



KAMDHENU LIMITED

FAMILIARISATION PROGRAMME FOR INDEPENDENT DIRECTORS FINANCIAL YEAR 2023-24

Date: 14th March, 2024

Time: 12:00 Noon

Venue: The Pllazio Hotel & Resorts,

Plot No. 292-296, Sector-29, City Centre, Gurugram-122001



Introduction

Pursuant to the Company's Policy on the Familiarisation Programme of the Independent Directors and Regulation 25(7) of the Securities and Exchange Board of India (Listing Obligations and Disclosures Requirements) Regulations, 2015 the Company shall familiarise the independent directors through various programmes about the listed entity, including the following:

- a) nature of the industry in which the listed entity operates;
- b) business model of the listed entity;
- c) roles, rights, responsibilities of independent directors; and
- d) any other relevant information.



Objectives

The familiarization programme aims to provide Independent Directors with:

- the Industry scenario,
- the socio-economic environment in which the Company operates,
- the business model,
- the operational and financial performance of the Company,
- to update the Independent Directors on a continuous basis on significant developments so as to enable them to take well informed decisions in a timely manner.

Roles & Responsibilities of IDs



- ❑ Pursuant to the provisions of the Schedule IV of the Companies Act, 2013 the independent directors shall:
 1. help in bringing an independent judgment to bear on the Board's deliberations.
 2. bring an objective view in the evaluation of the performance of board and management;
 3. scrutinise the performance of management in meeting agreed goals and objectives and monitor the reporting of performance;
 4. satisfy themselves on the integrity of financial information and that financial controls.
 5. safeguard the interests of all stakeholders,
 6. determine appropriate levels of remuneration of executive directors, key managerial personnel and senior management.
- ❑ As per Regulation 23(2) of SEBI Listing Regulations all Related Party Transactions and subsequent material modifications shall require prior approval of the Independent Directors in the Audit Committee.

Duties of the Independent Directors



The independent directors shall-

- 1. undertake appropriate induction and regularly update and refresh their skills,** knowledge and familiarity with the company;
- 2. seek appropriate clarification** or amplification of information and, where necessary, take and follow appropriate professional advice;
- 3. strive to attend all meetings of the Board** of Directors and of the Board committees of which he is a member;
- 4. participate constructively and actively** in the committees of the Board in which they are chairpersons or members;
- 5. strive to attend the general meetings** of the company;
- 6. pay sufficient attention and ensure that adequate** deliberations are held before approving **related party transactions** and assure themselves that the same are in the interest of the company;
- 7. ascertain and ensure** that the company has an adequate and functional **vigil mechanism**;
- 8. report concerns** about unethical behavior, actual or suspected fraud or violation of the company's code of conduct or ethics policy;
- 9. act within their authority,** assist in protecting the legitimate interests of the company, shareholders and its employees;
- 10. not disclose confidential information** unless such disclosure is expressly approved by the Board or required by law.

