

07th September 2017

Bombay Stock Exchange Ltd.,
1st Floor New Trading Ring
Rotimda Building
P.J.Towers, Dalal Street, Fort,
MUMBAI - 400 001

National Stock Exchange of India Ltd.
Exchange Plaza, 5th Floor,
Plot No.C/1, G Block,
Bandra Kurla Complex, Bandra (E)
MUMBAI - 400 0051

Scrip Code: 532899

Scrip Code: KSCL

Dear Sir,

Sub: Presentation: Kaveri Seed - Meeting with Several Funds/ Investors - Reg.

Please find attached herewith the Presentation of the company in connection with participating in a Non-Deal Road Show (organized by Motilal Oswal) and will be meeting with several funds/ Investors in the US from 11th September to 15th September 2017.

The same was displayed at our Company's website at www.kaveriseeds.in

This is for your kind information and record.

Thanking you,

Yours faithfully,

For KAVERI SEED COMPANY LIMITED



C.MITHUN CHAND
WHOLE TIME DIRECTOR

Encls: a/a.

Kaveri Seed Company Limited

Investor Presentation – September 2017





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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Business Overview

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5 Years Financial Performance

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Industry Backdrop & Outlook

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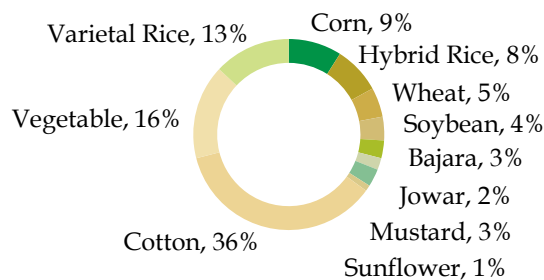
Quarterly Performance



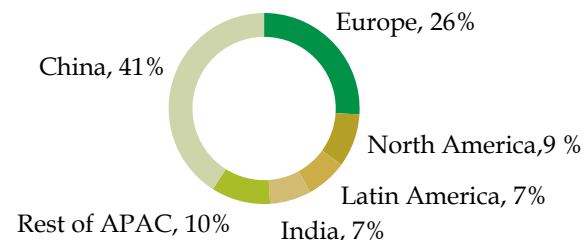
Business Overview

- 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

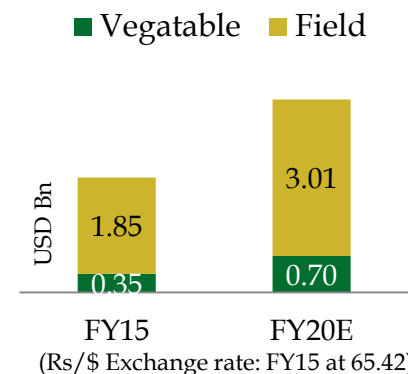
Crop Segment



Global Vegetable Seed Market



Indian Seed Market Forecast





Cotton Seed

- 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

- 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)

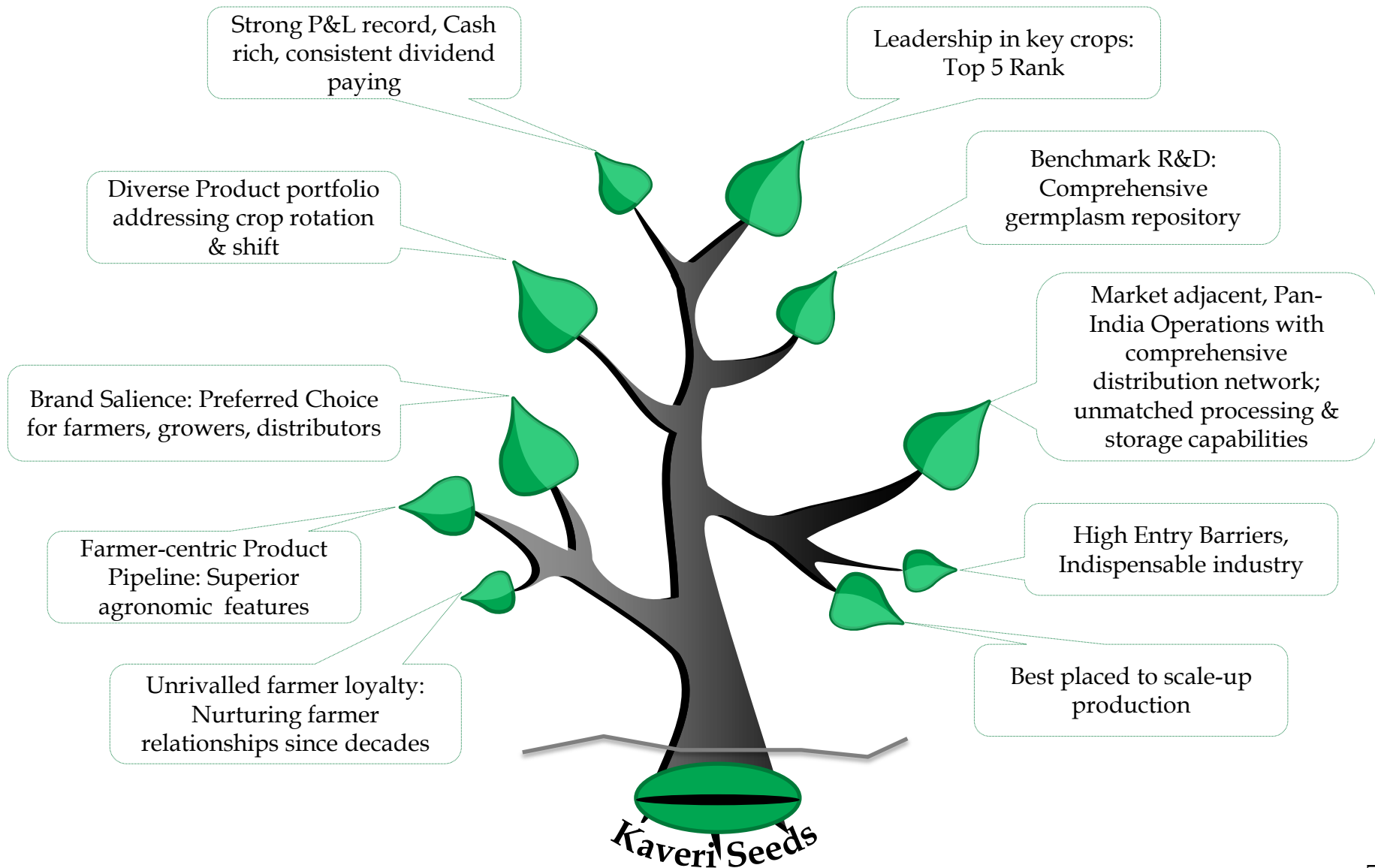
- Maize is the most widely grown crop worldwide
- India is the world's 6th largest producer and 5th largest consumer of maize
- Maize acreage has grown in India over years as it is highly adaptable to different season, requires less water, easy to grow with good commodity price
- Demand for Maize in India is 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

- 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



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.

