The French Organic Food Market

MARC ARNAUD - Agence Bio - French organic farming observatory
What is the Agence Bio?

French national platform for the promotion and the development of organic farming and organic food

- (MAA) Ministry of Food and Agriculture
- (MTES) Ministry of Environment
- FNAB
- APCA
- Coop de France
- Synabio

→ Facilitates dialog and favours synergies

- Platform for sharing and pooling resources and for dialog between organic stakeholders
- Inform and promote (communication, organic operators directory)
- Structuring and strengthening the sector (Avenir Bio fund)
- Economic and Statistical observatory
ORGANIC MARKET IN FRANCE GROWS STEEPLY IN THE FIRST HALF OF 2017

More organic farms and companies
Mid-2017: Organic Farms

Certified areas (ha)

- Area under conversion
- Converted areas
- Number of producers
- Number of other operators

Number of operators

1,77 million ha*

35 231 farms

16 259 operators

0 10 000 20 000 30 000 40 000 50 000 60 000 70 000 80 000 90 000 100 000

Share of national agricultural area converted to organic between 2001 and 2016

Source: Agence bio - Agreste
Mid-2017: Organic Companies

- Processors
- Distributors
- Processors and distributors

16 259 organic operators as at 30 June 2017 (+9.6% compared to end 2016)

+8.8% more processors in first half of 2017 (+934 processors)

+11% more distributors in the first half of 2017 (+441 distributors)

14/02/2018 - BIOFACH
Organic market in France grows steeply in 2017

Organic food sales and consumption
Mid-2017 organic food sales

- More than 7 billion euros in 2016 (including restaurant trade), and have increased of + 500 million euros in the first half of 2017 when compared to the same period in 2016

- Supermarkets: organic sales increase by 18 % in the first half of 2017

- Specialist organic stores: +12 % in the first half of 2017 when compared to the same period on 2016

- Organic fruits and vegetables and grocery are the main drivers
Sales of organic food from 1999 to 2016 in France by category of distribution channel

Agence Bio/AND, 2016 Market assessment
Product shares in the organic food market

Agence Bio/AND, 2016 Market assessment
Some facts and figures on French consumers

Source: Agence BIO CSA research 2017
Meet with us @

BioFach, on Business France’s stand
Hall 1, booth 1-221A

International Seminar on organic farming during the International Agricultural Show in Paris on Feb. 28th
http://www.agencebio.org/seminaire-international

- Overview on the organic sector in Europe
- Development factors and obstacles
- Understanding the consumer in Europe
- Communication strategies

www.agencebio.org