



SALES AT THE END OF THE 3RD QUARTER 2014-2015

27 APRIL, 2015

AGENDA

KEY POINTS

SALES AT THE END OF THE 3RD QUARTER 2014-2015

NEWS

OUTLOOK 2014-2015

SCHEDULE AND CONTACTS

KEY POINTS

KEY FIGURES AND TREND

Sales for the 3rd quarter 2014-2015 down 4.1%*

Slight drop in aggregate sales (9 months) at the end of March 2015: -1%*

- Very good performance of the vegetable seeds business: **+4.6%***
- Slowdown of the field seeds business, in an unfavorable market environment: **-4.9%***

Downward revision of objectives for 2014-2015 (field seeds activity, operating margin)

**On a like-for-like basis*

KEY POINTS

MARKET CONTEXT

The Ukraine / Russia political crisis

- Strong disturbance of the sales campaign for 2014-2015
- Significant impact on business, mainly for Field seeds (sunflower, corn)

A highly volatile monetary environment

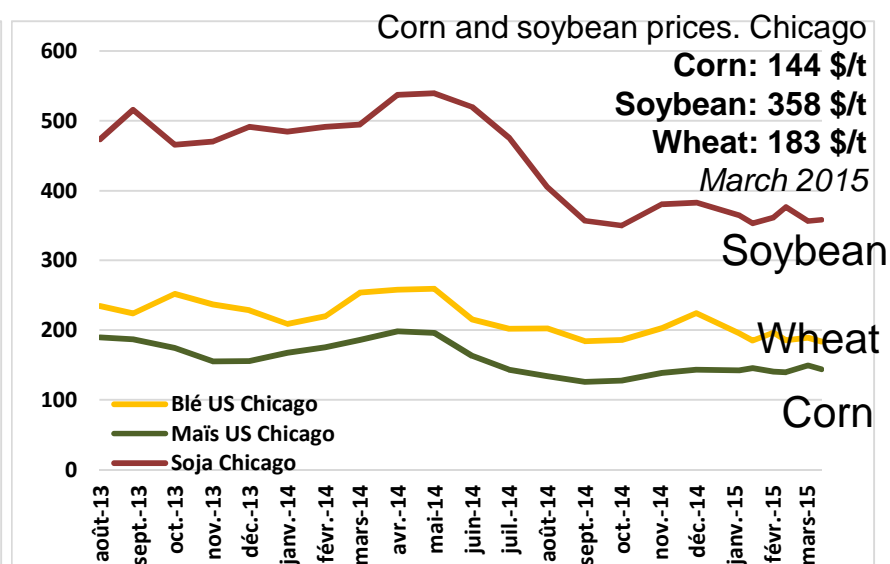
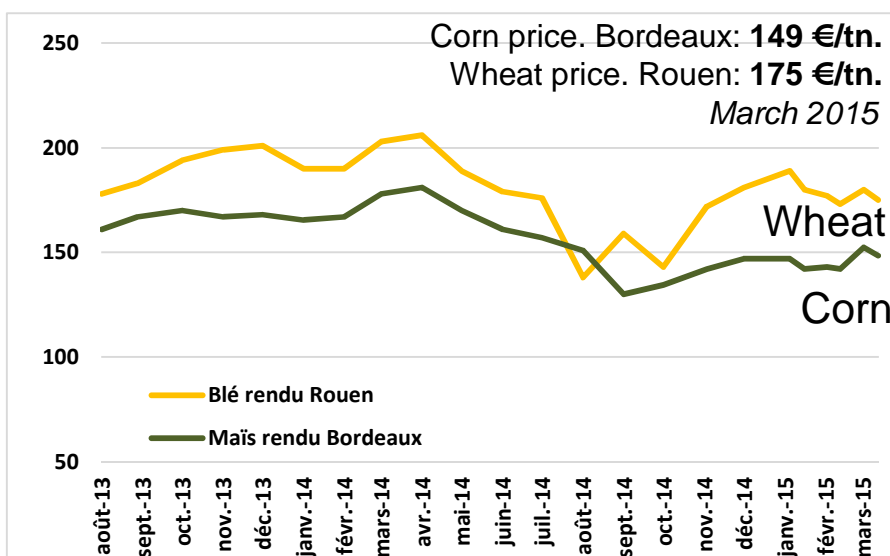
- Globally positive impact of the translation of financial statements (sales, equity) as of the second semester, mainly because of the evolution of the USD
- ... but a lack of visibility in certain zones and a handicap in operational management (commercial pricing)

