

# Kaveri Seed Company Limited

Results Presentation - Q4 & FY17



kaveri seeds®





## 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.



- 1 Industry Backdrop & Outlook
- 2 Yearly & Quarterly Performance
- 3 Business Overview
- 4 5 Years Financial Performance







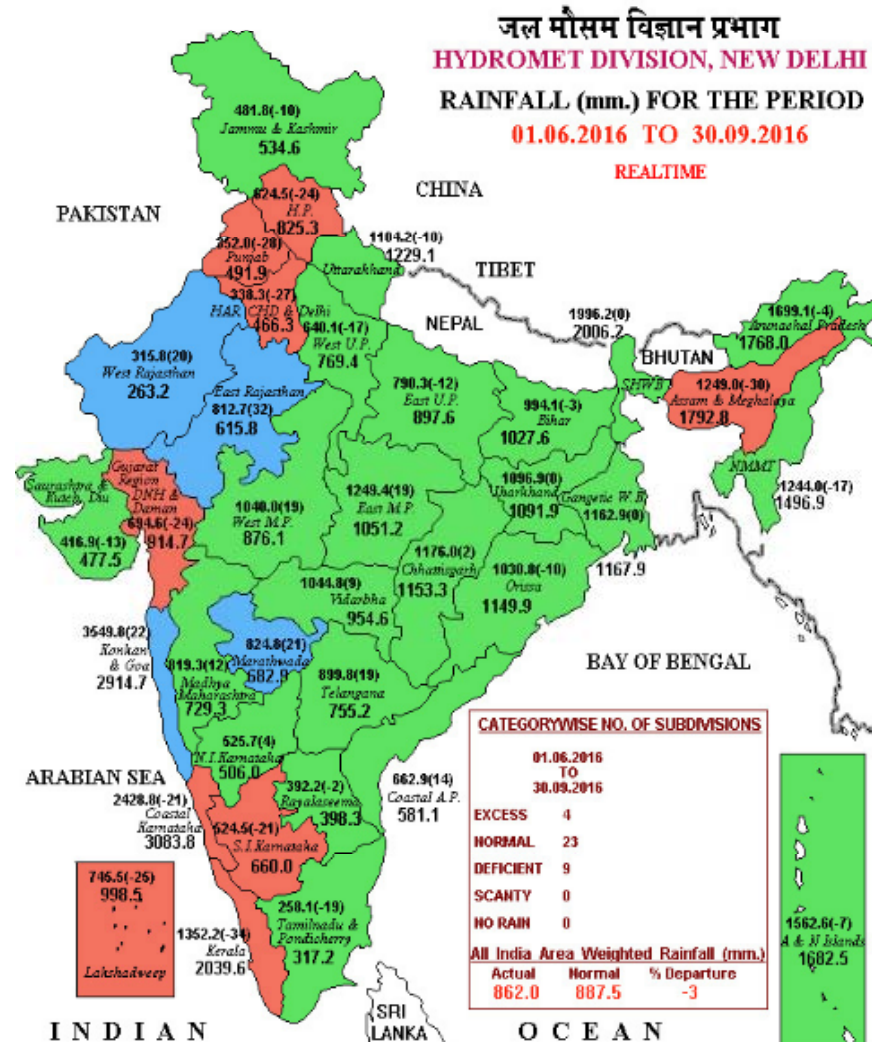
## Industry Backdrop

- Cotton sowing has been below normal and overall acreage has decreased 12% YoY ; 29% YoY in AP and 27% YoY in Telangana
- Increased thrust by some state governments on non-cotton crops vis-à-vis cotton crops impacted cotton acreages in FY17
- Clarity on cotton price due to CSPCO (Cotton Seeds Price Control Order) 2015 and Price Notification issued by Ministry of Agriculture
- Normal rainfall in 2016 after 2 years of drought
- Demonetization impacted collections in H2 FY17
- Moderation in cotton growth in FY17 offset by growth in maize, pulses, vegetables, etc.
- Pulses acreages up due to government encouragement, however higher production led to decreases in prices
- Maize acreage higher by 10%
- Cotton yield higher than previous year, ROI highest amongst all crops





# Industry Backdrop - Rainfall



LEGEND: ■ EXCESS (+20% OR MORE) ■ NORMAL (+19% TO -19%) ■ DEFICIENT (-20% TO -59%)

■ SCANTY (-60% TO -99%) ■ NO RAIN (-100%)  NO DATA

**NOTES:**

[a] Rainfall figures are based on operational data.

[b] Small figures indicate actual rainfall (mm.), while bold figures indicate Normal rainfall (mm.)  
 Percentage Departures of Rainfall are shown in Brackets.

Source: IMD

# Industry Backdrop - Commodity Prices



## Cotton

Rs. Per Quintal	April 2017	April 2016	YoY Change %	March 2017	MoM Change %
Andhra Pradesh	5,526	4,527	22.1	5295	4.4
Gujarat	5,461	4,593	18.9	5383	1.4
Karnataka	5,456	4,494	21.4	5574	(2.1)
Madhya Pradesh	5,502	4,620	19.1	5517	(0.3)
Maharashtra	5,482	4,638	18.2	5525	(0.8)
Telangana	5,234	4,356	20.2	5245	(0.2)

## Maize

Rs. Per Quintal	April 2017	April 2016	YoY Change %	March 2017	MoM Change %
Andhra Pradesh	1,399	1,390	0.7	1,354	3.3
Karnataka	1,526	1,418	7.6	1,511	1.0

## Soyabean

Rs. Per Quintal	April 2017	April 2016	YoY Change %	March 2017	MoM Change %
Madhya Pradesh	2,774	3,786	(26.7)	2,764	0.4
Maharashtra	2,691	3,830	(29.7)	2,656	1.3

