




**Sales 1st semester
2011-2012**



A thousand and one melons
Julie Rothhahn

AGENDA

- 1/ Sales 1st semester 2011-2012 (until December 31st 2011)
- 2/ Outlook 2011-2012
- 3/ News
- 4/ Schedule

2 Sales 1st semester 2011-2012 



1/ Sales
1st semester 2011-2012

A thousand and one melons
Julie Rothhahn


3 Sales 1st semester 2011-2012

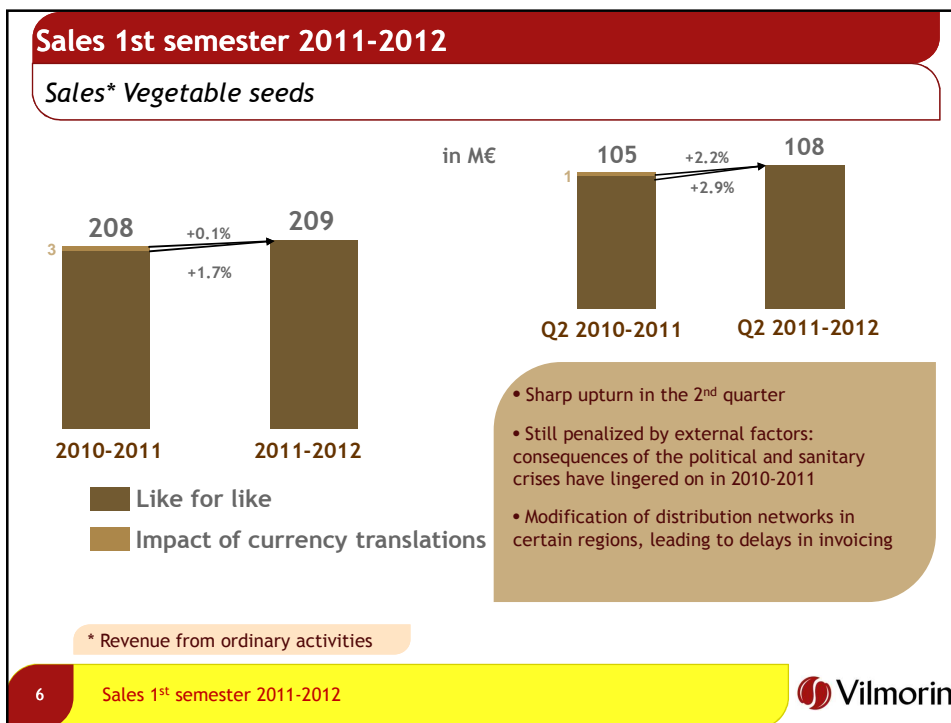
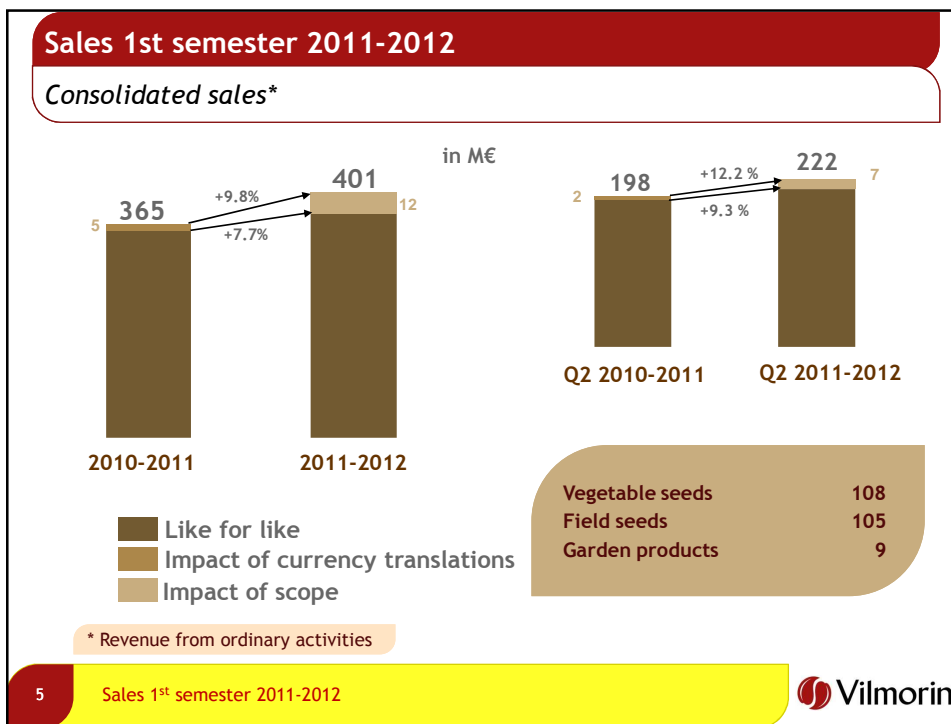


