

13th August 2021

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/ Madam,

*Sub: Presentation: Kaveri Seed Q1 & FY 2021-22 Results Announced
on 13th August, 2021-Reg*

Please find attached herewith Presentation of Kaveri Seed Company Limited Q1 & FY 2021-22 Results announced on 13th August, 2021. 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

Result Presentation – Q1FY22



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.

Summary

Business and crop wise overview

Crop wise Performance and outlook

Industry Backdrop

Q1FY22 Financial Performance

Research & Development – A pillar for growth

Growth Outlook

Q1FY22 Business Overview



Strong performance by non cotton business

- Paddy sales grew significantly despite overall acreage declining. Hybrid rice grew 43.28% while Selection rice improved 14.88%
- Maize revenues tempered by no government sales. Non government sales of maize significantly higher despite flat acreages . Contribution from new introductions for maize increases strongly
- Vegetables continued to perform well

Pandemic and macro environmental challenges impact cotton business

- Challenging quarter primarily due to second wave - sales of hybrid seeds overall and cotton across the industry impacted
- Acreages significantly lower than previous year, decline in sales of branded seeds even more steep
- Increased use of illegal seeds and HTBT further impacted branded sales. In total about 15% of HTBT is estimated to have been used this season. The industry is in dialogue with the Government in an endeavor to address these challenges
- Large scale pandemic impact across supply chain results in lower absorption of cotton hybrids by dealers and distributors and consequent unavailability for the farmer. Farmers resultantly looked at other seed options and, in some instances, shifted to other crops for which seeds were more easily available
- Unlike in the first wave when dealers built inventories in anticipation of shortages, during the second wave there was minimal advance stocking. Further, the Hybrid Seed market for all major crops was impacted as farmers used the locally available OP seed rather than purchasing costly seeds this season due to uncertainty resulting from COVID

Q1FY22 Business Overview



Operations

- Operations continue to progress well supported by a robust R&D and infrastructure backbone
- New introductions across all crops contribute strongly to growth and scale up

Financial overview

- Revenues are lower at Rs. 629.77 crore in Q1FY22 versus Rs. 719.48 crore in Q1FY21
 - Primarily impacted by lower cotton revenue and also due to no Government sale of maize
 - EBITDA lower at Rs. 214.71 crore in Q1FY22 versus Rs. 310.45 Q1FY21 crore
 - PAT lower at Rs. 204.73 Q1FY22 versus 296.41 Q1FY21
 - Decline in PAT a result of lower revenue and provision for bad debts against realized revenue for Government business in FY2020 amounting to Rs 14.90 crore
-
- Kaveri Seeds' focus continues to be on leveraging its established strengths to drive growth and utilizing cash to enhance its position in the agri space creating value for all its stakeholders.



Industry Backdrop



Q1FY22 Crop wise overview



Cotton acreages lower on a YOY basis by 8.68%. Area under cultivation has decreased in all major cotton growing states. The highest decline has been in AP followed by Punjab , Karnataka , Rajasthan, Maharashtra , MP , Haryana & Telangana. The decline is largely due to lower yields and Pink ballworm infestation over the last 2 years which has made the farmers turn away despite very high commodity prices for cotton this year



Overall Maize acreages are almost stable with slight decrease of 0.2%. The area under cultivation increased significantly in major maize growing states like Telangana, Karnataka , Assam and Gujarat and declined in key states like Chhattisgarh, Jharkhand , AP, Maharashtra, HP & Rajasthan. Commodity prices have improved towards closing of the season . The decline in area in many states is largely due to very poor rainfall & poor commodity prices in the last year as well as COVID during peak sowing season



Rice area under cultivation has decreased by about 4% YoY. Major impact in acreages is largely due to delayed monsoon arrival and a long dry spell after first showers. Covid has also impacted sowing in many states due to high impact of 2nd wave during peak sowing time. Bajra down by about 8.8% largely due to very poor rainfall. Sunflower is up by about 34 % while Jowar is down by about 15%

Industry Backdrop – Cotton

Area coverage during Kharif 2021 as on July 30, 2021

Area in lakh hectare

State	2021-22	2020-21	YoY Abs Change
Andhra Pradesh	2.4	4.24	-43.33%
Telangana	20.1	21.7	-7.45%
Gujarat	21.8	22.2	-1.78%
Haryana	6.88	7.37	-6.65%
Karnataka	4.26	4.69	-9.13%
Madhya Pradesh	5.98	6.23	-3.94%
Maharashtra	38.1	41.2	-7.45%
Odisha	1.8	1.66	8.70%
Punjab	3.04	5.01	-39.32%
Rajasthan	5.97	6.74	-11.38%
Tamil Nadu	0.05	0.06	-9.09%
TOTAL	111	121	-8.68%



Industry Backdrop – Commodity Prices Cotton

State	Prices July, 2021	Prices June, 2021	Prices July, 2020	% Change (Over Previous Month)	% Change (Over Previous Year)
Gujarat	7,435.06	6,905.43	4,124.39	7.67	80.3
Haryana	7,000.00	7,000.00	4,800.00	-	-
Karnataka	7,402.42	6,347.82	4,607.62	16.6	60.7
Maharashtra	5,820.00	5,499.44	5,200.72	5.83	11.9
Pondicherry	5,674.31	6,144.00	4,001.52	-7.64	41.8
Tamil Nadu	6,918.18	6,775.48	4,585.60	2.11	50.9
Average	6,649.99	6,216.93	4,553.31		

Industry Backdrop - Maize

Area coverage during Kharif 2021 as on July 30, 2021

Area in lakh hectare

State	2021-22	2020-21	YoY Abs Change
Andhra Pradesh	0.52	0.63	-17.46%
Arunachal Pradesh	0.39	0.39	-1.28%
Assam	0.32	0.17	88.24%
Bihar	3.4	3.78	-10.05%
Chattishgarh	1.71	2.22	-22.93%
Gujarat	2.77	2.62	5.81%
Harayana	0.09	0.1	-10.00%
Himachal Pradesh	2.65	2.82	-6.03%
Jammu & Kashmir	2.05	2.04	0.49%
Jharkhand	1.89	2.46	-23.44%
Karnataka	12	10.9	10.18%
Madhaya Pradesh	15.3	14.8	3.38%
Maharastra	7.8	8.28	-5.80%
Odisha	2.16	2.14	0.93%
Punjab	1.21	1.08	12.04%
Rajasthan	7.51	9	-16.59%
Tamil nadu	0.05	0.04	9.30%
Telangana	2.3	0.7	228.21%
Uttarpradesh	7.12	7.19	-1.01%
Uttarkhand	0.25	0.24	4.17%
West Bengal	0.31	0.27	14.81%
Others	0.92	0.94	-1.93%
Total	72.7	72.8	-0.14%

