



Informative meeting February 26th 2009



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- Update on the divestment of the garden products business
- Half-yearly financial statements 2008-2009
- Guiding principles and outlook for fiscal 2008-2009



Vilmorin
cultivating the taste of life

Highlights for the first semester 2008-2009

- **Extend research partnerships and enrich genetic resources**
 - Agreement with Australian Grain Technologies (AGT). *Australia. Wheat*
 - Acquisition of K&B Development research program. *USA. Onion*
 - Acquisition of Gentropic research program. *Guatemala. Tropical peppers and tomatoes*
- **Strengthen international competitive positions**
 - Creation of new subsidiaries for sales and development (Ukraine, Russia, Morocco, Algeria)
 - Acquisition of LSL Biotechnologies Inc / LSL Plant Science. *USA. Tomatoes*
 - Acquisition of GeneFresh Technologies. *USA. Lettuce*
- **Continued divestment of garden products business**
 - Continuation of negotiations regarding the sale of Suttons (Great-Britain)
 - Reassessment of different alternative offers following the end of the negotiations with Plan SAS (France) for the takeover of Oxadis (France) and its subsidiaries

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Update on the divestment of the garden products business



Divestment of the garden products business

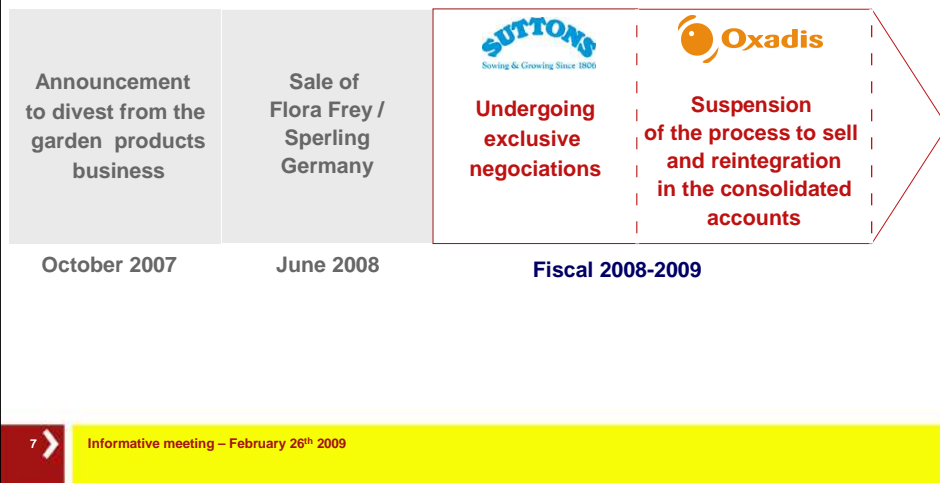
Confirmed strategic arbitration

- **Position Vilmorin specifically on the market for seeds intended for professionals**
- **Confirm our position as leaders by responding to major issues**
 - Growing concentration of the competitive environment
 - Challenge and acceleration of external growth operations
 - Intensification of investment in research: conventional breeding and access to new technologies

Divestment of the garden products business



A sales process based on individual transactions



Divestment of the garden products business



Why suspend the sale of Oxadis?

- **A long process within a difficult economic and financial environment...**
 - Heterogeneous offers through which it was not possible to reach requested objectives (brands management and licences, financial structuring,...)
 - Need to re-develop Oxadis' activities from a medium-term perspective to maintain the value of the company
- **... with no financial constraints for Vilmorin to conclude this divestment on a short term basis**

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Oxadis



A European sized company



Vegetable and flower seeds, bulbs, plant healthcare products, grass, specialised bookshop

CNOS Garden



Vegetable and flower seeds, grass



Flora Geissler



Vegetable and flower seeds, grass



Van den Berg



Bulbs



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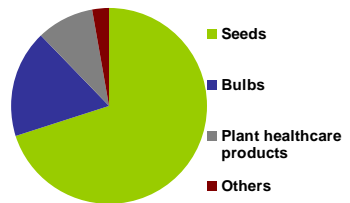
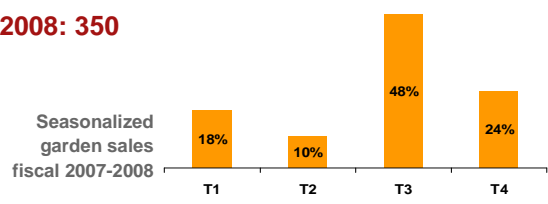
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Oxadis

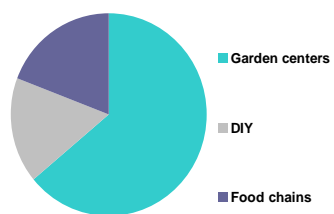


Positioning as plant specialist

- 2007-2008 garden sales: 72 M€
- Permanent staff on 12.31.2008: 350



Garden sales per product type 2007-2008



Garden sales per distribution network 2007-2008

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Innovation at the heart of development strategy

- Pursue the policy of product innovation relying on the expertise of professional activities



- Enrich products portfolio through new partnerships (Rustica edition , grass in cooperation with DLF,...)