KEY POINTS

MARKET CONTEXT

Field seeds

Price levels of agricultural raw materials



Vegetable seeds

Confirmation of the globally favorable market environment



Structural trend, a seeds market that is growing continuously and sustainably

Sources:
FranceAgriMer, IGC, La dépêche. March 2015





SALES AT THE END OF THE 3RD
QUARTER 2014-2015

SALES AT THE END OF THE 3RD QUARTER 2014-2015

REFERENCES

Accounting reference

- IFRS on March 31, 2015
- First application of the standard IFRS 11 ("Joint arrangements") resulting in certain activities (in particular AgReliant. North America. Field seeds) being consolidated using the equity method



Conversion of disclosed financial statements to restated financial statements

Consolidation scope

- Acquisition of Seed Asia (Thailand. Field seeds) in March 2014
- Disposal of Suttons (United Kingdom. Garden products) as of July 1, 2014

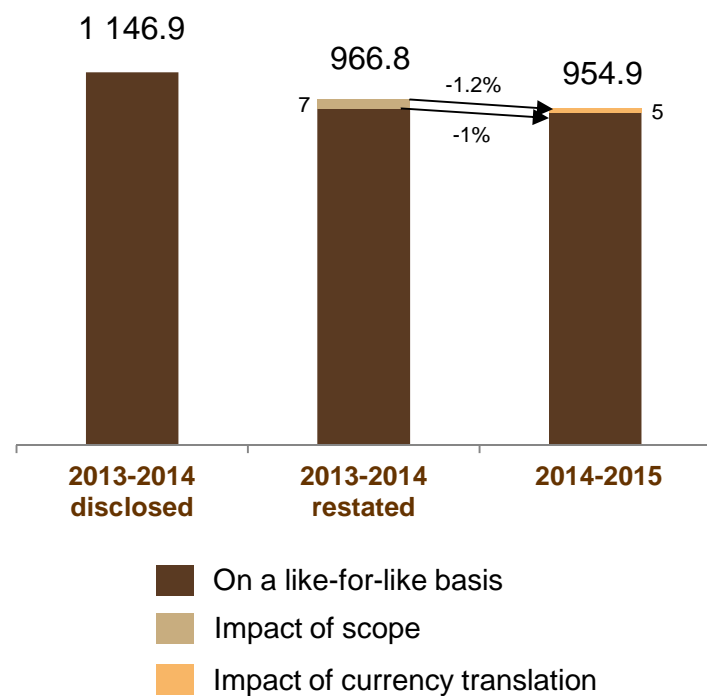
Rates of the main currencies on March 31, 2015 (and March 31, 2014)

	average		closing	
	2014	2015	2014	2015
\$	1.35	1.23	1.38	1.08
¥	136	138	142	129
£	0.84	0.78	0.83	0.73
TRY	2.80	2.82	2.97	2.81
ILS	4.78	4.63	4.81	4.28
BRL	3.12	3.14	3.13	3.50
INR	84	76	83	67
UAH	11	20	15	25
RUB	45	59	49	62

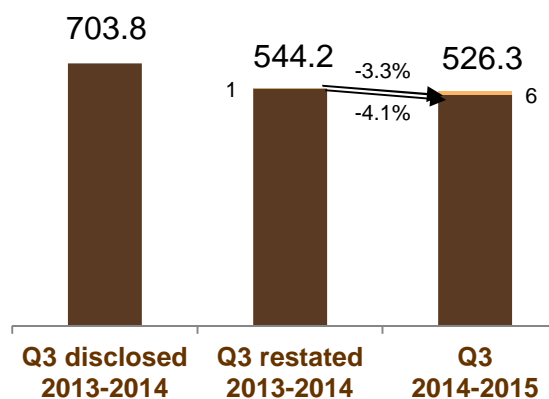
SALES AT THE END OF THE 3RD QUARTER 2014-2015

