

kaveri seed company limited



14th August 2019

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 Q1& FY 2019-20 Results Announced on 13th August, 2019-Reg


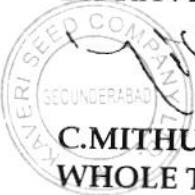
Please find attached herewith Presentation of Kaveri Seed Company Limited Q1 & FY 2019-20 Results announced on 13th August, 2019. The same was displayed at our Company's website at www.kaveriseeds.in

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

Results Presentation - Q1 FY20



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.





INDUSTRY BACKDROP & OUTLOOK

Industry Backdrop



- All crops except cotton and Bajra are showing a decrease in acreage; maize acreage has been stable, decline for Rice (down ~39% YoY) due to transplantation. Cotton acreage has expanded by ~6% YoY
- Rice, Wheat, Cotton and Soybean prices are up between 3-12%
- Maize sown area is down in all states due to delayed and deficient rains except MH, MP & UP where timely rains helps early sowing

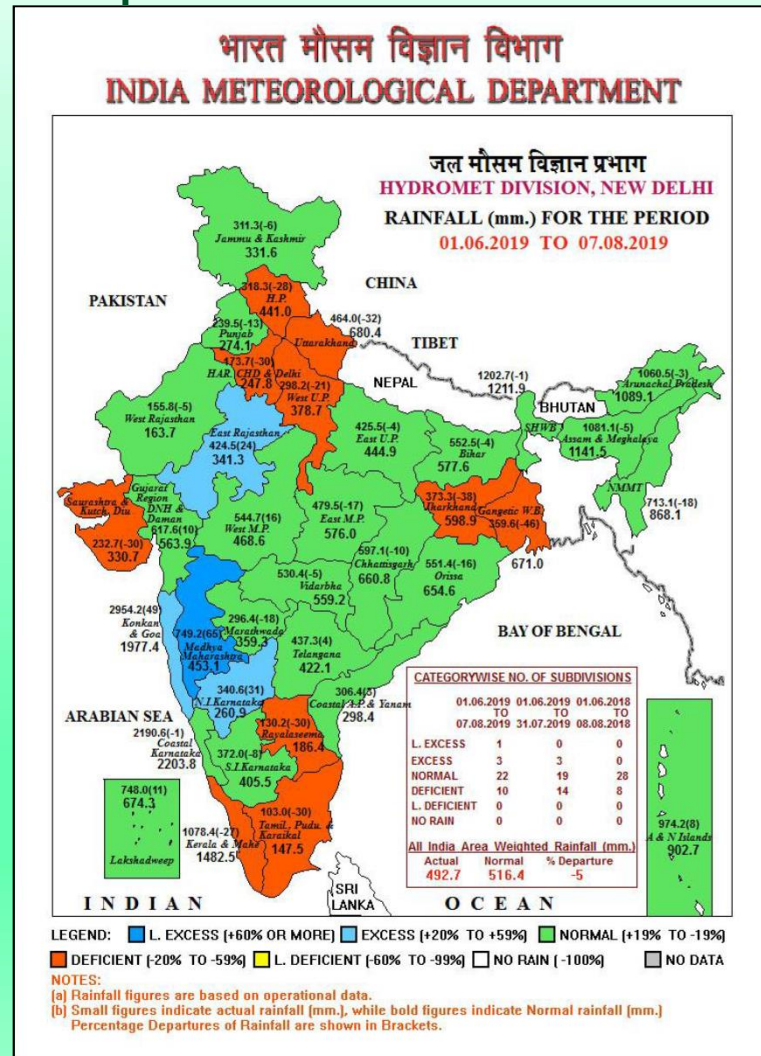
- Crop-wise area coverage during Kharif 2019-20:
As on Aug 09, 2019

