

# PROFILE OF THE COOP GROUP 2023



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### Retail



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### Wholesale and Production





## WELCOME TO THE WORLD OF COOP

In Switzerland everyone is familiar with Coop. This is no surprise, as the company can look back on a history spanning almost 160 years: what began as a small consumer cooperative has become an international retail and wholesale business.

Our supermarkets and specialist formats are testament to our roots in the Swiss retail sector, while at the same time we are now internationally active with our second mainstay – wholesale and production. As always, our focus is the needs of our customers. We are there for them, wherever they may be – in a big city or a little mountain village. To achieve proximity to our customers we operate over 2 400 supermarkets and specialist formats, giving us the densest network of sales outlets in the Swiss retail market. We offer our customers varied and innovative ranges, so everyone will find a selection of products that meet their needs.

Respect for people, animals and nature matters greatly to us and sustainability is a part of everyday life throughout the Coop Group. As a pioneer, we are committed to a comprehensive organic range and we stock the world's largest selection of fairtrade goods. We lead the way in other respects too, such as building a varied vegan range or running our own railway for sustainable freight. Together, we continually seek innovative solutions and adopt trends early, across our retail, wholesale and production businesses.

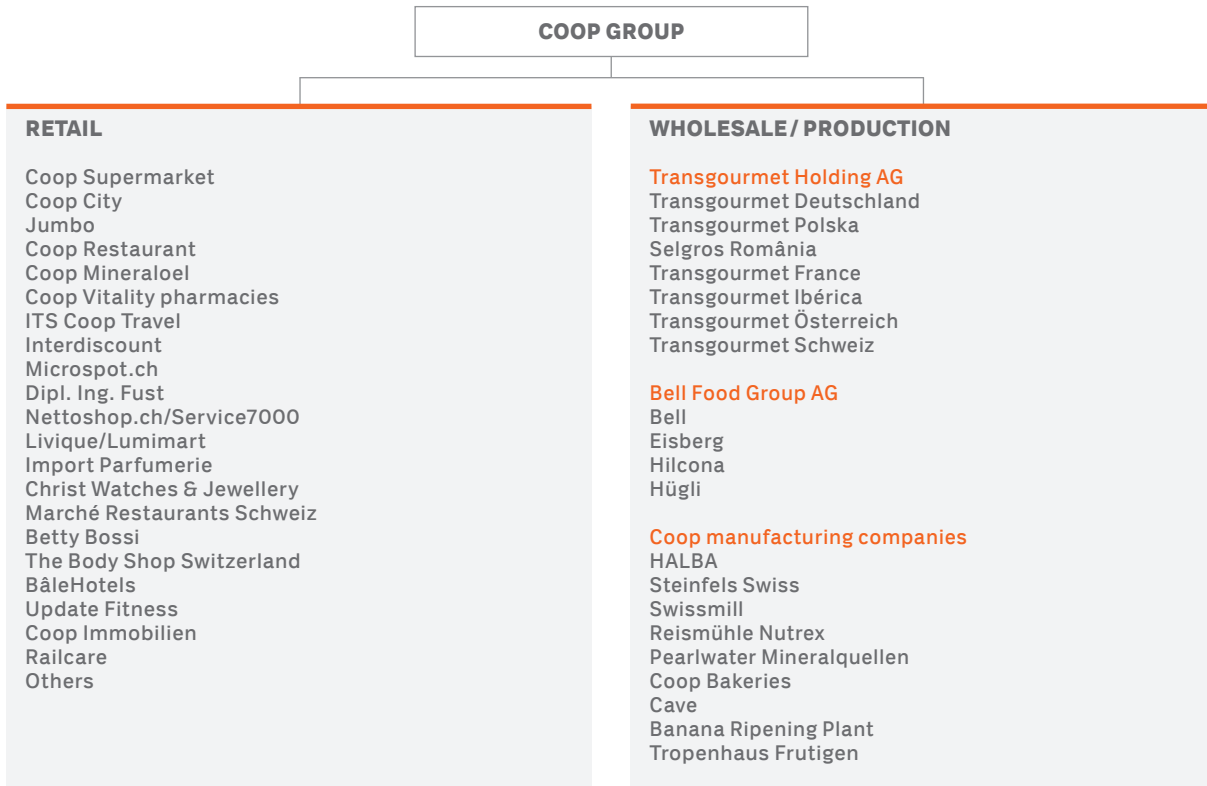
Our subsidiary Transgourmet is one of Europe's leading wholesalers, with a presence in several countries. We work in a targeted manner to link up various options for our customers: in retail we combine in-store and online shopping, while in wholesale we offer collection and delivery. Friendliness and good service are very important to us: both toward our customers and within our Coop family. This means that, together, we create unique and enjoyable shopping experiences.

On the subject of enjoyment and happiness, I hope you enjoy reading our company profile – welcome to the world of Coop.

**Philipp Wyss**  
Chairman of the Executive Committee (CEO)

# COOP GROUP BUSINESS AREAS

As at 7 May 2023



**RETAIL**

**WHOLESALE**

**PRODUCTION**

# THE COOP GROUP AT A GLANCE

The Coop Group is well positioned: one mainstay is the retail business comprising the Coop supermarkets and a number of specialist formats in Switzerland; the second is the international wholesale and production business.

