



**KL/SEC/2025-26/37**

**Date: 11<sup>th</sup> August, 2025**

To,  
The Manager- Listing  
National Stock Exchange of India Limited,  
Exchange Plaza, Bandra Kurla Complex,  
Bandra (E), Mumbai-400 051  
**NSE Symbol: KAMDHENU**

To,  
The Manager- Listing  
BSE Limited,  
Phiroze Jeejeebhoy Towers,  
Dalal Street, Mumbai- 400 001  
**BSE Scrip Code: 532741**

**Sub: Investor Presentation – August, 2025.**

Dear Sir/ Madam,

Pursuant to Regulation 30 of SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, please find attached herewith Investor Presentation – August, 2025, of the Company.

We request you to kindly take the same on records.

Thanking you,

Yours faithfully,

**For Kamdhenu Limited**

**Khem Chand,  
Company Secretary & Compliance Officer**

Encl.: as above.



कामधेनु है, तो सुकून की गारंटी  
सम्पूर्ण सुरक्षा की गारंटी

**A Legacy of Trust  
A Culture of  
Performance**

**KAMDHENU LIMITED**

**INVESTOR PRESENTATION  
August 2025**





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# Kamdhenu at a Glance



## Inception

Kamdhenu Limited started in 1994 with a steel plant in Rajasthan and is headquartered in Gurugram. By introducing a franchisee-based model, it quickly scaled up to become a **leading brand** in TMT bars and structural steel across India

