



IG Agrarstandort Schweiz  
CI Secteur agroalimentaire

Delegation of the European Union to Switzerland and the  
Principality of Liechtenstein; 14 February 2023

## What is important to us:



More market has not harmed  
Swiss agriculture so far

Swiss farmers are not victims of  
globalisation

Europe, because that's where our  
friends live

Europe, because that's where our  
interesting markets are



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Free access to relevant markets is crucial for the Swiss economy.

The Swiss agricultural and food sector should be able to prove itself on interesting international markets.

That is what we stand for.

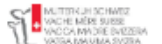
Interest group for the Swiss agricultural industry

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## IGAS-Mitglieder





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# Dialogue is important to us

Use the advantage of a small country: people know each other

Discuss problems directly

Common/Shared values as a distinction to imports

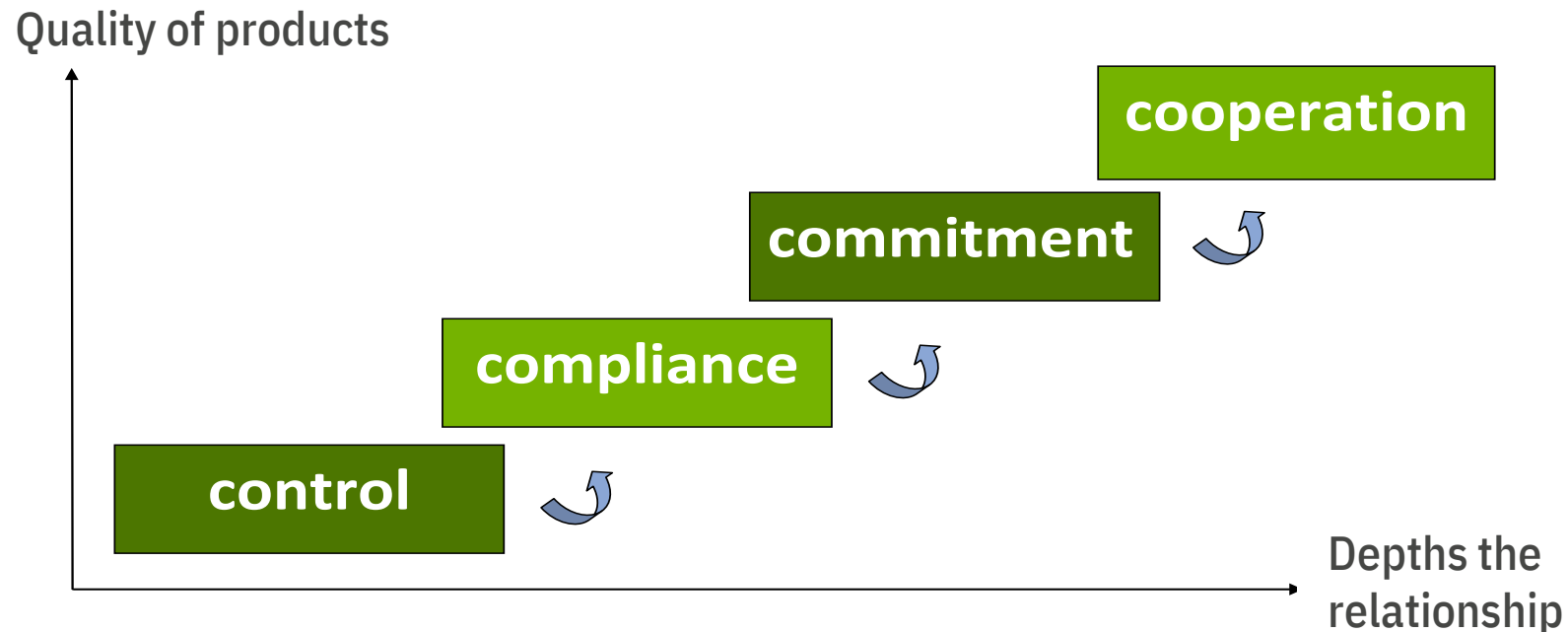
Constant threat of referendums

Companies from "stable to table" see themselves as part of the Swiss food industry