Source: AGMARKNET



## Industry

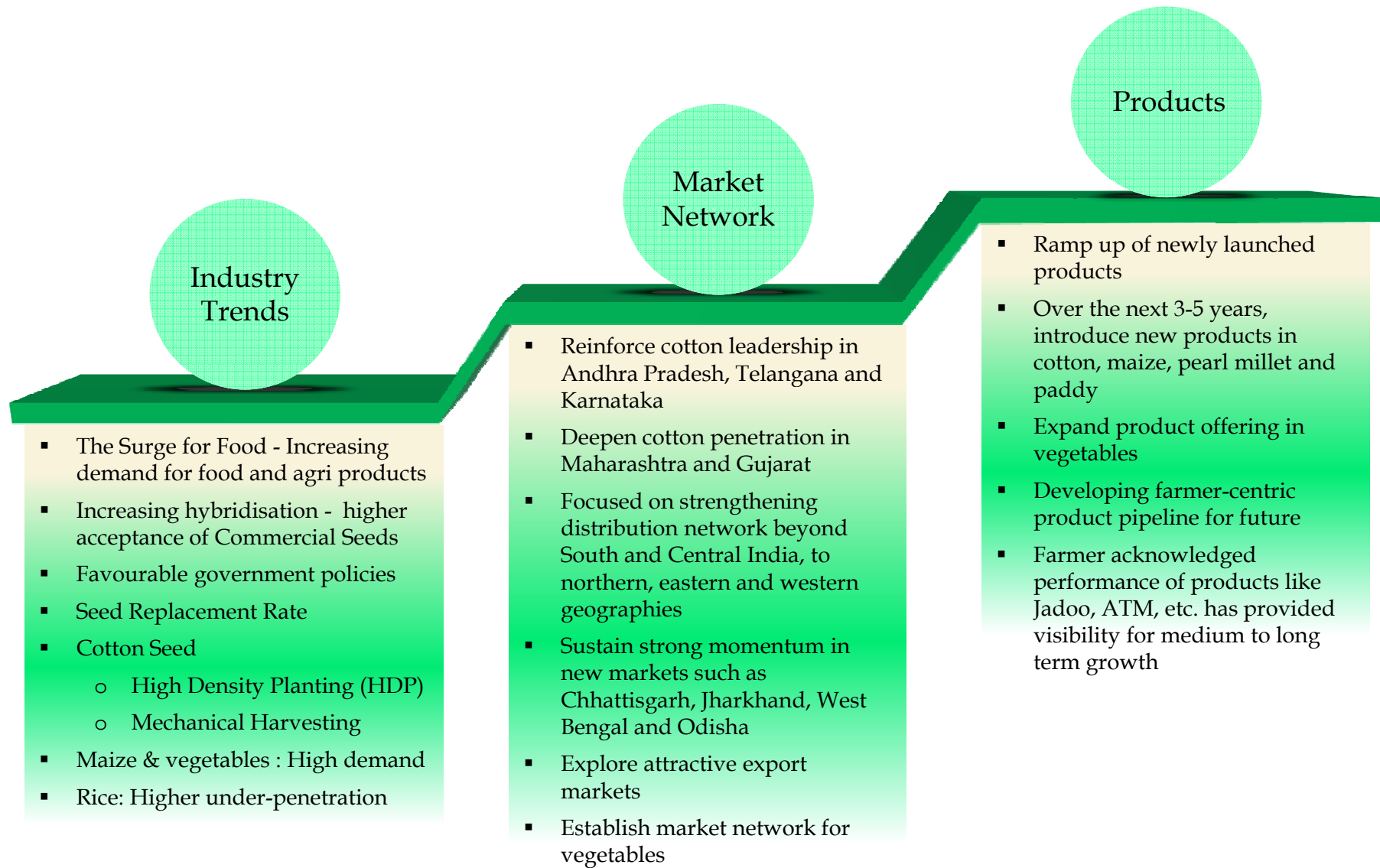
- Commercial cotton prices have risen sharply
- ROI for cotton highest amongst crops
- Cotton Seed prices fixed by GOI - same as last year
- Pulses and Soyabean prices have dropped, which will lead to increased sowing for cotton
- Maize, Sunflower and Chilli acreages under pressure. Drop in chilli acreage is a positive for cotton
- Forecast of below normal monsoon, however it wont impact sowing and seed industry
- Cotton is an ideal crop in low rainfall conditions
- Vegetable seed demand expected to grow

## KSCL

- Cotton seed production projected to be better than last year both in terms of quantity and quality - recovery rates expected to be higher
- Positive traction for Jaadoo, ATM
- Rabi production has been challenging for various crops
- New Mulangor plant to cater supply in time to market
- Vegetables business to grow significantly on the back of increased investment in R&D, supply chain and S&M
- New product introductions
  - Cotton - 1
  - Maize - 2
  - Rice - 3



# Growth Strategy





# FY17 Initiatives and Outcomes



## Company

- Non cotton revenue increases as per plan, reducing dependence on cotton
- Maize volume and value increased
- Reduction in overall inventory of field crops
- Reduction in field crops discard
- Vegetables - increased investment in R&D, Supply and Sales
- Multi Location Trials increased
- Notification of 2 hybrids in rice, 1 hybrid in maize, 1 hybrid in pearl millet and 1 hybrid in sunflower

## Supply Chain

- Cotton production - recovery and quality improvement
- Improvement in cotton seed production operational efficiency by focused geographical approach
- Reduction in maize rejection
- Increased rice production in Kharif to meet market needs in time
- Increased recovery rate in selection rice in our new plant in Mulangoor

## Finance

- Announced share buyback of 2,962,963 equity shares of face value of Rs. 2 each at a price of Rs. 675 per share on March 27, 2017. The Buyback is in process and the Postal ballot concludes on May 27, 2017. The Buyback is a testament to the Company's confidence in its long-term growth story
- Appointed leading auditors M. Bhaskara Rao & Co as internal auditors
- Appointed consultants to revisit and redraft SOP Development
- SAP Initiation

# FY17 Initiatives and Outcomes



## Field Crop

- **Market share gains**
  - Cotton market share gain despite declining cotton market. Significant gain in Maharashtra
  - Reduced sales return
  - Expanding footprint outside of Telangana/ Andhra Pradesh and Karnataka
  - Gained market share in maize
  - Maize export increased
- **Increased visibility and mindshare**
  - Retailer reach and connect increased
  - Farmer incentive program – provided discount coupons at time of harvest which can be redeemed at the time of purchase
  - 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
- **Focus on new products**
  - 8 new product launched (Maize – 3, Bajra – 3 and Rice – 2)
  - Increased number of demonstration of pre commercial products
- **Introduced sales productivity tool**
- **Strengthened Sales Organisation Structure**
  - Mapped teams based on geography and potential of the market
  - Country now divided into six zones, each headed by Associate General Manager

## Sales & Marketing - Vegetables

- Built exclusive Vegetables sales team of more than 20 dedicated employees
- Launched new products in Vegetables
- Explored licensing opportunity in Vegetables
- Exclusive distribution network for Vegetables



# Ind-AS Reconciliation



Reconciliation between the profits as reported earlier and the Ind AS recast profits for the quarter and full year ended March 31, 2016