Area in lakh hectare

CROP	2019-20	2018-19	YoY Abs Change
Cotton	118.73	112.60	6.13
Maize	72.74	72.83	-0.09
Rice	265.20	304.18	-38.98
Bajra	60.45	59.36	1.09
Jowar	14.06	15.83	-1.77
Sunflower	0.80	0.81	-0.01

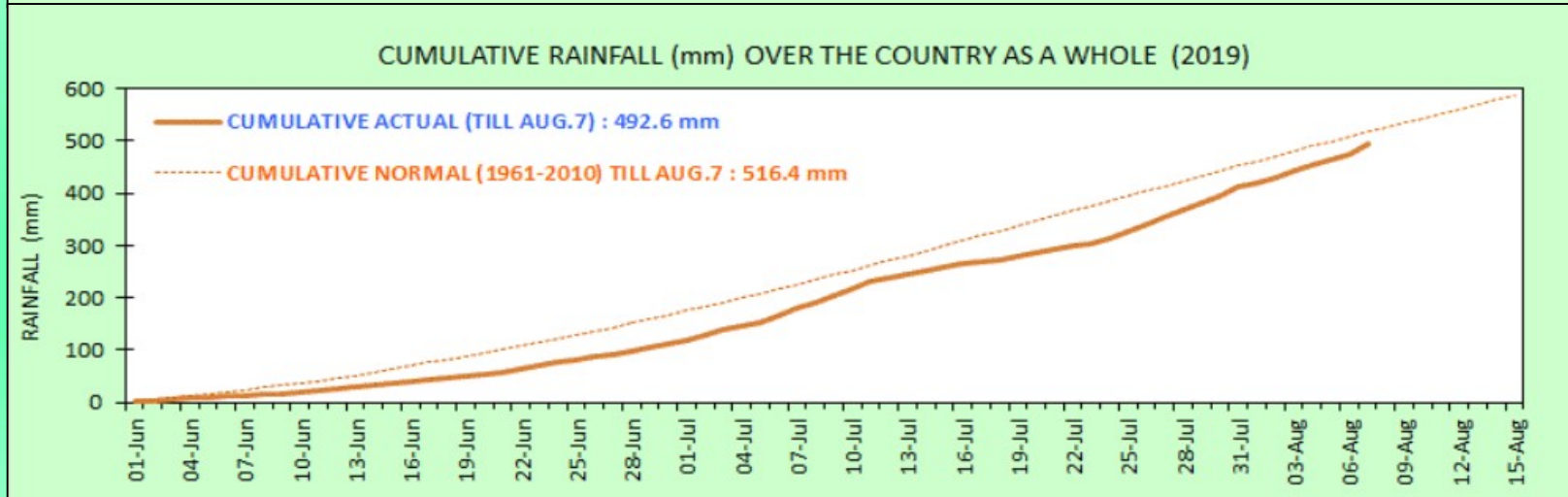
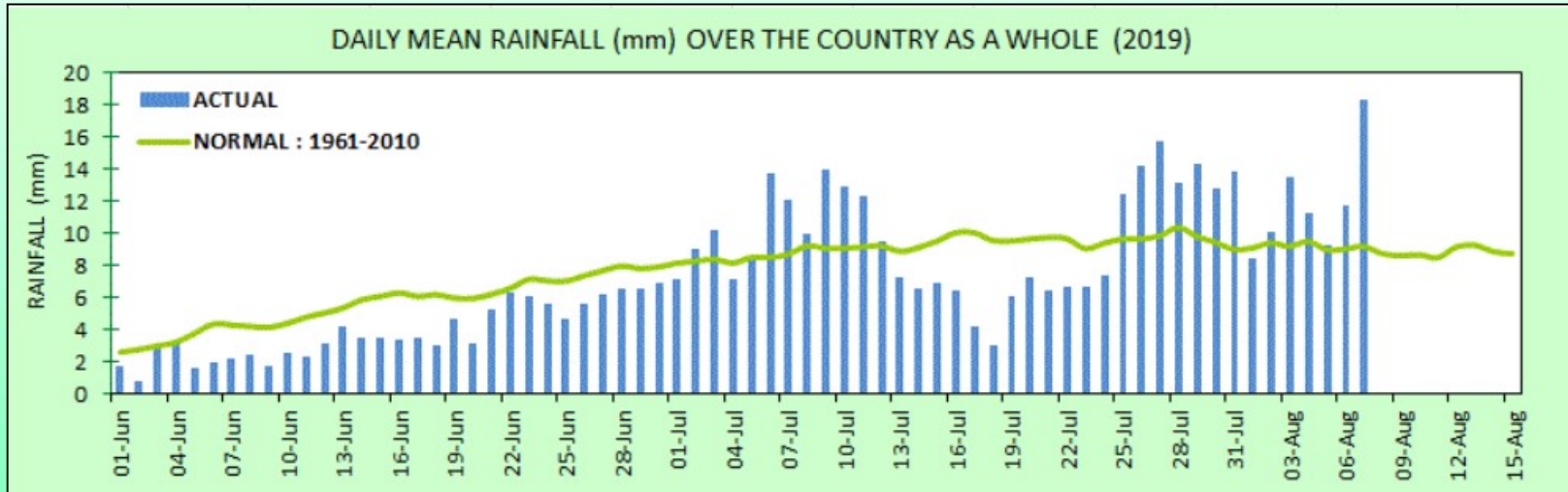
Source: agricoop.nic.in