## Total sales

**34 206** CHF million

## Earnings

**2 184** CHF million EBITDA  
6.6% of net sales

**843** CHF million EBIT  
2.5% of net sales

## Net sales Group

**33 104** CHF million

of which

**22 231** CHF million Switzerland

**10 873** CHF million abroad

## Profit

**562** CHF million  
1.7% of net sales

## Net sales segments

**19 921** CHF million Retail

**15 747** CHF million Wholesale/  
Production

## Equity

**11 439** CHF million  
52.1% Equity ratio

## Net sales online trading

**4 952** CHF million

## Cash flow from operating activities

**1 698** CHF million

## Employees at 31.12

**94 790**

## Investments in tangible fixed assets

**1 496** CHF million

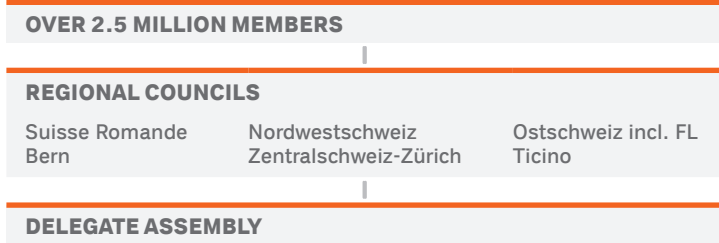
## Trainees at 31.12

**3 417**

## Sales outlets/markets

**2 633**

# ORGANIZATION



## COOP GROUP BOARD OF DIRECTORS



**CHAIRMAN**  
Joos Sutter

**VICE-CHAIRWOMAN**  
Doris Leuthard

Markus Beer

Michela Ferrari-Testa

Michael Fuhrer



Susanne Giger

Petra Jörg Perrin

Grégoire Ribordy

Bernard Rüeger

Karim Twerenbold

## COOP GROUP EXECUTIVE COMMITTEE



**CHAIRMAN**  
Philipp Wyss

**VICE-CHAIRMAN**  
Daniel Stucker

Christian Coppey

Daniel Hintermann

Andrea Kramer

Thomas Schwetjé

Adrian Werren

### RETAIL

**Philipp Wyss**  
Chief Executive Officer  
Head of Retail Business Unit

**Daniel Stucker**  
Vice-Chairman of the Executive Committee  
Head of Trading Business Unit

**Christian Coppey**  
Head of Property Business Unit

**Daniel Hintermann**  
Head of Logistics Business Unit

**Andrea Kramer**  
Head of Marketing/Purchasing Business Unit

**Thomas Schwetjé**  
Head of Digital & Customer Business Unit

**Adrian Werren**  
Head of Finance Business Unit

### WHOLESALE

**Frank Seipelt**  
Chairman of the Executive Board  
Transgourmet Deutschland

**Alexander Orłowski**  
Chairman of the Management Board  
Transgourmet Polska

**Robert Hellwagner**  
Chairman of the Management Board  
Selgros România

**Eric Decroix**  
Chairman of the Management Board  
Transgourmet France

**Lluís Labairu**  
Chairman of the Executive Board  
Transgourmet Ibérica

**Manfred Hayböck, Thomas Panholzer**  
Management  
Transgourmet Österreich

**Philipp Dautzenberg**  
Chairman of the Executive Board  
Transgourmet Schweiz

### PRODUCTION

Bell Food Group

**Lorenz Wyss**  
Chairman of the Group Executive Board (CEO)

**Xavier Buro**  
Member of the Group Executive Board (CFO)

**Marco Tschanz**  
Member of the Group Executive Board,  
Head of Business Area Bell International,  
Head of Business Area Eisberg

**Martin Henck**  
Member of the Group Executive Board,  
Head of Business Area Hilcona

**Thomas Bodenmann**  
Member of the Group Executive Board,  
Head of Business Area Hügli

The remaining manufacturing companies  
operate as retail divisions.

# HISTORY

Coop can look back on a history spanning over 150 years. Here are the milestones along the way.



1864

Jean Jenny-Ryffel sets up the first Swiss consumer cooperative in Schwanden.

1890

Numerous societies – including the Schwanden consumer cooperative – combine to form the Verband schweizerischer Konsumvereine.



1902

Publication of the first issue of the "Genossenschaftliches Volksblatt", now the Coop member press.

1914

Introduction of the "CO-OP" brand.



1969

The Verband schweizerischer Konsumvereine becomes Coop Switzerland.

1989

Introduction of Oecoplan, Coop's first own-label sustainability brand.



1993

Coop launches the organic own-label brand Naturaplan, helping organic products make their breakthrough in Switzerland.



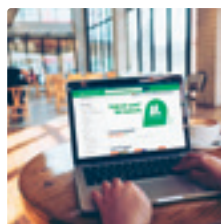
2001

Fourteen regional societies and the central Coop Switzerland merge to form a cooperative.



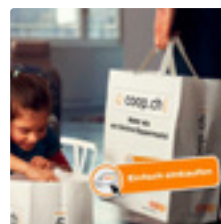
2011

Full acquisition of the Transgourmet Group.



2019

Microspot.ch advances from a domestic and consumer electronics provider to become a comprehensive Swiss online shopping centre with a marketplace function.



2020

Coop launches the omnichannel platform coop.ch. The new website merges the existing websites of Coop@home, Coop.ch and Mondovino.



2022

Through the acquisition of Jumbo and GM Food (Transgourmet Ibérica), the Coop Group is growing in both retail and wholesale.

# TOGETHER TO THE TOP

Our vision, a shared corporate profile and company-specific mission statements shape our day-to-day work and Coop's corporate culture.

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## Our corporate profile

### Close

Together, we reach out to one another.

### Diverse

Together, we achieve excellent products and services.

### Distinctive

Together, we create added value.

### Innovative

Together, we shape our future.

### Partnership-oriented

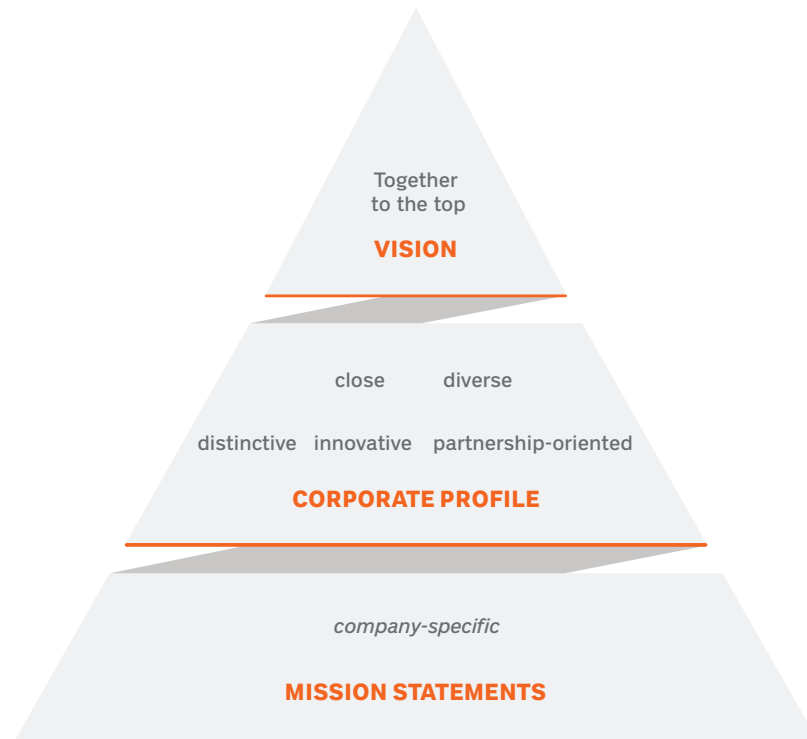
Together, we inspire trust.

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Our more than 95 000 employees all share the same Group vision: "Together to the top".

The corporate profile is also the same for all sales formats and companies in the Coop Group. It shows how we perceive our work and how we conduct ourselves: close, diverse, distinctive, innovative and partnership-oriented.

The mission statements are set out for each company and each format individually and reflect its positioning in the sector and strategic focus. With their respective mission statements, the companies and formats make their contribution to the Group-wide vision and corporate profile.







# RETAIL



# RETAIL AT A GLANCE

With 2 425 sales outlets throughout Switzerland, Coop is close to its customers. Supermarkets, specialist formats and online shops cater to every customer requirement.

Coop offers its customers the densest network of sales outlets in the country, covering a sales area of around 2.1 million m<sup>2</sup> in total. This includes supermarkets measuring at least 30 m<sup>2</sup> and megastores with over 8 000 m<sup>2</sup> as well as specialist formats such as Coop City department stores in customer-friendly locations, Coop Vitality pharmacies, Coop restaurants and Pronto shops plus numerous specialist stores such as Interdiscount and Livique that do not display the Coop logo. These sales formats offer Coop's customers a range to suit every need – in the right place and at the right time. And if visiting a store during the generous opening hours is not enough, they can place orders around the clock in Coop's online shops.

