

kaveri seed company limited



30<sup>th</sup> May 2020

**Bombay Stock Exchange Ltd.,**  
1<sup>st</sup> Floor New Trading Ring  
Rotimda Building  
P.J.Towers, Dalal Street, Fort,  
MUMBAI - 400 001

**National Stock Exchange of India Ltd.**  
Exchange Plaza, 5<sup>th</sup> 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 Q4& FY 2020 Results Announced on 30<sup>th</sup> May, 2020 - Reg.*

Please find attached herewith Presentation of Kaveri Seed Company Limited Q4 & FY 2020 Result announced on 30<sup>th</sup> May, 2020. The same was displayed at our Company's website at [www.kaveriseeds.in](http://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 - Q4 & 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

- FY20 cotton acreage has increased over the previous year
- All crop sowing has been higher due to an increase in the Rabi area
- Maize, Jowar and Wheat has shown a good growth over last year
- Rice & Sunflower has decreased over last year

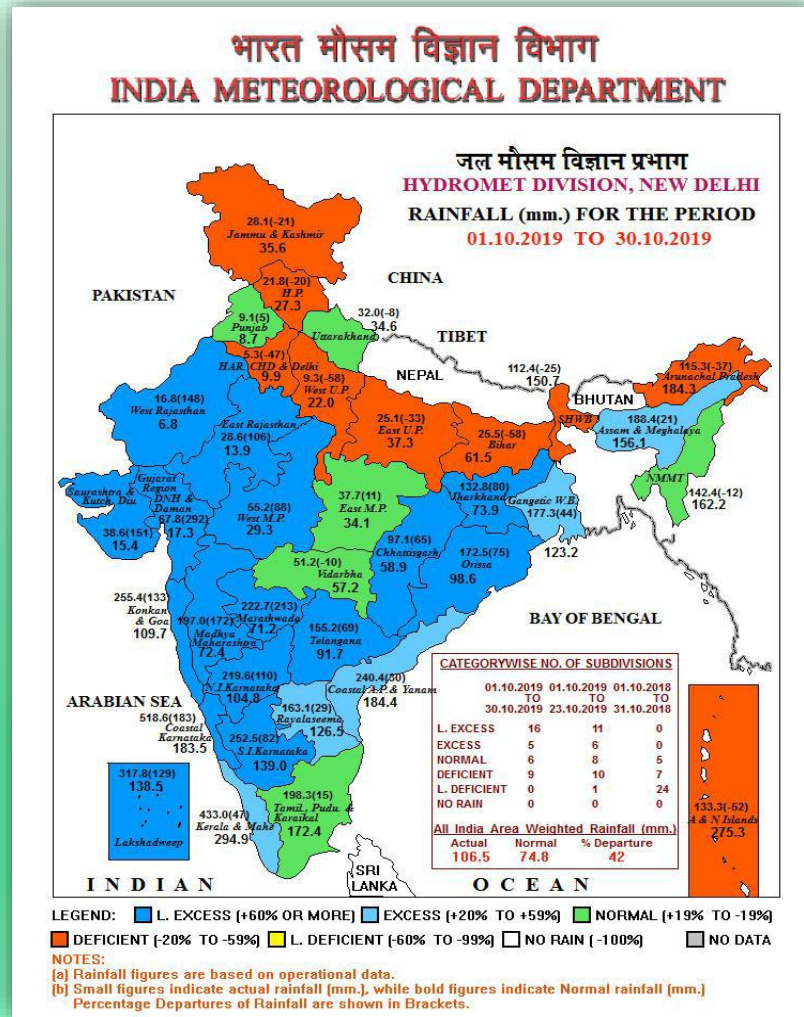
- Crop-wise area coverage during Kharif & Rabi 2019-20

*Area in lakh hectare*

STATE	2019 -20	2018 - 19	YOY CHANGE
Cotton	127.67	121.05	6.62
Maize	98.89	94.72	4.17
Rice	411.14	412.23	-1.09
Bajra	66.25	65.45	0.8
Jowar	47.32	42.78	4.54
Sunflower	2.07	2.25	-0.18
Wheat	336.18	299.3	36.88

Source: [agricoop.nic.in](http://agricoop.nic.in)

