



NORSK
LANDBRUKSSAMVIRKE

About NAC members

The agricultural cooperatives

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Cooperatives are another way of doing business

- Cooperatives are ethical business that work for the benefit of the community now or in the future.
- They come in all types and sizes: from small companies owned by employees, to large banks owned by clients. They work in all parts of economy: from healthcare to housing, farms to pharmacies, supermarkets to sport clubs, insurance to internet services.

Cooperatives share their profits

- Cooperatives want to trade successfully – they are businesses, not charities, after all. Members such as farmer, can often do better by working together.
- Sharing the profit is a way to keep it fair and make it worthwhile. Rather than rewarding outside investors, a cooperative shares its profits amongst the members.

Fun facts – 145 countries

- **2.6 Million Cooperatives** have over 1 Billion memberships and clients.
 - For example, in France there are 147 million cooperative clients and memberships in a country with a population of 65 million people.
- 12.6 Million Employees work in 770,000 Cooperative offices and Outlets
 - **Together cooperatives employ 12,595,501 persons or roughly 0.2% of the world's**
- **982,400 agricultural cooperatives in China**
 - (employment data was not available)
- Together cooperatives around the world generated US\$2.98 trillion in annual revenue during
- Source : Dave Grace , Measuring the size and Scope of Cooperative Economy in 2014

History of cooperatives in Norway

- The first modern co-operatives in Norway were set up in the 1850s, after inspiration from the ideas and principles of the Rochdale weavers.
- Co-operation, in the sense of people helping each other, has a long tradition in Norway. The informal, common action for solving an upcoming challenge, the "dugnad", is still a well known event to most Norwegians. No wonder then that formal co-operatives, in accordance with the Rochdale principles, were set up already in the 1850s. **The co-operative dairy in Rausjødalen, near the little town Røros, established in 1856, is considered to be the first "real" co-operative in Norway, and the first dairy co-operative in northern Europe.**
- Co-operatives in the main sectors that we know today have developed by leaps and bounds, much related to the economic and social conditions and development. By 1906 there were several consumer co-operative societies, calling for a central organization, today the Coop NKL BA. The big co-operatives in agriculture and fisheries, for example, grew rapidly in importance in the 1920s and '30s, a period with difficult market conditions, that is huge overproduction and falling prices. Co-operative housing developed rapidly after World War II, due to need for reconstruction and building of dwellings for people moving into the cities.

