



kaveri seeds®



# Kaveri Seed Company Limited

Investor Presentation – February 2018



## Safe Harbour

Certain statements in this document may be forward-looking statements. Such forward-looking statements are subject to certain risks and uncertainties like government actions, local political or economic developments, technological risks, and many other factors that could cause our actual results to differ materially from those contemplated by the relevant forward looking statements. Kaveri Seed Company Limited will not be in any way responsible for any action taken based on such statements and undertakes no obligation to publicly update these forward-looking statements to reflect subsequent events or circumstances.



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**Quarterly  
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**5 Years Financial  
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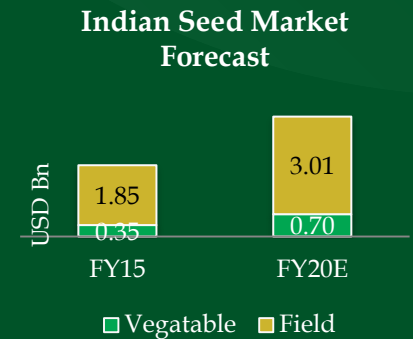
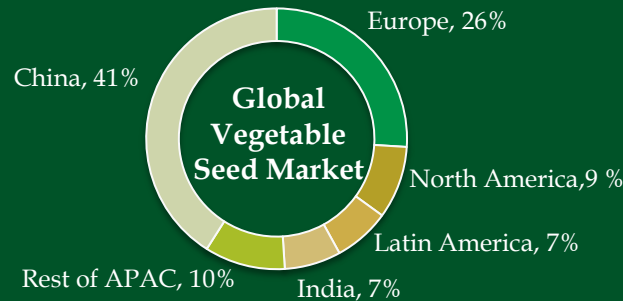
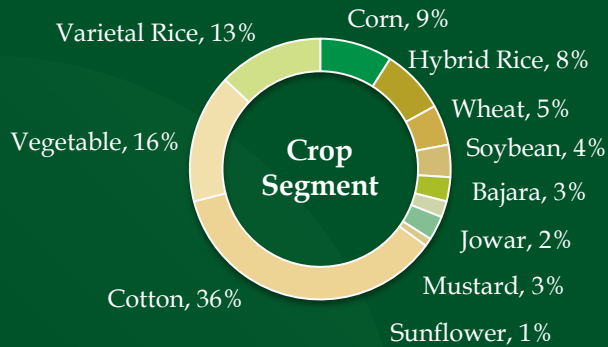
# BUSINESS OVERVIEW





# Industry Overview

- The Agriculture sector commands the largest share of the country's total land area at about 48% (or 156 million hectares) compared to USA's 18% (or 158 million hectares) and China's 15% (or 106 million hectares). While India has more arable land than China, its production is only half that of China
- The reasons for the lower productivity are low usage of high quality seeds, fertilizers, pesticides, lower farm mechanization, weak credit facilities, shortage of water and energy
- The organized Indian seed industry has been in existence since 30+ years; however the last decade has witnessed exponential and transformational growth
- The Indian Seed Industry is the 6th largest in the world in value terms accounting for about 4.5% of global industry preceded by the US (27%), China (22%), France (6%), Brazil (6%) and Canada (4.8%)
- In volume terms consumption has seen a CAGR of 8.4% from FY09 to FY15 to reach 3.5 million tonnes
- Use of branded seed and hybrid seed has been consistently increasing, Seed Replacement Rate (SRR) on the rise



Source: ISF & Sathguru Analysis

(Rs/\$ Exchange rate: FY15 at 65.42)



# Industry Overview



## Cotton Seed

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- High market penetration of hybrids
- Growth a function of market share gains, High Density Planting and Mechanical Harvesting
- Pricing subject to GOI's Price Control Order
- KSCL is market leader
- Company developed hybrids with only the pest control trait sourced under license



## Paddy

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- Paddy is the largest crop under cultivation in India and is the staple food for large population
- Hybrid penetration at less than 10%
- Farmers used saved seed; however branded and hybrids gaining increased acceptance
- Market for both selection variety rice and hybrid rice growing rapidly



## Corn (Maize)

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- Maize is the most widely grown crop worldwide
- India is the world's 6th largest producer and 5th largest consumer of maize
- Maize acreage has grown in India over years as it is highly adaptable to different season, requires less water, easy to grow with good commodity price
- Demand for Maize in India in expected to continue to grow due to demand from feed industry (accounting for ~50% of domestic maize demand) and export opportunity (seen a strong 24% CAGR in FY2005-14)



## Vegetables

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- Hybrid vegetable seed is one of the fastest-growing segments in India estimated to be around INR 2,000 crore
- India is the second-largest producer of vegetables in the world, after China
- Round the year crop, safeguarding from crop shift patterns





# The Kaveri Moat: Seeding Profitable Growth





# Company Profile



- With consistent performance in all functional areas of the Company, our endeavour is to make Kaveri a benchmark seed company with the best of research, innovation and product development.

- To realise our vision, every member at kaveri will adopt consequential values of the Company and inculcate sustainable business practices. In our endeavour to reach the goal, team Kaveri would uphold all brand promises to its stakeholders.

- We have over three decades of experience in application of the science of genetics and principles of plant breeding in the evolution of crop hybrids, quality seed production, conditioning and processing and in building extensive distribution network with strong farmer relationship.

- We are serving Indian farmer consistently to improve their crop yields ever since inception. We have developed enduring relationships with farmers across India; and our 'Kaveri Seeds' brand enjoys wide reputation and loyalty, owing to our product range and quality commitment.





