Enhancing cooperation and trade for decent work

Geneva, 12th June 2018

Rudi Dalvai
ALTROMERCATO
Italy
1. WHO WE ARE
ALTROMERCATO IS

An organization 100% committed to Fair Trade

fair trade value chains from producer to consumer

Buys and sells fair trade guaranteed products

Technical support to producers
TRADE, NOT AID

SOCIAL COMMITMENT

BUSINESS RELATIONSHIPS
MISSION

- **To offer** to marginalized producers the opportunity to access the market through **innovative** solutions, **environmental friendly**, economically sustainable and efficient.

- **To spread Fair Trade** principles and products.

- **Foster social change** to promote better and wider fair trade practices and rules.
€ 52.820.488
TURNOVER [FY 2015-2016]

3
COMPANIES

1,8 MILLION
CUSTOMERS PURCHASING FAIR TRADE PRODUCTS AT LEAST ONCE A MONTH [2016]
**HISTORY**

<table>
<thead>
<tr>
<th>Year</th>
<th>Event Description</th>
</tr>
</thead>
<tbody>
<tr>
<td>1988</td>
<td>Birth of the workers’ cooperative Ctm Altromercato</td>
</tr>
<tr>
<td>1992</td>
<td>First National Campaign, Birth of our Ethical Committee</td>
</tr>
<tr>
<td>1997</td>
<td>The general assembly votes to sell Ctm products to Supermarkets</td>
</tr>
<tr>
<td>1998</td>
<td>Birth of Ctm Altromercato in its current structure</td>
</tr>
<tr>
<td>2000</td>
<td>First import of bananas</td>
</tr>
<tr>
<td>2004</td>
<td>Birth of Ctm Agrofair</td>
</tr>
<tr>
<td>2001-2004</td>
<td>Altromercato turnover jumps from 13 to 35 million €</td>
</tr>
<tr>
<td>2010</td>
<td>Brand “Solidale Italiano Altromercato”</td>
</tr>
<tr>
<td>2011</td>
<td>Manduvirà is the first producer Coop to become Altromercato partner/associate</td>
</tr>
<tr>
<td>2016</td>
<td>Our Mauritius CSR Project starts (October)</td>
</tr>
</tbody>
</table>
ASSOCIATED TO

Global Network of Fair Trade producers, exporters and importers

Italian Association of Fair Trade organizations

Association of Fair Trade importers in 8 European Countries
2. OUR VALUES
1. Opportunities for Disadvantaged Producers
2. Transparency & Accountability
3. Fair Trade Practices
4. Fair Payment
5. No Child Labour, No Forced Labour
6. No Discrimination, Gender Equity, Freedom of Association
7. Good Working Conditions
8. Capacity Building
9. Promote Fair Trade
10. Respect for the Environment

Ten Principles of Fair Trade

World Fair Trade Organization
WE WORK TOGETHER TO CREATE VALUE FOR ALL

INNOVATIVE SOLUTIONS WIN-WIN

- PRODUCERS
- CONSUMERS
- ALTROMERCATO STORES
- INDUSTRY
- ALTROMERCATO
- CO-PACKERS
3. OUR PRODUCTS
COMMODITIES of ALTROMERCATO

- SUGAR
- COFFEE
- COCOA
- TEA
WHERE ALTROMERCATO COFFEE COMES FROM
12,000
BAGS OF GREEN COFFEE IMPORTED EVERY YEAR

14%
OF TOTAL TURNOVER

2,629,102
COFFEE PACKAGES SOLD IN 2016
WHERE ALTROMERCATO SUGAR COMES FROM
20% of total turnover

2.154.059 packages sold in 2016

€ 3.875.248 sugar sales total
WHERE ALTROMERCATO CACAO COMES FROM
14% of Altromercato total turnover

€ 3,633,320,000

Chocolate bars sold in 2016

€ 2,955,555,564

Chocolate bars turnover in 2016
“solidale italiano”
Domestic fair Trade in Italy
4.

OUR PARTNERS
WHERE ALTROMERCATO PARTNERS ARE
WHO ALTROMERCATO PARTNERS ARE

170 ORGANISATIONS

42 COUNTRIES (AFRICA, LA, Asia)

40 % Of purchases from Coops
6. WHERE WE ARE
260
ALTROMERCATO SHOPS

1.500
SUPERMARKETS

ONE
ONLINE SHOP
WHERE WE SELL

- ALTROMERCATO SHOPS
- SUPERMARKETS
- ORGANIC PRODUCTS WHOLESELLERS AND DISTRIBUTORS
- ONLINE
- INDUSTRY
- FT SISTER COMPANIES
- SCHOOL CANTEENS
SOME EXAMPLES

Esselunga  Unes  Maxi Di
SOME EXAMPLES 2

Coop in Italy

Iperal
Some cooperatives with which Ctm Altromercato has long term trading relations

- Manduvìà – Paraguay
- Cecocafen – Nicaragua
- PFTC – Philippines
- SOFA – Sri Lanka
- San Gaspar Chajul
- Apicoop – Cile
- Cooperativa de Servicios Mútiples Bananera del Atlántico, COOBANA R.L. – Panamà
Manduvià – Paraguay

- **2002** start of cooperation
- **860** members:
- **4,500 to** of organic sugar
Cecocafen - Nicaragua

- **1993** start of cooperation
- **730** member
- **120 to** of organic coffee
PFTC – Sri Lanka

- **1991** start of cooperation
- **670** member
- **800 to** organic whole sugar
JUSTICE FOR DIONISIO GARETE

STOP EXTRA-JUDICIAL KILLING
SOFA – Sri Lanka

- **1998** start of cooperation
- **2340** member
- **10 container** organic tea and spices
Cooperativa de Servicios Mútiples Bananera del Atlántico, COOBANA R.L. – Panamà

- 2011 start of cooperation
- 370 member
- 40 container organic bananas
THANK YOU

www.altromercato.it