





# Wholesale and Production Business Area

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## 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.

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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](http://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 CO<sub>2</sub>
- 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
- CO<sub>2</sub> footprint improved by replacing cooling systems and refrigerating units and reducing fuel consumption in the fleet

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## Stores



50

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More information:

[www.transgourmet-deutschland.de](http://www.transgourmet-deutschland.de)

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**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.

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### 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
- CO<sub>2</sub> 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**

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**Stores**



**23**

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More information:

[www.selgros.ro](http://www.selgros.ro)

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**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.

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### 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

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**Stores**



**19**

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More information:

[www.transgourmet.pl](http://www.transgourmet.pl)

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**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](http://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 m<sup>2</sup> 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 CO<sub>2</sub> 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](http://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).

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### 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

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### Specialists



GASTRO PROFIL



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Transgourmet stores



**11** Multichannel **/4** Cash & Carry

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More information:

[www.transgourmet.at](http://www.transgourmet.at)

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**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.

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### 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

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### 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

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### Stores



31

More information:

[www.transgourmet.ch](http://www.transgourmet.ch)

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## Production

The Coop Group has several manufacturing companies, including Bell Food Group, Halba, Steinfels, Reismühle Nutrex, Pearlwater and Swissmill. The Bell Food Group, in which Coop is the majority shareholder, is one of the leading companies in meat processing and the production of convenience products in Europe.

Net sales of the Coop Cooperative Production segment came to 894 million Swiss francs in 2023. Added to this are net sales for the Bell Food Group, which grew to 4.514 billion Swiss francs. Total net sales of sustainable ranges in Production totalled 1.625 billion Swiss francs in 2023. Coop therefore increased its net sales of sustainable products in the production area by 12.1% year on year.

### Bell Food Group

In the 2023 financial year, the Bell Food Group achieved a pleasing result despite persistent high inflation. EBIT amounted to 164.7 million Swiss francs, an increase of 1.1% on the previous year. The persistent high inflation in 2023 had an impact on the business of the Bell Food Group. On top of this, difficult weather conditions, volatile market conditions and geopolitical tensions all had an effect on consumer sentiment.

Against this challenging backdrop, the Bell Food Group was able to gain market shares and continue to grow. The annual result rose by 1.4% to 129.6 million Swiss francs. Net sales grew by 5.5% to CHF 4.5 billion after adjusting for exchange rates. With these results, the Bell Food Group shows that it has finally left the difficult pandemic years behind. All business areas made a positive contribution to this very pleasing result.

The unstable weather conditions led to increased purchasing prices and reduced planning capability within purchasing processes. Purchasing raw materials – especially fruit and vegetables – in the required quality proved to be challenging. In Europe, prices for pork continued to rise during the reporting year. Thanks to the strategic focus on the cured ham segment, it was possible to offset the higher purchasing prices on the market.

In terms of the energy market, the situation remained generally tense due to inflation, with electricity prices rising further, for instance. Added to this were the ongoing war in Ukraine, the renewed conflict in the Middle East, and dwindling purchasing power, which all had a negative effect on consumer sentiment. Inflation also meant that consumers increasingly opted for more affordable product ranges, which impacted on the sales of premium products, notably in the convenience segment. These consumer habits had an impact on the product selection and sales in the various business areas. Shopping tourism resumed in the core market of Switzerland, although not yet at pre-pandemic levels.

Net sales of Bell Food Group

**4.5** CHF billion



### Highlights at Bell Food Group

The Bell Food Group is one of the leading processors of meat and convenience products in Europe and is market leader in Switzerland. The table below lists highlights at Bell Food Group.