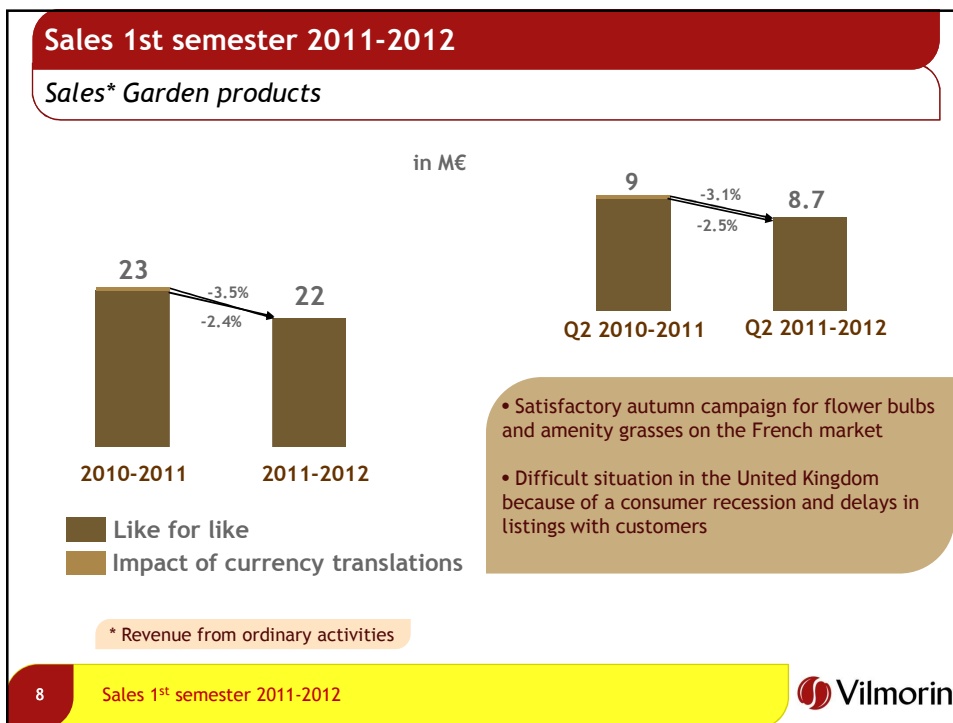
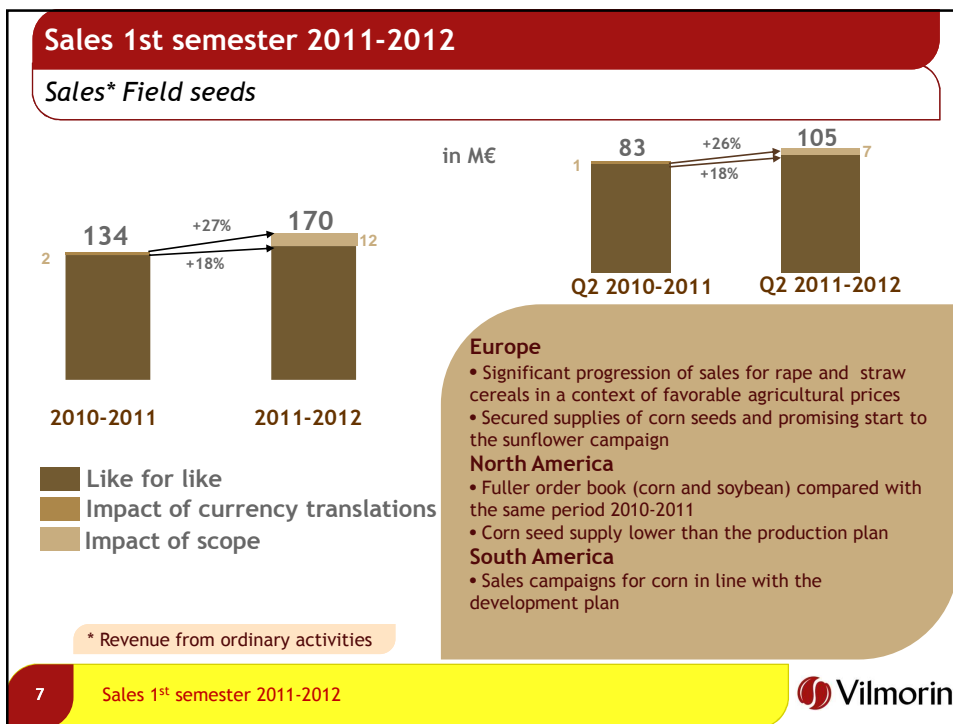
Sales 1st semester 2011-2012