Our Vision



Our Mission



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 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.

Our Reputation



Our Expertise



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.

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



Dr. Y. L. Nene

Board member



Mr. M. Srikanth Reddy

Board member



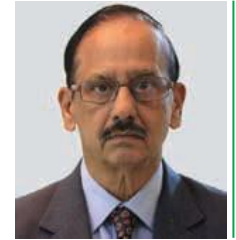
Dr. S. Raghuvardhan Reddy

Board member



Mr. P. Vara Prasad Rao

Board member



Mr. K. Purushotham

Board member



Dr. S. M. Ilyas

Board member



Mr. G S Satish

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 MT/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 MT/day

Environment-friendly cotton delinting capacity

3rd

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 MT/hour

Total average throughput

8 MT/day

Ginning capacity

750+

Motivated team members

1,000+

Field promoters, who work with farmers all the time

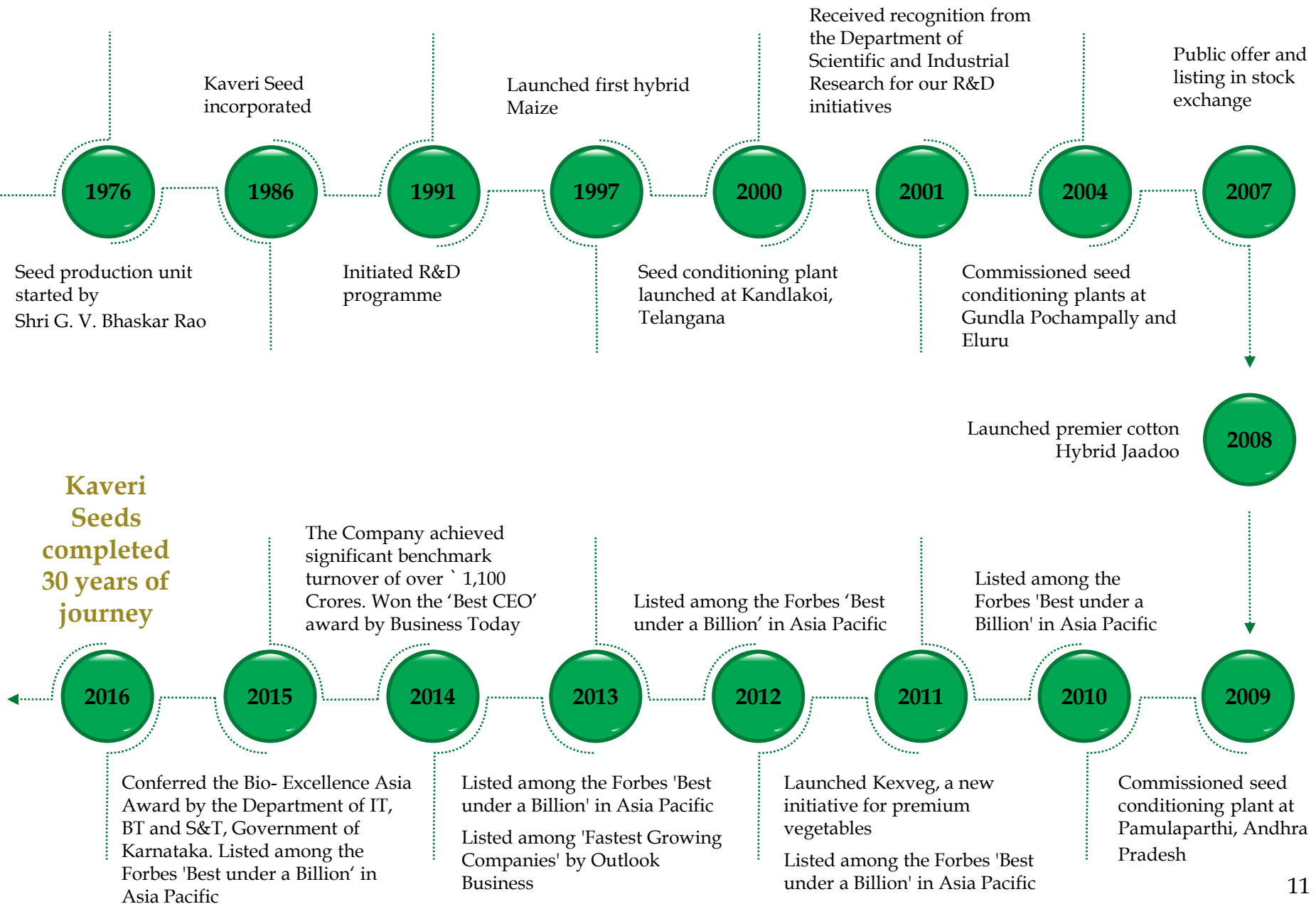
170+

Outreach trial centres

14,000 MT

Total cold storage capacity

A 30 year Transformational Journey



Diversified Seed Portfolio



FIELD CROPS



VEGETABLES



Diversified Seed Portfolio



**Wider acceptance
of key products in
the market place
leading to
significant increase
in revenues**

**Market oriented &
need focused
breeding programs
resulting in highly
successful product
portfolio**

**Access to a wide
range of products
owing to the well-
established R&D
set-up**

**High value
premium hybrids
of field and
vegetable crops**

**High brand recall
across product
segments in
farming
community**

**Capability to
produce over 100
high quality hybrid
seeds across
commercial crops,
food crops and
vegetables**

Leadership Product Portfolio



Top 5 rank in key crop segments

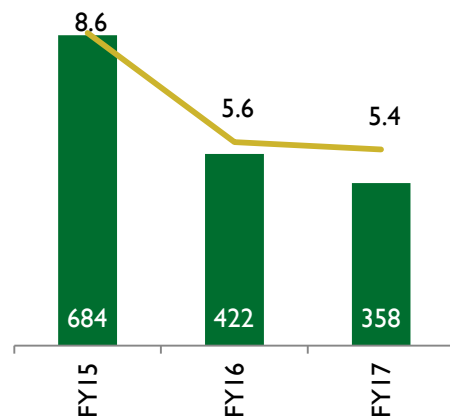
Kaveri Market Share by crop (in %)	FY15	FY16	FY17
Cotton	18.0	13.8	14.4
Maize	10.1	10.2	10.8
Hybrid Rice	4.2	4.5	4.1
Pearl millet	12.0	10.0	9.2

