

23rd May 2022

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 - 400 051

Scrip Code: 532899

Scrip Code: KSCL

Dear Sir/ Madam,

*Sub: Presentation: Kaveri Seed Q4 & FY 2021-22 Results Announced
on 23rd May, 2022-Reg*

Please find attached herewith Presentation of Kaveri Seed Company Limited Q4 & FY 2021-22 Results announced on 23rd May, 2022. 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

Gundavaram Venkata
Bhaskar Rao
Digitally signed by
Gundavaram Venkata
Bhaskar Rao
Date: 2022.05.23 19:53:41
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G.V. BHASKAR RAO
MANAGING DIRECTOR



Encls: a/a.



Q4 & FY22 Investor Update

Kaveri Seed Company Ltd.
NSE: KSCL BSE: 532899

Key Highlights

- The contribution from new variants is growing at a healthy rate across rice, maize and vegetable seed segments
- Revenue and volumes during FY22 was impacted due to supply chain disruptions on account of overall shutdown of the country in the first quarter of the year
- The company has outperformed the industry across the seed segments both on revenues, and volumes front in spite of prevailing non-conducive environment in the industry
- Currently overall confidence among farmer fraternity and general trade in the Country has improved to either pre-covid levels or better than that
- The demand driven increase in commodity prices across the World is also driving the sowing pattern of our farmers and we have been witnessing good demand across cotton, rice, maize and vegetable seeds
- During the year the company had completed the buyback of 20.07 lakh shares worth of Rs.119.95 crore
- Declared dividend of 200% on a face value of Rs. 2 per share



Created Powerful and Diversified Agricultural Platform



**Strong & professional
Management Team**



17 Advanced Production facilities



**100k+ Large Farmer &
40k+ Dealer Network**



**Broad Crop Portfolio
65k+ acres under
seed production**



**145+ team of Research & Development
professionals, 900 acres of dedicated
research farms**



**Strong Distribution
Network**

Core Crop Portfolio

Diversified seed production agricultural platform



Rice



Maize



Cotton



Bajra



Vegetables



Sun flower

Crop Market Sizes



94.70 lakh hectares

▶ Maize

- ▶ Low yielding situation calls for adoption of hybrid varieties, which should happen in next 5 years
- ▶ With increasing consumption of protein and demand for green fuels, the acreage should increase in India like in Brazil and USA



427.10 lakh hectares

▶ Rice

- ▶ Hybrid rice is just 9% at 4 million hectares
- ▶ 10% shift to hybrid is a huge opportunity, which is happening on the ground



63.56 lakh hectares

▶ Bajra

- ▶ Strong product pipe line of Kaveri Seed to make the Co. winner in this segment
- ▶ Nutritional benefits are driving the growth of this crop, as the awareness increases the demand so as the acreage



37.21 lakh hectares

▶ Jowar

- ▶ Nutritional benefits are driving the growth of this crop, as the awareness increases the demand so as the acreage



2.49 lakh hectares

▶ Sun flower

- ▶ Expecting good expansion in acreage as it is in very nascent stage in India and cooking oils demand in India is currently met by importstons



120.69 lakh hectares

▶ Cotton

- ▶ Increase in authentic seeds use and reducing counterfeit seeds by Gol and States will enhance the potential for organised players like Kaveri Seed



Q4 & FY22 Results update

Operational highlights

- **Cotton volumes decreased by 24.29% & revenue decreased by 23.04%**
 - Expecting cotton volumes to take a lead from Q4 FY22 and the demand would increase during the Q1 FY23, on account of prevailing high cotton prices
- **Hybrid rice volumes increased by 19.21% in FY22 & revenue by 29.48%**
 - The contribution of new hybrid rice was up from 68.17% to 75.46%
 - During FY22 hybrid rice sales were not encouraging, in spite of that the company has grown its hybrid rice revenues by more than 40% and had gained the market share
 - The prospects for hybrid rice growth during FY23 is better than FY22
 - Selection Rice volumes grew by 6.26% in FY22
- **Maize volumes decreased by 16.04% and revenue by 7.69% in FY22**
 - The contribution of new products in Maize was up from 10.05% to 24.27% of volumes
- **Vegetable seed sales volumes increase by 21.38% & revenue increase by 17.97% in FY22**
 - The contribution of new products in vegetable seeds was up from 23.44% to 56.69% of volumes
 - Considerable revenue growth is expected in Vegetable Seed in FY23

Standalone Financial highlights

(Rs in Crore)

Particulars	Q4FY22	Q4FY21	Q3FY22	Q3FY21
Net Sales	54.56	55.08	915.00	986.98
EBIDTA	(7.10)	(7.77)	238.41	334.89
PAT	(13.09)	(14.32)	208.90	305.31
Cash on Books (March 31, 2022)	468 crore			

Revenues and Volumes growth for Q4 FY22

Particulars	Revenue		Growth	Volumes		Growth
	Q4FY22	Q4FY21		Q4FY22	Q4FY21	
Non Cotton	46.55	49.57	(6.10%)	4,945	5,813	(15%)
Cotton	8.01	5.51	45%	1.25	0.55	130%

Particulars	Revenue		Growth	Volumes		Growth
	Q4FY22	Q4FY21		Q4FY22	Q4FY21	
Hybrid Rice	(1.79)	0.99	-	(61)	97	-
Selection Rice	0.89	6.02	(85%)	489	581	(16%)
Maize	24.69	17.02	45%	1,132	381	197%
Vegetables	14.06	9.42	49%	124	74	68%

Cotton in Lakh Packets and All Other in MTs, Revenue all are in Cr.

Revenues and Volumes growth for FY22

Particulars	Revenues		Growth	Volumes		Growth
	FY22	FY21		FY22	FY21	
Non Cotton	576.08	546.61	5.39%	53,429	49,293	8%
Cotton	338.92	440.37	(23%)	53.69	70.92	(24%)

Particulars	Revenues		Growth	Volumes		Growth
	FY22	FY21		FY22	FY21	
Hybrid Rice	171.57	132.51	29%	6772	5681	19%
Selection Rice	116.33	101.69	14%	16,174	15,222	6%
Maize	187.60	203.22	(8%)	8,781	10,458	(16%)
Vegetables	46.64	39.54	18%	307	253	21%

Cotton in Lakh Packets and All Other in MTs, Revenue all are in Cr.

Forward-Looking Statements

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.





Thank you