# Board of Directors & Key Management



**Mr. G. V. Bhaskar Rao**  
Founder promoter, Chairman  
& Managing Director



**Dr. G. Pawan**  
Vice Chairman - Non  
Executive



**Mrs. G. Vanaja Devi**  
Founder Director



**Mr. C. Vamsheedhar**  
Executive Director



**Mr. C. Mithun Chand**  
Executive Director



**Mr. M. Srikanth Reddy**  
Board member



**Dr. S. Raghuvardhan Reddy**  
Board member



**Dr. P. Vara Prasad Rao**  
Board member



**Mr. K. Purushotham**  
Board member



**Dr. S. M. Ilyas**  
Board member



**Mr. Satish Patil**  
Chief Operating Officer



**Mr. G. Vijay Kumar**  
Chief Financial Officer



## Relevant facts

30+ Years

Rich experience in Indian seed industry

50,000+ acres

Land under seed production across different agro-climatic zones

214

Number of filings to date

7

State-of-the-art seed technology, processing and storage plants

2,900<sup>MT</sup>/cycle

Maize cob drying facility

100+

Developed high-quality hybrid and varieties across field crops and vegetables

30,000+

Loyal production growers, across 12 different agro-climatic zone

94

Product registrations with PPV to date

600,000 sqft

Cumulative warehouse space at multiple strategic location across India

16<sup>MT</sup>/day

Environment-friendly cotton delinting capacity

3<sup>rd</sup>

Largest producer of hybrid cotton seeds in India

15,000+

Customer touchpoints across India's 15 key states

16

Notified hybrids under CVRC- GoI

~ 130<sup>MT</sup>/hour

Total average throughput

8<sup>MT</sup>/day

Ginning capacity

750+

Motivated team members

1,000+

Field promoters, who work with farmers all the time

170 +

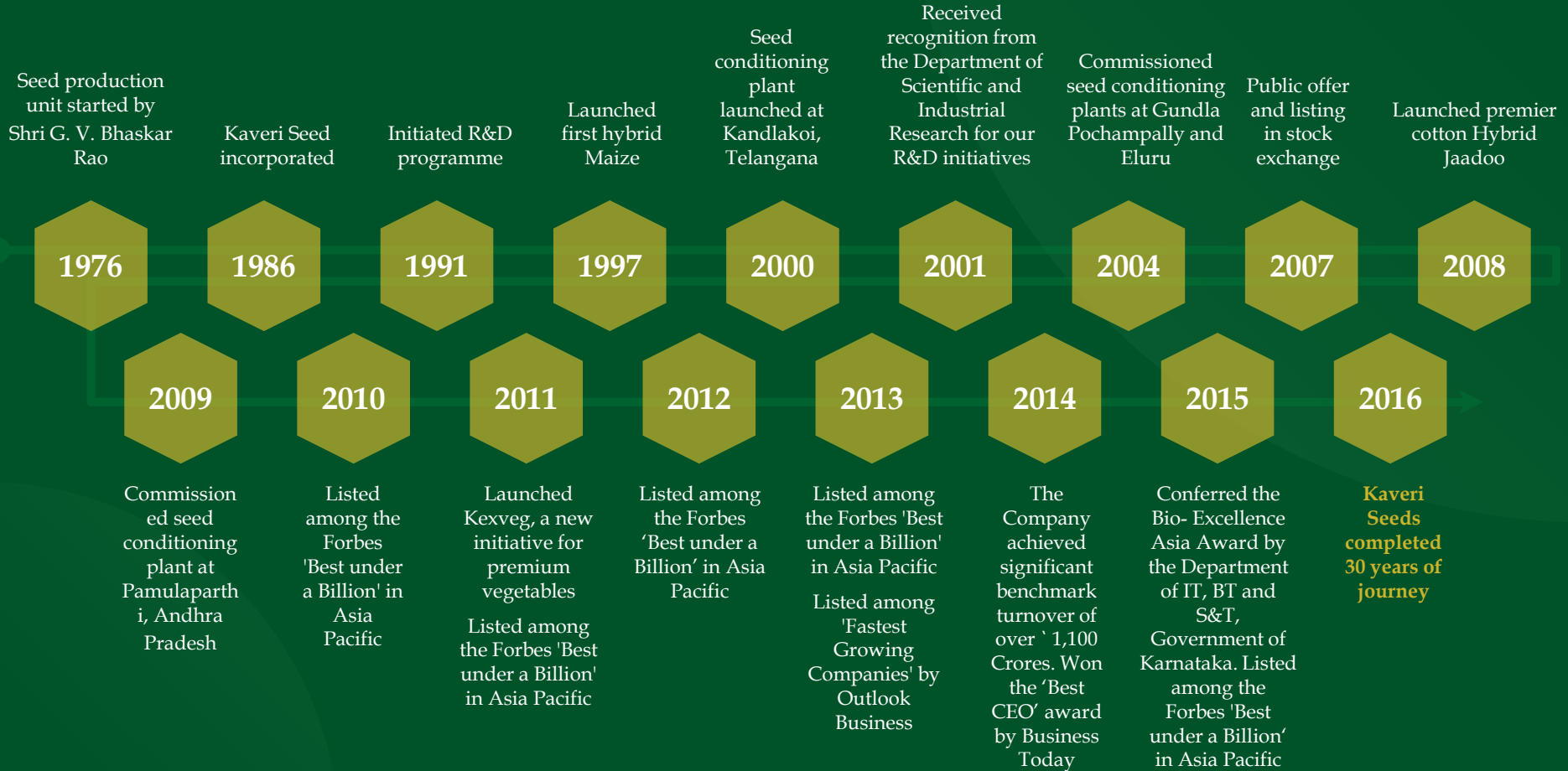
Outreach trial centres

14,000<sup>MT</sup>

Total cold storage capacity



# A 30 year Transformational Journey





# Diversified Seed Portfolio

## Field Crops



Cotton



Maize



Rice



Bajra



Sunflower



Mustard



Sorghum



Pulses



Wheat

## Vegetables



Tomato



Okra



Hot Pepper



Watermelon



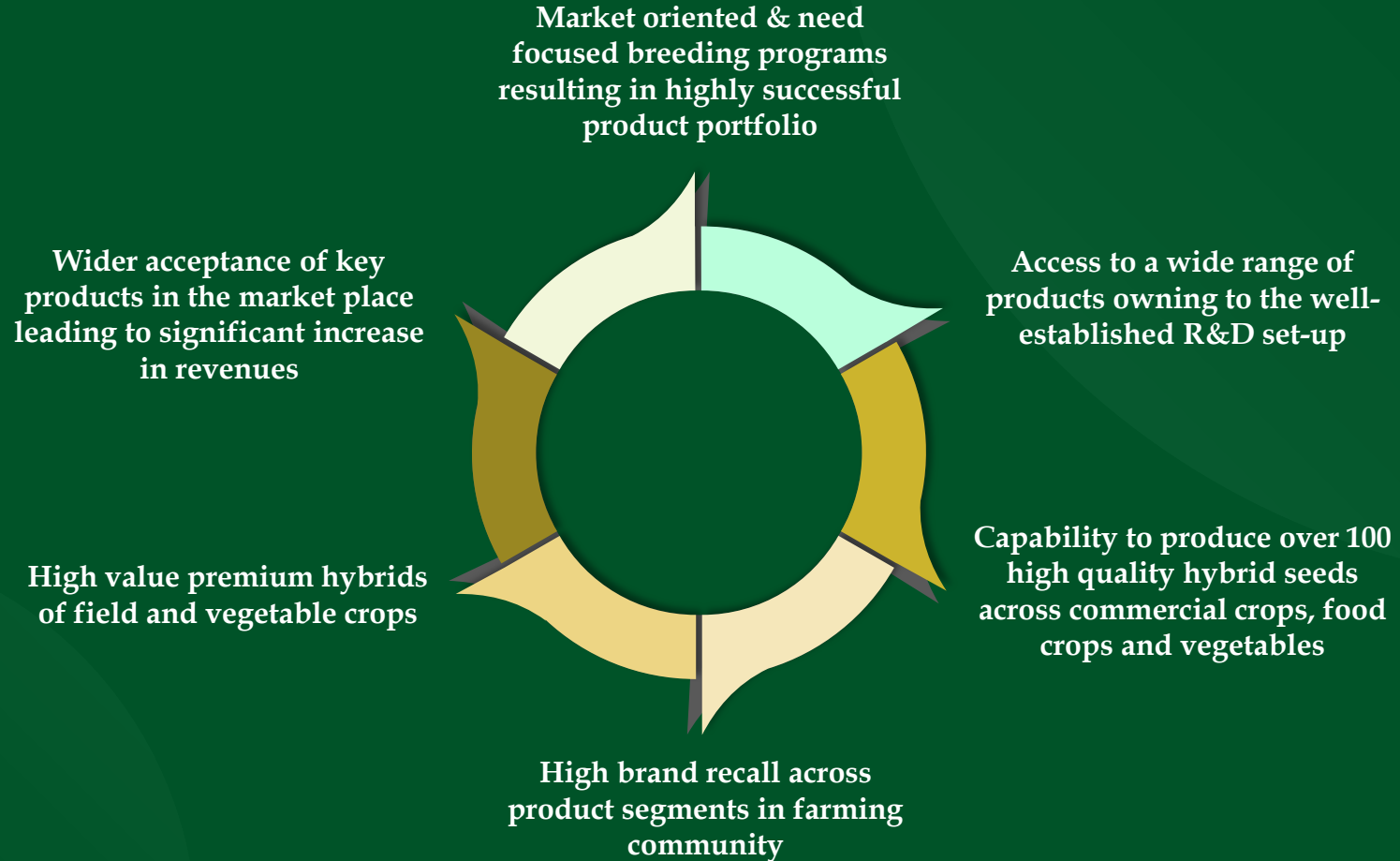
Gourd



Eggplant



# Diversified Seed Portfolio





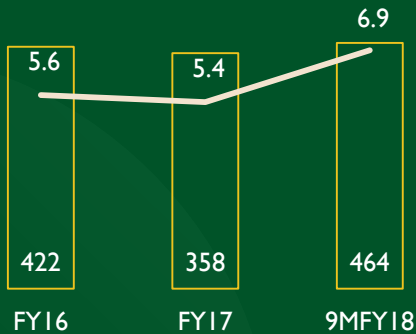
# Leadership Product Portfolio

Kaveri's cotton seed volume break-up

(m packets)	FY16	FY17	9M FY18
AP & Telangana	3.42	2.92	3.20
Maharashtra	1.12	1.49	2.23
Karnataka	0.45	0.42	0.68
Gujarat	0.25	0.24	0.41
Madhya Pradesh	0.16	0.19	0.21
Others	0.18	0.19	0.21
<i>All India</i>	<i>5.59</i>	<i>5.44</i>	<i>6.94</i>