Kaveri's cotton seed volume break-up

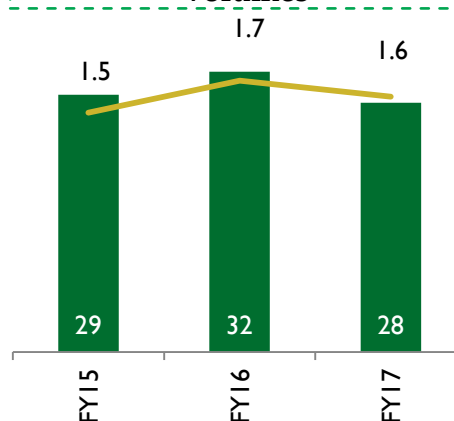
(m packets)	FY15	FY16	FY17
AP & Telangana	5.42	3.42	2.92
Maharashtra	1.33	1.12	1.49
Karnataka	1.26	0.45	0.42
Gujarat	0.16	0.25	0.24
Madhya Pradesh	0.16	0.16	0.19
Others	0.29	0.18	0.19
All India	8.63	5.59	5.44

- 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

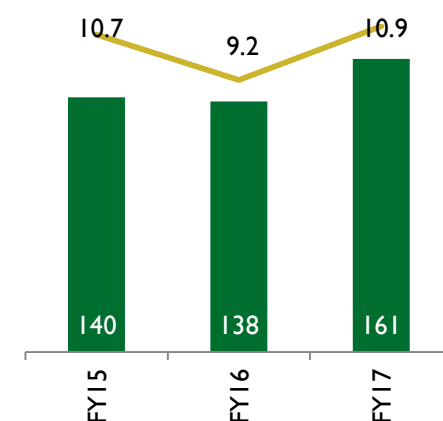
Cotton seed revenue & volumes



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) Sales Volume ('000 tons)

One of the Largest Pools Of Germplasm in India

- 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

Seed is most critical to output for a farmer: Performance ensures premium, repurchase

