



Camson Biotechnologies: Q4 & year ended March 2012 Results Release

Camson Biotechnologies delivers 27.6% sales growth for the quarter ended 31-03-2012

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

Financial Performance Highlights:

Q4 FY2012 results compared with Q4 FY2011 results:

Revenues increase by 27.6 % to Rs.29.5 crore from Rs. 23.1 crore
EBITDA stands at Rs.7.4 crore versus Rs. 6.9 crore, a growth of 5.9 %
PAT grew by 4.5 % to Rs.6.5 crore from Rs.6.2 crore
EPS increased to Rs.3.6 from Rs.3.4

Year ended 31 March 2012 (unaudited) results compared with year ago results:

Revenues up 14 % to Rs.112.7 crore from Rs.98.7 crore
Net profits increased by 2.9 % to Rs.22.6 crore from Rs.22 crore
EPS stands at Rs.12.5

Mumbai, May 14th, 2012: Camson Biotechnologies Limited declared a total income of Rs. 29.4 crore for the Q4 of FY 2012, a robust growth of 27.6% over last years' corresponding period's total income of Rs.23.1 crore. Net profits during the period increased to Rs.6.5 crore from Rs.6.2 crore in the corresponding period last year.

The enhanced capacities at Hyderabad and Gwalthai in Himachal Pradesh have begun to boost the topline of the company in the Q4 of FY2012. We expect to ramp up capacity utilisation at both these locations which is expected to further boost the company's topline 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, "In spite of working in a challenging environment Camson has posted a strong set of numbers during the Q4 of FY 2012. Sales of our seeds have increased at a healthy pace and sales of biocides have picked-up. This is expected to further accelerate in the coming quarters as we launch new products and penetrate new geographies. Also, our new initiatives like Farm Management will begin to benefit.



The marketing team has been given ambitious targets for the next year and implementation is on at break neck speed. Agriculture continues to be dependent on the weather which plays spoit sport and makes the environment more challenging. However, 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. We invested a considerable amount of effort last year in consolidating our position and beefing up systems. I am confident that these steps will fuel Camson’s transition to a powerhouse in the agri-input industry.”

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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