



## Main points

- A fourth quarter 2012-2013 of excellent quality
- Growth in sales for the fiscal year higher than objectives
- An outlook of sustained progression for the results for 2012-2013
- Genective: authorization from the European Commission in June 2013

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Sales for fiscal year 2012-2013 - 07.31.2013

 Vilmorin & Cie



## Sales on June 30, 2013

- Accounting reference
  - IFRS on June 30, 2013
- Consolidation scope
  - Impact of scope
    - ✓ Shanxi Limagrain (Field seeds, China). July 2012
    - ✓ Century Seeds (Vegetable seeds, India). October 2012
    - ✓ Link Seed (Field seeds, South Africa). January 2013
- Average rate of the main currencies on 06.30.2013 (and on 06.30.2012)
  - \$ = 1.29 (1.34)
  - £ = 0.83 (0.84)
  - ¥ = 114 (105)
  - ILS = 4.90 (4.97)
  - TRY = 2.34 (2.40)
  - MXN = 16.6 (17.5)

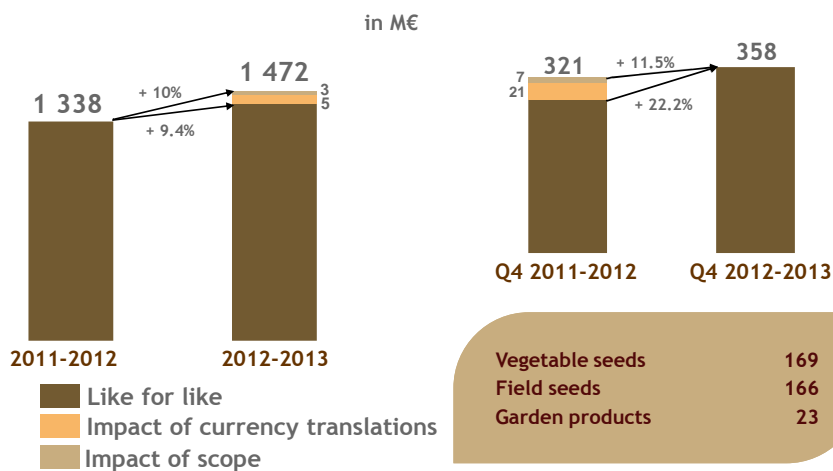
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Sales for fiscal year 2012-2013 - 07.31.2013

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## Sales on June 30, 2013

Consolidated sales\*



\* Revenue from ordinary activities

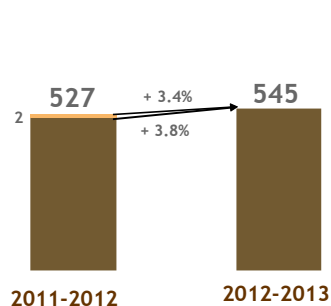
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Sales for fiscal year 2012-2013 - 07.31.2013

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## Sales on June 30, 2013

### Sales\* Vegetable seeds

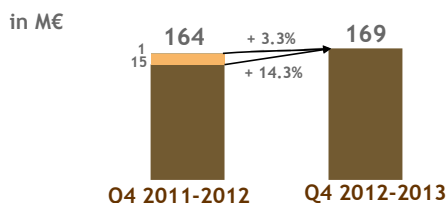


2011-2012

2012-2013

- Like for like
- Impact of currency translations
- Impact of scope

\* Revenue from ordinary activities



Q4 2011-2012

Q4 2012-2013

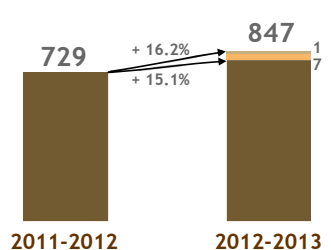
- An excellent performance, confirming and amplifying a return to growth
- Successful quarter in North America and in Africa/Middle East
- Business clearly taking off again in Europe (particularly in Southern Europe), a sign of improvement of the market environment, which nevertheless is still suffering from the consequences of the economic crisis

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Sales for fiscal year 2012-2013 - 07.31.2013