Supply Chain Management

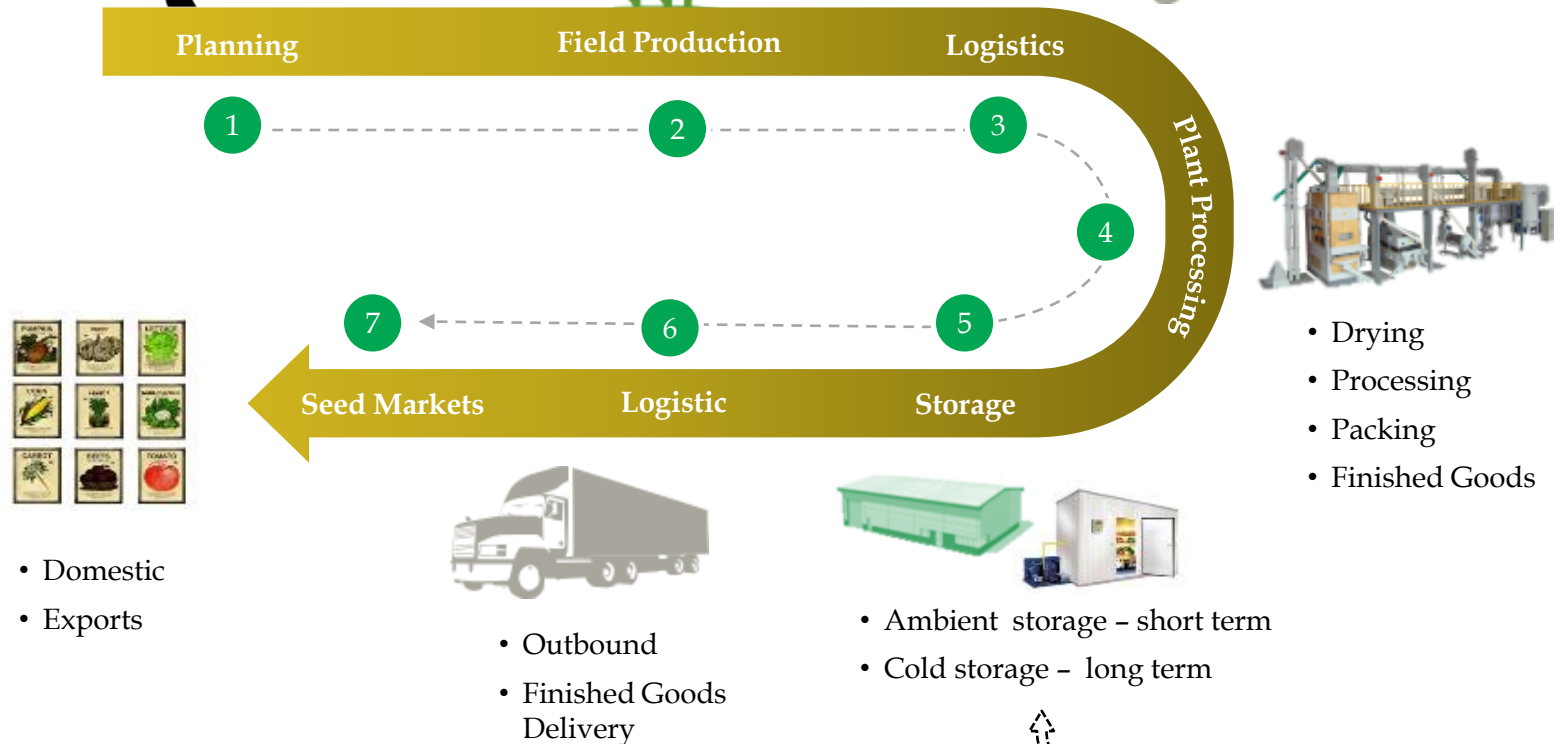


- Sales Forecast
- Seed Production Planning



- Foundation Seeds
- Hybrid Seeds

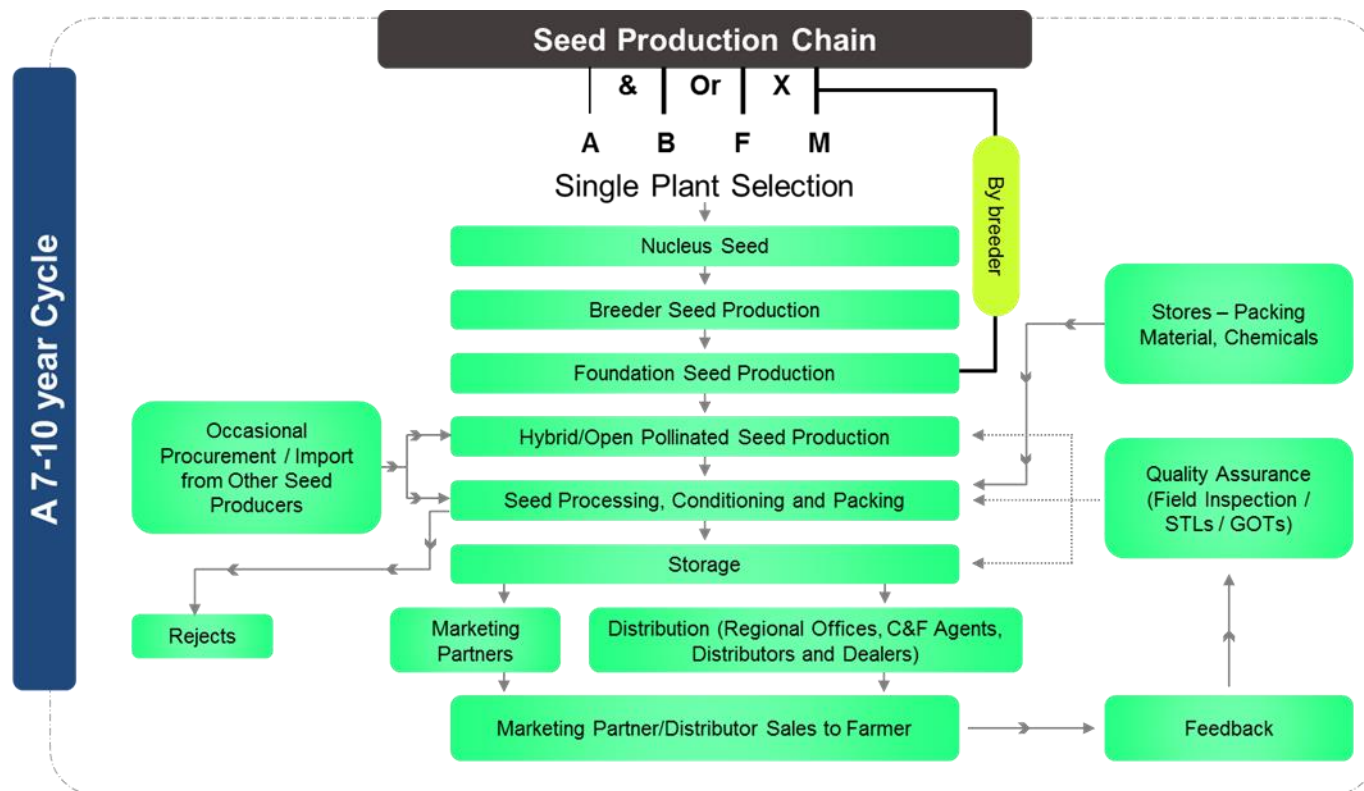
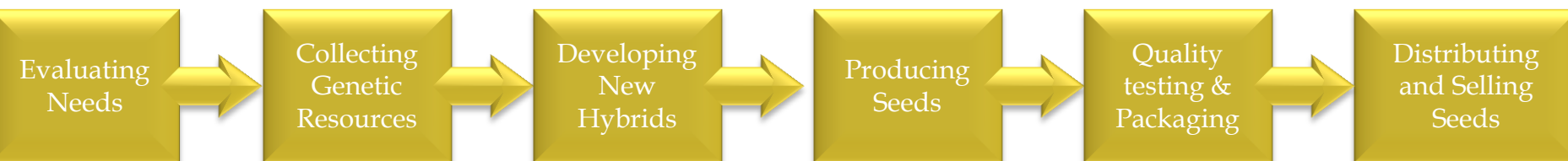
- Inbound
- Raw materials
- Packing Material & Chemical



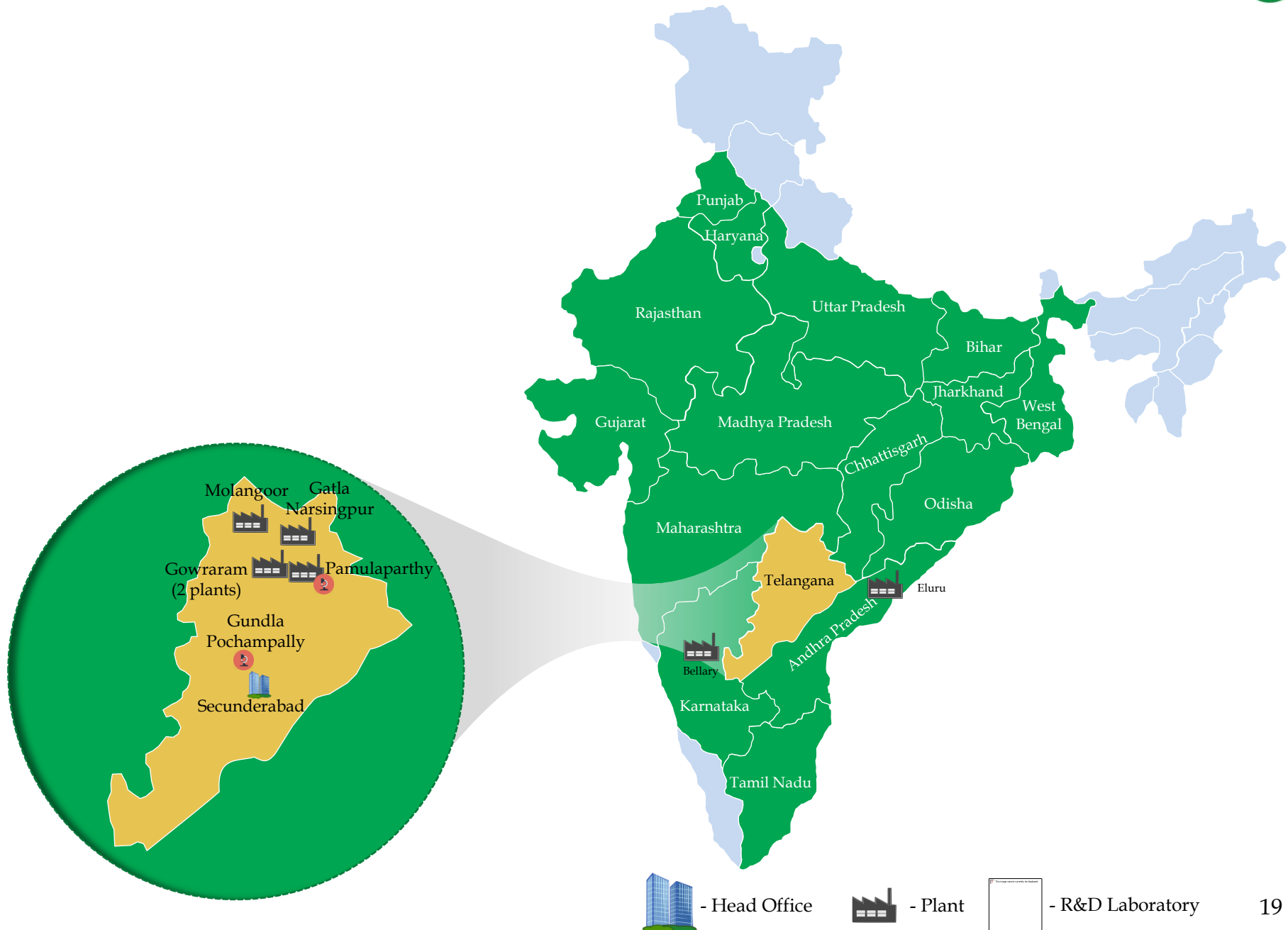
Complete control over all stages of Product Cycle



