



Economic situation

IAA 80: the Unigrains indicator of agri-food stocks listed in Europe

Highlights of the 1st quarter of 2018

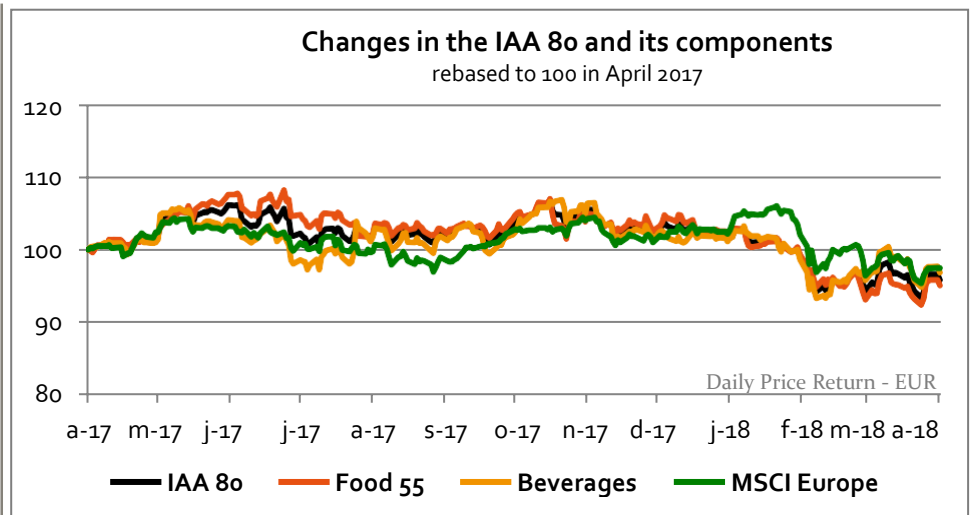
- In the 1st quarter of 2018, the IAA 80 lost 4.9% while the European market fell 4.6%.
- Small 12 was the only sub-index to record an increase (+2.1%), while leading stocks fell by 5.4%.
- In this context of general decline, the French sub-index, FR 14, remained stable at +0.7%.
- The IAA 80's valuation fell to 13.8x EBITDA, as did that of the French sub-index.



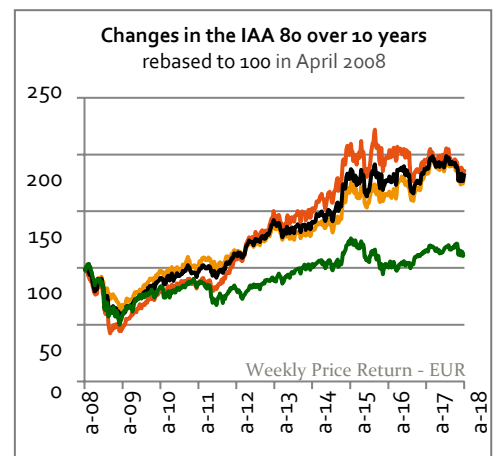
Methodology

Created by Unigrains, the IAA 80 indicator is an index consisting of 80 listed agri-food stocks in Western Europe. Further details concerning the methodology and composition of the IAA 80 indicator and sub-indices depending on activity (Food/Beverages) or size (Lead/Big/Mid/Small) are presented in appendix.

The IAA 80 declined by 4.9% in the 1st quarter of 2018



- Over the last three months, the IAA 80 lost 4.9% in a still downbeat global environment: the European market fell 4.6%.
- Over one year, the IAA 80 (-3.4%) underperformed the MSCI (-2.5%).
- Over 10 years, the average annual growth rate of the IAA 80 stands at 6.1%. The European market was considerably lower at 1.2%.



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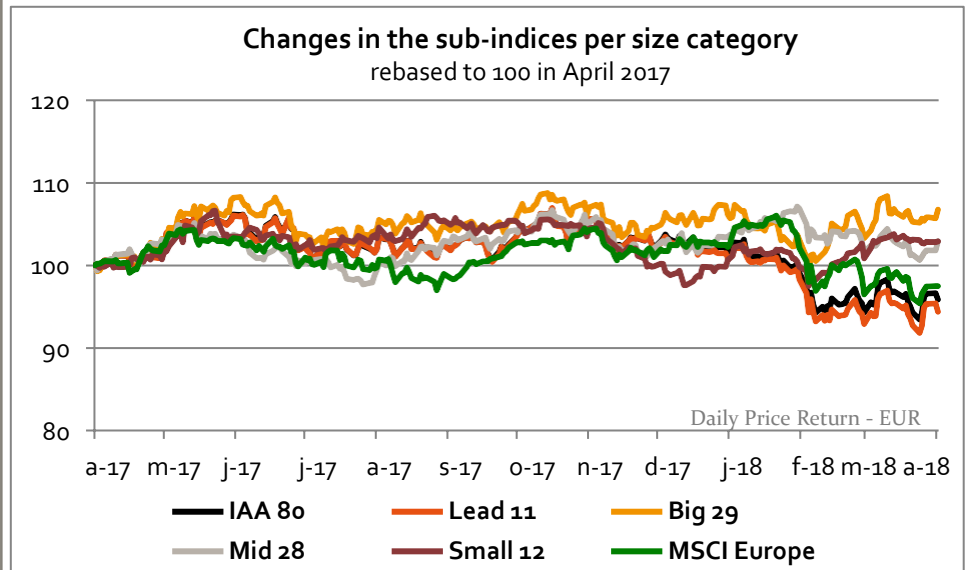
In the 1st quarter of 2018, small stocks performed better than the leaders