Brand Sales  
Turnover  
**Rs. 22,150<sup>^</sup>+  
Crores**

WE ARE THE  
**Largest Branded  
TMT BAR Player in  
India**

**\*Steel Rebar  
Capacity  
40 Lakh MT**

## OUR BRANDS



Franchisee Count  
**80 +  
Franchisees**

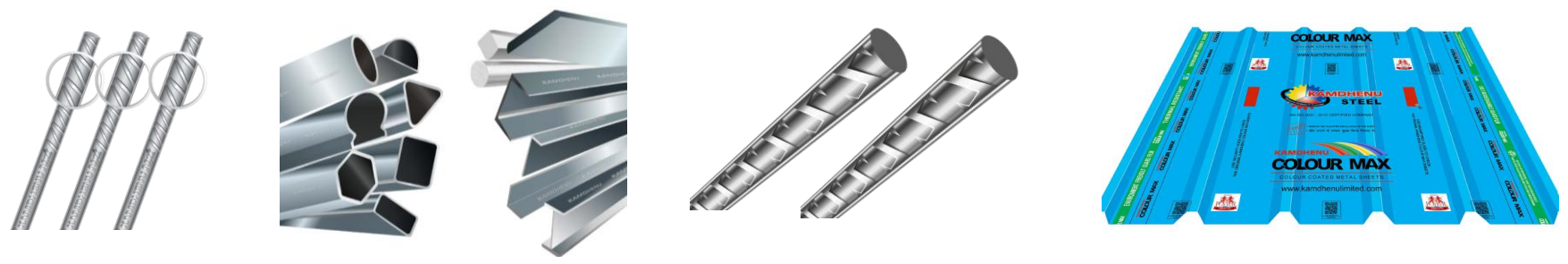
Dealers  
**10,000+  
Dealers**

**\*Structural Steel Capacity  
10 Lakh MT**

**\*Colour Coated Sheets  
2.5 Lakh MT**

**Volume Sold (FY25)  
36 Lakh MT**

## PRODUCT OFFERINGS



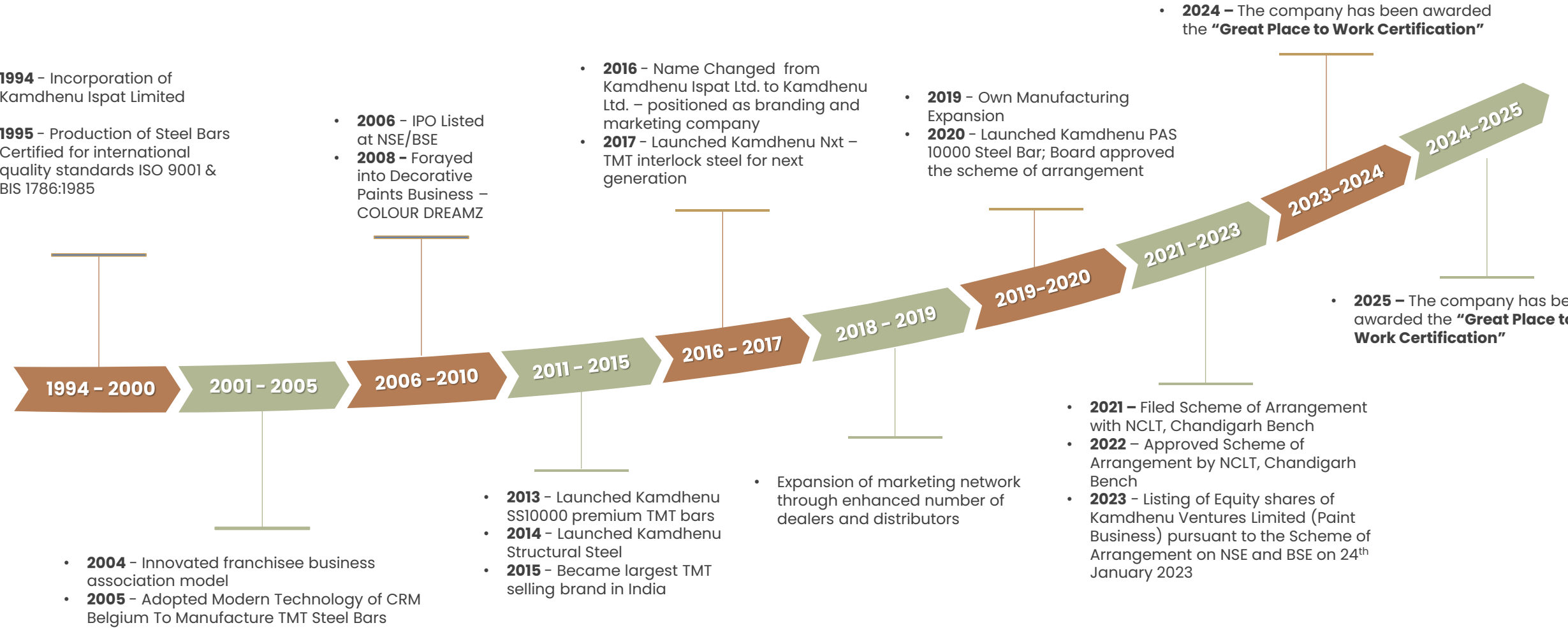
**Distributors  
400+**

**Royalty Income (FY25)  
Rs. 139 Crs**

<sup>^</sup>As on FY25

\*All Capacity in MT Per Annum

# OUR JOURNEY



# STRONG PRODUCT PORTFOLIO FOR ALL USER SEGMENTS



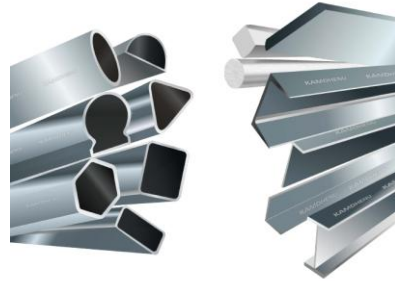
Kamdhenu combines superior quality with unmatched affordability

## Kamdhenu – Nxt TMT



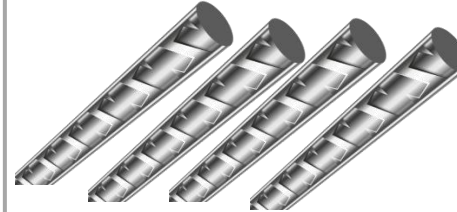
- ✓ Next Generation Interlock Steel features an angular double rib design
- ✓ It has obtained all the rights to manufacture, market, and sell double rib TMT bars

## Kamdhenu Structural Steel



- ✓ Produced under a franchisee agreement with a multitude of special contours such as angles, channels, beams, flats, rounds, and squares
- ✓ Includes the entire range of MS Pipes

## Kamdhenu PAS 10000



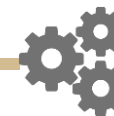
- ✓ Unique Rib design which gives locking of 360 degree. Its alloy gives it better rust-proof qualities and gives capability to bear more weight
- ✓ Along with that it also gives double earth-quake prevention to the building