Particulars (Rs. in Lakhs)	Standalone		Consolidated
	Q4 FY16	FY16	FY16
<b>Net Profit reported as per IGAAP</b>	(976.18)	17,712.20	17,228.04
(i) Recognition of Biological assets	(42.90)	(98.80)	(100.67)
(ii) Restatement of Grant and Subsidies	(0.48)	(2.13)	(2.13)
(iii) Fair value adjustment of Financial Assets	(0.23)	(4.14)	(4.14)
(iv) Profit on sale of Investments	0.00	(441.68)	(441.68)
(v) Other adjustments	-	-	5.25
(vi) Tax on above adjustments	(21.51)	62.51	62.51
Net Profit as per India AS	(1,041.30)	17,227.96	16,747.18
Other Comprehensive Income (net of tax) as per Inda AS	269.41	1,246.36	1,246.36
<b>Total Comprehensive Income as per India AS</b>	<b>(771.89)</b>	<b>18,474.32</b>	<b>17,993.54</b>

Amount of "Sales Schemes" grouped under "Other Expenses" representing amounts in the nature of discounts and rebates, have been reduced from Net Sales as a result of Ind-AS adjustment for the quarters ended 31.03.2017, 31.12.2016, 31.03.2016 and for the full year ended 31.03.2017 and 31.03.2016. The said adjustment has not been carried out for year end figures of March 31,2016 which has been disclosed in accordance with accounting standards notified under the Companies(Accounting Standards). Schemes & incentives which typically would form 18-20% of Revenues would as per Ind-AS not form part of Revenues

The Company has valued financial assets (other than investments in subsidiaries which are accounted at cost), at fair value. Impact of fair value changes as on the date of transition, is recognized in opening reserves and changes thereafter are recognized in Profit and Loss account or Other Comprehensive Income, as the case may be

Minor impact on depreciation due to change in computation of asset life

In line with Ind-AS recommendation Company has reported Standalone results

# Ind-AS Reconciliation



Reconciliation of Equity as per previous GAAP and Ind AS for the year ended March 31, 2016

Particulars (Rs. in Lakhs)	Standalone	Consolidated
	FY16	FY16
Total Equity as per previous GAAP	91,562.59	90,649.38
(i) Recognition of Biological assets	65.87	65.87
(ii) Restatement of Grant and Subsidies	(8.67)	(8.67)
(iii) Fair value adjustment of Financial Assets	(4.14)	(4.14)
(iv) Fair Value of Investments	1,981.79	1,981.79
(v) Other Adjustments		(12.15)
(vi) Tax on above adjustments	27.07	27.07
<b>Total Equity as per India AS</b>	<b>93,624.51</b>	<b>92,699.15</b>

# Q4 & FY17 Performance Review



Rs. lakhs	Consolidated			Standalone					
	FY17	FY16	Growth (%)	FY17	FY16	Growth (%)	Q4FY17	Q4 FY16	Growth (%)
Net Sales	70,635.76	74,530.27	(5.2)	66,989.10	71,652.95	(6.5)	4,030.08	4,109.49	(1.9)
Cost of Production	41,066.01	39,856.94	3.0	39,748.88	38,546.18	3.1	4423	2048.96	115.9
<b>Gross Profit</b>	<b>29,569.75</b>	<b>34,673.33</b>	<b>(14.7)</b>	<b>27,240.22</b>	<b>33,106.77</b>	<b>(17.7)</b>	<b>(392.92)</b>	<b>2,060.53</b>	
<i>Gross Margin (%)</i>	<i>41.86</i>	<i>46.52</i>		<i>40.66</i>	<i>46.20</i>			<i>50.14</i>	
Employee cost	3990.98	3,825.32	4.3	3,245.18	3,122.99	3.9	642.04	990.74	(35.2)
Other Expenses	11,624.1	12,095.91	(3.9)	10,207.37	10,899.71	(6.4)	1681.1	1714.27	(1.9)
<b>Other income</b>	<b>3,442.23</b>	<b>1,309.97</b>	<b>162.8</b>	<b>3,434.90</b>	<b>1,166.83</b>	<b>194.4</b>	<b>176.62</b>	<b>424.21</b>	<b>(58.4)</b>
<b>EBITDA</b>	<b>17,396.90</b>	<b>20,062.07</b>	<b>(13.3)</b>	<b>17,222.57</b>	<b>20,250.90</b>	<b>(15.0)</b>	<b>(2,539.44)</b>	<b>(220.27)</b>	
<i>EBITDA Margin (%)</i>	<i>24.6</i>	<i>26.9</i>		<i>25.7</i>	<i>28.3</i>				
Depreciation	3,023.67	2,744.24	10.2	2,849.21	2,498.29	14.0	655.52	695.31	(5.7)
Finance Cost	24.14	23.89	1.0	12.27	16.9	(27.4)	4.31	3.96	8.8
* Exceptional Item	(5,923.8)			(5,923.8)			(5923.8)		
<b>PBT</b>	<b>8,425.29</b>	<b>17,293.94</b>	<b>(51.3)</b>	<b>8,437.29</b>	<b>17,735.71</b>	<b>(52.4)</b>	<b>(9,123.07)</b>	<b>(919.54)</b>	
<b>PAT</b>	<b>7,728.95</b>	<b>16,747.18</b>	<b>(53.8)</b>	<b>7,847.12</b>	<b>17,227.96</b>	<b>(54.5)</b>	<b>(8,719.46)</b>	<b>(1,041.3)</b>	
<i>PAT Margin (%)</i>	<i>10.94</i>	<i>22.47</i>		<i>11.71%</i>	<i>24.04%</i>				

# Q4 & FY17 Performance Review



## Profitability impacted by:

### ▪ Inventory Write Offs:

- Inventory write Offs for full year of Rs. 66.6 crore (compared to 43.1 Crore of full year FY16) 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
- Quarter Wise Inventory Write Off for FY17 in Rs Crores

Q1	Q2	Q3	Q4	Total
26.6	12.7	7.2	20.1	66.6

- Cotton inventory write off
  - Lower than expected sales in last two years leading to build up of inventory
  - Non moving products
  - Kharif 15 production was severely impacted by drought, stress and pink bollworm and inventory from Kharif 15 had lower shelf life than usual