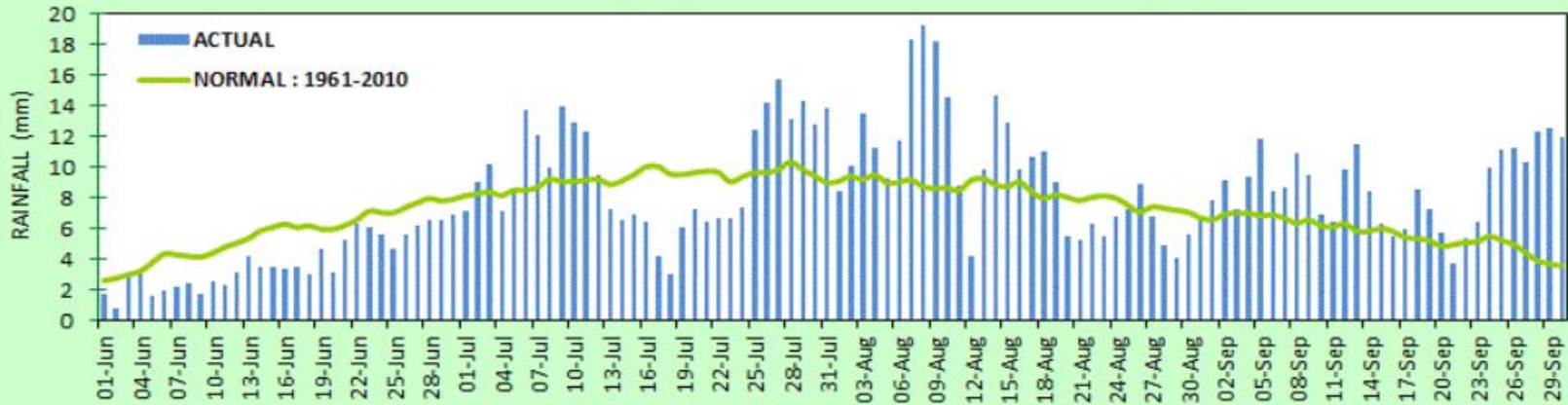
# Industry Backdrop - All India Rainfall



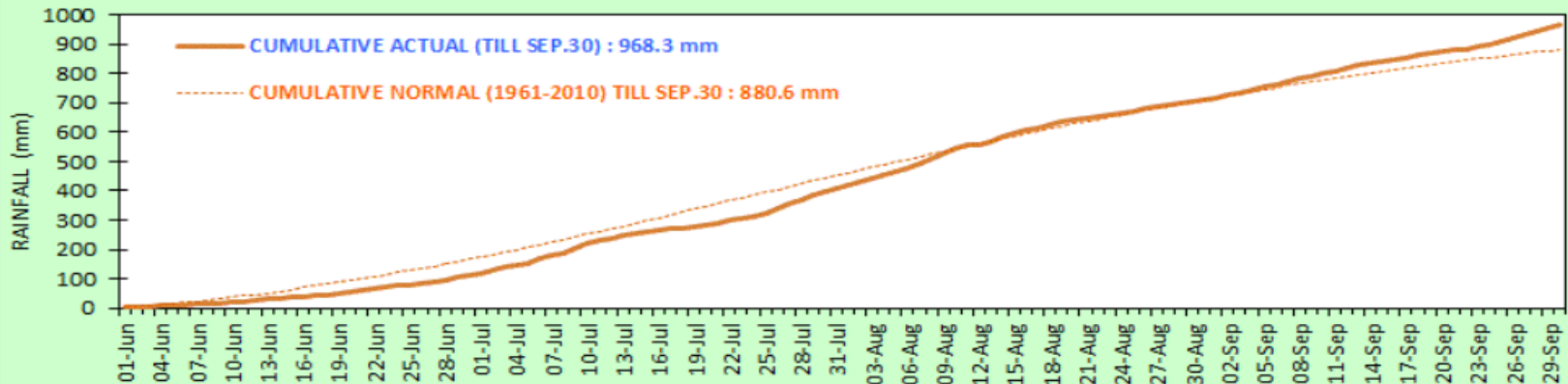
# Industry Backdrop - All India Rainfall