Innovation at the heart of the development strategy

- Optimize the industrial and logistics organization at the different European plants (France, Netherlands, Poland, Switzerland)
- Revive and consolidate development on the main European gardening and DIY markets
- Reinvest in communication dedicated to consumers

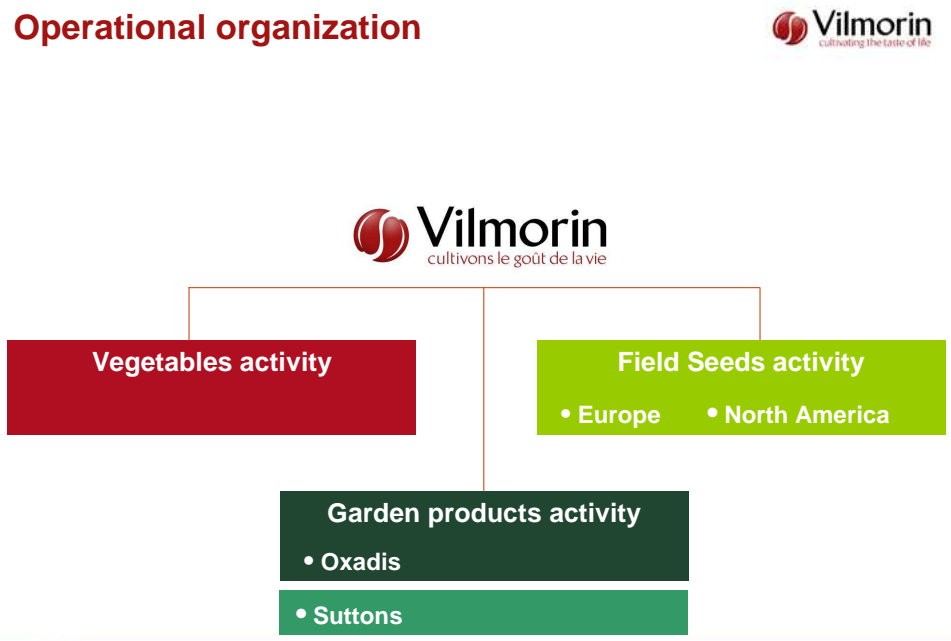




Vilmorin
cultivating the taste of life

Half-yearly financial statements 2008-2009

Operational organization



Vilmorin
cultivons le goût de la vie

- Vegetables activity**
- Field Seeds activity**
 - Europe
 - North America
- Garden products activity**
 - Oxadis
 - Suttons

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Half-yearly financial statements



- **Accounting reference**

- IFRS on December 31st 2008

- **Consolidation scope**

- Suttons (garden products activity) recorded as discontinued activity cf. IFRS 5
- Oxadis (garden products activity) once again recorded as a continuing operation
- Entry in the scope: Australian Grain Technologies (EQ*)
- Exits from the scope: Soygenetics (EQ*), Advanta Pacific (EQ*)

- **Average rates of the main currencies** (evolution compared to Dec 31st 2007)

- \$ = 1.41 (=)
- £ = 0.82 (-15%)
- ¥ = 144 (+13%)

* EQ = consolidated using the equity method

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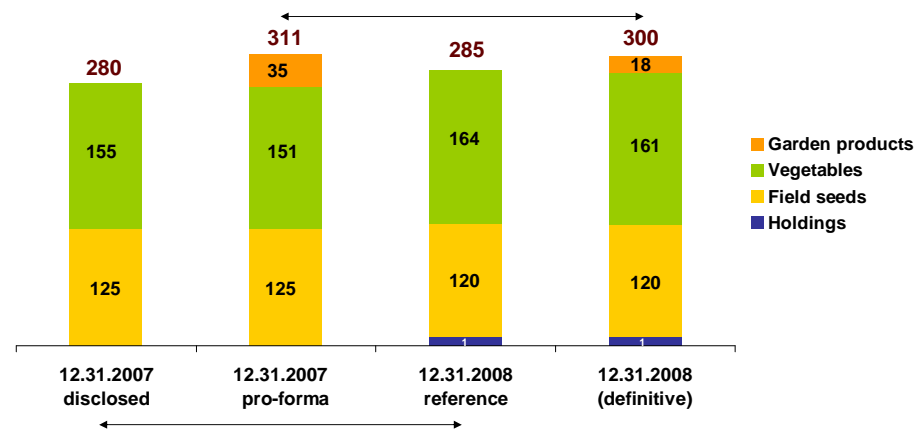
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Half-yearly financial statements