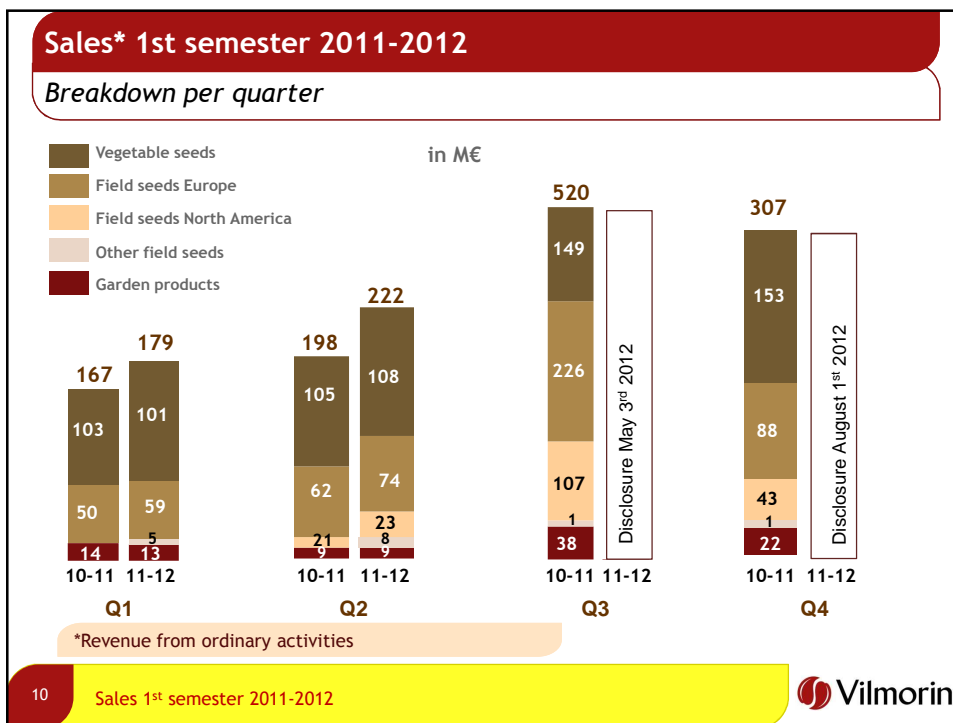
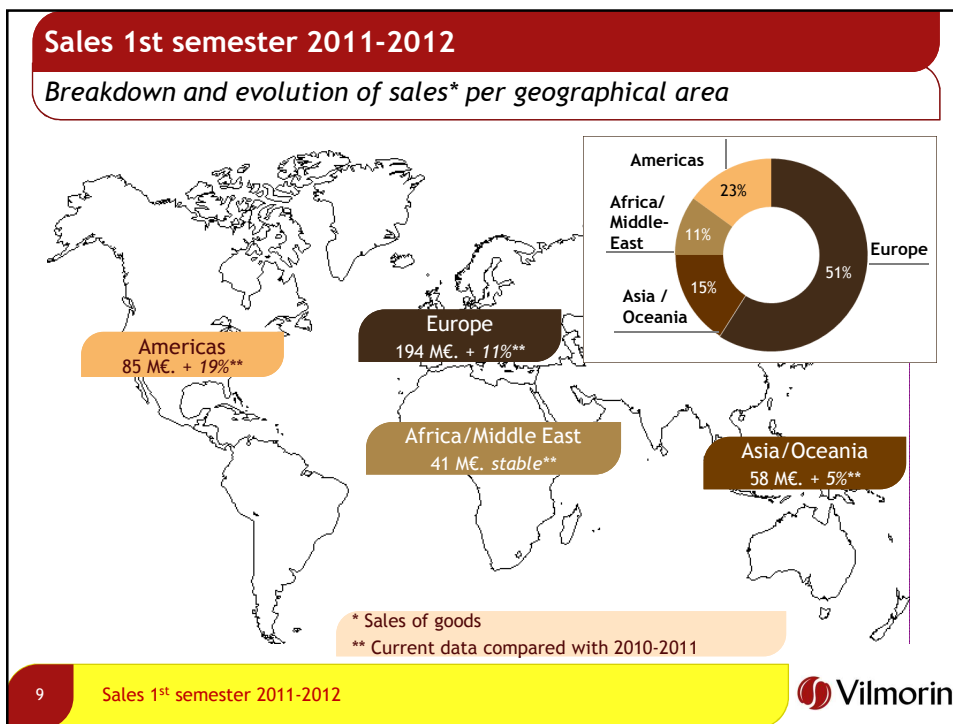
- ▶ **Accounting reference**
 - IFRS on December 31st 2011
- ▶ **Consolidation scope (global integrations)**
 - Limagrain Guerra (Field seeds. Brazil). February 2011
 - Brasmilho (Field seeds. Brazil). August 2011
- ▶ **Average rate of the main currencies on 12/31/2011 (and 12/31/2010)**
 - \$ = 1.38 (1.33)
 - £ = 0.87 (0.85)
 - ¥ = 107 (111)
 - ILS = 5.01 (4.91)