# Q4 & FY17 Performance Review



## Profitability impacted by:

- **Exceptional items:**
  - Q4 and FY2017 P&L includes an Exceptional item of Rs 59.23 crore
  - Based on various State Government notifications, KSCL for FY2015-16 had short provided royalty by Rs. 65.5 Crores. The same had been included in contingent liability
    - The legal case has now been settled amicably and Rs 59.23 crore represents a full settlement of any outstanding payment in this regard
  - With this settlement KSCL has secured its position and
    - Strengthened its relationship with a leading technology provider and has ensured continued access to future technologies
    - Is able to spend greater amount of time focusing on its core business, enhancing its multi crop portfolio and expanding its reach and distribution

# Standalone Balance Sheet Summary



Rs. lakhs	As on Mar. 31, 2017	As on Mar. 31, 2016
Shareholders Fund	102,401	93,625
Long-term Debt	164	164
Asset Turnover (times)	0.44	0.53
Current Assets / Current Liabilities (times)	2.58	2.71

Rs. lakhs	As on Mar. 31, 2017	As on Mar. 31, 2016
Inventories	49,554	51,423
Trade Receivables	6,983	6,311
Trade Payables	27,716	21,207
Other current liabilities	18,878	19,210
Non Cash Net Current Assets (No. of Revenue Days)	410	354

# Cash investments as on 31 March 2017



*Rs.in Lakhs*

*All figures based on cost*

Fund House	Liquid	Liquid Plus	FMPs	Short Term	Medium Term	Total
ICICI	1,303	827	780		10,453	13,363
HDFC			4,905	2,500	3,800	11,205
Birla	1,200	400		6,415	2,700	10,715
Kotak	1,950			2,500	4,000	8,450
Reliance	1,034	2,000			5,300	8,334
IDFC		204			2,386	2,590
IIFL					2,500	2,500
Tata		1,650		700		2,350
Sundaram	1,690					1,690
DSP Blackrock			1,000			1,000
UTI				500		500
ASK					125	125
<b>Total</b>	<b>7,177</b>	<b>5,081</b>	<b>6,685</b>	<b>12,615</b>	<b>31,264</b>	<b>62,822</b>

Total cash on books of Rs . 649 crore as on 31 March, 2017

# Leadership Product Portfolio



**Top 5 rank in key crop segments**

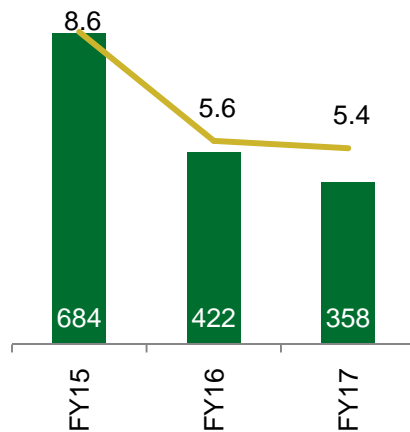
Kaveri Market Share by crop (in %)	FY15	FY16	FY17
Cotton	18.0	13.8	14.4
Maize	10.1	10.2	10.8
Hybrid Rice	4.2	4.5	4.1
Pearl millet	12.0	10.0	9.2

**Kaveri's cotton seed volume break-up**

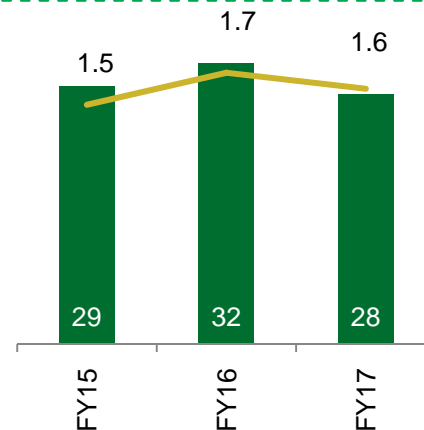
(m packets)	FY15	FY16	FY17
AP & Telangana	5.42	3.42	2.92
Maharashtra	1.33	1.12	1.49
Karnataka	1.26	0.45	0.42
Gujarat	0.16	0.25	0.24
Madhya Pradesh	0.16	0.16	0.19
Others	0.29	0.18	0.19
<b>All India</b>	<b>8.63</b>	<b>5.59</b>	<b>5.44</b>