Industry Backdrop - All India Rainfall



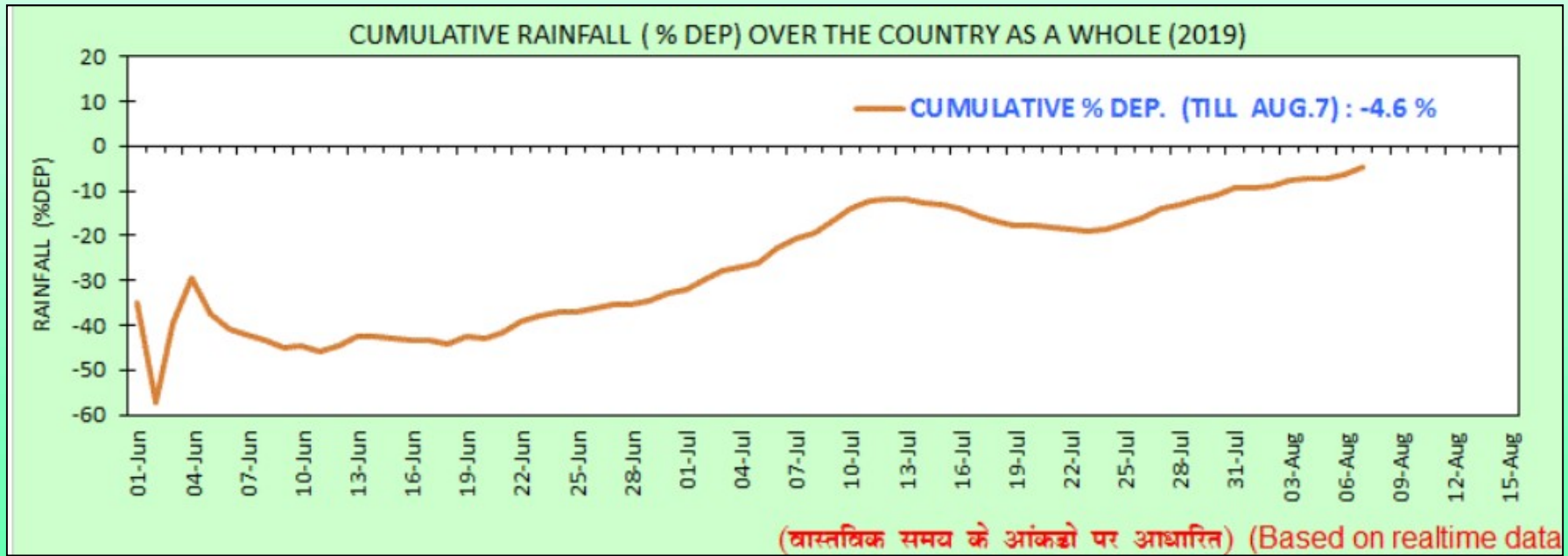
Source: IMD

Industry Backdrop - All India Rainfall



Source: IMD

Industry Backdrop - All India Rainfall



Industry Backdrop - Cotton



Area coverage during Kharif 2019
as on Aug 09, 2019

Area in lakh hectare

State	2019-20	2018-19	YoY Abs Change
Andhra Pradesh	4.18	4.02	0.16
Telangana	17.24	17.07	0.17
Gujarat	24.70	26.59	-1.89
Haryana	6.76	6.65	0.11
Karnataka	4.47	3.76	0.71
Madhya Pradesh	6.10	5.24	0.86
Maharashtra	42.82	39.70	3.12
Odisha	1.69	1.56	0.13
Punjab	4.02	2.84	1.18
Rajasthan	6.45	4.96	1.48
Tamilnadu	0.05	0.05	0.00
Others	0.27	0.17	0.10
All India	118.73	112.60	6.13

Source: Directorate of Cotton Development, Nagpur

- Acreage has reduced in Gujarat
- Sowing happened earlier in Gujarat, Madhya Pradesh and Maharashtra this year compared to last year
- Overall cotton market in India has been stable - seen a growth of 5.5% to 6.5%



Industry Backdrop - Maize

Area coverage during Kharif 2019-20
as on Aug 09, 2019

Area in lakh hectare

State	2019-20	2018-19	YoY Abs Change
Karnataka	9.78	10.53	-0.75
Maharashtra	7.92	7.64	0.28
Uttar Pradesh	7.12	7.07	0.05
Telangana	3.31	4.15	-0.84
Bihar	3.65	3.81	-0.16