Source: Department of Agriculture Cooperation & Farmers Welfare



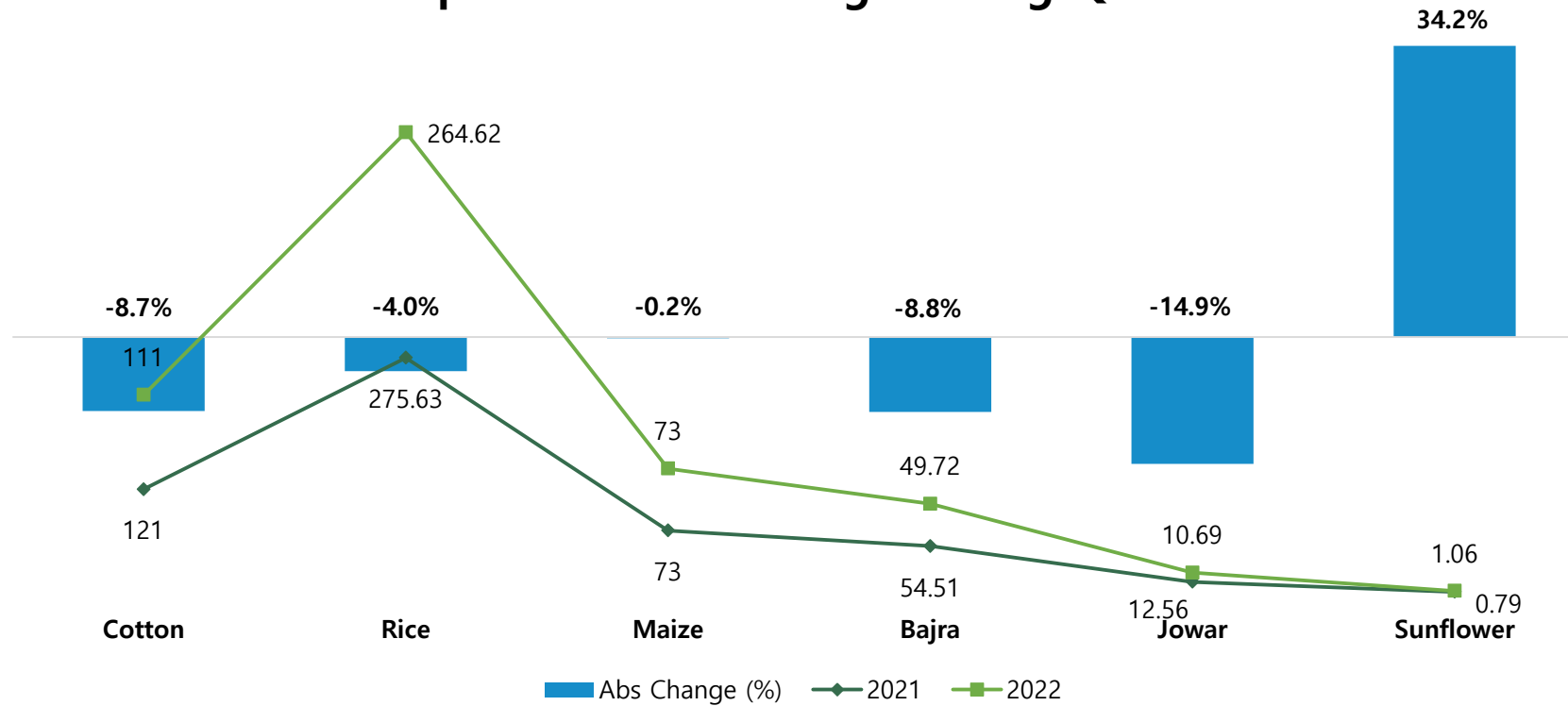
Industry Backdrop – Commodity Prices Maize



State	Prices July, 2021	Prices June, 2021	Prices July, 2020	% Change (Over Previous Month)	% Change (Over Previous Year)
Andhra Pradesh	1,524.90	1,417.54	1,444.19	7.57	5.59
Chattisgarh	1,425.09	1,383.10	1,132.43	3.04	25.8
Gujarat	1,918.38	1,758.82	1,602.83	9.07	19.7
Haryana	1,552.67	1,434.97	1,122.07	8.2	38.4
Jharkhand	1,700.00	1,700.00	1,789.91	-	-5.02
Karnataka	1,848.93	1,658.17	1,368.43	11.5	35.1
Madhya Pradesh	1,645.15	1,510.20	1,157.11	8.94	42.2
Maharashtra	1,825.75	1,631.38	1,293.81	11.9	41.1
Odisha	1,417.31	1,341.85	1,326.36	5.62	6.86
Punjab	1,499.89	1,342.18	1,164.39	11.8	28.8
Rajasthan	1,626.33	1,628.76	1,581.32	-0.15	2.85
Tamil Nadu	1,883.74	1,792.89	1,519.16	5.07	24
Telangana	1,667.66	1,700.00	1,749.64	-1.9	-4.69
Uttar Pradesh	1,569.69	1,530.17	1,204.67	2.58	30.3
Average	1,707.03	1,588.67	1,389.74		