## Sales on June 30, 2013

### Sales\* Field seeds



2011-2012

2012-2013

- Like for like
- Impact of currency translations
- Impact of scope

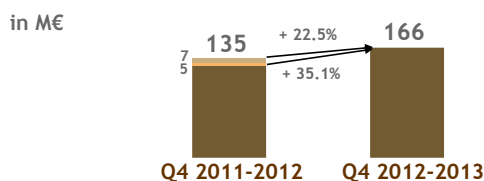
#### Corn. Europe

- Strong increase in volumes along with price rises and market share gains

#### Sunflower. Europe

- Excellent performances, marked by gains in market shares, particularly in Eastern Europe (Ukraine, Russia) and in Turkey

\* Revenue from ordinary activities



Q4 2011-2012

Q4 2012-2013

#### Corn. North America

- Very dynamic business in spite of late sowing
- Price rises made to cover the integration of technological innovation and also rising procurement costs

#### India

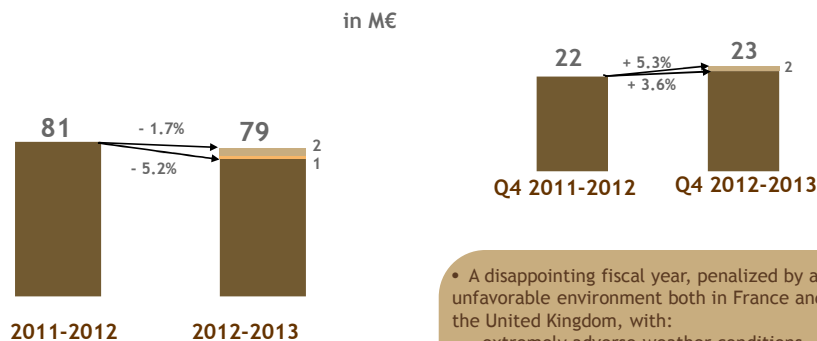
- Objective globally attained, confirming the successful integration of Bisco Bio Sciences

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Sales for fiscal year 2012-2013 - 07.31.2013

## Sales on June 30, 2013

Sales\* Garden products



- A disappointing fiscal year, penalized by an unfavorable environment both in France and in the United Kingdom, with:
  - extremely adverse weather conditions
  - an economic environment that remains very difficult

■ Like for like  
 ■ Impact of currency translations  
 ■ Impact of scope

\* Revenue from ordinary activities

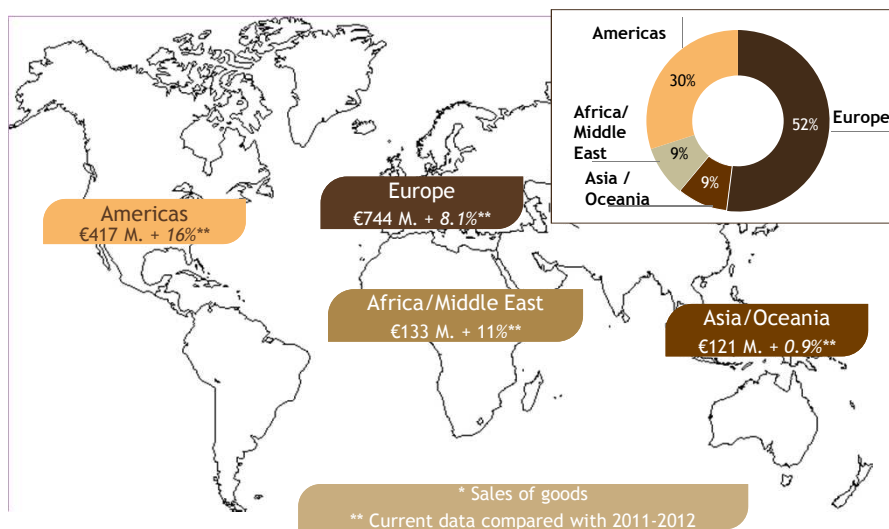
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Sales for fiscal year 2012-2013 - 07.31.2013

