



Euroopa Maaelu Arengu  
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# The role of cooperatives in the food supply chain: the view of Sweden and Europe

Thomas Magnusson, President of Cogeca  
Tartu | 17.11.2017

# The voice of Agricultural cooperatives in the European Union

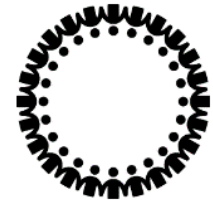
# Cogeca's members



7 million  
farmers



22,000  
agri-  
cooperatives



30 national  
umbrella  
organisations

# European Agri Cooperatives



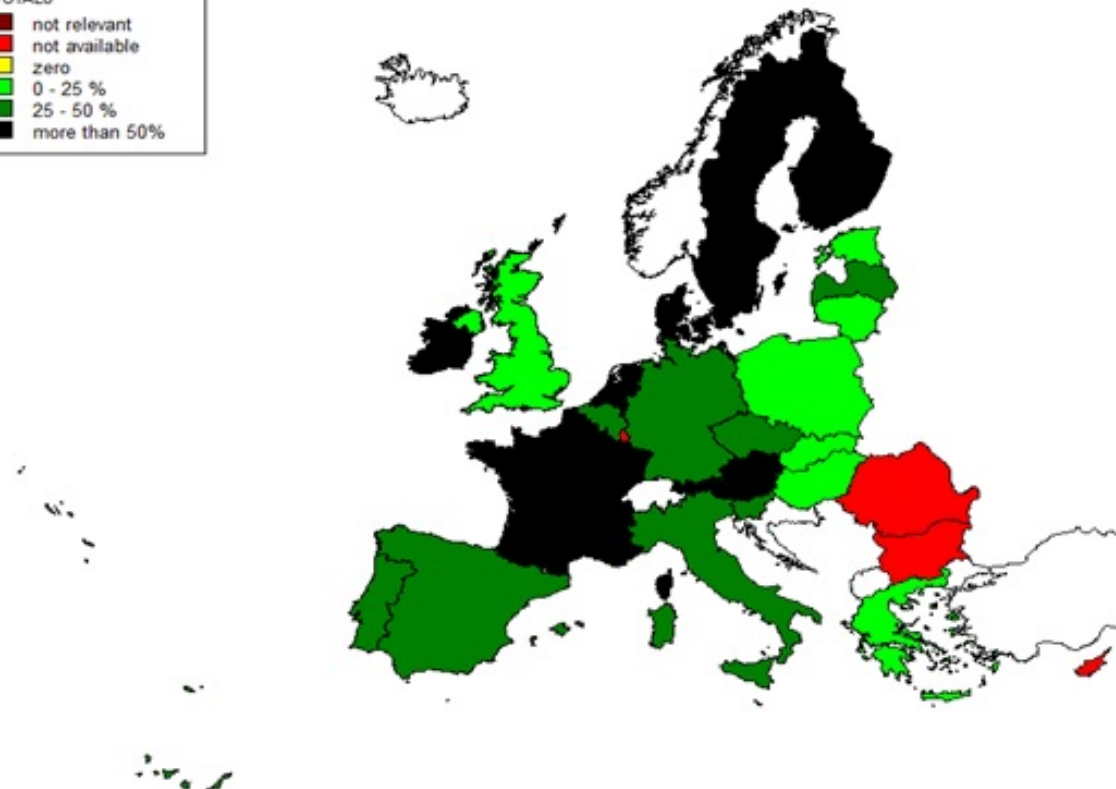
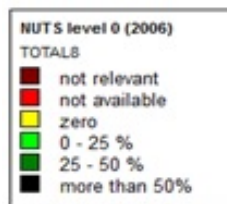
600'000  
Persons employed



€ 350 billion  
turnover



# Agri-cooperative market shares across EU member States



- > 50% for some Northern and central EU Member States
- > 25% but < 50% Mediterranean countries (Exception Greece <25%)

# Agri-Cooperatives in the EU

EU Member State	Total number of Cooperatives	Total number of Members (multiple membership)	Turnover (m€)
Denmark	28	45 710	25 009
Germany	2 400	1 440 600	67 502
Italy	5 834	863 323	34 362
Estonia	21	2036	512
Finland	35	170 776	13 225
<b>Total in the EU</b>	<b>21 769</b>	<b>6 172 746</b>	<b>347 342</b>

\* 2014



# Agri-cooperative different models

Nordic countries

Southern countries

Newer EU Member States



# Specificities of the agri-cooperatives' Business Model

**Member-user owned**

**Member-user controlled**

**Member-user benefit**





# The reason to be member of an agricultural cooperative



**Achieving Together  
What We Cannot Do Alone**



# Sustainability as core of cooperative business model



**Economic – Environmental - Social**

# Value package for farmer-owners

- Price setting mechanisms
- Financial returns
- Long term investments



# The main objectives and role of agri-cooperatives

## Maximise value to members and support members' needs

- Concentrating production and offering market outlets
- Processing food and offering value adding services
- Improving farmers position in the food supply chain



# The role of agri-cooperatives

## A tool to stop rural exodus and boost the development of remote areas

- Creation of jobs and growth
- New and Young farmers engagement
- Social contribution to farming communities (services, skills development, culture, sport.....)