- 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

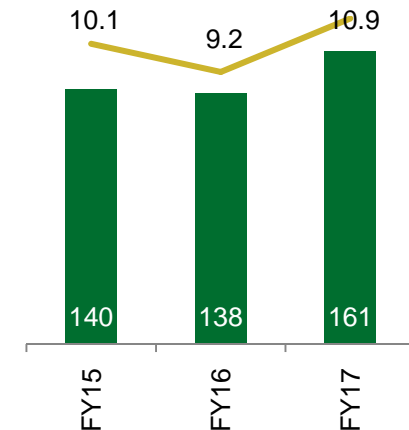
**Cotton seed revenue & volumes**



**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)



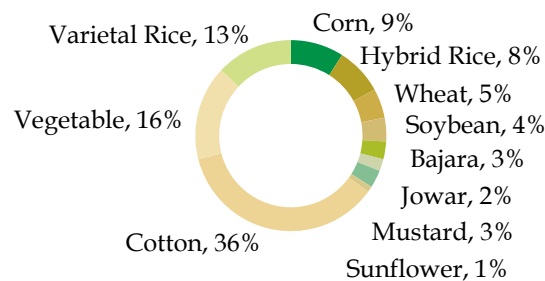




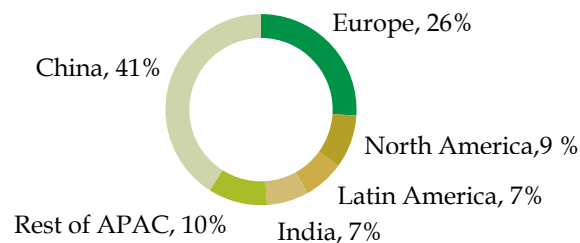
# Industry Overview

- 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

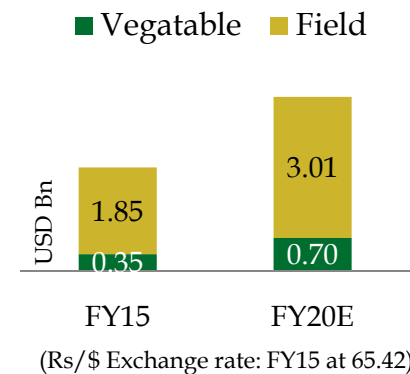
## Crop Segment



## Global Vegetable Seed Market



## Indian Seed Market Forecast



Source: ISF & Sathguru Analysis

# Industry Overview



## 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)

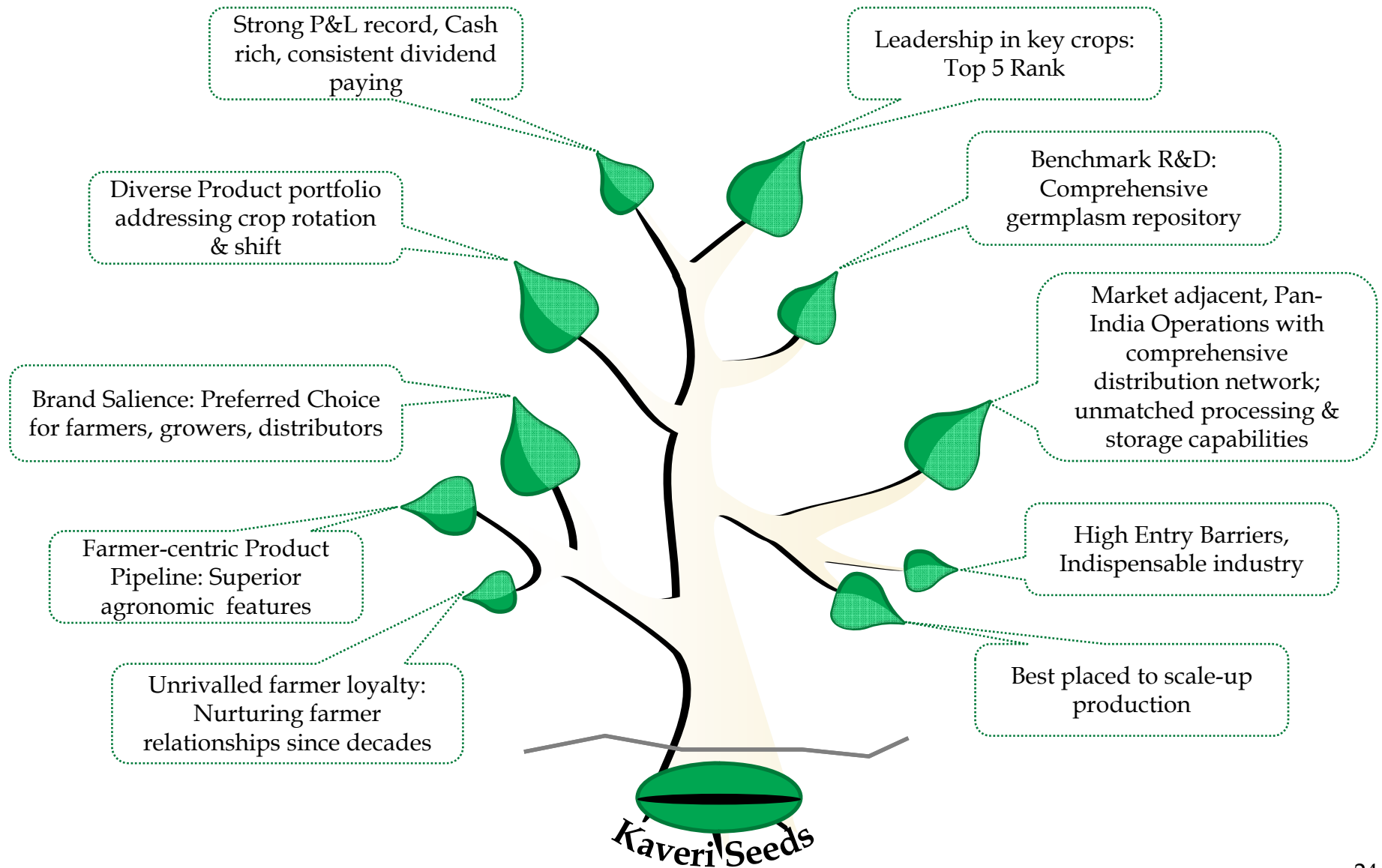


## Vegetables

- 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





# Company Profile



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



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.

## Our Mission



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



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.

