

# HM • CLAUSE



WHO  
WE ARE







## A common identity

HM.CLAUSE is the result of the grouping, in 2008, of Harris Moran (headquartered in California, USA) and Clause (headquartered in France). These companies have just been renamed, respectively, HM.CLAUSE Inc. (USA) and HM.CLAUSE S.A. (France).

## Managed by farmers

HM.CLAUSE is a Business Unit of Limagrain, an international co-operative agricultural group, specializing in field seeds, vegetable seeds and cereal products. Limagrain is the fourth largest seed company in the world and a leader in Europe.

The Limagrain Cooperative was founded in 1942 by farmers from Limagne (Puy-de-Dôme, France), who were looking for high-quality seeds to develop corn production. It was then able to constantly adapt to the changes in its markets by diversifying its field seeds business with vegetable seeds, and then by creating agri-food value chains.

The management of Limagrain, HM.CLAUSE shareholders, are farmers, who therefore maintain particularly close contact with their customers. This model, which is unique among its competitors, also gives it the responsibility to improve its varieties, in an ongoing and sustainable way, for the benefit of farmers and agriculture.

## Innovation oriented

HM.CLAUSE is an innovative company whose core business is plant breeding. Its business is to breed vegetable varieties, produce, and sell these seeds worldwide.

Research and Development involves 27% of the workforce and 18% of annual sales.

Twenty-three species are bred, including global species (tomato, melon, pepper, cauliflower, bean, zucchini, corn, watermelon, etc.) and local species (corn salad, fennel, okra, pumpkin, etc.).

HM●CLAUSE



# A LEGACY OF DIVERSITY

HM • CLAUSE

**HM** HARRIS MORAN  
SEED COMPANY

**CLAUSE**  
VEGETABLE SEEDS



2008



1879



1891

## HM.CLAUSE

As our institutional brand, **HM.CLAUSE** is used by our companies grouped as a Business Unit within Groupe Limagrain, our parent company.

HM.CLAUSE is supported by a tradition of seeds that has been around for more than two centuries! Our history is rooted in France, in the Dauphiné and Paris regions, and in the USA, on the east coast close to Rochester, and on the west coast in California.

With the successive acquisitions of **Tézier (1979)**, **Ferry-Morse (1982)**, then **Clause (1996)**, and **Harris Moran (1996)**, Limagrain was able to regroup this know-how and expertise within the **HM.CLAUSE** Business Unit.



HARRIS MORAN

**This is our commercial brand** that has historically been developed in the **United States**.

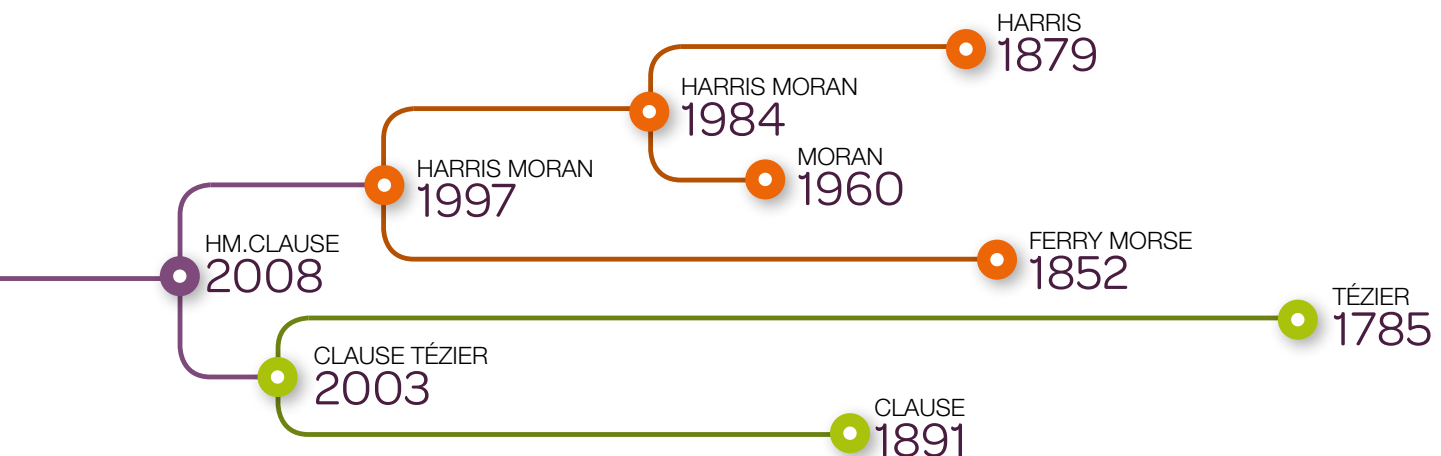
Its strengths lie in our strong partnership with our customers. Its genuineness comes from the close relationship between researchers, product managers, development technicians, sales people, and clients. They are all empowered to discover solutions best adapted to each individual's local growing conditions.



