

# A collaborative ecosystem

to prepare our world's future

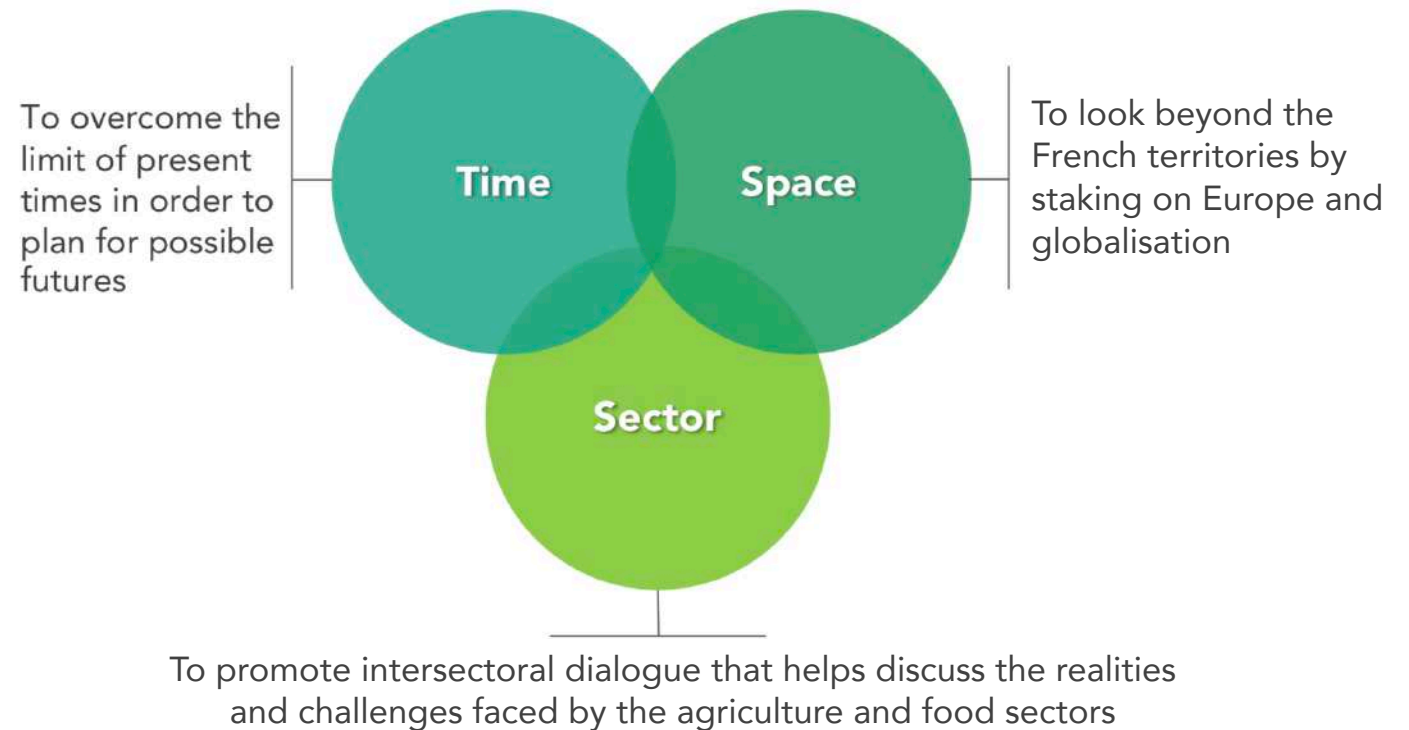
AGRICULTURE  
FOOD  
INNOVATION

## Who we are ?

DEMETER, created in 1987, is an associative ecosystem of the agricultural and agri-food sector focused on long-term thinking, global issues and intersectoral dynamics. In addition to the partner companies, DEMETER facilitates networking between higher education institutions, mobilizes high-level experts and cooperates with several national ministries.