CONSOLIDATED SALES*

In M€



3rd QUARTER



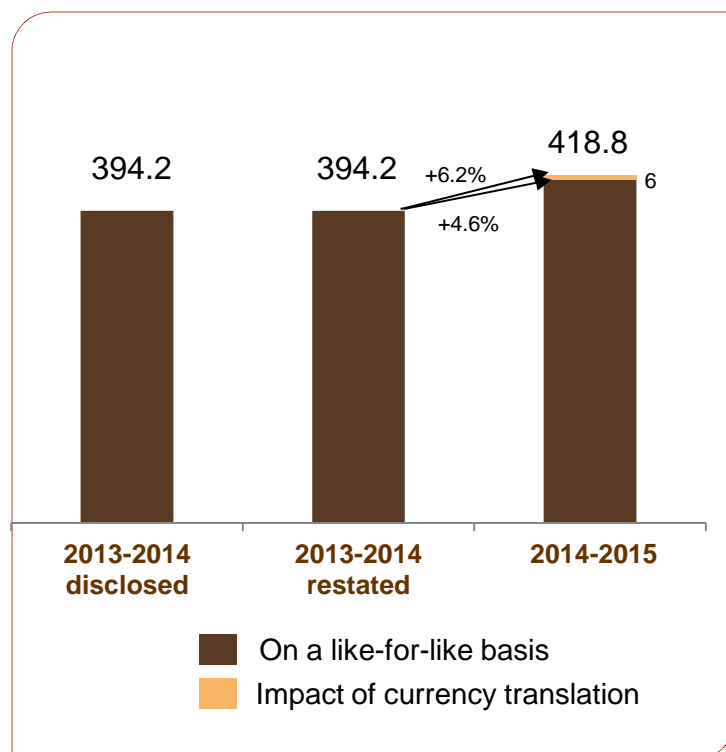
Vegetable seeds	178
Field seeds	320

* Revenue from ordinary activities

SALES AT THE END OF THE 3RD QUARTER 2014-2015

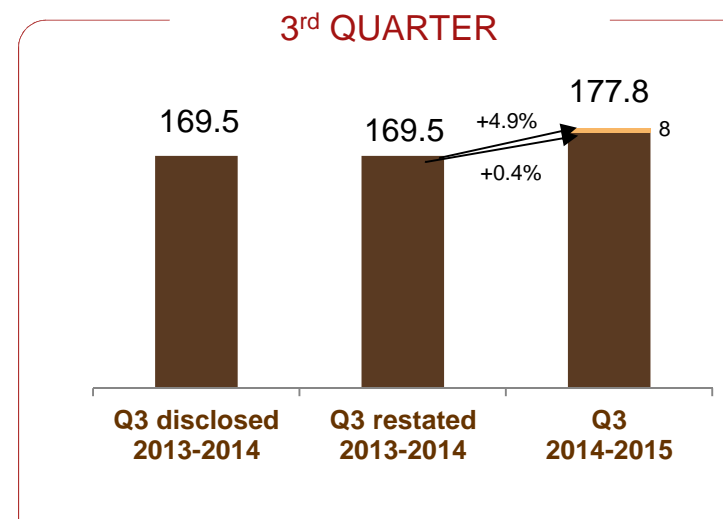
SALES* VEGETABLE SEEDS

In M€



* Revenue from ordinary activities

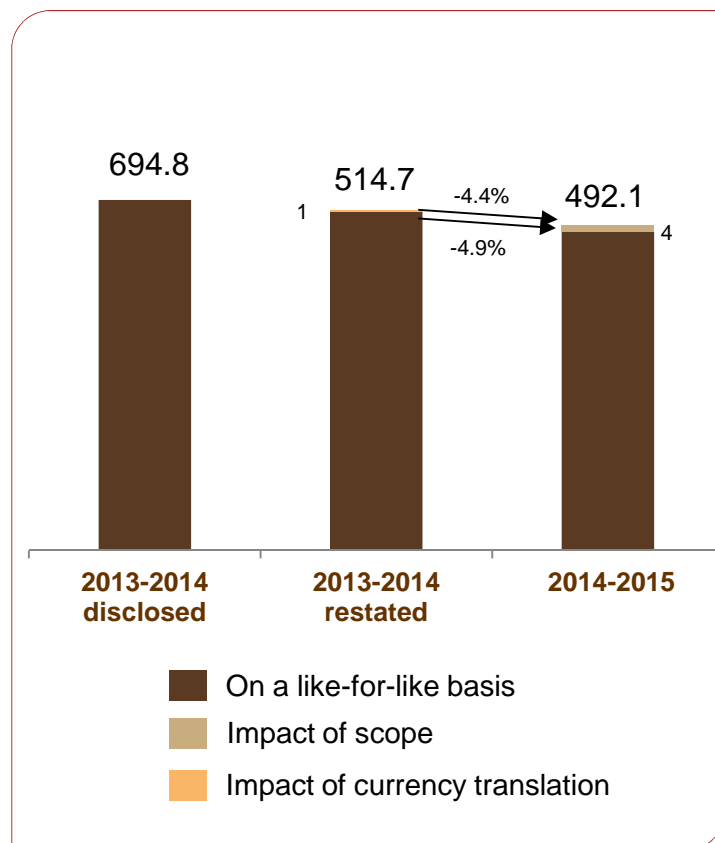
- Solid commercial activity, leading to a strengthening of Vilmorin & Cie's competitive positions
- Progression of all the Business Units, with the exception of the BU Mikado Kyowa Seed, which saw part of its business fall back in spite of successful progression on the Chinese market
- Growth in strategic crops (tomato, melon, bean, onion, etc.), in most geographical areas, in particular North America, South America, India and Turkey



