



**Limagrain Europe**

# THE EXPERT TOUCH IN SEEDS



# PURE SEED COMPANY

## MAJOR PLAYER IN FIELD SEEDS

Limagrain Europe is a Business Unit of Limagrain and specialises in Field Seeds in Europe. Limagrain is an agricultural cooperative and an international group, the fourth largest seed company worldwide.



**A LEADING  
INTERNATIONAL  
BRAND**

Our business as a seed only company includes research and development, production, and distribution of products and services that have been adapted to a wide range of soil and climate conditions. With more than 21 subsidiaries covering 50 countries, Limagrain Europe has developed a multi-crop line-up based on a broad portfolio of varieties for farmers and distributors.

*“With 50 years of experience, we provide farmers with innovative solutions based on our seeds and agronomic expertise to support sustainable agricultural production.”*

**Antoine Colombo**, Limagrain Europe CEO

# BECOME THE EUROPEAN LEADER IN FIELD SEEDS

By 2025, Limagrain Europe has also the ambition to be in the top 3 for each of the main crops: maize, sunflower, barley, wheat and winter oilseed rape (in area of certified seeds planted).



## A STRATEGY BASED ON FIVE PILLARS



**574 m€\***  
2020 sales  
\* IFRS11



©Photo : Bouchet


## COMMERCIAL ORGANISATION WHICH IS VERY CLOSE TO THE MARKET

Limagrain Europe encourages close contact with farmers in collaboration with distributors.

**21**  
SUBSIDIARIES

COVERING  
**50**  
COUNTRIES



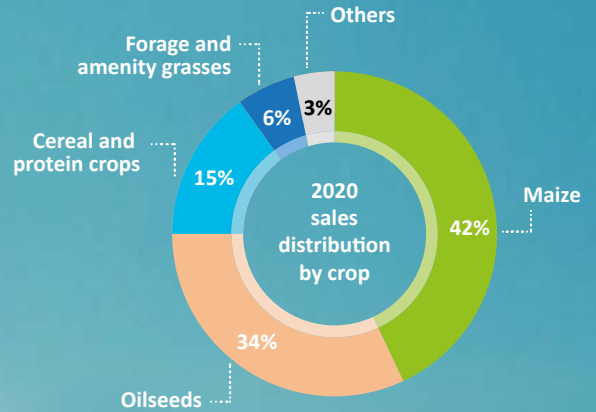
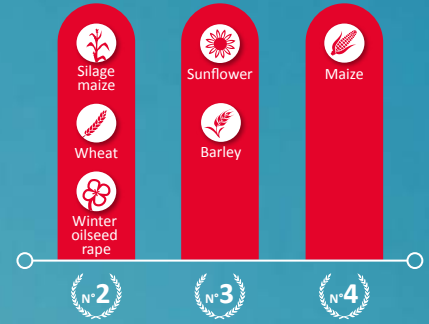
 Countries where subsidiaries operate



# A MULTI-CROP PRODUCT LINE-UP

Limagrain Europe has strong positions in the main field seeds crops.

Present at all points along the chain, from creation of new varieties to commercial sales for maize, cereals, sunflower, winter oilseed rape, protein crops...



Limagrain Europe is active in the marketing and sales of forage and amenity grasses

Source: Internal Estimates - Limagrain Europe 2019/20

## OPERATIONAL EXCELLENCE IN ALL OUR BUSINESSES

Limagrain Europe is an integrated organisation, from plant breeding to commercial sales, with specialised teams in every area of operation.



### RESEARCH

**Optimising performance and yield stability**

Creation of a solid portfolio of varieties based on exclusive genetics bringing innovative traits with high added value



### DEVELOPMENT

**Proposing the best varieties to each farmer for each situation**

A broad line-up of products adapted to a wide range of agro-climatic conditions

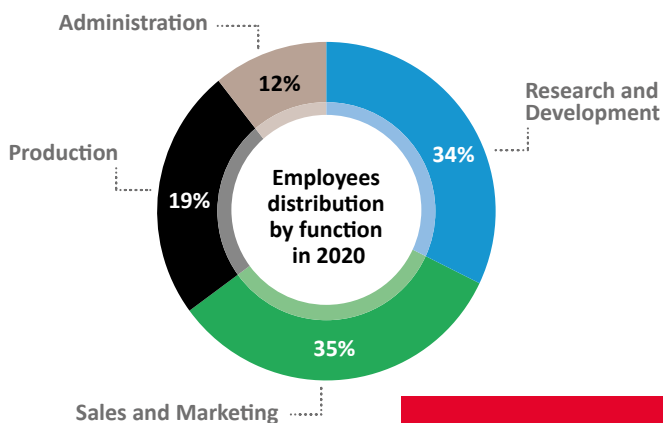
# HUMAN RESOURCES AT THE CORE OF THE STRATEGY

Limagrain Europe recognizes the value of its human resources and encourages the development of talent.

Working in a strategic segment like Agriculture and sharing human values related to the Group's cooperative model are elements that set us apart.

The company is committed to diversity (disability employment policy, gender equality, etc.) and supports the development of talent and skills in all professions.