CHF

RETAIL

RETAIL

WHOLE

## Key figures on the Retail Business Area

As at 31 December 2022

**19 921** CHF million

Net sales

**2 633**

Sales outlets

**50 416**

Number of employees

**2 121 345** m<sup>2</sup>

Sales area

**1 259** CHF million

Net sales online trading

2023

## RETAIL – FOOD FORMATS



**Supermarkets** This is where customers can find the greatest variety in Switzerland at attractive prices. When selecting brand-name items and own-label products, Coop is mindful of quality, sustainability, transparency and current dietary trends. The supermarkets feature a modern design and many offer attended meat, fish, cheese and gourmet counters.

**Coop.ch** Any time, any place, log in on a computer, tablet or smartphone, fill your basket, choose a delivery date and place an order: shopping is so easy in the online supermarket with the biggest range. Goods are delivered in person to your door or can be collected from a Coop of your choice. Coop drivers will gladly take away empty PET bottles from your last shop.

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

**coop**



Number of employees

**25 617**

Net sales CHF million

**11 568**

Sales outlets

**960**



**Coop to go** is a convenience concept for busy locations. The range includes our own Coop to go product line and take-away products – from hot panini to muesli, from freshly made sandwiches and salads to coffee to go and freshly squeezed orange juice.

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

**coop to go**



The **Karma** shop offers vegetarian and vegan products from all product range groups. The sandwich variations, salads and muesli bowls prepared in the store will not only make vegetarians' hearts beat faster. Nuts, pulses and granola are displayed for open sale. The own-label brand Karma is also well-represented and is also available in Coop supermarkets.

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

**Karma**



**Coop Restaurant** The Coop catering and restaurants business forms one of the largest restaurant chains in Switzerland. Here, guests will find a large selection of freshly prepared, balanced meals. The restaurant chain uses sustainably produced ingredients, Swiss meat and fair-trade products. Besides the Coop restaurants and the Coop Take-it outlets at busy locations, Coop's catering and restaurants business also includes the Ca'puccini café bars, Coop bistros and catering for employees in staff canteens.

[www.coop-restaurant.ch](http://www.coop-restaurant.ch)



Net sales CHF million

**210**

Sales outlets

**181**



**Sapori d'Italia** is the specialist for Italian products. As well as deli products such as antipasti, Italian cheeses and meats, all kinds of pasta, and seasonal products such as panettone, Sapori d'Italia sells specialities such as focaccia baked in-house, freshly made cornetti with a variety of fillings, and house-roasted espresso with a golden brown crema. Sapori d'Italia products can also be found in Coop supermarkets.

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



The first **Fooby** concept store focuses on culinary craft, regional products and sustainability. A place where fish is smoked, coffee is roasted, bread is baked, sausages are made and wine tasted. In addition to the first Fooby products – available exclusively here – the store stocks specialities from around 40 regional producers who inspire customers to try something new.

[www.fooby.ch/bel-air](http://www.fooby.ch/bel-air)



**Two Spice** The Two Spice Group is an innovative catering company from Zurich that has been producing creative operating concepts since 1990. Today, it is an established name on the catering scene, with nine different brands and a total of 28 restaurants and take-out stores. Two Spice Trading Ltd. is the main trading company, responsible for product development, procurement and sales both within the group and to external customers.

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



Sales outlets

**28**



**Marché Restaurants Schweiz AG** operates catering establishments in busy locations and stands for high-quality fast food for people on the move. With its concept brands Marché, Cindy's, Zopf & Zöpfli and the RBI licence brands Burger King, Popeyes and Firehouse Subs, it offers culinary variety for everyone who is on the move in Switzerland.

[www.marche-schweiz.ch](http://www.marche-schweiz.ch)

**Marché**  
Schweiz Suisse Svizzera

**POPEYES** LOUISIANA KITCHEN **BURGER KING** **Cindy's**

**Zopf & Zöpfli** **FIREHOUSE SUBS**

Number of employees

**910**

Net sales CHF million

**105**

Sales outlets

**45**



**Betty Bossi** We are the leading Swiss culinary company. With our diverse range of cooking, baking and food enjoyment products, we have a bigger influence on the kitchens of Switzerland than almost anyone else. Our vision is: we find the simplest route to culinary enjoyment for everyone. Any time, any place. That's why we are passionate about developing products and services along the entire value chain: from recipe ideas, new kitchen aids and food products to culinary styling in images and on video.

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

**Betty Bossi**

Number of employees

**125**

Net sales CHF million

**73**



## RETAIL – NON-FOOD SPECIALIST FORMATS

**Interdiscount** Spanning TV, audio, video, household appliances, smartphones, navigation, computers and photography, Interdiscount is the number one for home and consumer electronics in Switzerland. Interdiscount offers well-known brands, attractive prices, professional advice, a huge range of products and top-quality service. As Switzerland's leading cross-channel retailer, online orders placed by 8 p.m. can be collected the following day from the selected store or delivered to your home.

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



Number of employees

**1 624**

Net sales CHF million

**1 046**

Sales outlets

**170**



**Microspot.ch** is the online shopping centre for the Coop Group and focuses on Switzerland's most popular products. It appeals to customers with attractive offers, fast delivery and comprehensive services. The online shopping centre not only offers the very best in home and consumer electronics, but also offers many other items outside the world of electronics which provide real added value for everyday life, for leisure time or the home.

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



Net sales CHF million

**349**

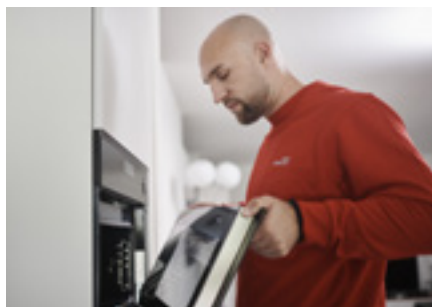
Pick-up points

**525**





**Dipl. Ing. Fust** is the market leader in household electrical appliances and kitchen and bathroom remodelling. The service organization also offers home delivery and an installation and repair service. In addition, Fust designs and builds several thousand kitchens and bathrooms every year. Fust's professional solutions business unit implements digital signage and video surveillance solutions for professional users.



**Nettoshop.ch** is Switzerland's number one online shop for household appliances. The product range, which covers some 30 000 articles, includes washing machines, dryers and dishwashers as well as health and beauty products, barbecues and outdoor items. Customers benefit from low prices, expert telephone advice, free delivery and top service and instalment.

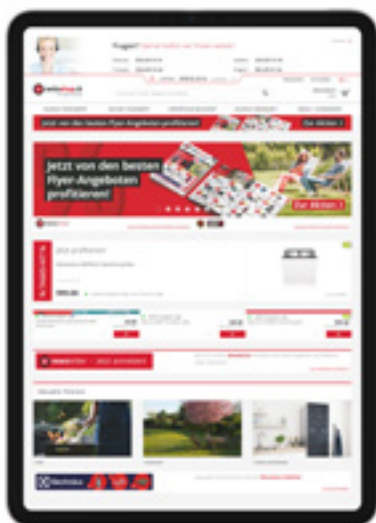
**Service 7000** is the specialized home appliance service organization for professional property managers.