Gujarat	3.44	4.31	-0.87
Jharkhand	2.47	2.46	0.01
Orissa	2.03	2.11	-0.08
West Bengal	0.34	0.46	-0.12
Andhra Pradesh	0.66	0.76	-0.1
Assam	0.2	0.28	-0.08
Rajasthan	8.8	8.68	0.12
Tamilnadu	0.06	0.14	-0.08
Madhya Pradesh	15.28	13.52	1.76
Others	7.68	6.91	0.77
Total	72.74	72.83	-0.09

- With highly attractive commodity prices - sentiment for maize has been positive
- Overall acreage of Maize has been stable while decrease in some states and increase in few

Source: Department of Agriculture Cooperation & Farmers Welfare

Industry Backdrop - Commodity Prices Cotton



State	Prices July, 2019	Prices July, 2018	% Change(Over Previous Year)	Prices June, 2019	% Change(Over Previous Month)
Andhra Pradesh	5,998.34	5,841.00	-0.81	6,047.16	2.69
Gujarat	5,895.90	5,564.05	2.97	5,725.64	5.96
Haryana	6,092.59	5,698.52	-1.89	6,210.05	6.92
Karnataka	5,829.89	5,390.56	-4.27	6,089.83	8.15
Madhya Pradesh	5,577.69	4,857.81	-2.39	5,714.30	14.82
Maharashtra	5,850.00	5,096.62	-6.29	6,242.92	14.78
Punjab	5,026.40	5,406.43	-	-	-7.03
Rajasthan	6,364.44	5,871.01	-3.32	6,583.15	8.40
Tamil Nadu	5,818.87	4,725.11	2.33	5,686.31	23.15
Telangana	6,051.24	5,323.42	0.21	6,038.35	13.67
Average	5,754.42	5,377.45		5,891.81	