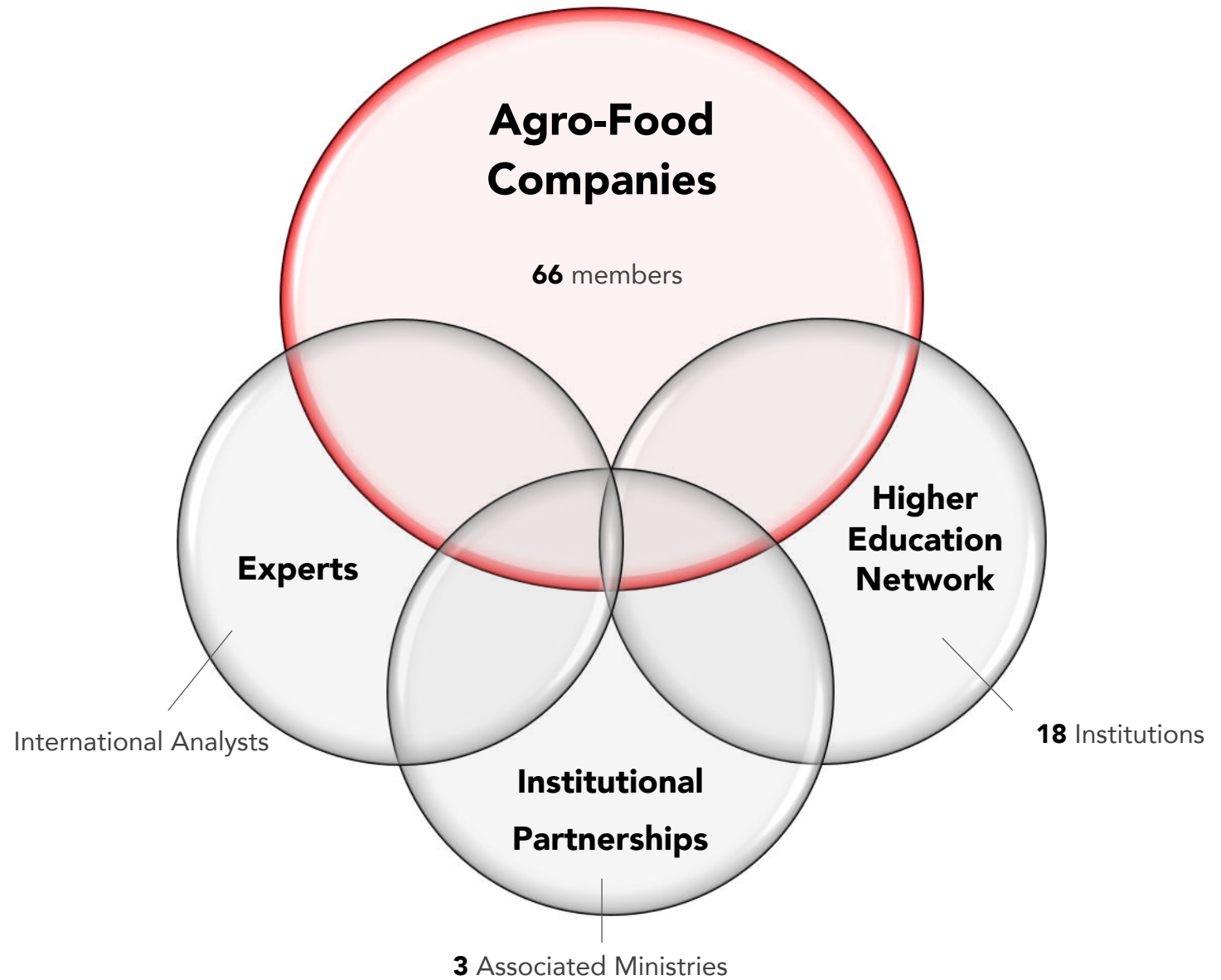


DEMETER promotes a prospective approach (think further), international strategic monitoring (think farther) and a global approach to agriculture and food (think wider). DEMETER wants to break down the boundaries between different approaches.





## Our ecosystem



## An ecosystem gathering 66 companies

Through the scope and the diversity of their activities, DEMETER members are present both upstream and downstream of the agricultural sector. Contributing to people's lives through food, they also play an essential role in the development of rural areas and employment in France and abroad. Three quarters of DEMETER members have international activities.

Together and worldwide, they represent a consolidated global turnover of 220 billion euros and 450,000 employees.

\*

DEMETER also has institutional partnerships with the Ministry of Agriculture and Food, the Ministry of Europe and Foreign Affairs and the Ministry of the Armed Forces through the French Navy, allowing them to participate in the different ecosystem activities.



