

# MORNING NEWS MIDCAPS

EQUITY RESEARCH

02 May 2013

Food

## Vilmorin & Cie

VILM.PA / RIN@FP

# Buy

### Analysts' meeting

## Heading for a strong Q4 13

We leave the analyst meeting confident the group can meet its targets for 2013 (organic growth over 8%, operating margin 11%). We are edging down our forecasts to close in on annual guidance. Buy rating maintained with a €115 target price.

- **We maintain our Buy rating with a target price cut to €115.** We still think that: 1/ the valuation is attractive both absolute (18x 12m PE) with regard to group fundamentals and relative (12% discount to the seed sector versus in line historically) and 2/ the group's capacity to generate EPS growth of 15% per year MT (reinforcement of positions in corn, recovery for the vegetable seed market and introduction by 2016 of own GMO seeds) is underestimated by the consensus.
- **We leave the analyst meeting confident the group can meet its targets for 2013 (organic growth over 8%, operating margin 11%) but see lower overshoot potential than before** for organic growth (weaker price effect than expected in field seeds, slide for organic growth for garden products) and the operating margin (extra costs on production in the counter-season higher than expected).
- **We are cutting our organic growth for 2013e to +8.1% (vs 10% before) and are now more in line with group guidance (2013 organic growth > 8%).** Our revision is due to: 1/ a field seed organic growth revised to +12% for the year vs +15% before (weaker than expected price impact), and 2/ a garden product organic growth cut to -2% vs 0%. These downward revisions are offset by: 1/ 2013 vegetable seed organic growth expected at 3.75% vs 3.5% before and 2/ a favourable shift in forex since our last update (forex effect at +1% for the year vs -0.5% before).
- **We expect a 2013 operating margin up 50pb to 11.3% (vs 11.4%).** The downward adjustment is due to the field seeds division for which we now expect an operating margin at 11.2% vs 11.4%. We understand that price rises are unlikely to be erased by extra costs on counter-season production.
- **The group is cautious on 2014** indicating that the expected slide in soft commodities could limit the improvement in the mix next even drag on prices in field seeds. But management states that this is unlikely to lead to operating margin decline.

#### Analyst(s)

Nicolas Langlet (33 1) 58 55 00 95  
 Joséphine Chevallier (33 1) 58 55 96 55  
 Pierre Tegnér (33 1) 58 55 24 34  
 Olivier Delahousse (33 1) 58 55 04 47

Price	04/30/2013	€97.00
Target		€115.00
Upside		18.6%

Performance	1m	12m	1 Jan
Absolute	3.4%	19.0%	3.6%
Sector	-2.6%	22.4%	10.6%
DJS Small200	0.5%	14.4%	6.3%

Market capitalisation	€1.7bn
Free float	32.6%
Limagrain	67.4%
Daily volume	1.22

on 30/6	2013e	2014e	2015e
EPS (€)	5.35	6.15	6.89
Revision	-1.2%	-1.1%	-1.5%
Change	7.6%	14.8%	12.1%

P/E (x)	18.1	15.8	14.1
P/CF (x)	7.2	6.5	6.0
EV/EBIT (x)	12.8	11.3	10.1
EV/EBITDA (x)	6.8	6.1	5.5
Net yield	2.0%	2.2%	2.5%
FCF yield	1.2%	3.4%	4.5%



Equity Markets [equity.natixis.com](http://equity.natixis.com)

Bloomberg access NXSE

Distribution of this report in the United States. See important disclosures at the end of this report.

