

14th February 2022

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 Q3 & FY 2021-22 Results Announced
on 11th February, 2022-Reg*

Please find attached herewith Presentation of Kaveri Seed Company Limited Q3 & FY 2021-22 Results announced on 11th February, 2022. 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.



Q3 FY22 Investor Update

Kaveri Seed Company Ltd.
NSE: KSCL BSE: 532899

Key Highlights

- ▶ Increased share of Non cotton crops like rice, maize, bajra and vegetables
 - ▶ More than 60% of the revenues and profits are coming from non cotton seeds
- ▶ Company always strive to deliver consistent growth on both revenue and profitability, better margins, build sizable new products, invest in R&D to have new pipeline products, looking for breakthrough technologies in the market to utilize surplus cash in the books of the company
 - ▶ Delivered 16% CAGR in revenue and 23% CAGR in PAT in the last 10 years
- ▶ Unique opportunity to leverage existing business operations, where in the company has a strong distribution network across many product lines, to introduce new product variants across the Non cotton segments like rice, maize and vegetables
 - ▶ 45-years of operating history; leveraging large existing customer base
- ▶ With strong bank of germplasm, the company continues to focus on launching pest resistant new variants across climatic conditions
 - ▶ 8-10 new products launched every year across all crop segments
- ▶ Banking on 2nd largest cotton seed company, grown as 3rd largest in Rice and Maize, 4th largest in Bajra and leader in Sunflower seeds



Created Powerful and Diversified Agricultural Platform



Strong & professional
Management Team



17 Advanced Production facilities



1 Lakh + Large Farmer
& 40k+ Dealer Network



Broad Crop Portfolio
1 Lakh+ acres under
seed production



145+ team of Research & Development
professionals, 900 acres of dedicated
research farms



Strong Distribution
Network

Core Crop Portfolio

Diversified seed production agricultural platform



Rice



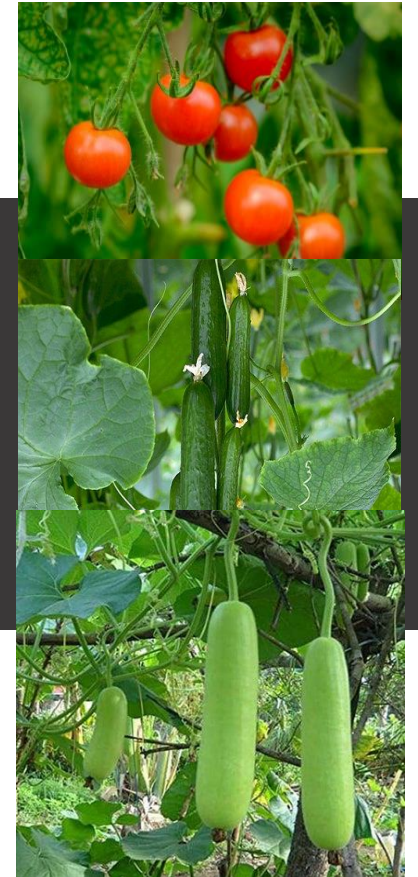
Maize



Cotton



Bajra



Vegetables

Crop Market Sizes



94.70 lakh hectares

▶ Maize

- ▶ Low yielding situation calls for adoption of hybrid varieties, which should happen in next 5 years
- ▶ With increasing consumption of protein and demand for green fuels, the acreage should increase in India like in Brazil and USA



427.10 lakh hectares

▶ Rice

- ▶ Hybrid rice is just 9% at 4 million hectares
- ▶ 10% shift to hybrid is a huge opportunity, which is happening on the ground



63.56 lakh hectares

▶ Bajra

- ▶ Strong product pipe line of Kaveri Seed to make the Co. winner in this segment
- ▶ Nutritional benefits are driving the growth of this crop, as the awareness increases the demand so as the acreage



103.50 lakh hectares

▶ Vegetables

- ▶ Nutritional benefits, export potential, ever expanding e-grocery channels, increasing consumption of health conscious consumers, Govt. focus on expanding horticulture crops are driving the growth of vegetables



120.69 lakh hectares

▶ Cotton

- ▶ Increase in authentic seeds use and reducing counterfeit seeds by Gol and States will enhance the potential for organised players like Kaveri Seed



**Business evolution to
new seed varieties in
non cotton crops**

Evolving in to Non cotton seed company

More than 60% of revenues and profits are expected to come from non cotton crops

1976 - 2021

- ▶ Seed company with strong R&D
- ▶ Established and expanding crop portfolio
 - ▶ From Cotton to Maize, vegetables and Hybrid Rice
- ▶ Built large and diversified distribution and production capabilities
 - ▶ Achieved leadership position in major crops in India and emerged as leading player in Indian Seed Industry and exploring exports
- ▶ Generated great value for all stakeholders from farmers to investors and generated good free cash flows and distributed among investors year on year since listing of the company in 2007
 - ▶ Distributed Rs.920 crore in the form of dividend and buyback of shares since 2007(listing on the stock exchanges)
 - ▶ Distributed Rs. 619 crore in the form of dividends and buyback in the last five years



