

PRESS RELEASE: net sales at the end of September 2019

Consolidated data (€m)	Sept. 2019	%	Sept. 2018	%	Changes (%)			
					Total	Structure	Forex	Growth
SAVENCIA Fromage & Dairy	3,648		3,526		3.4%	0.4%	-1.7%	4.8%
- Cheese Products	2,107	57.8	2,024	57.4	4.1%	0.2%	0.5%	3.4%
- Other Dairy Products	1,648	45.2	1,596	45.3	3.3%	0.6%	-4.7%	7.7%

The definitions and bases of calculation of aggregates such as changes in Group structure, foreign exchange or organic growth have not evolved in comparison with the previous year; they are defined in the Group's financial report.

At €3,648 million, Savencia Fromage & Dairy's net sales have increased by €121 million or 3.4% net of a negative foreign exchange impact of €63 million. The increase in value of most currencies in comparison with the euro was not enough to offset the Argentinian Peso's sharp loss in value.

The positive scope impact of 0.4% reflects the consolidation of the South Korean and US entities acquired during the first half of 2018.

The organic growth of 5.2% for the third quarter has reinforced the progression observed since the beginning of the year, to 4.8% at the end of September 2019. The upward trend results mainly from the improvement in world prices for industrial products and a positive cheese sales momentum.

Like-for-like for foreign exchange and scope, Cheese Products net sales rose by 3.4% at the end of September, benefiting from the products' recognized quality and the strength of the brands.

Like-for-like for foreign exchange and scope, Other Dairy Products net sales rose by 7.7%, reflecting a price impact linked to the improvement in world prices for milk powder, at a historical low in 2018.

Outlook for 2019

The high price for milk linked to France's EGAlim law, more favorable world prices for industrial products, international tensions and hyperinflation in Argentina could impact the performance of the second half of the year.

Within that environment, on October 18 Savencia Fromage & Dairy announced proposals for changes in the governance of CF&R, the subsidiary it shares with Sodiaal. The proposals, which will only become effective after the information-consultation of CF&R's staff representatives, and the agreement of the relevant competition authorities, shall result in the full consolidation of CF&R in Savencia Fromage & Dairy's consolidated financial statements in 2020.

Additional information may be consulted on our website: savencia-fromagedairy.com

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 A French joint stock company in the form of a *Société anonyme* with share capital of €14,032,930
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