



 **Eurial**

Our history

Successful, sustainable growth



2016

Merger of the Eurial cooperatives with Agril and acquisition of the Guilloteau cheese dairy, with its famous "Pavé d'Affinois" brand of cow's milk cheese.

2015

Consolidation of Eurial and Agril's industrial and commercial activities.

2014

Merger with Union Valcrest, a real asset for the goat's milk sector.

2013

Initial approaches to Agril.



2003

Creation of the logistic platform in La Crèche (79).

2006

Decision to build a mozzarella factory in Herbignac to provide new outlets for Eurial's milk.

2008

Launch of the first mozzarella production in Herbignac in the last quarter.

2009

Acquisition of Capra, a Belgian producer of goat's cheese.

2011

The Laiterie Cooperative du pays de Gâtine joins Eurial.

1999

Sale of UHT milk business to Candia. Eurial focuses its investment on its other activities, in particular goat's cheese.

1995

Poitouraine joins Eurial leading to the creation of Eurial Poitouaine.

1992

Eurial decides to invest in goat's milk and the Soignon brand, despite the market declining, and launches the Grand Fermage butter brand.

1988

Ucal and Colarena join forces to create Eurial.

1960-1980

Gradual consolidation of local cooperatives resulting in the creation of Colarena, Poitouaine and Ucal.



 **Eurial**

Agril's Milk Division

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Agrilait

**Bio
nat**

**Grand
Fermage**

Maestrella

**Merci
Chef!**
SELECTION

**PAVÉ
d'Affinois**

SOIGNON

Our vision

Since the end of milk quotas, Eurial, Agrial's Milk Division, has focused on added value and growth within flourishing international markets to meet the development desires of our dairy farmers.

Our mission

- To provide an outlet that brings added value for all the milk generated by our dairy farmers.
- To reduce the impact of market volatility through internationalization, innovation and high value-added products.
- To provide opportunities and visibility for our dairy farmers, thereby ensuring the sustainability of their operations.

Eurial, Agrial's milk branch

Agrial is one of the largest French agricultural and food industry cooperative groups. Its activities are organized in 8 divisions:

4 agricultural divisions

- Upstream
- Mechanization
- Rural distribution
- Seeds

4 food industry divisions

- Drinks
- Vegetables
- Milk
- Meat & Poultry



Agrial by numbers:

- 21,000 employees
- 15,000 members
- €4.8 billion turnover



"More than ever, Eurial's generalist model will be an asset: brands, internationalism, market diversity and added value are guarantees of sustainability and help to compensate volatility, enabling us to offer our dairy farmers a long-term future."

Olivier Athimon,
Chief Executive
Officer of Eurial



Our cooperative values



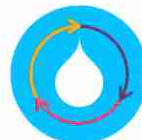
Cooperative governance:
one person, one vote