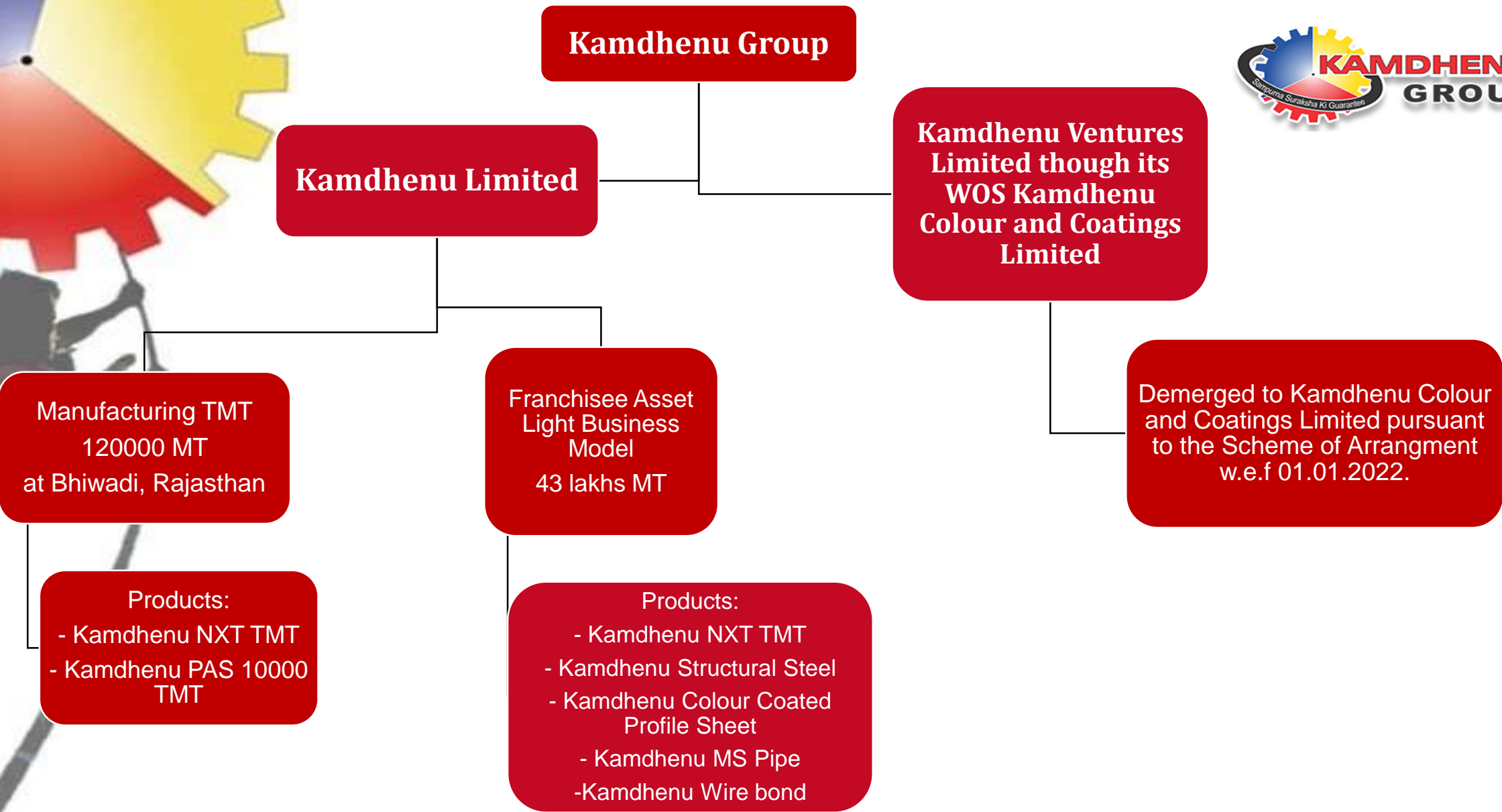
A stylized illustration on the left side of the slide shows a person in silhouette climbing a large gear. The gear is composed of three segments: a blue segment at the top, a yellow segment on the right, and a red segment on the left. The person is holding onto a rope that is attached to the gear. The background is white.

Liabilities of Independent Directors

1. As per Section 149(12) of Companies Act, 2013 and Regulation 25(5) of the SEBI (LODR) Regulations, 2015 an independent director shall be held liable, only in respect of such acts of omission or commission by a company which had occurred with his knowledge, attributable through Board processes, and with his consent or connivance or where he had not acted diligently.

Nature of Industry

- The Company is engaged in Manufacturing, Marketing & Branding of Steel & Allied Products.
- The Company is India's largest TMT selling brands in the retail segment with a strong nationwide network of over 8,000 dealers. It is also associated with over 80 plus Franchise Units to manufacture Steel Rebars, Structural Steel Products & Color Coated Profile Sheets.