Source: AGMARKNET

Industry Backdrop - Commodity Prices Maize



State	Prices July, 2019	Prices July, 2018	% Change(Over Previous Year)	Prices June, 2019	% Change(Over Previous Month)
Andhra Pradesh	1,651.67	978.97	0.54	1,642.81	68.72
Assam	1,580.35	1,117.97	6.09	1,489.60	41.36
Chattisgarh	1,964.90	1,073.05	9.92	1,787.62	83.11
Gujarat	2,121.56	1,542.79	6.24	1,996.98	37.51
Haryana	1,869.23	1,258.98	6.49	1,755.26	48.47
Karnataka	2,328.65	1,320.93	9.19	2,132.64	76.29
Madhya Pradesh	2,000.68	1,232.35	7.82	1,855.50	62.35
Maharashtra	2,357.67	1,452.42	16.46	2,024.39	62.33
Odisha	1,662.60	1,321.05	6.12	1,566.66	25.85
Punjab	1,594.77	972.47	8.21	1,473.77	63.99
Rajasthan	1,925.77	1,361.29	1.30	1,901.05	41.47
Tamil Nadu	2,348.46	1,395.05	10.43	2,126.62	68.34
Telangana	1,975.93	1,372.52	1.87	1,939.71	43.96
Uttar Pradesh	1,872.30	1,132.46	3.75	1,804.68	65.33
Average	2,147.71	1,538.69		1,974.59	

Source: AGMARKNET

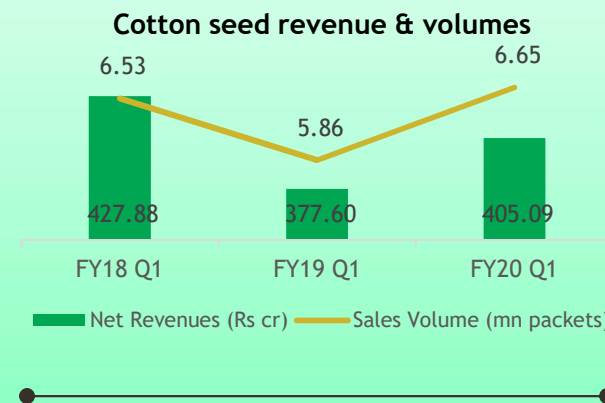
Q1FY20 Business Highlights

- Improvement in cotton revenues driven by higher acreages (~5%) and increased marketshare
 - A delayed monsoon has seen some sales spilling over to the second quarter
- Maize acreage significantly down in Telangana due to late arrival of monsoon
 - Monsoon has since improved, however with season having ended, revenues have been impacted
- Hybrid rice sale up; overall hybrid rice up by 2%
 - Transplantation delayed due to late monsoon
- Bajra sowing delayed in some parts of the country
 - Pick up in monsoon expected to translate to improved acreages in Q2
- Cob drying facility helped enhance quality of seed and ensure timely deliveries
- Proper planning and placement helped to increase sale

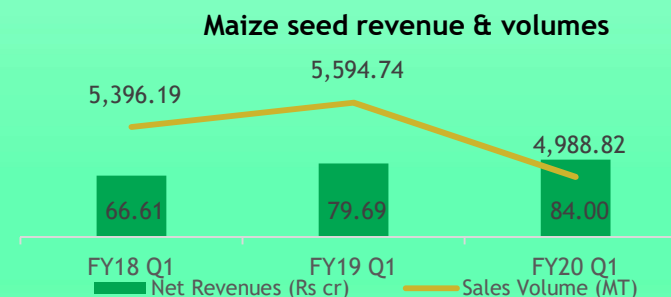
Q1FY20 Crop wise detail



- Cotton:** Volumes increased by about 13% in Q1FY20
- Gained cotton seed market share in Gujarat, Maharashtra & Northern Markets
 - Contribution of new products went up from 21% to 33% of volume
 - Money Maker Scale up across market this year. 2 new Cotton hybrids under demonstrations with farmers. Performance of Money Maker appreciated by farmers across markets