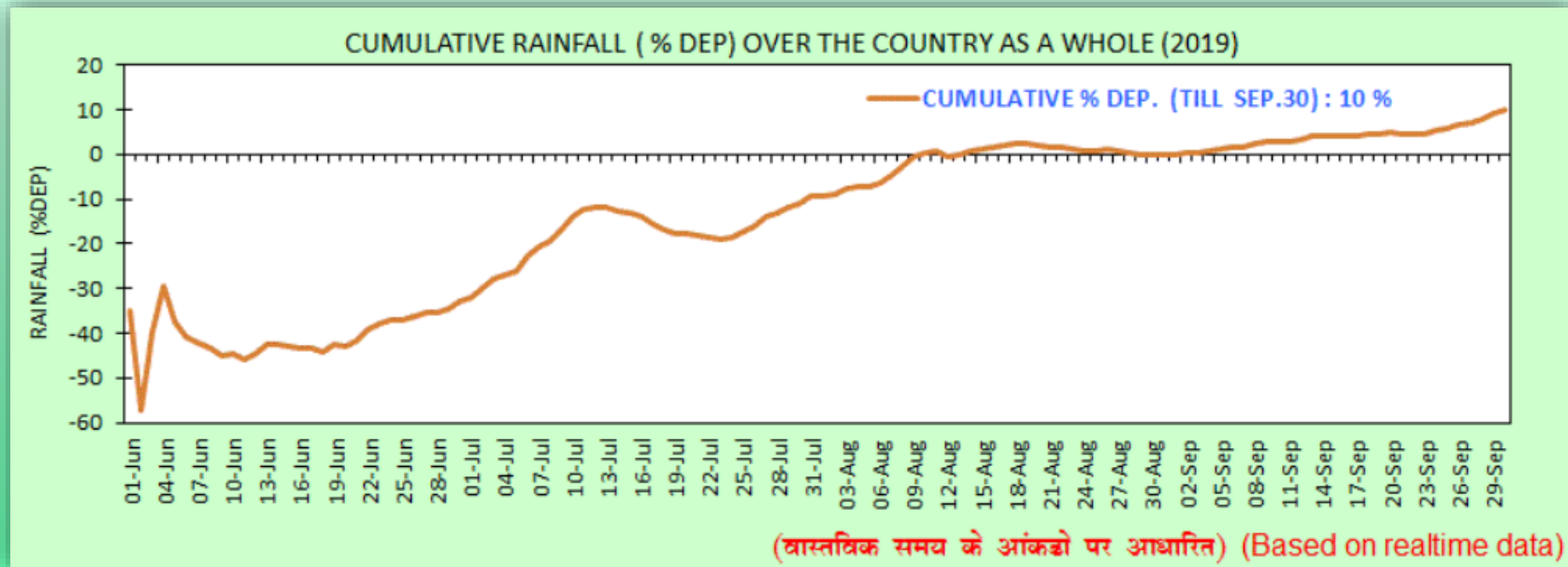
DAILY MEAN RAINFALL (mm) OVER THE COUNTRY AS A WHOLE (2019)



CUMULATIVE RAINFALL (mm) OVER THE COUNTRY AS A WHOLE (2019)



# Industry Backdrop - All India Rainfall





# Industry Backdrop - Cotton



## Area coverage during Kharif 2019 as on 27 SEP, 2019

*Area in lakh hectare*

State	2019-20	2018-19	YoY Abs Change
Andhra Pradesh	6.33	5.69	0.64
Telangana	18.60	17.96	0.63
Gujarat	26.67	27.12	-0.45
Haryana	7.01	6.65	0.36
Karnataka	5.93	4.35	1.58
Madhya Pradesh	6.09	6.97	-0.88
Maharashtra	44.05	42.54	1.51
Odisha	1.70	1.58	0.12
Punjab	4.02	2.84	1.18
Rajasthan	6.45	4.96	1.48
Tamilnadu	0.57	0.22	0.35
Others	0.27	0.17	0.10
All India	<b>127.67</b>	<b>121.05</b>	<b>6.62</b>

*Source: Directorate of Cotton Development, Nagpur*

- Acreages have marginally reduced in Gujarat & MP
- Sowing took place earlier in Gujarat, Madhya Pradesh and Maharashtra this year compared to last year
- Overall the cotton market in India has been stable - seen a growth of 6% to 6.6%
- Acreages have increased in AP, TS, KA, MH, PB & RJ compared to last year

