



COOPERATIVA DE ÎNTRERINZĂTOR

*18 ani*

# **Success story of AGROSTOC cooperative**

A black and white photograph showing a view of a rugged mountain range, likely the Alps, seen through the dark, irregular opening of a cave. The mountains are jagged and rocky, with some snow or light-colored patches. The sky is filled with dramatic, heavy clouds. The foreground is dark and rocky, suggesting the interior of the cave.

**We have the STEADINESS of the mountains  
But we are still learning their greatness.**



**We know how  
Much cost the  
TRUST which  
You are giving  
us.**

**We know how  
to appreciate  
and  
preserve it.**





**We are moving the stones.**

**We do it easier than  
others,  
with TRANSPARENCY.**



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**AGROSTOC Family**

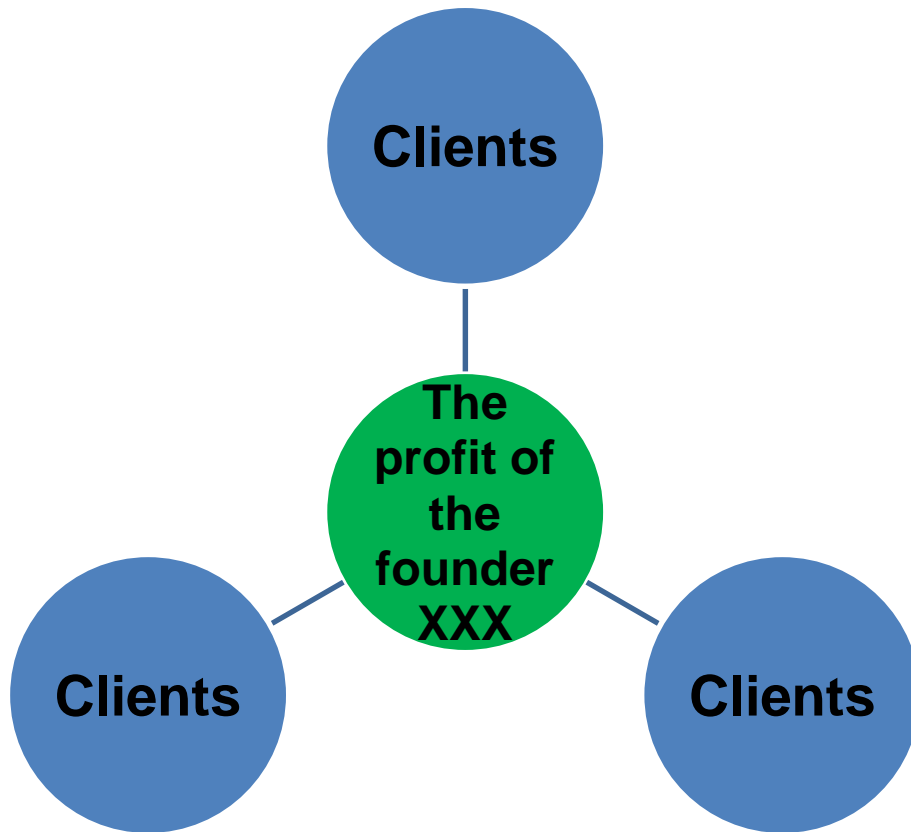


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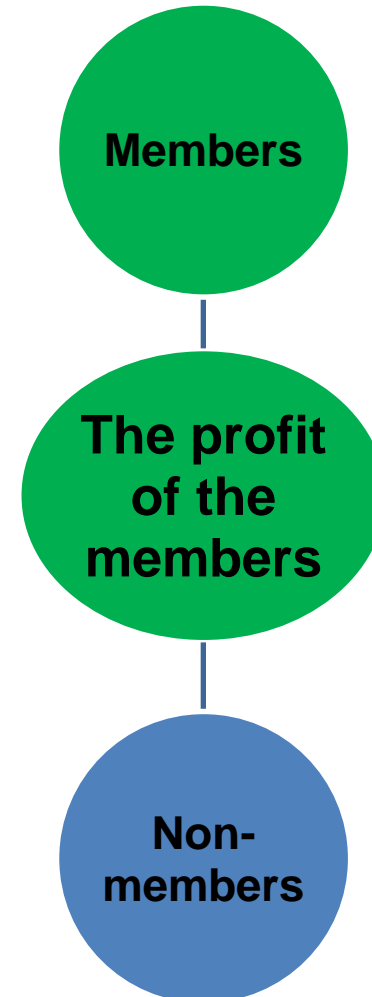
*18 ani*



LTD XXX



AGROSTOC Cooperative



## **ADVANTAGES AND BENEFITS**

- ❖ Access to the vast portfolio of quality products for the agricultural sector which is provided by world-renowned companies;**
- ❖ Access to conditions of cooperation and advantageous prices;**
- ❖ Assistance of the Cooperative in the commercialization of agricultural production through export programs;**



## ADVANTAGES AND BENEFITS

- ❖ **Access to professional assistance and consultancy in the agricultural field;**
- ❖ **Access to advanced technologies for agricultural crops production;**
- ❖ **Access to Agrostoc brand seeds, ensuring traceability, transparency and high quality of seed material;**
- ❖ **Implementation of marketing programs.**

## **ECONOMIC ADVANTAGES AND BENEFITS**

- ❖ Annual profit distribution;**
- ❖ Annual payment of rebates and price addition according to internal policy;**
- ❖ Calculation and payment of dividends for preferential shares;**
- ❖ Allocation of investment fund;**
- ❖ Access to the Medical Fund;**



## **ECONOMIC ADVANTAGES AND BENEFITS**

- ❖ Holding the share in the Cooperative which is in continuous development;**
- ❖ The membership of the Cooperative serves as an example of a trustworthy enterprise that carries out its activity in accordance with the legislation in force and the laws of the business..**



# VALUES

## BUSINESS

- ❖ Responsibility
- ❖ Professionalism
- ❖ Correctness

## HUMANS

- ❖ Respect
- ❖ Dedication
- ❖ Opening
- ❖ Support
- ❖ Trust

## THE EVOLUTION OF THE FOUNDERS NUMBER

*Împreună suntem mai puternici!*

Anul  
**2001**  
**15**  
Magazine Agricole



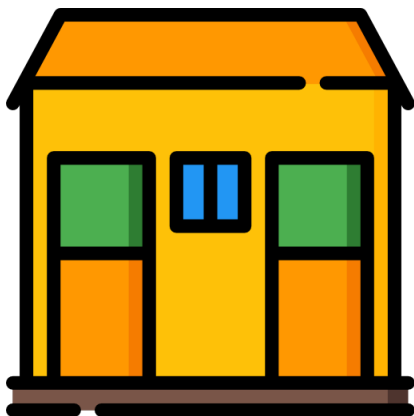
Year  
**2019**  
**149**  
Members

## The structure of Agrostoc members by type of activity

### 149 members

14,1%

Agricultural Store



21 Members

7,38 %

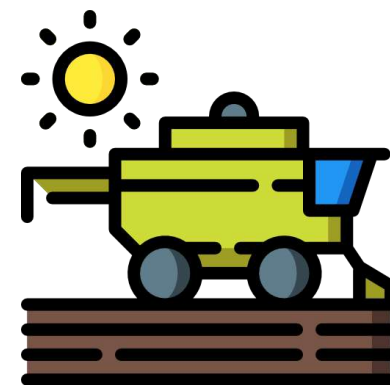
Agricultural Store and  
Agricultural Producer