## Kamdhenu Colour Max



- ✓ Colour Coated profile sheets are versatile color metal products
- ✓ They make dream buildings look stylish and elegant for industrial warehouses and housing

# PAN-INDIA DECENTRALIZED MANUFACTURING & MARKETING NETWORK



We at Kamdhenu have a strong presence across India with a robust distribution and dealer network

**80+**  
Franchisees

**10,000+**  
Dealers

**400+**  
Distributors

**4 Mn Mt**  
Franchisee  
Capacity

## 1 Communication

Working with a local manufacturer makes the communication process easy. Real time conversations result in a better understanding of the specifics and preferences of the products by the Customer

## 2 Low Minimums

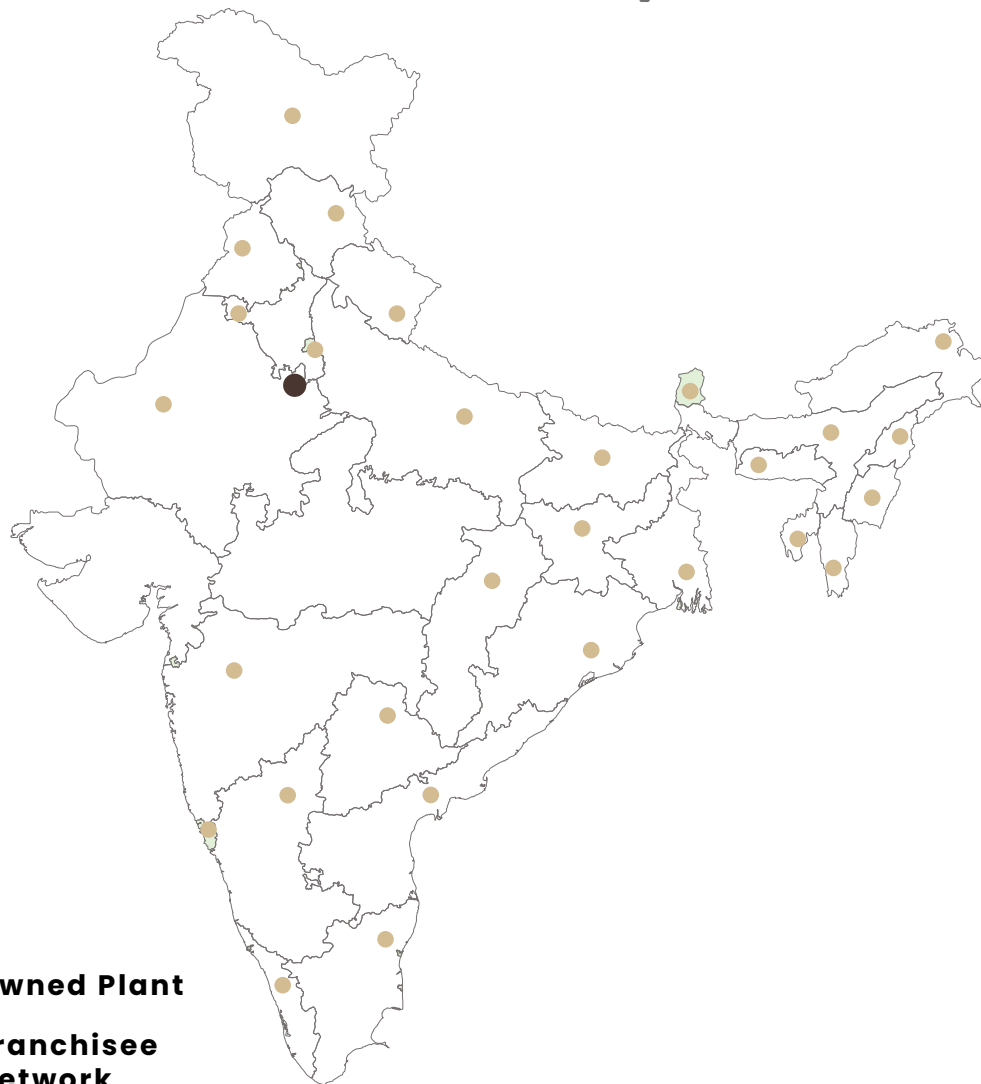
Even the smaller quantity of the orders are delivered efficiently. This will help us penetrate even in the smaller Tier II & III cities of the Country, efficient inventory control at retailers and construction sites