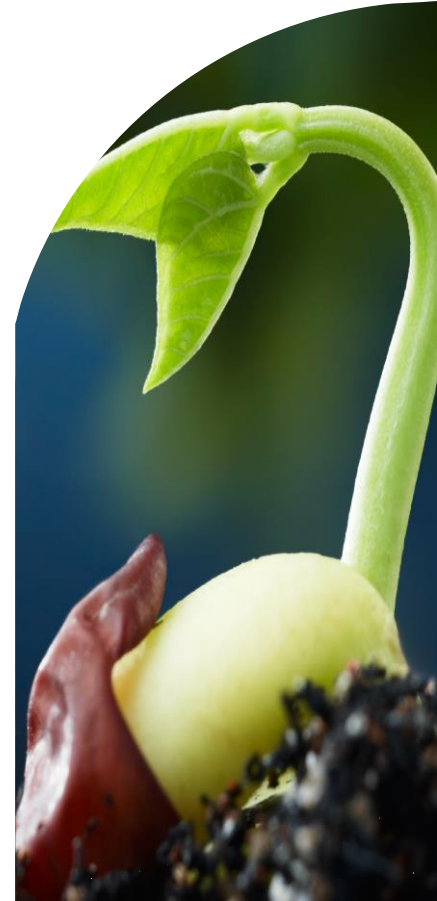
Industry Backdrop Crop Trends

Crop-wise area coverage during Q1FY22

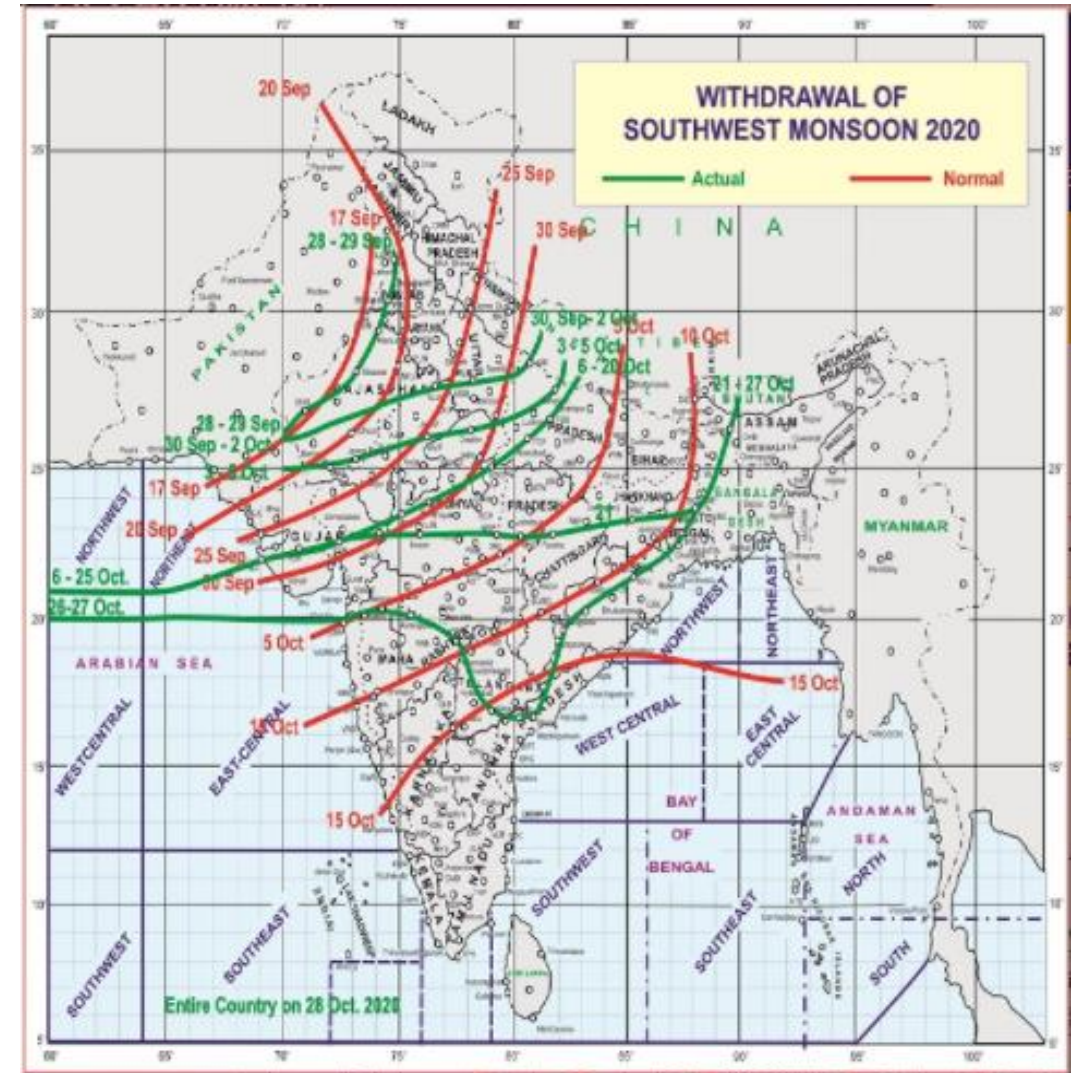
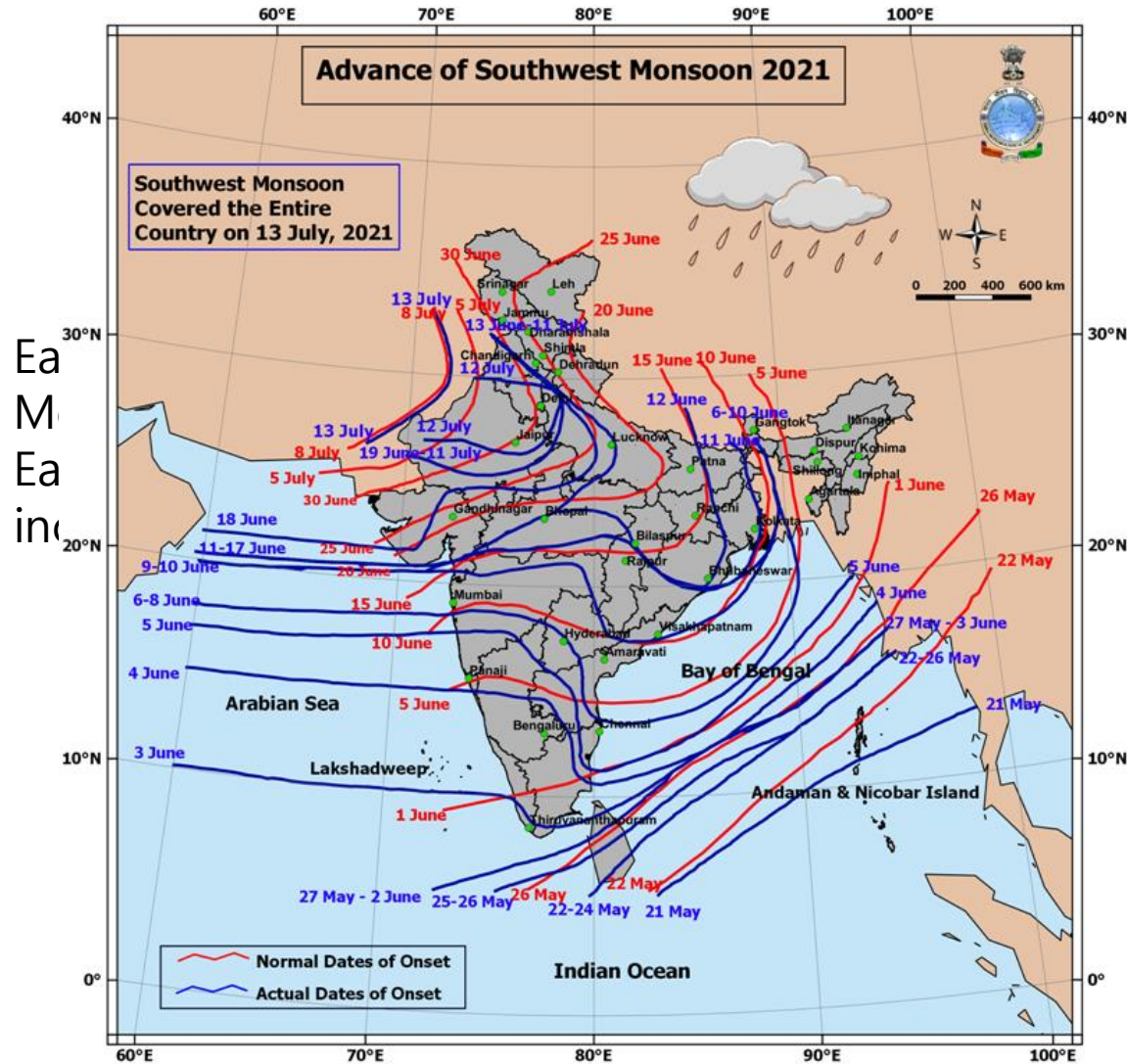