11 Members

78,52%

Agricultural Producer

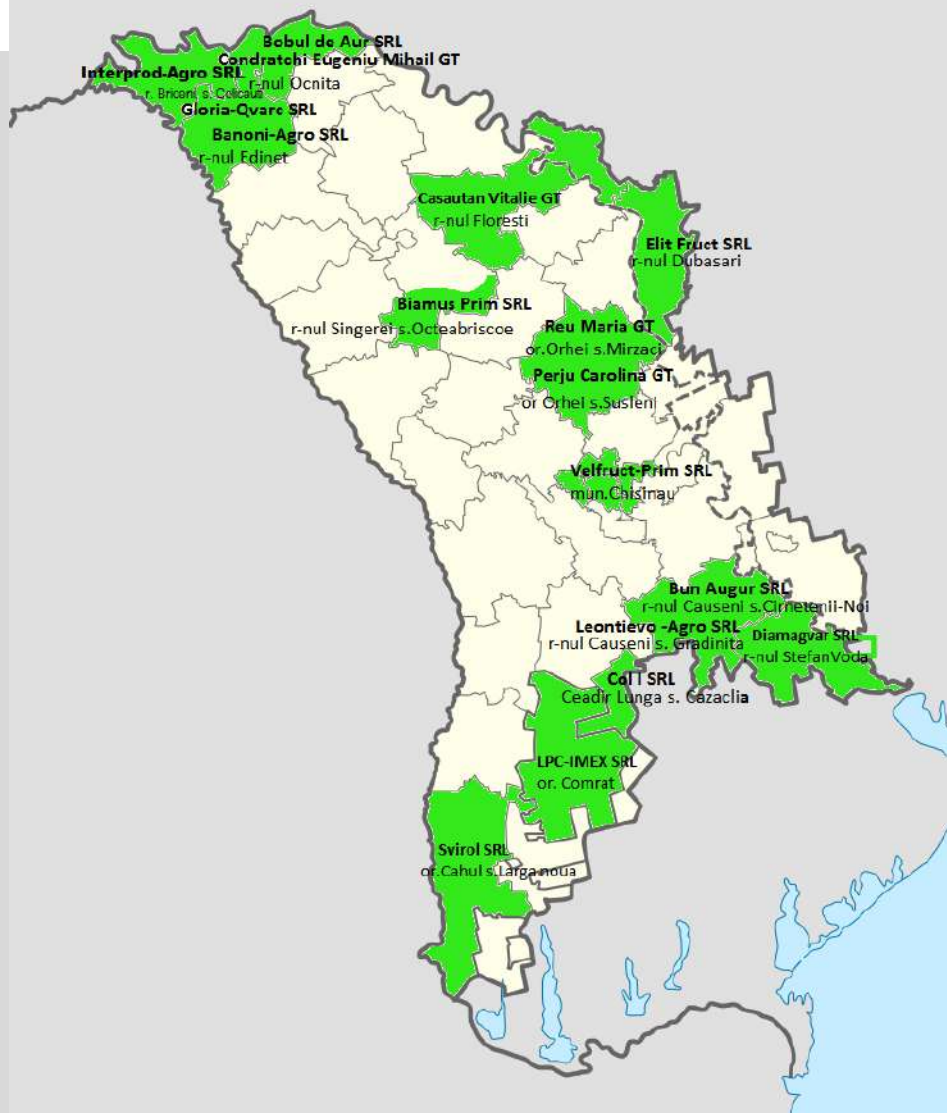


117 Members

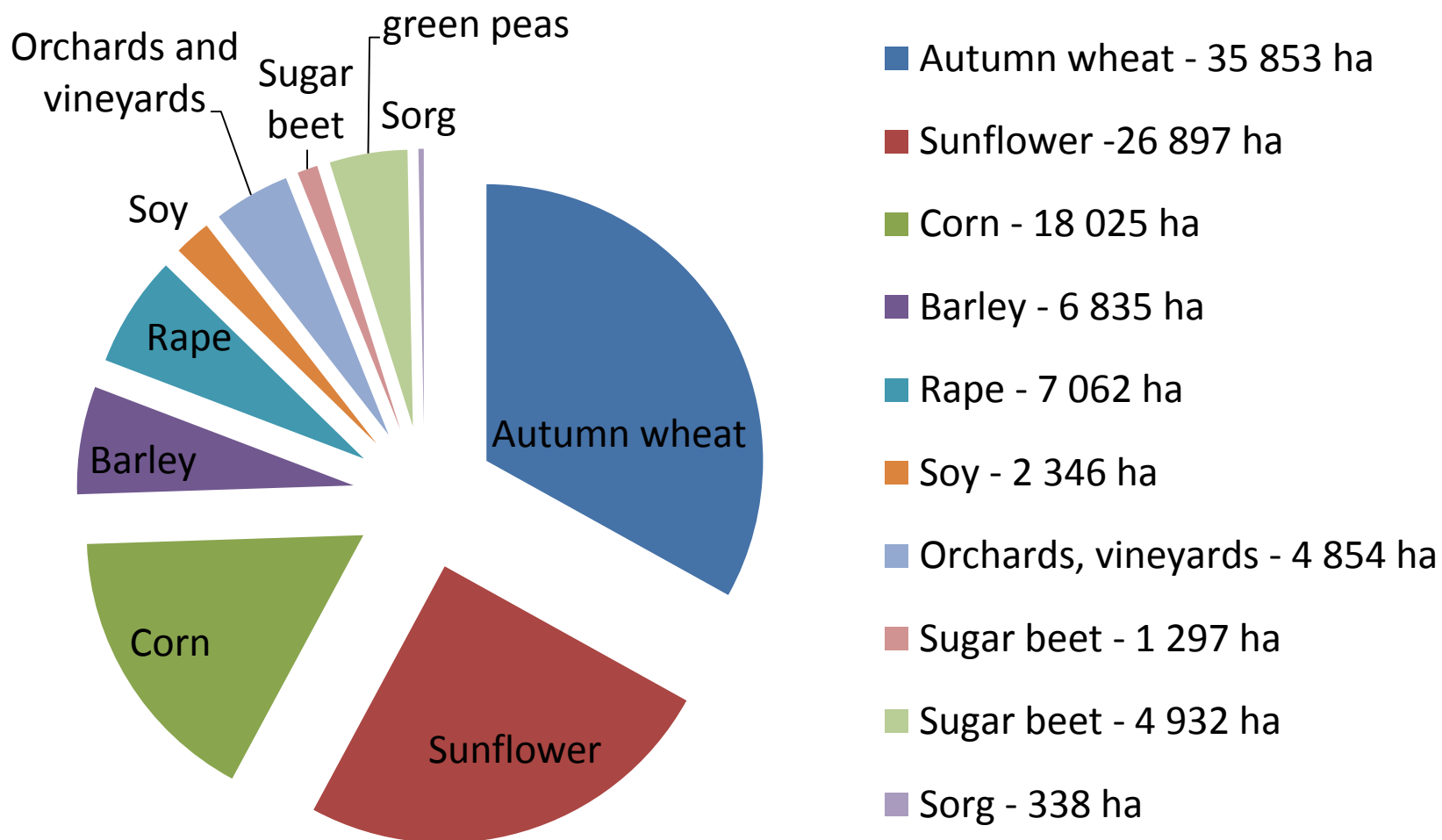


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**Suprafata totală a membrilor – 115 475 ha**





