



ACTIVITY REPORT

2022 - 2023



www.lurberri.fr

EVENTS

2022 • 2023

JULY 2022

First participation of Lur Berri collaborators in the "Challenge de la mobilité".

The vegetable sector invested in a new green bean harvester.

AUGUST 2022

Lur Berri became a member of Agrolandes – a research and innovation center for agriculture and agribusiness.

SEPTEMBER 2022

All the territorial area was affected by drought that was exceptional for its duration and intensity, affecting spring crops (maize, soya, sunflower) and fodder crops.

Arcadie Viandes won the supplier prize in the 2022 "Trophée National des Viandes d'Excellence", calves with their mother Label Rouge category.

DECEMBER 2022

Lur Berri acquired Alliance Occitane, a wholesale livestock business.

Lur Berri became a member of "Un Pacte Positif", a group of participants involved in agro-ecological transition, created by Labeyrie Fine Foods.

JANUARY 2023

Lur Berri set up a new annual meeting of staff "La Rencontre du Personnel", bringing together 195 collaborators in order to share the ambitions of the Group.

FEBRUARY 2023

The company project set up in 2022, concerning Lur Berri agreements was reinforced by the implementation of a Social Commission, which was in operation during the financial period.

MAY 2023

Modernization of shops: Gamm Vert-Mr.Bricolage in Cambo-les-Bains and Gamm Vert in Saint-Jean-de-Luz.

JUNE 2023

In order to recruit 150 seasonal workers, the cooperative participated in «Le Marché de l'Emploi» (employment forum) in Saint-Palais forum, organized by GE64.

AGRICULTURAL DIVISION Vegetal Branch



Maize seed sector

5,199 hectares

- Surfaces increased by +2.5% as a result of demand from our partner Corteva Agriscience.
- Yields of 78.5% only partially reached targets as a result of difficult meteorological conditions (drought and excessive heat).
- Arrangements for production contracts, together with insurance cover and partner assistance made it possible to safeguard farmers' incomes.
- The factory registered a good level of performance despite difficulties in recruiting seasonal workers. Harvesting was carried out over a period of ten weeks.

LBS Seeds



115,000 units

- The year was negatively affected by poor yields and a surge in production costs (energy prices). In this context, LBS Seeds stabilized its sales in maize despite a bear market of -7 to -8%.
- The lack of sunflower production made it impossible to benefit from market developments. Overall, market shares made significant progress this year.
- A new logo was used to display bagged maize: "Maize in France 100% Sud-Ouest".

Vegetable sector

1,430 hectares

- In order to respond to the demands of our partner Congelados de Navarra, production surfaces for vegetables increased by +11.7%, amounting to 22,370 tons.
- Fine and semi-fine green beans represent more than 60% of the bean production plan.
- Crops suffered from difficult climatic conditions (late frost for potatoes, hail, drought and excessive heat for beans), which impacted yields.
- Production of potatoes is increasing with a surface increase of +122%.

Sales of agricultural supplies

Turnover: 46.1 M€

- Stabilization of turnover and covered surfaces. The significant decrease in maize surfaces was compensated by an increase in soya and sunflower.
- Significant variations in the price of fertilizer impacted the range available to farmers.
- New developments (slags) and the use of other innovative fertilizer techniques are key priorities.
- Bio-controls were used in more than 20% of surfaces.



Cereals collect

180,000 tons

- Yields overall were significantly down as a result of extreme climatic conditions.
- The maize harvest was very early with record low humidity levels.
- Cereal and oleaginous product prices progressively decreased during the second half of the period.
- The activity continues its development in contractual production by sector, with certification (waxy, soya and chick peas), providing added value for farmers.
- Good practice is encouraged in order to meet specifications of cereal purchasers.