EQUITY MARKETS

WHOLESALE BANKING / INVESTMENT SOLUTIONS / SPECIALIZED FINANCIAL SERVICES



## Financial Data on 30/6

Vilmorin &amp; Cie

Breakdown by activity (€m)	2011	2012	2013e	2014e	2015e	CAGR 12/15
<b>Turnover</b>	<b>1,191.8</b>	<b>1,338.0</b>	<b>1,472.5</b>	<b>1,577.3</b>	<b>1,692.5</b>	<b>8.2%</b>
Field seeds	598.6	728.7	832.8	905.3	990.3	10.8%
Vegetable seeds	510.3	527.2	559.1	588.3	617.7	5.4%
Home garden	81.9	80.8	79.2	82.4	83.2	1.0%
Holding	1.0	1.3	1.3	1.3	1.3	0.0%
<b>Adjusted operating profit</b>	<b>126.7</b>	<b>144.3</b>	<b>166.5</b>	<b>187.0</b>	<b>206.3</b>	<b>12.6%</b>
Field seeds	39.8	74.0	93.3	104.1	116.9	16.4%
Vegetable seeds	80.2	76.9	82.8	92.4	98.8	8.7%
Home garden	6.5	-1.8	1.5	1.6	1.6	
Holding	0.2	-4.8	-11.0	-11.0	-11.0	-31.8%
<b>Adjusted operating margin</b>	<b>10.6%</b>	<b>10.8%</b>	<b>11.3%</b>	<b>11.9%</b>	<b>12.2%</b>	
Field seeds	6.6%	10.2%	11.2%	11.5%	11.8%	
Vegetable seeds	15.7%	14.6%	14.8%	15.7%	16.0%	
Home garden	7.9%	-2.2%	1.9%	1.9%	1.9%	
Holding	20.0%	-369.8%	-846.2%	-846.2%	-846.2%	
<b>Profit &amp; loss statement (€m)</b>	<b>2011</b>	<b>2012</b>	<b>2013e</b>	<b>2014e</b>	<b>2015e</b>	<b>CAGR 12/15</b>
<b>Revenues</b>	<b>1,191.8</b>	<b>1,338.0</b>	<b>1,472.5</b>	<b>1,577.3</b>	<b>1,692.5</b>	<b>8.2%</b>
<i>Change</i>	<i>12.0%</i>	<i>12.3%</i>	<i>10.1%</i>	<i>7.1%</i>	<i>7.3%</i>	
Organic growth	9.6%	11.0%	8.1%	5.7%	7.3%	
<b>EBITDA</b>	<b>276.0</b>	<b>269.0</b>	<b>313.9</b>	<b>344.9</b>	<b>375.7</b>	<b>11.8%</b>
<i>Change</i>	<i>34.0%</i>	<i>-2.5%</i>	<i>16.7%</i>	<i>9.9%</i>	<i>8.9%</i>	
<b>EBIT</b>	<b>156.7</b>	<b>137.7</b>	<b>166.5</b>	<b>187.0</b>	<b>206.3</b>	<b>14.4%</b>
<i>Change</i>	<i>61.2%</i>	<i>-12.1%</i>	<i>20.9%</i>	<i>12.3%</i>	<i>10.3%</i>	
Adjusted EBIT	126.7	144.3	166.5	187.0	206.3	12.6%
<i>Change</i>	<i>24.5%</i>	<i>13.9%</i>	<i>15.4%</i>	<i>12.3%</i>	<i>10.3%</i>	
Operating margin	10.6%	10.8%	11.3%	11.9%	12.2%	
Financial items	-21.3	-26.3	-16.5	-15.0	-13.5	
Pre-tax profit on ordinary activities	105.4	118.0	150.0	172.0	192.8	17.8%
Exceptional items	30.0	-6.6	0.0	0.0	0.0	
Corporate tax	-38.7	-26.1	-43.3	-49.5	-55.5	
Goodwill amortisation/ impairment	-	-	-	-	-	
Equity associates	0.6	1.8	1.8	1.8	1.8	
Minority interests	-6.3	-6.5	-7.2	-7.9	-8.7	
Net profit on divested activities	0.0	0.0	0.0	0.0	0.0	
<b>Reported net profit</b>	<b>91.0</b>	<b>80.6</b>	<b>101.4</b>	<b>116.4</b>	<b>130.5</b>	<b>17.4%</b>
<i>Change</i>	<i>67.6%</i>	<i>-11.4%</i>	<i>25.8%</i>	<i>14.8%</i>	<i>12.1%</i>	
Adjusted net profit	69.5	85.7	101.4	116.4	130.5	15.0%
<i>Change</i>	<i>28.3%</i>	<i>23.2%</i>	<i>18.4%</i>	<i>14.8%</i>	<i>12.1%</i>	
<b>Cash flow statement (€m)</b>	<b>2011</b>	<b>2012</b>	<b>2013e</b>	<b>2014e</b>	<b>2015e</b>	<b>CAGR 12/15</b>
Cash flow from operations	167.0	225.7	255.9	282.2	308.5	11.0%
Net Investments	-148.0	-168.0	-175.6	-188.9	-193.4	4.8%
Decrease (Increase) in WCR	-11.9	-67.0	-60.2	-36.7	-40.3	
Free cash flow	7.1	-9.3	20.1	56.6	74.8	na
Acquisitions	17.0	-13.0	0.0	0.0	0.0	
Dividend	-35.0	-30.3	-36.0	-40.3	-45.1	14.2%
Capital increase	-11.5	55.7	0.0	0.0	0.0	
Divestments	-	-	-	-	-	
Miscellaneous	0.4	-48.7	0.0	0.0	0.0	
Increase (Decrease) in cash	-22.0	-45.6	-15.9	16.3	29.6	
<b>Net debt</b>	<b>270.2</b>	<b>315.7</b>	<b>331.6</b>	<b>315.4</b>	<b>285.7</b>	
<b>Gearing</b>	<b>26.1%</b>	<b>28.1%</b>	<b>27.8%</b>	<b>24.7%</b>	<b>20.8%</b>	