## 3 Quick Turnaround

Turnover time for manufacturing is faster with diversified manufacturers. The demand forecast is accurately known, and the deliveries are planned accordingly

## 4 Transportation Cost

Saving in Freight & Transportation Cost is reduced to a large extent with manufacturing near to the End Customer

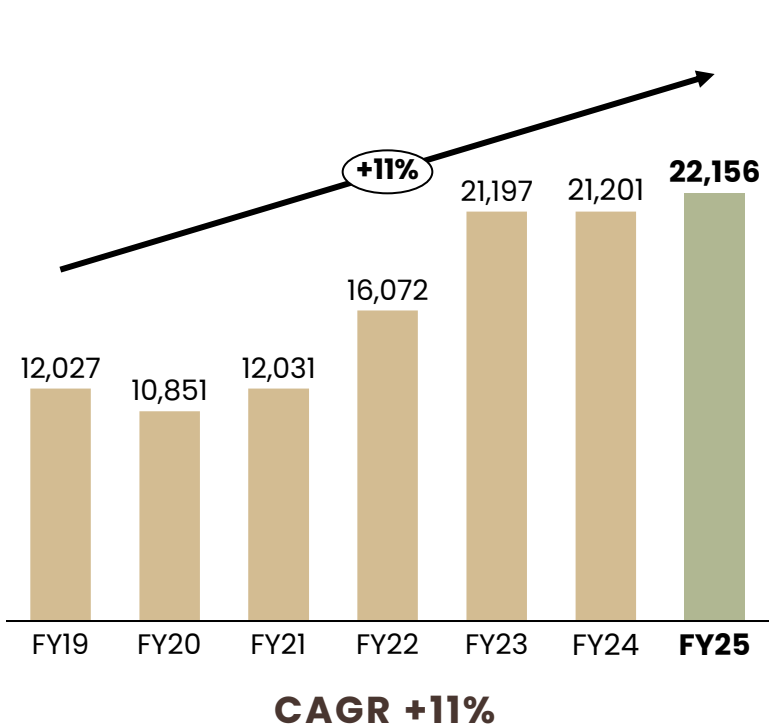


● **Owned Plant**  
● **Franchisee Network**

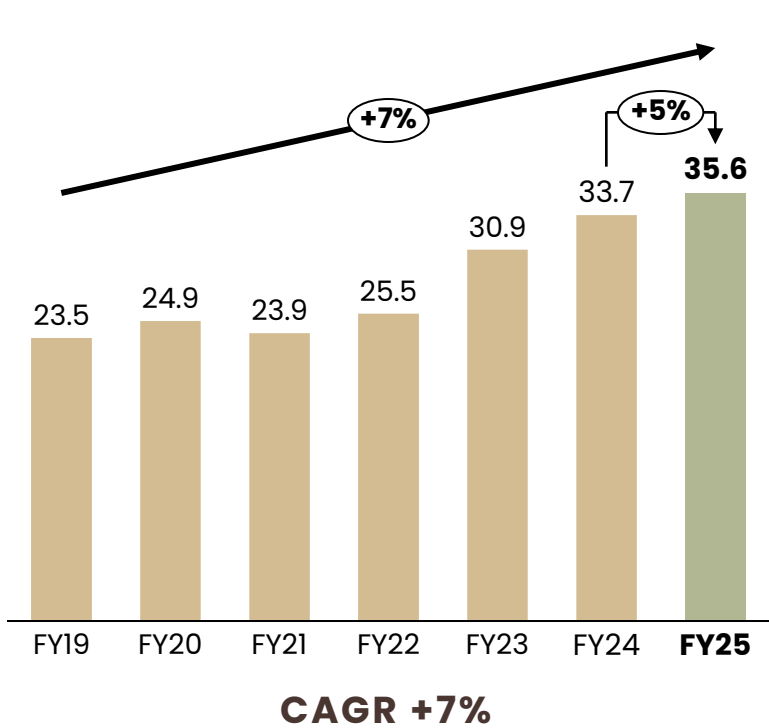
# SUSTAINABLE GROWTH THROUGH BRAND CREATION