Research, Innovation & Development*



LUR'INNOV

Conceiving, managing and promoting value-added projects for farmers and the Group are the tasks of the subsidiary Lur'Innov. Its RID* strategy is deployed thanks to 4 cornerstones:

Animal welfare
& agroecology

Traceability
& responsible sourcing

Digitalisation
& production management

Environment
& healthcare



Duck sector West & South-West (France)

1,915,195 animals

- The financial year was marked by the 5th outbreak of Avian Influenza in the South West (winter and spring), which was mostly managed by the implementation of the Adour Plan and bio-safety measures.
- The West of France experienced its 2nd Avian Influenza crisis in September, leading to a shutdown of production sites and a decrease in volumes.
- The Armonia 5S breeding buildings and bio-safety methods enabled the temporary confinement of animals, in accordance with administrative decisions.
- State assistance was provided for producers and poultry businesses affected by the Avian Influenza crises.
- In view of the lack of ducklings, all the sector showed resilience at every level and switched to female ducks in order to protect its volumes.
- Vaccination tests planned from 1st October 2023 offer new opportunities for the sector.



Chicken sector

1,910,513 animals

- Production increased by +18.6%, for the "Nature d'Éleveurs" sector.
- A plan for improvement of livestock rearing sites was implemented to aid animal welfare and to manage periods of excessive heat.
- The activity improved the technical and economic results of breeding sites by strengthening health monitoring and maximizing feeding performance.



Bovine sector

26,192 animals

- Lur Berri acquired the wholesale livestock business named Alliance Occitane, based in the Gers and the Hautes-Pyrénées.
- The Lur Berri bovine sector recorded an increase in volumes of +6%, in a bearish market.
- The activity created an integrated and contractually-based "Jeunes Bovins" (young bulls) branch. In order to develop this branch, the cooperative is assisting with new farming activities.
- In collaboration with inter-branch organizations, the sector overall has extended its communication operations with good results.



Ovine sector

131,825 animals

- Volumes increased by +27%, mainly due to new breeders. This increase in collected animals made it possible to meet export demand, assisted by the certification of the animal grouping center in Saint-Jean-Le-Vieux.
- The "Agneau de lait des Pyrénées IGP & Label Rouge" (milk feed lambs) benefitted from a dynamic communication campaign and the support of the top starred chefs for this unique product.



Porcine sector

101,047 animals

- Production of standard pigs decreased by -10% and the numbers of farm Duroc pigs also decreased: -8.9%.
- The Organization of Producers continued its commitments with the CSR Jambon de Bayonne IGP (Bayonne Ham) initiative.
- Breeders increased their vigilance by means of bio-safety breeding methods, in order to protect against African swine fever, which is spreading in Europe.

Consultancy & training




- The reduction in requests for subsidies cases and project proposals resulted in a decrease in activity for assisting with projects.
- CAP (Common Agricultural Policy) monitoring has increased by 73% as a result of CAP 2023-2027 developments decreased and technical aspects.
- Digital solutions proposed by Orizio increased by +37%.
- Training activity during the financial period represents 8% of turnover. 950 farmers worked with Orizio, amounting to 5%.



Shops • Fuel

Turnover: 37.4 M€

Gamm vert 

Mr.Bricolage



- The shops recorded an increase in turnover of +5%.
- In order to improve their activity, 2 shops were modernized and refitted: Gamm Vert - Mr.Bricolage in Cambo-les-Bains and Gamm Vert in Saint-Jean-de-Luz.
- Investment plans continued and are contributing to the growth in activity.
- Inflation reduced the average purchase of customers. In view of this, and for each of the shops, own brands continued to increase, in order to offer a range of products with the best quality / price ratio on the market. Digitalization of products strengthened this strategy.
- The Distribution department is working on new development projects.
- Lur Berri Carburants (fuels) registered a slight decrease in numbers: -10%, resulting from the change in energy consumption methods, triggered by subsidies and ecological transition.

Animal Fodder

186,596 tons



- Despite the Avian Influenza crisis, and assisted by new outlets, Lurali activity increased by +8.6%. The increase in numbers for ordinary and farm chickens contributed significantly to this increase.
- Numbers for Pédefer activity increased by +22% for sheep and dairy cattle. The range of mash food products for beef cattle increased markedly (+54%).