ACTA  
ACTURA  
ADVITAM-UNEAL  
AGPB  
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AGRIAL  
AGRITEL  
ARTERRIS  
ARVALIS  
AVRIL  
AXEMA  
AXÉRÉAL  
BASF France  
BAYER France  
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CARGILL France  
CDER  
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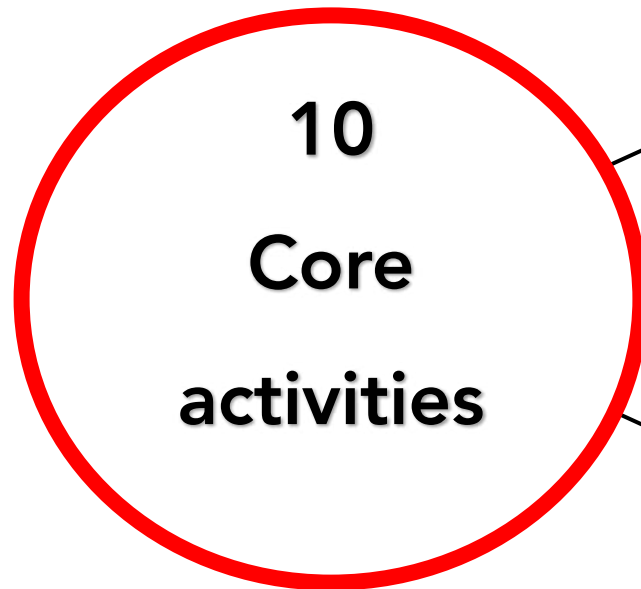
CORTEVA France  
CRÉDIT AGRICOLE S.A  
CRISTAL UNION  
DIJON CÉRÉALES  
EMC2  
EURALIS  
EUREDEN  
FC2A  
FLORIMOND DESPREZ  
FN SAFER  
FNAMS  
FNCA  
FOP  
FRANCEAGRIMER  
FRANCE EXPORT CÉRÉALES  
GNIS  
GROUPAMA  
INRAE  
INTERCÉRÉALES  
INVIVO  
LESAFFRE  
LIMAGRAIN  
NATUP

NORD CÉRÉALES  
OCEALIA  
PASSION CÉRÉALES  
RABOBANK France  
R.A.G.T.  
SAINT LOUIS SUCRE  
SCAEL  
SÉNALIA  
SÉVEPI  
SICASOV  
SODIAAL  
SOUFFLET  
SYNGENTA France  
TEREOS  
TERRENA  
UFS  
UIPP  
UNIGRAINS  
VITAGORA  
VIVESCIA



## A multidimensional activity

DEMETER members prepare at a high decision-making level the worlds of tomorrow by crossing analyses and sharing experiences, by debating ideas in a spirit of innovation.



### Networking & Events

- Ecosystem animation
- Foresight Seminars
- Annual Forum



### Analysis & Communication

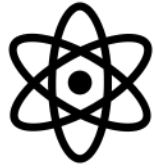
- Media Monitoring
- *Déméter* Report
- Strategic Workshop
- Research - Expertise



### Thinking outside the box

- Annual Study Missions
- Higher Education Network
- International Dialogue

## -- Internal Activities --



### **Ecosystem Animation**

As a high-level network, DEMETER allows the agricultural and agri-food actors to gather regularly for exclusive moments. By its activities, it seeks to meet the expectations of the companies of the sector in terms of understanding and anticipating changes at work in France and around the world. The organization of the ecosystem is therefore based on DEMETER members' expectations and on an inclusive approach to ensure the co-construction of activities. The agenda and programs of DEMETER activities are elaborated well ahead of time to give visibility for DEMETER members.



### **Foresight Seminars**

Organized throughout the year, in Paris and sometimes outside of the capital, Foresight Seminars are focused on a specific topic discussed for about two hours with a question and answers session and a debate. Only DEMETER members can attend the seminars that host French and foreign experts, political leaders or entrepreneurs. One third of DEMETER guests are international. About 15 Foresight Seminars are organized every year.



### **Media Monitoring**

In order to have an effective watch on French and international current events, DEMETER has set up a simple and dynamic digital platform in 2017. Structured around 15 thematic and geographical sections, this system allows access to a large number of articles and documents relating to agriculture, food and rural areas in the world, innovation, sustainability and geopolitics. Members receive a weekly press review from this media monitoring.