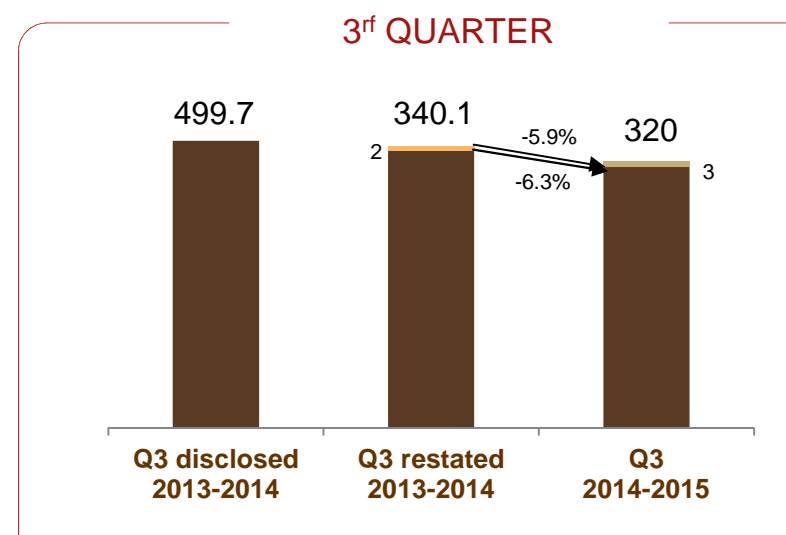
SALES AT THE END OF THE 3RD QUARTER 2014-2015

SALES* FIELD SEEDS

In M€



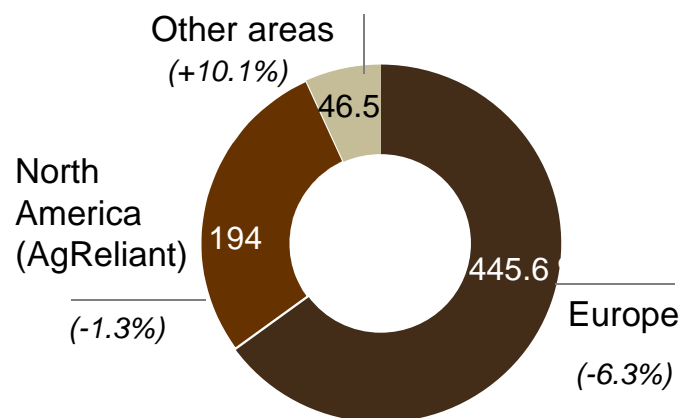
* Revenue from ordinary activities



SALES AT THE END OF THE 3RD QUARTER 2014-2015

SALES FIELD SEEDS

TOTAL SALES
(including AgReliant): 686.1 M€



**ANALYSIS
PER GEOGRAPHICAL AREA**
(and evolution
on a like-for-like basis,
before application of IFRS)

In M€

CORN AND SUNFLOWER. EUROPE

- Significant slowdown in sales, in an unfavorable market with a predicted drop in corn and sunflower acreages in most European countries
- Important decrease in Ukraine and in Russia, in a market hit hard by the political / economic crisis
- In spite of this tense context, market shares retained, good control over pricing policy and greater vigilance with financial risk management (customer solvency, currencies)

