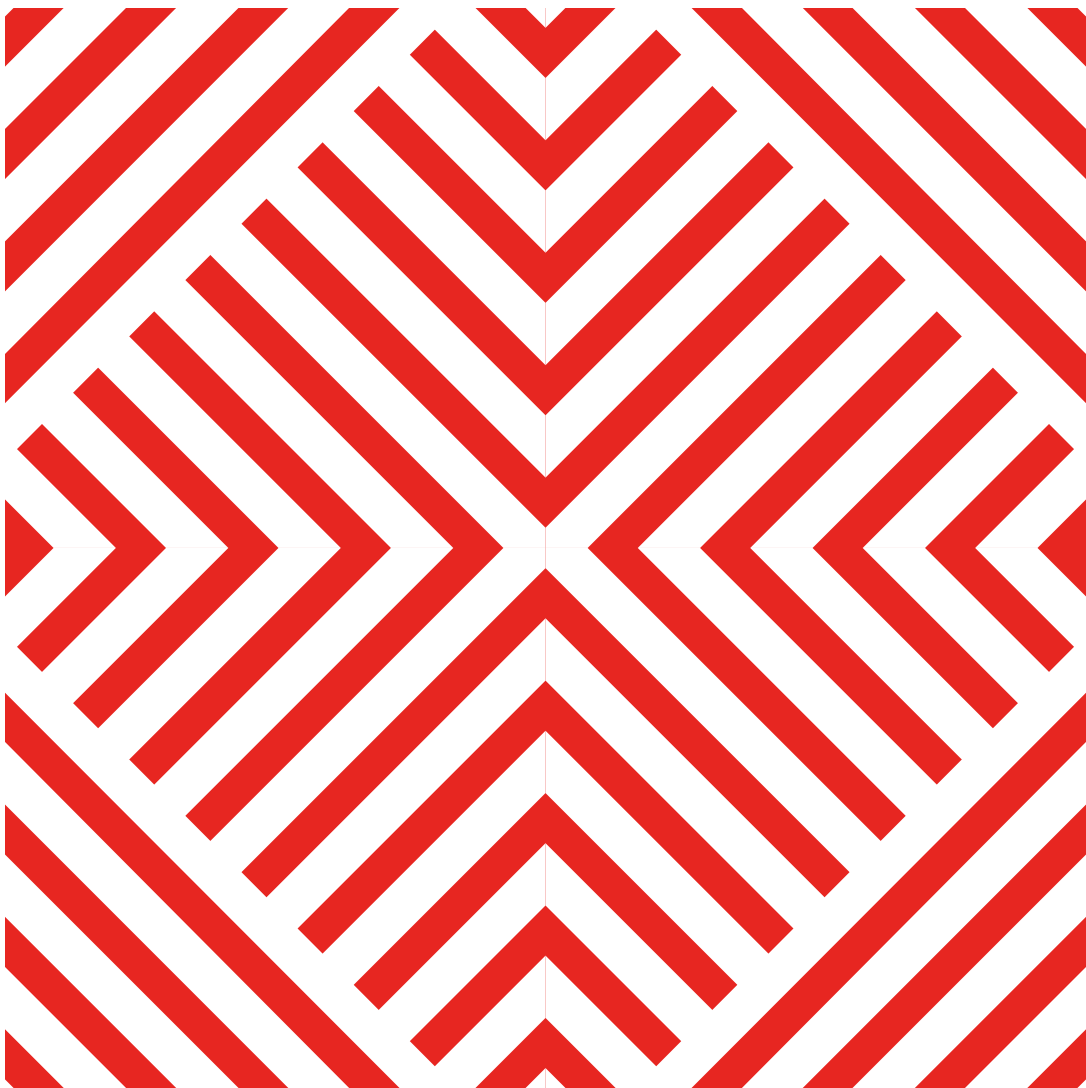


KEY POINTS

2020





Stéphane Layani,
Chief Executive Officer
of SEMMARIS

“2020 was unlike any other year for all of us.

Demonstrating unity, agility and commitment, Rungis Market has pulled out all the stops, both collectively and continuously, to fulfil its general interest mission and continue to supply fresh produce to some 18 million people despite the unprecedented crisis we have experienced.