Consolidated sales*

in M€



* Revenue from ordinary activities

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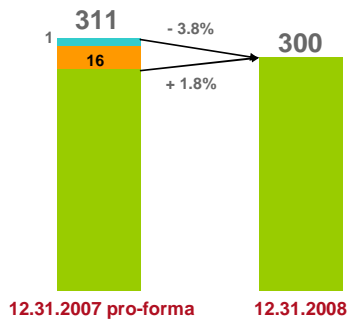
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Half-yearly financial statements



Consolidated sales*

in M€



Reference disclosed:
+ 1.8% with current data
+ 2% like for like

- Like for like
- Currency translation
- Changes to scope

* Revenue from ordinary activities

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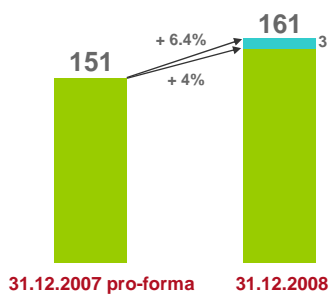
Half-yearly financial statements



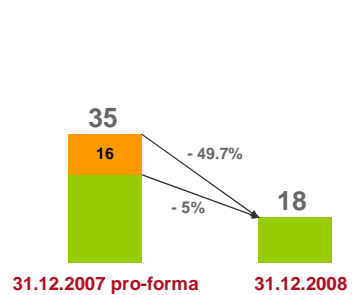
Sales* per activity

in M€

Vegetables activity



Garden products activity



Reference disclosed:
+ 6% with current data
+ 3.6% like for like

- Like for like
- Currency translation
- Changes to activity scope

* Revenue from ordinary activities

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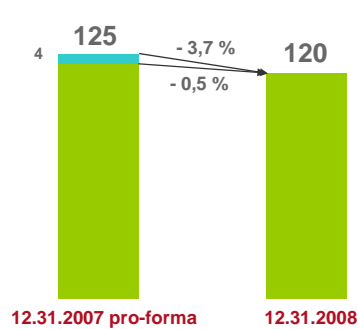
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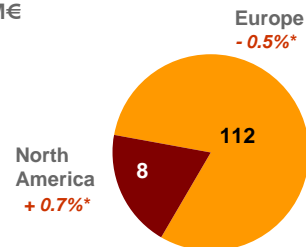


Sales* per activity

Field seeds activity



in M€



Contribution to consolidated sales* like for like

■ Like for like
■ Currency translation

* Revenue from ordinary activities

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Half-yearly financial statements



Income statement

In M€	12.31.07 disclosed	12.31.08 reference	Impact Oxadis	12.31.08
Sales*	279.9	284.8	14.7	299.5
Margin on sales	123.5	131.1	2.4	133.5
Margin on sales rate	44.1%	46%	16.3%	44.6%
Operating income	(9.8)	(13.6)	(6.6)	(20.2)
Financial income	(13.9)	(10.3)	(0.2)	(10.5)
Profit from associated companies	0.0	(0.4)	-	(0.4)
Income taxes	0.9	1.2	1.8	3.0
Continuing operations	(22.8)	(23.1)	(5.0)	(28.1)
Discontinued operations	(7.6)	(4.7)	3.6	(1.1)
Net income	(30.4)	(27.8)	(1.4)	(29.2)
Net income Group Share	(27.6)	(26.0)	(1.4)	(27.4)

* Revenue from ordinary activities

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Half-yearly financial statements



Key figures per activity on 12.31.08

In M€	Sales	Operating income	Net income
Vegetables	161	11.6	6.1
Field seeds	120	-22.7	-22.7
Garden products	18	-8.6	-6.4
Holdings	1	-0.5	-5.1
Discontinued operations	-	-	-1.1
Consolidated	300	-20.2	-29.2

