



Towards resilient Food Systems

October 2022



TODAY'S SPEAKER



Paul-Joël Derian

Chief Sustainable Development and Innovation Officer, Head of Avril Development Incubator

Paul-Joël Derian started his career at the French Atomic Energy Commission (CEA) before joining Rhône-Poulenc and then Rhodia in the chemical industry.

He was the Director of Research, Innovation and Performance at SUEZ, in the water and waste sector. He joined Avril and the agro/agri food sector in 2017.

Most of his career is dedicated to innovation and sustainability.



AVRIL IS FOCUSED ON FOUR PRIORITY MARKETS



SPECIALTY INGREDIENTS

- Offer plant-based solutions for applications in renewable chemistry (oleo-chemistry, proteo-chemistry) for various market applications
- Expand internationally
- Develop plant-based protein ingredients



CONSUMER GOODS

- Develop the brand portfolio to meet customers expectations :
 - Seed oils (Europe and Africa)
 - Olive oil (World wild)
 - Sauces and condiments (Europe and Africa)
 - Margarine (Africa)
- Develop our new vegetal protein segment including rice and dry pulses



RENEWABLE ENERGIES

- Offer plant-based biofuels alternatives to conventional fuels :
 - low-GHG biofuels answering needs for climate change, agricultural transition and better remuneration for seed growers
 - dedicated offer for specific needs such as for logistic fleets and pretreated oils for HVO producers