Kamdhenu Group

Kamdhenu Limited

Kamdhenu Ventures Limited through its WOS Kamdhenu Colour and Coatings Limited

**Manufacturing TMT
120000 MT
at Bhiwadi, Rajasthan**

**Franchisee Asset
Light Business
Model
43 lakhs MT**

Demerged to Kamdhenu Colour and Coatings Limited pursuant to the Scheme of Arrangement w.e.f 01.01.2022.

- Products:**
- Kamdhenu NXT TMT
 - Kamdhenu PAS 10000 TMT

- Products:**
- Kamdhenu NXT TMT
 - Kamdhenu Structural Steel
 - Kamdhenu Colour Coated Profile Sheet
 - Kamdhenu MS Pipe
 - Kamdhenu Wire bond

Franchisee Asset Light Business Model...



The Company using Franchisee Asset Light Business Model which allows Company to:

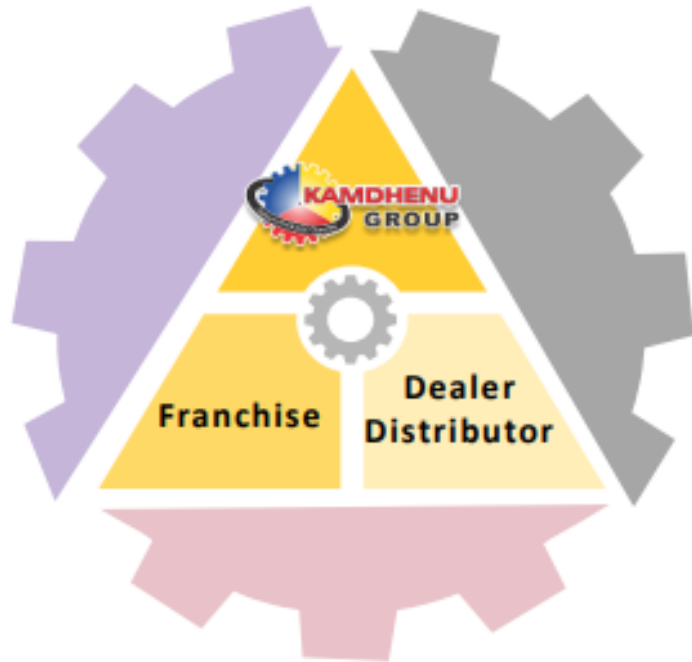


ASSET LIGHT BUSINESS MODEL...



Kamdhenu Group

Innovator – We do Research and introduce new products based on Customer Requirement in the Market



Franchise

Manufactures products based on technology, design and quality specifications provided by Kamdhenu

Dealers / Distributors

Committed chain of Dealers and Distributors connected with Franchisee / Sales Depot created by Kamdhenu

Hierarchy of Marketing Network

Franchisee

Every franchisee is allowed to sell its product in a particular region which is its designated geographical area. Franchisee has to sell through particular distributors.

Distributor

Every distributor is also assigned a particular region which is its designated geographical area

Dealer

Every distributor shall facilitate the supply to a set of dealers in the said designated geographical area on exclusive basis

