

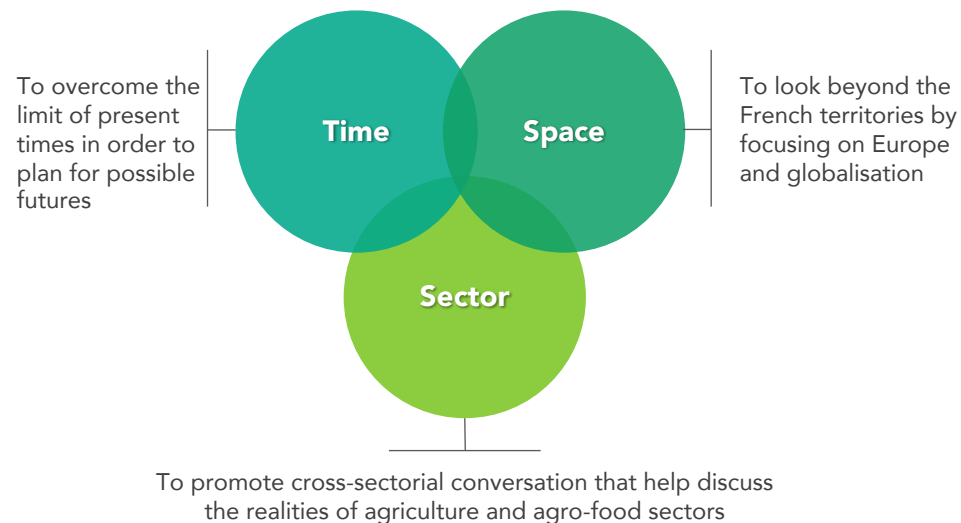
A collaborative ecosystem to prepare tomorrow's world

AGRICULTURE
FOOD
INNOVATION

Who we are

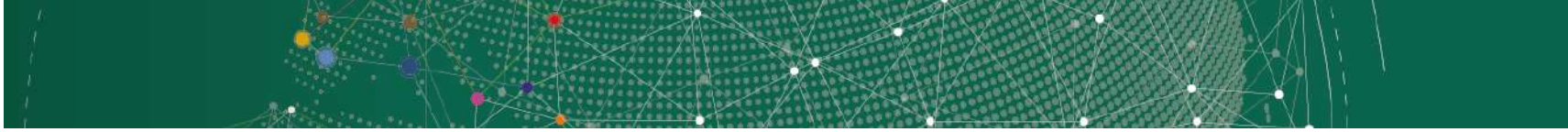
The Club DEMETER is a collaborative ecosystem of the agricultural and agro-food sector geared towards long-term reflection, global challenges and inter-sectorial dynamics.

By giving priority to a prospective approach, international strategic watch and a holistic approach to agriculture, agribusiness and food, the Club DEMETER provides its members with the possibility of breaking down the barriers between three essential aspects:

