

Wholesale and Production Business Area

27

Transgourmet Group

- 28 Highlights from the national subsidiaries of the Transgourmet Group

32

Production

- 32 **Bell Food Group**
- 32 Highlights at Bell Food Group
- 33 **Coop's manufacturing companies**
- 33 Highlights from the manufacturing companies



Business Area

Wholesale and Production

Wholesale and Production continue to experience stable development in a challenging environment. Both areas are increasing their sales and consolidating their position on the various markets.

The Coop Group's Wholesale/Production business area generated total sales in excess of 16.9 billion Swiss francs in 2024, which is 2.9% 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 2024, Transgourmet generated total sales of 11.7 billion Swiss francs from its cash & carry stores and wholesale supplies, which equates to an increase of 2%, and was able to further consolidate its position as one of the leading European wholesalers over the last year. Transgourmet is a pioneer in sustainable ranges and generated net sales of 800.8 million Swiss francs in 2024.

Total sales Wholesale/Production

16.9 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.



Germany

In the cash & carry sector, Riedstadt-based Transgourmet Germany operates 37 stores under Selgros and three stores under Transgourmet Cash & Carry sales brands. Transgourmet also supplies bulk customers in the hotel, restaurant, corporate catering and social service sectors from 14 distribution centres and 11 transshipment points.

Highlights in 2024

- Professionalizing delivery: achieved the best logistics result since the business area was established, standardized processes introduced, national fleet management system, 200th biogas truck deployed.
- Leaner organization in Sales and Operations: introduction of a new model in Selgros customer service, integration of seafood sourcing, increase in sales through «Cook», completion of the Striegistal distribution centre
- Product range rationalization: reducing canned goods by 25%, phasing out non-strategic product categories, and revising the range to further minimize food waste at Selgros
- Two «Seafood Stars» awards received for Transgourmet Seafood (Innovation, Smoked Fish), introduction of the «Our Region» label, launch of the image campaign «Die wichtigste Zutat» (The key ingredient), named best company for apprenticeships with a record number of apprentices



Specialists



EGV AG

- Logistical and distribution capability ensured throughout Germany
- High-footfall central trade show in Dortmund as an effective medium for personal customer retention

Gastronovi

- Expansion of the Gastronovi Office interface, implementation of Transgourmet's delivery business in Switzerland, expansion of partnerships with new digitalization partners in the DACH region
- Gastronovi Pay: Introduction of a proprietary payment system with Tap-to-Pay feature in Germany and Austria, in collaboration with Apple

Sump & Stammer

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

Team Beverage

- Expansion of market share in the national beverage wholesale network and strong growth in individual and system catering
- Digitalization on track: successful development of Gastivo, Beverage Analytics, One Platform and other IT offerings

Frischeparadies

- 150 years as a partner to restaurants: large-scale campaign featuring numerous customer satisfaction stories
- Successful relaunch of the B2C shop with new functionalities

Stores

50

Warehouses

14

More information: www.transgourmet-deutschland.de



TRANSGOURMET

Schweiz

Switzerland

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

Highlights in 2024

- Growth in customers and sales at Prodega and Transgourmet, and expansion of market position
- 11 years of the entry-level own-label brand «Transgourmet Economy» celebrated with numerous promotions
- Takeover of Pomona Suisse AG in January and of Saviva AG in August 2024
- Intensive further development and expansion of photovoltaics as well as the «Actions, not words» sustainability campaign



PRODEGA



TRANSGOURMET

Specialists

CASA del VINO **VINATTIERI** **SAVIVA** **GASTROMER**

Casa del Vino

- Exclusive partner of the airline «Swiss» and wine supplier of choice for top catering establishments
- Leading role in supplying restaurants with premium wines highlighted by two major events in Zurich

Vinattieri

- Awarded «Best of Ticino Red» for Roncaia Riserva 2022 and «Best of Blanc de Noirs» for Roncaia Bianco 2022 at the Expovina Wine Trophy

Saviva

- Acquisition in August followed by communication to customers, suppliers and employees
- First steps towards a broader range, lower prices, more ordering systems and a denser route schedule

Stores



31

Warehouses



11

More information:

www.transgourmet.ch



TRANSGOURMET

France

France

Based in Valenton near Paris, Transgourmet France operates 22 warehouses, 23 platforms and a cash & carry store. In the French wholesale supplies market, Transgourmet ranks second.