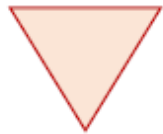
Financial Position Q3 9M FY 2023-24



Revenues from Operations

Q3 FY24

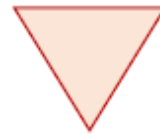
Rs. 155.0 Crores



-15% YoY

EBITDA

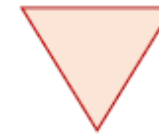
Rs. 14.2 Crores



-17% YoY

PAT

Rs. 11.1 Crores

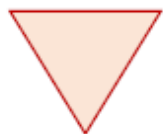


-7% YoY

Revenues from Operations

9M FY24

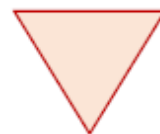
Rs. 548.7 Crores



-3% YoY

EBITDA

Rs. 43.2 Crores



-4% YoY

PAT

Rs. 33.4 Crores



+10% YoY

Q3 9M FY24 - Statement of Profit & Loss



Particulars (Rs. In Crs.)	Q3 FY24	Q3 FY23	Y-o-Y	9M FY24	9M FY23	Y-o-Y
Revenue from Operations	155.0	182.7	-15%	548.7	565.2	-3%
Cost of Materials Consumed	105.2	131.9		400.1	399.9	
Purchases of stock-in-trade	0.1	5.2		0.7	25.9	
Changes in Inventories	3.8	-1.0		1.7	2.2	
Total Raw Material	109.1	136.0		402.5	428.0	
Gross Profit	45.9	46.6	-1%	146.2	137.2	7%
GP Margin (%)	29.6%	25.5%		26.6%	24.3%	
Employee Expenses	11.4	10.7		35.2	31.4	
Other Expenses	20.3	18.8		67.8	61.0	
EBITDA	14.2	17.1	-17%	43.2	44.8	-4%
EBITDA Margin (%)	9.1%	9.4%		7.9%	7.9%	
Other Income	2.4	0.5		5.8	0.8	
Depreciation	1.3	1.2		3.8	3.5	
EBIT	15.3	16.5	-7%	45.2	42.2	7%
EBIT Margin (%)	9.9%	9.0%		8.2%	7.5%	
Finance Cost	0.3	0.4		0.5	1.7	
Profit before Tax	15.0	16.1	-7%	44.7	40.5	10%
PBT Margin (%)	9.7%	8.8%		8.2%	7.2%	
Tax	3.9	4.1		11.3	10.2	
Profit After Tax	11.1	12.0	-7%	33.4	30.3	10%
PAT Margin (%)	7.2%	6.6%		6.1%	5.4%	

Balance Sheet HY1



Particulars (Rs. In Crs)	Sep-23	Mar-23
Equity		
Equity Share Capital	26.9	26.9
Other Equity	158.1	139.7
Total Equity	185.0	166.7
Non Current Liabilities		
Financial Liabilities		
Lease Liabilities	2.0	2.6
Other Liabilities	6.0	5.4
Provisions	3.5	3.3
Deferred Tax Liabilities (Net)	0.9	1.0
Total Non Current Liabilities	12.3	12.3
Current Liabilities		
Financial Liabilities		
Borrowings	1.0	0.0
Lease Liabilities	1.4	1.1
Trade Payables	24.2	19.2
Other Financial Liabilities	9.2	3.6
Other Current Liabilities	5.0	4.7
Provisions	0.5	0.5
Current Tax Liabilities (Net)	0.5	0.4
Total Current Liabilities	41.7	29.5
Total Equity and Liabilities	239.1	208.5

Particulars (Rs. In Crs)	Sep-23	Mar-23
Non Current assets		
Property, Plant and Equipments	45.5	44.8
Right of Use Assets	2.1	2.4
Investment in Subsidiary	0.0	0.0
Financial Assets		
Other Investments	16.7	4.7
Loans	0.1	0.1
Other Financial Assets	15.9	2.7
Other Non-Current Assets	9.4	10.4
Total Non Current Assets	89.7	65.1
Current Assets		
Inventories	16.0	14.6
Financial Assets		
Investment	19.6	9.5
Trade Receivables	71.4	82.1
Cash and Cash Equivalents	5.3	11.9
Bank Balances	0.1	0.3
Loans	10.2	2.9
Other Financial Assets	0.0	0.1
Other Current Assets	26.8	22.0
Total Current Assets	149.4	143.4
Total Assets	239.1	208.5

Conclusion

The familiarisation programmes of the Independent Directors lets the IDs make a better understanding of insights about the Company. The familiarisation programmes facilitates independent directors to take well informed decisions.





Thank You

Kamdhenу Limited