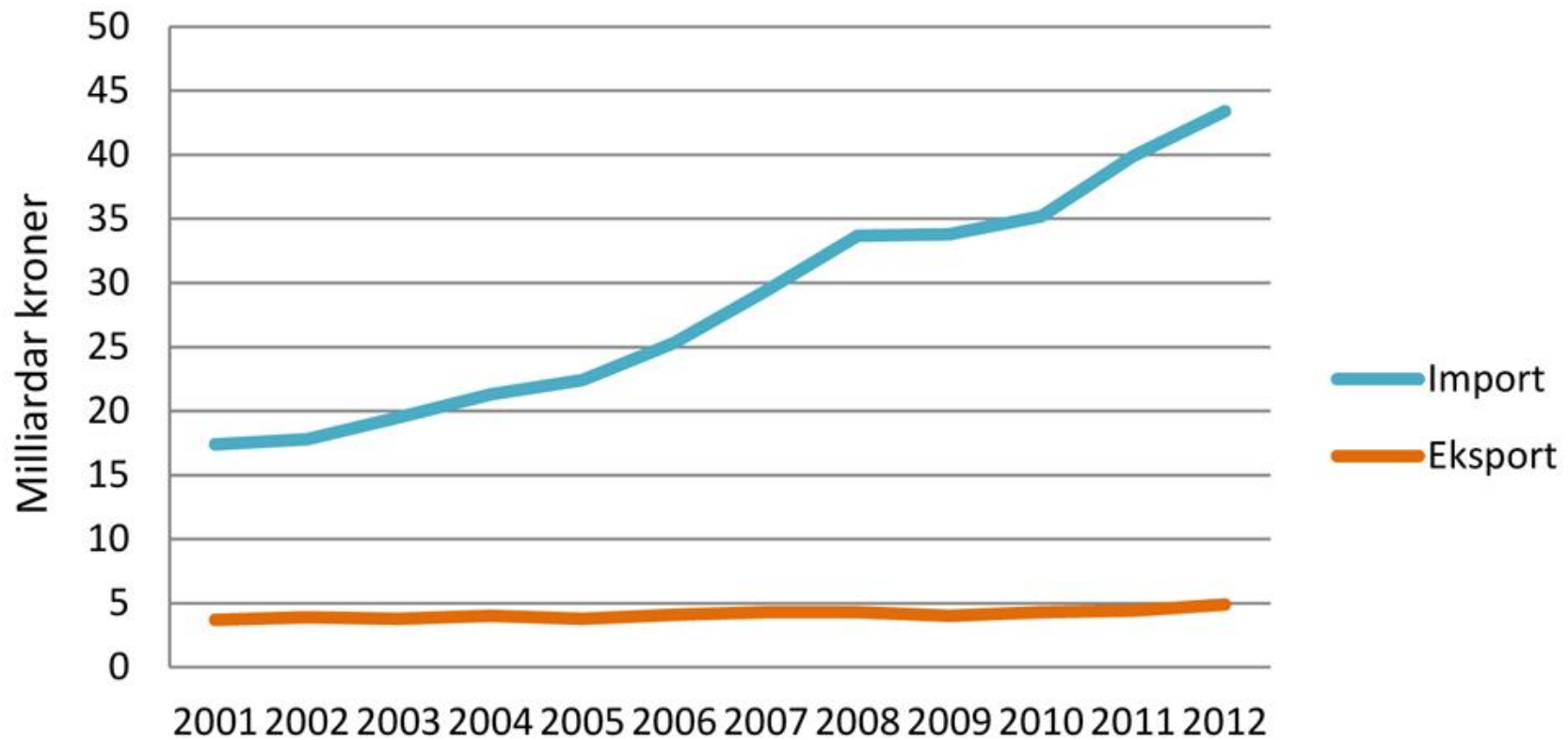
Norway

EUROPE



- 385155 km²
- 2500 km length
- 5,1 mill. inhabitants
- Part of Europe, but not member of EU
- Agreement with EU – full integration in most sectors, but not agriculture
- Export: Oil and fish
- Largest industry on mainland: Food & drink