- Maize:** Volumes decreased by 12% in Q1FY20
- Change in portfolio mix translated to improved sales value



- Non cotton:** Business grown significantly by about 23 %
- Driven by volume growth in new hybrids and also price appreciation in key products

Q1FY20 Crop wise detail

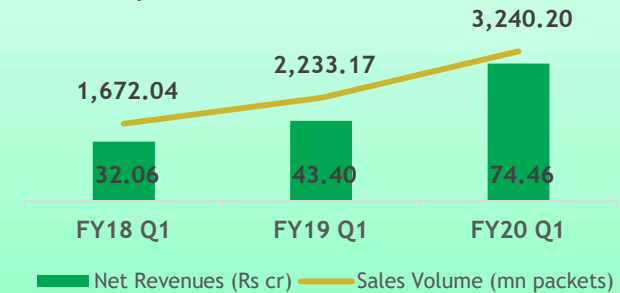
Hybrid Rice volumes increased by 53% in Q1 FY20

- Introduction of new hybrid Paddy KPH 468 helped translate to strong growth

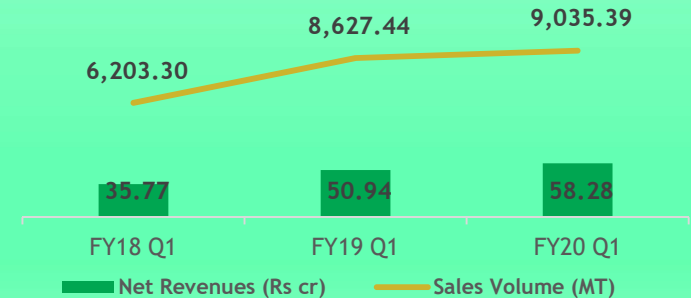
Selection Rice volumes grew by 5 % in Q1 FY20

- Contribution of new products went up from 14% to 18%
- In selection rice, consistent performance across geographies. New products scale up done with growth in Coastal King, Prize & Shireen across markets

Hy Rice Seed revenue & volumes



Sel Rice seed revenue & volumes





Outlook

Field

- Due to the delay monsoon resulting in delayed sowing of cotton further increase in area and volume for Kaveri expected in 02nd Quarter for KA, AP & TN
- High commodity prices across the board to keep the sentiment positive among the farmer
- Delayed monsoon in 01st Quarter impacted crop area while normal monsoon towards the end will help the rabi crops area increase
- Maize and Rice area for Rabi season is expected to go up with increase in ground water table due to normal monsoon and stable commodity prices.
- Induction of New hybrids in Summer Bajra, will set new growth opportunity for Kaveri

Vegetables

- Performance of new OKRA hybrid KOKH 1107 outstanding across the India market
- Introduction of CLCV Virus resistance hybrid KHPH 1204 in Major Hot pepper market
- Outlook for hybrid tomatoes positive
- CLCV virus resistant hybrids identified and selected for coming year



Q1FY20 PERFORMANCE

Q1 FY20 Performance Review



Rs. lakhs	Standalone			Consolidated		
	Q1FY20	Q1FY19	Growth (%)	Q1FY20	Q1FY19	Growth (%)
Net Sales	65,546.71	58,189.02	12.64	62,757.77	57,872.13	8.44
Cost of Production	35,109.00	31,142.32	12.74	31,484.43	30,224.77	4.17
Gross Profit	30,437.70	27,046.70	12.54	31,273.34	27,647.36	13.12
Gross Margin (%)	46.44	46.48	(0.09)	49.83	47.77	4.31
Employee cost	1,178.98	1,165.47	1.16	1,403.41	1,368.22	2.57
Other Expenses	5,931.10	5,530.30	7.25	6,262.21	5,841.31	7.21
Other income	432.92	1,683.28	(74.28)	413.94	1,661.24	(75.08)
EBITDA	23,760.55	22,034.21	7.83	24,021.66	22,099.07	8.70
EBITDA Margin (%)	36.25	37.87	(4.27)	38.28	38.19	0.24
Depreciation	585.76	534.64	9.56	623.77	575.11	8.46
Finance Cost	1.79	1.83	(2.29)	8.93	14.45	(38.22)
PBT	23,173.00	21,497.74	7.79	23,388.97	21,509.51	8.74
PAT	22,893.49	21,058.19	8.72	23,024.16	21,010.00	9.59
PAT Margin (%)	34.93	36.19	(3.49)	36.69	36.30	1.06

