

# CCPA GROUP

Empowering Cooperative Member  
through Nutrition Technology

通过营养技术链接合作成员



# Cooperative vs Corporation

How can we compare governance and priorities of two business structures

合作社与公司

我们如何比较两种业务结构的政府地位和优先级

## Member-centric Focus:

As also a cooperative, CCPA is owned, operated and, in some positions, managed by members. The structure ensures that the decisions align closely with the BoD needs and interests. Members have a direct say in the governance of CCPA, often with a participative decision process regardless of the amount of capital held by each member.

以成员为中心:

作为一个合作社，CCPA在某些职位上，由成员管理。该结构确保决策与董事会的需求和利益密切相关。成员对CCPA的治理有直接的发言权，通常具有参与式决策过程，无论每个成员持有多少资本。

## Local Economic Development:

As cooperatives tend to be more locally focused, they contribute to the economic development of the communities where they operate. This can include providing stable employment, supporting local suppliers, and investing on broader range of projects.

地方经济发展:

由于合作社往往更注重地方，它们为经营所在社区的经济的发展做出了贡献。这可能包括提供稳定的就业，支持当地供应商，并投资于更广泛的项目。

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## Stability and Long-Term Planning:

Cooperatives often focus on long-term stability rather than short-term profit maximization, which can be more common in publicly listed companies driven by quarterly earnings reports. This approach allows for more strategic planning and can lead to more sustainable business practices.

## 稳定性和长期规划:

合作社通常着眼于长期稳定而不是短期利润最大化，季度收益报告这在受以下因素驱动的上市公司中更为常见。这种方法允许更多的战略规划，并可以带来更可持续的商业实践。

## Tax Advantages:

In some regions, cooperatives benefit from specific tax advantages not available to other business forms, such as exemption from corporate taxes on income derived from members. While in exporting good this is limited the cost of innovation can be equated under different price takes

## 税收优势:

在一些地区，合作社受益于其他业务形式，如豁免来自所得收入的公司税来自成员。虽然在出口商品方面，这是有限的，但创新的成本可以等同于不同的价格。

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## Community Trust and Loyalty:

By acting closely to customer tied to their members and local communities, CCPA business models often enjoy a high level of trust and customer loyalty by targeting technological efforts to specific challenges. This is a significant competitive advantage, especially in where the service delivery is as important as product delivery.

## 社区信任和忠诚度：

通过与客户及其成员和当地社区的密切联系，CCPA商业模式通常通过定位获得高度的信任和客户忠诚度针对特定挑战的技术努力。这是一个显著的竞争优势，尤其是在服务交付与产品交付同样重要的情况下。

## Employee Participation:

In CCPA 17% of the shares is hold by employees which allows a representative in the BoD follwing up on strategical decisions This can create a more equitable form of profit-sharing that benefits all members according to their contribution.

## 员工参与：

在CCPA中，17%的股份由员工持有，允许在董事会中代表参与战略决策，这可以创造一种更公平的形式利润分享，根据所有成员的贡献使所有成员受益。

# BoD of CCPA



UNEAL is prominent in the northern region of France, particularly active in crop production, agricultural supplies, and animal nutrition. This cooperative supports approximately 5,000 farmers, focusing on sustainable agriculture and local developmen



A major cooperative in Western France, EUREDEN has a diverse operation that includes agriculture, agri-food, and garden centers. It emerged from the merger of Triskalia and D'Aucy, aiming to strengthen its market presence and support its over 20,000 cooperative members in sustainable farming practice



Operating in the central part of France, ALTITUDE offers a range of services from seed to shelf. It supports around 6,500 farmers and is involved in sectors such as animal feed production and agricultural equipment

