



7th February 2018

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 Q3 & FY 2018 Results Announced on
7th February 2018 - Reg.***

Please find attached herewith Presentation of Kaveri Seed Company Limited Q3 & FY 2018 Result Announced on 7th February 2018. The same was displayed at our company's website : 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 seeds®



Kaveri Seed Company Limited

Results Presentation – Q3 & 9M FY18



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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**Industry
Backdrop & Outlook**

**Quarterly
Performance**





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

Area in lakh hectare

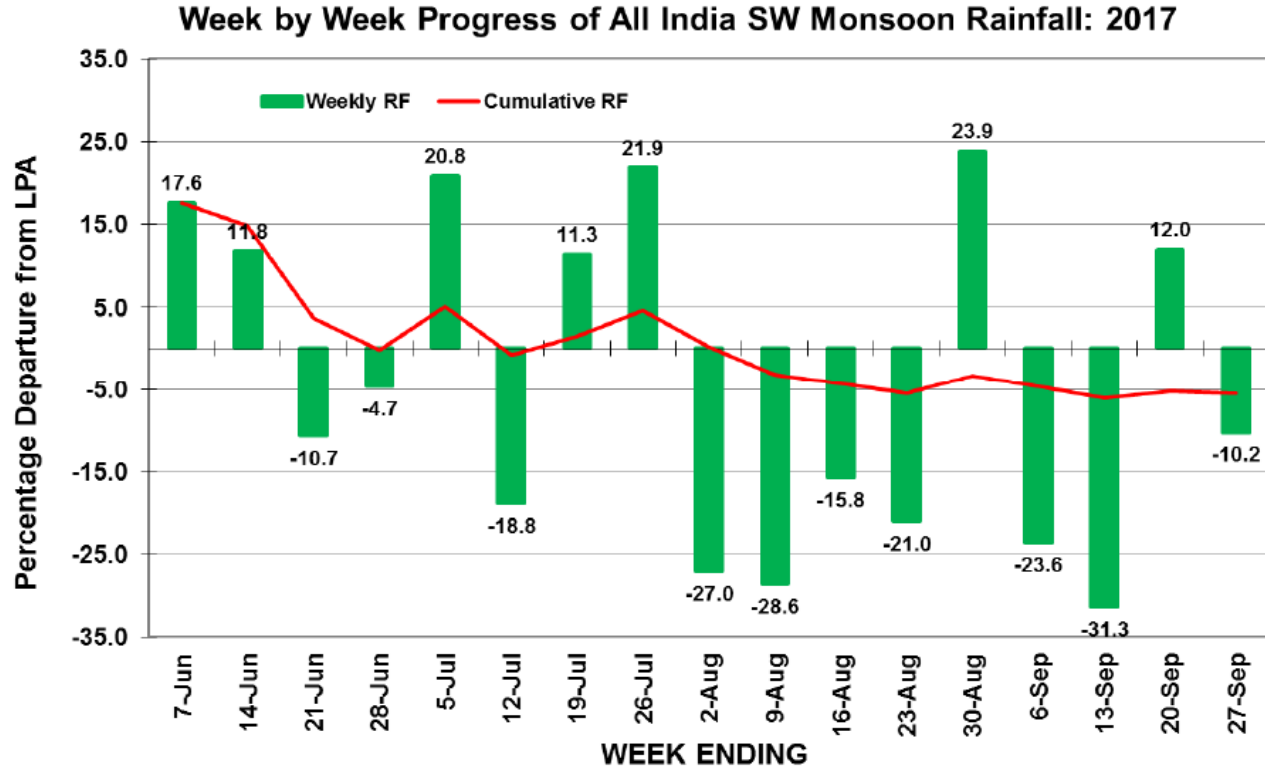
Crops	2017	2016	YoY Change %
Maize	15.73	15.35	2.48
Rice	22.32	15.99	39.59
Bajra	0.224	0.159	40.88
Pulses	163.1	155.76	4.71
Oilseeds	79.11	82.07	(3.61)