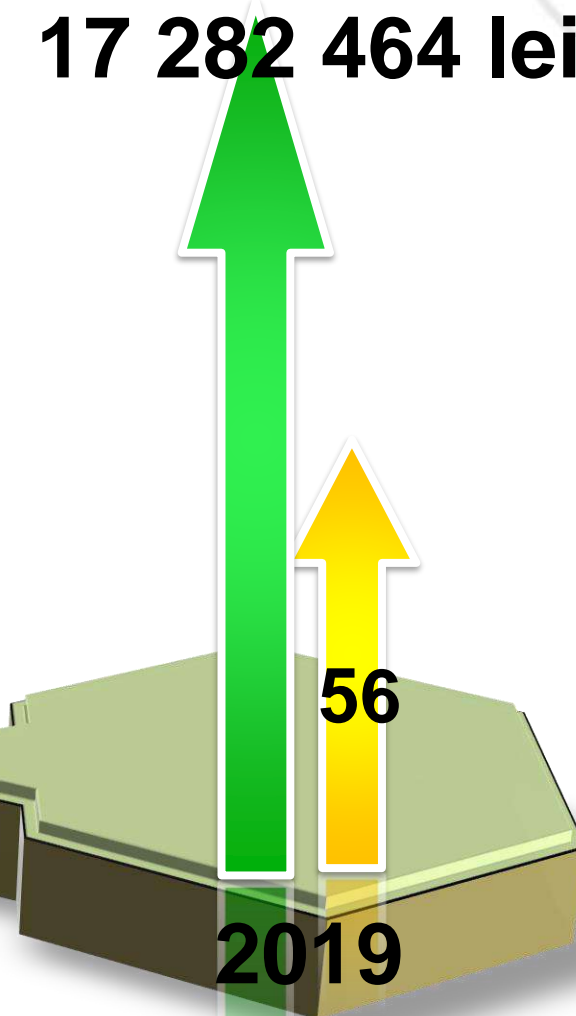


The correlation of the turnover with the evolution of the number of employees

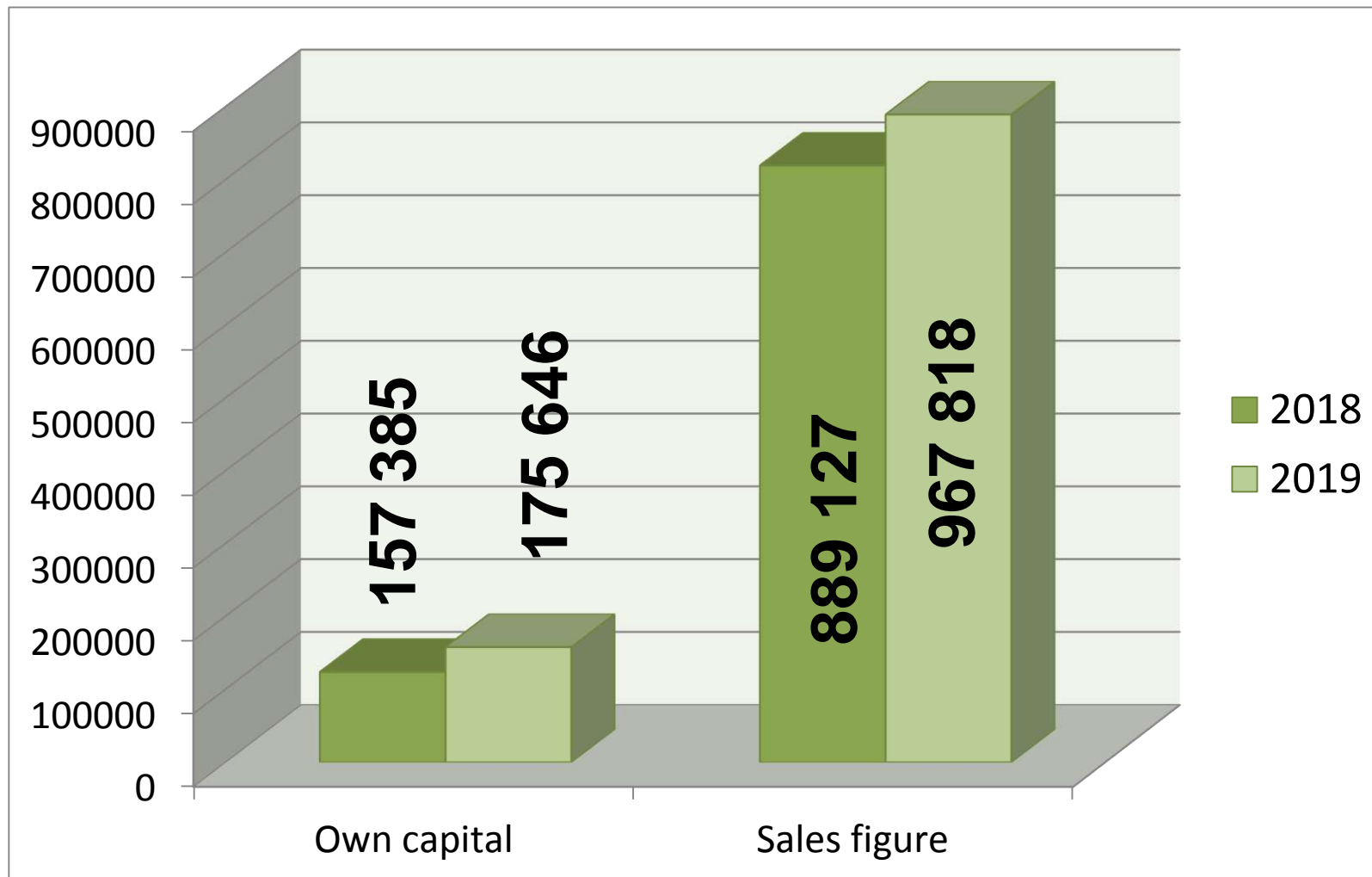
848 000 lei



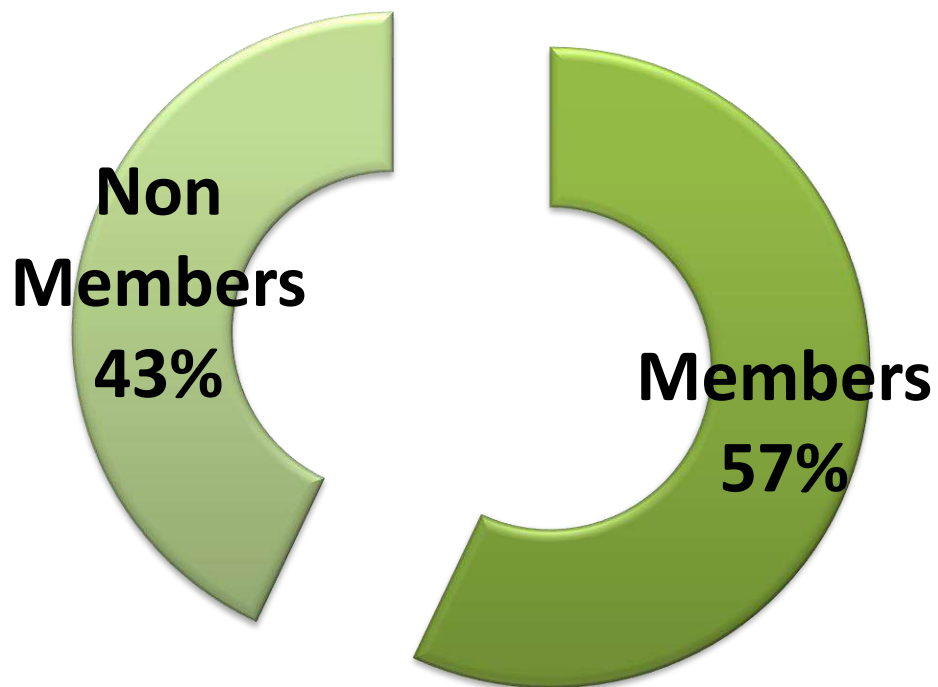
17 282 464 lei



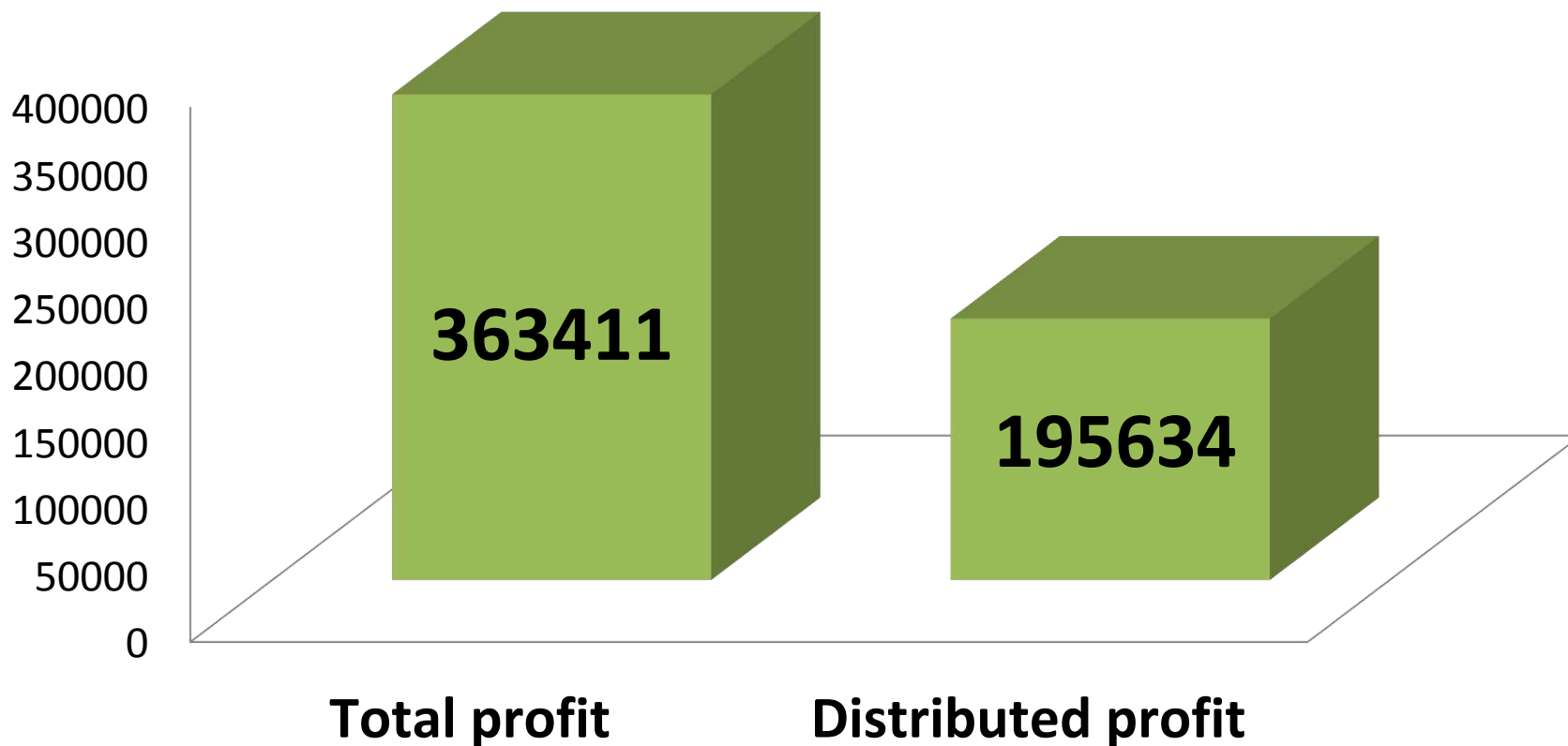
## The evolution of the main financial indicators, thousands of lei



## PARTICIPATORY STRUCTURE IN SALES



## Profit obtained 2002-2019, mln MDL





## **MATERIAL MOTIVATION PROGRAMS for CI AGROSTOC**

- **Program: Top Member of Agrostoc**
- **Raffle: Coop. Agrostoc-20 years of success and performance**
- **Program: Work and rest with Agrostoc**
- **Program: Passion matters.**



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## SOCIAL MOTIVATION PROGRAMS

### ➤ **Basic Medical Program**

**The purpose:** Motivation and financial support of the members and employees of the cooperative or of their first degree relatives, in order to solve and rehabilitate a serious health problem.

