



## The integrated chain for pulses launched by Limagrain in late 2019 is taking shape

Since its founding, Limagrain has focused on developing value-added, local agricultural chains to create outlets for the production of its cooperative's farmer members. In line with its past integrated chains (wheat, corn seed, grain corn), Limagrain is looking to develop a new integrated chain for pulses which could become an interesting source of income for the Cooperative's farmer members.

Since late 2019, with a small entrepreneurial team, Limagrain has been developing this project both upstream and downstream and plans to build a farm-to-table integrated chain step by step. In this way, Limagrain, as a founding member of the France Proteins Consortium alongside other players in the segment, seeks to participate in the development of plant-based proteins in France.

### Developing agronomic knowledge

The 400 ha of pulses (lentils, chickpeas, beans) sown in Limagne Val d'Allier in spring 2020 have been harvested.

While the harvests of chickpeas and beans were generally in line with expectations, the lentil harvest was more complicated, as it was throughout France. This will not stop Limagrain however because for 2021, the experiment has been renewed for 400 ha with 70 farmer members of the Cooperative for the same crops as 2020, as well as tests on new types of beans.



*“The challenge is to determine which varieties are best adapted to the soil and climate in Limagne Val d'Allier, to properly manage the follow-up of these new crops for our cooperative, and to develop outlets that provide an acceptable level of income for growers, before committing to a larger production plan.”* explains Sébastien BRIFFOND, Vice-Chairman of the Limagrain cooperative.



## Responding to new consumer trends

In early July 2020, Limagrain took a majority stake (65%) in the company Nutrinat, based in Castelnaudary (France) alongside Qualisol, an agricultural cooperative in Occitanie, specialized in the production of cereals and pulses. With this partner, Limagrain will continue to develop the concept from this small, 12-person company for pasta made from cereals and sprouted pulses.



The Limagrain project team operated with the agility of a startup to develop then test several recipes by working with a chef, nutritionist, and designers. Limagrain employees throughout France contributed by testing the recipes.

*“Several hundred French Limagrain employees gave their opinion, tasted the products, and participated in a recipe contest. It was a good way to bring together the agility of a small team and the strength of a collective”* Guillaume BAGLIN, Head of the Limagrain Integrated Chain for Pulses and CEO of Nutrinat.

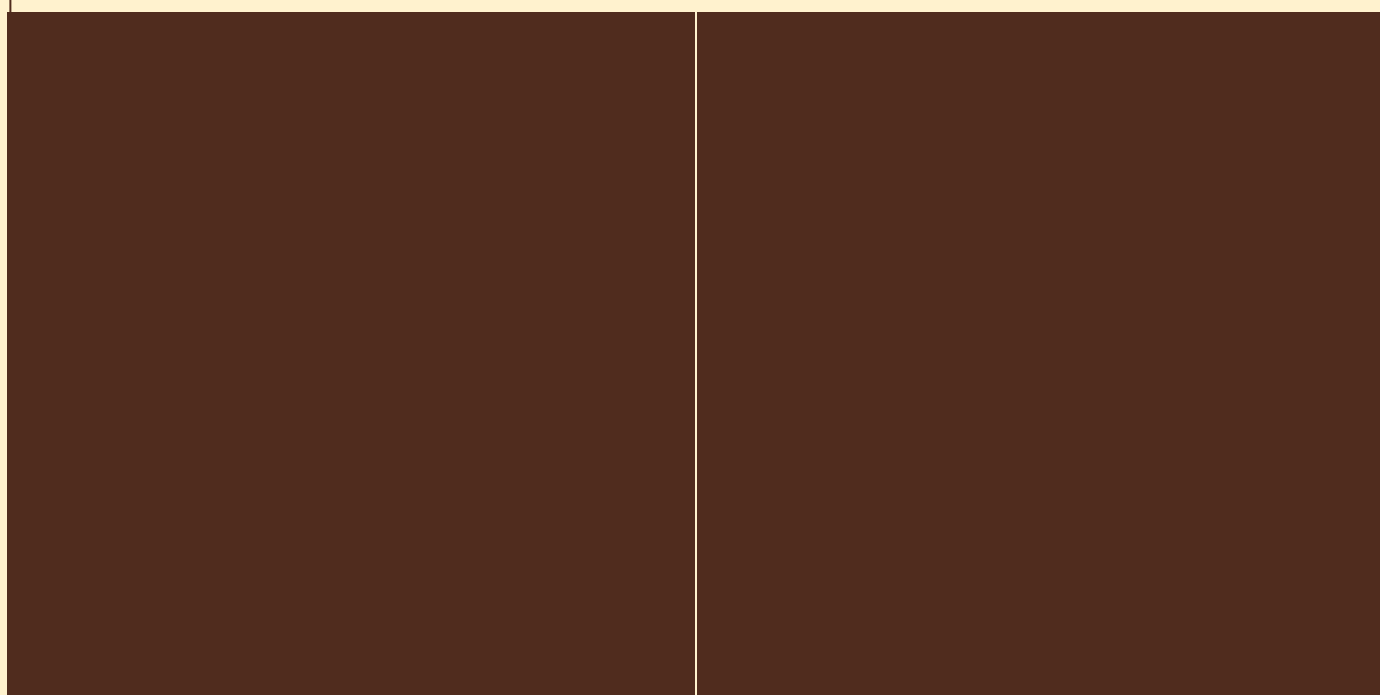
**Ideal for a complete meatless meal in the cafeteria or at home, Nutrinat is launching a new brand called “Les Graineurs” in March 2021. With this brand and its 24 products distributed mainly in southwestern France currently, Nutrinat is looking to conquer the grocery aisles of specialized organic stores, large French retailers, and online sales, as well as collective kitchens.**











### Practical information

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11400 Castelnaudary



[www.lesgraineurs.fr](http://www.lesgraineurs.fr) (french website)



Social media:

Instagram: @les\_graineurs

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### About Nutrinat



Nutrinat is a very small company based in Castelnaudary specialized in manufacturing pasta made from cereals and pulses and in the distribution of pulses in seeds. The company makes sales of 1 million euros and employs a dozen employees. The two shareholders are two French agricultural cooperatives: Limagrain (65%) and Qualisol (35%).

### About Qualisol



Qualisol is an agricultural cooperative in Tarn and Garonne (France) with 150 employees, 3,000 farmer members and 60,000 ha, and has sales of over 100 million euros. Qualisol is specialized in the collection of conventional and organic cereals and pulses. Qualisol was one of the first cooperatives in France to register for organic production over 20 years ago.  
[www.qualisol.en](http://www.qualisol.en)

### About Limagrain



Limagrain is an agricultural cooperative owned by close to 1,500 farmers located in Limagne Val d'Allier (in the center of France), and an international seed group present in 57 countries with more than 9,000 employees.

The Group breeds, produces, and distributes field seeds, vegetable seeds, and agrifood products. Focused on the genetic progress of plants, it is driven by its purpose: cooperating for the progress of agriculture everywhere, for everyone.

[www.limagrain.com](http://www.limagrain.com) - #Limagrain