# Industry Backdrop - Maize



## Area coverage during Kharif & Rabi 2019-20

*Area in lakh hectare*

State	2019-20	2018-19	YoY Abs Change
Andhra Pradesh	2.58	2.45	0.13
Bihar	9.03	8.71	0.32
Chhattishgarh	2.91	2.92	-0.01
Gujarath	4.34	4.10	0.24
Harayana	0.49	0.26	0.23
Jharkhand	2.57	2.59	-0.02
Karnataka	13.02	12.60	0.42
Madhaya Pradesh	15.42	13.61	1.81
Maharashtra	10.99	9.45	1.54
Orissa	2.45	2.41	0.05
Panjab	1.60	1.24	0.36
Rajasthan	8.84	8.71	0.13
Tamilnadu	2.45	2.80	-0.34
Telangana	5.41	5.64	-0.23
Uttar Pradesh	7.55	7.52	0.02
West Bengal	1.54	1.65	-0.11
Others	7.71	8.07	0.00
<b>Total</b>	<b>98.89</b>	<b>94.72</b>	<b>4.17</b>

- Overall Maize acreages are up by 5% over last year
- Rabi Area has increased significantly in BH, WB, AP & TS
- Better commodity prices helped in increase in Rabi and compensated the decrease in Kharif.

Source: Department of Agriculture Cooperation & Farmers Welfare

# Industry Backdrop - Commodity Prices Cotton



State	Prices March, 2020	Prices March, 2019	% Change(Over Previous Year)	Prices February, 2020	% Change(Over Previous Month)
Gujarat	4639.44	5478.57	-15.32	4914.39	-5.59
Haryana	5104.82	5684.2	-10.19	5099.66	0.1
Karnataka	4827.37	5327.02	-9.38	4950.21	-2.48
Madhya Pradesh	5104.49	5442.83	-6.22	5193.21	-1.71
Maharashtra	5098.45	5595.12	-8.88	5193.3	-1.83
Punjab	5178.42	5704.39	-9.22	5179.26	-0.02
Rajasthan	5039.85	5654.55	-10.87	5204.56	-3.16
Tamil Nadu	4911.78	5393.45	-8.93	4860.82	1.05
Telangana	4920.68	5512.43	-10.73	4938.49	-0.36
Average	4980.59	5502.41		5086.07	

Source: AGMARKNET

# Industry Backdrop - Commodity Prices Maize



State	Prices March, 2020	Prices March, 2019	% Change(Over Previous Year)	Prices Febraury, 2020	% Change(Over Previous Month)
Chattisgarh	1488.87	1784.65	-16.57	1644.27	-9.45
Gujarat	1780.54	1980.92	-10.12	1854.76	-4
Karnataka	1477.57	1919.76	-23.03	1722.4	-14.21
Madhya Pradesh	1394.07	1905.63	-26.84	1515	-7.98
Maharashtra	1479.46	2283.33	-35.21	1573.63	-5.98
Odisha	1727.74	1557.16	10.95	1789.14	-3.43
Punjab	1669.49	2204.08	-24.25	2059.46	-18.94
Rajasthan	1690.42	1966.24	-14.03	1757.59	-3.82
Tamil Nadu	1489.32	1996.27	-25.39	1667.51	-10.69
Telangana	1651.99	1707.67	-3.26	1773.99	-6.88
Uttar Pradesh	1786.8	1831.14	-2.42	1880.47	-4.98
Average	1603.3	2035.61		1748.1	

Source: AGMARKNET

# FY20 Business Highlights



- Strong operational performance. Operating EBITDA margins (excluding other income) at 27.12% in FY20. Sales growth was robust at 14.86%.
- Cob drying facility helped enhance quality of seed and ensure timely deliveries
- Proper planning and placement helped to increase sale
- New warehouse inaugurated for foundation seed at Gowraram plant
- We have installed latest equipment magnetic separator to grading of cotton seed to enhanced the quality of Cotton Seed
- Company completed a Buy Back of upto 28 lac shares of FV, Rs. 2 at a price of Rs. 700/-

# FY20 Business Highlights



## ○ COVID 19

- Kaveri Seed’s business minimally impacted by pandemic
  - Presence in ‘Essential Services’ ensures no discontinuity in operations
- Initial supply chain challenges ironed out with Government support
  - Placement for forthcoming season progressing well
- Cotton being a six month crop faces limited impact
- Outlook maintained for healthy growth in both cotton and non cotton segments