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## Sales on June 30, 2013

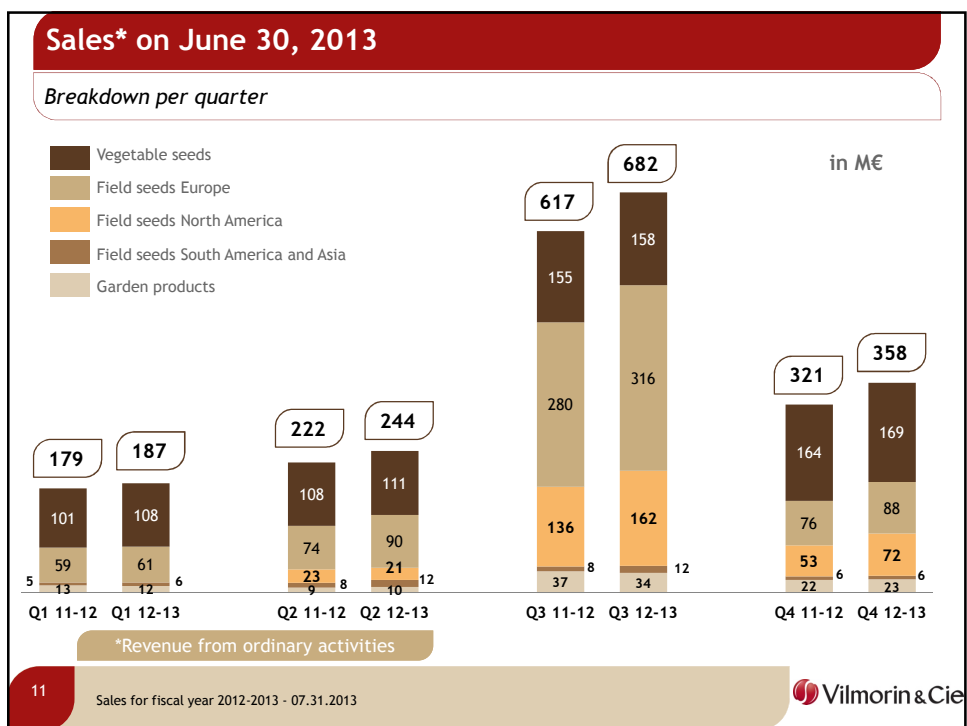
Breakdown and evolution of sales\* per geographical area



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Sales for fiscal year 2012-2013 - 07.31.2013

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## Genective

*Authorization from the European Commission*

■ June 2013: Vilmorin & Cie and KWS receive authorization from the European Commission for Genective



- 50/50 joint venture between Vilmorin & Cie and KWS
- Development of GMO traits for corn seed:
  - ▶ Initially: 1<sup>st</sup> generation traits (tolerance to herbicides and resistance to insects)
  - ▶ Ultimately: second generation traits

■ A key stage:

- Upstream research collaboration between the two companies to be intensified
- First sales expected within 3 years

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Sales for fiscal year 2012-2013 - 07.31.2013

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Approximation of  
the result for fiscal  
year 2012-2013

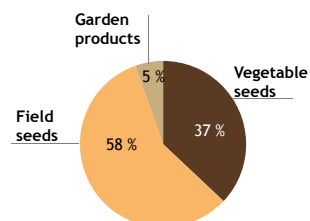
## Approximation of the result for fiscal year 2012-2013

*Trends estimated to date*

- Sustained increase in operating result for 2012-2013 compared with the previous fiscal year

- Confirmation of a current operating margin close to 11%, taking into account:

- Evolution of the mix in business activities
- Intensification of investment in research



Sales for fiscal year 2012-2013  
per division

- Significant increase in net income compared with fiscal year 2011-2012

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Sales for fiscal year 2012-2013 - 07.31.2013

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Schedule and  
contacts



## Schedule

- Disclosure of results for fiscal year 2012-2013 (on June 30, 2013) on Tuesday October 8, 2013 after trading
- Disclosure of sales at the end of the first quarter 2013-2014 (on September 30, 2013) on Tuesday November 5, 2013 after trading
- Actionaria Fair on Friday 22 and Saturday 23 November, 2013 (Paris)
- Shareholders' AGM on Wednesday December 11, 2013 (Paris)

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Sales for fiscal year 2012-2013 - 07.31.2013

 Vilmorin & Cie

## Contacts

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Consult all the financial information on the website:  
**[www.vilmorin.info](http://www.vilmorin.info)**

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Sales for fiscal year 2012-2013 - 07.31.2013

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