Highlights in 2024

- Additional market shares gained
- Introduction of a digital ecosystem with CRM, customer satisfaction measurement, NPS tools and a mobile service app
- Concierge service project and ultra-service strategy (24/7) for urban centres since the Paris Olympic Games
- Organization of the «Green Business Partner Conference»



TRANSGOURMET



TRANSGOURMET
cash & carry

Specialists

TRANSGOURMET
fruits & légumes

TRANSGOURMET
seafood

TRANSGOURMET
export

Stores



1

Warehouses



22

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 2024

- Expansion of «Last Mile» delivery in food service to better serve customers – 258 trucks already in operation
- Draft of a new service portfolio for SUMA franchisees in the Retail sector
- Complete renovation of three cash & carry locations: Torrevieja, Menorca, Granollers
- Opening of the Transgourmet House for sick children and their families in collaboration with the «PortAventura Dreams» foundation



GROS MERCAT



GM CASH



TRANSGOURMET

Specialists

suma

PROXIM

SPAR

Stores



70

Warehouses



5

More information: www.transgourmet.es



TRANSGOURMET
Polska

Poland

Transgourmet Poland, headquartered in Poznan, operates 20 Selgros cash & carry stores and 2 food service warehouses. Together with the Selgros brand, the company is one of the largest cash & carry specialists in the country and, together with Transgourmet, the expert in delivery services.

Highlights in 2024

- Expansion of Selgros through the opening of the second compact format store in Lubin and the second food service warehouse in Gliwice
- Establishment of joint sales structures in food service and the hotel/restaurant/catering sector
- Implementation of SAP across the entire organization
- Organization of the first «Green Business Partner Conference»



TRANSGOURMET



SELGROS

Stores



20

Warehouses



2

More information:

www.transgourmet.pl
www.selgros.pl



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 2024

- Increase in sales in the catering and bulk customers cluster
- Expansion of the range in the fresh products sector, particularly in the areas of premium beef, fish and organic produce
- Store layout adapted to meet customer needs, frozen food range expanded, particularly in the convenience sector in Oradea
- CO₂ footprint reduced by replacing cooling systems and refrigerating units at the Arad store



SELGROS

Stores



23

Warehouses



1

More information: www.selgros.ro



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 12 locations (excluding Riedhart). Transgourmet Austria also operates 4 cash-and-carry markets.

Highlights in 2024

- Significant gains in market share despite an economically challenging year
- Opening of the multichannel site in Klagenfurt, in the state of Carinthia, new cash & carry store in Salzburg
- Integration of the specialist «Gastro Profi» as a sales brand
- Expansion of the electric truck fleet



TRANSGOURMET



TRANSGOURMET
cash & carry

Specialists



Stores



16

Warehouses



1

More information: www.transgourmet.at

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 a total of 926 million Swiss francs in 2024. Added to this are net sales for the Bell Food Group, which grew to 4.72 billion Swiss francs. Net sales of sustainable ranges in Production totalled 1.65 billion Swiss francs in 2024.

Bell Food Group

In the 2024 financial year, the Bell Food Group continued its positive development of previous years and once again achieved a good operating result. In 2024, the net sales rose by 5.7% to 4.7 billion Swiss francs, after adjusting for exchange rates and acquisitions. EBITDA continued on its long-term path of growth, increasing by 3.6% to 350.7 million Swiss francs. EBIT reached 166.9 million Swiss francs, an increase of 1.3% on the previous year. Due to higher taxes and interest expenses, the annual result, at 124 million Swiss francs, was slightly below that of the previous year.

Due to the increased volume, Bell Food Group has further expanded its market presence. Thanks to their efficiency, targeted product range design, and innovative approaches, all business areas have gained market share. All have established themselves either as market leaders or as strong niche players with a relevant market position in their sectors. Where higher costs were incurred, they are mostly attributable to growth and inflation. The extensive investment programme in Oensingen and Schaan is progressing according to plan.

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.

