its presence to another key region. The location in Schwarzach (Vorarlberg) is Transgourmet's ninth in

---

# 5 000 m<sup>2</sup>

of warehouse and logistics  
space at the new Transgourmet  
site in Schwarzach

---

Austria. Covering around 4 000 m<sup>2</sup>, the new store stocks the widest range in the region for Vorarlberg's caterers. The nearly 5 000 m<sup>2</sup> warehouse and logistics space serves as a platform for deliveries, which are made by the company's own fleet. Technology-wise, the new store is designed for sustainability: most of the roof is planted. LED lighting, the use of CO<sub>2</sub> cooling systems including heat recovery to produce hot water and to save on heating energy, as well as closed refrigerating units have been installed as standard. Large windows let in natural light.

At the start of October 2018, Transgourmet France opened a new distribution centre in Saint-Loubès for the Aquitaine region and the location began delivering products from as early as 8 October. The building was constructed according to the "BREEAM" sustainability standard (Building Research Establishment Environmental Assessment Method). It was fitted with enhanced insulation, LED lighting, a global energy management system and a plant for the use of rainwater. Compared with conventional systems, energy savings of up to 15% have been achieved, thanks to the use of sustainable coolants. Furthermore, the building has a heat pump system which regulates both the heating and cooling. The Transgourmet Centre Est, Méditerranée and Rhône Gap locations have also been certified to ISO 22000 standard since 2018.

#### Digitalization increases efficiency in supply chain management

Since October 2018, Transgourmet France has been using a new platform to manage data in its supply chain management activities. From now on, suppliers can electronically submit product documentation, technical documents, product sheets, certificates and approvals via the "Lansa" platform. Central data management makes it easier to access information, thus allowing for greater transparency in regard to quality and supply chain management. The monitoring of temperature data for deliveries was also made more efficient in 2018. In the Ile de France Wissous region and at Transgourmet West, for example, Transgourmet France introduced JRI temperature recorders. JRI is used to monitor the temperature data of transport containers in real time. If the limits are exceeded, the system automatically triggers an alert. The current temperature data are transmitted to the transport departments of the Transgourmet sites every 20 minutes. Transgourmet Switzerland introduced a new CRM (Customer Relationship Management) system in the year under review, enabling it to advise customers more efficiently, in a manner more appropriate to the target group. Now, the sales team has access at all times to important figures and evaluations relating to customers they are advising. In addition, Transgourmet Switzerland launched a new website in December. Frischeparadies, a subsidiary of Transgourmet Central and Eastern Europe, also introduced a new CRM system and completely revamped its online presence.

#### Award-winning sustainability at Transgourmet

The various awards garnered by the company in 2018 for sustainability are indicative that Transgourmet practises what it preaches. In Germany, Transgourmet was again singled out by the famous EcoVadis sustainability rating, which awarded Transgourmet Central and Eastern Europe a silver medal. The company also qualified for the German Sustainability Award. Transgourmet and Selgros Cash & Carry in Poland embarked upon a cooperative venture with the Albert-Schweitzer-Stiftung in 2018 in the area of animal welfare. Together, Transgourmet and the foundation intend to develop measures to replace eggs from battery hens with eggs from more humane conditions.