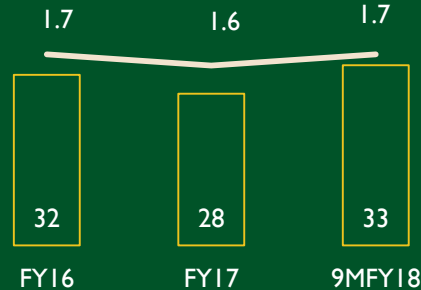
- Kaveri is amongst the top three seeds companies in the cotton segment, and top five in the maize, paddy and pearl millet segments
- Combined, these crops account for more than 90% of revenues of the Indian hybrid seed industry

Cotton seed revenue & volumes



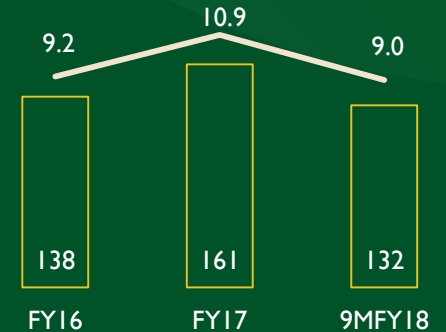
Net Revenues (Rs cr)

Hybrid Rice seed revenue & volumes



Net Revenues (Rs cr) Sales Volume ('000 tons)

Maize seed revenue & volumes

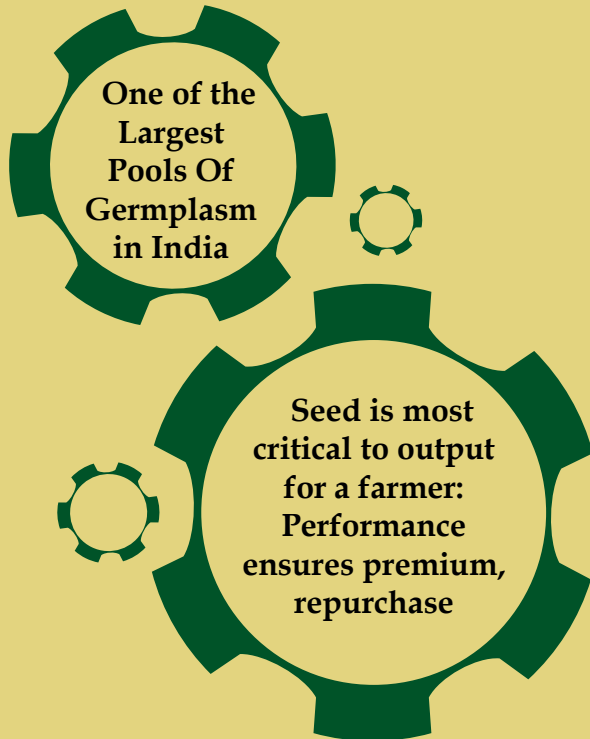


Net Revenues (Rs cr)





## Benchmark R&D



- Significant investments in the last five years for strengthening R&D
- Developed proprietary germplasm and Hybrids
- Over 600 acres of dedicated research farms with varying agro-climatic conditions
  - State-of-the-art Biotech, Quality check and seed technology labs
  - Cold / DH storage for germplasm
- Multi-location breeding and trial stations
- Strong and highly motivated R&D team about 100 personnel, including more than 20 scientists
  - Conjunct use of Bio and hybrid technologies in product development
  - Deployment of frontier technologies - Doubled haploid breeding, MAS (Marker Aided Selection), MARS (Marker Assisted Recurrent Selection), RGA (Rapid Generation Advance), Inbred pool-heterotic bins, MPS (Multi-parent synthetics ) and MAGIC (Multi-parent Advanced Generation Inter-cross populations)
- Research and Development facility recognized by Department of Science & Technology, Government of India
- Partnering with ICRISAT, Melinda Gates Foundation's Harvest Plus program, IRRI's Hybrid Rice Development Consortium, CIMMYT and USDA program on Heat Tolerant Maize for Asia (HTMA), DBT's Biotechnology Industry Research Assistance Program (BIRAP) and Asian Vegetable Research and Development Center (AVRDC) for Vegetables
- Collaboration with NARS (National Agricultural Research System) Institutes and All India coordinated crop improvement programs of ICAR



