

## Business Area

# Wholesale and Production

Wholesale and Production continue to experience stable development in a challenging environment. Both areas are increasing their sales and consolidating their position on the various markets.

---

The Coop Group's Wholesale/Production business area generated total sales in excess of 16.9 billion Swiss francs in 2024, which is 2.9% more than the previous year.

## Transgourmet Group

With subsidiary Transgourmet Holding AG, the Coop Group is active in the cash & carry and wholesale supplies market in Germany, Poland, Romania, Spain, France, Austria and Switzerland. In 2024, Transgourmet generated total sales of 11.7 billion Swiss francs from its cash & carry stores and wholesale supplies, which equates to an increase of 2%, and was able to further consolidate its position as one of the leading European wholesalers over the last year. Transgourmet is a pioneer in sustainable ranges and generated net sales of 800.8 million Swiss francs in 2024.

Total sales Wholesale/Production

**16.9** CHF billion



## Highlights from the national subsidiaries of the Transgourmet Group

The table below lists highlights from the year under review for the individual national subsidiaries and companies of the Transgourmet Group.



### Germany

In the cash & carry sector, Riedstadt-based Transgourmet Germany operates 37 stores under Selgros and three stores under Transgourmet Cash & Carry sales brands. Transgourmet also supplies bulk customers in the hotel, restaurant, corporate catering and social service sectors from 14 distribution centres and 11 transshipment points.

### Highlights in 2024

- Professionalizing delivery: achieved the best logistics result since the business area was established, standardized processes introduced, national fleet management system, 200<sup>th</sup> biogas truck deployed.
- Leaner organization in Sales and Operations: introduction of a new model in Selgros customer service, integration of seafood sourcing, increase in sales through «Cook», completion of the Striegistal distribution centre
- Product range rationalization: reducing canned goods by 25%, phasing out non-strategic product categories, and revising the range to further minimize food waste at Selgros
- Two «Seafood Stars» awards received for Transgourmet Seafood (Innovation, Smoked Fish), introduction of the «Our Region» label, launch of the image campaign «Die wichtigste Zutat» (The key ingredient), named best company for apprenticeships with a record number of apprentices



### Specialists



### EGV AG

- Logistical and distribution capability ensured throughout Germany
- High-footfall central trade show in Dortmund as an effective medium for personal customer retention

### Gastronovi

- Expansion of the Gastronovi Office interface, implementation of Transgourmet's delivery business in Switzerland, expansion of partnerships with new digitalization partners in the DACH region
- Gastronovi Pay: Introduction of a proprietary payment system with Tap-to-Pay feature in Germany and Austria, in collaboration with Apple

### Sump & Stammer

- Market leadership in food supplies to cruise ships in Europe further consolidated
- Second year in a row of record sales

### Team Beverage

- Expansion of market share in the national beverage wholesale network and strong growth in individual and system catering
- Digitalization on track: successful development of Gastivo, Beverage Analytics, One Platform and other IT offerings

### Frischeparadies

- 150 years as a partner to restaurants: large-scale campaign featuring numerous customer satisfaction stories
- Successful relaunch of the B2C shop with new functionalities

### Stores

 **50**

### Warehouses

 **14**

More information: [www.transgourmet-deutschland.de](http://www.transgourmet-deutschland.de)



**TRANSGOURMET**

Schweiz

## Switzerland

Based in Moosseedorf near Bern, Transgourmet Switzerland operates in the cash & carry and wholesale supplies sector. The 31 Prodega stores stock the widest range in Swiss wholesale. Deliveries are made from Transgourmet regional warehouses, mostly linked directly to a cash & carry store.

### Highlights in 2024

- Growth in customers and sales at Prodega and Transgourmet, and expansion of market position
- 11 years of the entry-level own-label brand «Transgourmet Economy» celebrated with numerous promotions
- Takeover of Pomona Suisse AG in January and of Saviva AG in August 2024
- Intensive further development and expansion of photovoltaics as well as the «Actions, not words» sustainability campaign



PRODEGA



TRANSGOURMET

### Specialists

CASA  
del VINO

VINATTIERI

SAVIVA

GASTROMER

### Casa del Vino

- Exclusive partner of the airline «Swiss» and wine supplier of choice for top catering establishments
- Leading role in supplying restaurants with premium wines highlighted by two major events in Zurich

### Vinattieri

- Awarded «Best of Ticino Red» for Roncaia Riserva 2022 and «Best of Blanc de Noirs» for Roncaia Bianco 2022 at the Expovina Wine Trophy

### Saviva

- Acquisition in August followed by communication to customers, suppliers and employees
- First steps towards a broader range, lower prices, more ordering systems and a denser route schedule

### Stores



31

### Warehouses



11

More information:

[www.transgourmet.ch](http://www.transgourmet.ch)



**TRANSGOURMET**

France

## France

Based in Valenton near Paris, Transgourmet France operates 22 warehouses, 23 platforms and a cash & carry store. In the French wholesale supplies market, Transgourmet ranks second.