# Dialogue as the basis for cooperation



Control = inspection, monitoring

Compliance = adherence to rules of conduct

Commitment = identification with the common values

Cooperation = benefit for all



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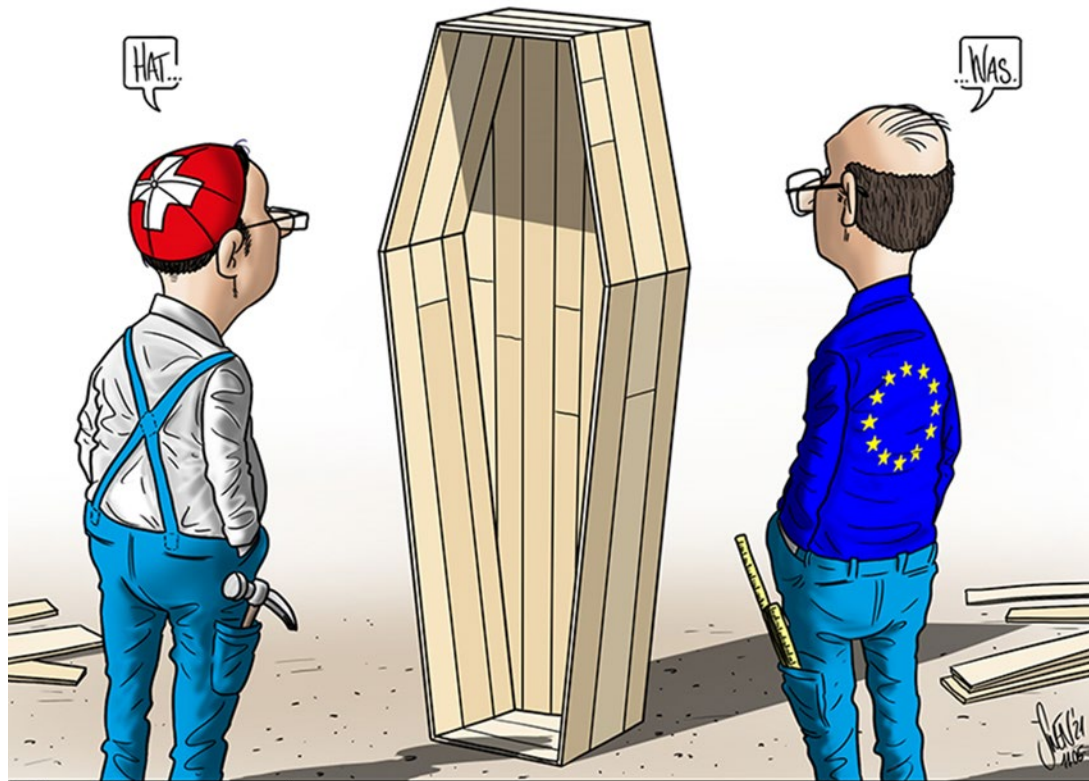
## **Agriculture: sexy for politics but not without risks**

- Heimat - comfort for globalisation losers
- Myths - higher tariffs
- Support for local farmers - against risks from globalisation
- High-input production - response to the war in Ukraine
- Production and ecology - contrast or sister and brother



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## Shock of 21 May 2021



NEUER RAHMEN FÜR'S ABKOMMEN...

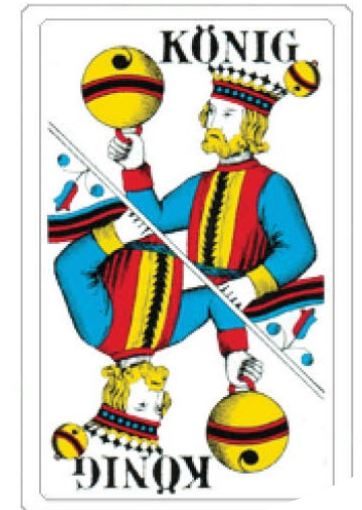
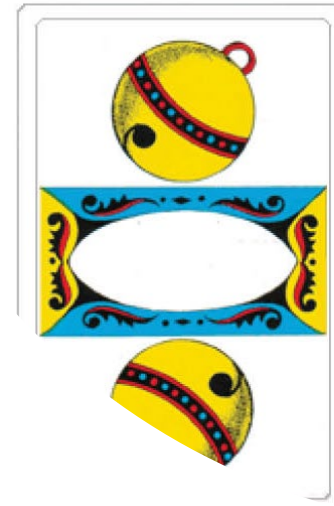
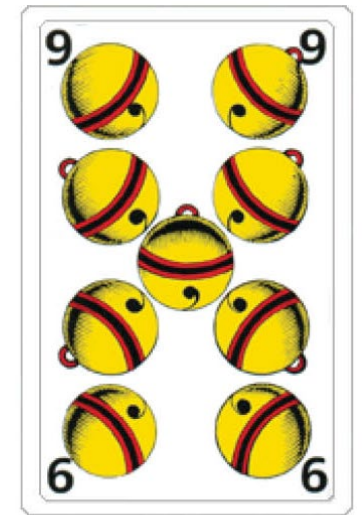