# Supply Chain Management



- Sales Forecast
- Seed Production Planning

- Foundation Seeds
- Hybrid Seeds

- Inbound
- Raw materials
- Packing Material & Chemical



Planning

Field Production

Logistics

1

2

3

4

7

6

5

Seed Markets

Logistic

Storage

Plant Processing



- Drying
- Processing
- Packing
- Finished Goods



- Domestic
- Exports



- Outbound
- Finished Goods Delivery



- Ambient storage – short term
- Cold storage – long term



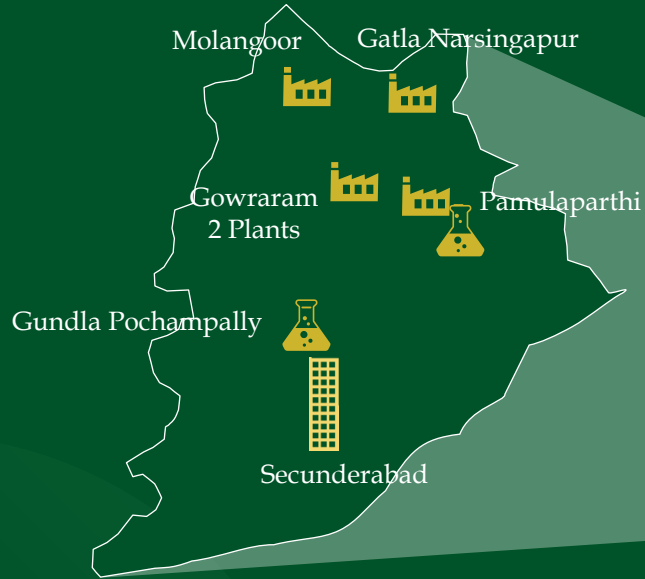
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graph LR
    A[Evaluating Needs] --> B[Collecting Genetic Resources]
    B --> C[Developing New Hybrids]
    C --> D[Producing Seeds]
    D --> E[Quality testing & Packaging]
    E --> F[Distributing and Selling Seeds]
  
```
- Evaluating Needs → Collecting Genetic Resources → Developing New Hybrids → Producing Seeds → Quality testing & Packaging → Distributing and Selling Seeds





# Distribution Presence



-  - Presence
-  - Head Office
-  - Plant
-  - R&D Laboratory



# Best-in-class, Market adjacent, Scalable Operations

## Strong Brand Equity in farming community

- Large production area across India with a loyal 'producer farmer' network
  - 30,000+ loyal production growers across 12 different agro-climatic zones
  - 1,000+ field promoters, who work with farmers all the time
  - ~ 50,000 acres under seed production across different agro-climatic zones
- High credibility with the farmers
- Focused programmes to spread awareness amongst farming community on new products in market

## Amongst The Largest Processing Capacities

- 7 Company owned plants across key locations in India with a combined processing capacity of ~ 130 tonnes per hour
- Modern equipment for pre-cleaning, grading, cob drying, storage, packing
- Maize cob drying facility with a capacity of 2,900 tonnes per cycle
- Green houses for screening, uniform blast nursery for disease/pest screening
- Cotton delinting facility

## Strong Warehouse Capabilities

- Warehouses across India with combined storage space of ~600,000 sqft
- Dehumidified, climate-controlled storage facilities
- Storage godowns of ~135,000 sqft. (cold) and ~280,000 sqft. (ambient) with holding capacity of ~25,000 MT

## Pan India Presence

- Network of more than 15,000 direct/indirect distributors across the country
- More than 200 highly motivated marketing professionals on a pan India basis
- Utilize more than 8,000 man-months of Promoters to communicate about farming best practices to farmers



# High Entry Barriers: Brand Equity Paramount

- 
- Need for high investments in R&D for seeds
  - Lead time from R&D to commercial launch is 7-8 years
  - Requirement of a wide distribution network across India for a diverse portfolio of seeds considering the varied agro-climatic conditions across India
  - A complex process of developing an effective hybrid (key skills required to choose the right kind of lines)
- Need for high degree of credibility with farmers
  - Farmers will not jeopardize their years' worth of income and land arability on unestablished company seeds





# Farmer-engagement Programmes

## Increased visibility and mindshare

- Retailer reach and connect increased
- Focused training of Field Assistants for educating farmers on advanced agronomic practices and product knowledge
- Revenue per employee of Cotton & Field Crop Sales increased by more than 25% YoY in FY17

## On-farm technology demonstration

- Conduct farmer education programmes across geographies to make them aware of new and high-yielding products; also educating them about best-in-class farming techniques to increase yield and income
- Strengthens the confidence and trust of farmers in the Kaveri brand
- Have increased the number of farm demonstrations for many of our pipeline products
- Multi Location Trials increased

**Krishi melas:** Participate in and sponsor agricultural fairs at state and district levels aimed at disseminating knowledge on new technologies and better farming techniques among farmers. These public gatherings are organised in collaboration with the State Department of Agriculture, SAU's and ICAR institutions.

## Other initiatives

- Provide financial assistance to farmers when needed
- Our team approaches farmers and provides time-critical farm assistance
- We have promoters who educate farmers about our products and agronomy practice to be followed in specific geographies
- We engage in several BTL and ATL branding initiatives for targeted audiences