### ➤ **Medical Health Program +**

**The purpose:** Voluntary health insurance with the provision of medical services within the Medpark Hospital.



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## Field day 2019





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## Field day 2019





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## Fruit Day 2019





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## Fruit Day 2019



## Regional meeting 2019





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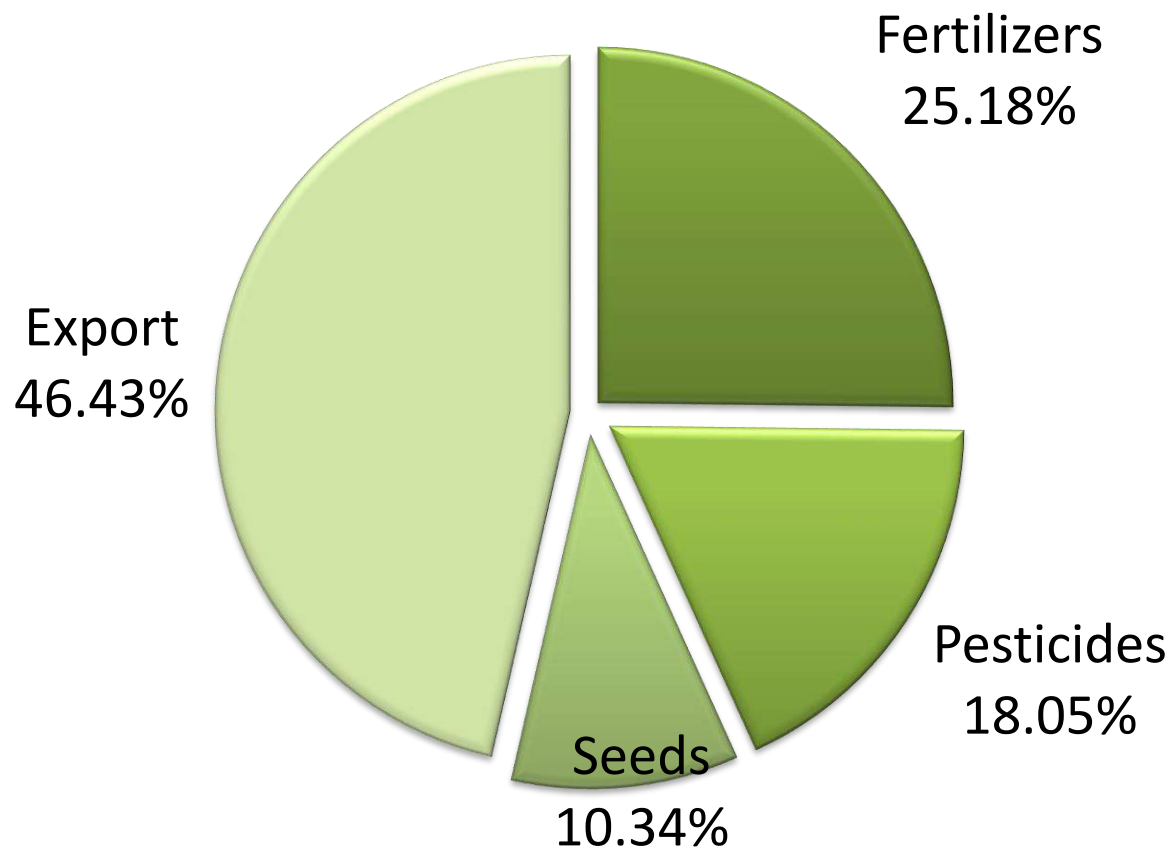
## Logistics and transport