IAA 80 stocks are divided into four sub-indices based on their size

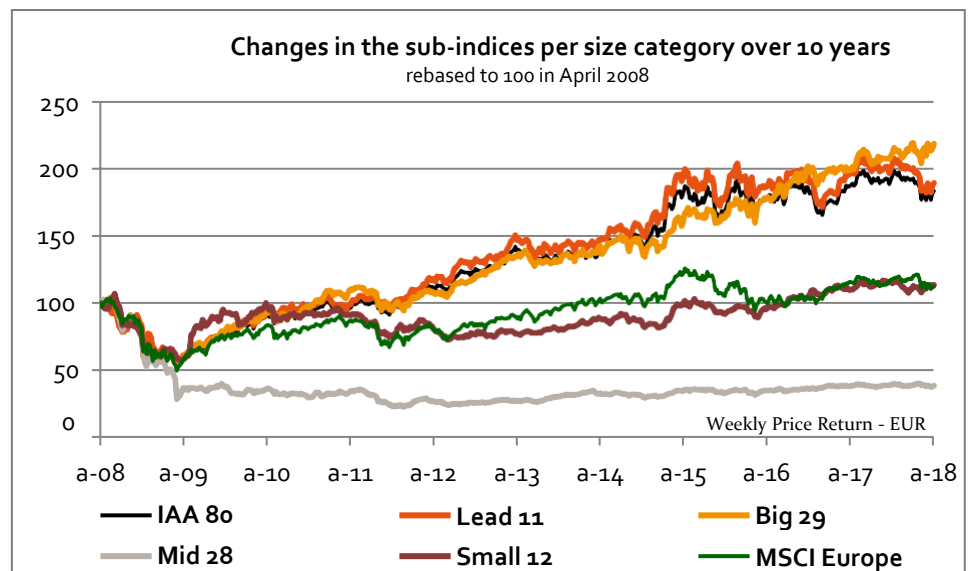
	Market capitalisation of the stocks covered (€bn)
Lead 11	≥ 10
Big 29	[1 – 10[
Mid 28	[0.2 – 1[
Small 12	< 0.2

The figure included in the name of the sub-index gives the number of stocks concerned

Over 10 years, Lead 11 and Big 29 significantly outperformed the European market



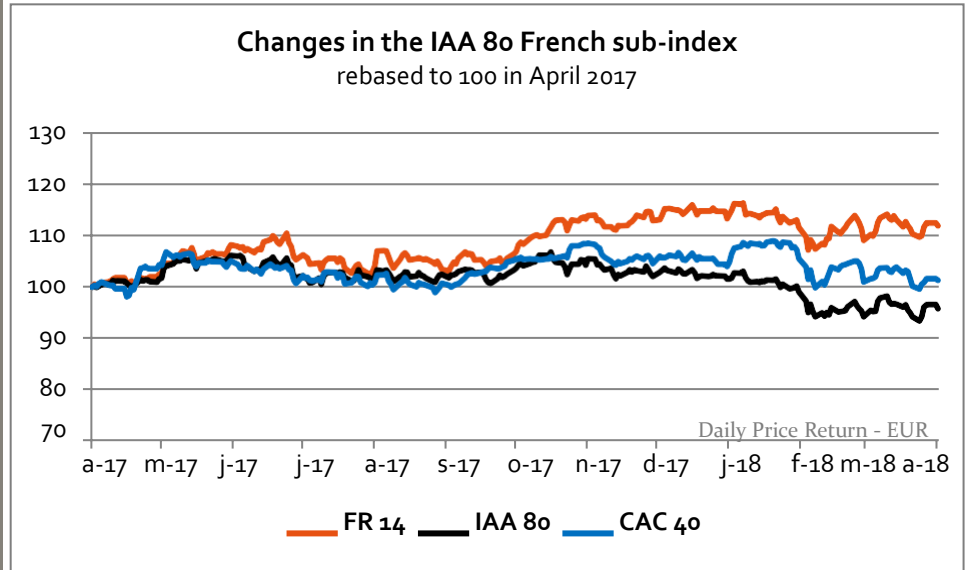
- **Small 12** was the only index to advance this quarter (+2.1%), underpinned by the strong performances of Finsbury Food (+11.1%) and The Scottish Salmon (+10.4% after a sharp decline in the previous quarter).
- **Big 29** remained stable at -0.4%, while **Mid 28** fell 1.6%.
- **Lead 11** fell 5.4%, weighed down by Nestlé (-10.1%), Kerry (-11.6%) and ABF (-9.2%).
- **Over 12 months**, Big 29 recorded the best performances (+5.6%), ahead of Small 12 (+2.8%) and Mid 28 (+1.8%). Lead 11 fell 4.6%, in turn driving down the IAA 80 (-3.4%), while the European market fell 2.5%.