# Seeding Community Wellbeing

**As a responsible corporate citizen, we undertake several sustainability initiatives for the well-being of communities. Our interventions help farmers improve their lives and be a part of India's socioeconomic progress.**

**We have adopted three villages (Gatla Narsingapur, Ramnagar and Bollone Pally) in Telangana, where we conducted the following programmes during the year:**

- Constructed new school buildings at Siddipet town and Gatla Narsingapur village in Karimnagar district
- Disbursed salaries of Vidya volunteers of Upper Primary School (UPS) and Zilla Parishad High School (ZPHS) at Gatla Narsingapur village,
- Built a mineral water plant at Gatla Narsingapur to supply potable water
- Distributed books and school bags among students of several UPS and ZPHS in Bheemdevarpally Mandal, Karimnagar district, for the academic year 2016-17
- Made furniture for a school at Gatla Narsingapur village and several colleges in Karimnagar district
- Funded school maintenance expenses like electricity charges of school buildings, upkeep of canteens and arranged sports and cultural activities at UPS and ZPHS in Gatla Narsingapur village
- Built new roads and improved the existing road and drainage facilities in the three villages
- De-silted a tank at Gatla Narsingapur to ensure better water storage facility
- Provided a school bus to Gatla Narsingapur village to facilitate smooth journey of the village children from home to school and back
- Installed computers at the Gatla Narsingapur village school for students to learn the nuances of technology
- Donated funds to 'Swarna Bharath Trust' for rural development activities
- Constructed a community hall
- Led massive plantation drives in three villages under the 'Haritha Haram' programme
- Adopted three schools in three villages to ensure education and empowerment of school-going children
- Provided scholarships to school and college students from socially backward communities, encouraging them to pursue higher studies





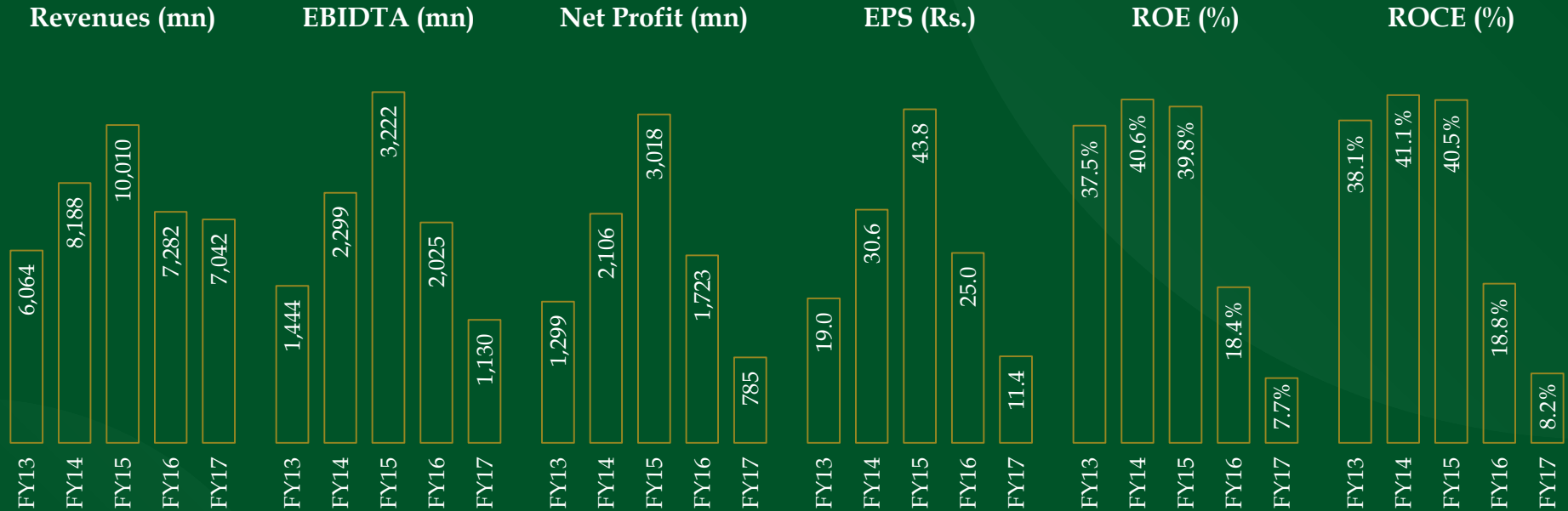
# 5 YEARS FINANCIAL PERFORMANCE





# 5 Year Financial Highlights: Standalone

## Significant Growth Trajectory and Superior Return Profile



**FY16 & FY17 turned out to be a difficult years for the seed industry, and the farmers**

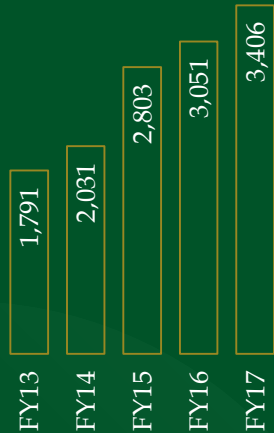
- Cotton Headwinds - Significant drop in volumes and acreage coupled with no price hikes and one of the shortest sales seasons
- Higher sales returns in non-cotton crops



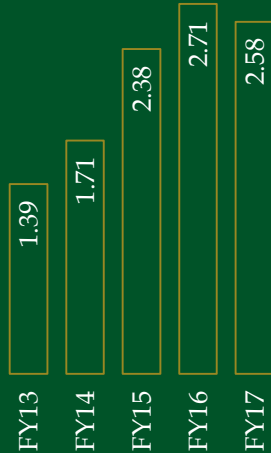
# 5 Year Financial Highlights: Standalone

## Significant Growth Trajectory and Superior Return Profile

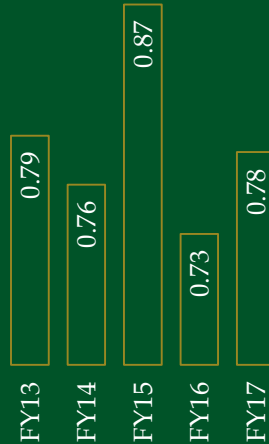
Gross Block  
(Mn)



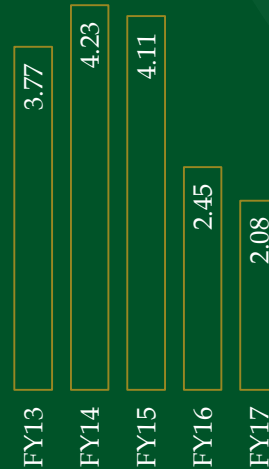
Current ratio  
(times)



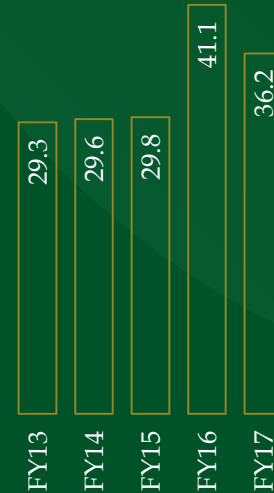
Inventory  
turnover (times)



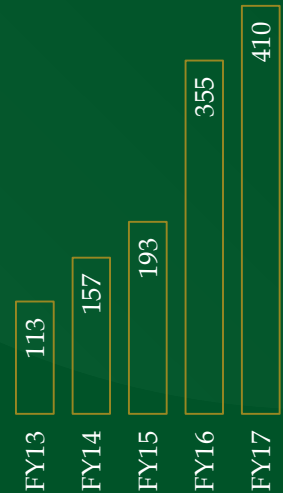
Fixed asset  
turnover (times)



Receivable Days

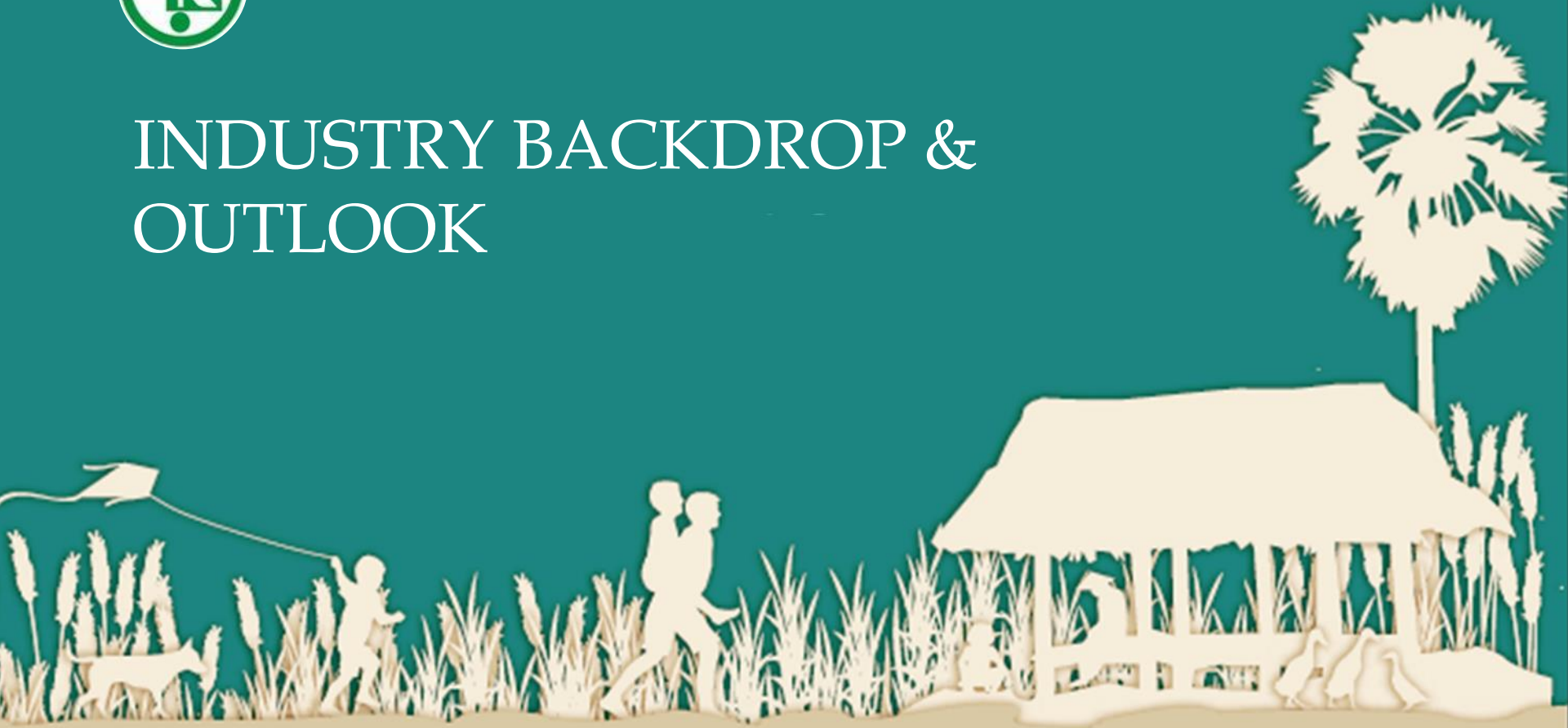


Revenue Days  
*Non Cash Net  
Current Assets*





# INDUSTRY BACKDROP & OUTLOOK







# Industry Backdrop

## ○ Seed Industry Sales trend compared to last year

|                  |    |
|------------------|----|
| – Cotton         | ++ |
| – Maize          | +  |
| – Hybrid Rice    | +  |
| – Selection Rice | ++ |
| – Bajra          | ++ |
| – Vegetables     | +  |

- Overall rainfall was normal but with wide variation
- Dry spell in August impacted yield of crops like maize, soybean and other short duration crops
- Late rains impacted crop in many areas
- Late withdrawal of monsoon helped moisture build up for Rabi season
- Tamil Nadu recovered from last year drought
- Vegetable market has improved compared to H1
- Commodity prices have remained lucrative for cotton

## ○ Crop-wise area coverage during Rabi 2017-18: As on January 19, 2018

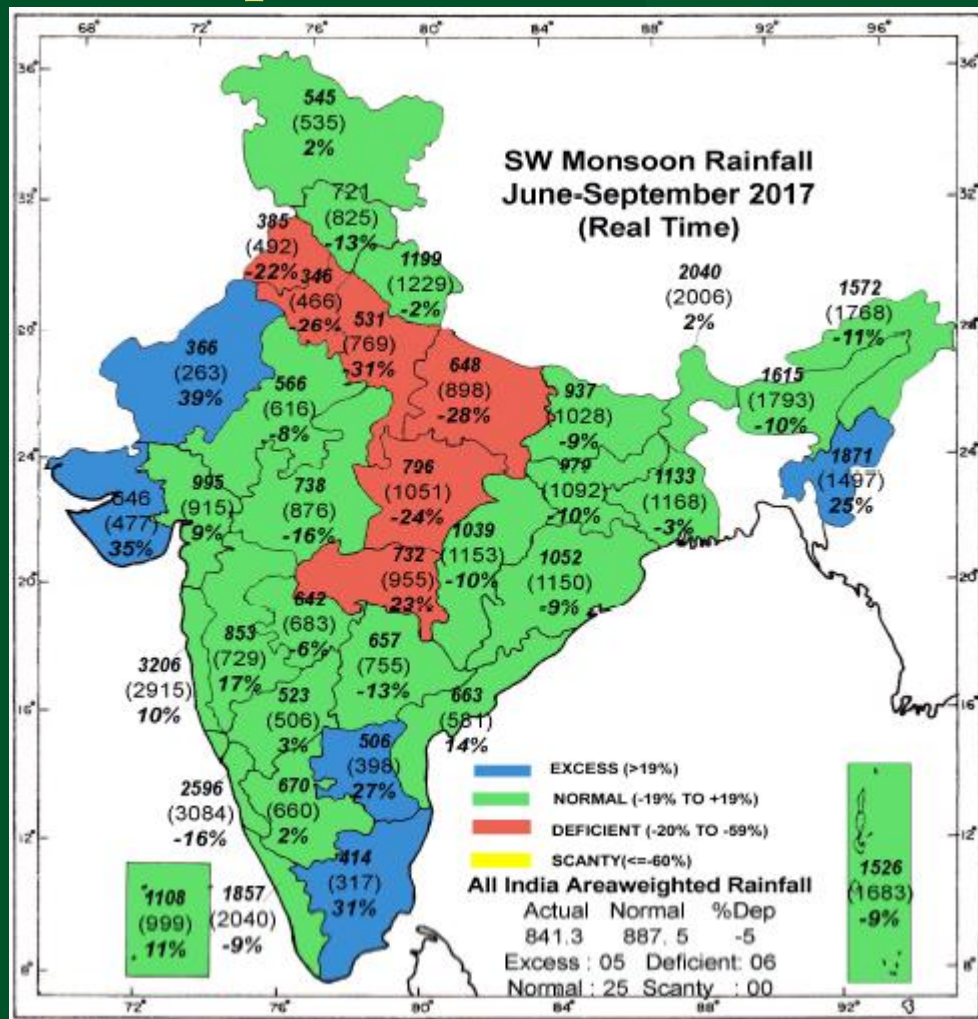
| <i>Area in lakh hectare</i> |       |        |              |
|-----------------------------|-------|--------|--------------|
| Crops                       | 2017  | 2016   | YoY Change % |
| Maize                       | 15.73 | 15.35  | 2.48         |
| Rice                        | 22.32 | 15.99  | 39.59        |
| Bajra                       | 0.224 | 0.159  | 40.88        |
| Pulses                      | 163.1 | 155.76 | 4.71         |
| Oilseeds                    | 79.11 | 82.07  | (3.61)       |

## ○ Crop-wise area coverage during Kharif 2017: As on September 29, 2017

| Crops    | 2017  | 2016  | YoY Change % |
|----------|-------|-------|--------------|
| Cotton   | 122.6 | 102.8 | 19.3         |