### **Transgourmet committed to sustainable cross-border logistics**

The Transgourmet Group continued working towards sustainable logistics across national borders in 2018. Innovative mobility solutions were the most notable outcome of these efforts. For example, Transgourmet Germany commissioned eleven gas-powered trucks and two StreetScooters. EGV also commissioned a gas-powered truck and in February 2018 introduced the first StreetScooter with all-electric cooling in the German food service business. The vehicle was first used in Unna, in February, and has since been used for CO<sub>2</sub>-free and fully electric delivery rounds in the local area. Transgourmet France became the first French food service company to begin using a diesel hybrid truck. The vehicle has a combined diesel and electric engine and is fitted with multi-temperature technology. Thanks to these technologies, the truck, which is based at Valenton, achieves fuel savings of up to 23% and is CO<sub>2</sub>-neutral. Transgourmet is also committed to sustainable, low-emissions logistics in the Strasbourg region. Three trucks were fitted with a new "Pulsor"-type electric cooling system, which has enabled emissions per vehicle to be cut by around ten tonnes of CO<sub>2</sub> per annum. Two of these three trucks are run on natural gas (CNG). Thanks to vehicles with electric cooling, Transgourmet France is now able to save 50 tonnes of CO<sub>2</sub> per annum. Transgourmet Österreich introduced reusable covers for its 800 or so wheeled containers at the new Schwarzach (Vorarlberg) site, which eliminate the need to wrap picked goods in plastic film. The compaction and return of empties is also now simpler and more efficient. During the inaugural phase alone, 1 million metres of plastic film were saved. The reusable covers can be kept for up to seven years and will now be used throughout Transgourmet Österreich.

## Highlights from the national subsidiaries of the Transgourmet Group

The table below lists highlights from the year under review at the individual national subsidiaries and companies of the Transgourmet Group, along with a factsheet on each national subsidiary. For more information about the Transgourmet Group, visit [www.transgourmet.com](http://www.transgourmet.com).



## Transgourmet Central and Eastern Europe

▼ Factsheet

---

### Germany



- Food & Beverage Service GmbH joint venture: collaboration with Oetker Group in beverage wholesale business
- Takeover of Bochum-based Niggemann Food Frischemarkt GmbH with retroactive effect to 01.01.2018: the Niggemann acquisition enables Transgourmet to strengthen its fresh food expertise in the B2B business in the delivery and cash & carry sector
- New logistics centre with high-rise warehouse in Hamburg, Obergeorgswerder
- Opening of new transshipment point in Straubing port in May, for food from the fresh and frozen segment
- Stuttgart-Feuerbach upgrade with big fresh fish counter (Frischeparadies)
- Launch of new high-profile brand Cook in Germany
- Range and sales of own-label sustainability brand Ursprung substantially increased; Ursprung range launched in Selgros stores
- Sustainable logistics: 11 gas-powered trucks and 2 StreetScooters acquired
- New E-commerce Specialist training introduced

---

### Poland



- Opening of culinary institute in Warsaw IV hypermarket, Poland's most modern training centre for professional advice to chefs in the two distribution channels Transgourmet and Selgros
- Milestone achieved towards national logistics in food service: presence in Bytom hypermarket and establishment of hypermarket in Poznan, which for the first time enables national customers to be supplied in the food service sector
- Expansion of organic range (500 items) in cash & carry stores and launch of Naturaline own-label brand
- Introduction of top-selling own-label brand for price-conscious consumers, professionals and caterers in both distribution channels
- Cooperation with the Albert-Schweitzer-Stiftung in animal welfare, to replace eggs from battery hens with eggs from more humane conditions

---

### Romania



- Broadening out of delivery activities for catering customers
- Fresh fish departments introduced in all Selgros stores
- Addition of Transgourmet own-label brands Economy, Quality and Premium to the range
- First fish sommelier at Selgros Cash & Carry in Romania
- All stores switched to LED lighting

---

### Russia



- Opening of another cash & carry store in Odintsovo/Moscow area
  - Opening of the first compact-size Selgros store in Zelenograd/Moscow enclave, bringing the total to 11 cash & carry stores in Russia
  - Expansion of joint purchasing involving Selgros and Global Foods
  - Pilot sale of Transgourmet own-label brands (first imports from Germany)
  - Launch of entry-level price own-label brand for end customers "po karmanu"
  - 10-year anniversary on the Russian market
-