- 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



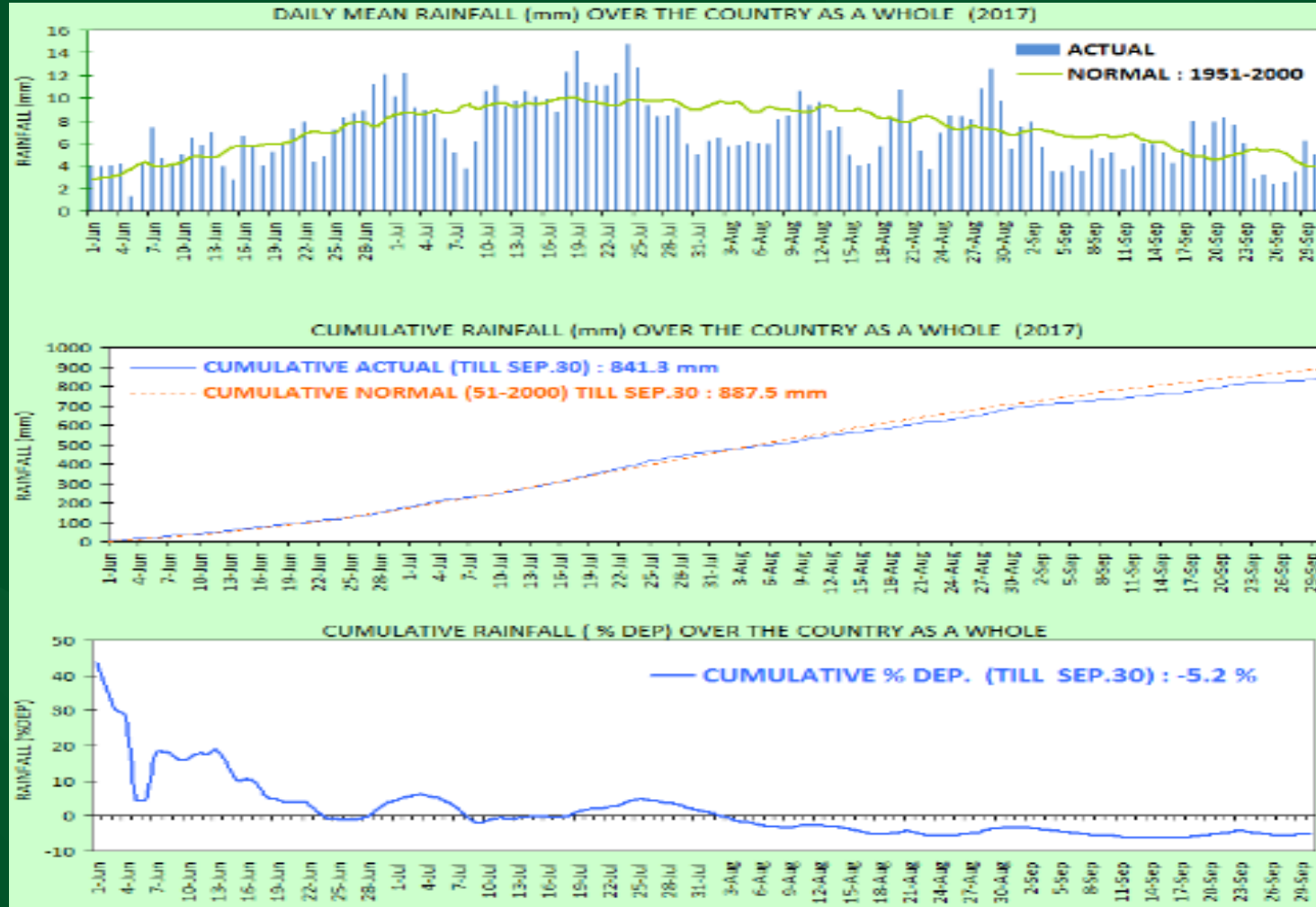
Industry Backdrop – All India Rainfall



Source: IMD



Industry Backdrop - All India Rainfall



Source: IMD



Industry Backdrop - Cotton

Area coverage during Kharif 2017
as on September 29, 2017

State	Area in lakh hectare		
	2017	2016	YoY Change %
Andhra Pradesh	6.1	4.4	40.1
Telangana	19.1	12.4	54.4
Gujarat	26.4	24.0	9.6
Karnataka	4.9	4.4	12.8
Madhya Pradesh	6.0	6.0	0.0
Maharashtra	42.1	38.1	10.4
Haryana	6.6	5.2	27.1
Punjab	3.9	2.6	50.4
Rajasthan	5.0	3.8	30.8
Others	2.6	2.0	32.5
Total	122.6	102.8	19.3

Source: Directorate of Cotton Development, Nagpur

- 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
- Use of Illegal Herbicide Tolerance was found in few states
- September rains impacted quality and quantity for early picking
- Pink Bollworm reported in few places. Prophylactic spray by farmers to prevent damage by pink bollworm has gone up
- Commodity prices are at lower levels compared to last year. However, Cotton still the most profitable crop as compared to other crops



