



# CAMSON BIO TECHNOLOGIES LIMITED



## Investor Factsheet

### Company Overview:

**Camson Bio Technologies Limited** (BSE: CAMSON BIO; Scrip Code: 590076) is a leading integrated agricultural biotechnology company in India. With a defined focus on research and development in biotechnology, Camson's efforts are aimed towards creating an innovative range of agricultural products for crop protection and yield enhancement.

Camson combines traditional knowledge in agriculture with the latest advances in safety and protection to market a wide range of products. These include hybrid seeds, bio-fertilizers and biocides that are zero-residue and environment-friendly.

Camson's naturally-derived bio-pesticides and bio-fertilizers maximize agricultural productivity and sustainability while reducing the environmental impact.

Founded in 1993, Camson went public with an initial public offering (IPO) in 1995. With a continued focus on product development, Camson launched its first range of biocides (bio pesticides) in 2001 and first hybrid seeds in 2003.

## Key Offerings:

1 Bio-pesticides

2 Bio-fertilizers

3 Hybrid seeds

### 1 Biocides: 15 variants

- Bio-fungicides (6 variants)
- Bio-pesticides (9 variants)

Camson has an in-house library of selected and characterized microbes (3700) which have been found to be very effective in controlling various pests and pathogens through their secondary metabolites. This gives Camson a leading edge in innovating/ formulating effective biocides for control of various diseases in the future.

The company has recently filed 4 new patents for path-breaking biocides that are poised to alter the face of not just domestic but global agriculture.

### 2 Bio-fertilizers: 12 variants

- Plant stimulants (6 variants)
- Fertilizers (6 variants)

Camson's bio-fertilizers are well known for their effective mobilization of nutrients to plants. On appropriate use, , they are known to reduce the need to use chemical fertilizers by restoring the soils natural nutrient cycle and enhancing the soil conditions.

### 3 Hybrid seeds: 11 types, 49 hybrids

- Fruits
- Vegetables

Camson has a proven track record of hybrid vegetable seeds with a complete range of over 49 varieties. Camson's on-going research has a pipeline of an additional 70 more varieties.

## Infrastructure:

Camson has a research and production facility in Doddaballapur - North Bangalore, Karnataka. Camson has set up a research station at Aligarh - Uttar Pradesh in 2010 and is in the process of setting up another manufacturing unit at Nangal - Himachal Pradesh. This will cater to the demand originating from the northern and eastern states of the country and shorten the time required to transport our products.

## Camson Tie-Up With Wageningen University:

Camson Bio Technologies has signed a technology agreement with Netherland's Wageningen University (WU) to develop disease-resistant and bio-friendly fruits and vegetables. World renowned Cisgenesis expert from WU, Dr. Schouten Henk, visited Camson's Research Centre in Bangalore to finalize the agreement.

This tie-up will pave the way to garner a large share of the cash crops segment, which is pegged at Rs. 4,000 crore in the Indian market and slated to grow at 25-30% p.a.

WU is globally renowned for its expertise in implementing Cisgenesis to arrive at superior produce. The University was in the news recently for its pioneering work in developing disease-resistant potatoes.

## Key Financials:

We have been recording consistent, profitable growth year after year:

### FY 2010-11

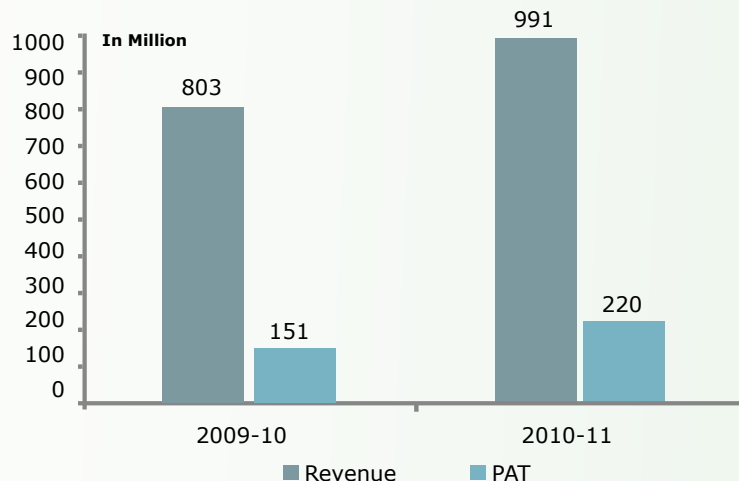
Revenue: Rs.991 million

PAT: Rs.220 million

### FY 2009-10

Revenue: Rs.803 million

PAT: Rs.151 million



## Awards and Recognition:

- Business Today names Camson Biotechnologies as Best SME for Innovation (Small)
- Business Today names Camson Biotechnologies the Best Green SME (Small)
- Camson recognized by Deloitte Technology Fast50 India 2010 Program as a leading technology company for the 4th year in succession, ranking it at 44th position.
- For the third year in a row, Camson was recognised as a leading technology company in the Deloitte Technology 'Fast 50 India' 2009 Program and ranked at the 33rd position.
- Camson was recognised in the Deloitte Technology Fast 500, Asia Pacific 2009 Ranking and CEO Survey for the third year in a row. Camson was placed at the 244th rank.
- Camson received a Certificate of Recognition by the Industry 2.0 magazine for its superior financial performance during 2007-08, obtaining 312th rank in Industry 2.0's third Annual Report on Manufacturing SMEs.
- Camson's in-house R&D unit received recognition from the Council of Scientific and Industrial Research (CSIR): The Government of India, through the Ministry of Science and Technology.

## Office Address:

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