



**SALES FOR FISCAL YEAR 2015-2016
(ON JUNE 30, 2016)
AUGUST 1ST, 2016**



AGENDA

KEY POINTS

SALES FOR FISCAL YEAR 2015-2016

OUTLOOK FOR THE END OF FISCAL YEAR 2015-2016

SCHEDULE

2 Sales for fiscal year 2015-2016 – August 1st, 2016



KEY POINTS

- Solid growth in sales over the 4th quarter 2015-2016: +7%*

- Marked increase in sales for the year: +4.7%*, above the objective set
 - Very strong dynamic growth for the Vegetable seeds activity: +9.6%*
 - Stability for the Field seeds activity, in a market context that remains difficult: +0.6%*

- Outlook for 2015-2016: slight increase in the current operating margin rate and trends in results affected by non-recurring charges

**On a like-for-like basis*

3 Sales for fiscal year 2015-2016 – August 1st, 2016



SALES FOR FISCAL YEAR 2015-2016 (ON JUNE 30, 2016)

4 Sales for fiscal year 2015-2016 – August 1st, 2016

SALES FOR FISCAL YEAR 2015-2016

REFERENCES

Accounting reference

- IFRS on June 30, 2016

Consolidation scope

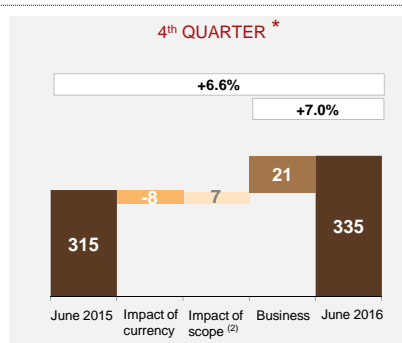
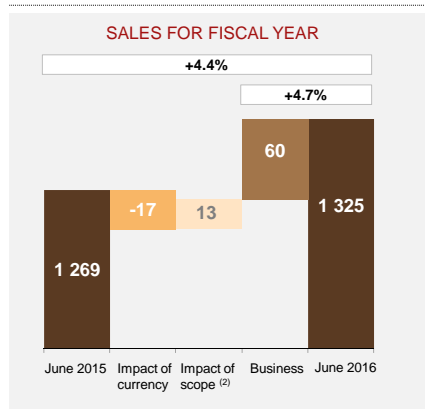
- Acquisition of Genica Research Corporation (United States. Vegetable seeds) in February 2016

Rates of the main currencies on June 30, 2016 (and June 30, 2015)

	average		close	
	2015	2016	2015	2016
\$	1.20	1.11	1.12	1.11
¥	137	129	137	114
£	0.76	0.75	0.71	0.83
TRY	2.85	3.22	3.00	3.21
ILS	4.54	4.28	4.22	4.28
BRL	3.20	4.10	3.47	3.59
INR	74.48	73.61	71.19	74.96
MXN	17.12	19.24	17.53	20.63
UAH	20.67	26.52	23.41	27.58
RUB	59.32	74.86	62.36	71.52