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## Bilateral agreements CH and the EU: important for the food-sector

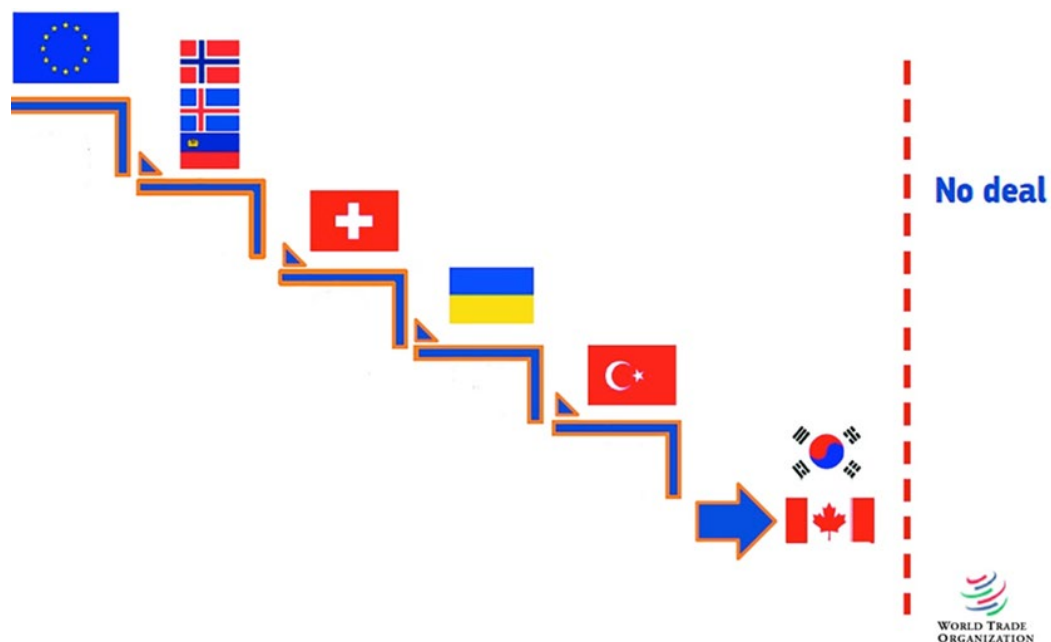
- Participation in the EU internal market - tariffs to protect Swiss agriculture are nevertheless comprehensive
- Independence of Swiss agricultural policy
- Export of cheese and processed products
- AOP, IGP and organic production: mutual recognition
- Food safety and animal health
- Cost reduction for farmers, processors and trade
- Royal choice of products for consumers





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## Not a step down!



Because of:

- administrative and technical hurdles
- warning systems (health, food safety)
- isolation from the big challenges (climate, energy, security) and for the young (research, student exchanges, etc.)



# We share the same values with the EU.

The EU's Farm to Fork strategy and the Swiss agricultural policy are pointing in a similar direction.

We need our neighbors: for seeds, for food security and safety, for research etc.

We stand together internationally for a sustainable food system.

With whom else do we share so many values?

It is worth compromising on formal legal issues for the sake of common values.





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# Referendum of March 2021

## Im Interesse von Mensch und Umwelt

Endlich faire Handelsregeln  
Ja zu mehr Nachhaltigkeit



**Fortschrittliches Abkommen**

**7. März 2021 mit Indonesien**

**ja**



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## Methodical renewal of agricultural policy

Example: Reduction of nitrogen surpluses: Farmyard manure replaces imported fertilizer.

Involvement of the value chain

Policy orders services; industry takes lead in implementation

Simplification of measures and import system





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## If you have questions

DIE TRÜMPFE DER BILATERALEN ABKOMMEN



KÖNIGLICHE AUSWAHL

- SICHERE LEBENSMITTEL
- PREISWERTES, BREITES ANGEBOT
- ATTRAKTIVE EXPORTMÄRKTE

MIT DER EU AM TISCH



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If the food sector makes the value of the bilateral agreements visible, the EU can be discussed more objectively.

If farmers know what the retailers' concerns are, they can improve their B2B services.

If Migros, Coop and Co. develop values and markets together with farmers, they can gain profile.