Import and export of agricultural products



AgriAnalyse/NL/SLF/SSB

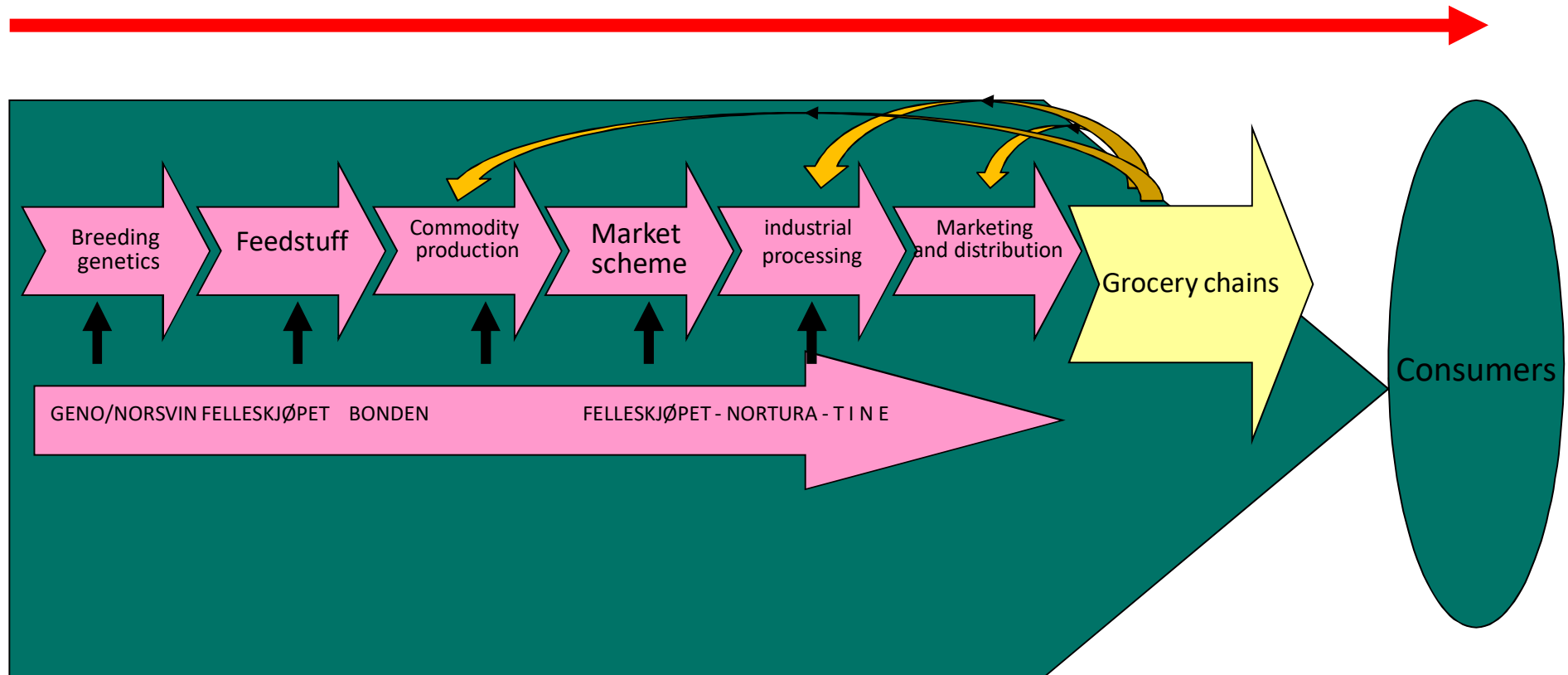


Private companies owned by farmers

Secure the farmers bargaining power in the food supply chain

- ✓ Long term investors in main land industry
- ✓ Food and drink the largest main land industry
- ✓ Farmers own 42% of the food and drink industry
- ✓ Innovative companies
- ✓ Distribute the surplus locally
- ✓ 50.000 owners
- ✓ 17.000 employees
- ✓ Turnover 8 billion euros

Value Chain for agricultural cooperatives in Norway



Felleskjøpet Agri – the cooperative and group



Felleskjøpet Agri is a **cooperative** owned by 44 000 farmers



The main objective is to **strengthen our members' finances**, in both short and long terms. This is the basis of everything we do



Felleskjøpet secures our owners a **durable and predictable** transaction of grain, in addition to favourable purchasing conditions

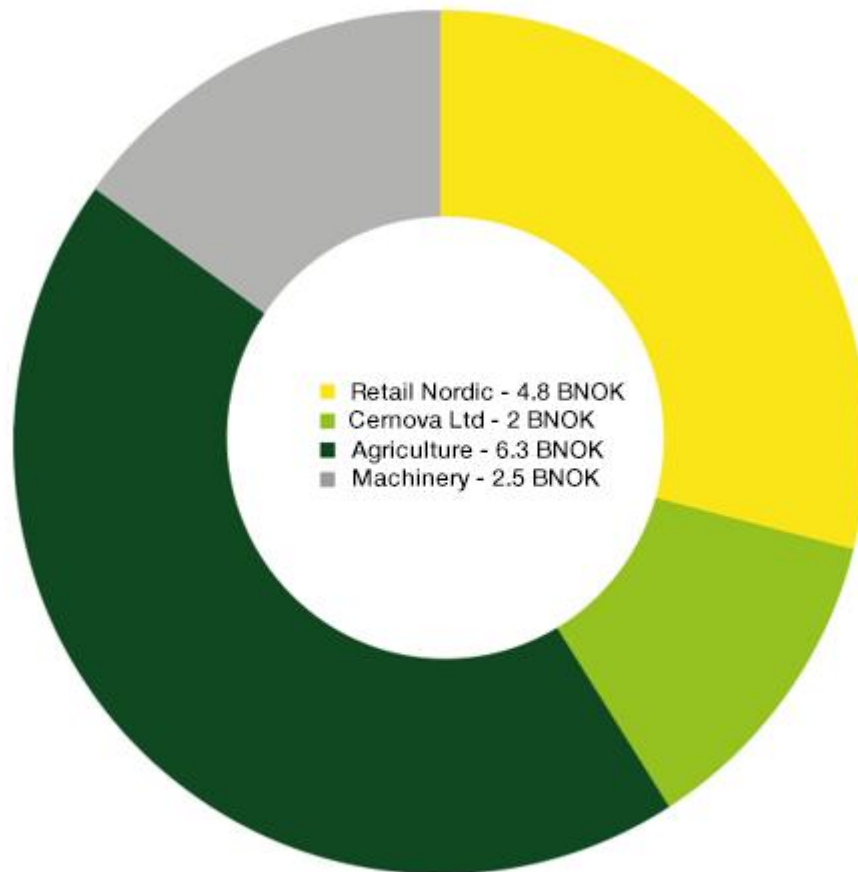


We are **the major supplier** of technology and operational goods to Norwegian agriculture