Cash investments as on 30 June 2019



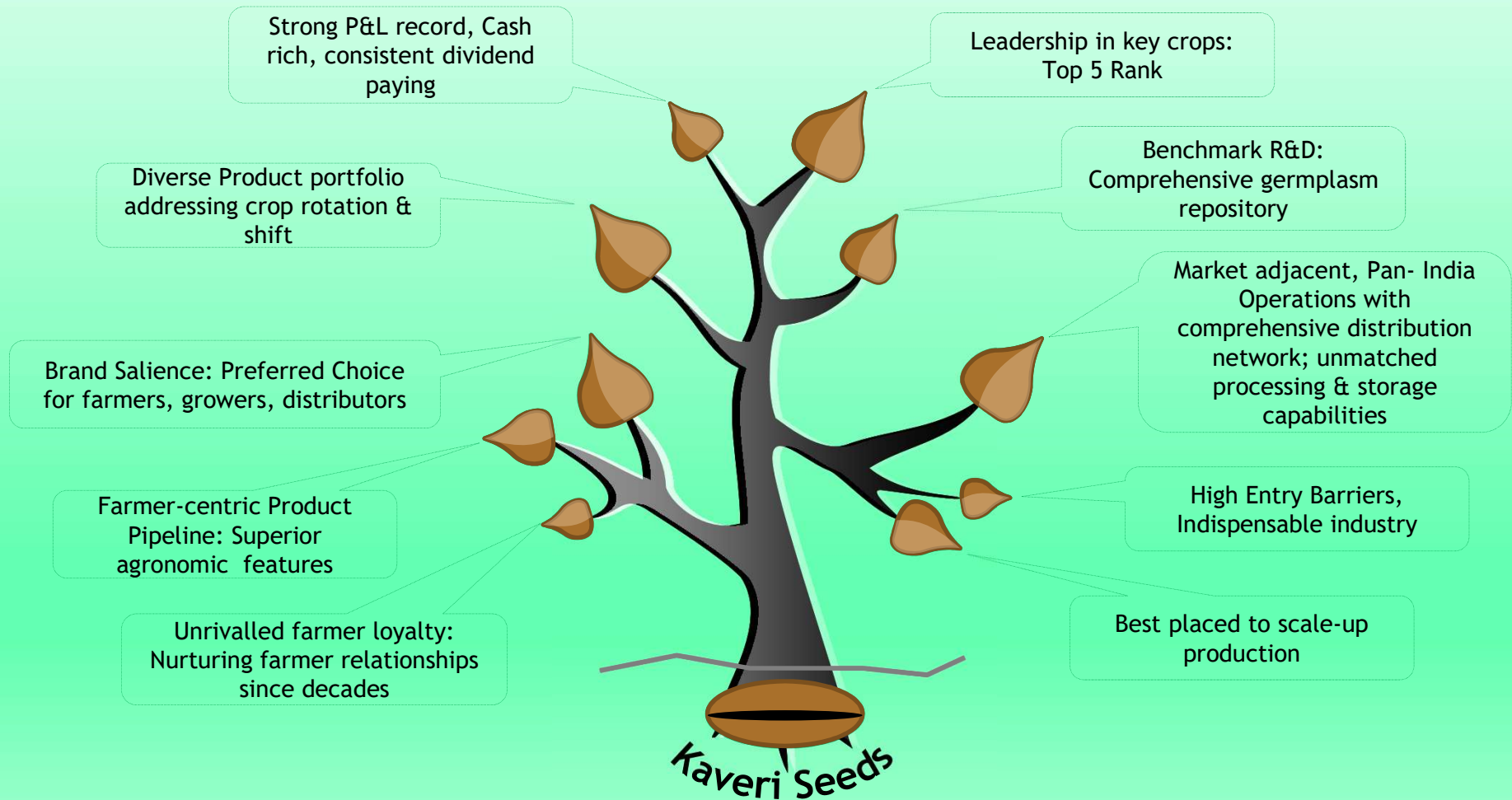
Rs.in Lakhs

All figures based on cost

Fund House	Liquid	Liquid Plus	FMP	Shortterm	Medium	Grand Total
ASK	-	-	-	-	2,293	2,293
BIRLA	-	1,010	2,100	880	1,220	5,210
FARANKLIN	-	-	500	-	1,000	1,500
HDFC	1,500	-	4,905	-	3,800	10,205
ICICI	-	2,500	2,991	450	3,703	9,644
IDFC	-	59	-	1,000	316	1,375
IIFL	-	-	-	-	2,705	2,705
KOTAK	2,500	4,000	500	-	-	7,000