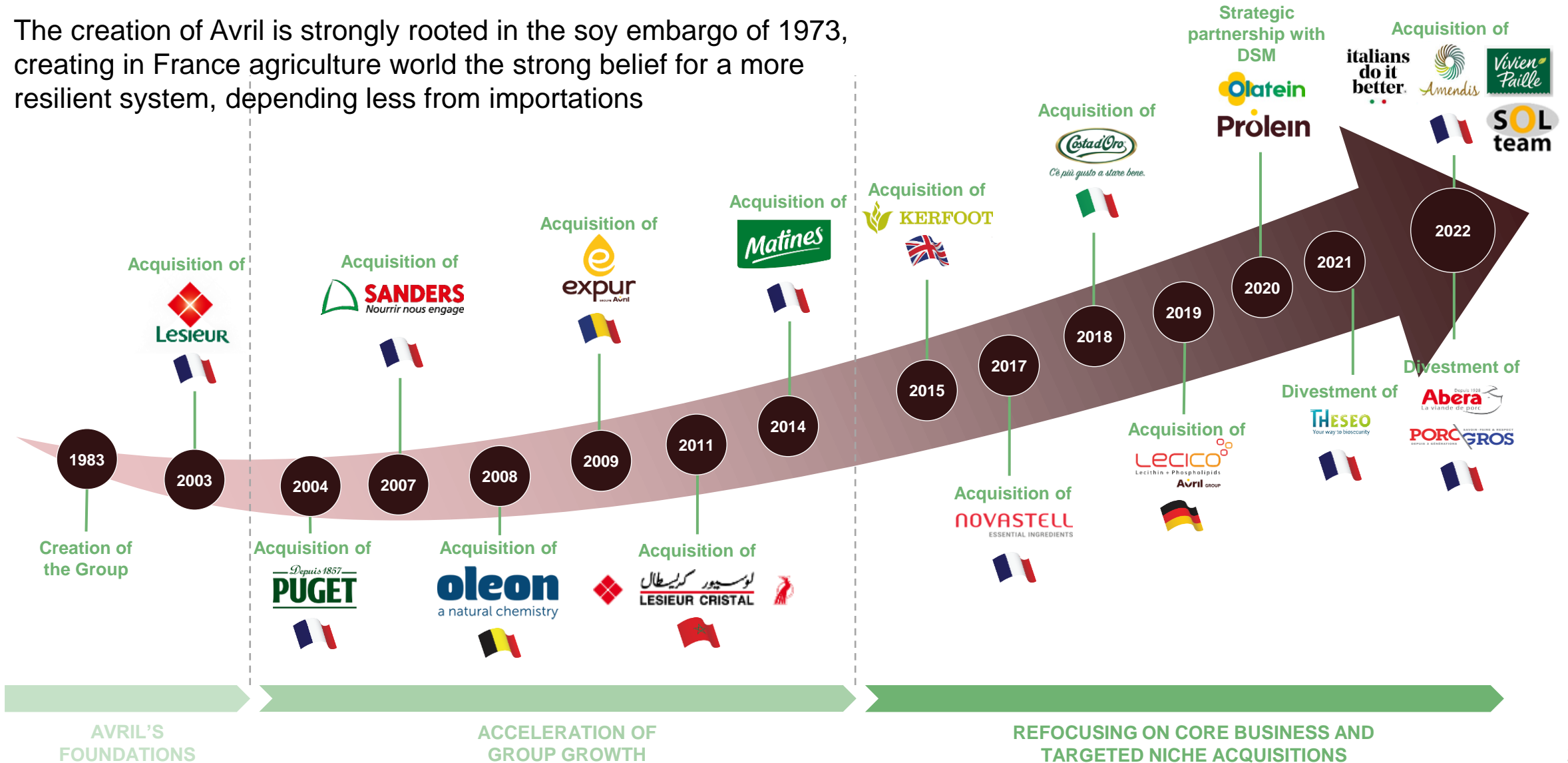


PRODUCTS AND SERVICES FOR THE AGRICULTURAL WORLD

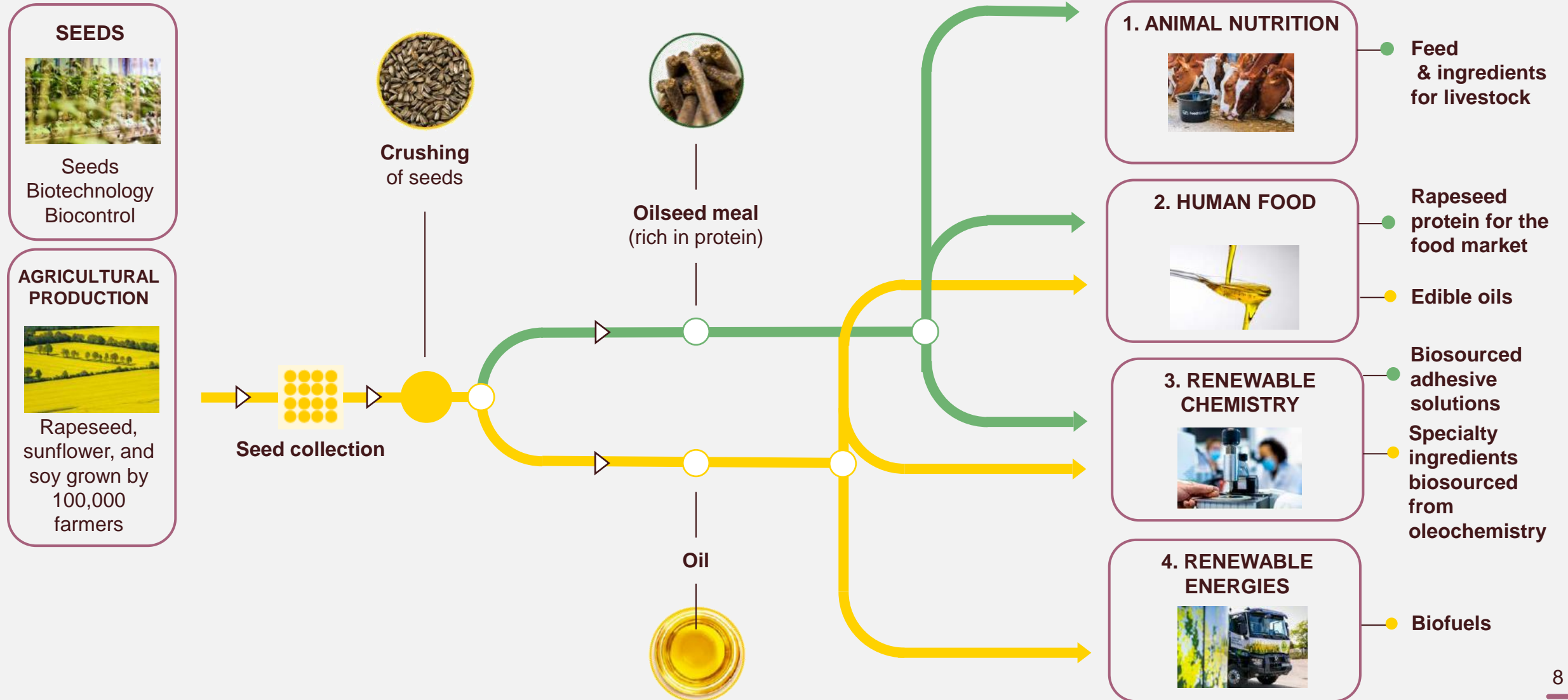
- Develop our offer towards and strengthen our positions in animal nutrition
- Ramp-up our leader position in organic fertilizer
- Accelerate development of our international commercial presence in animal specialties