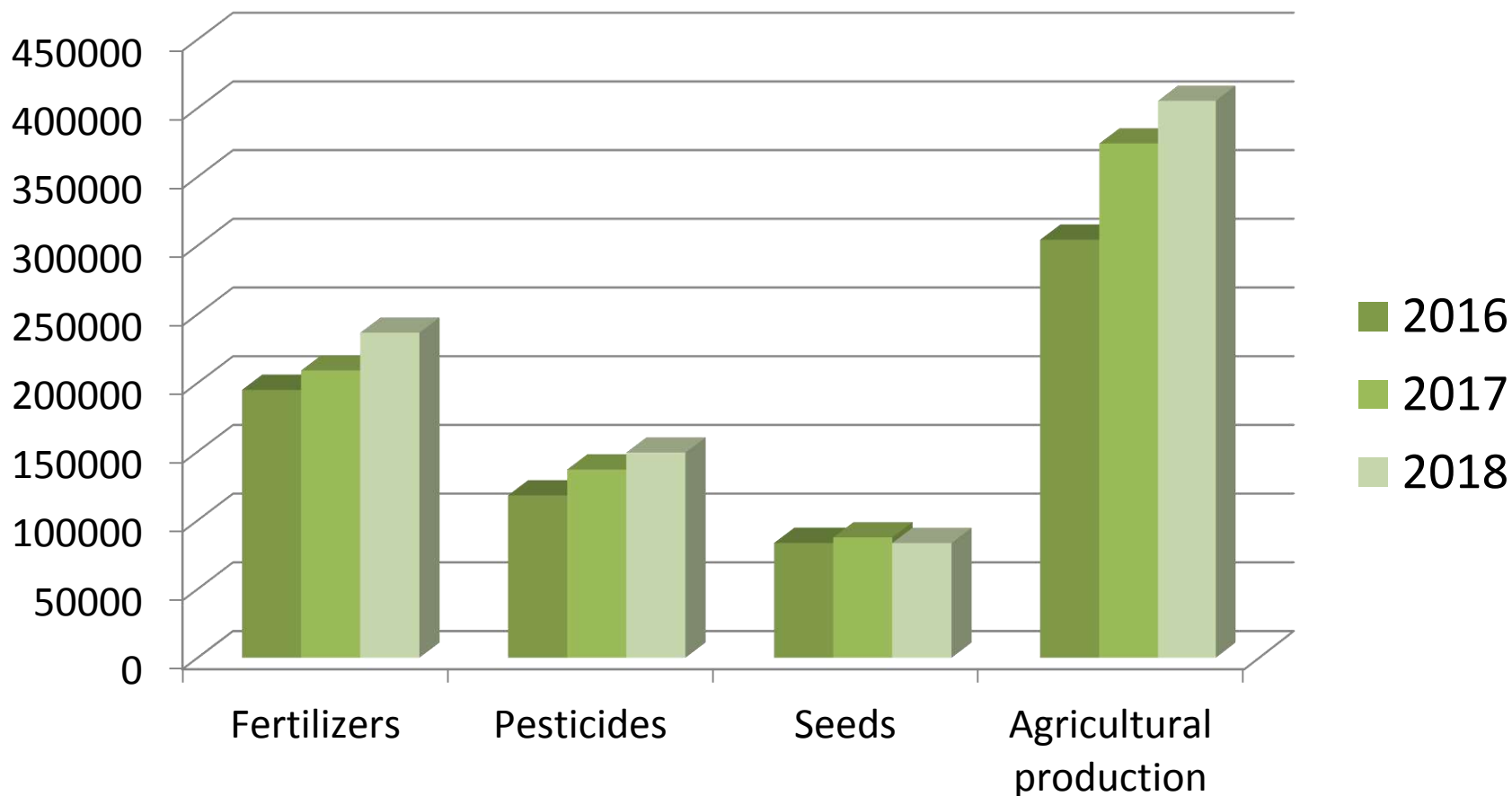
# Investments in business projects



**SALES STRUCTURE IN %**

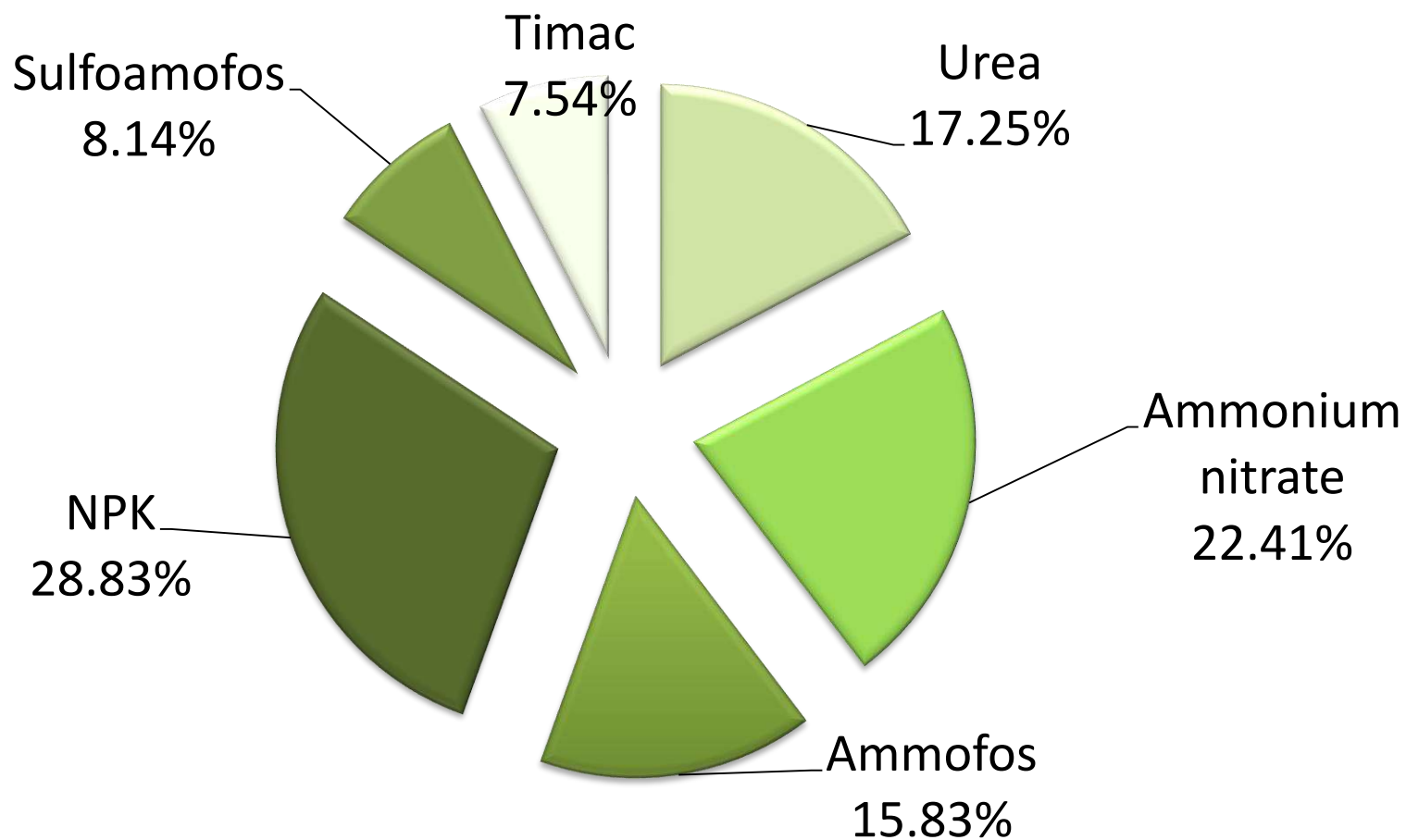


**COMPARATIVE SALES, THOUSAND LEI**

