

## **Camson Biotechnologies: Q3 & first nine months FY2012 Results Release**

### **Camson Biotechnologies delivers 9.50% sales growth for the first nine months ended 31-12-2011**

Camson products gaining popularity among Indian farmers, as leading farmers opt for International standard practice in farming

#### **Financial Performance Highlights:**

##### **First nine months FY2012 results compared with FY2011 results:**

Revenues up 9.5 % to Rs.83.3 crore from Rs.76.1 crore  
Net profits increased by 2.2 % to Rs.16.2 crore from Rs.15.9 crore  
EPS stands at Rs.8.94

##### **Q3 FY2012 results compared with Q3 FY2011 results:**

Revenues increase by 3.7 % to Rs.33.5 crore from Rs. 32.3 crore  
EBITDA stands at Rs.6.5 crore versus Rs. 7.8 crore, a fall of 17.1 %  
PAT fell by 17.8 % to Rs.6 crore from Rs.7.3 crore  
EPS dipped to Rs.3.3 from Rs.3.7

**Mumbai, February 9<sup>th</sup>, 2012:** Camson Biotechnologies Limited declared a total income of Rs. 83.3 crore for the first nine months of FY 2012, a rise of 9.5% over the last years' corresponding period's total income of Rs.76.1 crore. Net profits during the period increased to Rs.16.2 crore from Rs.15.9 crore in the corresponding period last year.

The company has started seed research and production at over 140 Acres in Hyderabad (A.P.) and commenced production of Biocides at its Gwalhai plant in Himachal Pradesh. We expect these efforts to bear results in the coming quarters.

The farming trend indicates a noticeable shift towards environment-friendly inputs. Farmers have begun to prefer Camson's biocides as they help to meet the stringent residue guidelines on commodities meant for export. Even farmers who sell their produce domestically have begun to see the benefits of switching over to Zero-Residue Agriculture, a concept pioneered by Camson.

Commenting on the results, **Dhirendra Kumar, Founder and Managing Director, Camson Biotech** said, "Camson has posted a reasonable set of numbers for the nine months ended December 2012. During the period, biocides sales have jumped by over 70% as improved versions of our biocides were rolled out. The marketing team was given ambitious targets to place the products back on customer's display shelves and these were met with great success. The unfavourable weather conditions in the eastern



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parts of the country dented the performance of the seed division. Some districts in Karnataka & Andhra Pradesh also faced erratic and deficient monsoon which effected seed sowing. While fortunes of the agri-industry are dependent on the weather, Camson is taking aggressive steps to diversify these risks and expand to or increase its presence in new markets. These efforts will bear result in the coming quarters. Barring a few hiccups in Camson's growth path, I am convinced in the ability of our products to bring about a meaningful change in global agriculture"

**Hybrid Seeds** – Camson's hybrid seeds have shown a continuously high commercial performance. With huge demand for the seeds, Camson's 5 premium varieties of freezer watermelons, like Netravati and Vedavati, distinguish themselves from the competition. Their deep-red, non-leaky, crispy and crunchy content, with TSS (Total Soluble Solids) of over 12-14%, set them apart from the others. The plant matures in 75-80 days and has thick foliage with fewer seeds. More recently, the company has launched a Sonmati variety of watermelon, which is the **yellow/ golden skin** water melon and is set to launch a multi-colour flesh watermelon.

**Biocides and bio-fertilizers** – The continuously increasing demand for biocides and bio-fertilisers in India, in lieu of chemical fertilisers, indicates that there is a significant shift taking place in Indian agriculture. By developing and providing economic, sustainable, safe and effective agricultural solutions, Camson Bio-technologies has placed itself at the forefront of this movement. It intends to aggressively pursue the opportunities in this space.

#### **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 being constructed at our mother plant in Dodballapur will house a new state-of-the art laboratory & research centre. While, the production facility at Dodaballapur services the markets of southern and western India, the company is currently beefing up the manufacturing & production facilities at it's Nangal plant in Himachal Pradesh to cater 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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