## Specialists

- After 10 years in the ownership of the Frischeparadies Group, Hamburger Feinfrost is transferred to Transgourmet Germany
- Gastronovi expands and widens network of distribution partners, four new partners in Germany, Austria and Switzerland; release of interfaces with shopping platforms run by Transgourmet Germany, Österreich and Switzerland, which are thus directly connected to the Gastronovi shopping system
- Transgourmet and Gastronovi embark upon joint distribution activities; first customer projects successfully completed
- Team Beverage: Radeberger Group signs up with its beverage wholesale activities, geared towards the catering trade
- Gastivo – The 360° marketplace for the catering market goes online
- Sump&Stammer: expansion of Transgourmet own-label brand range in the cruise industry
- Introduction of a new CRM system and successful relaunch of frischeparadies.com website
- Team Beverage develops proprietary SAP cloud solution as integrated information and sales management platform for beverage wholesale and the beverage industry
- Frischeparadies: first-ever ASC certification for fish and seafood, expansion of QSFP, MSC, Friend of the Sea, Label Rouge etc.
- Seafood Star: Germany's best fish counter 2018 can be found in Frischeparadies Stuttgart
- EGV AG starts using StreetScooters with electric cooling for local deliveries, first CO<sub>2</sub>-free, all-electric vehicle of its kind in Germany





## Transgourmet France

▼ Factsheet

### France



- Opening of new Transgourmet warehouse in Bordeaux in October 2018 with unrivalled sustainability credentials
- Use of new truck models with alternative fuels (fitted with hybrid drive or fuelled by 100% biodiesel made from rapeseed, CNG/biogas) and electric cargo bikes for urban use
- Transgourmet Premium distribution network extended to Marseilles and Lille
- Launch of an exclusive range of artisanal ice creams in March 2018 with Gérard Cabiron, who has been awarded the title “Meilleur Ouvrier de France”
- Launch of online solution “e-Quilibre Hygiène”
- Introduction of automated product data management
- Introduction of an e-learning platform for employees
- Implementation of a JRI solution for seamless recording of temperature data
- Transgourmet Centre Est, Méditerranée, Rhône Gap certified to ISO 22000
- 10-year anniversary of Transgourmet France in June and July 2018

### Specialists

- Provision of one-stop delivery service throughout France (fruit and vegetables/ fish/seafood)
- Launch of Transgourmet Solutions retailer website in November 2018
- Restructuring of eastern region catchment area at Transgourmet
- Establishment of low-emissions logistics for Strasbourg city centre by Transgourmet Cash & Carry





## Transgourmet Österreich

▼ Factsheet

---

### Austria



- Gains in market share (catering) in cash & carry as well as wholesale supplies
- Opening of ninth Transgourmet multichannel location in Schwarzach/Vorarlberg
- First Transgourmet PUR (catering trade show) successfully held
- Sustainable wheeled container cladding introduced at Schwarzach location and in trial phase at second location
- Summer childcare at all locations
- Transgourmet Österreich certified as a “Great Place to Work”

---

### Specialists

- Rebranding of mein c+c as Transgourmet Cash & Carry: prepared in 2018, for implementation in 2019





## Transgourmet Switzerland

▼ Factsheet

### Switzerland



- Expansion of range of own-label brands and own-label sustainability brand Origine
- Expansion of range of fresh fish (cash & carry and wholesale supplies)
- Expansion of baked range in wholesale supplies market
- Cook high-profile brand launches in Switzerland, with premium products and live cookery demonstrations in the stores
- Standardized order cut-off at 4 p.m. for fresh products, to simplify ordering for wholesale supplies customers
- Introduction of a CRM (Customer Relations Management) system to improve customer support and assist the field sales reps
- Launch of a new, more user-friendly website in December

### Specialists

- Takeover of business activities of Polar Comestibles as of 02.01.2018
- As of 05.04.2018, takeover of Braschler's Comestibles Import AG, which specializes in the purchasing, production and process as well as sale of fresh fish
- Acquisition of business activities of Zanini SA and Vinattieri Ticinesi SA on 05.01.2018, which will be transferred to the newly established company Zanini Vinattieri SA (wine production and wine trading)
- Weinkeller Riegger AG expands range and adds wines from the Casa del Vino and Zanini Vinattieri ranges
- Further expansion of fish range at Valentin Pontresina