Day after day, and in strict compliance with the relevant health regulations, it has reinvented itself for and with its employees, operators, producers, buyers, carriers and logistics providers, as well as, quite simply, for the people of France.

The innovative solutions that have been devised and implemented, designed to reflect the needs expressed as closely as possible, are a sign of the commitment to ensuring a brighter future and a good diet.

Today, we are proud to be share our convictions, our achievements and our plans.

Let's plan for the future together.



SEMMARIS

Executive Committee



SHAREHOLDERS

Predi Rungis	33.34%
State	33.34%
City of Paris	13.19%
Val-de-Marne Department	5.60%
Predica Prévoyance Dialogue	4.62%
Professionals and others	9.91%

- 1 **Stéphane Layani**,
Chief Executive Officer
- 2 **Erwan Tanguy**,
Sales Director
- 3 **Bertrand Ambroise**,
International BU Director
- 4 **Bérengère Banquey**,
Head of Cabinet and Communication
- 5 **Renaud-Thomas Ruer**,
Financial Director
- 6 **Pénélope Goldsztein**,
Head of Legal and General Affairs
- 7 **Dominique Batani**,
Deputy Managing Director, Market Director
- 8 **Anne-Laure Joumas**,
Executive Director Strategy, Director of BU
Development, Innovation and Transformation
- 9 **Claire Donin de Rosière**,
Director of Human Resources
- 10 **Benoît Juster**,
Executive Director of Operations
- 11 **Christophe Acar**,
Property BU Director

Highlights

WINTER

31 JANUARY

Overseas in the spotlight

Porte de Versailles during the 5th edition of the Salon de la Gastronomie des Outre-mer food show, organised by chef Babette de Rozières. Stéphane Layani, CEO of Rungis Market, is Honorary President of the event.

8 MARCH

First Parisian edition

of the **Flor Event** dedicated to professionals in the flower, plant and decoration industries, Porte de Champerret. Over 20 operators flying the flag for the Market.

17 MARCH

First lockdown

As a general interest organisation, Rungis ensures the continuity of food supplies for the people of the Ile-de-France region. Shortly afterwards, dozens of associations swing into action preparing several thousands of meals using products from the Market to support caregivers and those in need.



SPRING

1 APRIL

'Rungis livré chez vous', bringing Rungis to you

A pop-up platform set up in conjunction with start-up Califrais facilitates the work of operators in light of the pandemic while at the same time meeting the growing demand from the general public.

1 MAY

Lily of the valley ceremony

at the **Élysée Palace** in support of the horticultural sector, while lily of the valley sales are permitted in front of shops, along with deliveries.

11 JUNE

Opening of a second

multi-storey car park at the Fruit & Vegetable sector. With 450 spaces, its capacity is almost 4 times that of the first one opened in the warehouse area in 2019.

SUMMER

17 JULY

Minister of Agriculture Julien Denormandie visits Rungis Market

to thank *"all the players in the food chain [who] have worked tirelessly to feed the people of France"* and to officially open the new **Terre Azur** warehouse (Pomona group).

31 AUGUST

Innovative new warehouse for SIIM and its 120 employees

The exotic fruit specialist opens a new building equipped with the latest technology and a company restaurant to improve working conditions, not to mention the largest ripening platform in France.

10 SEPTEMBER

Apprentices over the age of 18 can open a Buyer Account

The best way to prepare for the future...



AUTUMN

25 SEPTEMBER

First edition of the Rungis Primeurs Challenge

honouring the best 'Fruit and vegetable cake' creation. The four finalists were selected via Facebook and Instagram by over 5,000 voters.

29 SEPTEMBER

Official opening of the Market's crèche

Spanning some 525m² with 280m² of private gardens, the new facility can accommodate 45 children during opening hours aligned with the Market's operation: 5am to 6pm, Monday to Friday.

16 OCTOBER

Official opening of the new Le Potager de Marianne building housing

the Association Nationale des épiceries Solidaires-Groupe SOS (ANDES) integration programme, located at B4a, in the presence of Minister for Ecological Transition Barbara Pompili.