Over 10 years, the IAA 80 has increased by 6.1%, while the European market has levelled out at 1.2%. The best performers are Big 29 (+8.1%) and Lead 11 (+6.6%) while Small 12 increased by 1.3% and Mid 28 fell 9%.

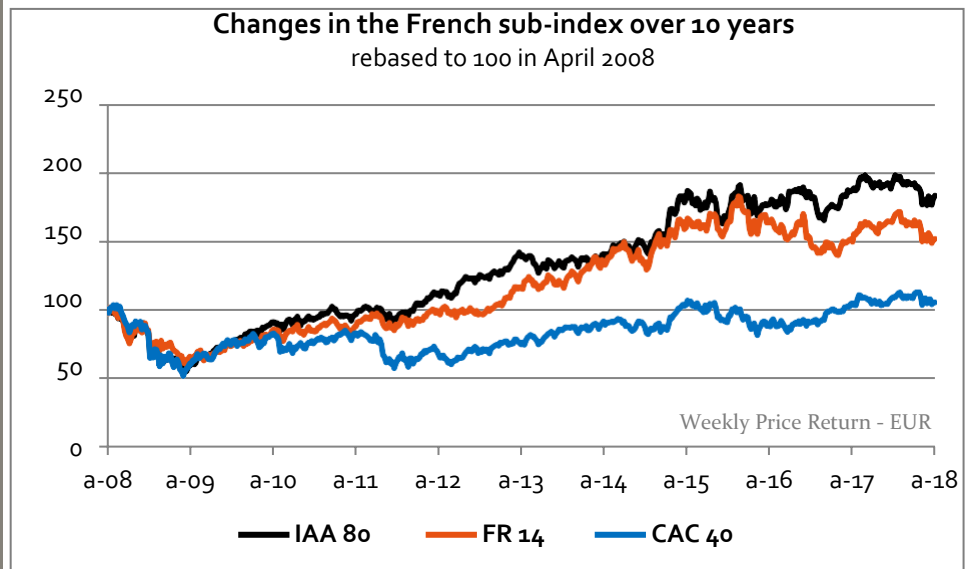


The French sub-index remained stable in the 1st quarter of 2018 in a context of general decline.



- Over the past three months, FR 14 lost 0.7% and therefore significantly outperformed the European market, which was down 4.6%.
- Marie Brizard (-29.9%) and Bonduelle (-19.4% after a good performance the previous quarter) recorded the biggest declines, while Laurent Perrier (+14.8%) and LDC (+11.3%) were the best performers.
- In the past year, FR 14 posted a rise of 12.5%, significantly outperforming the Paris stock market index, which was up 1.6%. The French sub-index is driven by LDC (+36.5%), Laurent Perrier (+36.4%), and Eurogerm (+28.5%).

Over ten years, the French sub-index outperformed the CAC 40 but lagged the IAA 80



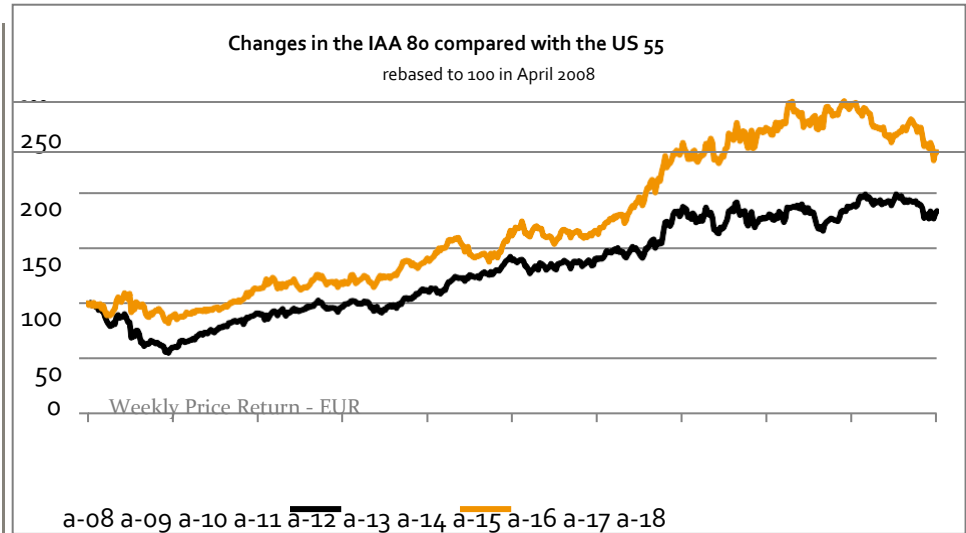
FR 14 posted an average growth rate of 4.3% per year over the last 10 years.