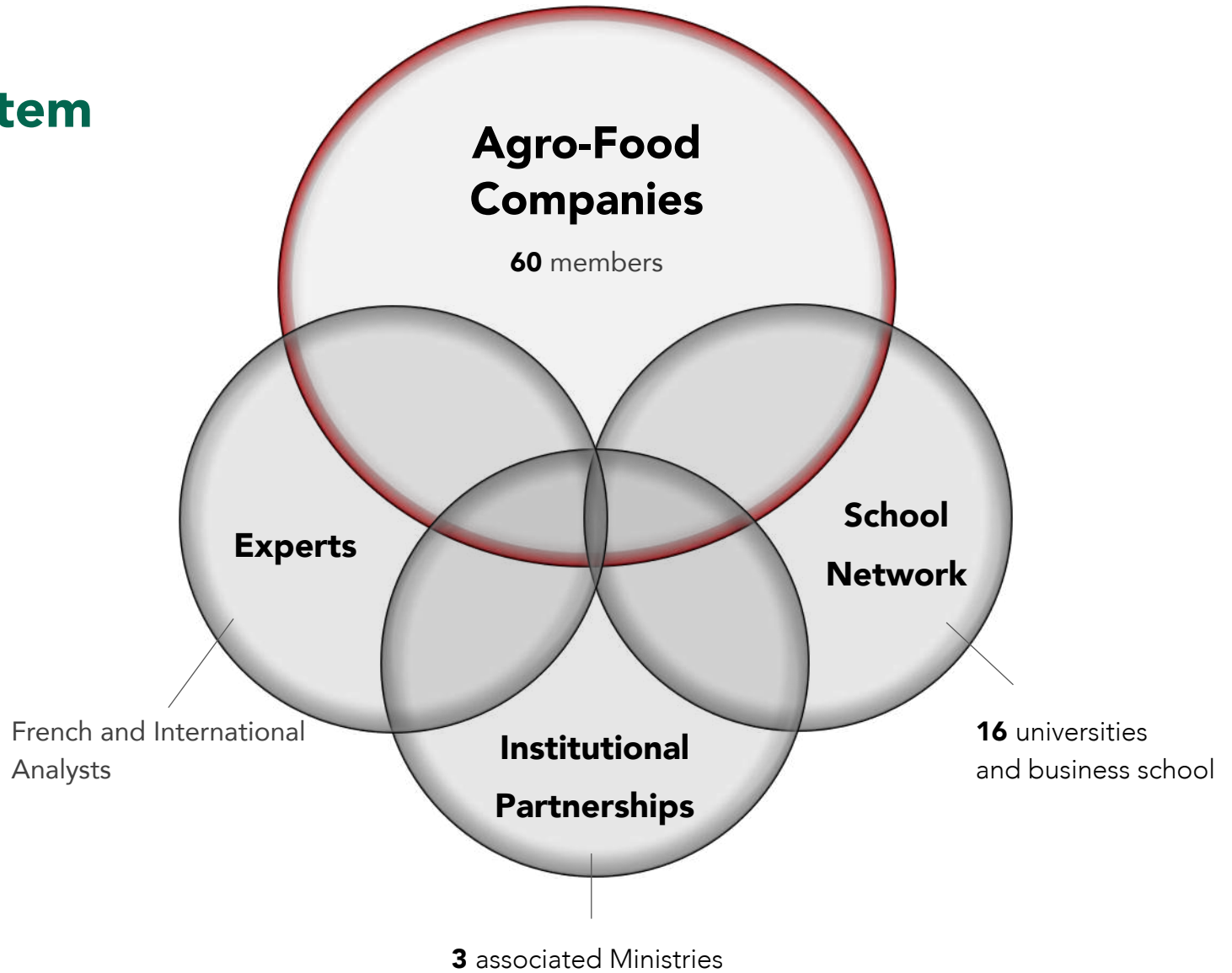


Through cross analysis and shared experiences, as well as through debating ideas and cultivating a spirit of innovation, the members of the Club DEMETER reflect at a high decision-making level, so that it can help prepare the worlds of tomorrow. The strength of this network also lies in the lifelong training it offers through its activities.

Founded in 1987, this collaborative ecosystem brings together 60 different members (farmers, enterprises, cooperatives, negotiators, producer federations, banks, technical institutes, professional organisations, etc.). These actors not only contribute to the development of France and its territories, but also to the influence of the country and its competitiveness in the world.



The Ecosystem



An ecosystem that gathers 60 members

The Club DEMETER's members are located throughout France. Half of them have regional headquarters out of Paris. Given their wide scope and diversity, our members are both present upstream and downstream within the food value chain, from production to distribution, from processing to services, from the farm gate to the fork. Beyond their major role as food producers, they also play a vital role to develop and create job opportunities in rural areas of France.

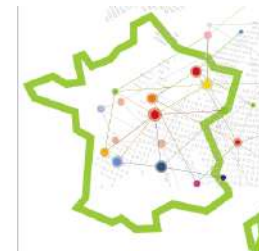
Almost three quarters of our members are internationally-oriented. They represent a consolidated revenue of over 200 billion euros and 430,000 employees worldwide.

In addition, the Club DEMETER has concluded specific partnerships with the Ministry for Agriculture and Food (MAA) and the Ministry for Europe and Foreign Affairs (MEAE), who also strongly participate in the Club's activities.