Livestock breeding equipment

Turnover: 2 M€



- Activity increased for bovines, sheep and pigs. It decreased for poultry as a result of Avian Influenza (chicken and ducks).
- During the financial year, 5,000 m² of winter rearing gardens were created in Armonia 5S buildings for the production of ducks.
- ASS 7J/7 and 24h/24 (permanent after sales service) developed its service with breeders of all animals.
- The Montardon site remains the exclusive Lely distributor in the South West, for milking robots, innovative solutions and personalized services for dairy farming.

Veterinary services

- The team of 5 vets continues to assist the breeders and their farming activities in terms of risk prevention and bio-safety, and also by implementing technical days.
- Specific activities have been undertaken for the sheep sector.
- The veterinary pharmacy is located in Saint-Palais and ensures the dispatchment of veterinary products to breeders by a system of express deliveries.

Orizio develops a range of services and training programmes that is suited to current and future developments, aiming to contribute to the continuity of agricultural business.



RENEWABLE ENERGIES
& CIRCULAR ECONOMY



BARN BREEDING
& ANIMAL WELFARE



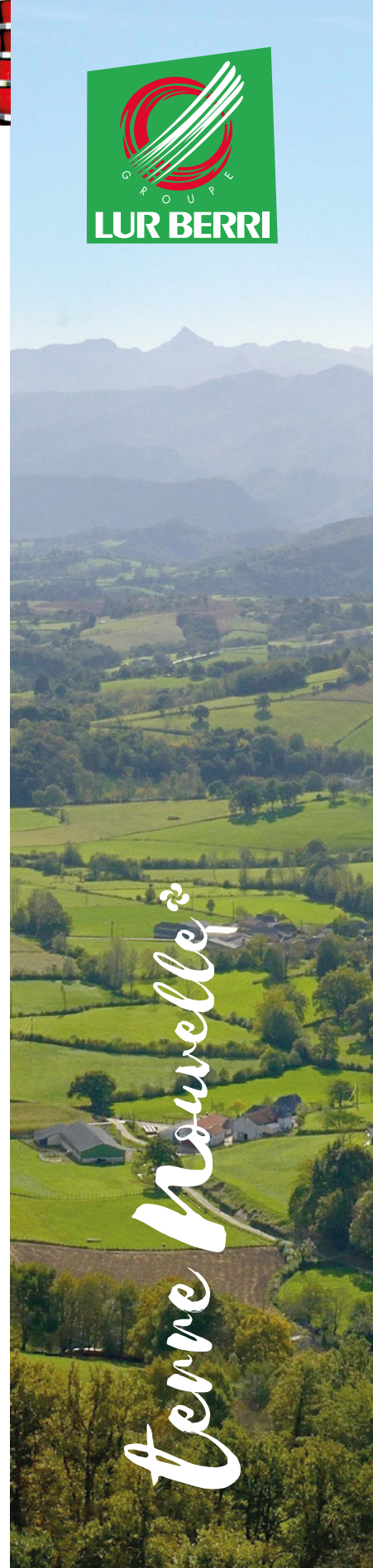
MANAGEMENT & PRODUCTION
CERTIFICATION



DIGITAL TECHNIQUES
& SOLUTIONS



REGULATION
& AGRO-ENVIRONMENT





Labeyrie Fine Foods

LABEYRIE
FINE FOODS

- Two major events occurred during the financial year:
 - > the continuation of Avian Influenza, which negatively impacted the South West, and the West even more so, which restricted the supply of production units. However, the supremacy of the Labeyrie foie gras premium brand is now unquestionable. Once again, in this year, a large range of innovative products made it possible to respond to all consumer tastes.
 - > The Labeyrie Fine Foods Group was significantly impacted by the increase in unit costs, in particular the cost of raw materials and electricity, which resulted in an increase in sale prices.
- LFF brands held their own or progressed on markets, despite the reduction of some outlets.
- Based on its fundamental purpose, the ambition of LFF is to combine maximum satisfaction with responsibility, starting from a strategic project based on the omni-channel development of brands in France and the international market, and veggie businesses.



CSR - Corporate Social Responsibility - Approach :

- > **SAFEGUARD** the ecosystems linked to the production sector.
- > **MASTER** procedures and know-how thanks to sound practices.
- > **RESPECT** the men and women who produce, transform and consume the products.