Comparison of changes in European and American agri-food stocks

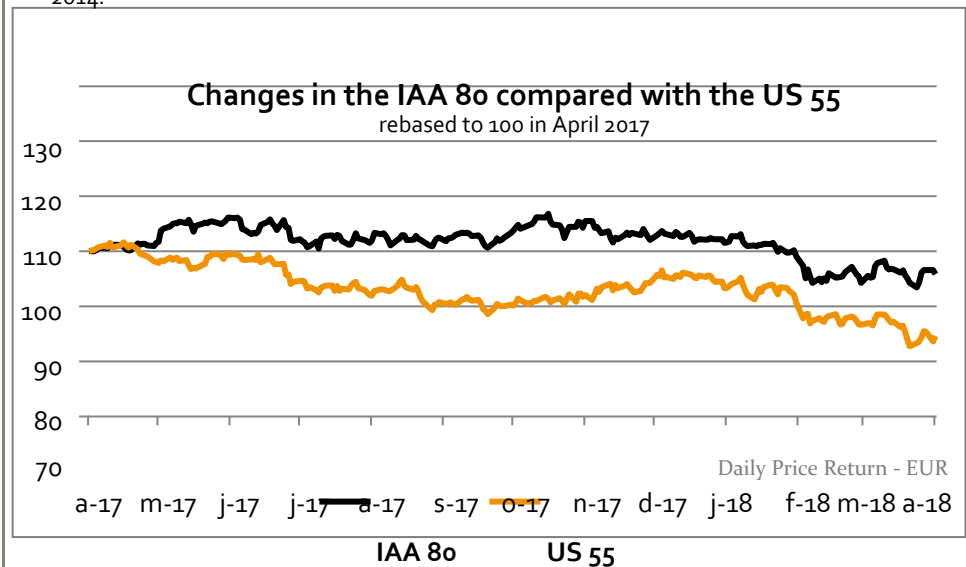
The US 55 is the Unigrains indicator of 55 agri-food stocks listed in the United States. See page 9 for its composition.

Over 10 years, the US 55 has outperformed the IAA 80



- **The US 55 has grown by an average of 8.6% a year over 10 years.** It was less impacted by the financial crisis of 2008 and its price in euro was boosted by the dollar's appreciation from 2014.

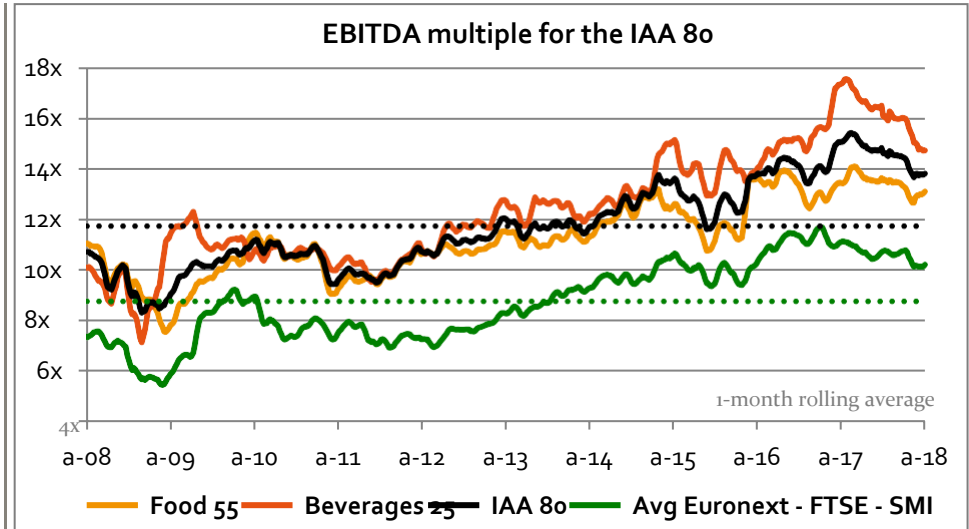
In the 1st quarter of 2018, the IAA 80 tumbled less than the US 55



- **Over the past quarter, the US 55 lost 10.5% and tumbled by 17.2% year-on-year.** The IAA 80 lost 4.9% over the quarter and 3.4% year-on-year. In the United States, the most dynamic companies were Blue Buffalo (+19%) and Dr Pepper Snapple Group (+19.1%). The ones recording the sharpest declines were B&G Foods (-34.3%) Dean Foods Company (-29%) and The Hain Celestial (-28.4%).