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 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
Total	80.6	83.9	(4.0)

State	2017	2016	YoY 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
Total	15.7	15.4	2.5

- 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 Ruce 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



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
Gross Profit	35,918.69	27,643.66	29.93	3,087.38	3,040.52	1.54
<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)
Other income	2,231.29	3,258.28	(31.52)	162.24	1,009.72	(83.93)
EBITDA	25,366.03	19,762.01	28.36	1,135.43	1,349.94	(15.89)
<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
PBT	23,519.91	17,560.37	33.94	556.05	656.40	(15.29)
PAT	22,871.73	16,566.59	38.06	543.43	355.25	52.97
<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

Fund House	Liquid	Liquid Plus	FMPs	Short Term	Medium Term	Total
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
Total	1,652	7,506	5,685	6,465	22,444	43,753

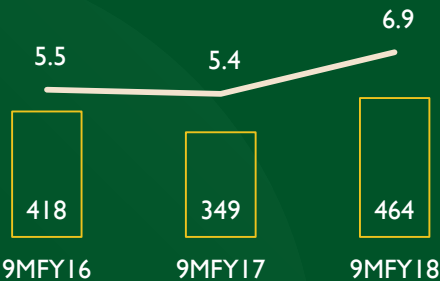
Total cash on books of Rs . 458 crore as on 31 December, 2017



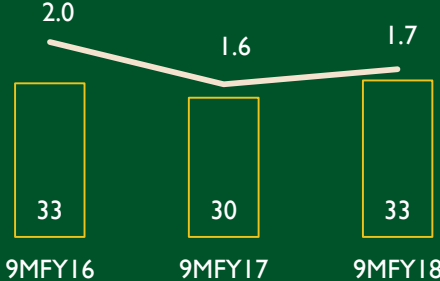
Q3 & 9M FY18 Operational Highlights

- 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

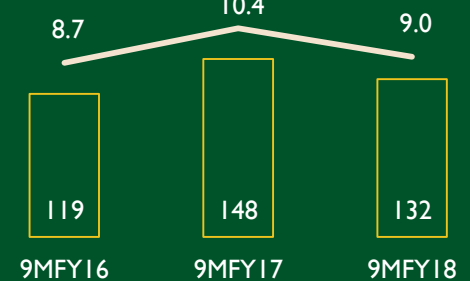
Cotton seed revenue & volumes



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)



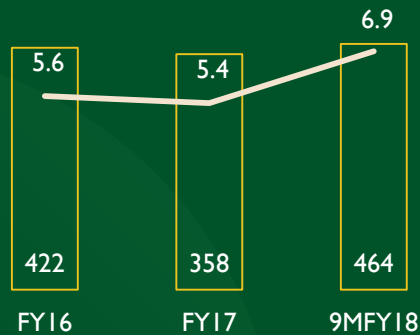
Leadership Product Portfolio

Kaveri's cotton seed volume break-up

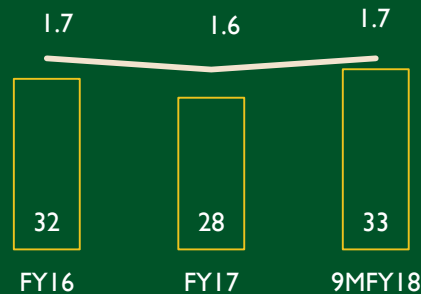
(m packets)	FY16	FY17	9M FY18
AP & Telangana	3.42	2.92	3.20
Maharashtra	1.12	1.49	2.23
Karnataka	0.45	0.42	0.68
Gujarat	0.25	0.24	0.41
Madhya Pradesh	0.16	0.19	0.21
Others	0.18	0.19	0.21
All India	5.59	5.44	6.94