Felleskjøpet is present in all of Scandinavia, thus **securing cooperation** and the Norwegian farmer

Felleskjøpet Agri – key figures* 1:2



Turnover:

15.5 billion

EBITDA:

897.9 million

Employees:

3641

*accounting figures 2017, NOK

Our business in Norway

- **44,000** members
- **Turnover 15 bnok**
- **Headquarters** in Lillestrøm
- Conducting business in **entire Norway**
- More than **100 stores**
- **40** workshops
- **12** feed factories
- **42** grain receival points
- **33** bakeries and **3** mills



Young farmers

– The future of Felleskjøpets

- In cooperation with Norges bygdeungdomslag and McDonald's: ***Grønn Utdanning, green education***
- Digital meeting ground for exchanging knowledge, aimed at young farmers: ***Såkorn, grain seed***
- Expanded follow up of about 1,000 young and new farmers: ***The Mentor arrangement***
- Everybody who assumes or establishes a farm receives a bonus of 1.5% for three years: ***Founding bonus***





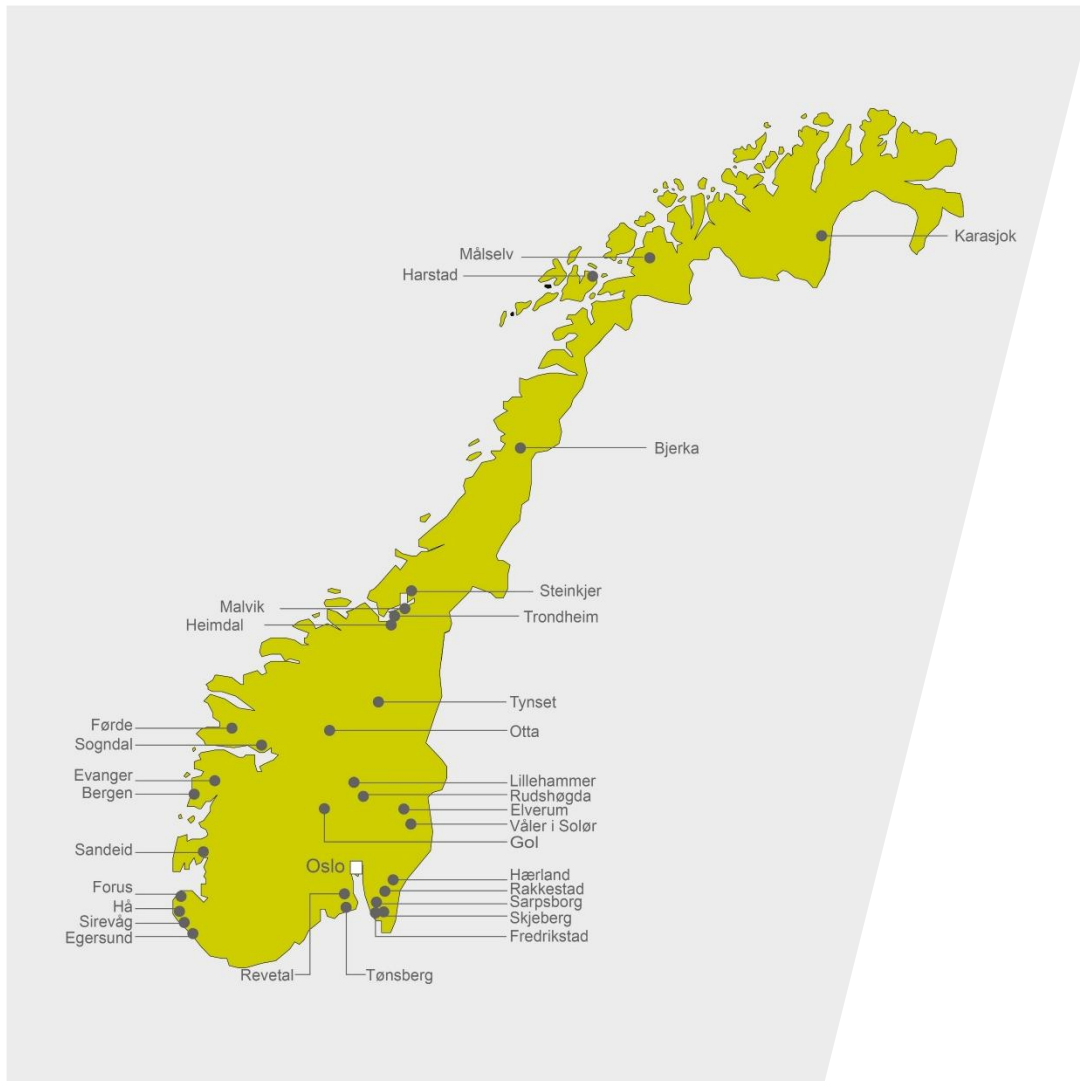
NORTURA

