



# The Enterprise of Swiss Farmers

**For a productive agriculture**

**fenaco**

natürlich nah  
de la terre à la table

# For healthy Swiss food

Have you ever eaten a juicy AGRI NATURA steak, tasted crisp ready-to-serve salads from frigemo or tried crunchy chips from McDonald's? Are you familiar with natural RAMSEIER fruit juices, mountain-fresh ELMER CITRO and sparkling SINALCO? All these products come from fenaco.

As well as fruit, potatoes, vegetables and grapes, fenaco also processes and markets bread grain, sunflowers, rapeseed, maize, meat products and eggs. Together with LANDI, it purchases raw material directly from farmers and supports them in the economic development of their businesses. fenaco refines the raw materials in its factories and uses them to produce safe and healthy Swiss food products. These are delivered, fresh and with great care, as semi-finished or finished products, to hotels and restaurants or are placed in the freezer cabinets and on the shelves of wholesale distributors and retailers ready to sell.



## Food industry turnover

**173.95**  
Drinks

**1 305**  
(in millions of francs)

**581.47**  
Vegetables,  
fruit, eggs

**549.96**  
Meat

In the food segment, fenaco makes an annual turnover of approximately 1.3 billion francs. Companies and brands such as RAMSEIER, Caves Garnier, Union Fruits, Steffen-Ris and Ernst Sutter as well as frigemmo and many others contribute to this result.



## Partner to the farmers – for a flourishing farming sector

fenaco procures seeds for fruitful harvests, ensures that the Swiss agricultural sector receives an uninterrupted supply of plant nutrients, produces nourishing feed for farm animals at the best possible prices and, alongside many others, also ensures the successful breeding of healthy pigs.

In order to produce highly nutritious food, Swiss farmers require tractors and other machinery as well as the best primary products such as fertilisers in the correct doses and selectively effective pesticides. Therefore, procuring, preparing and selling these and other means of production is part of the core business of fenaco and LANDI.



## Agricultural turnover

**443.08**  
Livestock trade

**958.19**  
Grains, oil seeds,  
animal feed

**348.45**  
Crop production

**72.21**  
Agricultural machinery

**1 822**  
(in millions of francs)

Various fenaco businesses supply farmers with the means of production required for sustainable, efficient and safe farming. These include UFA-Samen (seeds) and LANDOR, Agroline, Serco Landtechnik (agricultural machinery), UFA, Melior and many more. While others, for their part, purchase produce from the farmers and are actively engaged in trading in grains and oil seeds or livestock. Together these businesses make a turnover of around 1.8 billion francs a year.

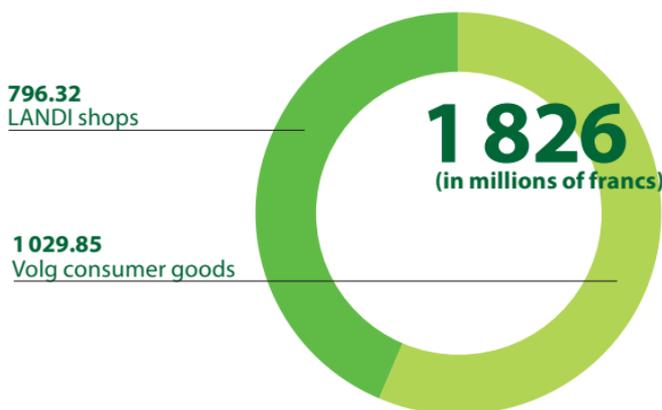
# From the producer to the consumer



fenaco also plays a key role in the Swiss retail trade. With its Volg shops, the growing number of AGROLA TopShops and other marketing outlets, it supplies the rural population with food. In this way, fenaco brings the farmers' produce directly, immediately and fresh to the shop counter.

What's more, LANDI shops are enjoying an ever-growing level of popularity. The turnover trend shows this clearly. The attractive range of home and garden articles they offer is pleasingly different and is highly valued by the consumers.

## Retail trade turnover



In the retail trade, fenaco achieves an annual turnover at wholesale prices of more than 1.8 billion francs. Various businesses contribute towards this result, including the marketing organisations Volg Konsumwaren AG and LANDI Schweiz AG.



## A commitment to energy

Want to know how fenaco and its LANDI came to deal in heating oil, petrol and diesel? It's a simple story. When, decades ago, the tractor drove horses from the field, demand grew for diesel but fell for oats. Soon after, the first village filling stations appeared, where the "Diesel Horse" quenched its thirst.

Today, a network of more than 400 AGROLA filling stations covers the rural regions of Switzerland. Dozens of LANDI and various AGROLA sales offices also offer heating oil and wood pellets, a CO<sub>2</sub>-neutral energy source, as a sensible supplement to motor fuel. In addition, in 2015 fenaco went into business with solar energy.



## Energy turnover

**1 215**  
(in millions of francs)

In the business field Energy, fenaco makes a turnover of more than a billion francs. The AGROLA and Solvatec companies and many LANDIs are committed to supporting the supply of these energy sources to the population.



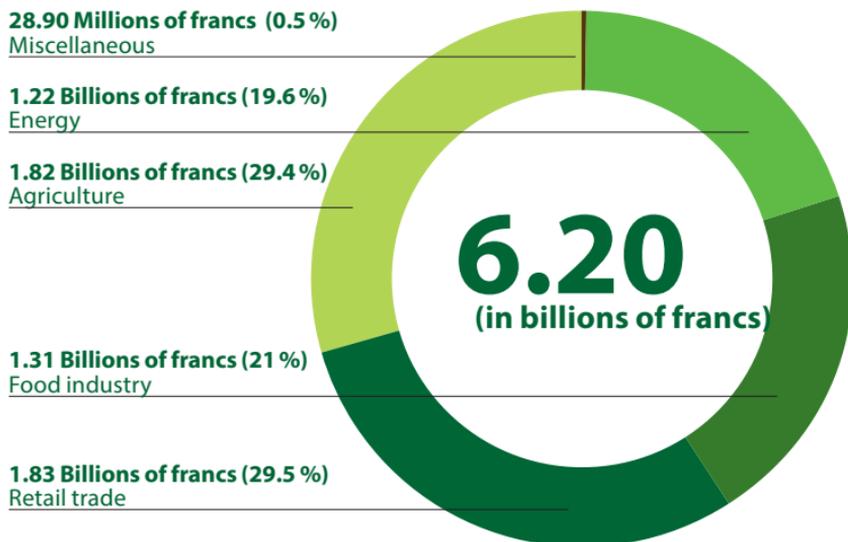
## The Enterprise of Swiss farmers

To whom does fenaco belong? And what is it there for?

fenaco is organised as a cooperative and is an enterprise of Swiss farmers and their LANDI. Together, fenaco and LANDI form a corporate group, the fenaco-LANDI Group. Its prime objective is to produce as much food as possible in its own country and, through that, safeguard the future of a productive Swiss agriculture on a sustainable basis.

On average, fenaco invests around 200 million francs a year in the renovation of distribution and processing works and the construction of modern marketing outlets.

## fenaco turnover 6.2 billion francs



With its subsidiaries, fenaco makes an annual turnover of more than 6 billion francs and employs around 10,000 employees, including some 500 trainees. The supervisory board, the highest supervisory and executive body of the fenaco cooperative, consists mainly of working farmers.

**For further information about fenaco, please go to [www.fenaco.com](http://www.fenaco.com)**

# Addresses


 The logo for fenaco, consisting of the word "fenaco" in a lowercase, green, sans-serif font, oriented vertically on the right side of the page.

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