- A 7-10 year cycle
- Seed production undertaken post comprehensive market trialing
- Practice benchmark production regimen throughout the cycle – Grower/ Breeder to Farmer



Distribution Presence



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





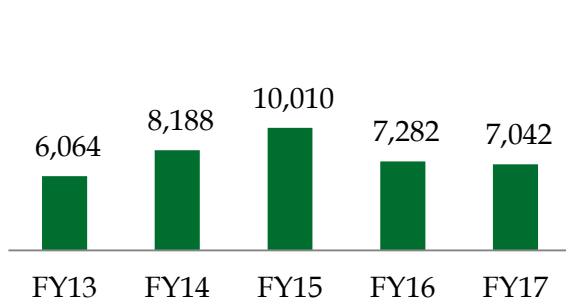
5 Years Financial Performance

5 Year Financial Highlights: Standalone

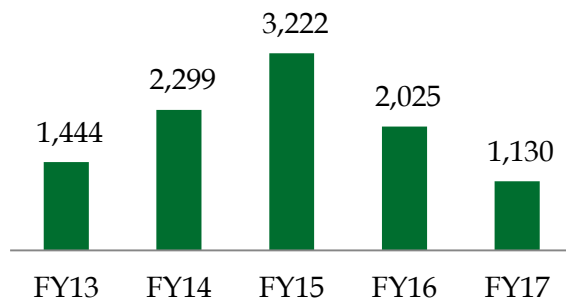


Significant Growth Trajectory and Superior Return Profile

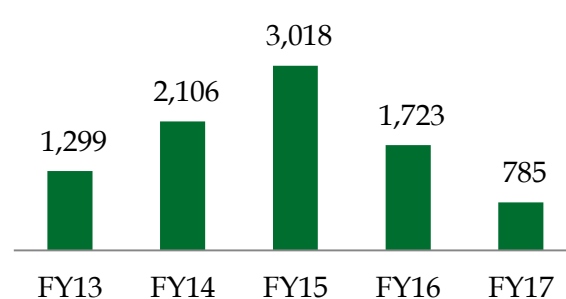
Revenues (Mn)



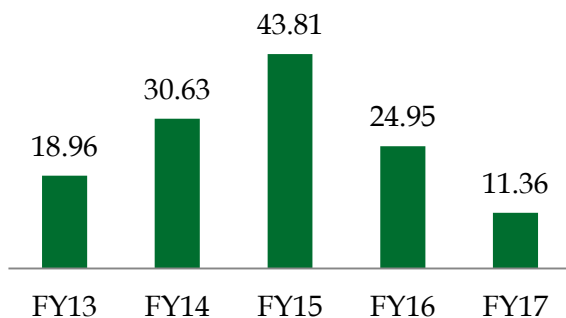
EBIDTA (Mn)



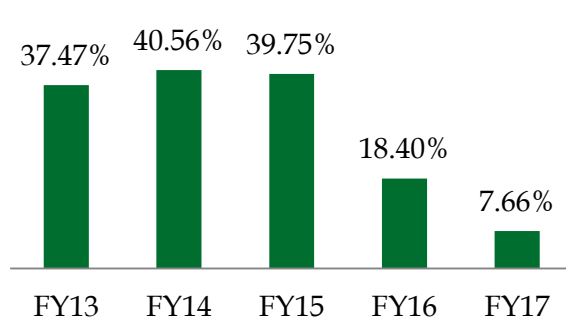
Net Profit (Mn)



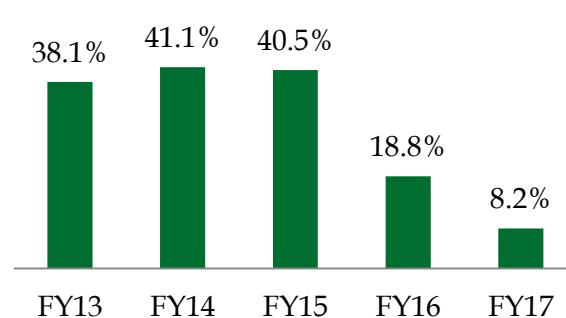
EPS (Rs)



ROE(%)



ROCE(%)



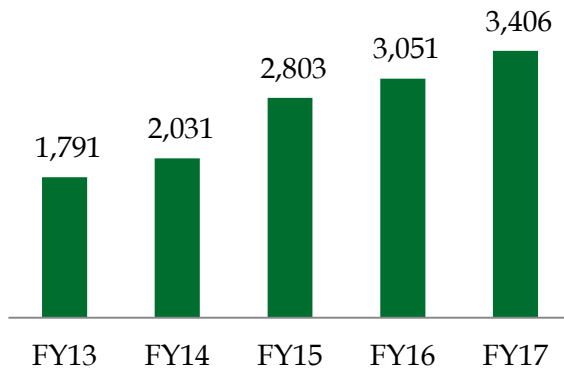
- FY16 & FY17 turned out to be a difficult years for the seed industry, and the farmers
 - Cotton Headwinds - Significant drop in volumes and acreage coupled with no price hikes and one of the shortest sales seasons
 - Higher sales returns in non-cotton crops

5 Year Financial Highlights: Standalone

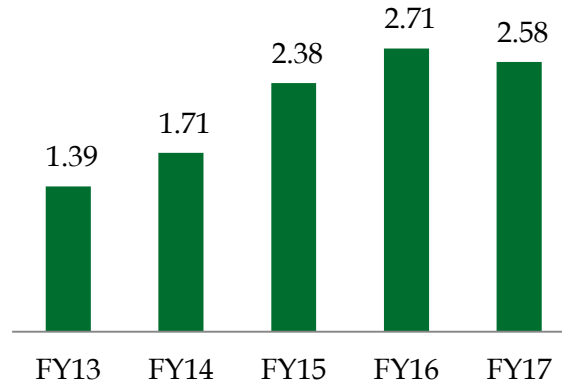


Significant Growth Trajectory and Superior Return Profile

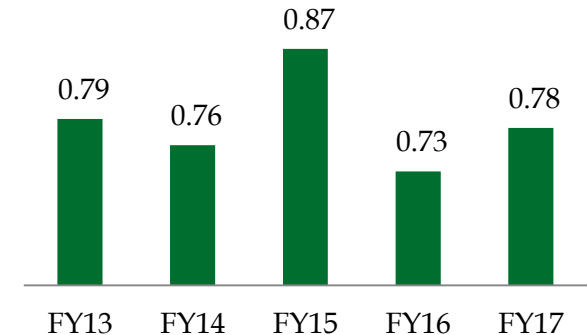
Gross Block (Mn)