[www.fust.ch](http://www.fust.ch)  
[www.nettoshop.ch](http://www.nettoshop.ch)  
[www.service7000.ch](http://www.service7000.ch)

**FUST**  
Und es funktioniert.

**nettoshop.ch**  
Wir Lieben Haushalt

**7000**  
SERVICE



Number of employees

**2 231**

Net sales CHF million

**984**

Sales outlets

**153**

Thereof:  
 Net sales from online  
 store Nettoshop CHF million

**99**

**Coop City** – Coop City is Coop’s inspiring department store and offers its guests the largest sustainability assortment in 31 sales outlets in Switzerland. The in-store shopping experience offers personal and competent advice to customers and is complemented by services such as advance ticket sales and, at most locations, a deposits counter and integrated Coop restaurant. The attractive assortment from the world of beauty, home, fashion and food is complemented by the Coop City online store.

[www.coop-city.ch](http://www.coop-city.ch)

**coop city**

Number of employees

**2 452**

Net sales CHF million

**779**

Sales outlets

**31**



**Import Parfumerie** is Switzerland’s leading fragrance provider in the prestige perfume segment and is synonymous with branded products at attractive prices, sound advice and varied services. In store, customers will find a wide range of prestige perfume, make-up and personal care products. The range features around 19 000 items in total.

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

**IMPORT  
PARFUMERIE**



Number of employees

**604**

Net sales CHF million

**137**

Sales outlets

**108**





**Christ Watches & Jewellery** offers a varied selection of watch and jewellery brands, ranging from exclusive masterpieces and timeless classics to trendy costume jewellery.

[www.christ-swiss.ch](http://www.christ-swiss.ch)

**CHRIST**

Watches & Jewellery

Number of employees

**378**

Net sales CHF million

**81**

Sales outlets

**61**



**The Body Shop Switzerland**

The Body Shop cosmetic products nourish the skin, enhance daily life and delight the senses. Made without any ingredients of animal origin, in line with ethical standards, they are inspired by the diversity of nature. The Body Shop is committed to equality, diversity, animal welfare and the environment.

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



THE BODY SHOP



Number of employees

**189**

Net sales CHF million

**22**

Sales outlets

**41**

**Coop Vitality pharmacies** From prescription medicines to beauty products, the Coop Vitality pharmacies offer everything that is good for your health. Coop Vitality has an online shop and an online pharmacy. The own-label products stand for proven quality at attractive prices. In the branches, customers also benefit from services such as vaccinations and allergy tests.

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



Number of employees

**1 059**

Net sales CHF million

**267**

Sales outlets

**89**



**Bâle Hotels** Pullman Basel Europe, Baslertor, Victoria and Märthof, the boutique hotel on Marktplatz in Basel: the hotel group has rooms to suit all guests in the city of Basel. The Hotel Group also includes the Hotel Savoy in Bern and the Holiday Inn Express in Aarburg-Oftringen.

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

*BâleHotels*

Hotels

**8**



**ITS Coop Travel** organizes beach holidays, city breaks, tours and cruises. The joint venture between Coop and DER Touristik (subsidiary of the German Rewe Group), is Switzerland's leading direct seller of beach holidays.

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





**Coop Mineraloel** operates a network of Coop Pronto Shops with or without a filling station and is the number one in the Swiss convenience and fuel market. All Coop filling stations with a Coop Pronto shop are managed by independent shop entrepreneurs or companies in a franchise system. The shop infrastructure and the product range are controlled at the national level by a uniform concept.

**Coop Pronto** stands for fast, convenient shopping from early until late. The convenience shops are characterized by attractive opening hours. Where permitted by law, the shops are open 365 days a year from 6 a.m. until 11 p.m. The fruit and vegetables are crisp, baked goods are produced in-store, and the dairy and meat products are always extremely fresh. The secret to the unprecedented fresh offering at Coop Pronto is sophisticated delivery logistics: fresh products are delivered daily to all Coop Pronto shops from Monday to Saturday.

Coop is one of the least expensive fuel providers in the Swiss market. Customers benefit from a modern filling station network in Switzerland and the Principality of Liechtenstein.

The sale of heating oil, especially via the online platform **Coop Heating Oil**, is a further business segment.

[www.coop-mineraloel.ch](http://www.coop-mineraloel.ch)

[www.coop-pronto.ch](http://www.coop-pronto.ch)

[www.coop-heizol.ch](http://www.coop-heizol.ch)



Number of employees

**136**

Net sales CHF million

**2 932**

Sales outlets

**326**





**Jumbo** is Switzerland's leading building supplies, garden and hobby store. Everyone wants a beautiful, comfortable home for themselves and their family, so it's just as well that JUMBO, with its 120 sales outlets, is always close by, and available online 24/7. Thanks to this proximity, the huge range and friendly advice, JUMBO helps people get hands-on and creative with their home and their free time. You'll find it all at JUMBO: the ultimate selection and quality, fantastic offers and a conscious focus on sustainability.

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



Number of employees

**3 383**

Net sales CHF million

**1 206**

Sales outlets

**113**

7 sales outlets also incorporated within a Coop supermarket

**Livique** is an expert provider of lifestyle furnishings, offering inspiration and tasteful furnishing ideas in five different style ranges in its stores and online. As well as providing excellent advice, Livique focuses on a personalized service – offering more than 100 million possible furniture variations.

**Lumimart** is Switzerland's number one lighting store and offers the widest range of lighting – including in the design area. Lumimart is also a leader in terms of technology.

[www.livique.ch](http://www.livique.ch)  
[www.lumimart.ch](http://www.lumimart.ch)

**LIVIQUE** 



Number of employees

**716**

Net sales CHF million

**219**

Sales outlets

**45**



**Per Piedi** is Switzerland's biggest foot care institute and supports the wellbeing and health of feet. With a department dedicated to comfortable footwear in the Pfauen store in Basel and a podiatry service, Per Piedi embodies professional footcare expertise.

[www.per-piedi.ch](http://www.per-piedi.ch)



Number of treatments  
**22 000**



**Update Fitness** Individual strength and endurance training, fitness including supervision, group courses and day care – customers will find all this at one of Switzerland's leading fitness providers. Coop holds a majority stake in the health-oriented fitness group.

[www.update-fitness.ch](http://www.update-fitness.ch)

**UPDATE**  
fitness

Fitness centres  
**65**



# LARGEST ASSORTMENT OF BRANDS AND OWN-LABEL BRANDS

The range caters to every requirement: at Coop, customers will find the largest selection of brand-name items and own-label brands. Coop is also the leader in environmentally compatible, animal-friendly and socially responsible products, always offering the best possible value for money.

You can learn all about the Coop own-label brands and quality labels at [www.coop.ch/labels](http://www.coop.ch/labels)

For connoisseurs, the health conscious, vegetarians and allergy sufferers, for children and families, for the particularly cost-conscious and for people who do not have much time to cook, Coop's supermarket offering caters to every customer requirement. With a range featuring around 40 000 food and non-food items, Coop offers the largest assortment in Swiss food retailing. Coop carries numerous own-label brands and the largest selection of national and international brand-name items in all price segments.