Natixis and/or its subsidiaries is/are Liquidity Provider or Market Maker in the issuer's financial instruments and is/are under contract with the issuer to provide liquidity in its financial instrument(s) (i.e. "contrat de liquidité").

This document may mention valuation methods, which are defined as follows:

1/ Peer comparison method: valuation multiples for the company in question are compared with those of a sample of companies in the same sector, or with a similar financial profile. The sample average acts as a valuation benchmark, to which the analyst can, where necessary, apply discounts or premiums resulting from his/her perception of the company's specific features (legal status, growth outlook, profitability, etc.).

2/ NAV method: Net asset value is an assessment of the market value of the assets on a company's balance sheet using the method that the analyst deems most relevant.

3/ Sum of the parts method: this method involves valuing each of the company's businesses separately using the most appropriate valuation methods for each, and then adding them together.

4/ DCF method: the discounted cash flow method involves assessing the current value of cash that a company will generate in the future. The analyst draws up cash flow projections based on his/her assumptions and models. The discount rate used is the average weighted cost of capital, which equates to the company's cost of debt and the theoretical cost of equity as estimated by the analyst, and weighted by the proportion of each of these two components in the company's financing.

5/ Method based on transaction multiples: with this valuation method, the company's multiples are compared with those seen in transactions involving groups with a similar business profile.

6/ Dividend discount method: with this method, the analyst establishes the present value of dividends to be paid to shareholders by the company, using a projection of dividend payments and an appropriate discount rate (generally the economic cost of equity).

7/ EVA method: with the Economic Value Added method, the analyst determines the additional level of profitability generated annually by a company on its assets relative to its cost of capital (difference also known as value creation). This additional profitability can then be discounted over the coming years using a rate corresponding to the weighted average cost of capital, and the resulting amount is added to the net asset value.

\* Up to 04/30/2010, Natixis ratings covered the next six months and were as follows:

Buy	upside of 15% to market and high-quality fundamentals.
Add	upside of 0-15% and/or high risk.
Reduce	downside of 0-15%.
Sell	downside of more than 15% and/or high risks on business and financial fundamentals.