CORN. SOUTH AMERICA

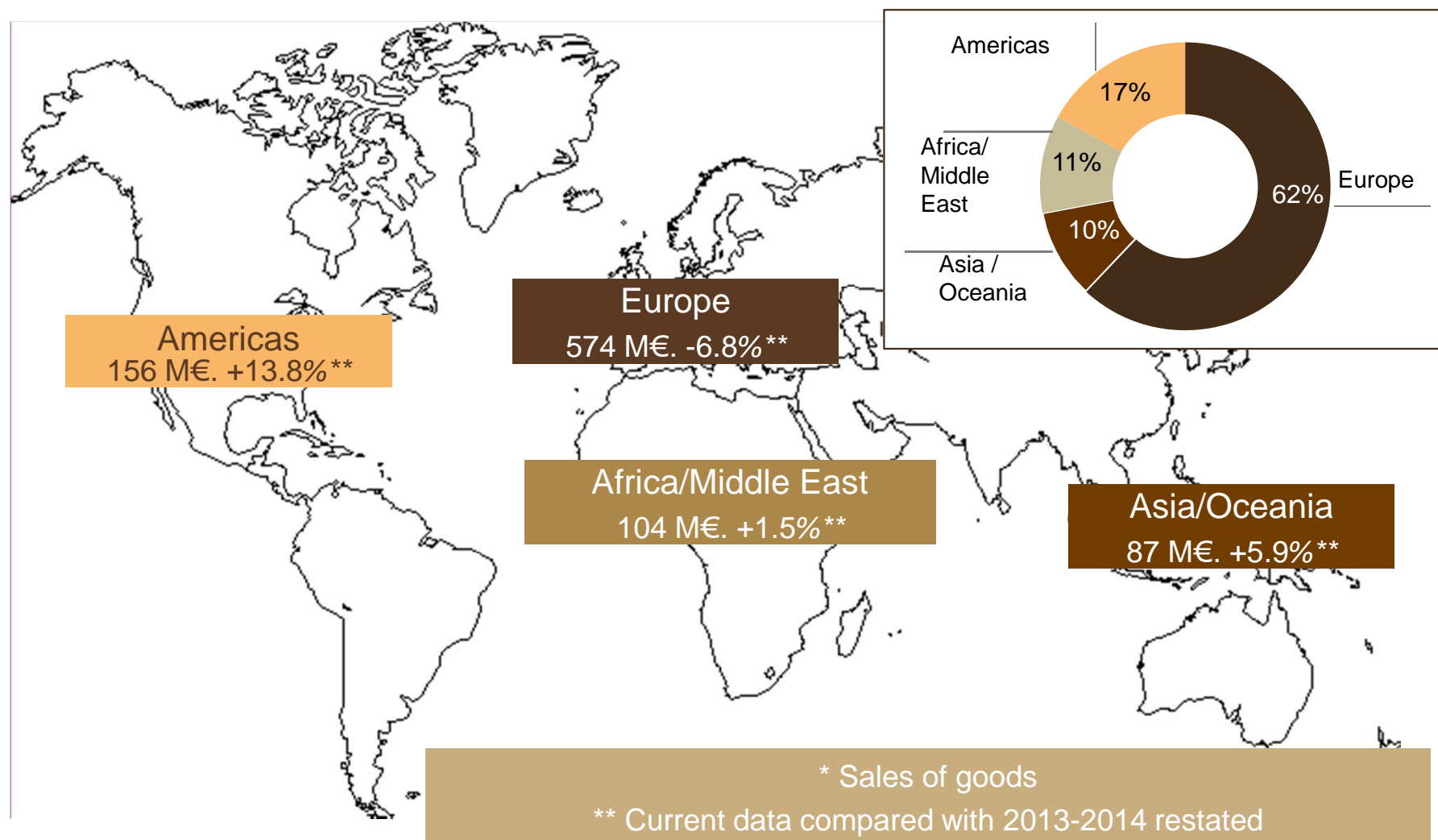
- Increase in business over the second part of the commercial campaign (Safrinha), particularly in Brazil

CORN. NORTH AMERICA

- *Good resistance of competitive positions: stability of volumes marketed, in the context of falling cultivated acreage*