## Our Expertise



# Board Of Directors & Key Management



**Mr. G. V. Bhaskar Rao**

Founder promoter, Chairman & Managing Director



**Mrs. G. Vanaja Devi**

Founder Director



**Mr. C. Vamsheedhar**

Executive Director



**Mr. C. Mithun Chand**

Executive Director



**Dr. G. Pawan**

Board member



**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

Around  
65,000 acres

Seed production across different agro-climatic centres

775+

Team strength

~ 100<sub>MT</sub>/hour

Total average throughput

8<sub>MT</sub>/day

Ginning capacity

100+

Developed high-quality hybrid and varieties across field crops and vegetables

1,00,000+

Loyal production growers

213

Number of filings to date

14,000<sub>MT</sub>

Total cold storage capacity

7

State-of-the-art seed technology, processing and storage plants

15,000+

Point of sale across 15 key states in India

87

Registrations

2,900<sub>MT</sub>

State-of-the-art seed technology, processing and storage plants

3<sup>rd</sup>

Largest producer of hybrid cotton seeds in India

6,00,000 sqft

Cumulative warehouse space at multiple strategic location across India

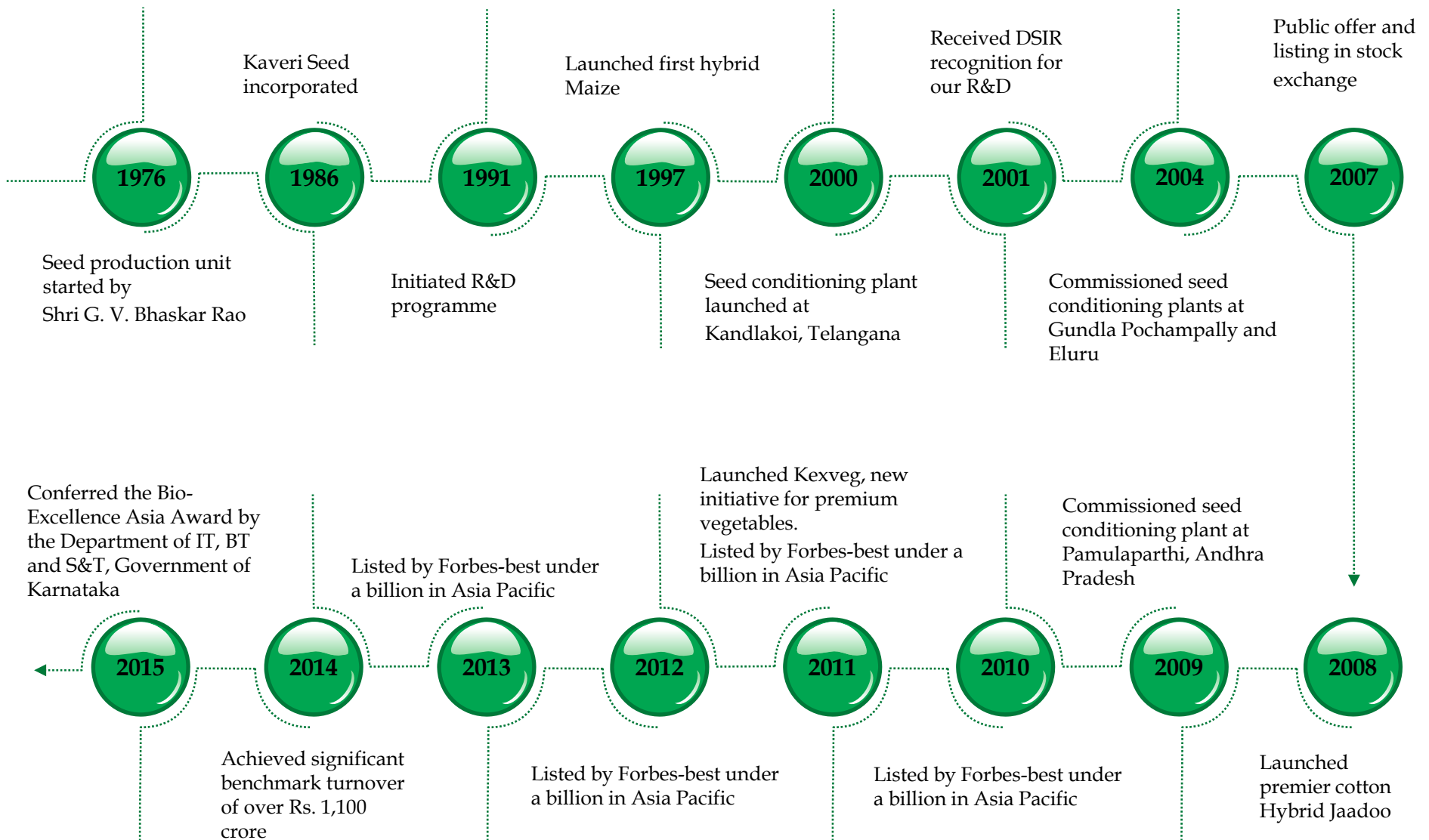
70+

Outreach trial centres

16<sub>MT</sub>/day

Environment-friendly cotton delinting capacity

# A 40 year Transformational Journey





# Diversified Seed Portfolio

## FIELD CROPS







# Diversified Seed Portfolio

## 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**



## 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**



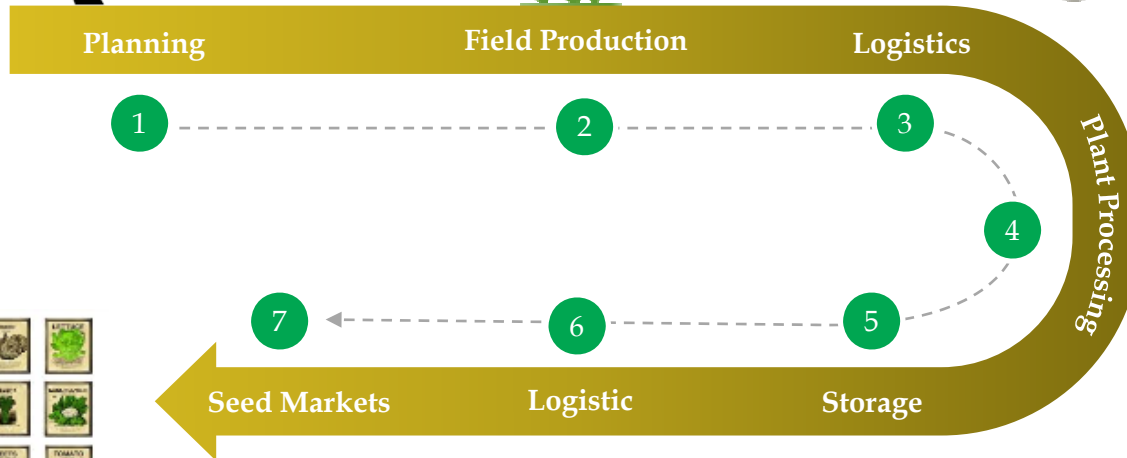
# Supply Chain Management

- Sales Forecast
- Seed Production Planning



- Foundation Seeds
- Hybrid Seeds

- Inbound
- Raw materials
- Packing Material & Chemical



- Drying
- Processing
- Packing
- Finished Goods



- Domestic
- Exports



- Outbound
- Finished Goods Delivery

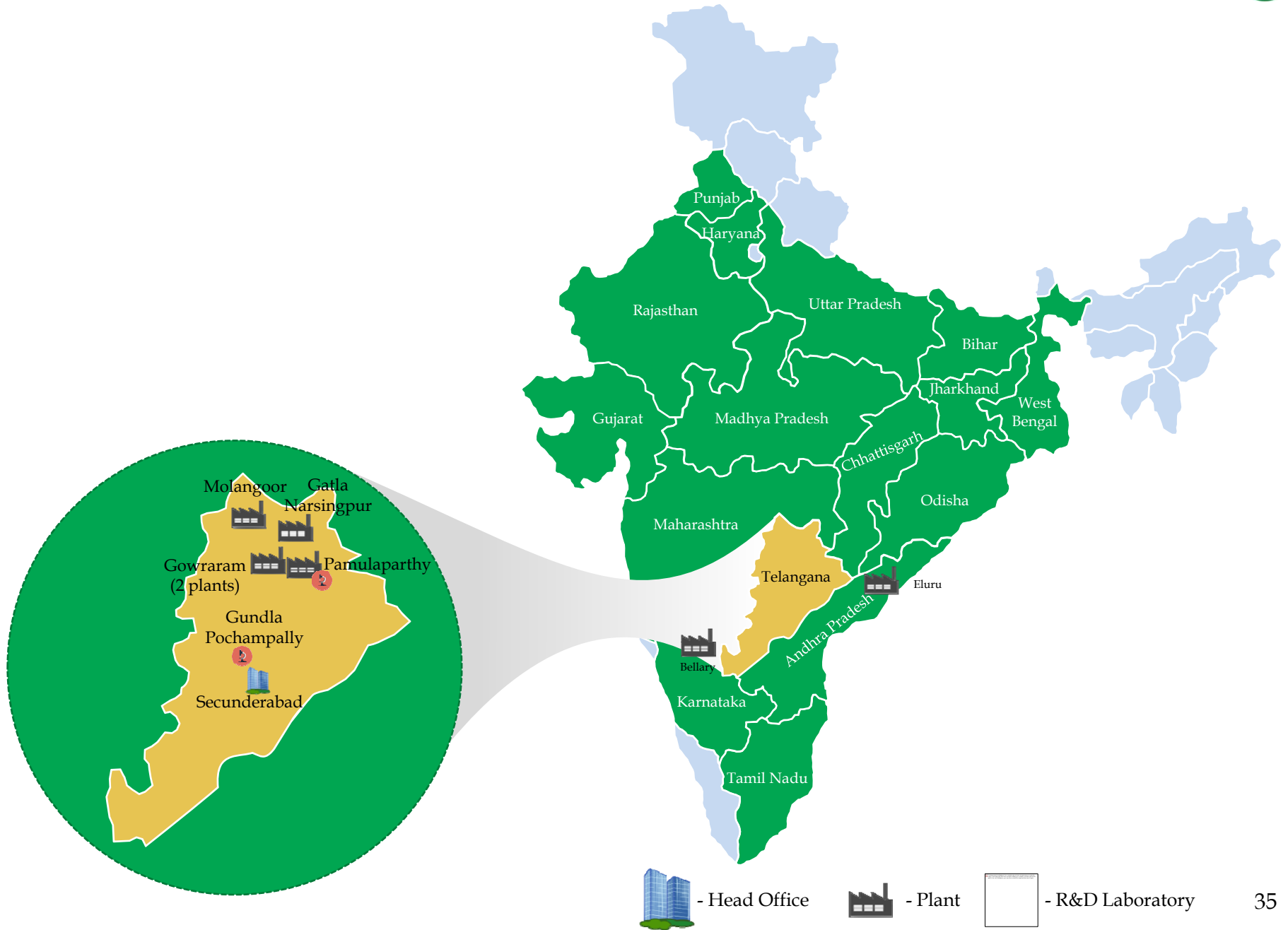


- Ambient storage - short term
- Cold storage - long term





# 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
  - ~ 100,000 production growers across 12 different agro-climatic zones
  - ~ 65,000 acres under seed production
- 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 ~500,000 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