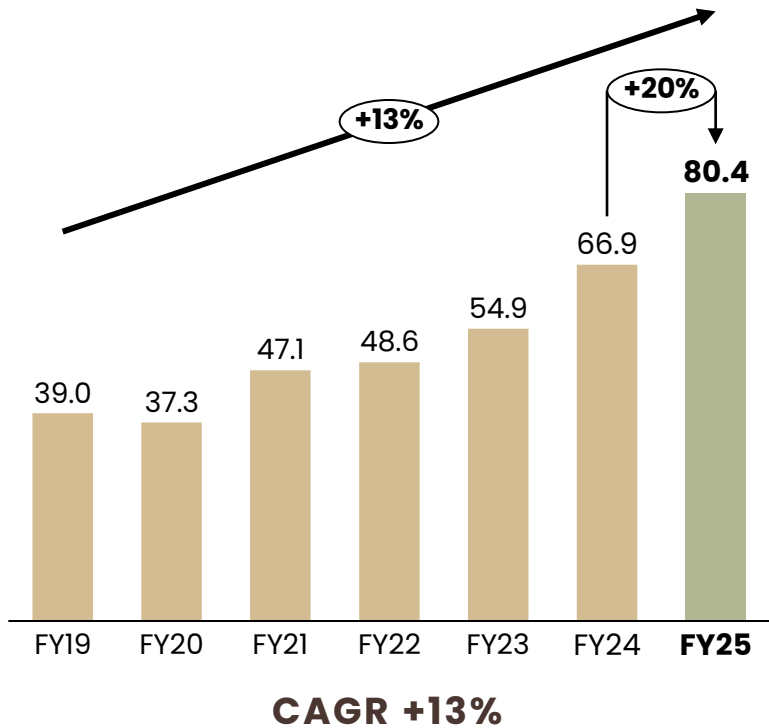
Kamdhenu Brand Sales Turnover  
(In Rs. Crs)



Volumes Sold  
(In Lakh MT Tonnes)



Profit Before Tax  
(In Rs. Crs)