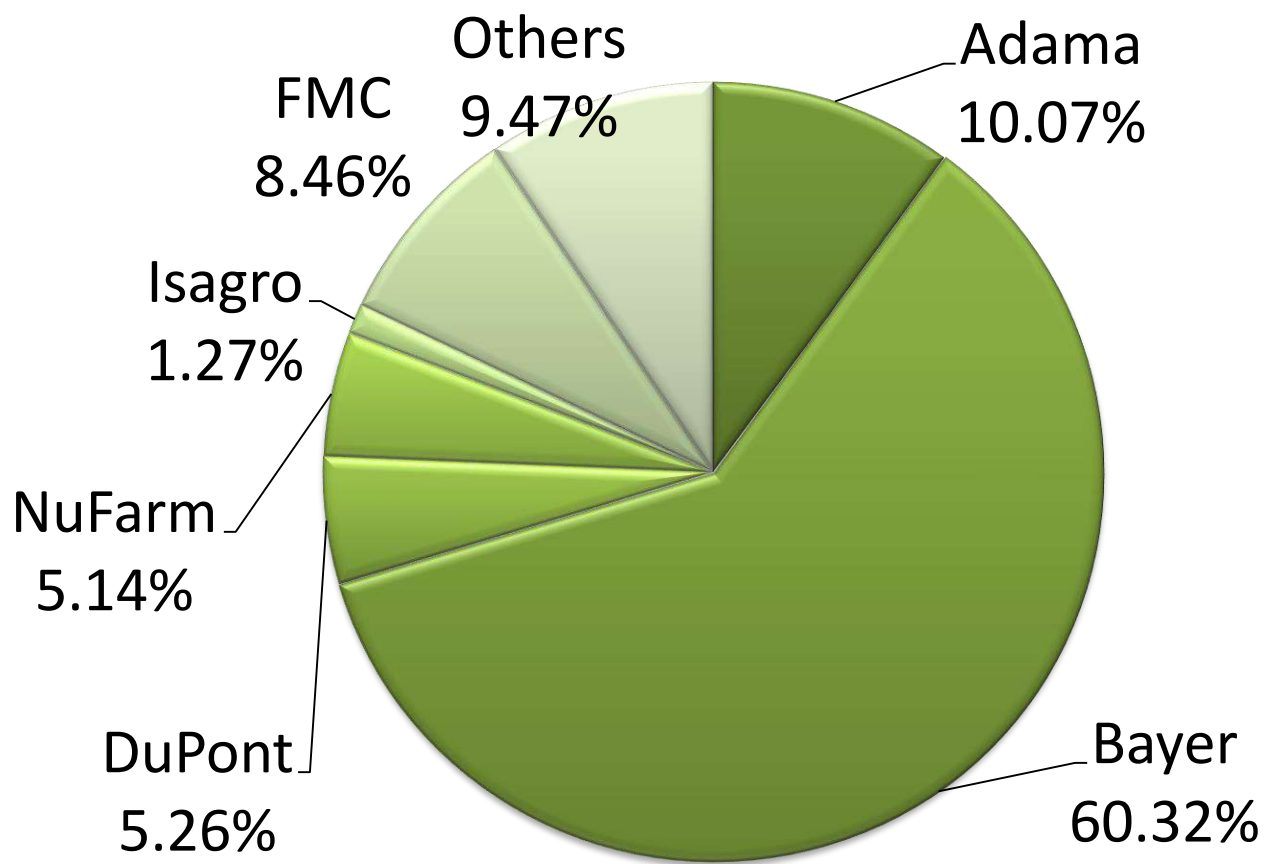




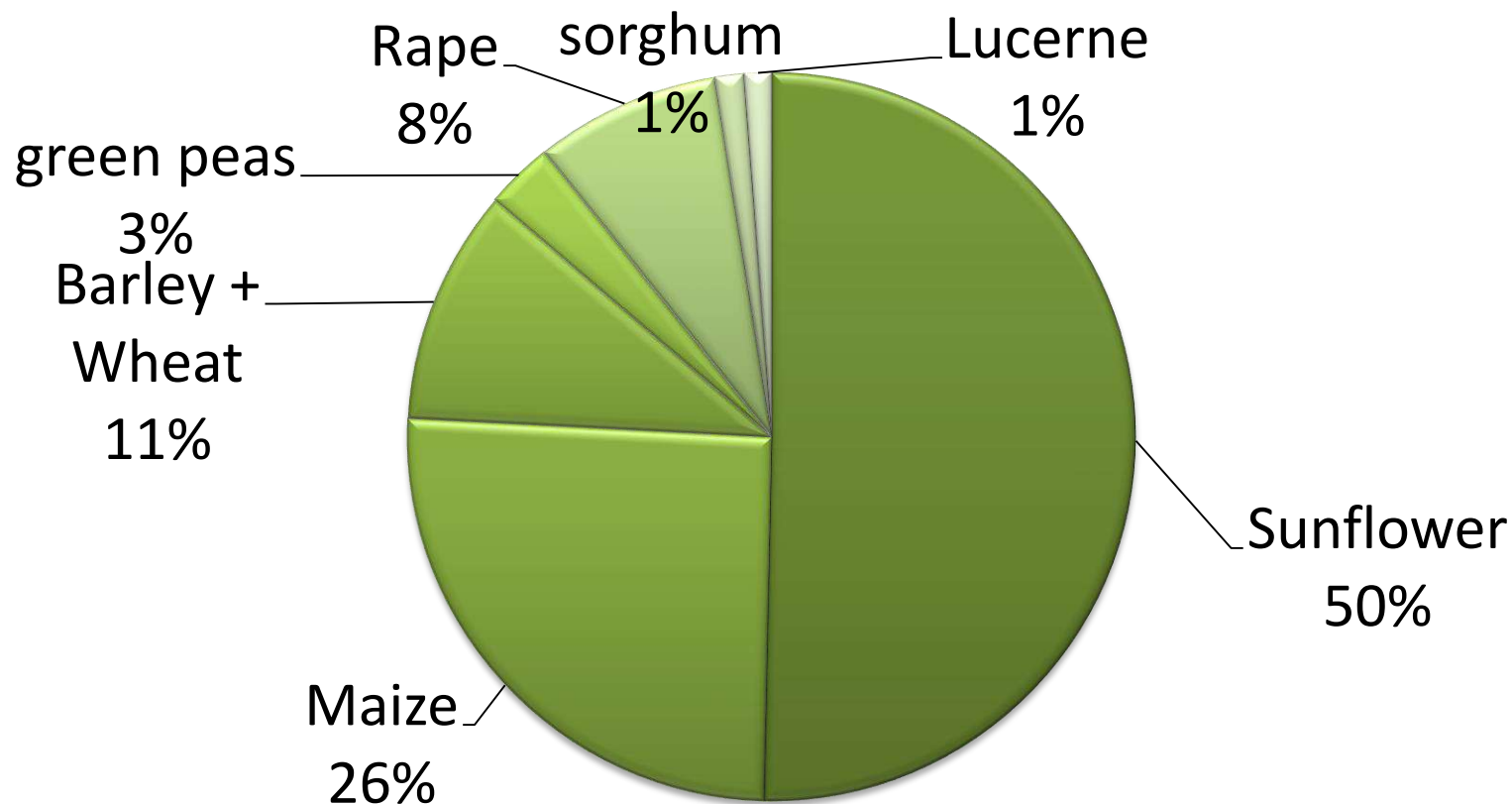
**FERTILIZER SALES STRUCTURE,%**



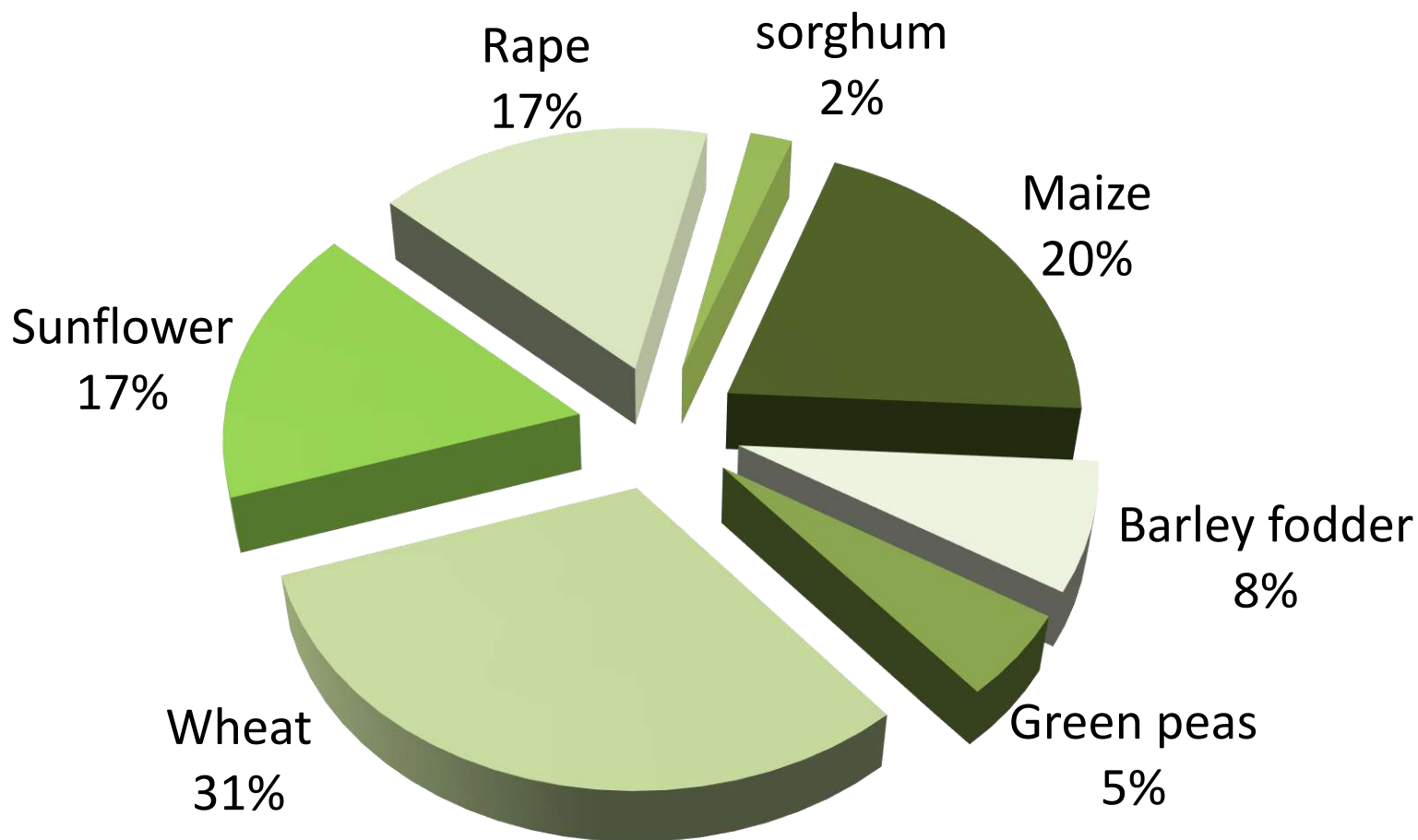