#### Highlights in 2023

- Bell Germany was able to expand its leading position in the cured ham market in Germany during 2023. In a declining overall market we were able to buck the trend and to grow, partly thanks to a 360° campaign for the brand "Abraham". The focus of this campaign was the Spanish cured ham speciality "Abraham Serrano" in its folding packaging. The campaign slogan "Schinken ist Abraham" ("ham is Abraham") was a focal point.
- Eisberg refined the positioning of its own brand and developed its market presence. In Hungary and Romania in particular, Eisberg is a popular, widely known brand.
- In early 2023, Hilcona launched a selection of premium frozen pasta products for the food service industry under the label "La Pasteria".
- Hilcona has strengthened the positioning of its brand "It's Vegic" and considerably expanded the product range.
- At Anuga 2023, the world's leading trade fair for food, representatives of the Bell Food Group welcomed customers from Germany and abroad. The Bell Food Group also participated in Igeho 2023 – Switzerland's largest and most significant food service trade fair.
- In Switzerland, Bell is the largest meat brand by a considerable margin. Through our own extensive market research, we have greatly expanded the data basis of Bell Switzerland's marketing techniques and further refined our marketing strategies on the basis of data analyses.



New products



2 000

More information:

[www.bellfoodgroup.com](http://www.bellfoodgroup.com)

## Coop's manufacturing companies

### Highlights from the manufacturing companies

The table below lists the highlights during the year under review for the individual Coop manufacturing companies. For more information, visit [www.coop.ch/produktion](http://www.coop.ch/produktion).



Flours, flour mixtures, durum wheat semolina, polenta, oat flakes, extruder products  
Site: Zurich

#### Highlights in 2023

- Sales volumes grew 2% to over 225 000 tonnes.
- Market share further increased to 35.6% of the grain processed in Switzerland for human consumption.
- Sustainability volume of Bio Bud and IPS up to 54 925 tonnes.
- The commodities markets remain highly volatile, with all the attendant challenges in raw materials sourcing and logistics.
- Wildegg durum wheat mill successfully integrated.
- Replacement of a total of 36 soft wheat and 14 durum wheat roller mills successfully completed.
- Go-ahead given for construction work to renovate the milling and commercial building, with work starting in 2024.

**Production volume**

 **225 000** tonnes

More information: [www.swissmill.ch](http://www.swissmill.ch)



Cosmetics, detergents and cleaning products, hygiene products and digital services for commercial customers.  
Site: Winterthur

#### Highlights in 2023

- Production volume grown to 18 480 tonnes.
- Sustainability volume increased to 5 660 tonnes.
- Launch of hand soap, relaunch of all Well and Naturaline haircare products and launch of Prix Garantie concentrated washing-up liquid in Coop Retail.
- Successful collaboration with Wendy Holdener and launch of Sherpa Tensing Wendy Combi Stick.
- Sustainability boosted by omitting colourings in all formulas and containers in the Professional segment and introducing a line of natural cosmetics for hotels and restaurants.
- The Fox Sunny Citrus bottle is now made of 100% recycled containers from the professional business. CO<sub>2</sub> emissions are 5x lower than with new materials.
- Successful start to cosmetics manufacture in the new building.

**Production volume**

 **18 480** tonnes

More information: [www.steinfels-swiss.ch](http://www.steinfels-swiss.ch)



Chocolate: bars, confectionery and seasonal articles, industrial products.

Snacks: nuts, dried fruit, seeds.

Baking and cooking ingredients: sugar, baking ingredients,

pulses, dried mushrooms and dried vegetables.

Site: Pratteln

### Highlights in 2023

- Organic volume increased by 10%.
- Halba brand performed well in Coop Retail: 17.4% growth year on year.
- Top scores in Mighty Earth ranking: HALBA named the most sustainable Swiss chocolate manufacturer.
- More sustainability projects implemented in the area of dynamic agroforestry, and living wages for cocoa farmers in Ghana further improved.
- Innovative additions to the product range with sugar-free/reduced-sugar chocolate recipes, organic praline sticks, and snacks such as toasted apricot kernels.
- New Easter bunny production and packaging facility became operational in Pratteln.
- Price and availability risks minimized by sourcing raw materials early and pursuing a multiple supplier strategy.