Let's plan for the future together

As a guarantor of the sustainable dynamism of our food industry, Rungis puts innovation at the heart of everything it does; from infrastructure to the solutions it offers for its operators, producers and buyers, whether driven by the Market itself or by the many start-ups that it hosts and supports, it strives always to promote harmonious development that is respectful of both mankind and the environment.

Increasingly digital



CONNECTED CAR PARK

Users of the 140 spaces reserved for heavy goods vehicles in the Fruit & Vegetables sector, on the edge of the ring road, have been able to pay via electronic toll as they pass through the gates since November.



MY RUNGIS NOW EVEN EASIER TO USE

From its minimalist design and clearer offers to its simplified procedures and intuitive navigation, the new Customer Area at www.myrungis.com now boasts a wider range of services without unnecessary complications, whether you are using a computer or a smartphone.



EASIER ACCESS

The trials carried out over the summer were conclusive, and from now on, any buyer can reload their card at the toll booth using their credit or debit card.

Rungis & Co.: a success story incubator



Pandobac, Eco2PR, Califrais... The list of successful start-ups that have passed through the Rungis & Co. incubator continues to grow, all of them using it to establish solid networks to help them develop their plans and find their first clients.



"There are currently 3,000 Pandobacs in circulation. The Pandobac solution is on average 10-30% cheaper than disposable packaging",

explains **Shu Zhang**, co-founder of Pandobac. The start-up, which deals with restaurant orders and the corresponding logistics, has been located in the basement of Pavilion A4, where its bins are washed and then dispatched using a unique web and mobile tracking system, since 2019. In 2020, it raised €1.2 million to create new processing centres outside of the Île-de-France region.



"I chose to keep Eco2PR at the market. We are currently looking at the possibility of setting up a facility near the seafood pavilion to expand the processing of polystyrene collected onsite before sending it off for recycling",

says **Clément Spiteri**, founder of Eco2PR. A way for the start-up to further improve the Market's environmental footprint by offering an onsite recycling solution.



"Califrais allows restaurateurs to order from a catalogue of 4,000 products before midnight for delivery the following morning",

explains **Pierre Levy**, one of its three founders. Six years after its creation, the start-up now employs 25 people and has already made 23,230 deliveries. It also has a very big heart, as demonstrated by the fact that, during the 1st lockdown, and at the request of SEMMARIS to offset some of the losses that operators were experiencing, it set up the 'Rungis livré chez vous' ('Rungis delivered to your door') service, delivering to private individuals, in the space of just a few days.

Some of the start-ups incubated in 2020



- **Green Village**
Flow management software aimed at reducing fruit and vegetable waste
- **Digital Food Connect**
Technological solution for connecting producers, wholesalers and chefs with all B2B and B2C marketplaces
- **Devore food**
A range of plant-based meat substitutes that harness the flavour and power of plant-based proteins
- **Libéo**
2019 Fintech award-winning B2B payment platform
- **La Baronne**
Ethical, responsible and fair importer of exotic fruits and vegetables from Africa
- **Ilex Environnement**
Support for energy projects implemented by agricultural, industrial and service companies

90

start-ups supported since 2015

over

100

jobs created

€15M

of funding generated

71%

of incubated start-ups still in business

35%

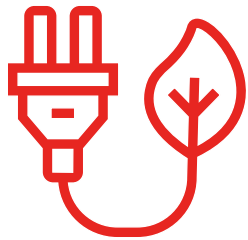
of projects with added environmental value

50%

of projects connected to the Market's ecosystem

Rungis, a responsible market: new strategy, new goals

2020 saw Rungis International Market adopt a new CSR strategic plan for the 2021-2024 period, as well as setting up a dedicated department to implement it. This structured and ambitious approach, based on 3 strategic avenues broken down into 9 objectives and 80 tangible actions, is just one of many initiatives successfully deployed since 2013. An impetus that it intends to further develop and intensify.



"Developing Rungis International Market to implement a sustainable distribution model in conjunction with its operators with a view to aiding the food transition, reducing environmental impact and promoting regional development".