AVRIL IS STILL A YOUNG COMPANY, SUCCESSFULLY GROWING THROUGH ACQUISITIONS AND INTERNAL DEVELOPMENT

The creation of Avril is strongly rooted in the soy embargo of 1973, creating in France agriculture world the strong belief for a more resilient system, depending less from importations



FROM SEED TO RENEWABLE GOODS, WE CREATE VALUE FOR THE CONSUMERS



What is resilience ?

It is **the ability to continue operating while absorbing shocks and strong perturbations.**

Fully optimized systems on the sole criteria of profits are very efficient in sustained and stable conditions but become extremely fragile when disrupting events occur.



How to become more resilient ?

- ✓ Better control supply and manage supply chain risks
- ✓ Diversify upstream and downstream for a balanced portfolio of activities
- ✓ Develop sustainably
- ✓ Realize that hidden connections exist and that decisions are not simple to take...



CHOCs THAT WE ARE FACING

CLIMATE CHANGE



DROUGHT, STORMS
FLOODING
GLOBAL WARMING

OVER SPECIALIZATION AT ALL SCALES

COUNTRIES
FARM (DISEASES, CLIMATE, MARKETS, ..)
SUPPLY CHAIN (TRANSPORTS, DOWNSTREAM
MARKET EVOLUTIONS, ..)
REGULATION

CONCENTRATION OF SUPPLY SOURCES



Ukraine war for Sunflower oil

Dijon's Mustard in France
relying on Canadian crops

SHORT TERM OPTIMIZATION



LOSS OF BIODIVERSITY
LESS TASTE, CONSUMER
APPEAL

A large pile of yellow soybeans is shown, with a portion contained in a burlap sack. The beans are spread out on a light-colored surface, and the sack is made of coarse, woven fabric. The lighting is bright, highlighting the texture of the beans and the sack.

The protein story

- **75 %** of European protein needs come from soy importations
- (France < 50%)



Rapeseed

A success story in France and in Europe supporting Animal farming (a rich protein sources for animal diets) and reducing foreign dependency on soy

25 % of the rapeseed oil goes to food market

What do we do with the remaining 75 % ?

BioFuels

Importance of Biofuel outlet allowing the production of proteins and valorizing the oil by-product

CREATING NEW VALUE FOR AGRICULTURE



DEVELOPPING THE FUTURE OF PROTEINS

evertree
bonding with nature



Replacing chemicals by plant based resins for the wood panel industry



Protein



Developing new plant based protein for more sustainable food

Aquasun



Replacing soy in fish farming by local, sustainable crops

3 LEVELS FOR ACTION

LOCAL : by developing local agricultural sectors, creating strong links from farms to final usage

CROSS SECTORS : by creating more values for the crops, giving positive incentives for farmers : Food, Feed but also materials, energy, ..

REDISTRIBUTION OF VALUE : by creating a new generation of farmers, willing to develop a more sustainable agriculture and having a decent living thanks to more educated consumers, more ready to pay for the service provided by agriculture