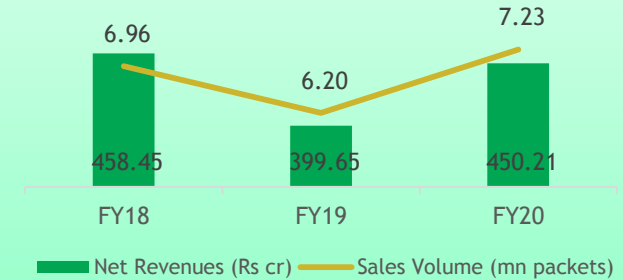
# FY20 Crop wise detail

## Cotton:

**Volumes increased by about 17% in FY20**

- Contribution of new products went up from 14.85% to 23.11% of total 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

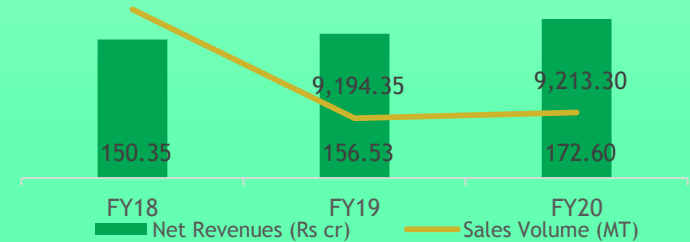
Cotton seed revenue & volumes



## Maize:

Maize volume increased by 0.21% and increase in revenue by 10% Makeup in revenue is due to Product mix and price gain

Maize seed revenue & volumes



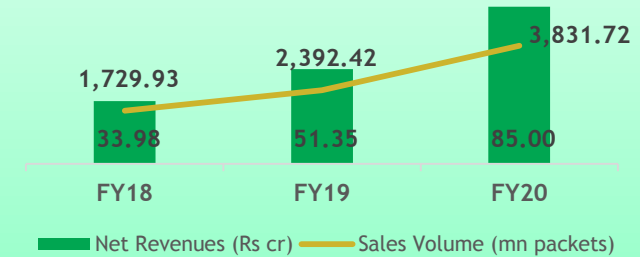
# FY20 Crop wise detail

## Hybrid Rice

Volumes increased by 60% & increase in revenue by 65.54% in FY20

- Contribution of new products went up from 26.46% to 50.80% of volume
- New hybrid Paddy KPH 468 helped translate to strong growth

Hy Rice Seed revenue & volumes

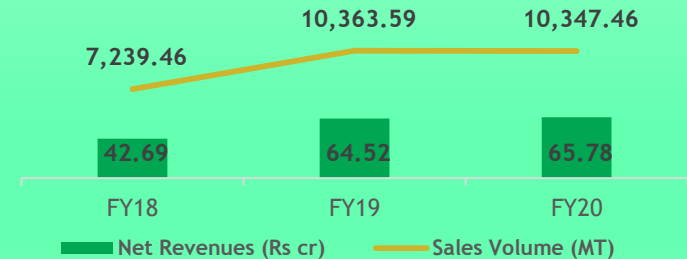


## Selection Rice:

Revenue have Increased by 2%

- In selection rice, there has been consistent performance across geographies. New products scale up done with growth in Coastal King, Prize & Shireen across markets

Sel Rice seed revenue & volumes





## Field Crop

- Commodity prices are expected to be stable with a normal monsoon forecast translating to good farmer sentiment for coming year for all Crops
- Normal monsoon forecast will ensure normal sowing area for key crops
- New Hybrids scale up in Hybrid Paddy, Cotton & Maize will continue the growth trajectory for Kaveri Seed Company Limited
- Covid-19 Impact on Agriculture sector is expected to be minimal hence overall outlook for seed Business is will remain positive

## Vegetables

- Performance of new OKRA hybrid KOKH 1107 outstanding across the Indian market will continue the growth for Kaveri Seed Company Limited
- Outlook for hybrid tomatoes & Hot pepper & Okra are positive in coming year
- CLCV virus resistant hot pepper hybrids have been identified and selected for coming year
- In Hot Pepper ROOHI, KHPH 1213 performance was outstanding. It is highly tolerant to CLCV, CMV tolerant and has become very popular among the farmers. Further various promising products were introduced in different zones.



