Proud of our milk

Eurial
Our history

Successful, sustainable growth

- **2016**
  Merger of the Eurlial cooperatives with Agrial and acquisition of the Guilloteau cheese dairy, with its famous "Pavé d’Affinois" brand of cow's milk cheese.

- **2015**
  Consolidation of Eurlial and Agrial's industrial and commercial activities.

- **2014**
  Merger with Union Valcress, a real asset for the goat's milk sector.

- **2013**
  Initial approaches to Agrial.

- **2003**
  Creation of the logistic platform in La Crèche (79).

- **2006**
  Decision to build a mozzarella factory in Herbignac to provide new outlets for Eurlial'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 Eurlial.

- **1999**
  Sale of UHT milk business to Candia. Eurlial focuses its investment on its other activities, in particular goat's cheese.

- **1995**
  Poitouraine joins Eurlial leading to the creation of Eurlial Poitouraine.

- **1992**
  Eurlial 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 Eurlial.

- **1960-1980**
  Gradual consolidation of local cooperatives resulting in the creation of Colarena, Poitouraine and Ucal.

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**Eurial**

Agrial's Milk Division

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Design, production, text: ANTHOMYS Photos: Agrial - Eurlial - Marc Roger
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
- Rural distribution
- Mechanization
- Seeds

4 food industry divisions
- Drinks
- Milk
- Vegetables
- 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 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.

**Executive Management**

**Support Departments**
- Finance
- Legal
- Human Resources
- Communications
- Information Systems
- Supply Chain
- Dairy Production
- International Development
- and Acquisitions
- QHSE

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**Retail division**

- **Fromagerie Guilloteau**
- **BU(2) Chilled dairy**
- **BU Butter cheese**
- **Sales department - France**
- **Sales department - International**
- **Support departments**

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**Food Service & Industry division(1)**

- **Industrial sites**
  - Cesson-Sévigné
  - Dissay
  - Herbignac
  - Luçon
  - Moyon
  - Quincampoix-Fleuzy

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(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.
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).

4,300 employees

on an FTE basis (full-time equivalent)
Due to its diverse fields of activity and its strong value-added brands, Eurlial 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/PGI cow's milk: Saint-Félicien, Saint-Marcellin.

Cheese ingredients

Fresh

IQF* (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
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.

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
- 62 million litres of organic milk

6,450 dairy farmers