## 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 in this year for many of our pipeline products

**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



**In line with our focus on sustainability, we have put together several community development programmes. These initiatives help to uplift the lives of farmers and that of the rural poor. Our overarching focus remains empowerment from the grassroots.**

**We have adopted three villages (Gatla Narsingapur, Ramnagar and Bollone Pally) in Telangana, where we conducted the following programmes during the year:**

- Constructed school building at Gatla Narsingapur village
- Established a mineral water plant at Gatla Narsingapur to supply clean drinking water
- Created and improved road and drainage facilities in these villages
- Drilled 50 borewells in farmers' fields at Gatla Narsingapur and Bollone Pally. Through this initiative, we brought those areas under irrigation, thereby enhancing crop production and improving the financial status of farmers
- Donated Rs. 2 crores for de-silting of tank at Gatla Narsingapur to improve water storage and increase the area under irrigation. It was under the Telangana Government's Kakatiya Mission
- Donated Rs. 80 lakhs for the construction of a community hall
- Undertook a massive treeplantation drive in these villages under 'Haritha Haram' programme
- Adopted three schools in these villages
- Provided scholarships to school and college-going students from socially backward communities, encouraging them to pursue higher studies
- Imparted training programmes on seed production in maize and rice; moreover, our 'farmerlevel
- Self-seed production programme' ensured active participation of farmers
- Decided to provide a bus for school-going children at Gatla Narsingapur, on 15th August 2016



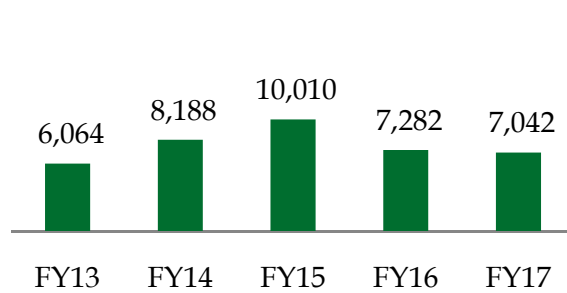




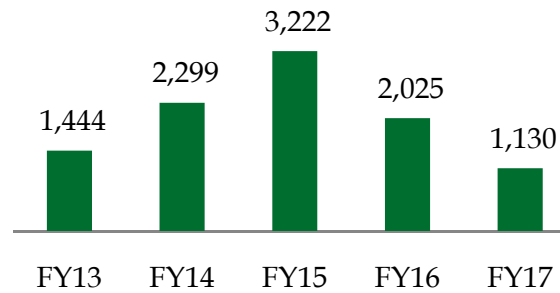
# 5 Year Financial Highlights: Standalone

Significant Growth Trajectory and Superior Return Profile

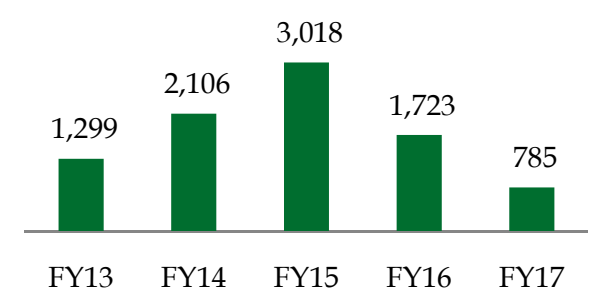
### Revenues (Mn)



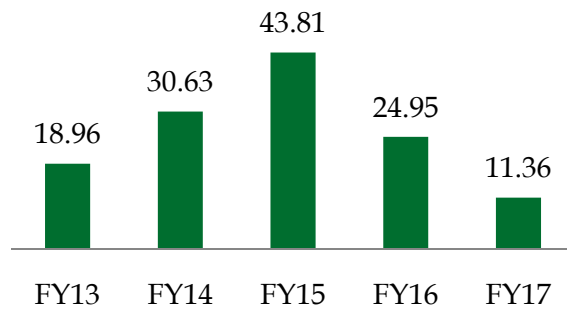
### EBIDTA (Mn)