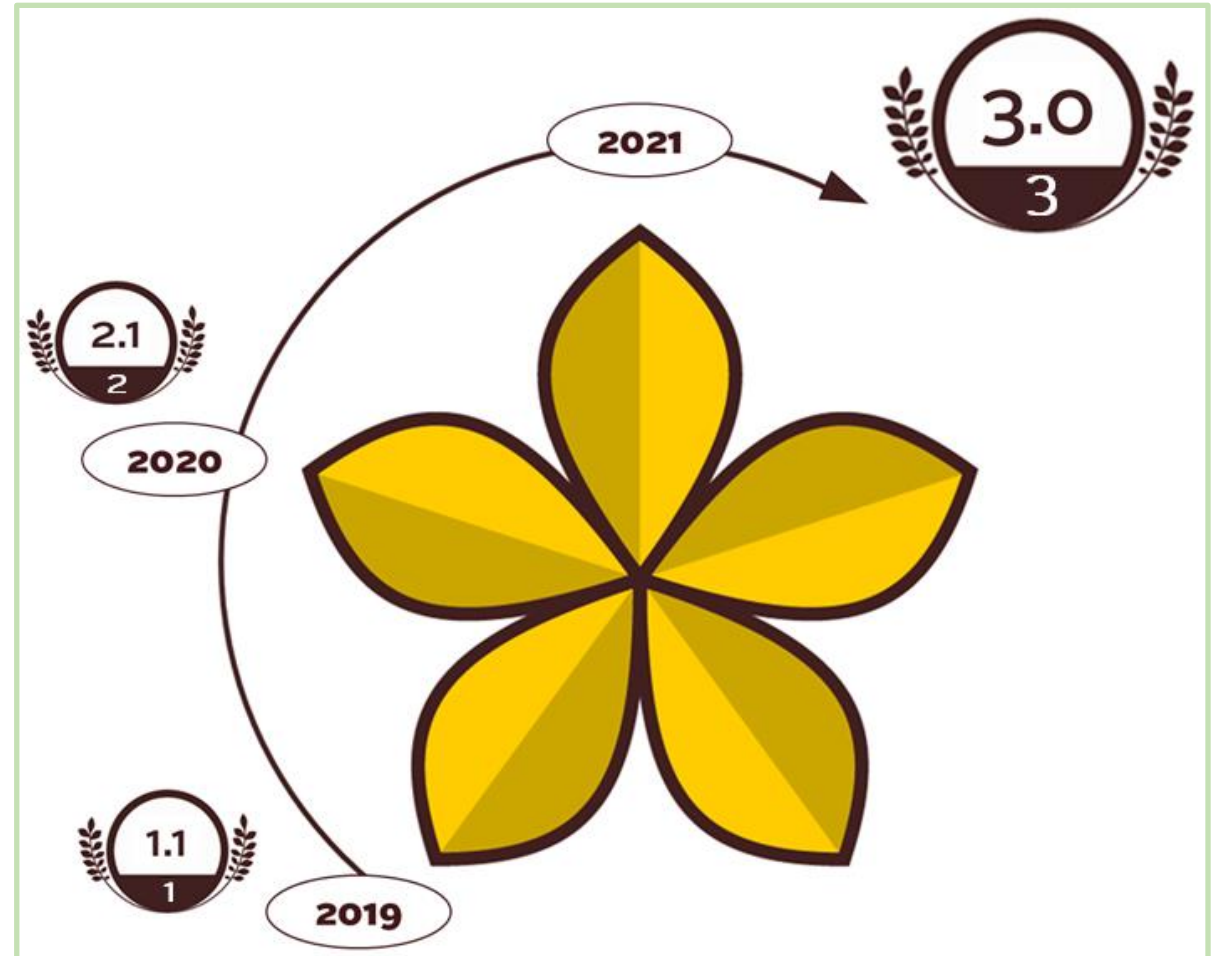
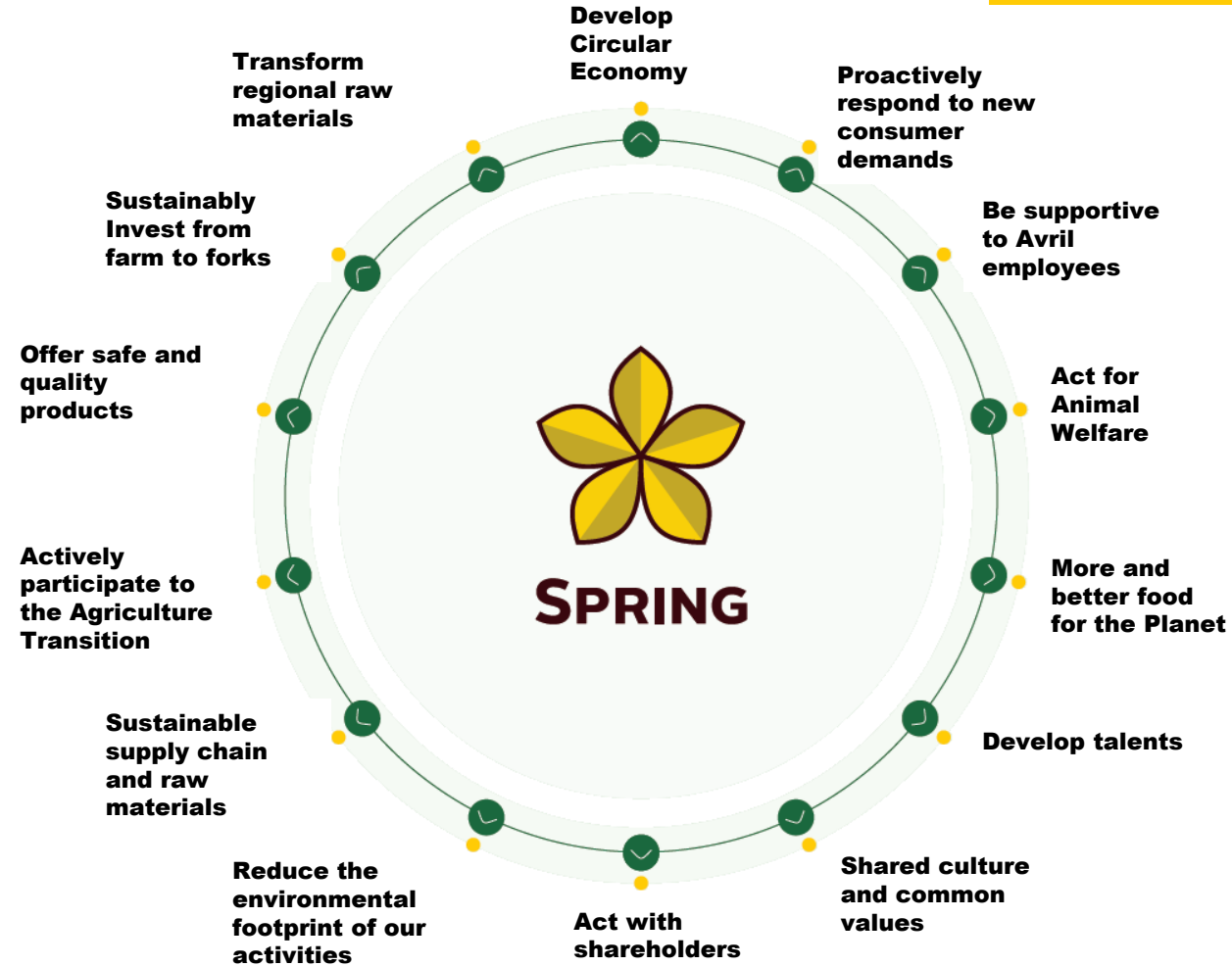