## Standard own-label brands



**Coop Qualité & Prix**  
Large selection of high-quality products offering excellent value for money.

## Target group own-label brands



**Prix Garantie**  
Good quality products at low prices.



**Betty Bossi**  
High-quality convenience products for culinary treats every day.



**Jamadu**  
Children's products for a balanced and age-appropriate diet which, above all, taste great.



**Délicor**  
Products providing a range of tasty alternatives to meat.



**Sapori d'Italia**  
Authentic products from the world of Italian cuisine.



**Fine Food**  
Premium quality culinary delicacies for special moments.



**Primagusto**  
Especially tasty fruit and vegetables.



**Free From**  
For enjoyment and well-being – free from gluten, lactose and other allergens.

Customers who are particularly concerned about sustainability will find the most extensive and attractive range of environmentally compatible, animal-friendly and socially responsible products at Coop. Almost one in two organic products sold in Switzerland passes through a Coop check-out. The Naturaplan own-label sustainability brand is the largest organic brand in Switzerland. With Naturaplan, Coop looks consistently to the Bio Suisse bud label, including for processing and imports. With Naturafarm, Coop scores top marks on animal welfare. Oecoplan offers an environmentally friendly alternative to almost every conventional household, gardening, DIY or construction product. Coop is the world leader in marketing fair-trade organic cotton. It also ranks first in Switzerland and among the world's leading retailers as a provider of fair-trade Max Havelaar-certified products.

Quality is of great importance at Coop – from the production of the raw materials through to the sale of the products. Coop Quality Management coordinates all activities, systematically monitors processes, assesses risks and suggests appropriate remedial measures. When sourcing goods from the Far East, Coop subsidiary Eurogroup Far East Ltd. monitors the implementation of quality and sustainability requirements locally.



### Selected Coop own-label sustainability brands and quality labels

	<p><b>Naturaplan</b> Organic food bearing the Bio Suisse bud label.</p>		<p><b>Naturafarm</b> Swiss meat and eggs from animals raised humanely with access to the outdoors.</p>		<p><b>Oecoplan</b> Oecoplan is the oldest sustainable brand in Swiss retail, with the biggest selection of environmentally friendly products for well-kept homes and gardens.</p>
	<p><b>Naturaline textiles</b> Fair fashion made from organic cotton.</p>		<p><b>Pro Montagna</b> Authentic products from Swiss mountain regions.</p>		<p><b>Miini Region</b> Miini Region currently offers more than 3200 regional products.</p>
	<p><b>Naturaline cosmetics</b> Certified natural cosmetics with organic ingredients.</p>		<p><b>Ünique</b> Fruit and vegetables whose appearance is less than perfect but which are certainly suitable for consumption.</p>		<p><b>Fairtrade Max Havelaar</b> Fairtrade boosts smallhold farmers and workers in the global south.</p>
	<p><b>Pro Specie Rara</b> Rare traditional crops and livestock breeds.</p>		<p><b>Slow Food</b> Traditional, sustainably produced specialities.</p>		<p><b>Swiss Parks</b> Sustainable and authentic culinary experiences from the Swiss Parks.</p>
	<p><b>Solidarité</b> Products from cooperations with institutions and workshops for people with disabilities.</p>		<p><b>Hochstamm Suisse</b> Products with 100% Swiss fruit from tall standard trees.</p>		<p><b>Eco-Score</b> Environmental indicator published by independent provider Beelong – for sustainable shopping.</p>
	<p><b>Demeter</b> Products from biodynamic agriculture.</p>		<p><b>Karma</b> Tasty, innovative and trendy products – naturally vegetarian.</p>		

# SERVICES AND EXCLUSIVE OFFERINGS

Coop offers its customers a number of additional services and exclusive offerings.

**Coop member press** Food and drink, family, society, lifestyle and tourism, price cuts and promotions: the Coop member press appears in three languages throughout Switzerland. Together with Coop ration and Cooperazione, it is the most widely read print title in Switzerland. The “**Coopzeitung Weekend**” member press is also published every Friday in the centrefold of “20 Minuten” and covers exciting lifestyle and trending topics for the young and young at heart.

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



Readers  
**4.5 million**

**Hello Family Club** The club offers families with children a number of attractive leisure and holiday offerings, promotions that change weekly, digital coupons, collection promotions and competitions. Over 670 000 families take advantage of the numerous benefits.

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



Club members  
**2.1 million**



**Coop Supercard** Collect Superpoints, order rewards, pay with points and benefit from exclusive discounts – that is how the Coop Supercard works. Customers are credited one Superpoint for every franc spent when they present the Supercard. The Supercard app can even be used to make cashless payments. The payment card integrated into the app can be loaded with cash and with Superpoints. Supercard is Switzerland’s most successful customer loyalty programme and is accepted by Coop and 33 Supercard partners.

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

Active card accounts  
**3.3 million**



**Supercard credit card** The free credit card from Coop is available as a Visa card, Mastercard and Visa prepaid card and is a globally accepted means of payment.



**Mondovino** As the largest wine dealer in Switzerland, Coop brings its multifaceted world of wine together under the name of Mondovino. Mondovino offers exciting content free of charge for everyone – from wine novices through to connoisseurs. Experts explain the different varieties of grape and wine-growing countries, for example, and offer tips on choosing the right wine for particular occasions. Thanks to the Mondovino Club, members benefit from additional recommendations and offers. The platform also includes a comprehensive online wine assortment and exclusive wine rarities.

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



Members  
**286 000**





# WHOLESALE AND PRODUCTION



# WHOLESALE AND PRODUCTION AT A GLANCE

SWITZERLAND

CENTRAL AND EASTERN EUROPE

FRANCE

OESTERREICH

Through its Wholesale / Production Business Area, the Coop Group is also active abroad. The Transgourmet Group operates cash & carry stores and supplies industrial customers in Europe. The Bell Food Group gives Coop a strong international presence in production.

The Transgourmet Group is Europe's second-largest cash & carry and wholesale supplies business. It serves customers from the catering and commercial sectors and operates in Germany, Poland, Romania, France, the Iberian peninsula, Austria and Switzerland. Transgourmet Holding AG has its registered office in Basel.

The Bell Food Group AG, in which Coop holds the majority of the shares, is the largest manufacturing company in the Coop Group. The meat processor has production sites in Switzerland and 15 other European countries. In addition to the Bell Food Group, Coop also operates Swiss-based manufacturing companies in the grain processing, breads and baked goods, chocolate, rice specialities, vinegar products, mineral water, raw materials processing, wine bottling, cosmetics and cleaning agents segments. These operate as divisions within the company. The manufacturing companies make not only Coop's own-label products but also items for third parties in Switzerland and abroad. The focus is on sustainability, good food and addressing new dietary trends.

WHOLESALE

## Key figures on the Wholesale / Production Business Area

As at 31 December 2022

PRODUCTION  
WHOLESALE

**15 747** CHF million

Net sales

**209**

Sales outlets / markets

**44 374**

Number of employees

TRANSGOURMET  
**1 113 605** m<sup>2</sup>

Sales area

**3 694** CHF million

Net sales online trading

m<sup>2</sup>

CENTRAL AND EASTERN EUROPE

FRANCE

OESTERREICH

2023

OWN-LABEL

COOP

# TRANSGOURMET GROUP

The Transgourmet Group is Europe's second-largest cash & carry and wholesale supplies business. It is organized into seven national companies.

**Number of employees**  
**30 467**

**Net sales** CHF million  
**11 051**

**Markets**  
**209**



## Germany

The umbrella brand Transgourmet Deutschland comprises the specialists Transgourmet for wholesale supplies and Selgros for cash & carry wholesale. Transgourmet also includes other specialist companies which offer a wide range of services and products for customers.