5 Sales for fiscal year 2015-2016 – August 1st, 2016

SALES FOR FISCAL YEAR 2015-2016

CONSOLIDATED SALES⁽¹⁾

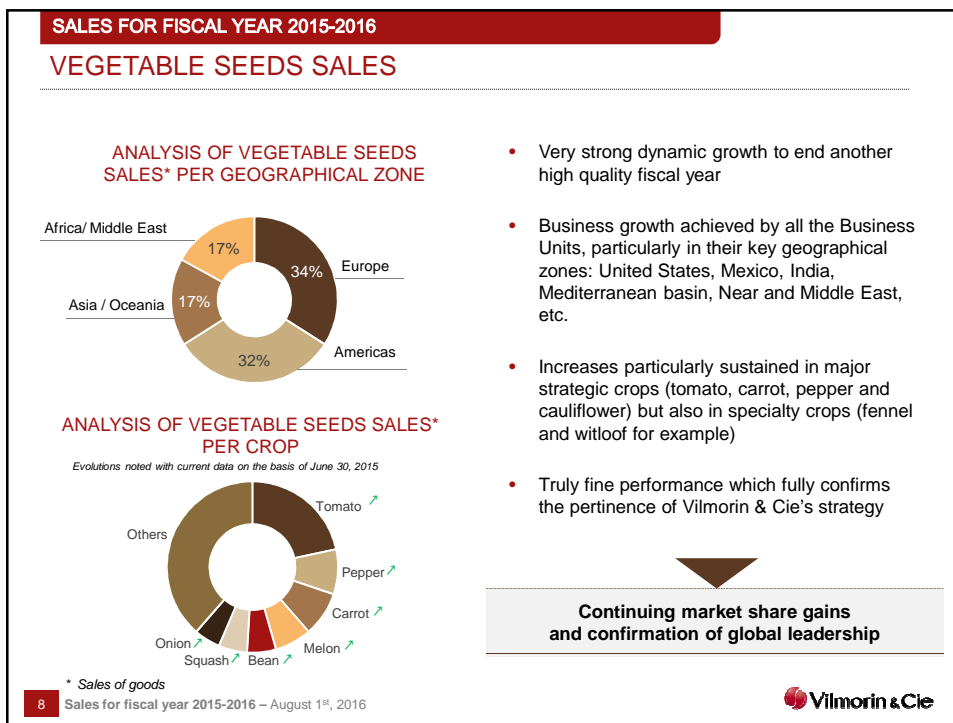
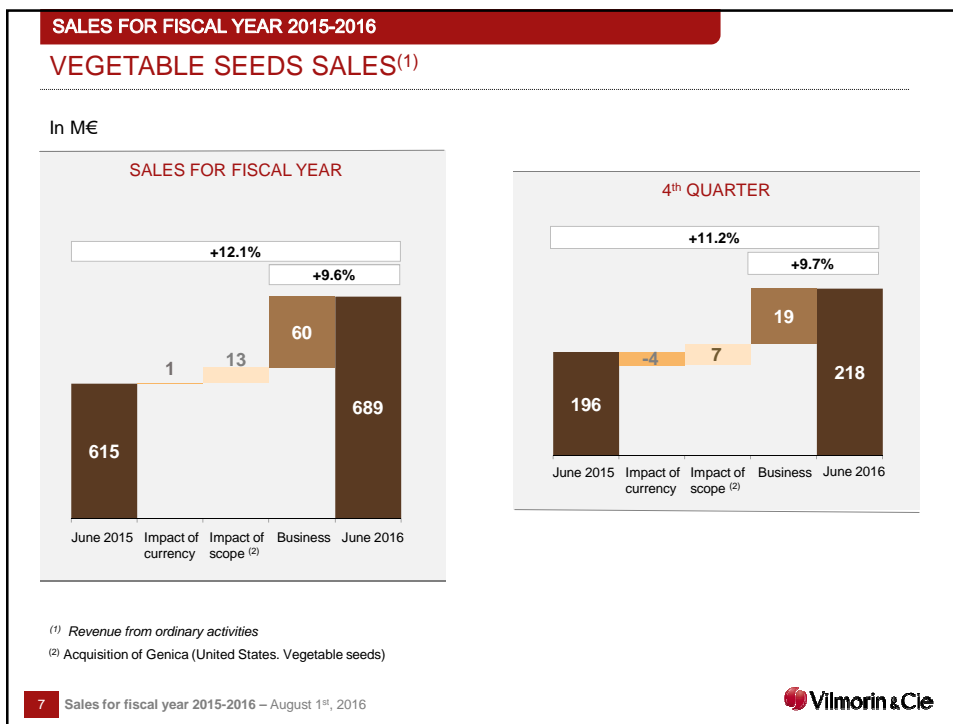
* of which:
 Vegetable seeds: 218
 Field seeds: 103