SALES AT THE END OF THE 3RD QUARTER 2014-2015

BREAKDOWN AND EVOLUTION OF SALES* PER GEOGRAPHICAL AREA



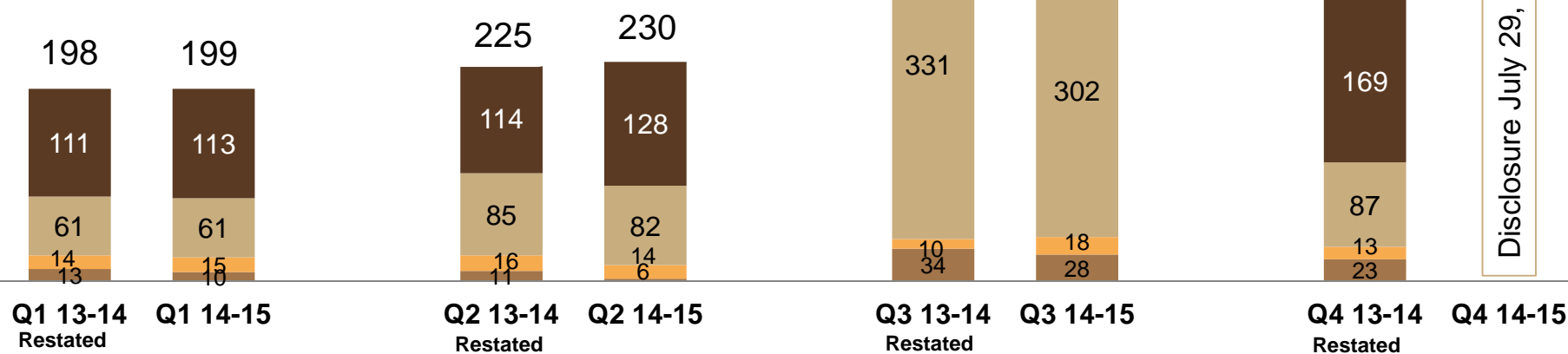
SALES AT THE END OF THE 3RD QUARTER 2014-2015

BREAKDOWN PER QUARTER

SALES* PER QUARTER

In M€

- Vegetable seeds
- Field seeds Europe
- Field seeds other areas
- Garden products and Holdings



Disclosure July 29, 2015

* Revenue from ordinary activities



 **Vilmorin & Cie**

NEWS

VEGETABLE SEEDS. TROPDICORP. VIETNAM



Company specialized in the research, production and distribution of cucurbit seeds (gourds, pumpkins) based in Ho Chi Minh City, Vietnam

- Operation finalized: acquisition by Vilmorin & Cie of 100% of Tropdicorp's shares

- Final approval of the operation by the Vietnamese authorities obtained at the end of March 2015

Data for 2014:

Sales: 6 M\$

Headcount: 300

- Strategic interest: Strengthen our presence in South East Asia, by setting up business on the dynamic Vietnamese market

- **Penetrate** a key country in terms of the diversity of its vegetable seeds and a key market (estimated to be around 45 M\$), moving towards hybrid varieties
- **Enrich and diversify** the portfolio of products and germplasm
- **Benefit** from complementary research programs to India, Thailand and Japan





OUTLOOK FOR 2014-2015

OUTLOOK FOR THE END OF FISCAL YEAR 2014-2015

VEGETABLE SEEDS

Stakes for the end of the fiscal year

- Continue to successfully control **pricing policies** and **margins**
- Confirmation of the **growth impetus** and **gains in market shares** over the 4th quarter

Outlook for the end of the fiscal year

Sales growth objective for vegetable seeds reaffirmed

Objective
+6% ≤ Sales ≤ +7%

OUTLOOK FOR THE END OF FISCAL YEAR 2014-2015

FIELD SEEDS

Market trends for corn*



Europe 28

↘ Acreage \approx -3%

Wide Europe

↘ Acreage \approx -3%

United States

↘ Acreage
36.1 Mha. -2% vs
2014

Brazil

↘ Acreage Safrá \approx -7%
↘ Acreage Safrinha \approx -2%
↻ Total corn \approx -4%

