



Camson's EBITDA margins increased by over 890 bps to 29.2%; Driven by strong growth of 39.5% in the Agri-biotech business

Financial Performance Highlights:

Standalone Performance Highlights

- Net Sales of Rs. 1,861.86 Lakhs
- EBITDA of Rs. 543.76 Lakhs; Margins at 29.2% up 893 bps

Highlights of Agri Biotech Segment

	<i>Rs. Lakhs</i>		
	Q1 – 2014-15	Q1 – 2015-16	% Change
Segment Sales	1020.7	1423.6	39.5
Segment Results	96.0	238.1	148.0

Bangalore, India, August 12, 2015 – Camson Biotechnologies Limited, India's first integrated IPR driven agricultural biotechnology company, announces its financial results for Q1 FY2016. Camson's Agri-Biotech business continued its robust performance and recorded 39.5% y-o-y growth.

Standalone revenue during Q1 FY2016 was Rs. 1,862 lakh, a decrease of 47.9% y-o-y. This decline was primarily because of the strategic portfolio rationalisation and defocus on low margin seeds trading business which is also constrained by a high average collection cycle. Correspondingly, while overall sales of seeds has dropped by 82%, **gross margin has more than doubled to 45%**.

EBITDA during the quarter was Rs. 544 lakhs. EBITDA margin increased significantly by 893 bps to 29.2%. This clearly reflects the inherent quality of the business and the success of management's strategic initiatives.

Recent Corporate Developments:

- The Honorable High Court of Karnataka approved the Scheme of Arrangement between Camson Bio Technologies Limited and Camson Seeds Limited, which inter alia provides for the demerger of seeds division of Camson Bio Technologies Limited with and into Camson Seeds Limited. A copy of the order is awaited.



Commenting the business and performance, **Mr. Santosh Nair, CEO of Camson Biotechnologies Limited** said:

“We are pleased to report another quarter with a strong performance of our Agri-Biotech business which reported a robust 39.5% y-o-y growth. This also resulted in a significant margin improvement of over 890 bps.

However, overall sale in the first quarter of FY2016 was initially impacted by fears of a delayed monsoon which constrained farmer sentiments. The strategic focus towards Agri-Biotech business worked out well to balance the sales for the first quarter. This also included focus on sale of input solutions for crops depending less on rainfall, launch of new products and diversifying region specific sales. While business was better than anticipated, farmers continue to remain cautious in their spending.

The changing dynamics of industry is going to be the major factor for the second green revolution. The state of Kerala, once the worst affected, is seen taking stringent steps towards going organic. In a very short span of time, Camson has tied-up with some of the major institutions & plantations for the supply of inputs in Kerala. A new set of farmers get associated with the network every year. With the increasing importance of disease free, organic farming other states are expected to follow the suit and Camson is well positioned to capitalise on this changing industry trend.”

.....

About Camson:

Camson Bio Technologies Limited (“Camson” or the “Company”) is India's first integrated IPR driven agricultural biotechnology company. Founded in 1993, Camson is headquartered in Bangalore, with primary focus on biotech R&D. The Company is a pioneer in zero residue farming products, which uses secondary metabolites (biological origin) of microbes to kill / inhibit pathogens, with no use of chemicals. It has been recognized by Deloitte as one the fastest growing technology companies in 2015 and conferred the Technology Fast 500 award and awarded the Leaders of Tomorrow Award by ET Now & Indiamart 2014-15.

Contact Details:

Camson Bio Technologies Limited (CIN: L85110KA1993PLC014944), C-7, 7th Floor, Corporate Block, Golden Enclave, Old Airport Road, Bangalore - 560 017

Sumeet Chhabria
Camson Bio Technologies

sumeet@camsonbiotechnologies.com
+91 80 4076 8900



Safe Harbour:

This release contains statements that contain “forward looking statements” including, but without limitation, statements relating to the implementation of strategic initiatives, and other statements relating to Camson’s future business developments and economic performance. While these forward looking statements indicate our assessment and future expectations concerning the development of our business, a number of risks, uncertainties and other unknown factors could cause actual developments and results to differ materially from our expectations. These factors include, but are not limited to, general market, macro-economic, governmental and regulatory trends, movements in currency exchange and interest rates, competitive pressures, technological developments, changes in the financial conditions of third parties dealing with us, legislative developments, and other key factors that could affect our business and financial performance. Camson undertakes no obligation to publicly revise any forward looking statements to reflect future / likely events or circumstances