Nortura is one of Norway's biggest food manufacturers, with well-known brands such as Gilde and Prior.

We work hard to promote food enjoyment, health, sustainability and value-creation across the country, every day.

Nortura across Norway

- Sales of NOK 23 billion
- Activities in 28 municipalities
- 5,200 full-time equivalents
- Owned by 18,800 farmers





Norturas purpose

To sell our members' meat, eggs, live animals and wool so that they get the best possible return on their livestock production – in the short and in the long term.

About TINE

- TINE SA is Norway's largest producer, distributor and exporter of dairy products with 11,400 members (owners) and 9,000 cooperative farms. Our goal being to provide the consumers with food that provides a healthier and positive food experience.
- The TINE Group has 5,418 employees, its operating revenues amounted to NOK 22.6 billion in 2016,

TINE is sustainable !



Norges Pelsdyrsavlslag

<http://www.norpels.no/>



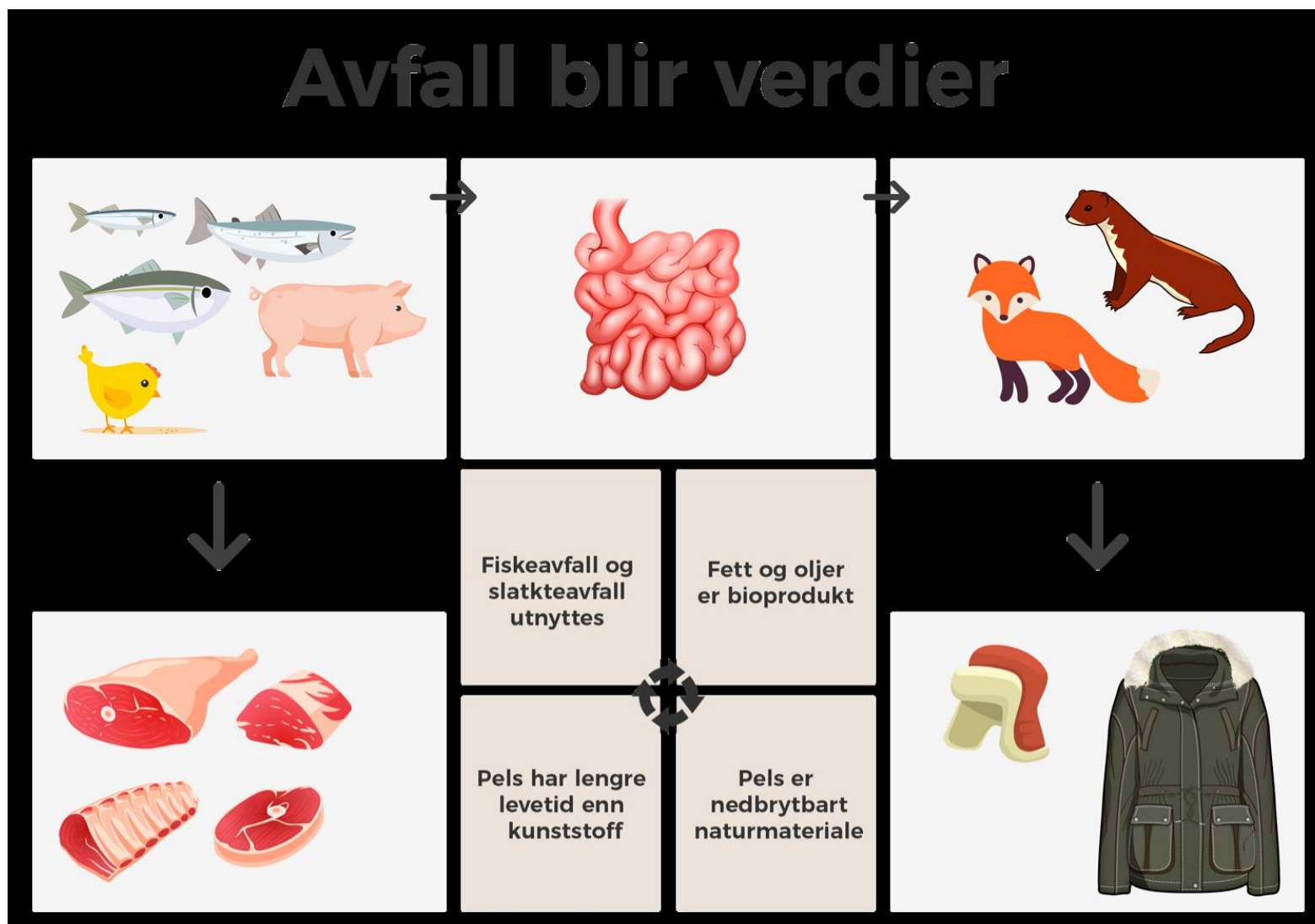
Fox and Mink
Close cooperation between
meat production in Nortura and
feed to fur animals