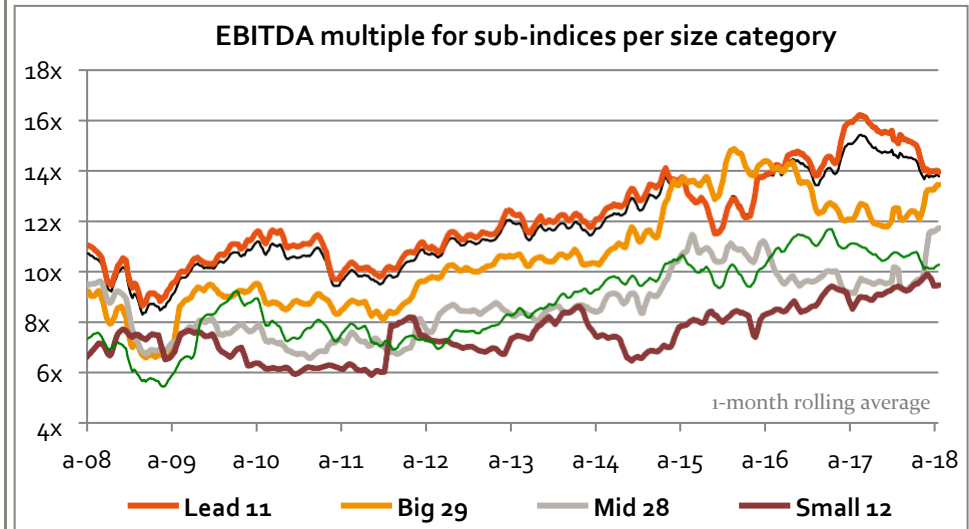


The IAA 80's valuation declined in the 1st quarter of 2018



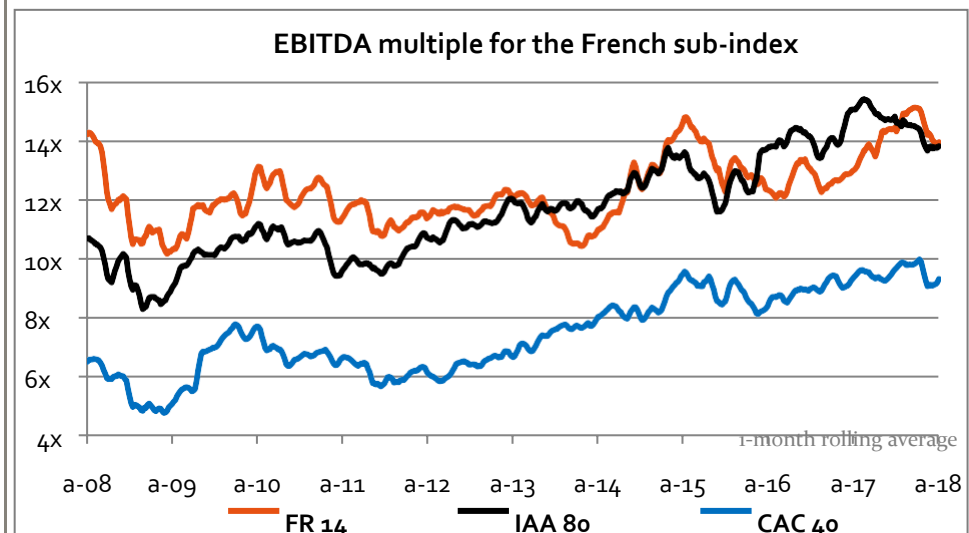
The IAA 80 ended the quarter at 13.8x EBITDA, while the average valuation of the main indices, Euronext 100, FTSE 100 and SMI, inched down to 10.2x EBITDA.

The valuations of the leaders fell slightly, those of the small-sized indices remained stable



Lead 11 ended the quarter at 14x EBITDA, Big 29 at 13.5x, Mid 28 at 11.7x and Small 12 remained stable at 9.5x.

The FR 14's valuation declined slightly, ending the quarter at 13.8x EBITDA, compared with 7.5x for the CAC 40





Appendix 1 - Additional figures and definitions

Stock market performances

Performance* of agri-food indices at 31/03/2018

	Annualised growth						
	1 month	3 months	6 months	1 year	3 years	5 years	10 years
IAA 80	2.5%	(4.9%)	(6.9%)	(3.4%)	0.0%	5.0%	6.1%
Food 55	2.9%	(5.9%)	(8.5%)	(4.2%)	2.2%	5.4%	6.0%
Beverages 25	2.0%	(3.4%)	(4.6%)	(2.3%)	(3.2%)	4.2%	6.3%
Lead 11	2.6%	(5.4%)	(8.0%)	(4.6%)	(1.1%)	4.4%	6.5%
Big 29	2.3%	(0.4%)	(0.5%)	5.6%	10.3%	9.7%	7.9%
Mid 28	0.1%	(1.6%)	(2.1%)	1.8%	3.1%	6.6%	(9.2%)
Small 12	2.0%	2.1%	(2.2%)	2.8%	4.2%	7.9%	1.2%
FR 14	3.1%	(0.7%)	5.2%	12.5%	(1.8%)	5.4%	4.2%
MSCI Europe	1.0%	(4.6%)	(5.2%)	(2.5%)	(2.6%)	4.4%	1.2%