## Development of smart environmentally friendly actions

- Circular economy
- Energy transition
- Food waste



# The role of agri-cooperatives

## Innovation drivers

- Value Creation
- Business Modelling
- Research
- Product Diversification



## We do research for the future

## Research & Innovation

We invest 200-300 million SEK annually in research and development to enhance the value of grain from field to fork

**Lantmännen's Research Foundation is our own foundation that invests in external research at universities, colleges and institutes.**

**We invest SEK 15 million per year.**

### Examples of current research projects

- Mapping of the oat genome
- Better bread quality and fractionation of grain
- Improved precision farming
- Materials of the future



# Partnerships with Others Create Value for the farmers and for Lantmännen

## Partnerships

**HaGe**  
Ihr Partner vor Ort



**SCANDBIO**

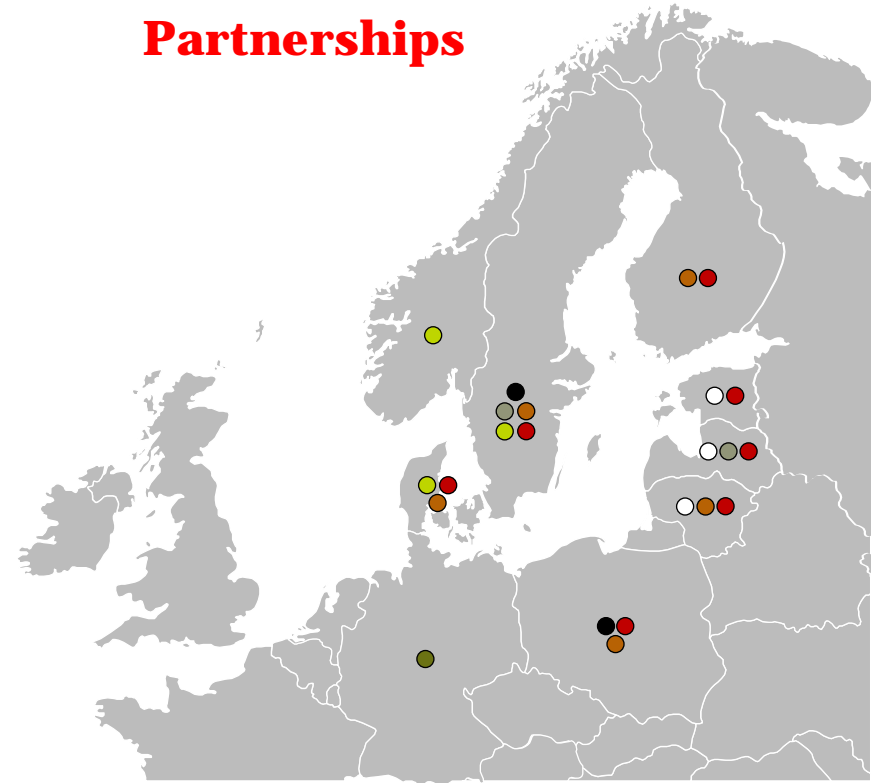
**VIKING MALT**

**DATAVÄXT**

Scandi  
Standard

**HKSCAN**

- **HaGe Kiel**  
41 percent
- **Scandagra Group**  
50 percent
- **Scandagra Polska**  
50 percent
- **Scandbio**  
50 percent
- **Viking Malt**  
38 percent
- **Dataväxt**  
51 percent
- **Scandi Standard**  
5 percent
- **HK Scan**  
5 percent  
(10 percent voting capital)



# LM<sup>2</sup> – the Tool for the Farm Entrepreneurs

## Digitalization

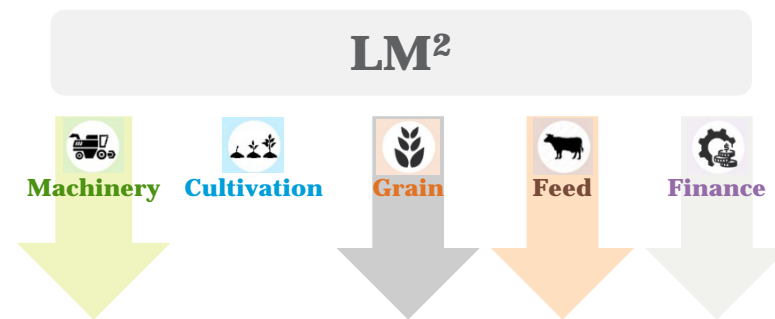
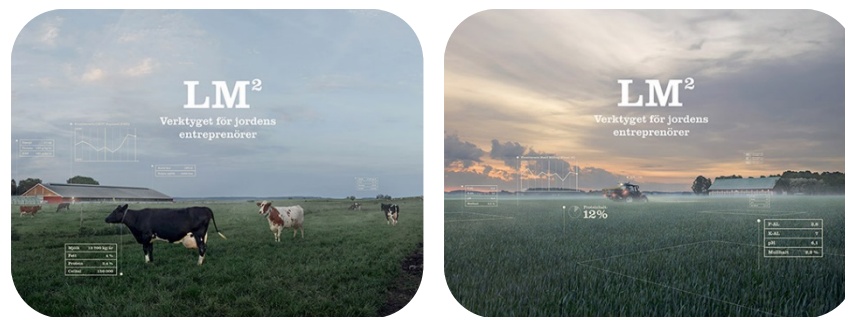
### Digital tool for:

Simplifying access to information and services

Expand and improve e-trade

Make better decisions possible through data and analysis

Make administration more efficient



# The role of agri-cooperatives

## Enablers for the digitalisation transformation

- Smart Farming, IoF
- Big data and data governance
- Digitalisation of the food chain
- Food treatability



# The role of agri-cooperatives

## Internationalisation

&

## Trade





# Conclusions & Takeaways





THANK YOU

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