| Maize    | 80.5  | 84.2  | (4.4)        |
| Rice     | 379.1 | 382.4 | (0.9)        |
| Bajra    | 71.8  | 70.4  | 2.0          |
| Pulses   | 142.0 | 147.5 | (3.7)        |
| Oilseeds | 173.4 | 190.3 | 11.7         |



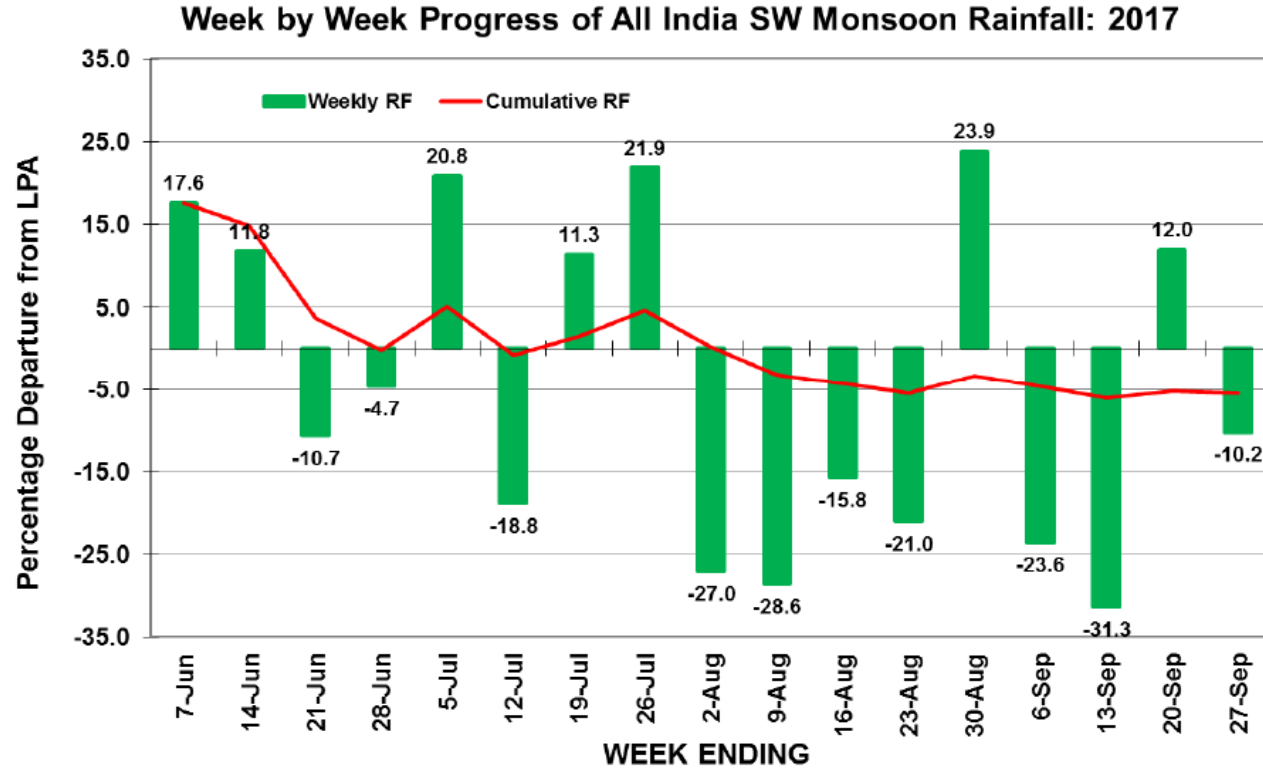
# Industry Backdrop – All India Rainfall



Source: IMD



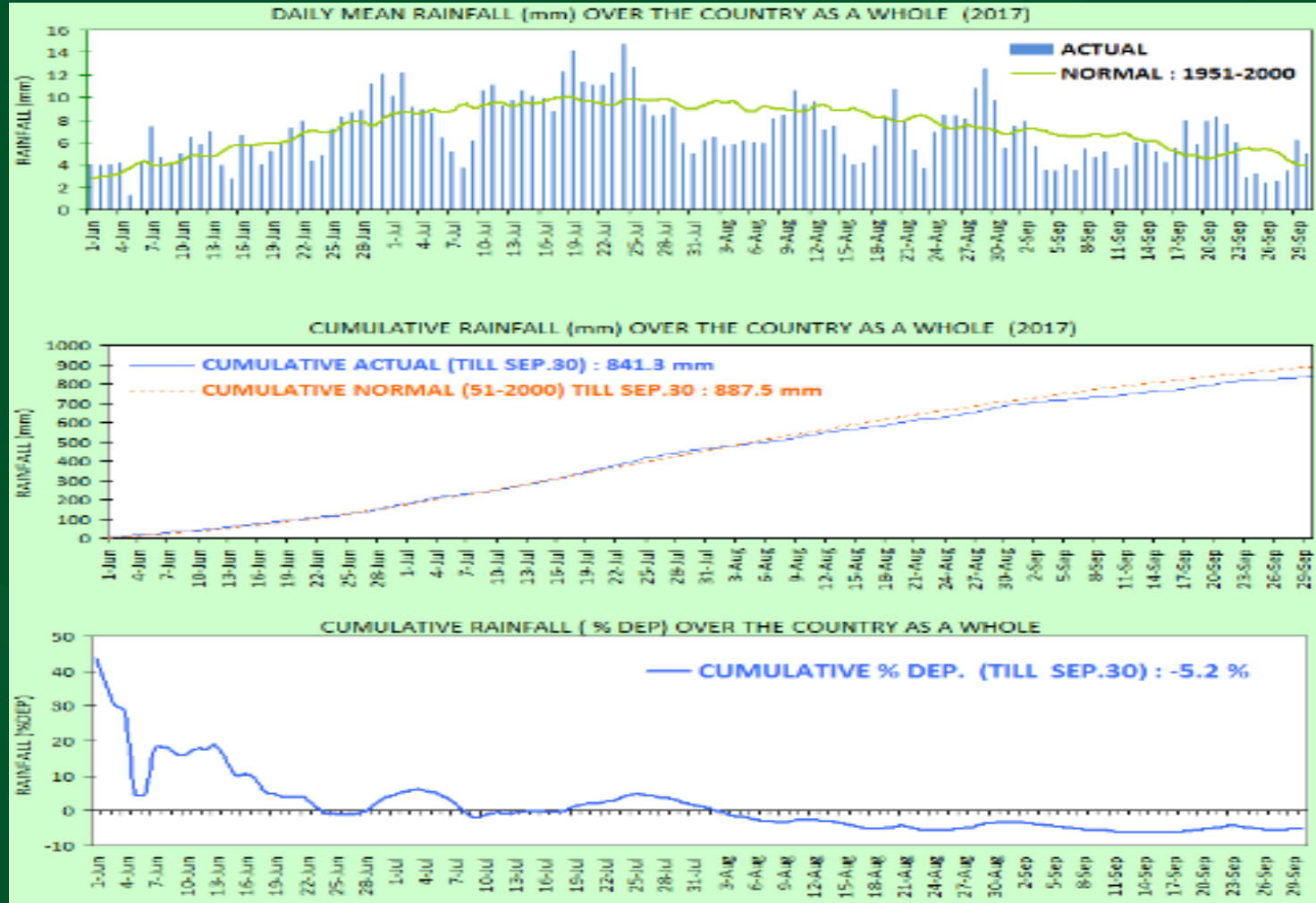
# Industry Backdrop – All India Rainfall



Source: IMD



# Industry Backdrop – All India Rainfall



Source: IMD





# Industry Backdrop - Maize

Area coverage during Kharif 2017  
as on September 29, 2017

Area coverage during Rabi 2017-18  
as on January 19, 2018

*Area in lakh hectare*

| State             | 2017        | 2016        | YoY<br>Change % |
|-------------------|-------------|-------------|-----------------|
| Madhya Pradesh    | 13.2        | 12.6        | 4.3             |
| Rajasthan         | 9.1         | 9.3         | (2.4)           |
| Karnataka         | 11.3        | 12.8        | (12.0)          |
| Maharashtra       | 9.1         | 9.2         | (0.9)           |
| Uttar Pradesh     | 7.3         | 7.8         | (7.0)           |
| Telangana         | 4.5         | 5.9         | (22.9)          |
| Bihar             | 4.1         | 4.3         | (5.3)           |
| Gujarat           | 3.1         | 3.2         | (5.2)           |
| Himachal Pradesh  | 2.9         | 3.0         | (1.0)           |
| Jharkhand         | 2.8         | 2.9         | (0.7)           |
| Orissa            | 2.3         | 2.3         | 0.4             |
| Chhattisgarh      | 2.3         | 2.3         | 0.4             |
| Jammu and Kashmir | 2.0         | 2.0         | (0.5)           |
| Punjab            | 1.4         | 1.5         | (6.9)           |
| Andhra Pradesh    | 1.0         | 0.8         | 25.6            |
| Others            | 3.3         | 3.3         | 1.2             |
| <b>Total</b>      | <b>80.6</b> | <b>83.9</b> | <b>(4.0)</b>    |

| State             | 2017        | 2016        | YoY<br>Change % |
|-------------------|-------------|-------------|-----------------|
| Bihar             | 4.7         | 4.5         | 4.0             |
| Andhra Pradesh    | 1.9         | 1.4         | 40.4            |
| Maharashtra       | 1.9         | 2.7         | (29.4)          |
| Tamil Nadu        | 1.7         | 0.6         | 170.9           |
| West Bengal       | 1.1         | 0.7         | 74.6            |
| Telangana         | 1.0         | 1.2         | (14.8)          |
| Karnataka         | 1.0         | 0.8         | 18.3            |
| Gujarat           | 1.0         | 1.3         | (24.0)          |
| Chhattisgarh      | 0.5         | 0.4         | 15.9            |
| Assam             | 0.3         | 0.2         | 42.8            |
| Uttar Pradesh     | 0.12        | 0.1         | 14.3            |
| Orissa            | 0.1         | 0.1         | 37.5            |
| Jharkhand         | 0.1         | 0.1         | 7.8             |
| Arunachal Pradesh | 0.1         | 0.1         | (2.2)           |
| Others            | 0.2         | 0.2         | 5.6             |
| <b>Total</b>      | <b>15.7</b> | <b>15.4</b> | <b>2.5</b>      |

- Telangana and Karnataka constitute more than 1/3 of organized market in Kharif Hybrid Maize seed sales
- Telangana and Karnataka contributed to nearly 2/3 of KSCL's Kharif maize sales in FY17
- Farmer down traded in few states due to tough market conditions
- Karnataka market recovered in the second half of the season due to late sowing. However, market still lower than last year
- Productivity impacted due to weather fluctuation
- Rabi exports impacted due to crop shift to Hybrid Rice in Bangladesh



# Outlook

## Industry

- Cotton outlook looks healthy despite Pink boll worm issues impacting yield as well as quality; as cotton prices have remained lucrative
- Kharif maize acreage to improve
- Vegetable sale picked up in Q3, Q4 to be better
- Major crop shifts not expected in Kharif 2018

## KSCL

- Kaveri expects to do well in Cotton irrespective of flattish industry growth driven by market share gains in Maharashtra, AP & Telangana, Gujarat
  - Jaadoo, ATM have been performing steadily and recently launched Money Maker has received strong traction
- Rice to grow on the back of KPH 468 and several products launched and notified
- Maize performance to be driven 2 new Rabi hybrids and 3 new Kharif hybrids
- Strong Vegetable growth driven by new hybrids across Hot Pepper, Okra, Tomato and Gourd