# CCPA的六大合作社成员



尤尼尔：  
在法国北部活跃，专注于作物生产、农业供应、动物营养，致力于可持续农业和地方开发者



欧瑞德：  
法国西部的主要合作社，拥有多元化包括农业在内的业务，农业食品和园艺中心。通过合并加强市场存在，支持其20,000名成员实行可持续农业。



阿尔蒂图德：  
在法国中部运营，**ALTITUDE**提供一系列从种子到货架的服务。它支持大约 6,500 名农民和涉及动物等行业，饲料生产和农业设备。

# BoD of CCPA



With a strong presence in the Loire region, TERRENA is one of the largest cooperatives in France, supporting innovative agriculture strategies among its 29,000 members. It is involved in various sectors, including organic farming, poultry production, and winemaking



Focused on the southern Massif Central area, UNICOR serves about 12,000 members and is involved in meat processing, retail, and agricultural supplies. The cooperative emphasizes sustainable agricultural practices and regional developmen



Based in the South of France, ARTERRIS is a large agricultural cooperative with around 25,000 farmers and 2,300 employees. The cooperative spans diverse agricultural and agribusiness sectors, including crop and animal production, processing, and distribution

# CCPA的六大合作社成员



## 特雷纳:

在卢瓦尔河地区拥有强大的影响力地区，法国最大的合作社，支持创新农业，其**29,000** 个策略成员。它涉及各种部门，包括有机农业，家禽生产和酿酒。

## 尤尼科尔:

专注于南部地块中心区域，UNICOR服务于**12,000** 名成员，并参与肉类加工、零售和农业用品。这合作社强调可持续发展农业实践和区域开发者。

## 阿尔泰里斯:

总部设在法国南部，是一个大型农业约**25,000**人合作农民和 **2,300** 名员工。这合作跨越多种多样农业和农业综合企业部门，包括农作物和畜牧业生产、加工和分配。











# ALTITUDE

Le choix de l'élevage authentique



# The Future

How to take a cooperative culture beyond borders?



## Reputation

CCPA's approach has been characterized by a strong commitment to innovation, especially in the areas of animal health and nutrition. Our R&D efforts are robust, featuring one of Europe's largest applied research centers for monogastrics at Euronutrition SAS, and substantial investments in developing natural, sustainable solutions for the feed industry.



## Daily Research

This includes a focus on performance gains and demedication of feeds, improving feed efficiency, and addressing animal health issues with natural ingredients



## Going Global

The group now operates in over 25 countries, including five outside of France, reflecting a strategic shift from mainly serving the domestic market to focusing on international growth. This shift has resulted in international activities now accounting for approximately 50% of its total operations

# The Future 未来

How to take a cooperative culture beyond borders?  
如何将合作文化带到海外？



## 声誉

CCPA方法的特点是对创新的坚定承诺，特别是在动物健康和营养领域。我们的研发工作是强劲的，拥有欧洲最大的独立的营养研究中心之一--欧洲营养公司，和实质性的投资于开发自然资源，针对饲料行业的可持续发展的解决方案。



## 日常研究

专注饲料的性能提高和分离，提高饲料效率和解决动物健康问题的天然成分的应用研究。



## 走向全球

该集团目前运营业务超过**25**个国家和地区，反映了战略上的转变，务于国内市场，注重国际增长。这一转变导致国际活动目前约占其总业务的**50%**

# 谢谢你！ 让我们一起工作！



正如我们所探索的，CCPA和它的成员合作社，  
（尤尼尔、欧瑞德、阿尔泰里斯、阿尔蒂图德、特雷纳、尤尼科尔）  
-演示了大力承诺推进农业实践和支持我们的社区。每个合作都带来  
其独特的优势和专业知识，从农业发展到国际农业综合企业的战略。  
我们团结在一起，不仅仅是一群合作社；我们是一个统一的组织。  
促进创新、可持续性和社区授权的农业部门。我们期待着与您一起继续  
这段旅程，利用我们的集体知识和资源来应对这些挑战。  
就在今天，并抓住明天的机遇。让我们培养一个可持续的未来在一起，  
植根于我们共同的价值观和合作精神。