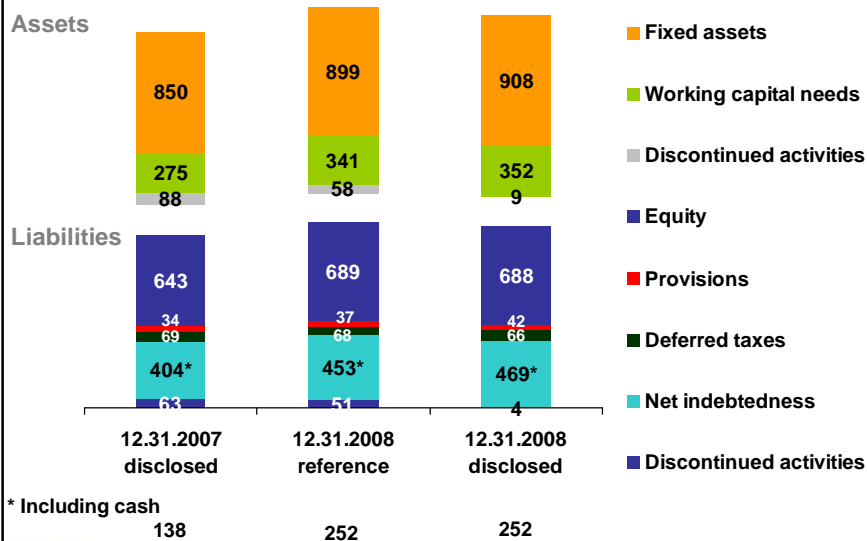
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Balance sheet structure



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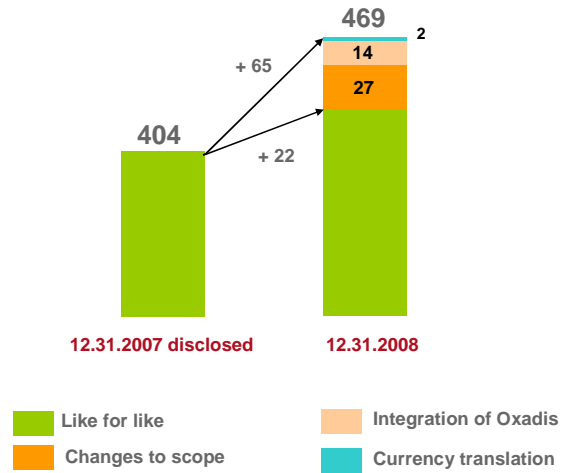
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Half-yearly financial statements



Evolution of net indebtedness

in M€



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**Guiding principles and outlook
for fiscal 2008-2009**

Field crops. Europe

- Maintaining areas sown in the EU at a high level (“zero set-aside”)
- Market shares won in strategic crops (wheat, rapeseed...)
- Highly volatile rates for raw agricultural materials and recent upward trend (low stocks, droughts in Argentina and in China...)
- Slower start to the sales campaign for corn seeds
- Maintenance of positive price policy
- End of uncertainties with corn seeds availability
- Careful approach to some Eastern European markets (Ukraine, Russia)



Field seeds. North America

- Drop in the market for corn seeds in favor of soybean
- Strong growth of the GMO market (triple stacks)
- Highly volatile rates for raw agricultural materials and recent upward trend (low stocks, droughts in Argentina and in China...)
- Order book and reservations for the coming spring season on line with objectives



Vegetable seeds

- Confirmation of fine performances of Asian and American markets
- Slowdown in business in the Mediterranean basin as well as in the Middle-East



Guiding principles and outlook for fiscal 2008-2009



• Challenges

- Finalize the sale of Suttons
- Anticipate and analyse any external growth opportunity
- Pursue investment in upstream technologies
- Carefully manage the impact of the financial and bank crisis on the solvability of certain markets/customers

• Objectives

- Confirmation of objectives presented at the beginning of the exercise

Sales	Vegetable seeds	> 5%
	Field seeds	> 6%
Operating margin		Objective = 12%

- Taking into account the reintegration of Oxadis on the basis of sales of 65 M€ and a positive contribution to the net income

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Coming disclosures



- **Disclosure of sales at the end of the 3rd quarter 2008-2009 (on 31st March 2009) Wednesday May 6th 2009 at the end of the day**
- **Disclosure of annual sales for 2008-2009 (June 30th 2009) Tuesday August 4th 2009 at the end of the day**
- **Disclosure of the annual results for 2008-2009 (June 30th 2009) Tuesday October 6th 2009 at the end of day**

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