**BELL
FOOD
GROUP**



Highlights in 2024

- Further increase in market share and further growth in net sales and turnover driven by the key categories of meat, poultry and seafood at Bell Switzerland
- Increase in market share for Bell International in the consolidating European cured ham market, particularly in Germany and Spain
- Strong sales growth driven by high demand for poultry products, particularly in the organic segment, within the Hubers/Sütag business area
- Continuation of the positive momentum and increase in the contribution to growth in the convenience sector by Eisberg, Hilcona and Hügli



New products



2 000

More information:

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.



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 2024

- Above-average volume growth: 6% growth for the Halba brand, 13% in nuts, dried fruit and seeds
- Halba achieved the highest rating in IFS and BRC standards
- Offer of a total of 15 labels, with high demand for Fairtrade, Bio Suisse, and newly introduced Natur-land products
- Coop awarded the top rating in the «Mighty Earth» ranking as well as most sustainable chocolate range in the world

Production volume

 **43 317** tonnes

More information: www.halba.ch



pearlwater

Mineral water, flavoured mineral waters, sweetened soft drinks
Site: Termen

Highlights in 2024

- Introduction of Swiss Alpina Lemon/Lime and Pink Grapefruit flavoured mineral water
- Photovoltaic greenfield plant with an output of 1300 kWp, heat recovery via a high-pressure compressor, heating oil consumption reduced by 50%

Bottling volume



102.7 million litres

More information: www.pearlwater.ch



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 2024

- Strong seasonal business continues to support market growth
- Introduction of new stone-baked products in the large loaves and ready-to-bake range
- Successful milestone in the relocation of ready-to-bake production to Gossau
- New look for Coop bakeries under Panofina

Production volume

 **64 300** tonnes

More information: www.panofina.ch

REISMÜHLE  **NUTREX**

Organic and Fairtrade rice, rice specialities and rice mixes, vinegar and vinegar specialities
Site: Brunnen

Highlights in 2024

- Strong growth compared to the previous year, especially with «Bio Bud» and «Swiss Garantie» apple cider vinegar
- Successful roll-out of 18 new «Tom's Best» products
- Launch of the new «Yuzu Vinegar» with international recognition at the «Genuss Award»
- 5 kg plastic carrier bags switched to sustainable packaging

Production volume



21 145 tonnes

More information: www.reismuehle.ch

Steinfels

S W I S S

Cosmetics, detergents and cleaning products, hygiene products and digital services for commercial customers

Site: Winterthur

Highlights in 2024

- Sales volumes grew 16.8% to over 19 900 tonnes. Growth in sustainable products by 11% to 6 600 tonnes
- Bolstering market presence in a competitive market
- New-build cosmetics manufacturing facility successfully completed, and inaugurated in August
- Product range expanded in September to include sustainable Oecoplan laundry sheets

Production volume



19 920 tonnes

More information:

www.steinfels-swiss.ch



Sustainable perch and caviar production

Site: Frutigen

Highlights in 2024

- Gratifying sales increase of 117% for fish and caviar compared with the previous year
- Gain of relevant market share through Oona Caviar in airline catering and fine dining
- Expansion of market position with a focus on core business: production of Swiss caviar and perch
- Switch to algae-based Omega-3 oil in feed and elimination of fish oil.

Fish tanks



112

More information:

www.oona-caviar.ch

swissmill

Die Schweizer Getreidemühle

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

Site: Zurich

Highlights in 2024

- Strengthening market position despite partial high volatility and supply security challenges in commodities markets
- Continuous enhancement of the Panflor expertise brand for commercial bakeries
- Site and business development: commissioning of the organic soft wheat mill, office/laboratory relocation to Sihlquai, and commencement of commercial building renovation
- Positive growth of 2.9% with the two sustainability labels «Bio Bud» and «IP Suisse»

Production volume



220 000 tonnes

More information:

www.swissmill.ch



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

Site: Pratteln

Highlights in 2024

- Expansion and consolidation of the «Italian Red Wine» and «Bag in Box 300 cl» segments
- Continued product portfolio expansion at Transgourmet Switzerland, with positive progress
- Full utilization of vinification capacity with the 2024 wine harvest
- Annual savings of 450 tonnes of glass weight by switching to lighter wine bottles

Fill volumes



36 million bottles