2020 initiatives



45 SPACES IN THE MARKET'S 1ST CRÈCHE, 39 of which are reserved for the children of professionals working at the Market



NEARLY 1,300 TONNES OF PRODUCE DONATED by wholesalers to the over 65 food aid associations collecting at Rungis Market. Le Potager de Marianne distributed 1,000 tonnes of produce, donated primarily by wholesalers or purchased at the Market at reduced prices, to the most disadvantaged.



2.4 MILLION MEALS prepared using donated produce and supplied to caregivers and people in need

Avenue
1

DRIVING THE TRANSITION TO SUSTAINABLE FOOD

1.1

Improving the presence of eco-friendly companies, products and services at the Market

1.2

Participating in the structuring of sustainable agricultural sectors

1.3

Becoming a leading player in the food transition on both a national and international scale

Avenue
2

PRESERVING RESOURCES AND AIMING FOR CARBON NEUTRALITY

2.1

Reducing natural resource consumption and waste production

2.2

Increasing self-sufficiency and the circularity of flows (energy, water, materials, etc.) both at the Market and in the area as a whole

2.3

Encouraging low-carbon flows (logistics and mobility)

Avenue
3

INCREASING THE ROLE THE MARKET PLAYS AS A LEVER OF SOCIO-ECONOMIC DEVELOPMENT IN THE AREA

3.1

Safeguarding the health and quality of life of the Market's users and customers

3.2

Furthering the Market's efforts to promote ethics and inclusion

3.3

Helping to increase employment, job appeal and the economic dynamism of the area

80

tangible initiatives by 2024

AS OF 2021

- Carbon audit of the Market
- Auditing of food donations and structuring of flows
- Examination of an urban agriculture project at the site
- Trialling of composters in the Fruit & Vegetables sector
- Assessment of the potential for biowaste methanisation

Key figures

TOTAL NUMBER OF VISITS TO THE MARKET

5,874,922

VISITS

BUYER VISITOR NUMBERS IN 2020

1,237,321 -4.1%

NUMBER OF BUSINESSES OPERATING AT THE MARKET

1,146



SEMMARIS 2020 INVESTMENT PROGRAMME

€64.8M

WORKFORCE EMPLOYED AT THE MARKET

12,405

OCCUPATION OF LEASABLE PREMISES

1,029,378m²

OF PREMISES

I.E. AN OCCUPANCY RATE OF 97.1%

NEW BUYERS

5,307 +19.1%

NEW BUYER RECORDS CREATED

BREAKDOWN OF INCOMING DELIVERIES OF FOOD PRODUCTS TO THE PHYSICAL MARKET IN 2019 (IN TONNES)



1,216,590
Fruit & Vegetables



266,248
Meat products



154,490
Dairy & Gastronomy



90,374
Seafood & freshwater produce

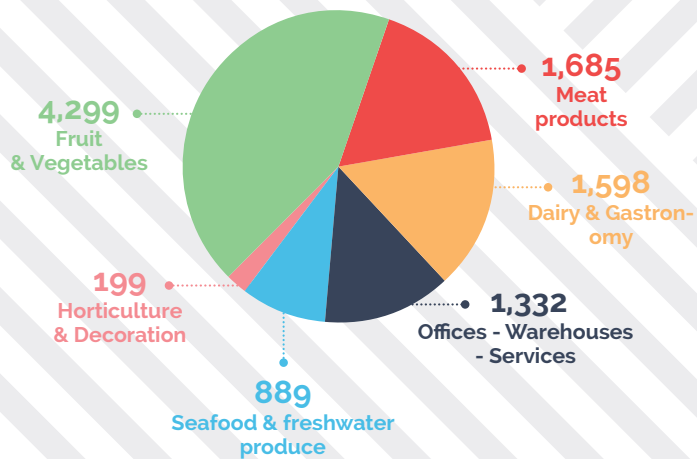
BREAKDOWN OF INCOMING DELIVERIES OF HORTICULTURAL PRODUCTS TO THE PHYSICAL MARKET IN 2019

115,164
Cut flowers (in thousands of stems)

7,346
Greenery (in thousands of bunches)