Area in lakh hectare

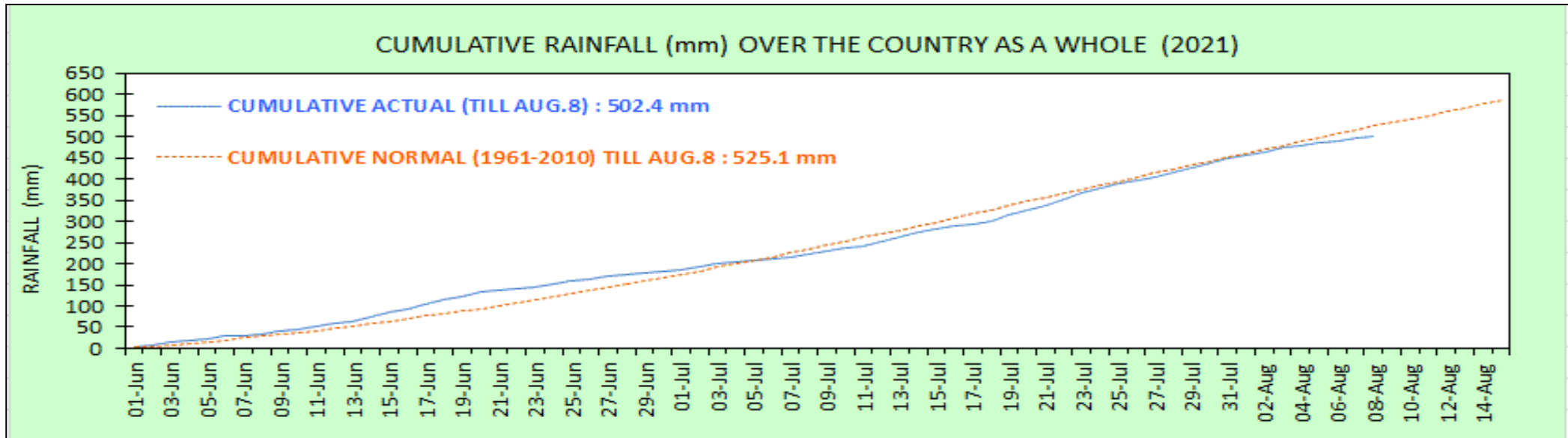
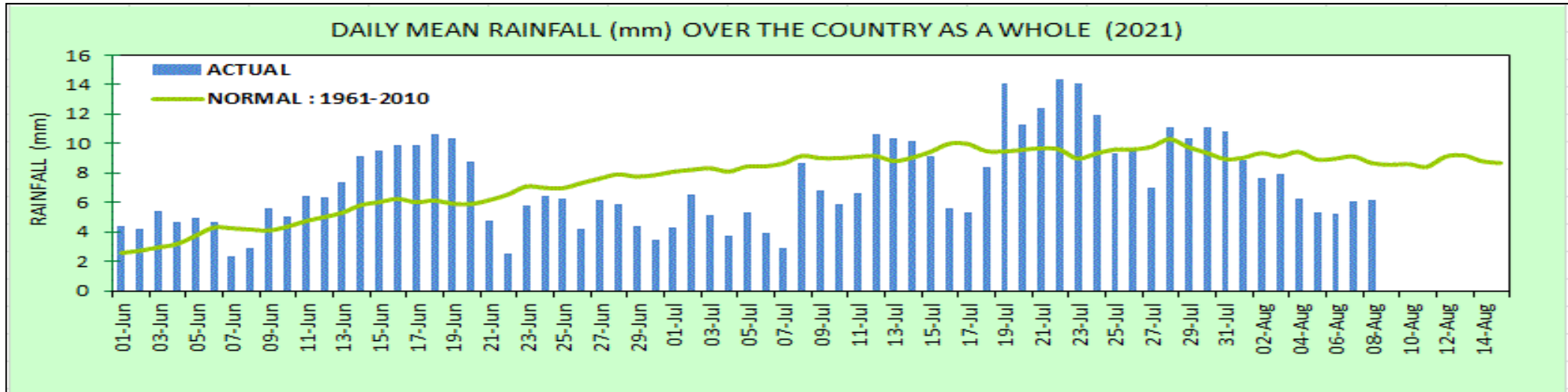
Source: agricoop.nic.in