2022 and Beyond

- ▶ Increase in acreage across non cotton crops and driving hybrids penetration across the crop segments to drive the growth
 - ▶ Conversion from traditional seeds to hybrids in Rice, Maize and Vegetables and increased demand consumption of healthy foods like
- ▶ Hybrid Rice, Maize and Vegetables are going to drive the growth in the next decade
 - ▶ 60% of the revenues and profits are going to be from these three segments
- ▶ Adding new crops like mustard and wheat which have great potential in the years' to come
- ▶ Utilize R&D engine to create new value through advanced technology and partnerships with leading technology companies
 - ▶ Pathways include in-house development, license from third party technology developers, license from ICAR kind of institutes
- ▶ Leverage large sales and field technical support staff
 - ▶ Goal of helping customers deploy new technology in crop portfolio and increase value on the farm to push our new seed technologies adoption

Q3 FY22 Results update



Operational highlights

- ▶ In line with company's focus, the contribution from non-cotton segment in 9MFY22 has increased to 62% from 53% in 9MFY21
 - ▶ Hybrid Rice volumes increased by 22.38% in 9MFY22
 - ▶ The introduction of the new hybrids KPH471, KPH473 & KRH7299 has helped to achieve this strong growth
 - ▶ The contribution of new hybrid rice products was up from 67.93% to 75.68%
 - ▶ The contribution of new products was up from 9.55% to 25.49% of volumes in Maize
- ▶ During the quarter the company has completed the buyback process
 - ▶ Bought 20.07 lakh equity shares worth Rs. 119.95 crore
- ▶ As we are moving from pandemic to endemic, expecting large contributing States to resume tendering process for seeds during the next year

Financial highlights - Standalone

(Rs in Crore)

Particulars	Q3FY22	Q3FY21	Growth (%)	9MFY22	9MFY21	Growth (%)
Net Sales	102.08	100.07	2.01	860.44	931.90	(7.67)
EBIDTA	16.32	15.08	8.22	245.51	342.66	(28.35)
EBIDTA Margin (%)	15.99	15.07		28.53	36.77	
PAT	9.08	7.45	21.88	221.99	319.64	(30.55)
PAT Margin (%)	8.90	7.44		25.80	34.30	
Cash on Books	314	455		314	455	

Financial highlights - Consolidated

(Rs in Crore)

Particulars	Q3FY22	Q3FY21	Growth (%)	9MFY22	9MFY21	Growth (%)
Net Sales	126.05	118.55	6.33	903.40	972.05	(7.06)
EBIDTA	14.15	17.77	(20.35)	250.42	355.35	(29.53)
EBIDTA Margin (%)	11.23	14.99		27.72	36.56	
PAT	7.05	9.16	(23.08)	224.62	328.98	(31.72)
PAT Margin (%)	5.59	7.73		24.86	33.84	
Cash on Books	314	455		314	455	

Revenue and Volumes growth for Q3FY22

Particulars	Revenue		Growth	Volumes		Growth
	Q3FY22	Q3FY21		Q3FY22	Q3FY21	
Non Cotton	99.45	100.84	(1.38%)	12,254	10,983	12%
Cotton	2.55	(0.77)	431%	0.03	(0.07)	143%

Particulars	Revenue		Growth	Volumes		Growth
	Q3FY22	Q3FY21		Q3FY22	Q3FY21	
Hybrid Rice	5.88	15.50	(62%)	231	463	(50%)
Selection Rice	24.36	16.88	44%	3,398	2,321	46%
Maize	44.26	39.02	13%	1,769	1,600	11%
Vegetables	12.97	13.35	(3%)	108	158	(32%)

(Cotton in Lakh Packets and All Others in MTs, Revenue all are in Crore)

Revenue and Volumes growth for 9MFY22

Particulars	Revenues		Growth	Volumes		Growth
	9MFY22	9MFY21		9MFY22	9MFY21	
Non Cotton	529	497	6%	48,484	43,480	12%
Cotton	331	435	(24%)	52	70	(26%)

Particulars	Revenues		Growth	Volumes		Growth
	9MFY22	9MFY21		9MFY22	9MFY21	
Hybrid Rice	173	132	32%	6,834	5,584	22%
Selection Rice	115	96	21%	15,685	14,641	7%
Maize	163	186	(13%)	7,649	10,077	(24%)
Vegetables	33	30	8%	183	179	2%

(Cotton in Lakh Packets and All Other in MTs, Revenue all are in Crore)

Shareholder Value Generation



Right Products

- Launch of 8 to 9 new products every year in Non cotton crops is going to drive the growth of the company



Right Markets

- Building the size of each crop by further penetrating in current strong markets and potential markets



Right Team

- Building large dealers and farmers network, enhancing direct engagement with farmers at all levels

Forward-Looking Statements

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.



Thank you

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