## -- Internal Activities --



### **Annual Study Missions**

To discover the agricultural, food and rural dynamics at work in the world, DEMETER organizes 1 to 2 Annual Study Missions (ASM) aimed at understanding other international development and innovation trajectories. Exclusively for DEMETER members, ASMs offer participants the opportunity to discover a country and meet political, economic and scientific decision-makers. For one week, the Mission's program alternates between high-level institutional meetings, field visits, company meetings and work seminars with local specialists. Networking and business contacts are main outcomes of the Mission. A prospective study on the country (100 pages) is also produced for each Mission



### **Strategic Workshop**

DEMETER members are invited to think about a very specific topic during a two-year period. Organized around 4 to 5 sessions, the Strategic Workshop aims to deepen knowledge on a given subject considered crucial for the future of the agro-food sector. DEMETER elaborates a prospective study to frame the theme and explore its various dimensions. Experts are mobilized to inform members on key trends and future challenges related to the topic. DEMETER's higher education institutions partners are also mobilized for this exercise. DEMETER members exchange ideas with each other to share thoughts and ideas and forward-looking conclusions.



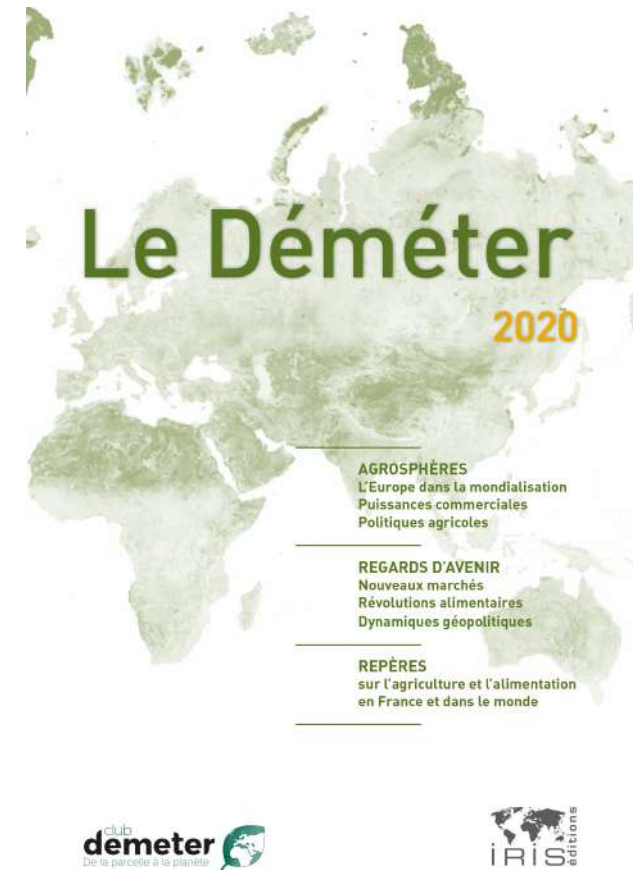
## -- Public Activities --



### **The Déméter Report**

*The Déméter* is a leading publication on world agriculture, food security and sustainable development. Since 1993, it has provided prospective analyses on a large diversity of topics. By examining the socio-economic, commercial and environmental dimensions of agricultural and agro-food issues, *The Déméter Report* 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 are structured around three main parts (Agrospheres, Future Prospects and Landmarks). Articles are completed with statistics, maps and infographics.

*The Déméter* is published in collaboration with IRIS Editions (one of the best EU think tank in international affairs) and available in digital format on the CAIRN platform.





## -- Public Activities --



### Higher Education Network

In 2017 DEMETER set up an innovative network designed to bring together several higher education institutions, which are dedicated to agriculture but also to political sciences, international relations, business, management or communication. This aims to encourage synergies between DEMETER, its agro-food companies and these schools in order to build close ties between professionals and students. The 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 is granted on a yearly basis to reward an individual and a collective work conducted by students from school partners. This Higher Education Network brings together 18 institutions.



BORDEAUX  
SCIENCES  
AGRO



CIHEAM



ÉCOLE  
SUPÉRIEURE  
DE JOURNALISME  
DE LILLE



ESSEC  
BUSINESS SCHOOL



GRENOBLE  
ÉCOLE DE  
MANAGEMENT  
TECHNOLOGY & INNOVATION



Institut Français de Géopolitique



SciencesPo



## -- Public Activities --



### Annual Forum

Every year, DEMETER organizes a Forum aimed at projecting itself in time and space. Every two years, this Forum is set up with the Ministry of Europe and Foreign Affairs in order to raise awareness of the importance of agricultural and food issues in the world. The other years, the Forum is innovation-oriented and encourages start-ups from a variety of backgrounds to dialogue with the agro-food companies members of DEMETER Ecosystem.



### Research / Expertise

DEMETER has skills, internally and in its own close network, to produce analyses and to share knowledge at events or in written publications.

By taking part in conferences or seminars, DEMETER contributes to the debate on ideas about agriculture and food. DEMETER is mobilized in different arenas and take part in more that hundred conferences each year.