# Growth Strategy – Initiatives FY18

## Diversification

### Non cotton business stronger - reducing dependence on cotton

- Cotton growth has been more than other crops this quarter but the strategy is to grow non cotton business as well
- Selection Rice volume increased by more than 40%
- Hybrid Rice and Bajra looking positive with new product contribution going up

### Nurturing Vegetables business

- Increased investment in R&D
- Demonstration of more than 50 different product in farmer field

### Spreading geographical footprint

- Focused on strengthening distribution network beyond South and Central India, to northern, eastern and western geographies
  - Bihar >50% growth
  - Jharkhand >100% growth
  - Orissa >50% growth
  - West Bengal >200% growth
  - Gujarat >50% growth
  - Maharashtra >50% growth

## Organizational Capability

### Human Capital

- Appointed new COO – Satish Patil and new exports head – Manish Tyagi
- Appointed new R&D head, significantly strengthening the core team – had appointed Supply Chain , Marketing heads for Field Crop and Vegetable in last two years
- Beefed up mid-level talent across verticals
- Increased resourcing in R&D
- Built exclusive Vegetables sales team of more than 25 dedicated employees from 4 same time last year

### Processes

- Human Resource Management System being implemented for efficient management
- Increased number of multi-locational trials in R&D for product evaluation
- SAP implemented in Q3

### Infrastructure

- Purchased 24 acre land in Telangana for R&D and future expansions

## Increased visibility and mindshare

### Farmer Connect

- Increased number of demonstration of pre commercial products
- Increased number of below the line activities to connect with farmers

### Channel Engagement

- Mapping of retailer and focus on key retailers
- Improved engagement with Channel partners with more meetings

## Supply Chain

### Deliver volumes as per growth plan

- Cotton planting completed in four strategic location as per plan
- Rabi scale up plan in place

### Establish Vegetable seed production

- Increased vegetable seed production area for catering to FY19 plan

### Improve efficiency in operations

- Improved recovery rates of selection rice in new Mulangoor plant
- Leverage Mulangoor plant to handle higher thru-put

### Improve seed quality

- Reduced raw seed failure compared to last year in Maize and Cotton.

## Reinforce cotton leadership

### Expanding footprint outside of Telangana/ Andhra Pradesh and Karnataka

- Significant growth and market share gain in Gujarat and Maharashtra

### Increased R&D effort in North New Products

- Money Maker ramp up positive
- New product contribution up from 7% to 17%



# QUARTERLY PERFORMANCE





# Q3 FY18 Performance Review

## Profitability impacted by:

- Maize volumes impacted by lower acreages in Telangana and Karnataka; and lower exports, Revenue increased due to high value product mix
- Other income lower as a result of lower redemptions
- Cost of production lower as a result of lower write offs

## Standalone

| Rs. lakhs                | 9M FY18          | 9M FY17          | Growth (%)     | Q3FY18          | Q3FY17          | Growth (%)     |
|--------------------------|------------------|------------------|----------------|-----------------|-----------------|----------------|
| Net Sales                | 73,079.84        | 62,969.53        | 16.06          | 7,063.93        | 6,792.21        | 4.00           |
| Cost of Production       | 37,161.15        | 35,325.87        | 5.20           | 3,976.55        | 3,751.69        | 5.99           |
| <b>Gross Profit</b>      | <b>35,918.69</b> | <b>27,643.66</b> | <b>29.93</b>   | <b>3,087.38</b> | <b>3,040.52</b> | <b>1.54</b>    |
| <i>Gross Margin (%)</i>  | <i>49.15</i>     | <i>43.90</i>     |                | <i>43.71</i>    | <i>44.76</i>    |                |
| Employee cost            | 3,316.01         | 2,603.15         | 27.38          | 967.31          | 743.61          | 30.08          |
| Other Expenses           | 9,467.94         | 8,536.78         | 10.91          | 1,146.88        | 1,956.69        | (41.39)        |
| <b>Other income</b>      | <b>2,231.29</b>  | <b>3,258.28</b>  | <b>(31.52)</b> | <b>162.24</b>   | <b>1,009.72</b> | <b>(83.93)</b> |
| <b>EBITDA</b>            | <b>25,366.03</b> | <b>19,762.01</b> | <b>28.36</b>   | <b>1,135.43</b> | <b>1,349.94</b> | <b>(15.89)</b> |
| <i>EBITDA Margin (%)</i> | <i>34.71</i>     | <i>31.38</i>     |                | <i>16.07</i>    | <i>19.87</i>    |                |
