



KAMDHENU LIMITED

Strong Performance in 9M FY18

Revenue Growth of 38%

Profit Before Tax grew 80% to Rs. 16 crore

Profit after Tax grew 60% to Rs. 10 crore

Particulars (Rs. Crores)	Q3 FY18	Q3 FY17	Y-o-Y	9M FY18	9M FY17	Y-o-Y
Net Revenue from Operations	305.1	221.8	38%	802.8	583.2	38%
Profit Before Tax (PBT)	6.6	3.0	118%	15.7	8.7	80%
Profit After Tax	4.1	2.3	76%	10.0	6.2	60%

Press Release : 12th February 2018, New Delhi

Kamdhenu Limited, India's largest manufacturer and seller of branded TMT Bars has declared its Unaudited Financial Results for the Quarter and Nine Months ended 31st December, 2017

Highlights for Q3 FY18

- **Revenue up 38% to Rs. 305 crore** as compared to Rs. 222 crore in Q3 FY17
- **Profit before Tax (PBT) up 118% to Rs. 7 crore** as compared to Rs. 3 crore in Q3 FY17
- **Profit after Tax up 76% to Rs. 4 crore** as compared to Rs. 2 crore in Q3 FY17

Highlights for 9M FY18

- **Revenue up 38% to Rs. 803 crore** as compared to Rs. 583 crore in 9M FY17
- **Profit Before Tax (PBT) up 80% to Rs. 16 crore** as compared to Rs.9 crore in 9M FY17
- **Profit after Tax up 60% to Rs. 10 crore** as compared to Rs. 6 crore in 9M FY17
- **Royalty Income through Franchisee's is up by 53% for the Nine Months**



Commenting on the results and performance, **Mr. Satish Kumar Agarwal, Chairman & Managing Director** said:

*“I am glad to share that our Company reported **Revenues of Rs. 803 crores** with **PBT and PAT of Rs. 16 crores and Rs. 10 crores** respectively in the first nine months of FY18. We have seen strong performance of the quarter and nine months of FY18. Net Revenue from paint business has also increased by 18% in the nine months of FY18.*

*Kamdhenu intend to provide quality building materials to construction and real estate industry through efficient Franchisee Business Model and Pan India distribution network. Our aim is to increase our franchisee base with high capacities. Our royalty income has also increased by 53% in 9M FY18. During the current year, we have increased the royalty charges on our new premium product **KAMDHENU NXT** TMT Bars by Rs.100 per metric tonne. For the paints division, the company is focusing on eco-friendly and premium decorative paints.*

Post GST, we are seeing consolidation taking place in the TMT Steel Bar Industry. We expect the trend to continue which will be beneficial to us. We looked at GST readiness as an opportunity to stand out from the rest of the industry which enabled us to embrace it better than other industry verticals.

Kamdhenu Limited has grown steadily which reflects the success of its franchise business model. We have also taken several key growth-oriented initiatives to capitalize on industry opportunities arising out of high growth in the real estate and construction sector supported by the various steps taken by the government to achieve its Housing for All objective by 2022. With the government pushing its objective of Housing for All and we being in the retail segment, we expect significant growth for us in the coming few years.”



About Kamdhenu Limited

Kamdhenu Group was founded in 1994 with a vision to provide Best Quality TMT Bars at Best Price. Today, led by Mr Satish Kumar Agarwal, the company is the market leader in branded TMT Bars and 'Kamdhenu TMT Bar' is the largest selling TMT Bar in India with brand sales turnover of around Rs. 6000 crore. Kamdhenu follows franchisee business model to bring more transparency and dynamism to the operations of the company. Kamdhenu has committed chain of over 10,500 dealers and distributors in India out of which 6,500 are exclusive for steel business. Kamdhenu being TMT expert has also launched earthquake resistant Kamdhenu SS 10000 TMT Bar and Kamdhenu Nxt TMT Bar. It has been conferred with India Power Brand 2016, Asia's Most Promising Brand – 2016 and World's Best Brand 2015.

Kamdhenu Paints, one of the leading Paint companies in India, is a division of Kamdhenu Limited. The company is credited for offering best-in-class paint products conforming to global standards. Its product portfolio under the brand KAMDHENU PAINTS-COLOUR DREAMZ includes Exterior Emulsions, Interior Emulsions, Acrylic Distempers, Enamel Paints, Cement Paints, Wall Primers & Putty, and Texture & Designer Finishes, Stainers, P.U. Wood Finishes and Metallic Finishes. Kamdhenu Paints has 4,000 dealers and distributors spread across the country

Safe Harbor Statement

Statements in this document relating to future status, events, or circumstances, including but not limited to statements about plans and objectives, the progress and results of research and development, potential project characteristics, project potential and target dates for project related issues are forward-looking statements based on estimates and the anticipated effects of future events on current and developing circumstances. Such statements are subject to numerous risks and uncertainties and are not necessarily predictive of future results. Actual results may differ materially from those anticipated in the forward-looking statements. The company assumes no obligation to update forward-looking statements to reflect actual results changed assumptions or other factors.

For further information, please contact

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