Proximity enabled through
sustainable local roots



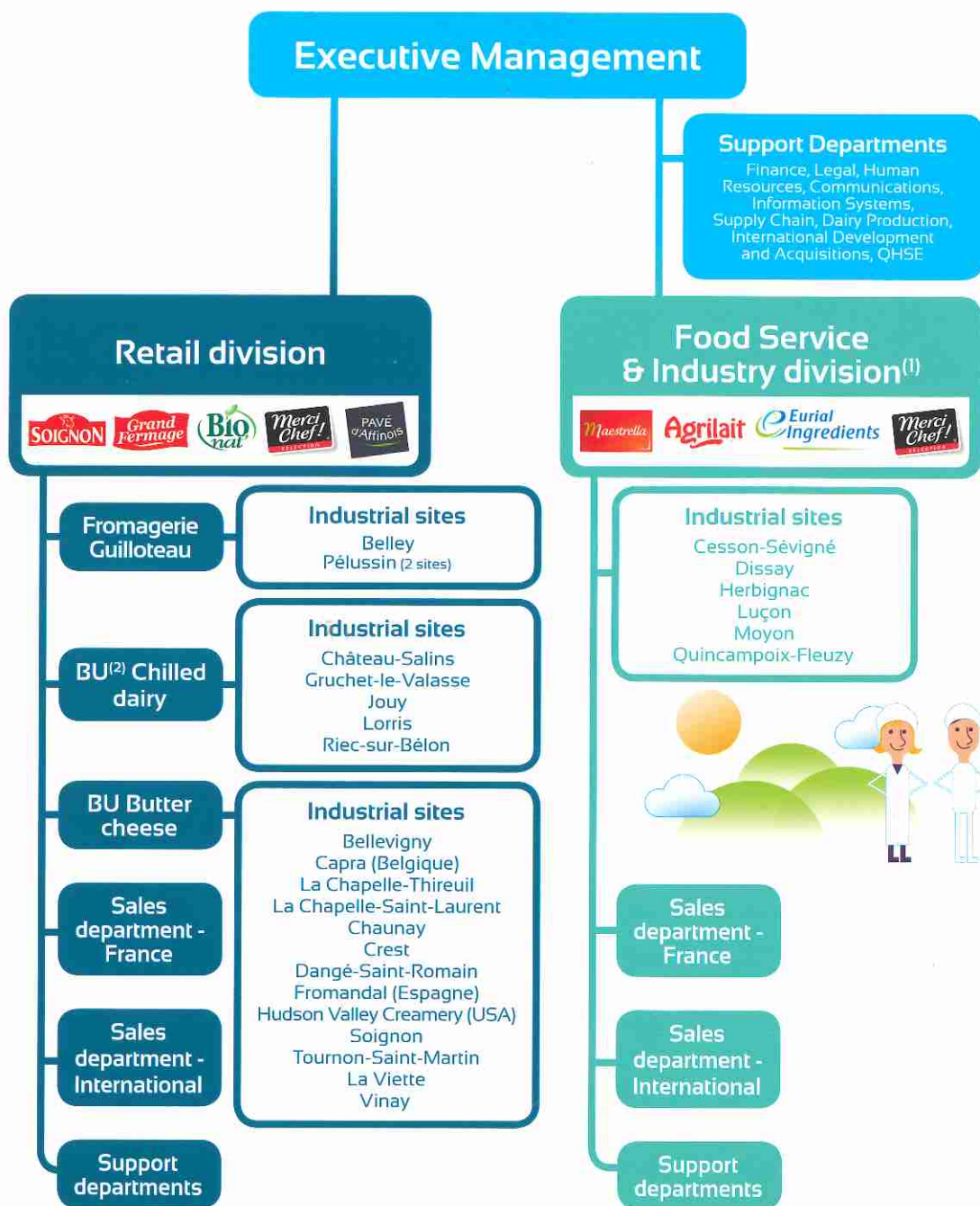
Respect for shareholders,
employees, customers
and partners