*Share price performance throughout the corresponding period, excluding dividends

Volatility: average weekly variation (absolute)

	1 year	3 years	5 years	10 years
IAA 80	1.5%	1.6%	1.6%	1.7%
Food 55	1.5%	1.6%	1.5%	1.6%
Beverages 25	1.8%	1.9%	1.9%	2.1%
Lead 11	1.6%	1.7%	1.7%	1.7%
Big 29	1.3%	1.4%	1.4%	1.6%
Mid 28	0.9%	1.1%	1.1%	1.8%
Small 12	0.9%	1.0%	1.0%	1.4%
FR 14	1.8%	1.8%	1.8%	2.0%
MSCI Europe	1.1%	1.6%	1.6%	2.0%

Key financial data in 2016¹

Average	Sales (€m)	EBITDA/SALES	ROCE	Gearing	Leverage
IAA 80	4,600	15%	11%	0.5	2.3
Food 55	4,802	14%	11%	0.4	1.7
Beverages 25	4,154	19%	11%	0.6	3.7
Lead 11	25,194	21%	10%	0.6	2,2
Big 29	2,348	18%	13%	0.4	1.3
Mid 28	639	13%	11%	0.6	3.3
Small 12	404	9%	6%	0.4	2.4
France 14	3,146	12%	7%	0.7	5.2
Euronext 100	20,710	21%	9%	0.1	2.3

MSCI Europe: index representing the European stock market

Weighted index consisting of 437 Western European stocks. Average market capitalisation of €15 billion.

EBITDA multiple = EV/EBITDA

EV (enterprise value) = market capitalisation + net financial debt + minority interests

ROCE = EBIT * (1-33%) / (net fixed assets + working capital requirement) _{avg year n/n-1}

Gearing = net financial debt/shareholders' equity

Leverage = net financial debt/EBITDA

Financial figures are derived from the CIQ database, which adjusts them according to its own methodology, providing consistent indicators.

Financial performances

Definitions

¹ NDT : Est-ce que l'année est bonne ici ?



Appendix 2 - Methodology

Created by Unigrains, the IAA 80 indicator is an index consisting of 80 listed agri-food stocks based in 13 countries of Western Europe (Belgium, Denmark, France, Finland, Germany, Ireland, Italy, Netherlands, Norway, Spain, Sweden, Switzerland, United Kingdom). It is weighted by the market capitalisation. The selected stocks have a market capitalisation of more than €50m and a minimum float of 15%. The IAA 80 is divided into several sub-indices based on three criteria:

- Activity: Food 55 and Beverages 25, composed respectively of 55 and 25 stocks.
- Size: Lead 11, Big 29, Mid 28 and Small 12 with a breakdown of businesses based on their market capitalisation at 1 January of the current year; thresholds at €200m, €1,000m and €10,000m.
- Geographic region: France 14, composed of 14 French stocks.

All of the figures in this memorandum come from the S&P Capital IQ database and are calculated in EUR.

IAA 80 stocks

Company	Country	Sector	Sub-sector	Market capitalisation at 01/01/2018 (€m)	Size category in IAA 80
NESTLÉ	CH	Food	Sweet and savoury groceries	215,526	Lead 11
AB-INBEV	BE	Beverages	Brewing	180,086	Lead 11
UNILEVER	NL	Food	Sweet and savoury groceries	133,303	Lead 11
DIAGEO	UK	Beverages	Wine & spirits	76,869	Lead 11
HEINEKEN	NL	Beverages	Brewing	49,523	Lead 11
DANONE	FR	Food	Sweet and savoury groceries	42,947	Lead 11
PERNOD-RICARD	FR	Beverages	Wine & spirits	34,891	Lead 11
ABF	UK	Food	Sweet and savoury groceries	24,990	Lead 11
KERRY	IE	Food	Agri-food ingredients	16,457	Lead 11
CARLSBERG	DK	Beverages	Brewing	15,260	Lead 11
LINDT & SPRUENGLI	CH	Food	Chocolate, confectionery	14,127	Lead 11
BARRY CALLEBAUT	CH	Food	Chocolate, confectionery	9,521	Big 29
ORKLA	NO	Food	Sweet and savoury groceries	8,979	Big 29
DAVIDE CAMPARI	IT	Beverages	Wine & spirits	7,469	Big 29
MARINE HARVEST	NO	Food	Seafood products	6,349	Big 29
RÉMY COINTREAU	FR	Beverages	Wine & spirits	5,725	Big 29
GLANBIA	IE	Food	Agri-food ingredients	4,398	Big 29
SUDZUCKER	DE	Food	Sugar	3,714	Big 29
TATE & LYLE	UK	Food	Agri-food ingredients	3,668	Big 29
EMMI	CH	Food	Dairy products	3,209	Big 29
AAK	SE	Food	Agri-food ingredients	3,019	Big 29
EBRO FOODS	ES	Food	Sweet and savoury groceries	3,003	Big 29
FEVERTREE	UK	Beverages	Soft Drinks	2,950	Big 29
ARYZTA	CH	Food	Sweet and savoury groceries	2,933	Big 29
SALMAR	NO	Food	Seafood products	2,813	Big 29
LERØY SEAFOOD	NO	Food	Seafood products	2,658	Big 29
ROYAL UNIBREW	DK	Beverages	Brewing	2,621	Big 29
NOMAD FOODS	UK	Food	Sweet and savoury groceries	2,566	Big 29
VISCOFAN	ES	Food	Agri-food ingredients	2,564	Big 29
BRITVIC	UK	Beverages	Soft Drinks	2,405	Big 29
L.D.C.	FR	Food	Meat	1,922	Big 29
CRANSWICK	UK	Food	Meat	1,887	Big 29
GREENCORE	IE	Food	Sweet and savoury groceries	1,813	Big 29
LOTUS BAKERIES	BE	Food	Sweet and savoury groceries	1,720	Big 29