| Depreciation             | 1,810.87         | 2,193.69         | (17.45)        | 574.81          | 689.31          | (16.61)        |
| Finance Cost             | 35.25            | 7.95             | 343.40         | 4.57            | 4.23            | 8.13           |
| <b>PBT</b>               | <b>23,519.91</b> | <b>17,560.37</b> | <b>33.94</b>   | <b>556.05</b>   | <b>656.40</b>   | <b>(15.29)</b> |
| <b>PAT</b>               | <b>22,871.73</b> | <b>16,566.59</b> | <b>38.06</b>   | <b>543.43</b>   | <b>355.25</b>   | <b>52.97</b>   |
| <i>PAT Margin (%)</i>    | <i>31.30</i>     | <i>26.31</i>     |                | <i>7.69</i>     | <i>5.23</i>     |                |



# Cash investments as on 31 December 2017

*Rs.in Lakhs*

*All figures based on cost*

| <b>Fund House</b> | <b>Liquid</b> | <b>Liquid Plus</b> | <b>FMPs</b>  | <b>Short Term</b> | <b>Medium Term</b> | <b>Total</b>  |
|-------------------|---------------|--------------------|--------------|-------------------|--------------------|---------------|
| ASK               | -             | -                  | -            | -                 | 2,991              | 2,991         |
| BIRLA             | -             | -                  | -            | 3,215             | 2,700              | 5,915         |
| DSP               | 500           | -                  | -            | -                 | -                  | 500           |
| HDFC              | -             | -                  | 4,905        | -                 | 3,800              | 8,705         |
| ICICI             | 152           | 670                | 780          | 2,750             | 3,703              | 8,056         |
| IDFC              | -             | 1,286              | -            | -                 | 1,100              | 2,386         |
| IIFL              | -             | -                  | -            | -                 | 2,500              | 2,500         |
| KOTAK             | 1,000         | 4,000              | -            | -                 | 350                | 5,350         |
| RELIANCE          | -             | 1,253              | -            | -                 | 5,300              | 6,553         |
| TATA              | -             | 297                | -            | -                 | -                  | 297           |
| UTI               | -             | -                  | -            | 500               | -                  | 500           |
| <b>Total</b>      | <b>1,652</b>  | <b>7,506</b>       | <b>5,685</b> | <b>6,465</b>      | <b>22,444</b>      | <b>43,753</b> |

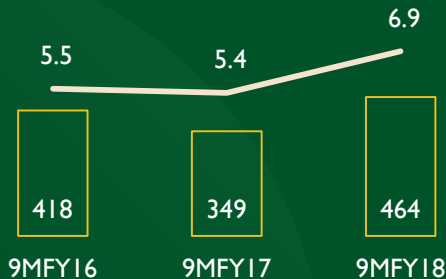
Total cash on books of Rs . 458 crore as on 31 December, 2017



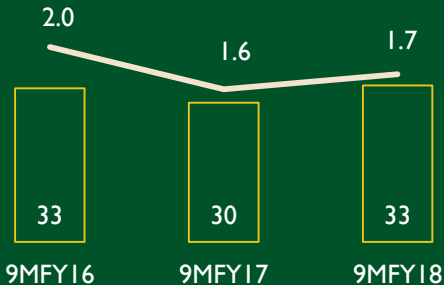
# Q3 & 9M FY18 Operational Highlights

- Cotton Kaveri volumes grew by 28% in 9M
  - Gained cotton seed market share in Gujarat, Maharashtra, Karnataka
- Maize volumes dropped by 14 %YoY in 9M
  - Market dropped in key Kaveri states of Telangana and Karnataka
  - Government business volumes dropped compared to last year
- Hybrid Rice volumes increased by 10% in 9M inspite of drop in govt business
  - Introduction of new hybrid helped
  - Contribution of new product went up from 1% to 18% of volume
- Selection Rice volumes grew by 30% in 9M
  - Contribution of new products went up from 3% to 8%
- Bajra - Volume has dropped but new product contribution is up
  - New product contribution has gone up from 6% to 14% of volume
- Sunflower volume has doubled in 9M FY18 compared to 9M FY17
- 2 new cotton hybrids launched and 2 new cotton hybrids under demonstrations with farmers - Performance of Money Maker appreciated by farmers
- 3 new hybrids launched in maize for kharif season. 2 new hybrids in maize to be launched in rabi season
- 2 new maize hybrids under demonstration
- 4 new hybrids in pearl millet in kharif season under demonstration. 1 new product launched
- 1 new hybrid launched in hybrid rice and 4 new products launched in selection rice. KPH 468 13x growth. Consistent performance across geography. Plan in place to ramp up in coming year
- 1 new hybrid in hybrid rice and 2 new products in selection rice under demonstration
- Notifications for 2 new rice hybrids and 1 tomato hybrid

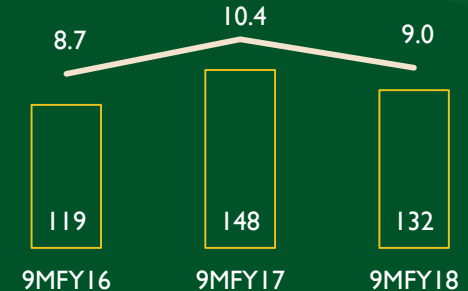
Cotton seed revenue & volumes



Hybrid Rice seed revenue & volumes



Maize seed revenue & volumes



Net Revenues (Rs cr) Sales Volume (mn packets)

Net Revenues (Rs cr) Sales Volume ('000 tons)

Net Revenues (Rs cr)



# Investor Contacts

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THANK YOU