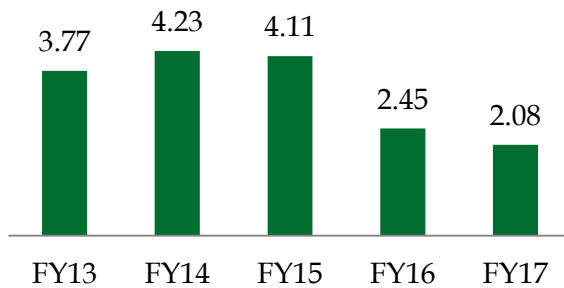
Current ratio (times)



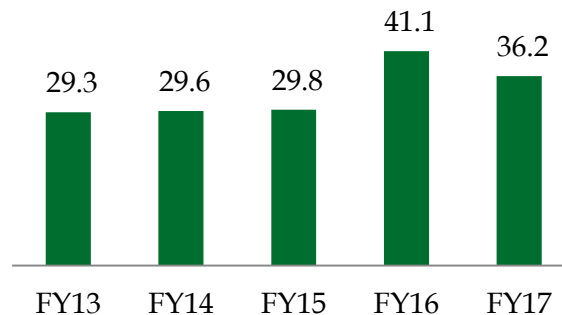
Inventory turnover (times)



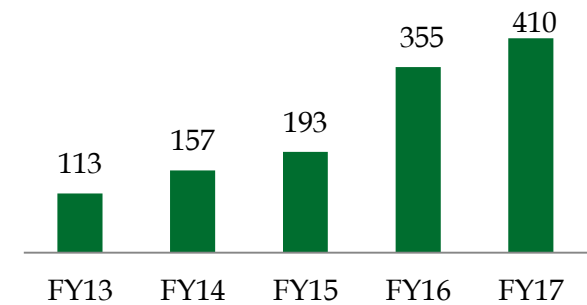
Fixed asset turnover (times)



Receivable Days



Revenue Days
Non Cash Net Current Assets





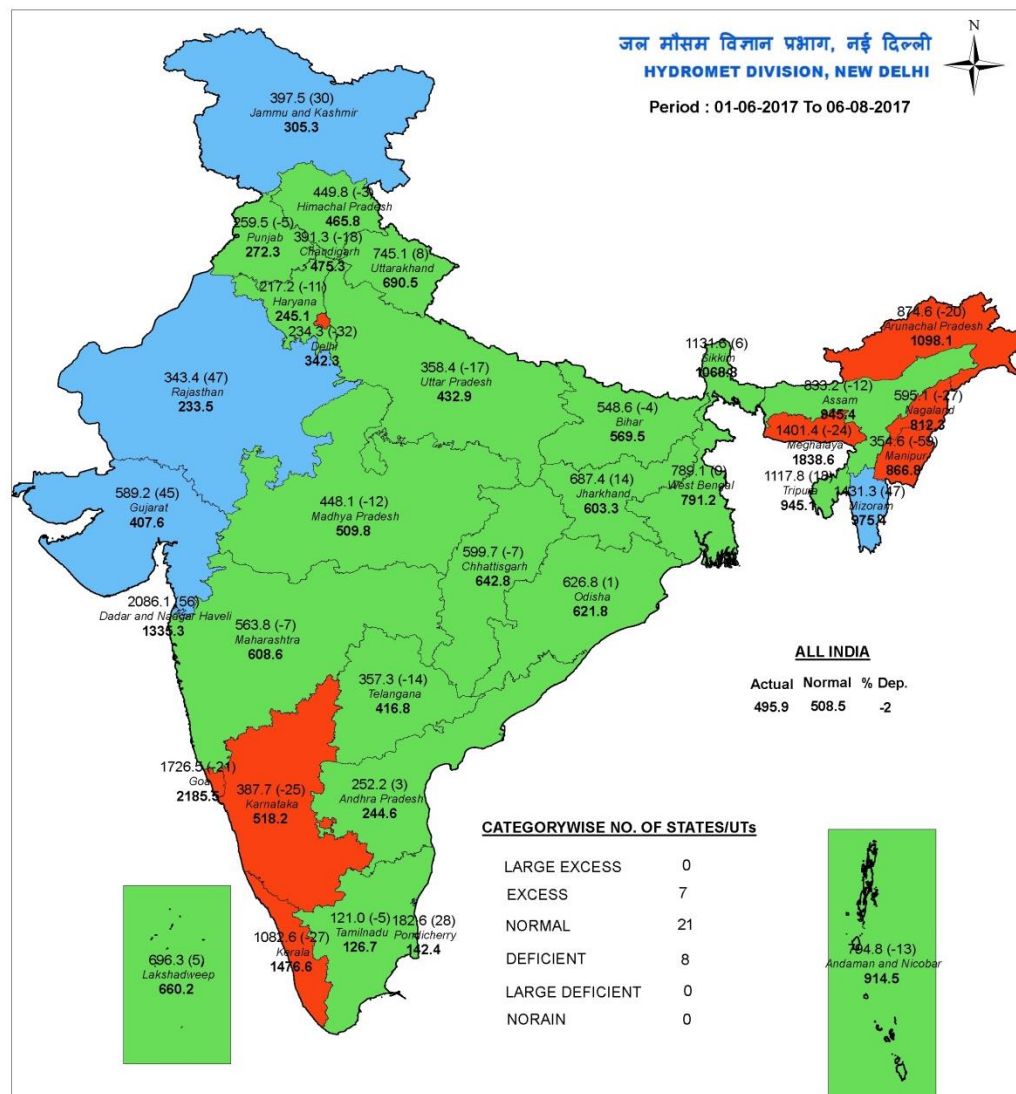
Industry Backdrop & Company Outlook

- Monsoon arrived on time
- Sowing happened earlier than last year and sowing was in time except for few states
- Seed Industry Sales trend compared to last year
 - Cotton ++
 - Maize -
 - Hybrid Rice +
 - Selection Rice ++
 - Bajra +
 - Vegetables -
- No major shortage in any seed for farmer
- Commodity price was reasonable
- Government intervention increasing at local level
- Increasing number of smaller companies in Cotton in South