# Q4 & FY20 PERFORMANCE

# Q4 & FY20 Performance Review



	Standalone						Consolidated					
Rs. lakhs	Q4FY20	Q4FY19	Growth (%)	FY20	FY19	Growth (%)	Q4FY20	Q4FY19	Growth (%)	FY20	FY19	Growth (%)
Net Sales	5,191.69	4,472.18	16.09	88,325.60	76,898.90	14.86	6,312.02	5,335.70	18.30	93,034.63	80,941.81	14.94
Cost of Production	2,969.26	2,412.23	23.09	46,747.21	41,152.18	13.60	3,668.26	2,772.05	32.33	48,051.13	42,400.84	13.33
<b>Gross Profit</b>	<b>2,222.43</b>	<b>2059.95</b>	<b>7.89</b>	<b>41,578.39</b>	<b>35,746.72</b>	<b>16.31</b>	<b>2,643.76</b>	<b>2563.65</b>	<b>3.13</b>	<b>44,983.50</b>	<b>38,540.97</b>	<b>16.72</b>
<b>Gross Margin (%)</b>	<b>42.81</b>	<b>46.06</b>	<b>(7.06)</b>	<b>47.07</b>	<b>46.49</b>	<b>1.27</b>	<b>41.88</b>	<b>48.05</b>	<b>(12.83)</b>	<b>48.35</b>	<b>47.62</b>	<b>1.55</b>
Employee cost	1,389.35	1,213.13	14.53	5,730.64	4,548.92	25.98	1,687.57	1,490.87	13.19	6,788.35	5,505.77	23.30
Other Expenses	2,008.05	1,440.10	39.44	11,894.85	10,641.34	11.78	2,223.01	1,669.61	33.15	12,874.53	11,870.88	8.45
<b>Other income</b>	<b>3,151.13</b>	<b>237.28</b>	<b>1228.00</b>	<b>4,655.83</b>	<b>4,286.77</b>	<b>8.61</b>	<b>3,097.82</b>	<b>317.81</b>	<b>874.75</b>	<b>4,558.94</b>	<b>4,299.46</b>	<b>6.04</b>
<b>EBITDA</b>	<b>1976.16</b>	<b>(356.00)</b>	<b>(655.10)</b>	<b>28608.73</b>	<b>24843.23</b>	<b>15.16</b>	<b>1831.00</b>	<b>(279.03)</b>	<b>(756.21)</b>	<b>29879.56</b>	<b>25463.79</b>	<b>17.34</b>
<b>EBITDA Margin (%)</b>	<b>38.06</b>	<b>(7.96)</b>	<b>(578.17)</b>	<b>32.39</b>	<b>32.31</b>	<b>0.26</b>	<b>29.01</b>	<b>(5.23)</b>	<b>(654.71)</b>	<b>32.12</b>	<b>31.46</b>	<b>2.09</b>
Depreciation	641.47	586.78	9.32	2430.71	2117.65	14.78	672.02	651.79	3.10	2566.38	2295.20	11.81
Finance Cost	11.51	3.33	245.78	21.81	12.52	74.15	17.68	14.74	19.96	47.85	54.69	(12.50)
<b>PBT</b>	<b>1323.18</b>	<b>(946.12)</b>	<b>(239.85)</b>	<b>26156.21</b>	<b>22713.05</b>	<b>15.16</b>	<b>1141.30</b>	<b>(945.55)</b>	<b>(220.70)</b>	<b>27265.33</b>	<b>23113.89</b>	<b>17.96</b>
<b>PAT</b>	<b>935.29</b>	<b>(1143.97)</b>	<b>(181.76)</b>	<b>25126.69</b>	<b>21472.86</b>	<b>17.02</b>	<b>757.35</b>	<b>(1108.72)</b>	<b>(168.31)</b>	<b>25903.74</b>	<b>21745.07</b>	<b>19.12</b>
<b>PAT Margin (%)</b>	<b>18.02</b>	<b>(25.58)</b>	<b>(170.43)</b>	<b>28.45</b>	<b>27.92</b>	<b>1.88</b>	<b>12.00</b>	<b>(20.78)</b>	<b>(157.74)</b>	<b>27.84</b>	<b>26.87</b>	<b>3.64</b>