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



## Poland

Together with Selgros, Transgourmet Polska is one of the country's largest cash & carry specialists.

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



## Romania

Selgros România is one of the leading companies on the Romanian market. Catering customers are supplied from the individual stores. In Bucharest, customers are served from Selgros' own distribution warehouse.

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



## France

In the French wholesale supplies market, Transgourmet ranks second.

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



## Iberia

In the Spanish market, Transgourmet is the leading company in food wholesaling through its cash & carry and retail business.

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



## Austria

In Austria, Transgourmet operates cash & carry stores combined with a delivery service, making it the leading catering wholesaler.

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

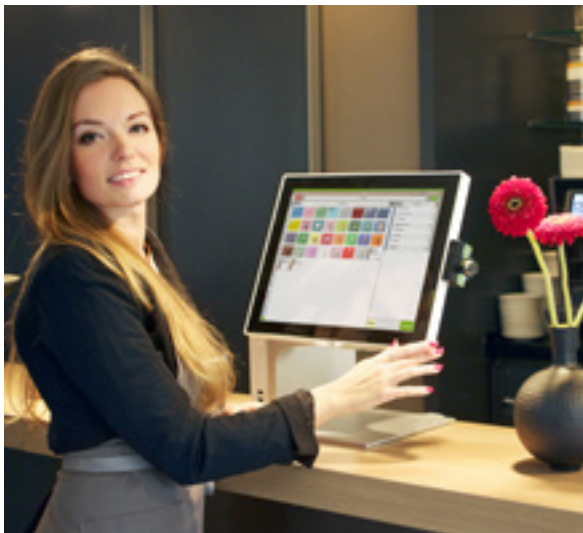


## Switzerland

In Switzerland, Transgourmet is the market leader in the cash & carry and wholesale supplies sector.

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





GERMANY

**713 000**  
customers

**11 163**  
employees

Transgourmet Deutschland, headquartered in Riedstadt, Germany, operates 38 stores in the cash & carry segment under the Selgros Cash & Carry and Transgourmet Cash & Carry sales brands and offers a range of around 78 000 food and non-food items. The supplies wholesaler serves 34 500 customers from the catering industry with a total of 39 000 products.



Specialists





**POLAND**

**ROMANIA**

**514 000**  
customers

**4 482**  
employees

**734 000**  
customers

**4 708**  
employees

Through Selgros, Transgourmet Polska, headquartered in Poznan, is one of the largest cash & carry specialists in Poland. Selgros Cash & Carry operates 19 stores with a total sales area of 175 816 m<sup>2</sup> and offers a range of over 45 000 food and non-food items.

Selgros România, based in Brasov, operates 23 stores with a total sales area of 193 235 m<sup>2</sup> in the cash & carry wholesale sector. The company has a range of more than 45 000 food and non-food products. Catering customers are supplied from the individual stores. In Bucharest, customers are served from Selgros' own distribution warehouse.





FRANCE

IBERIAN PENINSULA

**40 405**  
customers

**3 055**  
employees

**200 000**  
customers

**2 500**  
employees

Transgourmet France, based in Valenton near Paris, operates 22 warehouses, 20 platforms and one cash & carry store.

In the wholesale supplies market, Transgourmet ranks second in the French market. The assortment includes over 30 000 products. The Transgourmet Cash & Carry store in Schiltigheim provides more than 13 000 food items for catering professionals.

Transgourmet Ibérica, based in Vilamalla (Girona), with its network of 70 cash & carry stores, its food service line and its six logistics platforms, offers catering professionals a wide range of products for all their needs. The company also has 25 GM Oil service stations and more than 800 Suma, Proxim and Spar franchise supermarkets.



Specialists

Wholesale retail





**AUSTRIA**

**SWITZERLAND**

**75 000**  
customers

**2 100**  
employees

**100 000**  
customers

**2 046**  
employees

Transgourmet Österreich GmbH is the market-leading wholesale partner for catering, hotels and tradespersons. The company has been the best for catering for 60 years. Ten Transgourmet locations and the affiliated wholesale specialist Riedhart in Tyrol offer the tried-and-tested combination of cash & carry and delivery service. Transgourmet also runs four dedicated cash & carry stores. The range numbers 27 000 items.

Transgourmet Schweiz, headquartered in Moosseedorf near Bern, has 31 stores in Prodega's Cash & Carry business and stocks more than 25 000 items, thereby offering the widest range of products in the Swiss wholesale sector. The around 25 000 items from the range of products are also offered in the wholesale supplies business.



**Specialists**

**Specialists**



## GROUP-WIDE OWN-LABEL BRANDS

The Transgourmet Group aims to offer its customers the widest possible variety of products and services from A to Z from a single source. These range from fresh to frozen goods through to convenience, from inexpensive to sustainable, and from individual digital solutions through to tailor-made complete packages. With its Group-wide brand portfolio, Transgourmet has the right product range and the perfect service for every customer requirement throughout Europe.



### Own-label products in all price segments



**Transgourmet Economy** comprises leading products at permanently low prices.

**Germany, France, Iberia, Switzerland, Austria, Poland, Romania**



**Transgourmet Quality** is the own-label brand with the best price-quality ratio. The extensive range covers all requirements of professional customers.

**Germany, France, Iberia, Switzerland, Austria, Poland, Romania**



**Transgourmet Natura** completes the own-label portfolio with a clear focus on assured, controlled organic quality. The new own-label brand targets all catering professionals and offers a full range of products at affordable prices.

**Germany, France, Iberia, Switzerland, Austria**



**Transgourmet Premium** offers premium and exclusive specialties as well as superb quality for distinguished guests.

**Germany, France, Switzerland, Austria, Romania**

### For lasting enjoyment



**Transgourmet Ursprung/Origine/Vonatur** Products from Ursprung (DE), Origine (FR, CH) and Vonatur (AT), represent a clearly labelled region of origin and sustainable production. Three levels of rating for environmental and social sustainability performance – “good”, “better” and “best” – provide customers with a transparent and credible classification of products. With the development of its own sustainability brand for the wholesale sector, Transgourmet is setting standards and clearly distinguishing itself from its competitors.

**Germany, France, Iberia, Switzerland, Austria**





## OUR CUSTOMERS

The Transgourmet Group's customers include...

- catering companies
- hotels
- work canteens
- social service providers such as retirement and care homes or hospitals
- bakeries and patisseries
- retailers
- tradespeople

... and many more.





# OUR MANUFACTURING COMPANIES

The manufacturing companies make Coop's own-label brand products and items for third parties in Switzerland and abroad. Through these manufacturing companies, the Coop Group intends to create a more distinctive profile in the international market.

## BELL FOOD GROUP

The Bell Food Group is one of the leading meat and convenience processors in Europe and the market leader in Switzerland. Its Bell, Eisberg, Hilcona and Hügli brands meet a wide range of customer requirements. The company supplies the retail and wholesale trades, caterers / restaurants and the food industry with around 541 000 tonnes of goods a year. The Bell Food Group has manufacturing companies in 15 countries. The company is listed on SIX Swiss Exchange.