- 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

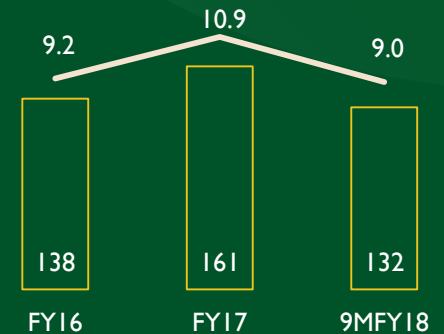
Cotton seed revenue & volumes



Hybrid Rice seed revenue & volumes



Maize seed revenue & volumes



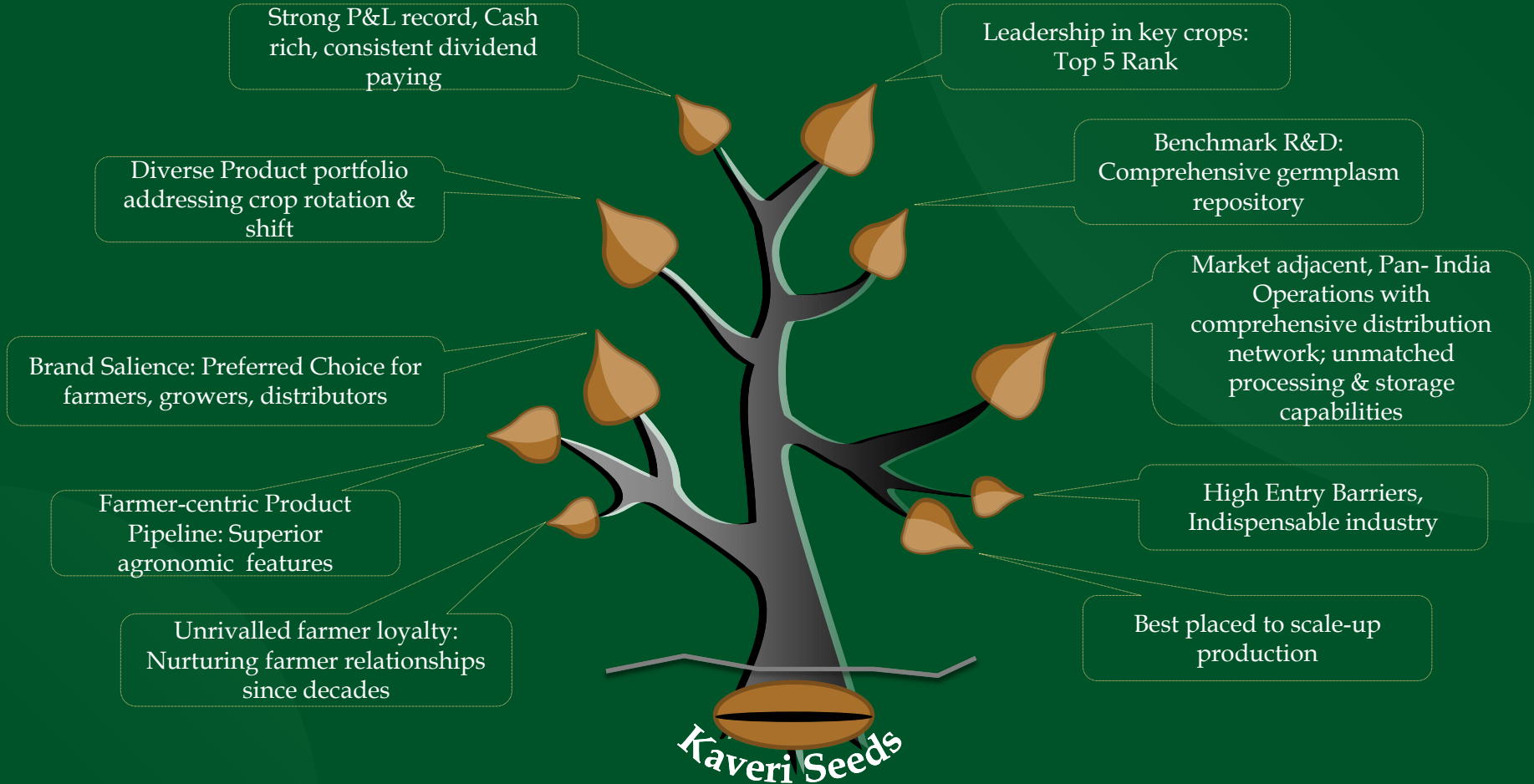
Net Revenues (Rs cr)

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

Net Revenues (Rs cr)



The Kaveri Moat: Seeding Profitable Growth





Investor Contacts

For further information, please contact:

G. Vijay Kumar Tel: +91 40 4919 2345
 Fax: +91 40 2781 1237

CFO, Kaveri Seeds *cfo@kaveriseeds.in*

513 B, 5th Floor, Minerva Complex, S.D.Road, Secundrabad -
500 003

www.kaveriseeds.in

Gavin Desa +91 22 6645 1237

CDR India *gavin@cdr-india*

Vikram Rajput +91 22 6645 1223

CDR India *vikram@cdr-india*



THANK YOU