Company	Country	Sector	Sub-sector	Market capitalisation at 01/01/2018 (€m)	Size category in IAA 8o
P/F BAKKAFROST	DK	Food	Seafood products	1,715	Big 29
BELL	CH	Food	Meat	1,467	Big 29
AUSTEVOLL SEAFOOD	NO	Food	Seafood products	1,398	Big 29
BONDUELLE	FR	Food	F&V	1,352	Big 29
ROYAL WESSANEN	NL	Food	Sweet and savoury groceries	1,297	Big 29
SAVENCIA	FR	Food	Dairy products	1,131	Big 29
DAIRY CREST	UK	Food	Dairy products	906	Mid 28
GREENYARD FOODS	BE	Food	F&V	892	Mid 28
C&C GROUP	IE	Beverages	Wine & spirits	881	Mid 28
CLOETTA	SE	Food	Chocolate, confectionery	871	Mid 28
A.G.BARR	UK	Beverages	Soft drinks	867	Mid 28
GRIEG SEAFOOD	NO	Food	Seafood products	810	Mid 28
HILTON FOOD	UK	Food	Meat	714	Mid 28
NICHOLS	UK	Beverages	Soft drinks	639	Mid 28
OLVI OYJ	FI	Beverages	Brewing	620	Mid 28
RAISIO	FI	Food	Sweet and savoury groceries	605	Mid 28
NORWAY ROYAL SALMON	NO	Food	Seafood products	593	Mid 28
STOCK SPIRITS	UK	Beverages	Wine & spirits	586	Mid 28
FROSTA	DE	Food	Sweet and savoury groceries	538	Mid 28
LA DORIA	IT	Food	F&V	508	Mid 28
LAURENT-PERRIER	FR	Beverages	Wine & spirits	492	Mid 28
BARON DE LEY	ES	Beverages	Wine & spirits	473	Mid 28
PREMIER FOODS	UK	Food	Sweet and savoury groceries	400	Mid 28
ORIOR	CH	Food	Meat	391	Mid 28
SCANDI STANDARD	SE	Food	Meat	388	Mid 28
MARIE BRIZARD	FR	Beverages	Wine & spirits	354	Mid 28
HOCHDORF	CH	Food	Agri-food ingredients	345	Mid 28
ATRIA	FI	Food	Meat	341	Mid 28
HÜGLI	CH	Food	Sweet and savoury groceries	331	Mid 28
TER BEKE	BE	Food	Meat	299	Mid 28
MASSIMO ZANETTI	IT	Beverages	Coffee	254	Mid 28
LANSON-BCC	FR	Beverages	Wine & spirits	233	Mid 28
VRANKEN POMMERY	FR	Beverages	Wine & spirits	210	Mid 28
DEOLEO	ES	Food	Sweet and savoury groceries	202	Mid 28
FLEURY MICHON	FR	Food	Meat	195	Small 12
HKSCAN	FI	Food	Meat	169	Small 12
SCHLOSS WACHENHEIM	DE	Beverages	Wine & spirits	162	Small 12
THE SCOTTISH SALMON	UK	Food	Seafood products	157	Small 12
FINSBURY FOOD	UK	Food	Sweet and savoury groceries	154	Small 12
MIKO	BE	Food	Sweet and savoury groceries	153	Small 12
EUROGERM	FR	Food	Agri-food ingredients	131	Small 12
ADVINI	FR	Beverages	Wine & spirits	128	Small 12
GROUPE MINOTERIES	CH	Food	Cereal, oilseed & protein crop processing	103	Small 12
APETIT	FI	Food	Sweet and savoury groceries	88	Small 12
TIPIAK	FR	Food	Sweet & savoury groceries	79	Small 12
HARBOES BRYGGERI	DK	Beverages	Brewing	57	Small 12