# Cash investments as on 31st March 2020

*Rs.in Lakhs*

*All figures based on cost*

Fund House	Liquid	Liquid Plus	FMP	Shortterm	Medium	Total
ASK					2,293	2,293
BIRLA			2,100		1,220	3,320
FARANKLIN			500			500
HDFC			4,905		3,800	8,705
ICICI		3,000	2,991			5,991
IDFC		1,500			59	1,559
IIFL					2,705	2,705
KOTAK			500	2,100		2,600
MIRAE	500					500
NIPPON			600	2,500		3,100
TATA		1,000				1,000
UTI			648			648
<b>Grand Total</b>	<b>500</b>	<b>5,500</b>	<b>12,244</b>	<b>4,600</b>	<b>10,077</b>	<b>32,920</b>

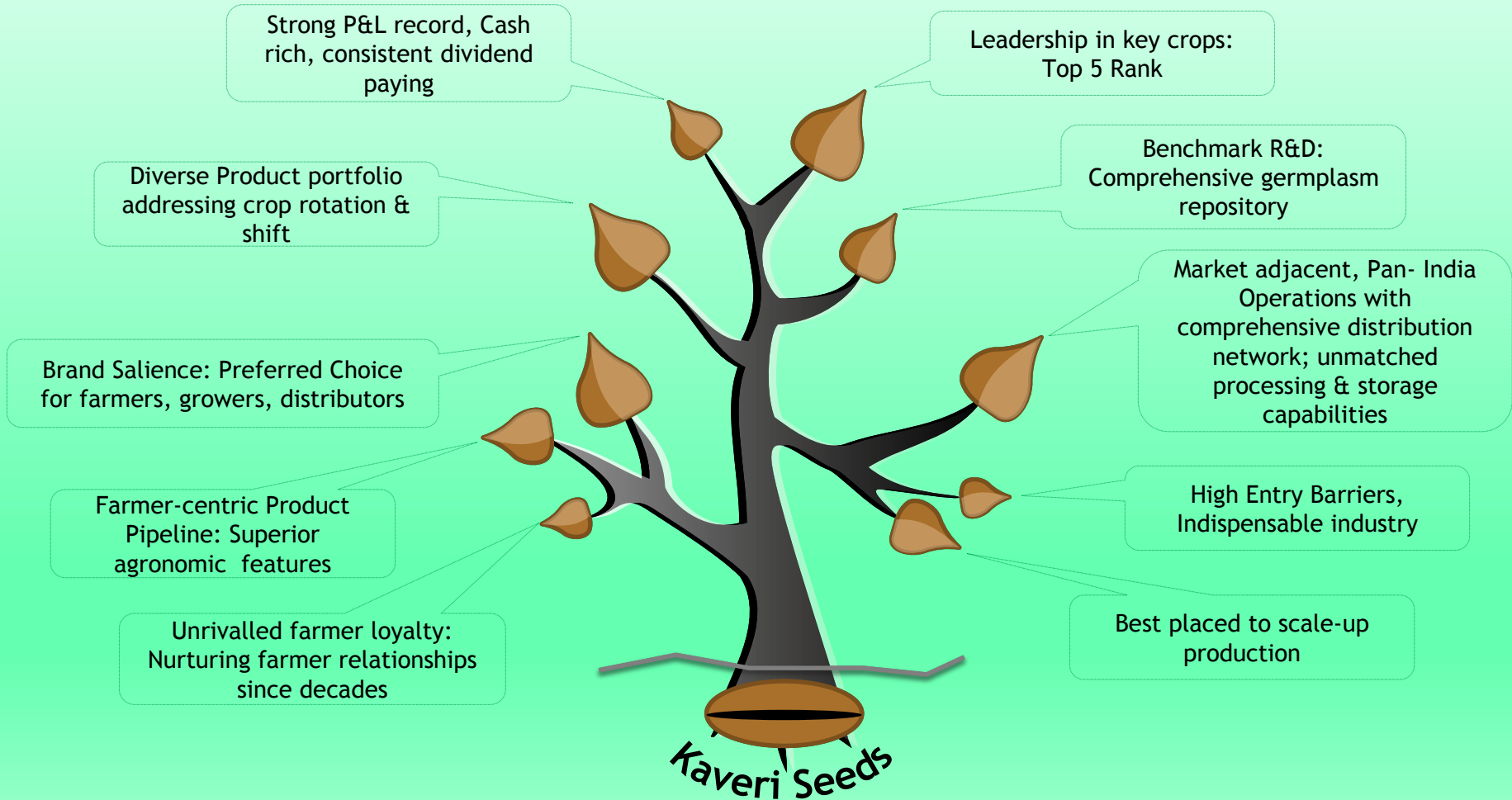
Total cash on books of Rs. 337 crore as on 31 March, 2020

