

## February 9<sup>th</sup> 2010

Public limited company with Board of Directors, with a capital of 204 225 819.25 Euros. Head Office: 4, Quai de la Mégisserie – F-75001 PARIS Registration 377 913 728 Paris Fiscal year from July 1st to June 30th



# SALES FOR THE FIRST SEMESTER ON DECEMBER 31<sup>ST</sup> 2009:

- 2.5% growth in activity like for like
- Creation of a joint venture (wheat seeds) with DonMario, Argentina

#### **SALES FOR THE FIRST SEMESTER 2009-2010**

Vilmorin's consolidated sales for the first semester 2009-2010, closing on December 31<sup>st</sup> 2009, stood at 314.2 million Euros, an increase of 2.7% with current data and 2.5% like for like.

In millions of Euros	2008-2009	2009-2010	Variation*
First quarter	129.4	148.3	+ 11.1%
Vegetable seeds activity	77.9	83.9	+ 4.9%
Field seeds activity	37.2	49.6	+ 25.7%
Garden product activity	14.1	14.5	+ 5.5%
Holdings	0.2	0.2	+ 13.3%
Second quarter	176.4	165.9	- 4.1%
Vegetable seeds activity	83.3	89.8	+ 11%
Field seeds activity	83	66.5	- 19.3%
Garden product activity	9.8	9.2	- 2%
Holdings	0.3	0.4	+ 16.8%
First semester	305.8	314.2	+ 2.5%
Vegetable seeds activity	161.2	173.8	+ 8%
Field seeds activity	120.2	116.1	- 4.7%
Garden product activity	23.9	23.7	+ 2.4%
Holdings	0.5	0.6	+ 15.5%

<sup>\*</sup> Like for like

### Accounting reference and consolidation scope

Consolidated financial information is established in compliance with the IFRS reference (International Financial Reporting Standards), as adopted by the European Union on December 31<sup>st</sup> 2009.

The main change in the consolidation scope comes from the acquisition of the company Clovis Matton (Belgium) in August 2009, and now integrated globally in the financial statements for 2009-2010.

#### **Analysis of each activity**

- Sales for the vegetable seeds activity for the first semester came to 173.8 million Euros, an increase of 7.8% compared with the first semester 2008-2009. Restated like for like this increase was 8%.
  - All the business units in the vegetable seeds activity performed well over the course of the first semester. In the context of a difficult market for vegetable growers, this progression is the result of gains in market shares, particularly in the Americas and in the Mediterranean basin.
- Sales for the field seeds activity for the first semester came to 116.1 million Euros, down 3.4% compared with the first semester for 2008-2009; this decrease was 4.7% like for like.
  - In Europe, the autumn campaign ended with contrasting performances. Sales of rapeseed and forage seeds achieved highly satisfactory increases. But in a context of agricultural markets that remain volatile, leading to greater use of farm seeds, sales of straw cereals (wheat, barley), finished the period well below the level of the previous year. Representing nearly two thirds of the sales of the field seeds activity in Europe, the spring season (corn and sunflower seeds), has begun on line with objectives, favored by an attractive commercial policy, with confirmation of the redeployment of Vilmorin's activities on markets in Eastern Europe.
  - On the North American market, the order book with its reservations for the coming spring season is also progressing in accordance with objectives.
- Sales for the garden products activity came to 23.7 million Euros on December 31<sup>st</sup> 2009, down 0.8 % with current data.
  - Restated like for like, growth was 2.4% thanks to fine performances in the United Kingdom, largely due to increased Internet sales. This growth was achieved in spite of streamlining the full product portfolio, with a particular focus on flower bulbs.

#### **OUTLOOK FOR 2009-2010**

Sales for the first semester on average represent less than a third of Vilmorin's annual sales. Taking into account information provided above, Vilmorin can confirm its global objectives for fiscal 2009-2010 as disclosed in October 2009 (growth at the overall average level achieved in previous years).

# VILMORIN CHOOSES DONMARIO TO PURSUE ITS DEVELOPMENT IN WHEAT SEEDS IN SOUTH AMERICA

Vilmorin has announced the signing of a (50/50) joint venture agreement with the company DonMario, one of the leading seeds companies in Argentina. Founded in 1983, with annual sales of over 50 million Euros, DonMario holds solid competitive positions in Argentina on markets for wheat, corn and soybean. The company also has sites in Brazil and Uruguay.

This alliance, involving wheat seeds, will make it possible to sell new varieties in Argentina (the foremost wheat producer in South America) and more widely throughout the continent, from the combined genetic resources and technologies of Vilmorin and DonMario.

At a subsequent stage, the products developed through this joint venture will be sold on international markets in accordance with the provisions set out in the agreement.

"Vilmorin and DonMario are pooling their wheat expertise with the aim of meeting farmers' needs for innovation and developing their market shares in South America. This partnership opens up new, wider development perspectives in South America for field seeds" **Adrian HUIGE, Vilmorin's CEO underlined.** 

#### **COMING DISCLOSURES FOR 2009-2010**

Wednesday February 24<sup>th</sup> 2010 at the end of the day: results for the first semester. Monday May 3<sup>rd</sup> 2010 at the end of the day: sales at the end of the 3<sup>rd</sup> quarter. Tuesday August 3<sup>rd</sup> 2010 at the end of the day: sales for the fiscal year. Wednesday October 6<sup>th</sup> 2010 at the end of the day: results for the fiscal year.



Vilmorin is the fourth largest seed company in the world, and creates vegetable and field crops with high added value, thus helping to meet food needs more efficiently.

Based on a responsible vision of its development, Vilmorin's strategy is a successful combination of its research capacity and constant international growth that strengthens its position as a world player. This ambition is founded on sharing knowledge, quality of life and respect for the needs of mankind, all expressed through its philosophy « Cultivating the taste of life ».

Listed on NYSE Euronext Paris (compartment B), Vilmorin's quotation is included in the Next 150, CAC Mid 100 and SBF 120 indices, and is eligible for SRD (Deferred Settlement Order). ISIN code: FR0000052516 (RIN).

For any further information, please contact:

**Daniel JACQUEMOND** 

Chief Financial Officer daniel.jacquemond@vilmorin.info

Claire PLANCHE

Financial Communication Officer claire.planche@vilmorin.info

Vilmorin & Cie BP 1 – F-63720 CHAPPES

Tel: + 33 (0)4 73 63 41 95 - Fax: + 33 (0)4 73 63 41 80

www.vilmorin.info