US 55 stocks

The list of stocks in the US 55 is updated each year based on their market capitalisation at 1 January. This quarter, two stocks were removed from the index, which was therefore renamed US 55:

- Amplify Snack Brands, which was acquired by The Hershey Company on 31 January 2018
- Snyder's Lance, which was acquired by Campbell Soup Company on 26 March 2018

Company	Sector	Sub-sector	Average market capitalisation at 01/01/2018 (€m)
THE COCA-COLA COMPANY	Beverages	Soft Drinks	163,051
PEPSICO, INC.	Beverages	Soft Drinks	142,433
THE KRAFT HEINZ COMPANY	Food	Sweet and savoury groceries	78,930
MONDELEZ INTERNATIONAL, INC.	Food	Sweet and savoury groceries	53,764
CONSTELLATION BRANDS, INC.	Beverages	Wine & spirits	37,252
MONSTER BEVERAGE CORPORATION	Beverages	Soft Drinks	29,961
GENERAL MILLS, INC.	Food	Sweet and savoury groceries	28,076
TYSON FOODS, INC.	Food	Meat	24,783
BROWN-FORMAN CORPORATION	Beverages	Wine & spirits	21,986
THE HERSHEY COMPANY	Food	Chocolate, confectionery	20,092
KELLOGG COMPANY	Food	Sweet and savoury groceries	19,549
HORMEL FOODS CORPORATION	Food	Meat	16,004
MOLSON COORS BREWING COMPANY	Beverages	Brewing	14,724
DR PEPPER SNAPPLE GROUP, INC.	Beverages	Soft Drinks	14,696
CONAGRA BRANDS, INC.	Food	Sweet and savoury groceries	12,821
CAMPBELL SOUP COMPANY	Food	Sweet and savoury groceries	12,047
THE J. M. SMUCKER COMPANY	Food	Sweet and savoury groceries	11,758
MCCORMICK & COMPANY, INC	Food	Sweet and savoury groceries	11,123
INGREDION INCORPORATED	Food	Ingredients	8,355
LAMB WESTON HOLDINGS, INC.	Food	Sweet and savoury groceries	6,876
PILGRIM'S PRIDE CORPORATION	Food	Meat	6,438
PINNACLE FOODS INC.	Food	Sweet and savoury groceries	5,886
BLUE BUFFALO PET PRODUCTS, INC.	Food	Pet food	5,386
POST HOLDINGS, INC.	Food	Sweet and savoury groceries	4,367
SEABOARD CORPORATION	Food	Meat, agric. commodities, etc.	4,301
NATIONAL BEVERAGE CORP.	Beverages	Soft Drinks	3,782
THE HAIN CELESTIAL GROUP, INC.	Food	Sweet and savoury groceries	3,687
FLOWERS FOODS, INC.	Food	Pastry and bakery	3,368
LANCASTER COLONY CORPORATION	Food	Sweet and savoury groceries	2,954
SANDERSON FARMS, INC.	Food	Meat	2,630
DARLING INGREDIENTS INC.	Food	Ingredients	2,487
J&J SNACK FOODS CORP.	Food	Sweet and savoury groceries	2,371
TREEHOUSE FOODS, INC.	Food	Sweet and savoury groceries	2,357



Company	Sector	Sub-sector	Market capitalisation at 01/01/2018 (in €m)
FRESH DEL MONTE PRODUCE INC.	Food	F&V	1,975
B&G FOODS, INC.	Food	Sweet and savoury groceries	1,947
TOOTSIE ROLL INDUSTRIES, INC.	Food	Chocolate, confectionery	1,915
THE BOSTON BEER COMPANY, INC.	Beverages	Brewing	1,852
CAL-MAINE FOODS, INC.	Food	Eggs	1,799
COCA-COLA BOTTLING CO.	Beverages	Soft Drinks	1,674
CALAVO GROWERS, INC.	Food	F&V	1,233
HOSTESS BRANDS, INC.	Food	Sweet and savoury groceries	1,229
MGP INGREDIENTS, INC.	Beverages	Wine & spirits	1,071
DEAN FOODS COMPANY	Food	Dairy products	877
JOHN B. SANFILIPPO & SON, INC.	Food	F&V	595
SUNOPTA INC.	Food	Ingredients	555
FARMER BROS. CO.	Food	Sweet & savoury groceries	447
PRIMO WATER CORPORATION	Beverages	Soft drinks	314
CRAFT BREW ALLIANCE, INC.	Beverages	Brewing	309
LANDEC CORPORATION	Food	Milk, ingredients	289
SENECA FOODS CORPORATION	Food	F&V	250
CASTLE BRANDS INC.	Beverages	Wine & spirits	167
LIFEWAY FOODS, INC.	Food	Dairy products	107
BRIDGFORD FOODS CORPORATION	Food	Sweet & savoury groceries	95
NEW AGE BEVERAGES CORPORATION	Beverages	Soft drinks	63
ROCKY MOUNTAIN CHOCOLATE FACTORY	Food	Chocolate, confectionery	58