THANK YOU!



OUR SUSTAINABLE PERFORMANCE MODEL SPRING

OUR PURPOSE
SERVING THE EARTH



GROUP ENTITIES AND KEY BRANDS

Oilseed Processing and Renewable Energies

Saipol

oleoze
MES PRATIQUES • MES VALEURS

oleove

oleo 100

expur
www.Avril

Specialties

oleon
a natural chemistry

KERFOOT
Avril GROUP

LECICO
Lecithin + Phospholipids

NOVASTELL
ESSENTIAL INGREDIENTS

Jolee

radiamuls
Natural ingredients

Consumer Goods

Lesieur

Soléou
MAISON FONDÉE EN 1865

GUÉNARD
1824

Fleur de Colza

iSIO

Depuis 1857
PUGET

FRANCE

LESIEUR CRISTAL

CRISTAL TUNISIE

Lesieur
DEPUIS 1908
Générale Condimentaire Algérie

OleoSen
Les Oléagineux du Sénégal

TAOUS

EL KEF

AFRICA

ITALY

Costa d'Oro
C'è più gusto a stare bene.

BUNICA

ROMANIA

Solutions for Agriculture

SANDERS
Nourrir nous engage

OLEOSYN BIO
LA SYNERGIE BIOLOGIQUE

Feed Alliance

salus

Dielna
La référence en aliment liquide

Terrial

miXscience

Development

evertree

Prolein

Olatein