Market trends for sunflower*



Europe 28

↘ Acreage \approx -5%

Wide Europe

↘ Acreage \approx -4%

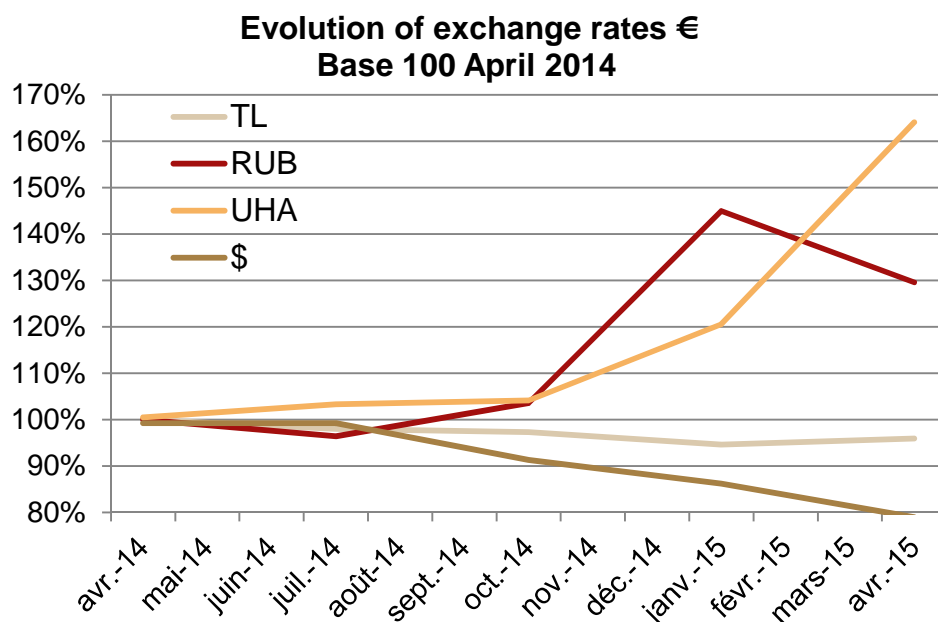
* Sources: USDA - March 2015. CONAB, internal estimates - April 2015

OUTLOOK FOR THE END OF FISCAL YEAR 2014-2015

FIELD SEEDS

A very difficult market context in Ukraine and in Russia (1/3)

- An unprecedented economic, political and financial crisis
 - Impact of the conflict in the east of Ukraine on the Ukrainian economy and finances, but on Russia too, because of the sanctions taken by the European Union
- A financial crisis: fast depreciating but very fluctuating currencies



- Strong devaluation and volatility of the Ruble and the Hryvnia in the middle of the commercial campaign
- Soaring inflation
- Increase of the lending rates limiting access to credit
- Lack of liquidity in strong currencies

OUTLOOK FOR THE END OF FISCAL YEAR 2014-2015

FIELD SEEDS

A very difficult market context in Ukraine and in Russia (2/3)

- A trend of lower sunflower and corn acreage

Acreage estimates*		Acreage 2014 (000.ha)	Acreage 2015 (000.ha)	Evolution %
Sunflower	Ukraine	5700	5200	-9%
	Russia	6800	6800	=
Corn	Ukraine	5100	4900	-4%
	Russia	3800	3500	-8%

* Source: internal estimates

- The market for sunflower and corn seeds in 2015 suffering a temporary slowdown (value and volume) and saturated
 - General trend for the reduction of input because of the current economic and financial situation
 - A high level of supply with local alternatives at lower costs
 - Restriction on seed imports
- ↳ Exacerbated competition