Fur industry

- resource utilization

- Resource utilization is a good contribution from Fur animal Feed industry Which is part of the Norwegian food processing industry.
- Six companies around the country refine Norwegian raw materials for nutrient-rich fur animal feed. These are located in Sør-Trøndelag (Trondheim and Oppdal), Hedmark (Hamar), Rogaland (HO), Østfold (Fredrikstad) and Oppland (Vestre Slidre).
- Pelsdyr food is a useful renovator. Annually, nearly 50 000 tonnes of residual waste from fish, poultry and meat production are utilised to a full-blown feed for fox and mink, a resource utilization in line with the utilization of nature.

Vaste has value



Landkreditt was established with the purpose to contribute to a better economy for members and customers

- Established in 1915 and is the only agricultural cooperative based financial institution in Norway
- Landkreditt SA, the group parent and a member organization, but the operational activities take place in subsidiaries
- Criterion for membership in Landkreditt SA are loans secured in farm or forestry property and / or a special operating credit scheme for Norwegian farmers in Landkreditt Bank.
- Approximately 100 employees

Member management

- Approximately 9 300 members
- 16 constituencies around the country.
- The number of members in each constituency determines the number of representatives elected from each constituency
- In 2018, we have 30 representatives elected in constituencies around the country, forming Landkreditts General Assembly, the highest decision-making committee in the Group.

The Norwegian Forest Owners' Federation was founded in 1913, and is the central organization for six regional cooperatives. The 6 regional cooperatives cover almost the whole of Norway and represent about 36 000 family forest owners, with a market share of approximately 80 percent of the timber market.

The main task of The Norwegian Forest Owners' Federation is lobbying. We represent the forest owners' interests towards the government and other official authorities, politicians and media. We work closely together with other organizations engaged in the same topics, and together with the forest based industry.



Norsvin

Norsvin is a co-operative owned by Norwegian pig producers. Norsvin is a breeding company with research, innovation and dissemination of genetic improvement as the cornerstones of the company.

Norsvin is located at Hamar in Norway and has about 70 employees.

Norsvin is renowned for its innovative approach to implementing new technologies and a continuous focus on cost-efficient pig production. Continuous and strong product improvement will enable clients to achieve significant added value in their production.

The breeding programme of Norsvin is unique. The combination of high-throughput phenotyping, large-scale computer tomography of boars, global nucleus breeding, massive gathering of production data and genomic selection will accelerate genetic progress leading to innovative products and solutions that benefit the whole chain of pork production.