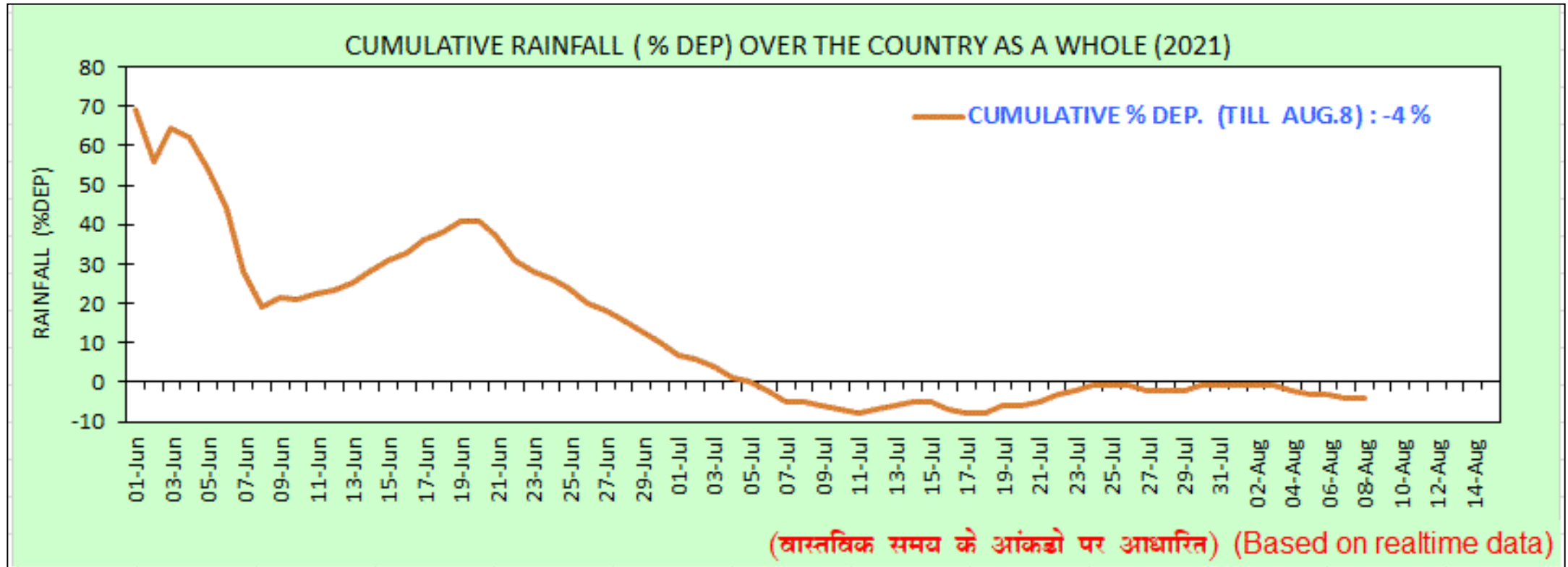
Industry Backdrop – All India Rainfall



Industry Backdrop – All India Rainfall



Industry Backdrop – All India Rainfall





Q1FY22 Performance



Q1FY22 Performance Review

	Standalone			Consolidated		
Rs. lakhs	Q1FY22	Q1FY21	Growth (%)	Q1FY22	Q1FY21	Growth (%)
Net Sales	68,240.78	74,846.41	(8.83)	62,977.92	71,948.31	(12.47)
Cost of Production	41,754.83	41,733.91	0.05	35,190.21	37,708.80	(6.68)
Gross Profit	26,485.95	33,112.51	(20.01)	27,787.71	34,239.51	(18.84)
Gross Margin (%)	38.81	44.24	(12.27)	44.12	47.59	(7.28)
Employee cost	1,714.40	1,368.00	25.32	2,029.46	1,627.09	24.73
Other Expenses	5,316.66	3,814.44	39.38	5,795.49	3,917.57	47.94
Other income	1,574.81	2,412.67	(34.73)	1,508.29	2,351.01	(35.84)
EBITDA	21,029.70	30,342.75	(30.69)	21,471.05	31,045.86	(30.84)
EBITDA Margin (%)	30.82	40.54	(23.98)	34.09	43.15	(20.99)
Depreciation	457.78	519.18	(11.83)	478.25	545.37	(12.31)
Finance Cost	3.03	3.61	(16.18)	3.09	14.74	(79.06)
PBT	20,568.89	29,819.94	(31.02)	20,989.71	30,485.75	(31.15)
PAT	20,175.01	29,095.04	(30.66)	20,473.54	29,641.52	(30.93)
PAT Margin (%)	29.56	38.87	(23.95)	32.51	41.20	(21.09)

Cash investments as on 30 June 2021



All figures based on cost

Fund House	Liquid	Liquid Plus	FMP	Shortterm	Medium	Grand Total
ASK					2,289	2,289
AXIS		2,100				2,100
BIRLA			1,500	700	1,220	3,420
HDFC	4,200	2,800		1,200	3,800	12,000
ICICI		3,200	510	3,500		7,210
IDFC		2,000				2,000
KOTAK		3,000	500	2,100		5,600
NIPPON			600	6,340		6,940
SBI		2,000				2,000
SUNDARAM				2,000		2,000
TATA	2,100	2,500				4,600
UTI		2,000	648			2,648
Grand Total	6,300	19,600	3,758	15,840	7,309	52,806

Rs.in Lakhs

Total cash on books Rs. 560 crore as on 30 June, 2021

Q1FY22 Crop wise performance

Cotton:

- Q1FY22 volumes & revenue is down by about **28%**
 - Gained cotton seed market share in Gujarat & Haryana markets
 - Lost sales in AP and Telangana & Karnataka
 - Contribution of new products went down from 36.16% to 21.30% of volume
 - New products include KCH 111, Viprav & Money Maker

Non-Cotton:

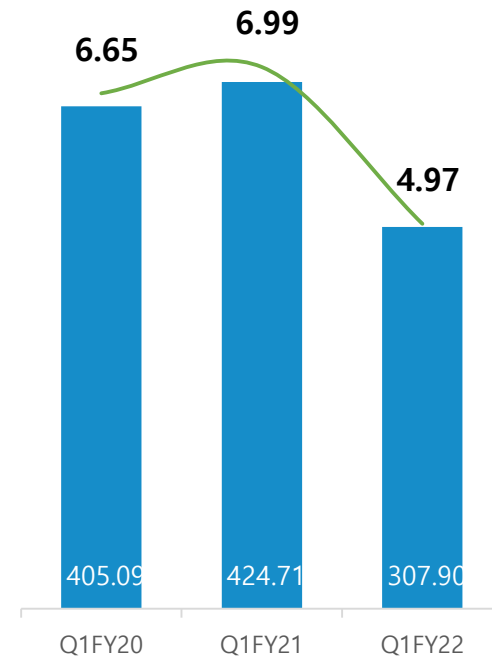
- Non Cotton business is up by **15.5%**
 - Revenue growth is driven by volume growth in Rice, New Products in Maize, Rice & Bajra and price increase in key lead hybrids across crops

Maize:

- Maize volume has decreased by **18.29% and revenue by 7.84%**
- The decrease is primarily due to no government sales in the quarter versus sales of **Rs 17.5 cr** in the corresponding quarter
 - Ex government sales up **14% YOY**
- Contribution of new products has gone up significantly from **6.98% to 17.88%**