A sustainable economy
for the future

Our organisation

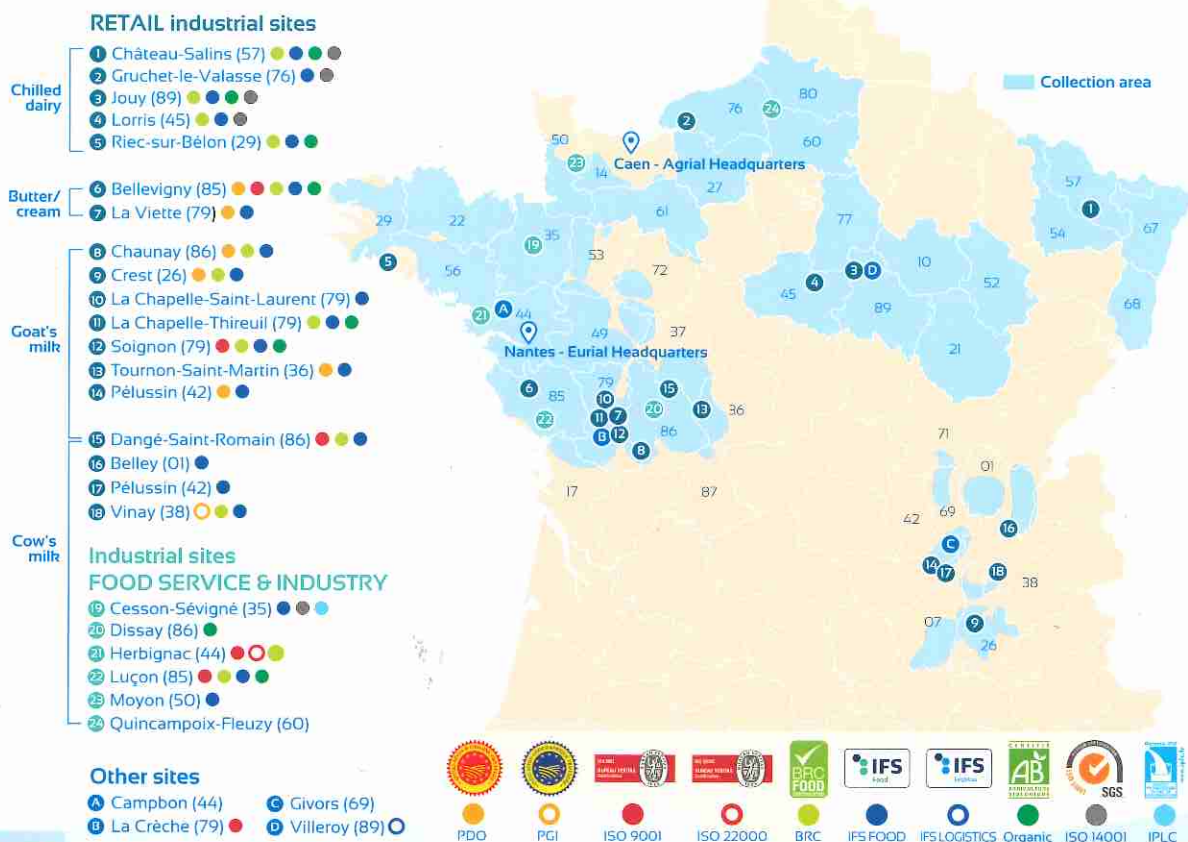
Our organisation is totally client-oriented. Our teams are divided into two divisions: the Retail division, dedicated to French and international consumers, and the Food Service & Industry division, dedicated to industrial customers and catering.



(1) Catering & Industry - (2) Business Unit

24 manufacturing sites in France

Eurial production sites are based in several regions of France; they are located as close as possible to the collection areas.



cturing sites

Our international subsidiaries

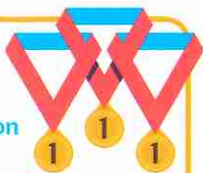
Eurial also operates internationally through 3 production sites (in Belgium, Spain and the United States) and 8 subsidiaries or commercial local offices (in Germany, Spain, Belgium, UK, Italy, the Middle East, USA and Poland).



Our brands and products

Eurial in France

- No. 1 in goat's cheese production with Soignon
- No. 1 in mozzarella production in France
- No. 1 in speciality butters with Grand Fermage
- No. 3 in France in organic yoghurts and desserts with Bio nat'



Due to its diverse fields of activity and its strong value-added brands, Eurial is positioned as a multi-specialist, with a presence not only in supermarkets, restaurants and catering, but also in the food industry, with a focus on cheeses and chilled dairy products, and a leading role in the goat's milk market.

Cheeses



PDO Goat's cheese: Picodon, Chabichou du Poitou, Pouligny-Saint-Pierre, Sainte-Maure de Touraine, Rigotte de Condrieu.

PDO/PGI cow's milk: Saint-Félicien, Saint-Marcellin.

Cheese ingredients



*Individually Quick Frozen.



€2.3 billion turnover
of which nearly 30%
is outside
of France



Yoghurts and desserts



Butter and cream



UHT milk



Dry ingredients

Eurial
Ingredients



Our dairy farmers

Our 6,450 dairy farmers of French milk are members of the Agrial cooperative. Support from the cooperative, in the optimization of their operations or in development projects, is a key success factor.

Services for dairy farmers

- Construction: projects, consulting, funding research, grant applications
- Environment: CAP advice, fertilization specifications, regulatory compliance
- Consulting: animal nutrition and crop production
- Agricultural supplies: nearby outlets
- Economic: optimization of operations



Eurial's teams are available to offer dairy farmers advice and support with the milk collection, quality assurance, and the setting up and maintenance of tanks on their farms.



6,450
dairy farmers

2.8 billion litres of total
dairy resources of which:

2.6 billion litres
of cow's milk

245 million litres
of goat's milk



of which **62 million** litres
of organic milk