Through their international company Topigs Norsvin, Norsvin has become the 2nd largest swine genetics company in the world.



2nd

largest swine genetic
company in the world



1

the worlds most
innovative swine
genetics company



700

employees worldwide



54

present in 54 countries



€ 19

million r&d budget



100

million slaughter pigs
produced/year



1.6

million crossbred
gilts/year



9

million doses of
semen/year

Hoff



Hoss SA is the largest in Norway in potato processing, and takes care of a third of the country's potato production. Several of the products are market leaders, and are marketed mainly under the trademark Hoff. Hoff is owned by about 500 shareholders. The company has about 145 employees. The main office is located in Gjøvik, and the factories of Gjøvik, Klepp and Inderøya.



Honningcentralen



- [Honning.no](https://www.honning.no)
- The Honningcentralen was founded in 1927, and is a cooperative owned by approximately 1300 beekeeper from across the country.
- Honey is popular in all kind of food and drinks

Geno



Geno

Geno is the breeding organization of Norwegian Red, the main dairy breed in Norway. It as a farmer cooperative that has been conducting research and development for cattle breeding since 1935. Geno distributes genetic material to more than 30 countries worldwide.

Geno SA has 241 employees in the total organization.

Headoffice is in Hamar – together with Norsvin and TYR.

Norwegian sheep and goat

<http://www.nsg.no/>

- Norwegian sheep and Goat are a professional member organization for sheep and goatkeepers in the country.
- The team was founded 12.03.1947, and currently has 18 county teams, 365 local teams and about 11 200 members (PR Jan 2016).
- Norwegian sheep and Goat (NSG) is a nationwide organisation working to protect sheepholdernes interests. The activities include member contact, magazine production, administration, sheep-and goatbreed development.
- The organization has 11 233 members (pr January 2016) and works through 18 county teams and 365 local teams.
- NSG has 18 permanent employees.

Felleskjøpet Rogaland Agder

- Rogaland Agder (FKRA) manufactures and sells power feed, fertilizer, and seed.
- They also sell tractors, machinery and workshop services to both agriculture and other customers.
- 19 shops, 3 machine centre and 7 workshops
- 446 employees.
- The group consists of a number of companies mainly related to raw material processing, pet feed and property. The head office is located in Stavanger, the machine division is led from Klepp.



Gjensidige group

- Gjensidige is a leading Nordic insurance group listed on the Oslo Stock Exchange.
- Gjensidige has provided insurance services for 200 years.
- We have about 4000 employees and offer insurance products in Norway, Denmark, Sweden and the Baltic states. In Norway, we also offer banking, pension and savings. Operating income was NOK 25 billion in 2016, while total assets were NOK 136 billion.
-
- The Group's operations are divided into six business areas:
 - General Insurance Private
 - General Insurance Commercial
 - General Insurance Nordic
 - General Insurance Baltics
 - Pension and savings
 - Retail bank

“Gjensidiges history dates back 200 years”

- For 200 years, we have safeguarded life, health and assets for our customers. It started with the mutual fire insurers.
- Forty years later, Ole Jacob Broch founded the life insurance company Gjensidige. Broch was a passionate enthusiast, and he shaped the company together with – and for – the customers.
- This has left its mark on the organization and our culture. The commitment to the individual customer has contributed to good customer experiences and sound performance for two centuries.

Norwegian Agricultural Extension Service

- Norwegian agricultural Counseling (NLR) is an umbrella and service Organization
- for 11 regional advisory units with a total of **29.000 members**
- and 330 employees across the country.
- NLR is the link between research and agriculture, and collects,
- develops and unifies knowledge that advisers communicate
- to industry practitioners in agriculture.



Gartnerhallen SA

- Gartnerhallen currently has **1158 members** who produce potatoes, vegetables, fruits and berries throughout the country.
- This is Norway's largest producer organization for green producers in the Gartnerhallen.
- Since Gartnerhallen is a cooperative, each member is the co-owner of the organization and is equal to the right of decision, irrespective of size.



TYR

- We are a breeding and interest organization for norwegian beef cattle.
- Our goal is to ensure the economy of meat production on beef cattle and other meat production.
- This work is done in close contact with farmers union, political authorities and other industry.
- Members we are per day about 1800 members across the country. About 6 employees.