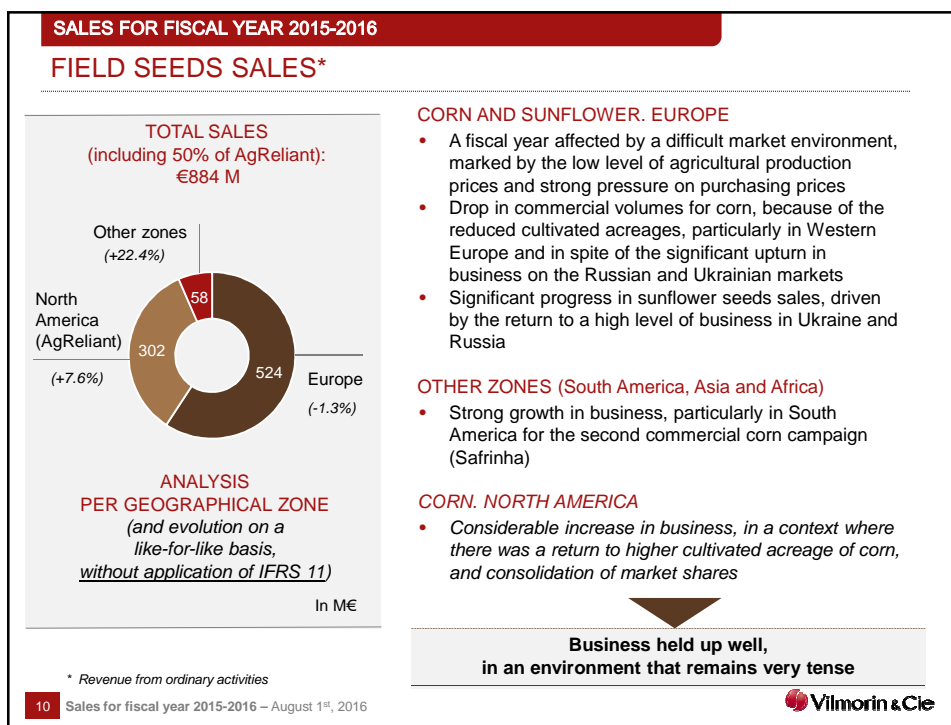
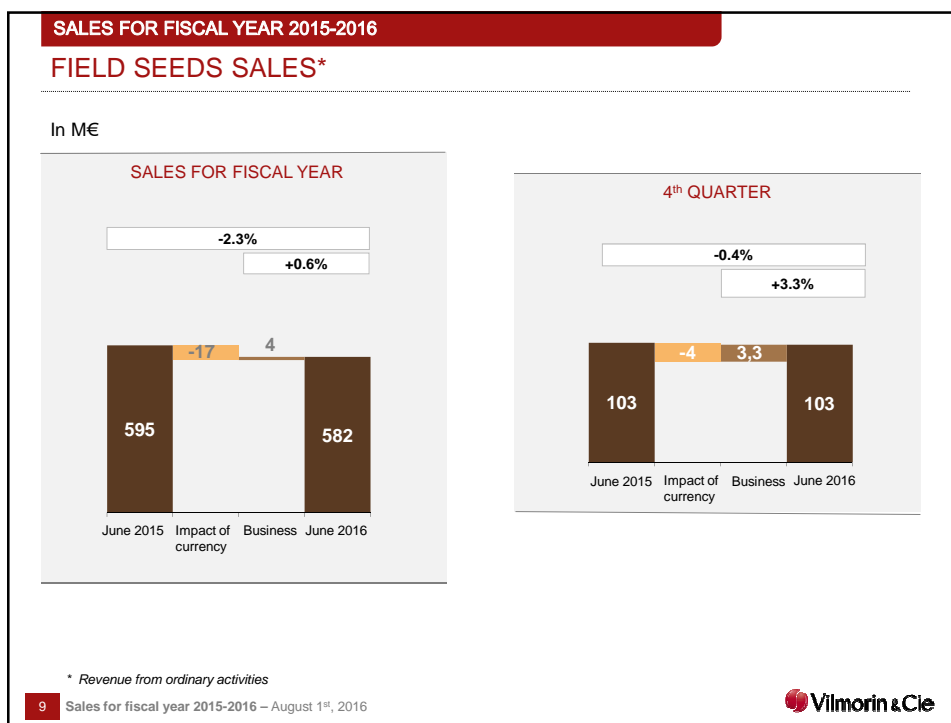
SALES FOR FISCAL YEAR 2015-2016 BY DIVISION