From 05/01/2010, Natixis ratings cover the next six months and are as follows:

Buy	upside over 10%
Neutral	upside between +10% and -10%
Reduce	downside of more than -10% and/or high risks on business and financial fundamentals.
Present shares	favorable response to a public offer (takeover, delisting,...)

At 05/02/2013, Natixis ratings and the proportion of total stocks for which its parent company Natixis has provided investment services over the past 12 months break down as follows:

	Companies covered	Corporate companies
Buy	42.93%	1.83%
Neutral	42.93%	0.79%
Reduce	13.09%	0.00%

Reference prices are based on closing prices.

The information contained in these publications is exclusively intended for a client base consisting of professionals or qualified investors. It is sent to you by way of information and cannot be divulged to a third party without the prior consent of Natixis. It cannot be considered under any circumstances as an offer to sell, or a solicitation of any offer to buy financial instruments. While all reasonable effort has been made to ensure that the information contained is not untrue or misleading at the time of publication, no representation is made as to its accuracy or completeness and it should not be relied upon as such. Past and simulated performances offer no guarantee as to future performances. Any opinions offered herein reflect our current judgement and may change without notice. Natixis cannot be held responsible for the consequences of any decision made with regard to the information contained in these documents. Natixis has set up due procedures for the separation of activities, notably in order to prevent conflicts of interest between the research activities and its other activities. Details of these 'information barriers' are available on request from the head of compliance. On the date of those reports, Natixis and/or one of its subsidiaries may be in a conflict of interest with the issuer mentioned herein. In particular, it may be that Natixis or any person or company linked thereto, their respective directors and/or representatives and/or employees, have invested on their own account in, or act or intend to act, in the next twelve months, as an advisor, provider of liquidity, market maker, or corporate banker (and notably for underwriting transactions, placements or connected transactions), for a company discussed in this report.

This research may be disseminated from the United Kingdom by Natixis, London Branch, which is authorised by the ACP and subject to limited regulation by the Financial Services Authority. Details about the extent of regulation by the Financial Services Authority are available from the London Branch on request.

The transfer / distribution of this document in Germany is done by / under the responsibility of Natixis Zweigniederlassung Deutschland. NATIXIS is authorized by the ACP and regulated by BaFin (Bundesanstalt für Finanzdienstleistungsaufsicht) for the conduct of its business in Germany.

Natixis is authorised by the ACP and regulated by Bank of Spain and the CNMV for the conduct of its business in Spain.

Natixis is authorised by the ACP and regulated by Bank of Italy and the CONSOB (Commissione Nazionale per le Società e la Borsa) for the conduct of its business in Italy.

Natixis, a foreign bank and broker-dealer, makes this research report available solely for distribution in the United States to major U.S. institutional investors as defined in Rule 15a-6 under the U.S. Securities Act of 1934. This document shall not be distributed to any other persons in the United States. All major U.S. institutional investors receiving this document shall not distribute the original nor a copy thereof to any other person in the United States. Natixis Bleichroeder LLC a U.S. registered broker-dealer and member of FINRA is a subsidiary of Natixis. Natixis has no officers or employees in common with Natixis Bleichroeder LLC. Natixis Bleichroeder LLC did not participate in the preparation of this research report and as such assumes no responsibility for its content. This research report has been prepared and reviewed by research analysts employed by Natixis, who are not associated persons of Natixis Bleichroeder LLC and are not registered or qualified as research analysts with FINRA, and are not subject to the rules of the FINRA. In order to receive any additional information about or to effect a transaction in any security or financial instrument mentioned herein, please contact a registered representative Natixis Bleichroeder LLC 1345 Avenue of the Americas, New York, NY 10105.

The stocks mentioned might be subject to specific disclaimers. Please click on the following link to consult them

[http://equity.natixis.com/netis/Disclaimer/Disclaimer\\_Spe.aspx](http://equity.natixis.com/netis/Disclaimer/Disclaimer_Spe.aspx)