CLAUSE

**This is our commercial brand** that has historically been developed in **Europe**.

Its values are based on the constant search for innovation and the precision work done by specialists in the production of vegetables, in greenhouses or on open fields.



# HM.CLAUSE IN BRIEF

JUNE 30<sup>TH</sup>, 2013

## Organization

3 hubs and 16 subsidiaries

AMPA

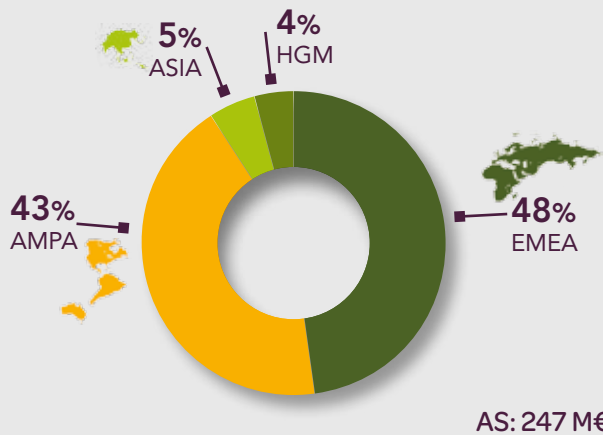
EMEA

ASIA

● Head offices / Regional office

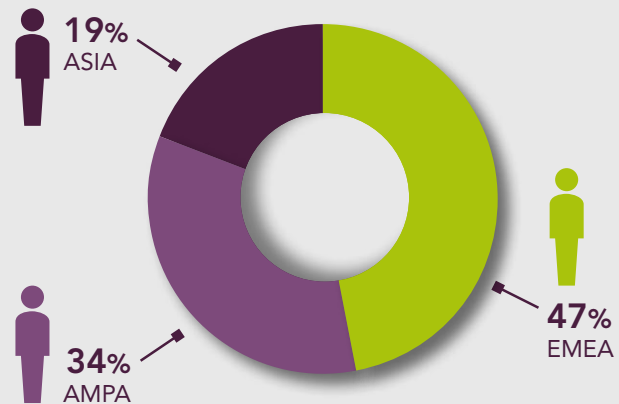


## Distribution of annual sales

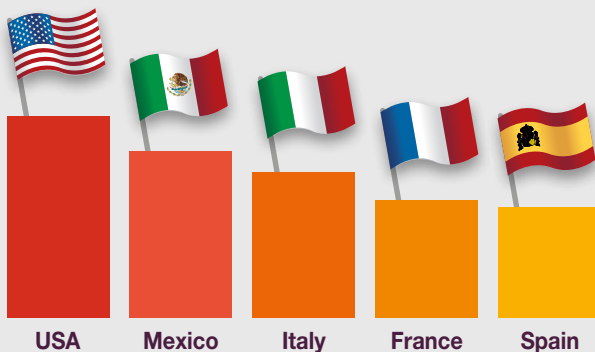


## Teams

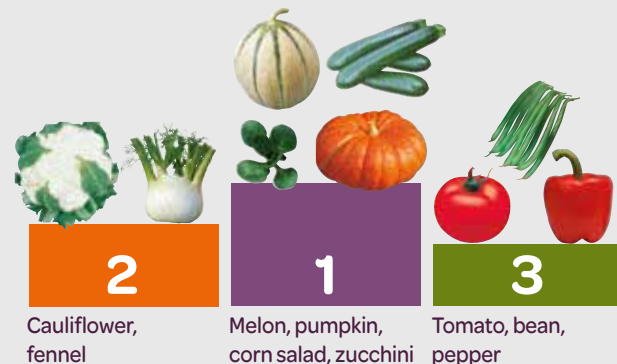
About 1,600 employees in more than 30 countries



## Top 5 markets



## Worldwide position



## Research



18%

**Research:** 18% of annual sales are invested in research, with two main laboratories in France and California, and 12 varietal breeding centers based on every continent (Australia, Thailand, India, Mexico, California, Florida, Wisconsin, Poland, Spain, France).