The employees are the driving force for the success of their company and opportunities exist for a variety of international careers.



160  
NEWCOMERS  
PER YEAR

~  
1,600  
EMPLOYEES

*"We are developing an operational excellence approach in all our core business areas to create value for our customers and partners over the long term."*

Frédéric Arboucalot, Limagrain Europe Deputy CEO



## PRODUCTION

Guaranteeing traceability along the entire chain: from production to delivery to customers

Continuous improvement to best meet customer expectations with regard to quality and services



## MARKETING/ SALES

Developing product line-ups adapted to every need

A varied line-up of products and services that closely match farmer needs

# RESEARCH: A POWERFUL ABILITY TO INNOVATE

Limagrain Europe benefits from an international community of researchers and specialised infrastructures in Field Seeds from Group Limagrain.

## GLOBAL ORGANIZATION

More than 13% of Field Seeds turnover is invested in Research

1,000

research employees

64

research centres

12

trial stations

## RESEARCH IN EUROPE

500

research employees

27

research stations

8

crops

70

new varieties/year

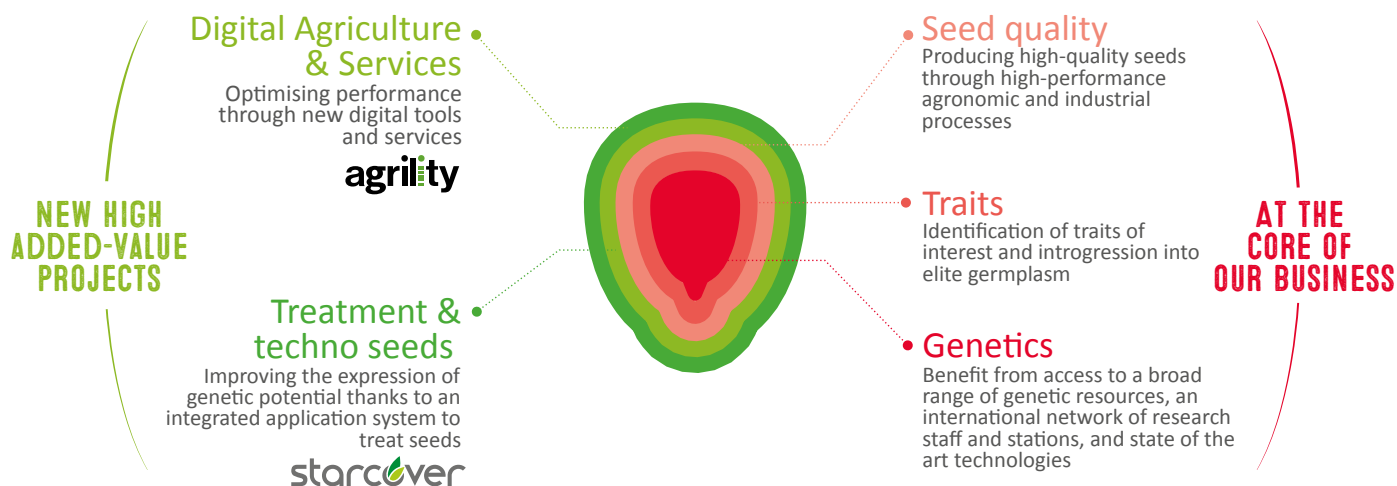


## DEVELOPMENT OF TECHNOLOGICAL PLATFORMS

- Identification of new genes and new technologies
- Genomic breeding
- Phenotyping and envirotyping
- Conversion

# INNOVATIONS FOCUSED ON SEEDS

Innovations combine the best genetics, high added value seeds, diversified solutions for seed treatment, and precision farming tools.



# LIMAGRAIN: AN AGRICULTURAL COOPERATIVE AND AN INTERNATIONAL GROUP

Created by French farmers in 1965, Limagrain has a unique form of governance among worldwide seed leaders.

The Group is co-managed by an elected farmer Chairman and a salaried CEO. This tandem of elected farmer and salaried top executive is also put in place at the head of each activity.



**1,500 Farmer members**  
CONSTITUTE THE GROUP'S  
SHAREHOLDERS



**9,000+ Employees**  
WITH MORE  
THAN 80 NATIONALITIES



**€ 1,909 billion** REVENUE <sup>(1)</sup> +  
**€ 642 million** FROM  
STRATEGIC PARTNERSHIPS <sup>(2)</sup>



## THE LIMAGRAIN FIELD SEEDS ACTIVITY

**Six Business Units across the world  
with a multi-crop line-up**

*“Our unique governance model ensures a long-term vision and stability. Farmers benefit from solutions that last”*

Sébastien Vidal, Farmer - Chairman of the Field Seeds Activity



These Business Units are organised by region. The research and strategic marketing activities are organised transversally within the division.

**3,900+**  
EMPLOYEES

SUBSIDIARIES  
IN  
**28**  
COUNTRIES

(1) IFRS11

(2) Strategic partnerships: AgReliant, AGT, Genective, Seed Co, Soltis, Canterra Seeds, Hengji Limagrain seeds, Carthage Génétique, and Prime Seed Co



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