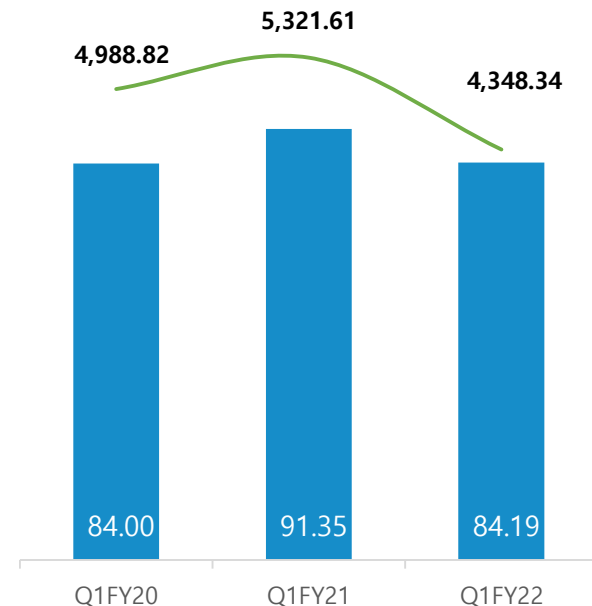
Cotton seed revenue & volumes

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



Maize seed revenue & volumes

■ Net Revenues (Rs cr)
— Sales Volume (MT)



Q1FY22 Crop wise performance

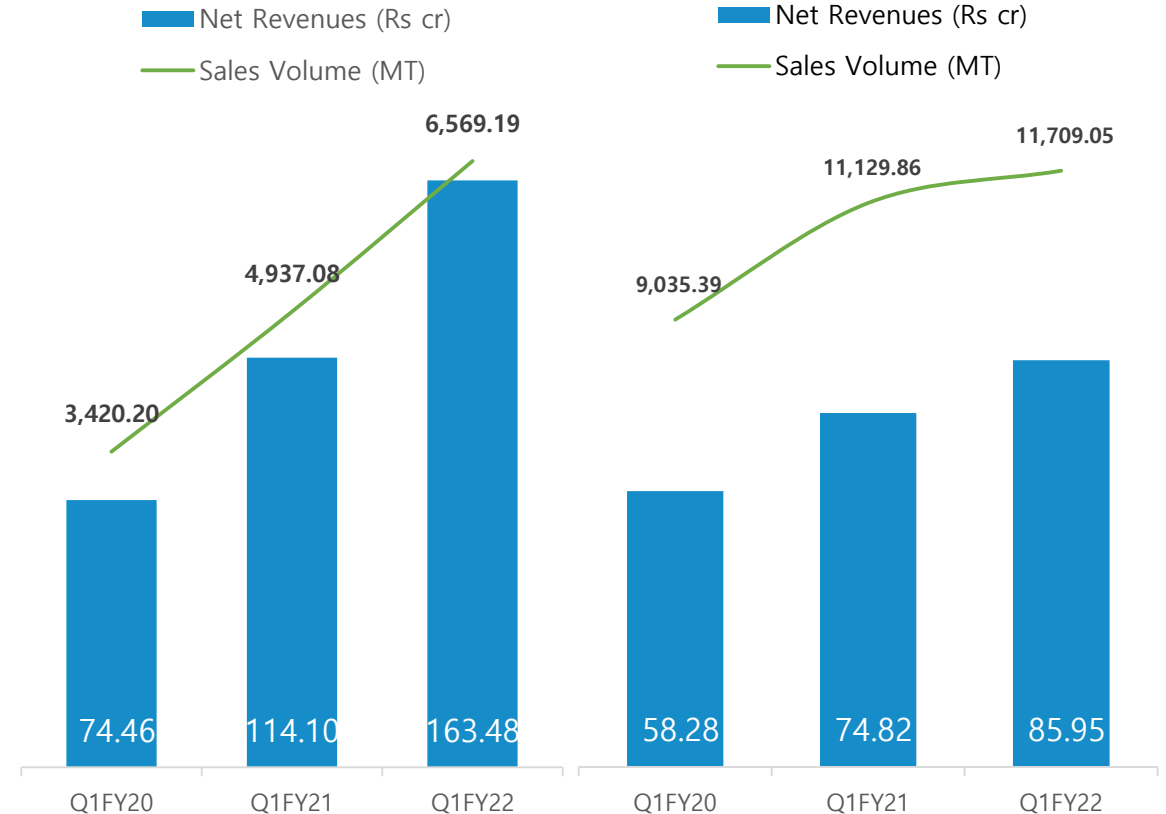
Hybrid Rice:

- Revenue grew by **43.28%** in Q1FY22
- Introduction of new hybrids 7299, 471 & 473 helped towards strong growth
- Contribution of new hybrids went up from **64.42% to 74.55%**

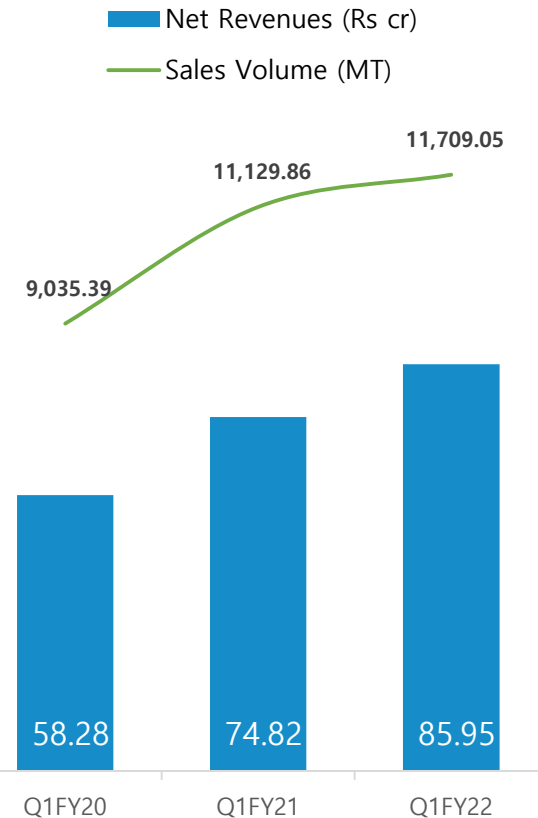
Selection Rice:

- Revenue grew by **14.88%** in Q1FY22
- Consistent performance across geographies. New products Chintu , 828 , Sampurna & KV99 scale up impressively
- Contribution of New Hybrids went up from **16.50% to 18.12%**