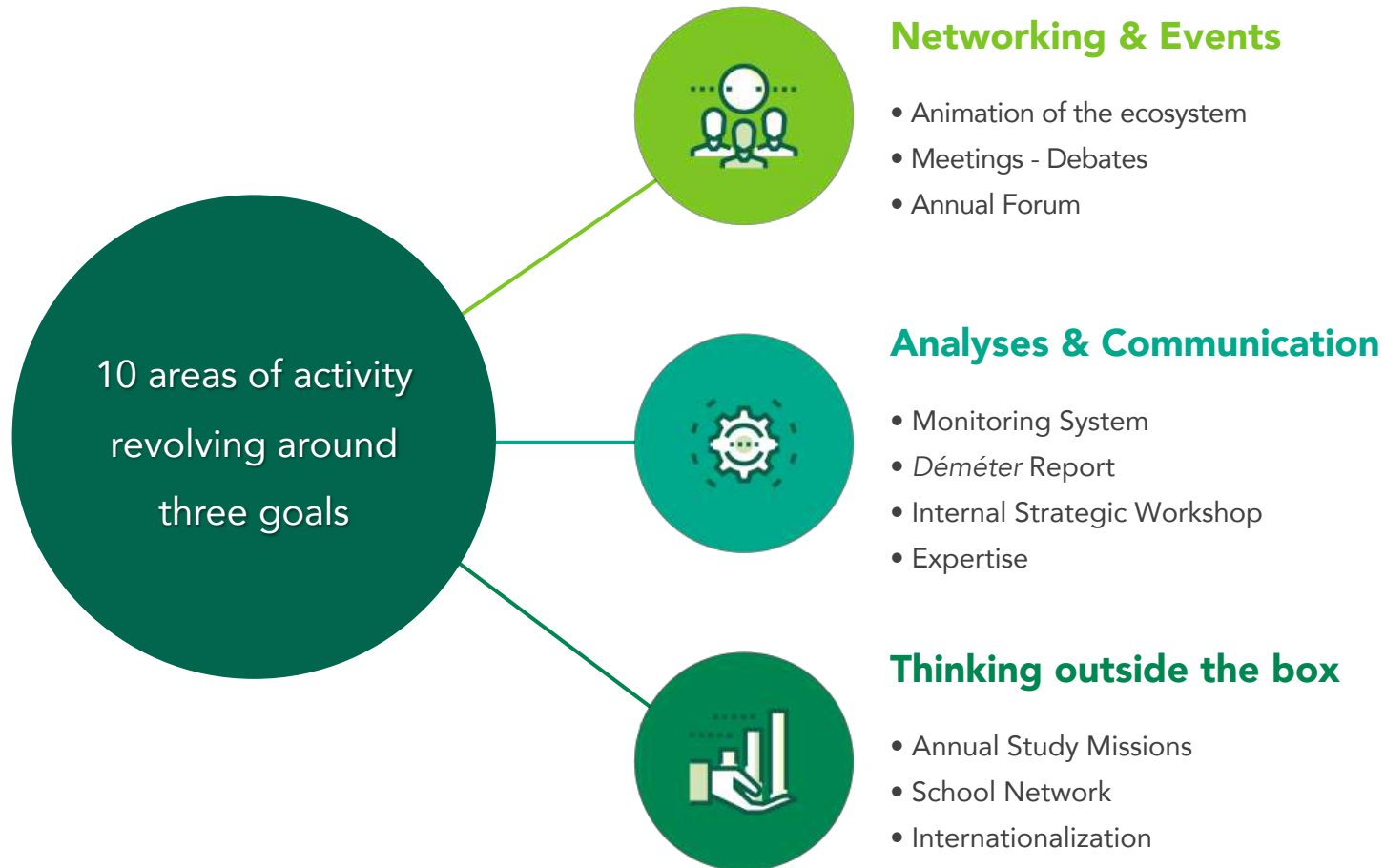
ACOLYANCE
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AXEMA
AXÉRÉAL
BASF
BAYER
BONDUELLE
CDER
CER FRANCE
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CNMCCA

CRÉDIT AGRICOLE S.A
CRISTAL UNION
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LIMAGRAIN
NORD CÉRÉALES
OCEALIA
PASSION CÉRÉALES

R.A.G.T.
SAINT LOUIS SUCRE
SCAEL
SÉNALIA
SÉVEPI
SICASOV
SOUFFLET
SYNGENTA
TEREOS
TERRENA
TRISKALIA
UFS
UIPP
UNIGRAINS
VITAGORA
VIVESCIA



A multidimensional action



Internal activities to understand and anticipate



Animation of the ecosystem

As a high-level network, the Club DEMETER enables agricultural and agro-food actors to meet regularly in a privileged way. Through its activities, it seeks to meet the expectations of companies in the sector in terms of understanding and anticipating changes at work in France and across the world. The animation of this ecosystem is therefore based on constantly listening to the needs expressed by the members of the organization. The development of the working programme is based on inclusive approaches so that the members can be fully involved in the designing of activities, purposely organized well in advance, allowing leaders to anticipate with regards to their agenda.