RELIANCE	400	259	600	-	5,300	6,559
SBI	900	-	-	-	-	900
TATA	1,000	-	-	-	-	1,000
UTI	-	-	648	700	-	1,348
Grand Total	6,300	7,828	12,244	3,030	20,337	49,739

Total cash on books of Rs. 506 crore as on 30 June, 2019

The Kaveri Moat: Seeding Profitable Growth



Investor Contacts

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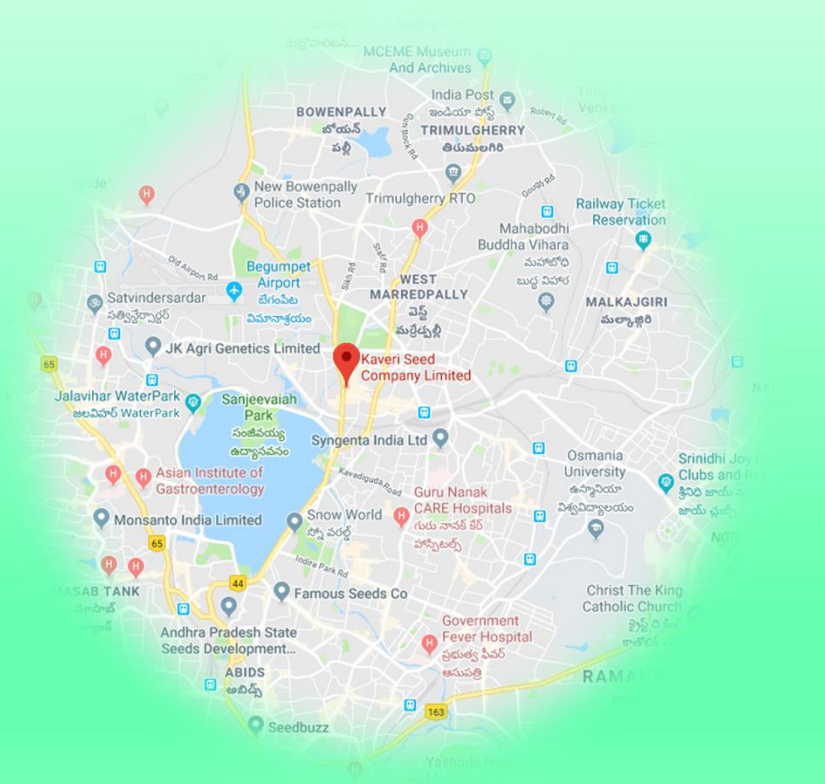
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THANK YOU