The mission of Labeyrie Fine Foods and its collaborators:
to make responsible consumer pleasure possible for as many people as possible.



Arcadie Viandes



- Arcadie Viandes was created by Lur Berri (30%) and the Bigard Group (70%). This common structure is based in Anglet and is specialised in the slaughtering, butchering, transformation and commercialization of meat under the quality signs for the bovine, ovine and porcine business sectors.
- A local actor in the distribution of meat under quality marks, Arcadie Viandes supplies local butchers and traditional counters in supermarkets, as well as catering establishments.
- Access to local slaughtering, with significant volume, is a priority for Lur Berri, in order to develop local sectors that create value for its 2,500 breeders.

30% participation

208 employees | Turnover: 79 M€

Martiko Partnership

555,810 fattened ducks

ADP Subsidiary: 50% participation



- Lur Berri and Martiko (Spanish smoked salmon and foie gras leader) are partners on an equal basis in a common company: ADP (Agropecuaria Del Pato).
- Lur Berri plans the production, provides the food and the technical support for a production of fattened ducks destined exclusively for the Spanish market.

FIGURES AND PRIORITIES LUR BERRI COOPERATIVE GROUP



5,100
farmers



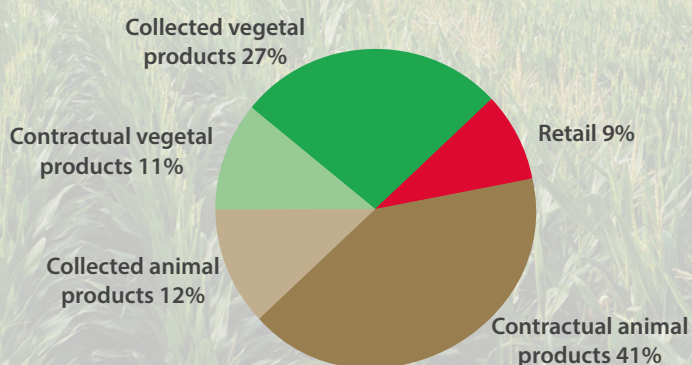
420 Cooperative employees
4,720 Consolidated
Group employees



1,397 M€
consolidated group's
turnover: 2022/2023

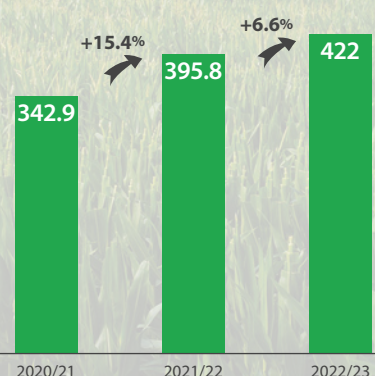
Division of turnover

Cooperative, agricultural branches and retail



Evolution of turnover (in M€)

Cooperative, agricultural branches and retail



Skill development

The cooperative develops a training policy that helps its collaborators to progress and responds to farmers' needs.

179 collaborators have attended at least one training event, being 41.7% of staff.

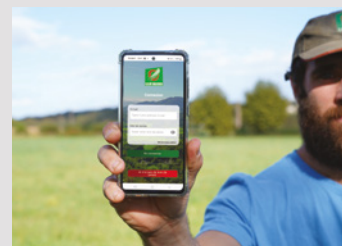


41.7%
of staff have received
training

Digital platform

ExtraBerri

In order to assist our farmers on a daily basis, Lur Berri launched ExtraBerri, a new digital platform which provides users with a clear overview of their activities and the services offered by the cooperative.



CSR responsibilities

**CORPORATE
SOCIAL
RESPONSIBILITY**



PRIORITISING
collective
and humane
objectives

ANSWERING
consumers'
needs

ACTING
for animal
welfare

PRESERVING
our territory's
natural resources

GROUPE COOPÉRATIF LUR BERRI

Route de Sauveterre ■ 64120 Aïcirits ■ France
Tél. 05 59 38 72 00 ■ contact@lurberri.fr



www.lurberri.fr