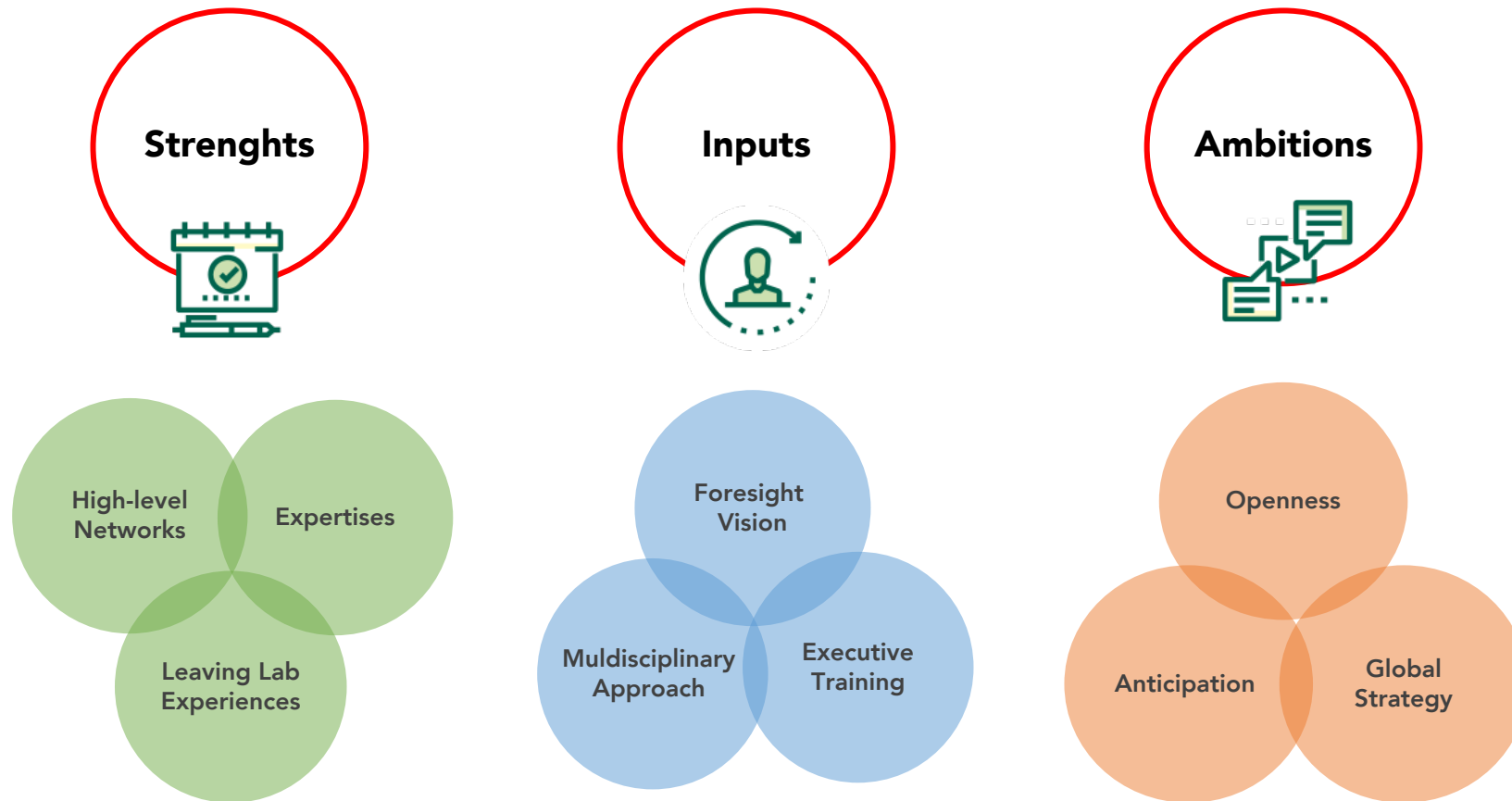
### International Dialogue

Through the years, DEMETER has established an international network of contacts, experts and decision-makers. DEMETER benefit from their views and experiences to support the different activities and feed the strategic discussions held within the ecosystem.

Each Annual Study Mission allows to develop a wide network of contacts. This relationship is maintained over time for the benefit of members and to promote dialogue between France and the rest of the world.

On top of that, the DEMETER ecosystem cultivates a European mindset through its various activities.

## -- DEMETER Added Value --





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