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



**Headquarters**  
Basel

**Established**  
1869

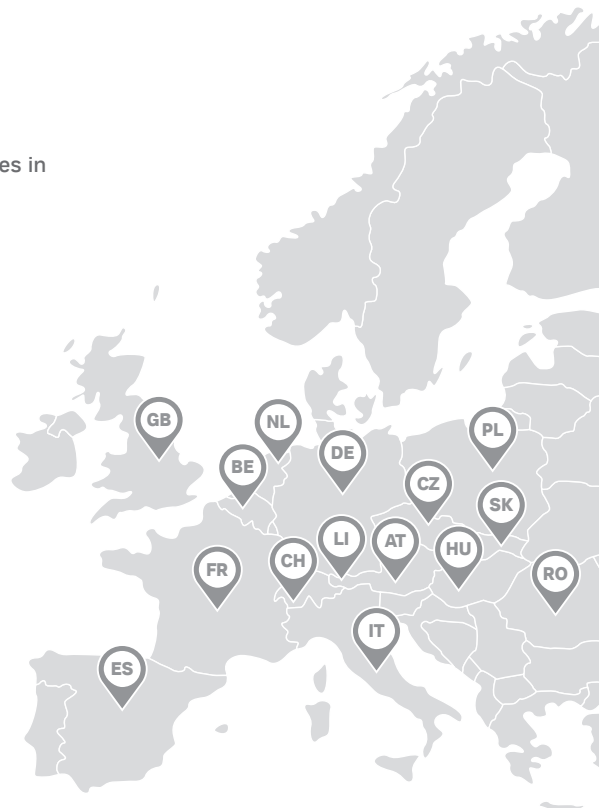
**Products**  
Meat, poultry, charcuterie, seafood, convenience products such as salads, sandwiches, fresh menus and pasta

**Number of employees**  
**12 066**

**Net sales** CHF million  
**4 315**

### Locations

The Bell Food Group has sites in 15 European countries.





The **Bell Food Group** is headquartered in Basel and is divided into five operational business areas as well as a service business area for finances/services.

**Business area Bell Switzerland**

Switzerland is the Bell Food Group's core market. Here, its own manufacturing companies produce all groups of meat, poultry, charcuterie, seafood and convenience products. For Swiss poultry, Bell has a fully integrated production system and oversees the entire value chain from the egg through to the consumable product.

**Business area Bell International**

The Bell International business area comprises the Bell Germany, Bell France and Hubers/Süttag divisions. The focus is on producing international air-dried ham specialities as well on slaughtering and cutting and boning sustainably raised turkeys and chickens in Austria and Germany.

[www.bell.ch](http://www.bell.ch)  
[www.bell1869.com](http://www.bell1869.com)



**Business area Eisberg**

Eisberg has a strong market position in Switzerland and Eastern Europe. It specializes in the production of fresh chopped salads and also offers a wide range of chopped fruit and vegetable selections. The offering also features innovative additional ranges such as smoothie mixes, fruit juices and salad dressings.



**Business area Hilcona**

Hilcona produces fresh, frozen and non-perishable convenience products such as fresh meals, pasta, sandwiches and numerous other products. The centre of excellence for vegetarian and vegan products in Landquart (Switzerland) manufactures tofu made from organic Swiss soya and plant-based meat alternatives. In Bad Wünnenberg in Germany, Hilcona produces and markets convenience products for the German market. Hilcona is the market leader in its segment in Switzerland and is also a key provider of fresh pasta in Germany and Austria.

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



**Business area Hügli**

Hügli specializes in non-perishable convenience products. These include soups, sauces, bouillons, seasoning mixes, dressings and dips, desserts, functional foods, chilled fresh herb products, menu components as well as vegetarian and vegan products. Hügli supplies the food service sector, manufactures products for branded companies, the retail sector and food processing industry and sells its own, primarily organic quality, brand products. Hügli is a leading provider of non-perishable convenience products in its domestic markets of Switzerland and Germany.

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



The Bell Food Group is one of the leading meat and convenience food processors in Europe and is the market leader in Switzerland.



## HALBA

HALBA produces 20 000 tonnes of Swiss chocolate, 7 000 tonnes of innovative snacks and 20 000 tonnes of high-quality baking and cooking ingredients for trade and industry every year. HALBA is committed to sustainability and is involved in innovative sustainability projects in the countries of origin.

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



### Products

Chocolate, snacks such as nuts and dried fruit, baking and cooking ingredients



## TROPENHAUS FRUTIGEN

Tropenhaus Frutigen is an attractive destination for an excursion that brings learning and gourmet delights to life in an accessible way. The Tropenhaus experience brings together the themes of renewable energy, fish farming, caviar production, a tropical garden and a restaurant beneath banana plants.

[www.tropenhaus-frutigen.ch](http://www.tropenhaus-frutigen.ch)

[www.oona-caviar.ch](http://www.oona-caviar.ch)



### Products

Caviar, perch fillet



## SWISSMILL

Swissmill is Switzerland's largest grain mill and one of the most modern enterprises in the sector across Europe. It processes over 200 000 tonnes of grain a year and manufactures more than 100 products.

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



### Products

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



## STEINFELS SWISS

Steinfels Swiss develops, manufactures and markets over 18 000 tonnes of high-quality cleaning and bodycare products for private households, industry and bulk consumers each year. Steinfels Swiss is the market leader with its range of sustainable products.

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



### Products

Natural cosmetics, cosmetics, detergents and cleaning products, hygiene products, system solutions for professional cleaning



## COOP BAKERIES

In total, the five large bakeries produce around 62 960 tonnes of baked goods and pastry per year. In-house bakeries at 56 Coop supermarkets across Switzerland produce a further 6 740 tonnes of fresh breads and pastries.

### Products

Fresh bread products (loaves, rolls, braided bread), frozen bread products, fresh dough, cakes and biscuits, tarts and pastries, seasonal and special pastries as well as commercial doughs



## REISMÜHLE NUTREX

Organic, fair-trade – the Nutrex rice mill refines over 75 varieties of rice and produces over 55 varieties of vinegar, producing and selling over 13 000 tonnes of rice from around the world and 10 million litres of vinegar. It is the European market leader in fair-trade rice and the Swiss market leader in vinegar.

[www.reismuehle-nutrex.ch](http://www.reismuehle-nutrex.ch)

### REISMÜHLE NUTREX

### Products

Rice varieties from all over the world, rice blends, vinegar and vinegar specialities



## PEARLWATER MINERALQUELLEN

Pearlwater bottles around 100 million litres of mineral water and soft drinks a year, including the Coop own-label brands “Swiss Alpina”, “Aquina” and “Prix Garantie”. The water comes from four premium-quality Alpine springs in Valais with different mineralizations.

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



pearlwater

### Products

Still and sparkling mineral water, soft drinks containing sugar as well as flavoured organic lemonades, sold in PET bottles



## CAVE

The Coop winery vinifies must from seven Swiss cantons. Wines from all over the world are managed, refined, bottled and packaged. Semi-sparkling wines are produced. Using the Charmat method, wines undergo a second fermentation from which they emerge as Spumante. Aromatized wine-based drinks round off the range. Cave is the largest winery in Switzerland, filling around 40 million bottles/units a year.

### Products

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



## BANANA RIPENING PLANT

The banana ripening plant produces 28 000 tonnes of bananas each year, and packages them along with around 3 000 tonnes of pineapple and 1 400 tonnes of kiwi and dried fruits and nuts. The plant is one of the most technically and environmentally advanced in Europe.