- Crop-wise area coverage during Kharif 2017: As on August 04, 2017

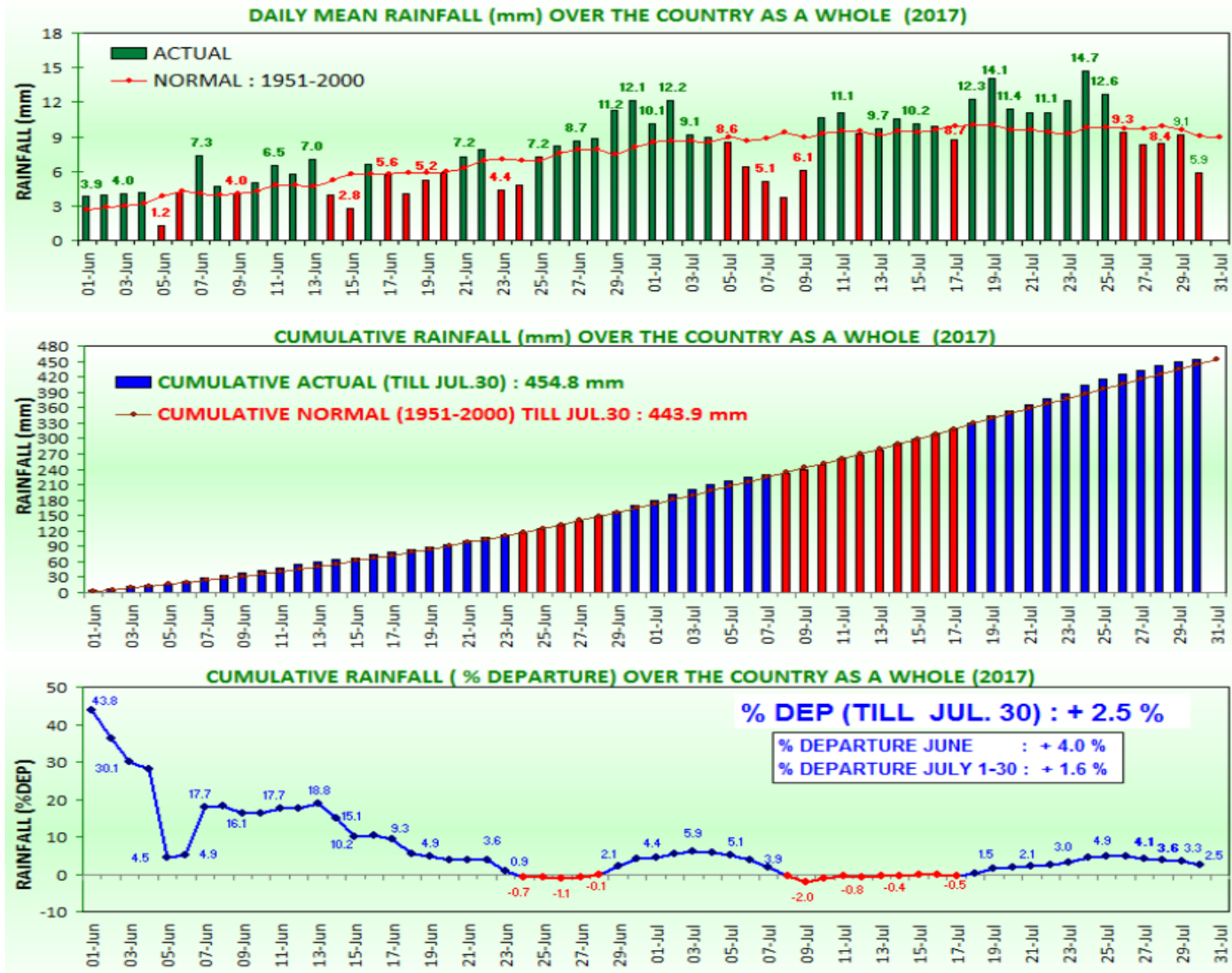
Crops	Area in lakh hectare		
	2017	2016	YoY Change %
Cotton	114.3	96.5	18.5
Maize	72.3	77.0	(6.1)
Rice	280.0	266.9	4.9
Bajra	63.5	55.0	15.6
Pulses	121.3	117.0	3.7
Oilseeds	148.9	165.5	11.7

Industry Backdrop – All India Rainfall



Source: IMD

Industry Backdrop – All India Rainfall



Industry Backdrop - Cotton



Area coverage during Kharif 2017
as on August 04, 2017

Area in lakh hectare

State	2017	2016	YoY Change %
Andhra Pradesh	4.1	3.1	32.4
Telangana	17.5	11.5	51.9
Gujarat	26.4	21.9	20.6
Karnataka	4.1	3.9	4.3
Madhya Pradesh	5.8	6.0	(3.8)
Maharashtra	39.4	37.3	5.5
Haryana	6.7	5.0	33.5
Punjab	3.9	2.6	50.4
Rajasthan	5.0	3.8	31.3
Others	1.7	1.5	16.2
Total	114.3	96.5	18.5

- One of the best year for cotton
- Sowing happened much earlier than last year in Central and South India
- North Cotton market growth was much higher than All India on the back of good crop last year
- Market share of smaller companies in South India went up
- Use of Illegal Herbicide Tolerance was found in few states

Source: Directorate of Cotton Development, Nagpur

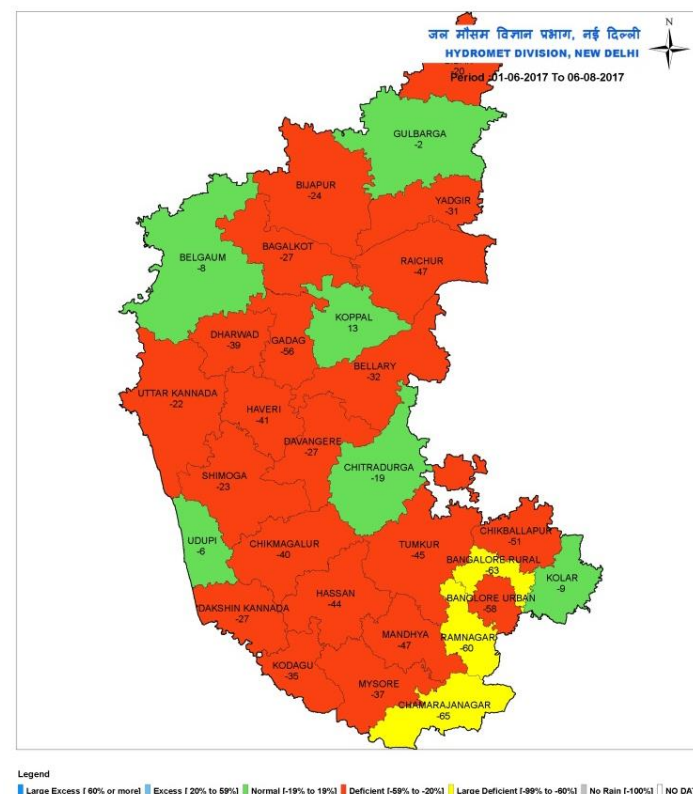
Industry Backdrop - Maize



Area coverage during Kharif 2017
as on August 04, 2017

Area in lakh hectare

State	2017	2016	YoY Change %
Madhya Pradesh	12.7	12.1	5.0
Rajasthan	8.7	9.6	(8.9)
Karnataka	8.3	11.5	(27.3)
Maharashtra	7.9	8.0	(1.9)
Uttar Pradesh	6.8	6.7	0.3
Telangana	4.3	5.4	(20.7)
Bihar	4.0	4.3	(7.5)
Gujarat	3.0	3.2	(5.1)
Himachal Pradesh	2.9	2.9	0.0
Jharkhand	2.3	2.1	9.9
Orissa	2.1	2.1	0.0
Chhattisgarh	2.1	2.1	1.0
Jammu and Kashmir	2.0	2.0	(0.5)
Punjab	1.4	1.2	16.4
Andhra Pradesh	0.6	0.6	0.0
Others	3.3	3.3	1.2
Total	72.3	77.0	(6.1)