Meetings-Debates

Organised throughout the year, in Paris and sometimes in the provinces, the Meetings-Debates (MD) focus on specific themes and on average last about 2 hours. Open only to DEMETER members, Meetings-Debates welcome experts and/or decision-makers to share their analyses and expertise in a climate of trust and confidentiality. A third of the experts who come to express themselves during these Meetings-Debates are international, thus making the debate with the members at the end of the presentations more interesting. In total, an average of 15 to 20 Meetings-Debates are organised each year.



Monitoring System

In order to have an effective watch on French, European and international news, the Club DEMETER has set up a simple and dynamic digital platform in 2017. Structured around 15 thematic and geographical sections, this Monitoring System provides access to a large number of articles and documents on agriculture, food and rural areas around the world as well as trends in innovation, sustainability and geopolitics. Members receive a bi-weekly press review which features information from this Monitoring System.



Annual Study Missions

In order to discover the agricultural, food and rural dynamics at work in the world, DEMETER organises an annual study mission in September aimed at understanding other paths of development and innovation at international level. Open for members who apply, these Annual Study Missions provide the participants with the opportunity to discover a country and to meet political, economic and scientific decision-makers. For a week, the programme of the Mission includes high-level meetings, field visits and working seminars with local specialists. Networking and the building of relationships of trust between the participating members of the DEMETER ecosystem together with the establishment of numerous business contacts in the destination country are at the core of these Missions. Short-term missions in European or neighbouring countries are occasionally proposed to members (in Spring).



Internal Strategic Workshop

DEMETER members are invited to analyse and discuss a very specific theme over a period of two years. Organised around several working sessions (a maximum of 5), the Internal Strategic Workshop is aimed at deepening knowledge on a topic that is considered as crucial for the future of the agricultural and agro-food sector. In this framework, DEMETER produces a study report to better frame the theme and explore its different dimensions. High-level experts are involved to shed light on key trends and upcoming challenges related to the chosen theme. DEMETER members then hold discussions to share prospective thoughts and conclusions.

Open activities for dialogue and breaking of barriers



Déméter

The Déméter report is a reference publication on world agriculture, food security and sustainable development. Since 1993, it has provided prospective analyses on international. By examining the socio-economic, commercial and environmental dimensions of agricultural and agrofood issues, Déméter identifies the main geopolitical lines and the multiple innovations that allow an understanding of certain facets of the world's evolution and to explore possible futures. Through independent expertise led by a multidisciplinary Editorial Board and a Committee of International Correspondents, the contents of Déméter are structured around three main parts (Agrospheres, Prospects and Landmarks). The articles are completed with statistics, maps and graphics. Déméter is published in collaboration with IRIS Editions and is also available in electronic form.



School Network

In 2017, the Club DEMETER set up its School Network, designed to bring together several higher education partner schools, which are dedicated to agriculture but also to political sciences, international relations, business, management or communication. This aims to encourage synergies between DEMETER, its members and these schools in order to build close ties between professionals and students. This School network, which is flexible, tailored and upgradable, is based on 4 areas of partnership (sharing of expertise, cross-contribution, student mobilisation, connections between schools). From 2020, a DEMETER Award will be granted on a yearly basis to reward an individual and a collective work conducted by students from school partners. This network already brings together 16 schools throughout France.



Annual Forum

The Club DEMETER has set up an annual Forum, which is dedicated to the French agriculture's strategic challenges, in collaboration with public authorities and scientific partners. On a half-day basis, this event aims to bring together a high-level but wide audience. The first 2018 edition has been partnered with the Ministry for Europe and Foreign Affairs and enabled to underline how food and agriculture are essential for world's stability and development, and how French actors' contribute to world food security through their multi-stakeholder dialogue. The 2019 is focused on innovation and French start-ups working on AgTech and Food Tech solutions



Internationalization

The Club DEMETER regularly calls foreign experts and decision-makers upon its activities in order to broaden its horizons. Such a foreign network requires a significant investment in terms of relationships and communication to feed all DEMETER's activities. In this regard, the establishment of an international network of similar associations is a project underway to further interact and undertake joint activities.



Expertise

The Club DEMETER has in-house skills able to produce analyses and share knowledge for specific events or publications. Through conferences, general assemblies, seminars or research and media interviews, the Club's Director (or experts from the ecosystem) contributes to ongoing debates on agriculture, food and development in France, Europe and the world.



Club DEMETER

Village By CA
55 Rue La Boétie
75008 Paris - France
www.clubdemeter.com

Chairman

Jean-François Isambert

Director

Sébastien Abis

Secretariat

Florence Voisin
+33 (0)6 19 19 28 74
demeter@club-demeter.org