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2/ Outlook 2011-2012

Crop landscapes
Julie Rothhahn


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Outlook 2011-2012

- ▶ On the basis of current trends for the spring campaign, confirmation of growth objectives for the year

Consolidated sales
= Growth, like for like,
of more than 7%

Current operating margin
= 11%
including total estimated research investment of 165 M€

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3/ News

Carrot coring
Julie Rothhahn

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News

Wheat seed partnership with Boreal Plant Breeding (Finland)


▶ As part of its development plan for its international wheat seeds activity, a new partnership agreement has been signed with Boreal Plant Breeding

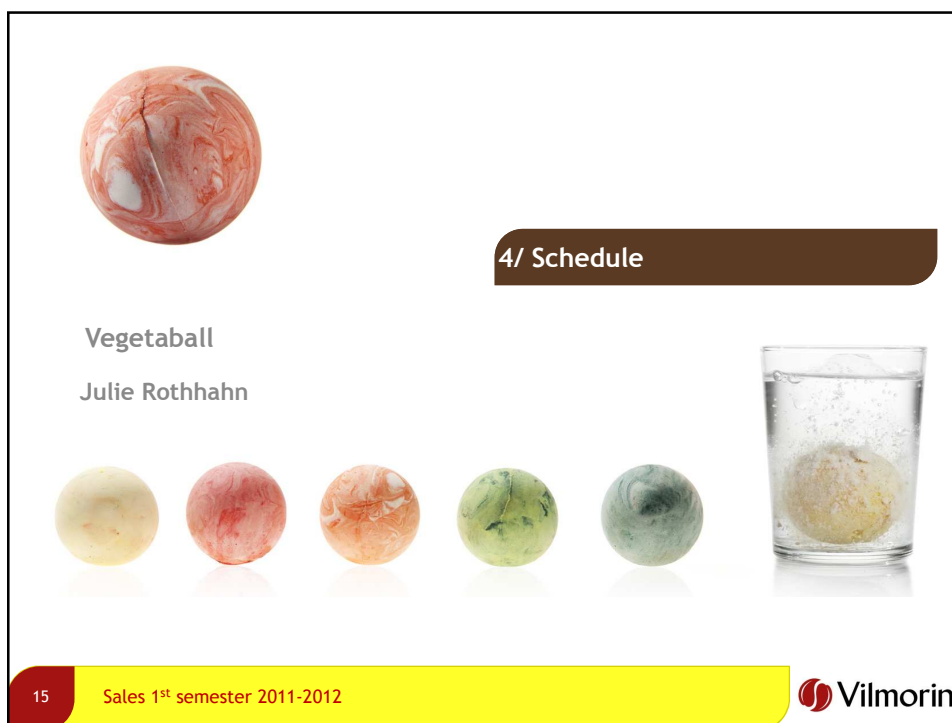
- Access to wheat and barley germplasm targeting markets in Northern and Eastern Europe and the North of the United States
- Distribution of a range of complementary varieties (existing and future) in the respective territories of each of the partners



 Purchase of a stake of almost 7% in the capital of Boreal Plant Breeding

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4/ Schedule

Vegetaball
Julie Rothhahn

15 Sales 1st semester 2011-2012

Vilmorin

Schedule

- ▶ Disclosure of the results for 1st semester 2011-2012 (on December 31st 2011)
Wednesday 29th February 2012 after trading
- ▶ Disclosure of the sales for the 3rd quarter 2011-2012 (on March 31st 2012)
Thursday 3rd May 2012 after trading
- ▶ Disclosure of the sales for fiscal year 2011-2012 (on June 30th 2012)
Wednesday 1st August 2012 after trading
- ▶ Disclosure of the results for fiscal year 2011-2012 (on June 30th 2012)
Tuesday 9th October 2012 after trading

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Vilmorin



**Sales 1st semester
2011-2012**



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