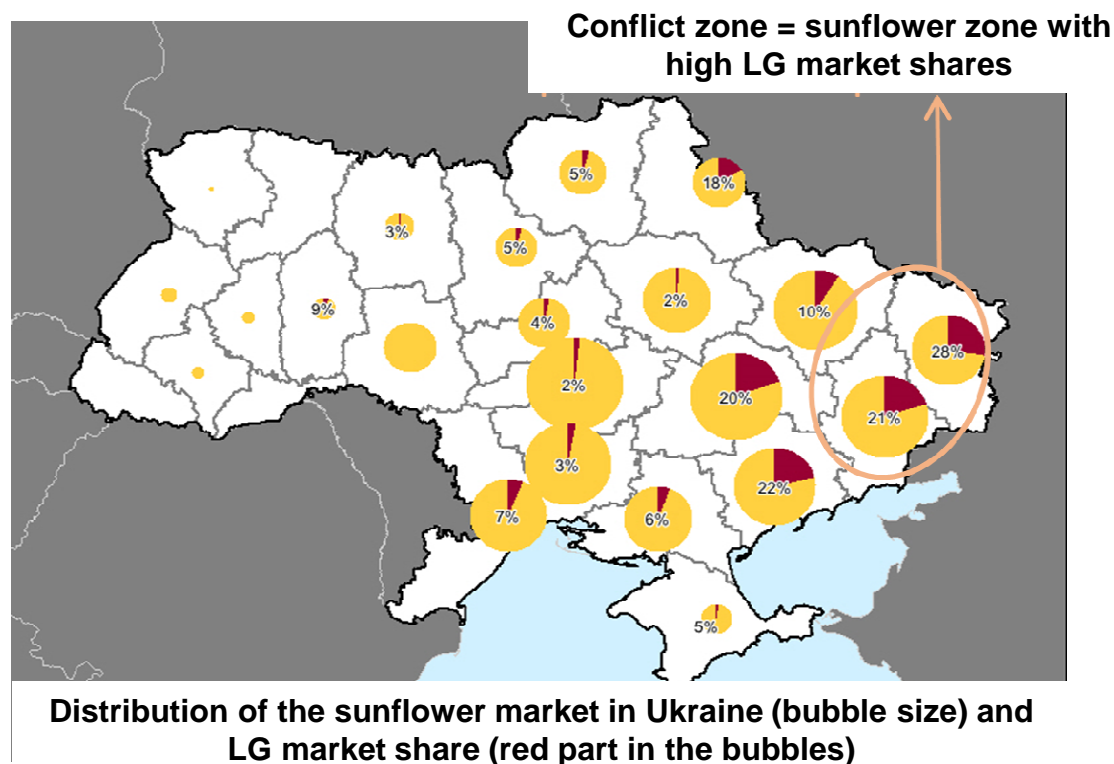
OUTLOOK FOR THE END OF FISCAL YEAR 2014-2015

FIELD SEEDS

A very difficult market context in Ukraine and in Russia (3/3)

- Vilmorin & Cie's development stalled (sunflower and corn)

Implementation of a prudent sales policy emphasizing security of payment and limiting the impact of exchange rates



- ... but medium- and long-term growth perspectives confirmed

OUTLOOK FOR THE END OF FISCAL YEAR 2014-2015

FIELD SEEDS

Stakes for the end of the fiscal year

- Definitive evolution of cultivated acreage for corn and sunflower
- Outcome of the end of campaign on the Russian and Ukrainian markets
- Final orientation of currencies
- Good defense of pricing levers

Outlook for the end of the fiscal year

Objective for field seeds sales lowered

Objective
Sales = -4%

OUTLOOK FOR THE END OF FISCAL YEAR 2014-2015

REVISION OF OBJECTIVES

OBJECTIVES PRESENTED IN FEBRUARY 2015* (disclosure of results for S1)

... on condition there is effective access to the Russian and Ukrainian markets, bearing in mind the present context, and on confirmation of the excellent trend for the Vegetable seeds activity.

Sales	+4%
<i>Vegetable seeds</i>	<i>+6% to +7%</i>
<i>Field seeds</i>	<i>+1% to +1.5%</i>
Current operating margin	Objective \approx 10%

➤ REVISED OBJECTIVES* (disclosure of sales for Q3 taking market trends into account)

Sales	0 to +1%
<i>Vegetable seeds</i>	<i>+6% to +7%</i>
<i>Field seeds</i>	<i>-4%</i>
Current operating margin	Objective \approx 9%

* on a like-for-like basis, including the disposal of Suttons and after application of IFRS 11



SCHEDULE AND CONTACTS

SCHEDULE

WEDNESDAY JULY 29, 2015 AT THE END OF TRADING

- Disclosure of sales for fiscal year 2014-2015
(on June 30, 2015)

MONDAY OCTOBER 5, 2015 AT THE END OF TRADING

- Disclosure of results for fiscal year 2014-2015
(on June 30, 2015)

THURSDAY NOVEMBER 5, 2015 AT THE END OF TRADING

- Disclosure of sales for the 1st quarter 2015-2016
(on September 30, 2015)

CONTACTS

For any further information:

Daniel JACQUEMOND

Chief Financial Officer

daniel.jacquemond@vilmorin.info

Valérie MONSÉRAT

Head of Financial Communication
and Investor Relations

valerie.monserat@vilmorin.info

Vilmorin & Cie

Head office: 4 quai de la Mégisserie – F-75001 PARIS

Postal address: CS 20001 Saint-Beauzire – F-63360 GERZAT

Tel. + 33 4 73 63 44 85 - Fax: + 33 4 73 63 41 80

All our financial information on: **www.vilmorin.info**



SALES AT THE END OF THE 3RD QUARTER 2014-2015

27 APRIL, 2015