Production volume



43 016 tonnes

More information:

[www.halba.ch](http://www.halba.ch)

### Coop bakeries

Fresh bread products (loaves, rolls, braided bread), frozen bread products, cakes and biscuits, tarts and pastries, and commercial doughs.

Sites: Schafisheim, Gossau, Aclens, Bern and Castione

### Highlights in 2023

- Sales volumes grew to 69 675 tonnes.
- “Frischgemacht” concept successfully expanded to a total of 102 locations.
- Further expansion of in-store bakeries, now at 69 locations.
- Quality of leading products such as Ticino loaves and “Krustenkranz” crusty buns improved.
- Launch of sustainable quiche packaging with moulded pulp base.
- Gossau Bakery began producing ready-to-bake and MAP items in a stone wood-fired oven.
- Successfully completed launch of pre-baked breads for all sales regions in Switzerland.
- Business with third-party customers expanded with selected strategic partners.

Production volume



69 675 tonnes

## Cave

White wines, rosé wines, red wines, semi-sparkling wines, sparkling wines, aromatized wine-based drinks.

Site: Pratteln

### Highlights in 2023

- Bottling volume increased by 3.5% to 36.5 million units.
- In-house vinification successfully expanded, with a record Swiss grape harvest in 2023 in terms of both quality and quantity.
- Positive trend for Swiss wines and bigger range.
- Product portfolio at Transgourmet Switzerland successfully expanded.
- Substantially higher sales volume to Swiss International Airline.
- Packaging material significantly reduced by using lighter glass bottles for wine.
- “Bag in Box” packaging format successfully refined and expanded.

Fill volumes  **25.7** million litres



Sustainable perch and caviar production  
Tropenhaus tropical experience with Tropengarten restaurant

Site: Frutigen

### Highlights in 2023

- Sustainable perch and sturgeon farming as well as caviar production.
- Sales of perch up by 160.7% and caviar sales by 113.9% year on year.
- Greater brand recognition of Oona Caviar thanks to a successful collaboration with Switzerland's top chefs.
- In-house development of a sustainable fish food based on insect proteins.
- Start of a new direction for catering, with tropical dishes made using home-grown ingredients in a unique ambience beneath palm trees.
- Tropenhaus Restaurant sales up 110.3% year on year.
- Revised range of exciting experience tours.

Perch  **1.26** million fish

More information: [www.tropenhaus-frutigen.ch](http://www.tropenhaus-frutigen.ch)  
[www.oona-caviar.ch](http://www.oona-caviar.ch)

## REISMÜHLE NUTREX

Organic and Fairtrade rice, rice specialities and rice mixes, vinegar and vinegar specialities.

Site: Brunnen

### Highlights in 2023

- Rice volume up 4% to over 25.5 million tonnes and vinegar up 3% to 9.7 million litres.
- Sharp rise in rice sales due to expansion and strengthening of Coop own-label brand and the reinstatement of three types of boil-in-the-bag rice in the range.
- Successful new customer acquisition in rice exports despite historically high raw material prices.
- Updating and optimization of rice production line completed, including control system.
- Project implemented to optimize energy across all areas of production, with a 10% saving.
- National and international award won for organic orange vinegar and organic fairtrade rice beer.

Production volume  **22 453** tonnes

More information: [www.reismuehle.ch](http://www.reismuehle.ch)



## pearlwater

Mineral water and sugar-containing soft drinks.

Site: Termen

### Highlights in 2023

- 98 000 000 litres of mineral water bottled in 2023.
- Swiss Alpina Lemon and Pink Grapefruit developed in the 1.5 litre format for Coop Retail in 2024.
- Start of construction of photovoltaic greenfield plant in September with the target of generating 60% of the company's electricity needs.
- Low-pressure heat recovery compressors and heat pump successfully put into operation. Heat is obtained from spring water.
- Sidel mixer optimized for bottling still flavoured beverages.
- Construction permit process launched to open up an additional spring, exploratory drilling yields promising results .

Bottling volume  **98** million litres

More information: [www.pearlwater.ch](http://www.pearlwater.ch)