### Products

Bananas, exotic fruit such as pineapple and kiwi, dried fruit and nuts

# ENVIRONMENTAL AND SOCIAL ISSUES



## MORE THAN 400 ACTIONS, NOT WORDS

After 35 years of clear commitment to sustainability, it has become a major part of Coop's corporate DNA. We have firmly integrated sustainability into our day-to-day work and consider our efforts in this area to be an essential foundation for the company's long-term success.

Switzerland's largest selection of organic-grade fish and seafood, an award-winning environmentally friendly combination of road and rail to transport goods and an official partnership with the Swiss Red Cross – these are three of the more than 400 sustainable actions that Coop has developed and taken in retail alone. And new ones are continually being added. Sustainability is an extremely important part of the corporate strategy in all Coop Group business areas.

**6 240** CHF million

Sales from sustainable products Coop Group

**840** CHF million

of which Fairtrade

**2 050** CHF million

of which organic

Each year, **40 to 100**

sustainability projects financed through the Coop Sustainability Fund





**OUR VISION:  
FOR PEOPLE, ANIMALS  
AND NATURE**

As a cooperative, we made a statutory commitment over 150 years ago to procure products cost-effectively while safeguarding the economic and social interests of our members. This also includes operating sustainably. Environmental protection has been enshrined in our Articles of Association since 1973. Coop is convinced that sustainability is an important basis for the long-term success of a company.

Our strategy is based on three pillars and comprises 26 areas of activity, which we have developed with the involvement of various stakeholders and customer needs.



**Action no. 27**



**Action no. 14**



**Action no. 12**

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**PILLAR 1**  
**SUSTAINABLE**  
**PRODUCTS**

We promote sustainable consumption with responsible products, a conscious product range design, targeted customer information and diverse advertising measures. Because consumer behaviour has a significant impact on people, animals and nature, we can have the greatest impact by providing sustainable product ranges. Promoting sustainable consumption is also the overarching goal of our strategic partnership with WWF Switzerland. We are also committed to organic farming, fair trade, human rights, the promotion of animal welfare and the conservation of natural resources (water, soil, biodiversity and air) through pioneering procurement projects and long-term partnerships. Throughout the value chain, we are also committed to compliance with demanding minimum requirements, deforestation-free supply chains and greater transparency.



**Action no. 387**

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**PILLAR 2**  
**ENVIRONMENTAL**  
**AND CLIMATE PROTECTION**

Our efforts are focused on implementing the vision of “net zero emissions by 2050” and the vision of a zero-waste company. We work consistently to prevent and reduce emissions, including in our supply chains. In addition, we are committed to closed and reduced material cycles, optimize packaging, avoid waste or recycle it, use water responsibly and advocate sustainable construction. In goods transport, we are setting standards with the steady expansion of rail transport and innovative solutions such as electric trucks and hydrogen-powered vehicles.





**Action no. 105**

### PILLAR 3 **EMPLOYEES AND SOCIAL COMMITMENT**

Our employees are our asset. We therefore offer them the best terms of employment in the Swiss retail sector, including a standard collective employment agreement, a variety of training and professional development options, good career opportunities and a generous pension scheme. By supporting the social welfare organizations “Schweizer Tafel” (Swiss Table) and “Tischlein deck dich” (Table Be Set), we make a substantial contribution to the responsible use of foodstuffs. Another key aspect is our commitment to the non-profit organization Coop Aid for Mountain Regions and our collaboration with strategic partners such as the Swiss Red Cross (SRC).



**Action no. 214**

### **COOP SUSTAINABILITY FUND**

Through the Coop Sustainability Fund, we finance 70 to 100 sustainability projects each year, thereby initiating innovative solutions in socially and environmentally relevant areas. Together with external partners, we support research into sustainable production methods or products and thus promote pioneering achievements in the field of sustainability. We also support exhibitions, events and services which raise public awareness of sustainable consumption. In addition, we assist projects focused on health, exercise and providing support for the disadvantaged. Our commitment to most projects dates back many years. Coop invests around CHF 16.5 million a year through the Sustainability Fund.

Further information

**[www.actions-not-words.ch](http://www.actions-not-words.ch)**

## COOP AS AN EMPLOYER: ATTRACTIVE AND SOCIALLY RESPONSIBLE

Our employees are our most important asset. Coop therefore goes to great lengths to provide secure jobs with the potential for career development and offers its employees the fairest terms of employment in the Swiss retail sector.

**94 790**

Number of employees

**3 417**

Number of apprentices

**71.3** %

Management positions filled internally

The Coop Group employs almost 95 000 staff in retail, wholesale and production, including 3 417 apprentices. Plus de 62% of the jobs are located in Switzerland and the remainder abroad. Coop goes to great lengths to provide secure jobs with the potential for career development and offers its employees the best terms of employment in Swiss retailing nationwide. The Company is the only large retailer to have concluded a collective employment agreement with five different social partners. Over 38 000 employees have signed up to the Coop collective employment agreement. All employees receive competitive pay and benefit from a range of attractive employee discounts. Among other things, Coop assumes two-thirds of the insurance contributions to the CPV/CAP Coop Pension Fund for its employees in Switzerland. This Fund insures employees and their family members or surviving dependents against the financial consequences of old age, disability and death.

### **Coop Campus: the most attractive professional development programme in the retail sector**

Coop invests over 45 million francs each year in its employees' training and professional development and offers the most attractive professional development programme in the Swiss retail sector under the name Coop Campus. Employees benefit from tailored internal training programmes for every level of management and across all subject areas. There are around 350 internal courses on offer – in Coop's own training centres in Muttenz and Jongny, at 17 other locations or directly in the workplace. Electronic learning methods are also in widespread use. In addition, Coop supports employees' external training and professional development financially and in terms of time.





I owe my career  
to Coop.

**Isabel Andueza**  
Former Coop apprentice, now manager  
of Import Parfumerie Volketswil

Men and women have the same career opportunities at Coop regardless of where they come from. Coop fosters the employability of all its staff through its comprehensive talent management programme. This provides systematic and uniform tools for appraising performance and analysing potential, and supports career planning within the Coop Group. The talent management programme enables Coop to fill over 71.3% of management vacancies internally.

#### **Modern vocational training**

Coop invests significantly in the training of apprentices. With around 2 700 apprentices in Switzerland alone, Coop is the second-largest provider of apprenticeships in the country. There are 33 different professions to choose from in sales, administration, logistics and production. A staff of 38 full-time apprenticeship supervisors and around 2 000 vocational instructors accompany and support the young adults. Coop also promotes the vocational baccalaureate and supports assignments in other language regions of Switzerland and abroad. Coop continues to employ some 70% of the apprentices once they have completed their training. Thanks to their solid and demanding basic training, many of them have the ideal qualifications to soon take on their first management tasks.

Besides hiring directly, Coop also offers university graduates attractive work placements and trainee programmes in different areas of the company. Those taking part in the trainee programme in sales, for example, spend a whole year experiencing the fascinating and diverse world of retail, thereby laying the foundations for a promising career in sales.



## CLOSE TO PEOPLE THROUGH SPONSORSHIP

In Switzerland, Coop inspires all ages with attractive sponsorship projects – both at the regional and national level.



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