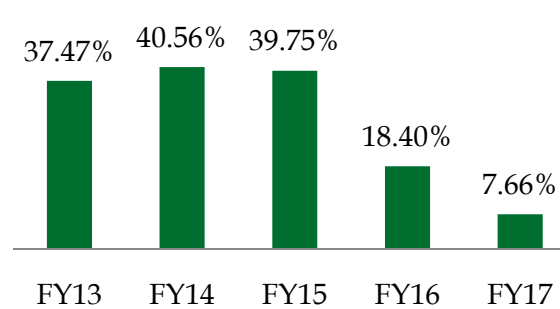
### Net Profit (Mn)



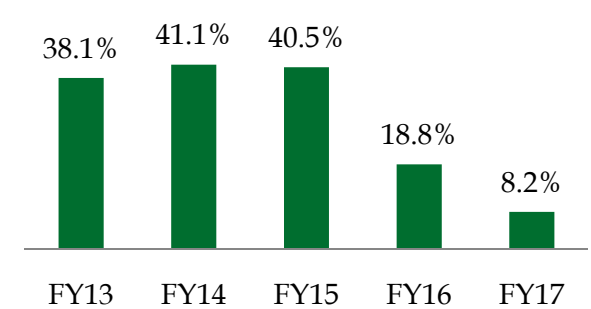
### EPS (Rs)



### ROE(%)



### ROCE(%)



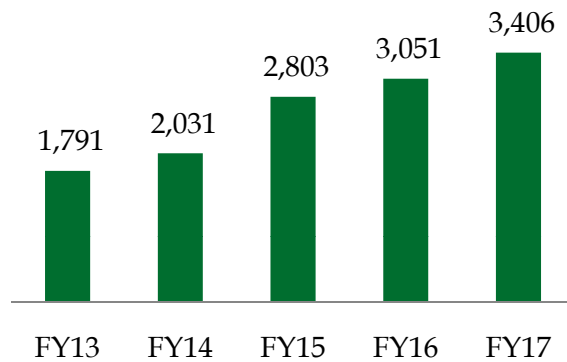
- FY16 & FY17 turned out to be a difficult years for the seed industry, and the farmers
  - Cotton Headwinds - Significant drop in volumes and acreage coupled with no price hikes and one of the shortest sales seasons
  - Higher sales returns in non-cotton crops

# 5 Year Financial Highlights: Standalone

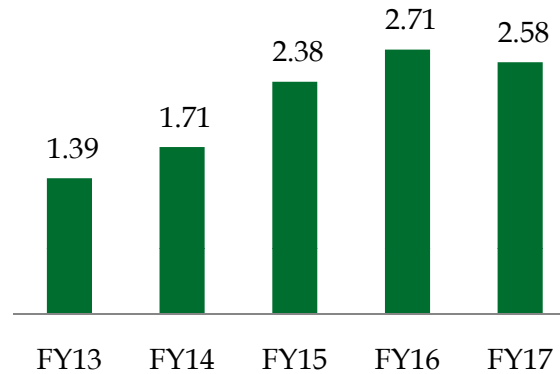


Significant Growth Trajectory and Superior Return Profile

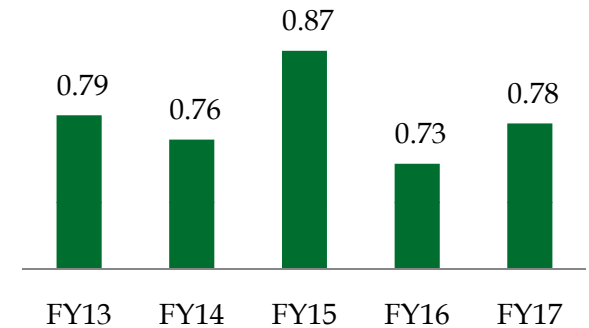
**Gross Block (Mn)**



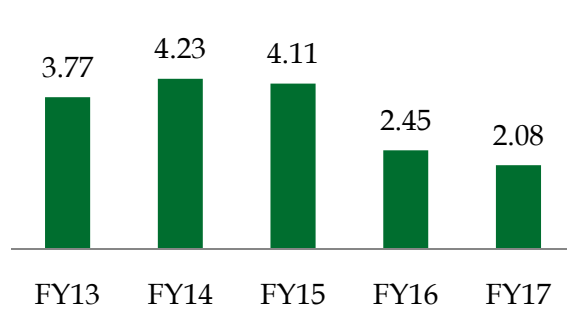
**Current ratio (times)**



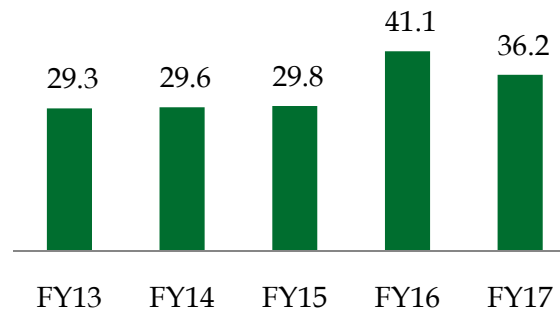
**Inventory turnover (times)**



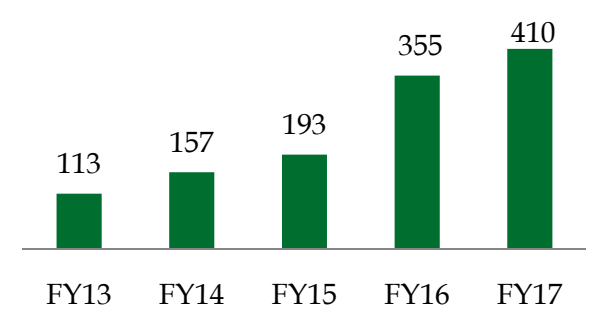
**Fixed asset turnover (times)**



**Receivable Days**



**Revenue Days**  
*Non Cash Net Current Assets*





# Investor Contacts



## For further information, please contact:

<p>G. Vijay Kumar CFO, Kaveri Seeds</p> <p>Tel: +91 40 4919 2345 Fax: +91 40 2781 1237 Email: <a href="mailto:cfo@kaveriseeds.in">cfo@kaveriseeds.in</a></p>	<p>Gavin Desa CDR India</p> <p>+91 22 6645 1237 <a href="mailto:gavin@cdr-india">gavin@cdr-india</a></p>
<p># 513 B, 5th Floor, Minerva Complex, S.D.Road, Secundrabad -500 003</p> <p><a href="http://www.kaveriseeds.in">www.kaveriseeds.in</a></p>	<p>Vikram Rajput CDR India</p> <p>+91 22 6645 1223 <a href="mailto:vikramr@cdr-india">vikramr@cdr-india</a></p>





Thank you