

Laval, 30<sup>th</sup> January 2024

**NEGOTIATIONS WITH RETAILERS:  
LACTALIS CALLS FOR FRENCH PRODUCTS TO BE NEGOTIATED  
EXCLUSIVELY IN FRANCE**

Contrary to the information disseminated yesterday, retailers are forcing certain food manufacturers to negotiate at European level for French products manufactured in France, before concluding negotiations at national level. Lactalis and other manufacturers have been subjected to this process, which has been denounced by professional food industry organisations. Lactalis wishes to continue to negotiate in France and is advocating for international central purchasing bodies to be fully subject to the provisions of French law, in particular the provisions of EGALIM (French Agriculture and Food Law). In this regard, Lactalis fully supports the advances made by the Descrozaille law of 30 March 2023 on the regulation and supervision of international purchasing groups.

**Press contacts:**

Valérie Le Chevallier – [valerie.lechevallier@fr.lactalis.com](mailto:valerie.lechevallier@fr.lactalis.com)  
Alexandra Vickery – [alexandra.vickery@fr.lactalis.com](mailto:alexandra.vickery@fr.lactalis.com)