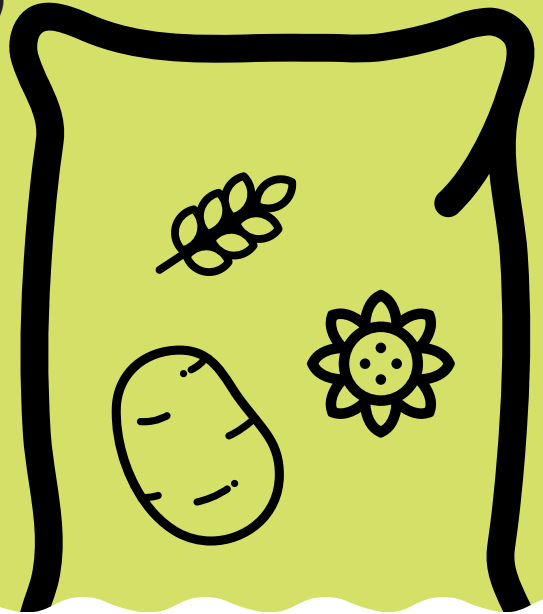


RAIFFEISEN WAREN-ZENTRALE

RHEIN-MAIN EG (RWZ)



ADDRESS/COUNTRY

Altenberger Straße 1a, 50668 Köln -
GERMANY

LEGAL ORGANISATIONAL FORM

Eingetragene Genossenschaft (eG)
(registered cooperative)

WEBSITE LINK

<https://www.rwz.de/>

CONTACTS

Phone: 0221 / 16 38-0
E-Mail: info@rwz.de

VIDEO, PPT, OTHER

interactive materials to present the coop

Caviro - a circular economy partnership
[https://www.youtube.com/
watch?v=Flo5q6MQKdo](https://www.youtube.com/watch?v=Flo5q6MQKdo) (English language)

CONTEXT

/

INFO**YEAR OF CREATION**

1953

DESCRIPTION/MAIN ACTIVITIES

Agricultural trade

RWZ is Germany's third biggest agricultural cooperative. As a leading regional agricultural trader, the cooperative trades in agricultural products (cereals, oilseeds, potatoes), resources for agriculture, viticulture and professional gardening, agricultural technology, feed and wood.

MAIN STAKEHOLDERS

member, clients, producers

- » Smaller agricultural trading cooperatives;
- » Farmers;
- » Winemakers;
- » Horticulturalists

GEOGRAPHIC COVERAGE

1-service/goods production; 2-markets/consumers/beneficiaries

- 1 West and middle of Germany;
- 2 Sales partially also in Luxembourg, France and Switzerland.

REVENUE

Data from 2018:

- » Turnover: 2,080.7 m. EUR
- » Annual profit: 0.2 m. EUR

**STRUCTURE/
OWNERSHIP**

OWNERSHIP STRUCTURE

who/how many: shareholders/owners/members/worker members/ donors, ...

589 members, of which about 150 are smaller cooperatives; farmers, winemakers and horticulturalists can be members as well.

Approx. 2,600 employees.

BENEFITS OF BEING MEMBERS

- » Usage of RWZ's services;
- » Participation in the arrangement of the company's structure as well as the company's services;
- » Dividend and refund in kind.

**GOVERNANCE
AND MEMBERS
PARTICIPATION**

STRUCTURE/ORGANISATION CHART

Management board, supervisory board, board of advisors, general assembly

ASSEMBLIES

how many, how, other assemblies than the General one

Only the general assembly

**COOPERATIVE
PRINCIPLES
BEST PRACTICES**

*Principles for which
the coop represents
a good practice*

PRINCIPLE 1. VOLUNTARY & OPEN MEMBERSHIP

The cooperative saves 15% of its after-tax profits to a Community fund, from which it provides the following benefits to its members and their relatives:

- In case of non-payment by the customer, it compensates in proportion to the personal contribution;
- It finances business trips;
- Provides funeral assistance in the event of the death of a member's relatives.

PRINCIPLE 4. AUTONOMY & INDEPENDENCE

Retail and wholesale, trade in different fields.

Independence was maintained despite interim poor business figures, restructuring since 2016.

Strong fixation on technology, potatoes and wine as distinguishing features and differentiation from competitors.

The cooperative has implemented a Youtube channel (<https://www.youtube.com/channel/UCTCsIUQTTrciLQTOU5KNpgQ>) to spread information about its activities and practices and share ideas with a wider public. Furthermore, to face some of the challenges brought by the Corona Virus Pandemic, which reduced the possibility to interact through personal contact, it has organized digital tour on fields and vineyard to offer its consultancy services on arable crops and viticulture, current measures on seeds, fertilizers and crop protection.

PRINCIPLE 6. COOPERATION AMONG COOPERATIVES

Cooperation with other cooperative agricultural trading companies (Germany's main cooperatives) and with own primary cooperatives in many areas.