

AGRI-FOOD AND FISHERIES: THE STRENGTH OF COOPERATION



CONFCOOPERATIVE
— AGROALIMENTARE E PESCA



WHO WE ARE



- **Confcooperative** is Italy's leading cooperative organization, representing 18.000 cooperatives and their 3,5 million members along the different value chains.
- It is made up of by 8 distinct Federations, of which the Agri-food and Fisheries Federation is the most relevant, with cooperatives playing a leading role.
- **Confcooperative Agroalimentare e Pesca**, through its 8 sectors, represents more than 20% of the Made in Italy agri-food industry.
- The mission of our Federation is to be a place where our members are able to define and stimulate a better positioning of agri-food and fisheries cooperation in the Italian economy.

WHAT WE REPRESENT



ECONOMIC FIGURES

- **2.512** agricultural and fisheries cooperatives;
- **407.388** producer members;
- **74,820** employees;
- **38** billion euros turnover;
- **20%** of the Italian food production.

THE VALUE SYSTEM OF COOPERATION

- **82%** of the raw materials processed and marketed come from members
- **73%** of the supply is local
- **26%** of the supply nationwide;
- **1%** of raw material come from Third Countries.

OUR ROLE IN THE AGRI-FOOD AND FISHERY SECTORS



AMONG AGRI-FOOD-FISHERING, SECTORS COOPERATION SYSTEM REPRESENTS:

- **70%** of Italian fishery sector;
- **65%** of Italian milk production and about **70%** of main PDO cheeses production;
- **55%** of gross production in the poultry and rabbit sectors;
- **45%** of Italian wine production;
- **40%** of the national production of the fruit and vegetables;
- **20%** of beef and pig production;

THE IMPORTANCE OF FOREIGN MARKETS



- Our cooperatives are among the **main ambassadors of “Made in Italy”** because of their 100% Italian production system.
- Cooperatives account for about **15% of the foreign turnover** of the Italian agri-food industry with about **6 billion euros**. Foreign markets account – on average – for **20% of the overall cooperatives’ revenue**.
- The international dimension of our cooperatives, however, is still below the average of the Italian food sector. Nevertheless, we are doing our best to promote their internationalization process and support them in finding new business opportunities worldwide.



THANK YOU FOR YOUR ATTENTION