### Highlights in 2024

- Additional market shares gained
- Introduction of a digital ecosystem with CRM, customer satisfaction measurement, NPS tools and a mobile service app
- Concierge service project and ultra-service strategy (24/7) for urban centres since the Paris Olympic Games
- Organization of the «Green Business Partner Conference»



TRANSGOURMET



TRANSGOURMET  
cash & carry

### Specialists



TRANSGOURMET  
fruits & légumes



TRANSGOURMET  
seafood



TRANSGOURMET  
export

### Stores



1

### Warehouses



22

More information:

[www.transgourmet.fr](http://www.transgourmet.fr)



**TRANS GourMET**  
Ibérica

### Spain

On the Spanish market, Transgourmet is the leading food wholesale company thanks to its cash & carry and retail business.

#### Highlights in 2024

- Expansion of «Last Mile» delivery in food service to better serve customers – 258 trucks already in operation
- Draft of a new service portfolio for SUMA franchisees in the Retail sector
- Complete renovation of three cash & carry locations: Torrevieja, Menorca, Granollers
- Opening of the Transgourmet House for sick children and their families in collaboration with the «PortAventura Dreams» foundation



GROS MERCAT



GM CASH



TRANS GOURMET

#### Specialists

**suma**

PROXIM

**SPAR**

#### Stores



70

#### Warehouses



5

More information:

[www.transgourmet.es](http://www.transgourmet.es)



**TRANS GourMET**  
Polska

### Poland

Transgourmet Poland, headquartered in Poznan, operates 20 Selgros cash & carry stores and 2 food service warehouses. Together with the Selgros brand, the company is one of the largest cash & carry specialists in the country and, together with Transgourmet, the expert in delivery services.

#### Highlights in 2024

- Expansion of Selgros through the opening of the second compact format store in Lubin and the second food service warehouse in Gliwice
- Establishment of joint sales structures in food service and the hotel/restaurant/catering sector
- Implementation of SAP across the entire organization
- Organization of the first «Green Business Partner Conference»



TRANS GOURMET



SELGROS

#### Stores



20

#### Warehouses



2

More information:

[www.transgourmet.pl](http://www.transgourmet.pl)  
[www.selgros.pl](http://www.selgros.pl)



**SELGROS**  
România

### Romania

Selgros România, based in Brasov, operates 23 cash & carry stores. Catering customers are supplied from the individual stores.

In Bucharest, customers are served from Selgros' own distribution warehouse.

#### Highlights in 2024

- Increase in sales in the catering and bulk customers cluster
- Expansion of the range in the fresh products sector, particularly in the areas of premium beef, fish and organic produce
- Store layout adapted to meet customer needs, frozen food range expanded, particularly in the convenience sector in Oradea
- CO<sub>2</sub> footprint reduced by replacing cooling systems and refrigerating units at the Arad store



**SELGROS**

**Stores**



**23**

**Warehouses**



**1**

More information: [www.selgros.ro](http://www.selgros.ro)



**TRANSGOURMET**  
Österreich

### Austria

Traun-based Transgourmet Austria is the market leader in wholesale catering supplies, and offers its catering and commercial customers a combination of cash & carry stores and delivery services. The company supplies customers throughout Austria from 12 locations (excluding Riedhart). Transgourmet Austria also operates 4 cash-and-carry markets.

#### Highlights in 2024

- Significant gains in market share despite an economically challenging year
- Opening of the multichannel site in Klagenfurt, in the state of Carinthia, new cash & carry store in Salzburg
- Integration of the specialist «Gastro Profi» as a sales brand
- Expansion of the electric truck fleet



**TRANSGOURMET**



**TRANSGOURMET**  
cash & carry

**Specialists**



**Stores**



**16**

**Warehouses**



**1**

More information: [www.transgourmet.at](http://www.transgourmet.at)