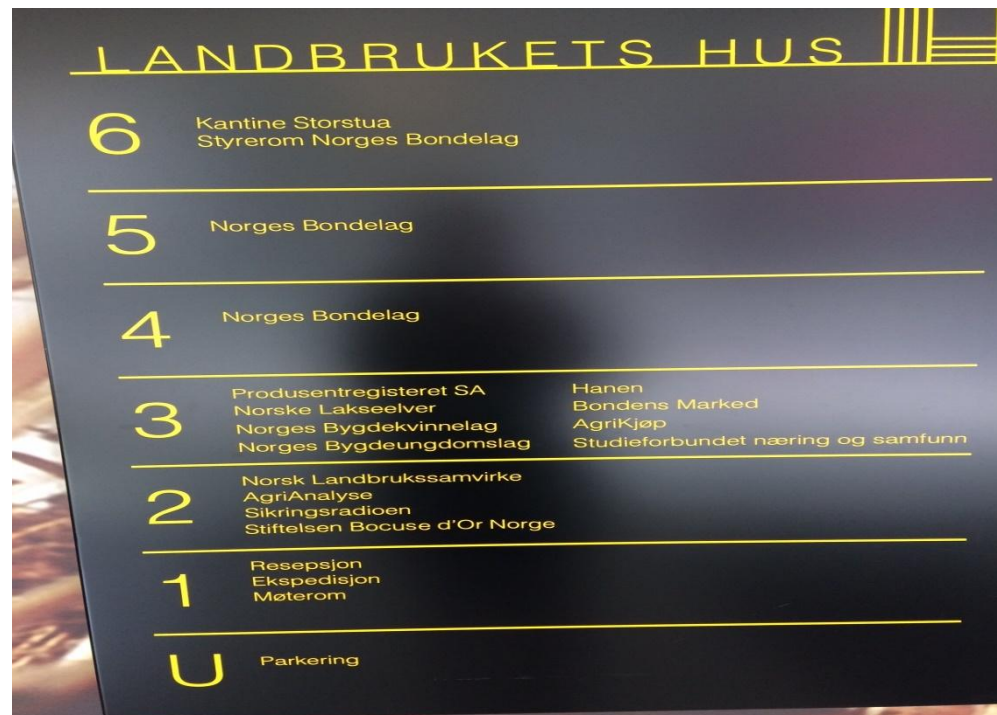


Norske Landbrukstenester Employment Agency

- NLT was started in 1991.
- Their main job is to work for the members need for qualified labour.
 - when the farmers need a temporary worker.



We also cooperate closely with other organisations



LANDBRUKETS HUS

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5	Norges Bondelag	
4	Norges Bondelag	
3	Produsentregisteret SA Norske Lakseelver Norges Bygdekvinne­lag Norges Bygdeungdomslag	Hanen Bondens Marked AgriKjøp Studieforbundet næring og samfunn
2	Norsk Landbrukssamvirke AgriAnalyse Sikringsradioen Stiftelsen Bocuse d'Or Norge	
1	Resepsjon Ekspedisjon Møterom	
U	Parkering	

Norwegian Farmers Union (Norges Bondelag)

- The Norwegian Farmers Union (Norwegian: Norges Bondelag) is the largest Norwegian interest organization for farmers.
- It functions both as a labour union and as a trade union.
- It negotiates with the Norwegian Farmers and Smallholders Union and the Norwegian Ministry of Agriculture and Food about agricultural subsidies. It has **63,000 members**, with 515 local chapters and 18 county chapters.
- The union was established in 1896 as Norges Landmandsforbund.

Norwegian Farmers and Smallholders Union (Norsk Bonde- og småbrukarlag)

- The Norwegian Farmers and Smallholders Union (Norwegian: Norsk Bonde- og Småbrukarlag) is a Norwegian interest organization for farmers.
- It functions both as a labour union and as a trade union. It was founded in 1913. The Norwegian Farmers and Smallholders Union and negotiates together with the Norwegian Farmers Union against Norwegian Ministry of Agriculture about agricultural subsidies.
- The union has **7,000 members**, with 260 local chapters and 18 county chapters. The headquarters are in Oslo. The members' newspaper is “Bonde og Småbruker”.

If you have any questions, please send it to
us

<https://www.landbruk.no/kontakt/>