12,665
Potted plants (in thousands of pots)

TURNOVER OF THE MARKET
BREAKDOWN BY SECTOR (IN MILLIONS OF EUROS)



€10,002M

+2.8%

2018/2019 VARIATION

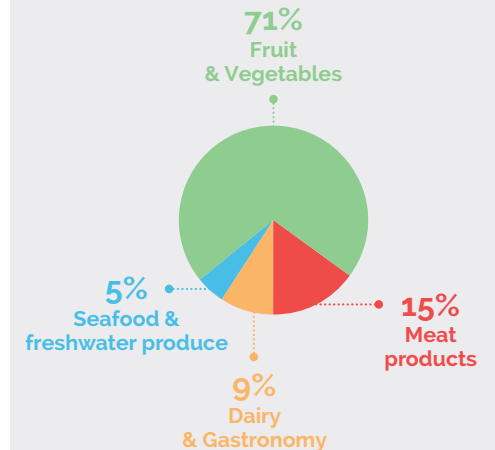
IN 2019

INCOMING DELIVERIES TO THE PHYSICAL MARKET

1,727,702

TONNES OF FOOD PRODUCTS

BREAKDOWN OF INCOMING DELIVERIES OF FOOD PRODUCTS TO THE PHYSICAL MARKET IN 2019 (AS A PERCENTAGE)



Products



Fruit & Vegetables

As far as fruit is concerned, oranges remain in the Top 3, just behind bananas, with some 50,000 tonnes sold at the Market. New products also seem to have been well received by customers, with the chocolate orange and the sudachi, a Japanese citrus fruit, proving particularly popular.

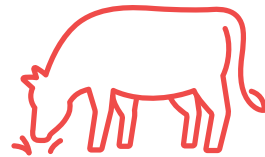
2019
TURNOVER
€4,299,467K

NUMBER
OF BUSINESSES
342

NUMBER
OF EMPLOYEES
3,919

Meat products

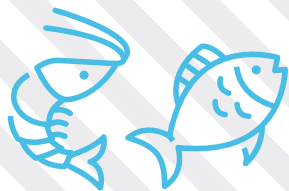
High-quality, rare and exceptional products performed well in line with demand from butcher's shops, and the festive mini-poultry were a great success. With regard to tripe products, beef offal has withstood the crisis, with volumes remaining stable, as has been the case for pork products on the whole.



2019
TURNOVER
€1,684,905K

NUMBER
OF BUSINESSES
68

NUMBER
OF EMPLOYEES
1,464



Seafood & freshwater produce

An excellent year for sole, with French fish in general performing well overall.

2019
TURNOVER
€889,183K

NUMBER
OF BUSINESSES
38

NUMBER
OF EMPLOYEES
806

Dairy & Gastronomy

Almost 30,000 tonnes of cow's milk cheese sold, with raclette cheese, which is always popular for its practicality and conviviality, performing very well. A new goat's cheese PDO in the form of Brousse de Rove has also proven popular.

The demand for high-end products grew significantly in the run-up to the festive period in relation to other years, with consumers favouring French products. This was notably the case with foie gras, which was up 5.2% overall compared to 2019 but up 5.5% where French foie gras, which already accounted for the majority of sales, was concerned.



2019
TURNOVER
€1,597,722K

NUMBER
OF BUSINESSES
110

NUMBER
OF EMPLOYEES
1,383

Horticulture & Decoration

In what was a difficult year for the sector, there were some good isolated periods, as was the case with green plants in June, with a total of over 130,000 pots sold as opposed to 85,000 in 2019. As far as cut flowers are concerned, peonies continue to stand tall at over 2,500,000 stems, representing a 3% increase.



2019
TURNOVER
€198,524K

NUMBER
OF BUSINESSES
100

NUMBER
OF EMPLOYEES
453



Offices - Warehouses - Services

Logistics was one of the core challenges we faced in 2020, both upstream, for supplying the market, and downstream, with the boom in deliveries.

2019
TURNOVER
€1,332,117K

NUMBER
OF BUSINESSES
488

NUMBER
OF EMPLOYEES
4,380