	Standalone		Consolidated	
Rs. Lakhs	As on March 31, 2020	As on March 31, 2019	As on March 31, 2020	As on March 31, 2019
Shareholders Fund	98,185.04	1,01,295.95	95,890.91	1,00,625.15
Long-term Debt	155.76	187.06	578.78	678.06
Fixed Asset Turnover (times)	3.37	3.20	3.41	3.20
Current Assets / Current Liabilities (times)	2.14	2.37	2.18	2.37

Total cash on books of Rs. 337 crore as on 31 March, 2020

	Standalone		Consolidated	
Rs. Lakhs	As on March 31, 2020	As on March 31, 2019	As on March 31, 2020	As on March 31, 2019
Inventories	72,200.77	60,472.87	72,821.25	61,432.27
Trade Receivables	8,967.95	6,484.67	11,801.90	8,461.61
Trade Payables	26,541.31	21,592.47	26,686.69	21,818.39
Other current liabilities	30,207.33	27,159.34	30,730.22	28,057.09
Non Cash Net Current Assets (No. of Revenue Days)	266.96	317.98	264.09	309.87

# The Kaveri Moat: Seeding Profitable Growth



# Investor Contacts



For further information, please contact:

C. Mithun Chand

Tel: +91 40 4919 2345

Fax: +91 40 2781 1237

*Executive Director, Kaveri Seeds*

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

[www.kaveriseeds.in](http://www.kaveriseeds.in)

Gavin Desa

+91 22 6645 1237

*CDR India*

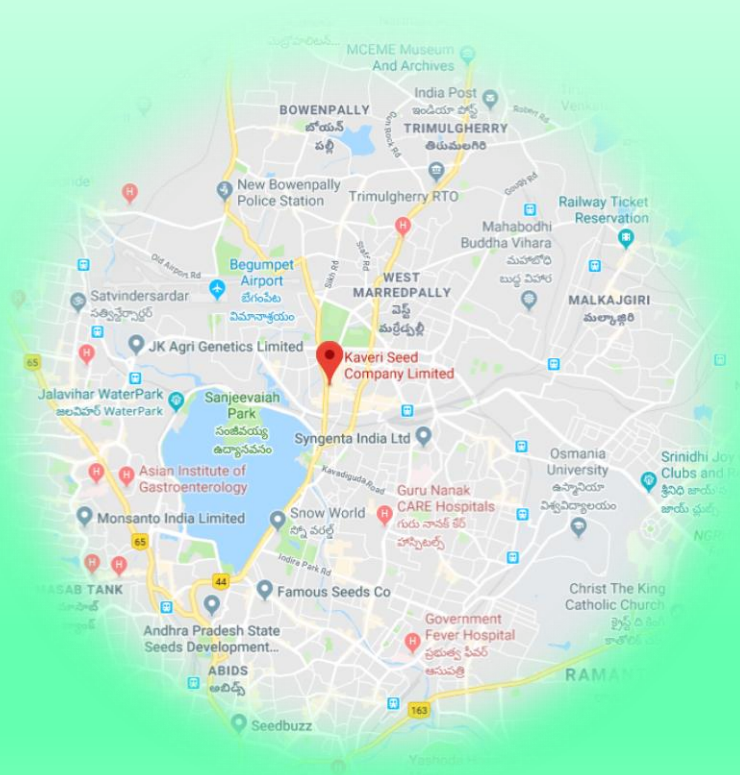
*[gavin@cdr-india](mailto:gavin@cdr-india)*

Rishab Barar

+91 22 6645 1235

*CDR India*

*[rishab@cdr-india](mailto:rishab@cdr-india)*





**THANK YOU**