Source: IMD

- Maize hybrid market dropped as compared to last year due to shifting to other crops and less than adequate rainfall in key state of Karnataka
- 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

Industry

- Rainfall starting to show decline in few states which might impact overall yield
- Cotton
 - Global cotton acreage has gone up. Watchout for commercial prices depending on crop output
 - Watchout for Pink Boll Worm and Whitefly in North
- Tamil Nadu, which is late kharif market, is challenging
- Rabi expected to be good for Mustard, Gram, Wheat and Maize
- Vegetables prices are on an upward swing. Industry expected to see growth for balance of the year

KSCL

- Hybrid Rice volumes expected to go up in Q2
- Kharif Cotton seed production crop looking in good condition
- Rabi seed production would be challenging if rainfall deficit continues in South
- Rabi Maize acreage and export volumes looks positive

Growth Strategy – Initiatives Q1 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
 - Maharastra >50% growth

Organizational Capability

- **Human Capital**
 - 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
 - SAP implementation in progress
 - Increased number of multi-locational trials in R&D for product evaluation
- **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
 - Kharif selection rice planting completed
- **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 Maharastra
- **Increased R&D effort in North**
- **New Products**
 - Money Maker ramp up positive
 - New product contribution up from 7% to 11%



Quarterly Performance

Q1 FY18 Performance Review



Profitability impacted by:

■ Inventory Write Offs:

- Inventory write offs of Rs. 19.2 crore due to discarding of inventory which did not meet quality standards. Primarily driven by cotton inventory which did not meet germination and trait purity standards. Q1FY17 write off was of Rs. 26.6 crore
- Majority of the write offs have been accounted for, FY18 write offs expected to be lower than FY17

Standalone			
Rs. lakhs	Q1FY18	Q1FY17	Growth (%)
Net Sales	59,055.87	49,397.42	19.55
Cost of Production	30,714.22	27,452.71	11.88
Gross Profit	28,341.66	21,944.71	29.15
<i>Gross Margin (%)</i>	<i>47.99</i>	<i>44.42</i>	
Employee cost	1,180.81	1,074.84	9.86
Other Expenses	6,473.07	5,043.90	28.33
Other income	428.74	543.86	(21.17)
EBITDA	21,116.53	16,369.83	29.00
<i>EBITDA Margin (%)</i>	<i>35.76</i>	<i>33.14</i>	
Depreciation	630.15	779.87	(19.20)
Finance Cost	24.05	1.52	1,481.96
PBT	20,462.34	15,588.44	31.27
PAT	20,237.68	15,436.89	31.10
<i>PAT Margin (%)</i>	<i>34.27</i>	<i>31.25</i>	

Cash investments as on 30 June 2017



Rs.in Lakhs

All figures based on cost

Fund House	Liquid	Liquid Plus	FMPs	Short Term	Medium Term	Total
ICICI	1,838	7,577	780		3,703	13,898
HDFC		2,500	4,905		3,800	11,205
RELIANCE	2,851	2,000			5,300	10,151
BIRLA		4,200		2,215	2,700	9,115
KOTAK	1,800	6,500			350	8,650
IDFC	1,351	203			2,386	3,940
ASK					2,616	2,616
IIFL					2,500	2,500
TATA		1,358		700		2,058
UTI				500		500
Total	7,840	24,338	5,685	3,415	23,355	64,633

Total cash on books of Rs . 658 crore as on 30 June, 2017

- Significant annual cash flow generation enabling strong cash on books
- Substantial accrual to balance sheet augments shareholder worth
- Continued to judiciously and cautiously create long term shareholder value
 - The company in July 2017 completed buyback of 2,962,963 fully paid-up shares of the face value of Rs. 2 each at a price of Rs. 675 per share for an aggregate amount of Rs. 200 crore
 - In Q1FY18, the board has declared for payment of an interim dividend of 150% (Rs 3 per share of Rs 2 each) on equity share capital of the Company

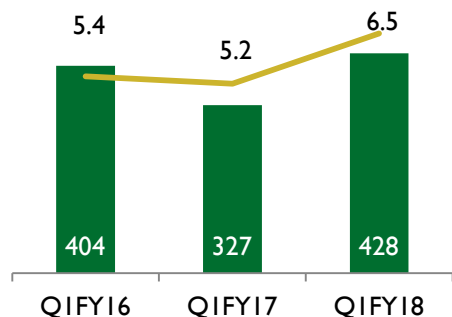
Q1 FY18 Operational Highlights



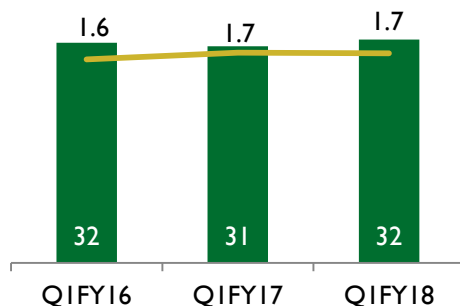
- Cotton Kaveri volumes grew by 27%
 - Gained cotton seed market share in Gujarat, Maharashtra.
- Maize volumes dropped by 18%
 - Market dropped in key Kaveri states of Telangana and Karnataka
 - Government business volumes dropped compared to last year
- Hybrid Rice
 - Introduction of new hybrid helped
 - Contribution of new product went up from 1% to 16% of volume
- Selection Rice
 - Volume growth of more than 40% on back of Kharif 16 production and additional plant capacity
- Bajra
 - New product contribution has gone up from 6% to 17% of volume

- 2 new cotton hybrids launched and 2 new cotton hybrids under demonstrations with 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 hybrid launched in hybrid rice and 4 new products launched in selection rice
- 1 new hybrid in hybrid rice and 2 new products in selection rice under demonstration

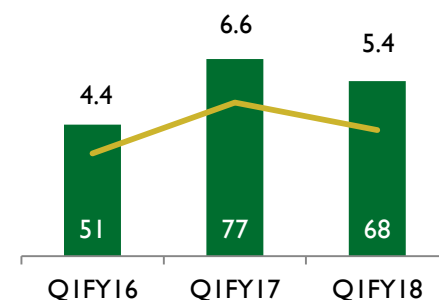
Cotton seed revenue & volumes



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) Sales Volume ('000 tons)

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Thank you