

Camson business grown by 12.2 % during Q3 (FY 13-14)

Strong growth of 55% in biocides business

Zero Residue Agriculture - striking a chord with progressive farmers.

Financial Performance Highlights:

Q3 FY 13-14 results compared with Q3 FY 12-13 results:

Revenues increase by 12.2% to Rs.43.8 crore from Rs.39.1 crore

EBITDA (ex write off) stands at Rs.9.01 crore versus Rs. 8.71 crore

Highlights of Q3 2013-14			<i>Rs. Lakhs</i>
	Q3 -2012-13	Q3 -2013-14	% Change
Sales	3911.36	4388.36	12.2
EBDITA*	871.25	901.76	3.5

* Ex write off

Segment Highlights			<i>Rs. Lakhs</i>
	Q3 -2012-13	Q3 -2013-14	% Change
Seeds	3002.41	2983.57	-0.6
Bio-pesticides	908.95	1404.79	54.6

Mumbai, February 13th, 2014: Camson Bio Technologies Ltd., India's **IPR-driven** biotechnology company, posted a modest 12.2% growth in sales during the third quarter ended December 31, 2013 compared to the corresponding period year ago. The biocides business posted a smart 55% increase to Rs.14 crore. EBDITA (Ex write off) grew to Rs.9.01 crore compared to Rs.8.71 crore in the corresponding period of the year ago.

The strong growth in the biocides business is a testament to the success of Zero Residue Agriculture – a concept pioneered by Camson that promotes ecofriendly agriculture. Our revolutionary products like Calgard – the insecticide and Calphomil – the fungicide did exceedingly well during the quarter. Other products like Calterm Super based on EPN technology hold sufficient promise.

Along with a surge in business Camson focussed on improving the quality of business. Performance benchmarks across departments – especially sales were raised. Internal controls were strengthened and a new position has been created in the management team to monitor credit risk and debtor management. These are all efforts to prepare Camson for the exciting times to come.

Commenting on the results, **Santosh Nair, CEO at Camson Bio Technologies Ltd.** said “ Farmers across the country have begun to believe in Camson’s value added products which are environment friendly as well remunerative. The investments made over the past few quarters have also begun to show results. The strong



demand from quality conscious consumers is going to bring about a revolutionary change in the agri industry and am glad that Camson is all set to ride this wave.”

As a part of prudent accounting practices a provision of Rs.4.25 crore has been created towards bad and doubtful debts.

Awards

The company was awarded the Indira Gandhi Award for Excellence by the Indian Solidarity Council and the Award for Top 100 mid-sized Innovative Company by India Inc. The company has also won the award for the Leaders of Tomorrow by ET Now for the South Zone. We are nominated for the national awards.

R&D & Projects

Camson Biotechnologies has built up its position on innovation-led R&D, for developing better quality agro-products for crop protection and higher yield hybrid seeds. It remains focussed on this approach. Our research and production station at Hyderabad has commenced production of seeds besides the research being conducted by our team of scientist and breeders. The research centre at Aligarh in Uttar Pradesh has been focusing on geo-climatic testing. The new building constructed at our mother plant in Dodballapur houses a new state-of-the art laboratory & research centre. While, the production facility at Dodballapur services the markets of southern and western India, the company’s manufacturing & production facilities at its Nangal plant in Himachal Pradesh cater to the increasing demand from its strategic and key markets of Northern and Eastern India.

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About Camson Biotech- Established in 1993, Camson Biotechnologies combines the latest knowledge in breeding, molecular genetics and metagenomics in agriculture with the latest practices in environmental safety and protection, to market a wide range of products spanning hybrid seeds, bio-fertilizers and biocides. These are non-poisonous, eco-friendly and residue-free. Headquartered in Bangalore, Camson Biotechnologies employs the best talent in the industry to bring innovative biotechnology products to the farmers. Partnering with farming communities, government agencies and corporate houses in India, Camson Biotechnologies aims at empowering farming communities by focussing its R&D to their needs.

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