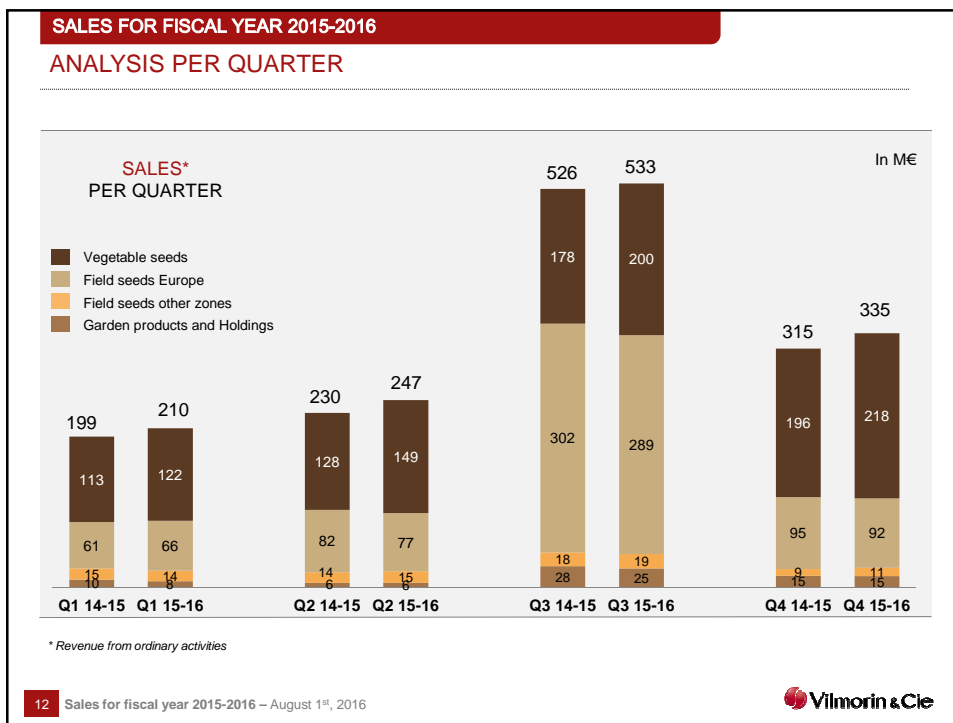
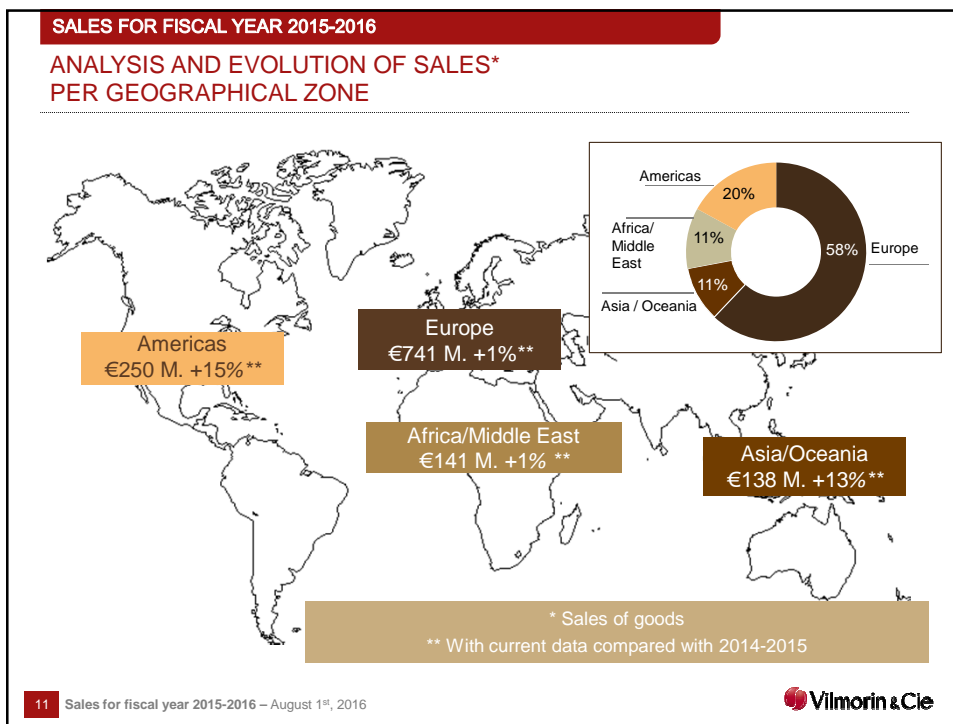


In M€

⁽¹⁾ Revenue from ordinary activities⁽²⁾ Acquisition of Genica (United States. Vegetable seeds)6 Sales for fiscal year 2015-2016 – August 1st, 2016









OUTLOOK FOR THE END OF FISCAL YEAR 2015-2016

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OUTLOOK FOR THE END OF FISCAL YEAR 2015-2016

ESTIMATED TRENDS

- Slight increase in the current operating margin rate
- Nevertheless, the recorded operating margin will take into account non-recurring charges of about 10 million Euros:
 - Exceptional additional procurement costs in Western Europe for Field seeds
 - Reorganization charges in the Garden products activity
 - Restatement of the allocation of the acquisition goodwill for the company Genica Research Corporation
- Consequently, net income for the year lower than the previous fiscal year

	14-15	15-16 (Trend)
Sales	€1269.4 M	€1325.1 M
Current operating margin	8.0%	↗
Operating margin	7.9%	↘
Total net income	€75.9 M	↘

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SCHEDULE

15 Sales for fiscal year 2015-2016 – August 1st, 2016

SCHEDULE

WEDNESDAY OCTOBER 19, 2016, AT THE END OF TRADING

- Disclosure of results for fiscal year 2015-2016
(on June 30, 2016)

TUESDAY NOVEMBER 8, 2016, AT THE END OF TRADING

- Disclosure of sales at the end of the first quarter 2016-2017
(on September 30, 2016)

FRIDAY 18 AND SATURDAY 19 NOVEMBER, 2016

- Actionaria fair in Paris

FRIDAY DECEMBER 9, 2016

- Annual General Meeting of Shareholders in Paris

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 Vilmorin & Cie



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