Hy Rice Seed revenue & volumes



Sel. Rice seed revenue & volumes



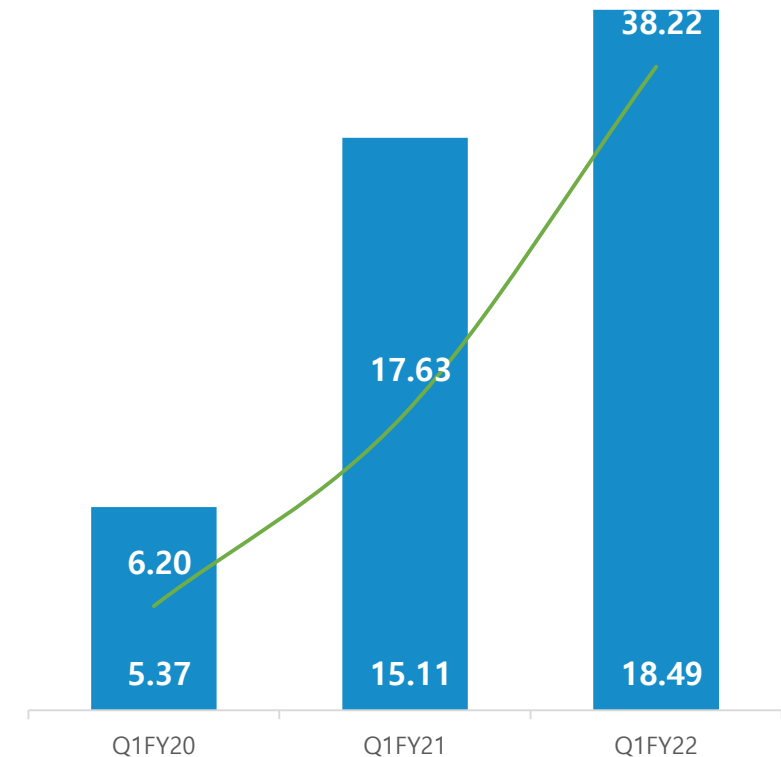
Q1FY22 Crop wise performance

Vegetables:

- Vegetable sales revenue increased by 22.39%
- Major growth driven by Hot pepper, Gourds & Okra
 - In Hot pepper KHPH 1223, KHPH 206 & Kaveri Beauty & Kaveri Sony
 - Kaveri introduced new hybrids like Srimukhi (KHPH 1223) which has delivered good growth on the back of good commercial price and export demand
 - Coriander hybrid Parimal helps delivers good volume growth
 - Vegetable hybrids received a good market response
 - Contribution of Vegetable New Hybrids went up from 74.10% to 96.17%

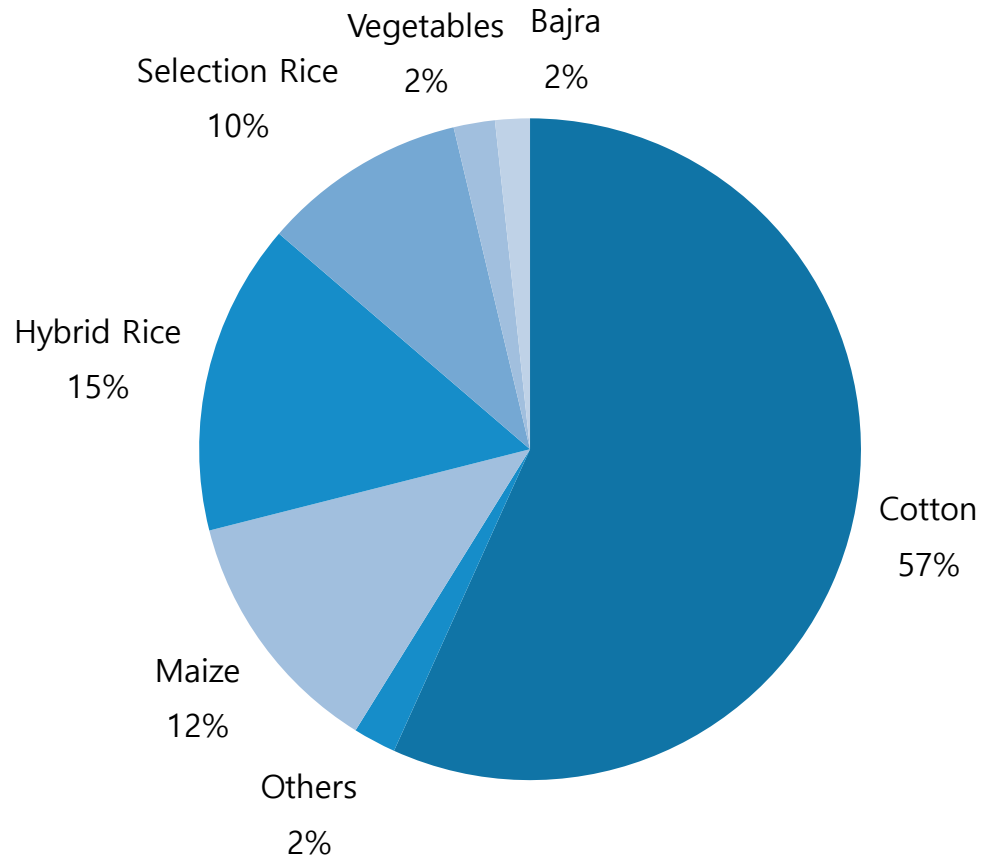
Vegetable seed revenue & volumes

■ Net Revenues (Rs cr) — Sales Volume (MT)