## STRUCTURE OF PESTICIDE SALES



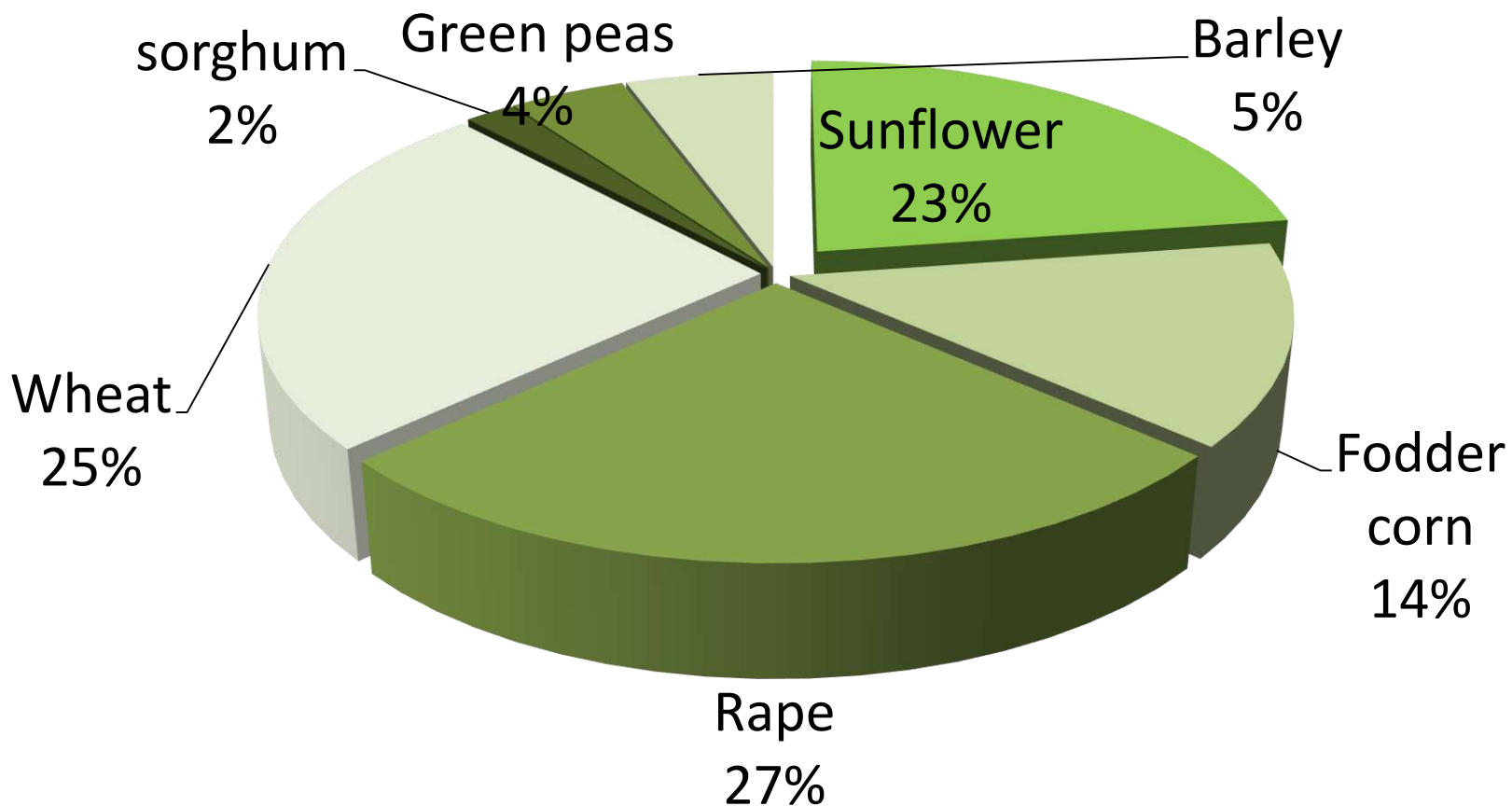
## STRUCTURE OF SEED SALES



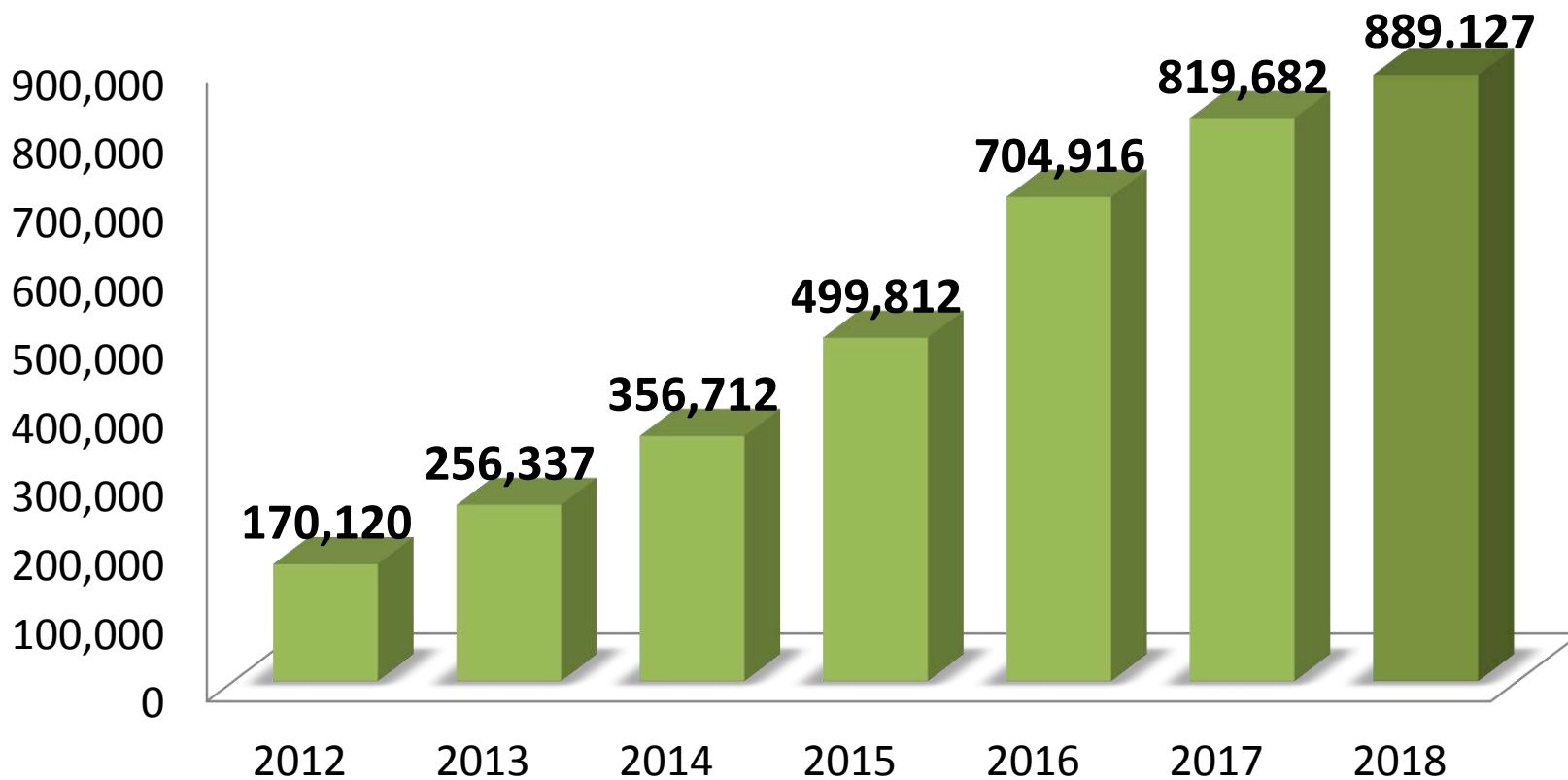
**TOTAL PRODUCTION MADE: 97 097 tons**



**TOTAL PRODUCTION MADE: 405 302 476MDL**



## Sales dynamics in thousands of lei





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# **THANK YOU!**

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