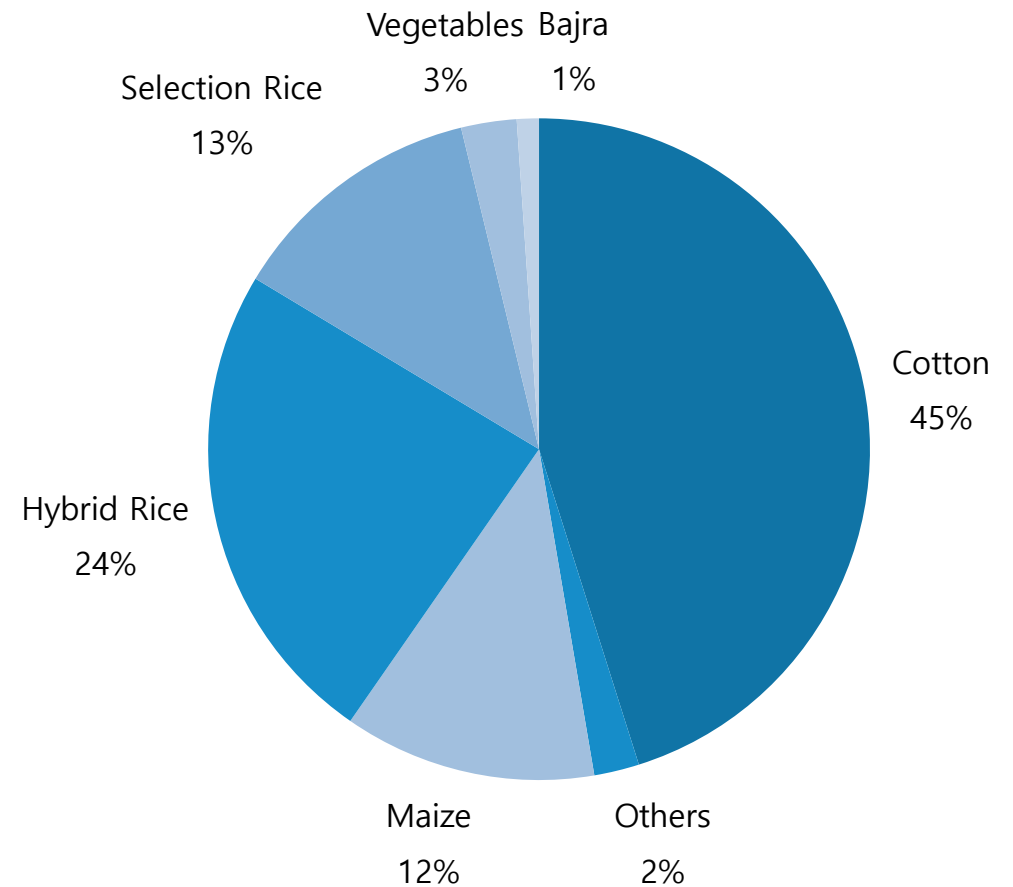


Segmental Revenue Contribution

Q1FY21 Revenue Rs. 748.46 cr



Q1FY22 Revenue Rs. 682.41 cr



New products include KCH 111, money maker, VIPLAV

Benefits: Higher Yield Advantage

Differentiators: Better Sucking Pest Tolerance and Big Boll Size

Cotton



Maize



New products – 8322, 8333, 5210, 4210

Benefits: highest Yield , Attractive Color & Best Storability

Differentiators: High Sheeling , Disease Tolerance & Wider Adaptability

Vegetables



Rice



Introduction of new hybrid 468 KPH471 & KRH7299 helped towards strong growth

Consistent performance across geographies. New products scale up on the back of growth in Chintu , 828 & Sampurna

Benefits: Higher Yield & Best Fitment

Differentiators: Wider Adaptability , Disease tolerance and Better Stress Tolerance

- Major growth driven by Hot pepper, Gourds & Okra
- Some Hybrids in Hot Pepper like KHPH 1223, KHPH 206, Kaveri Beauty & Kaveri Sony helped towards strong growth
- Vegetable market sales are expected positive response in Q2
- Increased product portfolio in crops like Tomato, hot pepper, Bottle gourd, bitter gourd, Sponge guard and cucumber etc.

The Kaveri Moat: Seeding Profitable Growth



Strong P&L record, Cash rich, consistent dividend paying

Diverse Product portfolio addressing crop rotation & shift

Brand Salience: Preferred Choice for farmers, growers, distributors

Farmer-centric Product Pipeline: Superior agronomic features

Unrivalled farmer loyalty: Nurturing farmer relationships since decades

Leadership in key crops: Top 5 Rank

Benchmark R&D: Comprehensive germplasm repository

Market adjacent, Pan- India Operations with comprehensive distribution network; unmatched processing & storage capabilities

High Entry Barriers, Indispensable industry

Best placed to scale-up production



Kaveri Seeds

Investor Contacts

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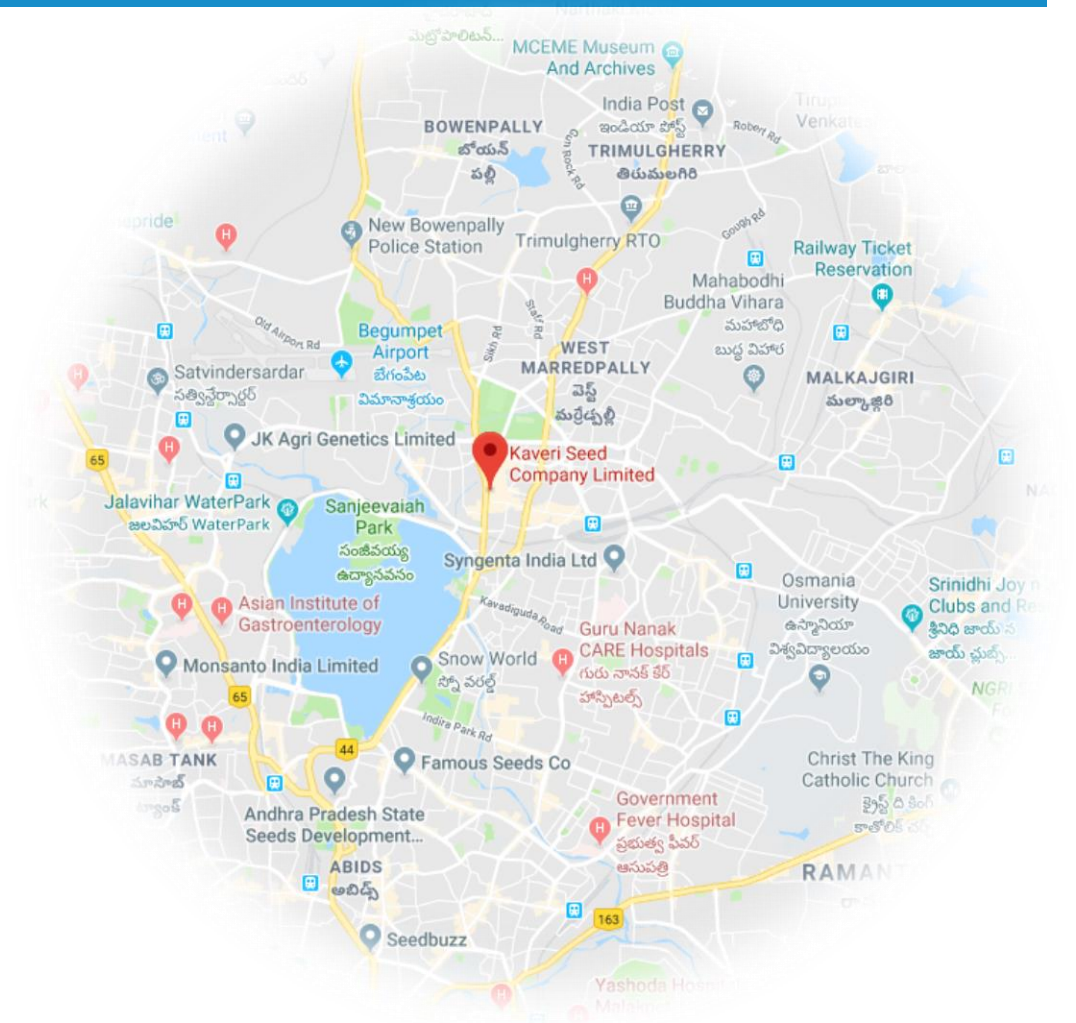
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Thank You