# ASSET LIGHT BUSINESS MODEL...

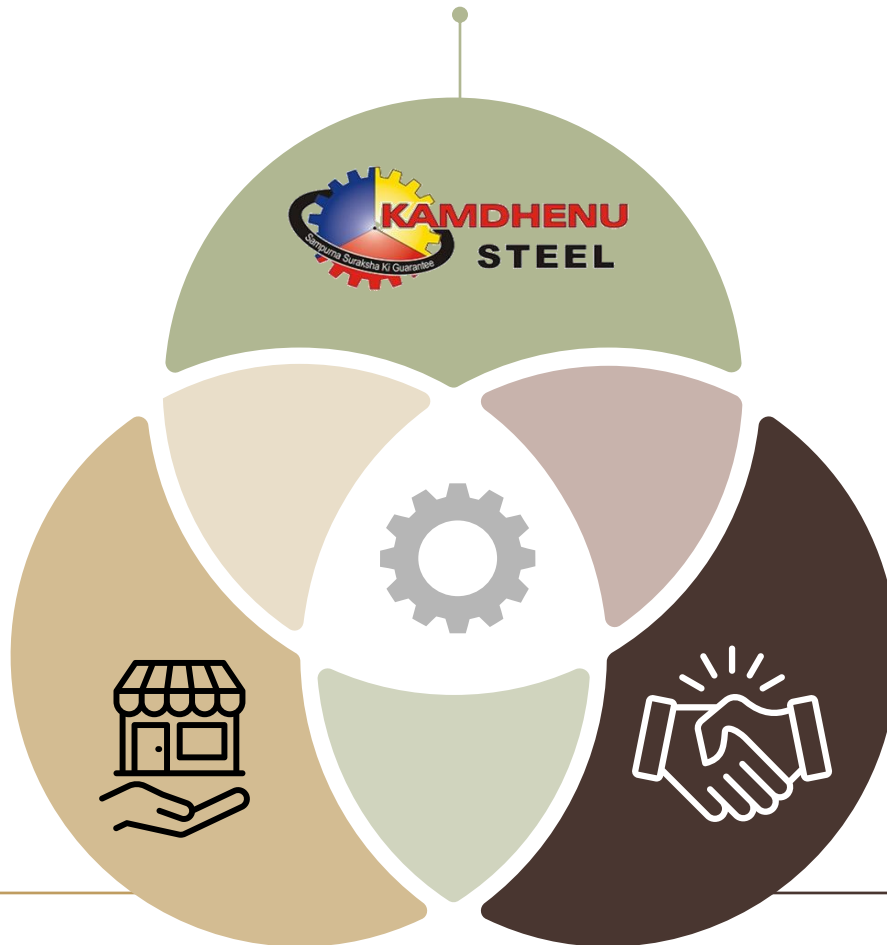


## Kamdhenu Limited

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

### • Franchisee

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



### Distributors / Dealers •

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



# ... CREATING LONG TERM SUSTAINABILITY



## Benefits to Kamdhenu



Easy availability of product in all parts of the country



Enhanced revenue and increase in Profitability due to Royalty earned



Saving Transport cost



Increase in Market share



Improvement in Brand Equity



Ensure quick delivery of Products to consumers



Efficient handling large volumes



Bargaining Power



## Win – Win for Franchises



### Expertise & Experience

Provide franchise units with expertise and experience for an efficient business



### Quality Assurance

Assurance of quality from Kamdhenu gives comfort to end customers



### Ready Marketplace

Ready Platform in niche market giving facelift to unorganized sector / new enterprise



### Centralized Publicity

Assistance to Centralized Publicity support of Kamdhenu



### Brand "KAMDHENU"

Franchisee can leverage brand "KAMDHENU"



### Bank Funding

Presence and brand grants them easy & zero hassle availability of bank funding



### Marketing Network

Access to Marketing Network across India



### Capacity Utilization

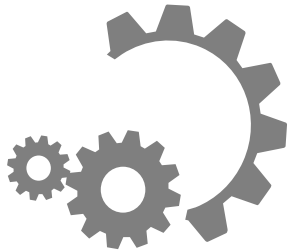
Provides exceptional distinctiveness and enables them to earn premium leading to higher capacity utilizations

# STRUCTURAL STEEL – FASTEST GROWING SEGMENT



**Kamdhenu Limited manufactures Structural Steel under franchisee arrangement**

## Description



- ✓ One such product which continues to pioneer new innovations
- ✓ It is counted as one of the most recycled material on Earth, made of 88% cast-off product, fully recyclable in the future

## Special Contours



- ✓ Production of a multitude of special contours such as:
  - ✓ Angles
  - ✓ Channels
  - ✓ Beams
  - ✓ Flats
  - ✓ Round & Square Pipes

## End-User Industry



- ✓ Industrial structures, flyovers, bridges, dams, transmission line towers, underground platforms in metro railways and other reinforcement structures across the country

## Advantages

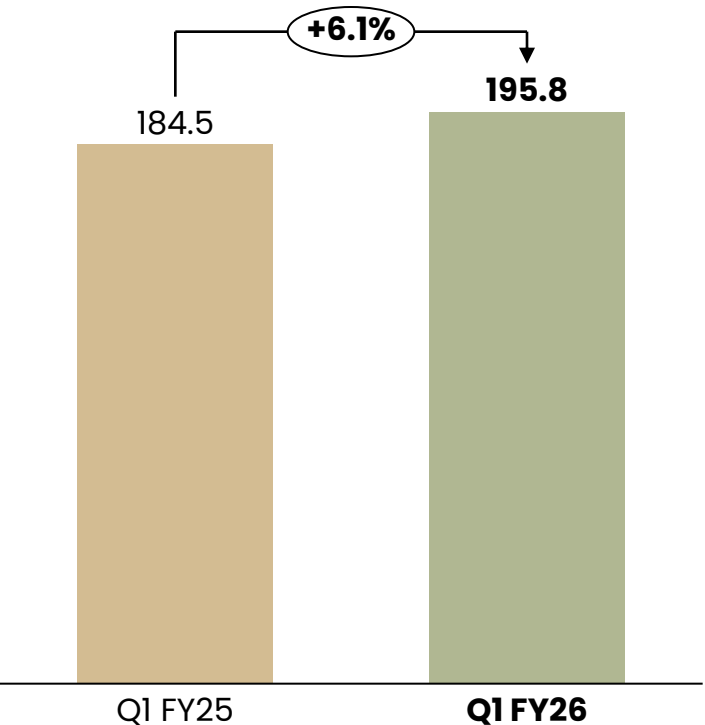


- ✓ High Strength and High Ductility
- ✓ Superior Bend ability, Weld ability and Straightness
- ✓ Available in every state of India
- ✓ Economic in Application
- ✓ Lower sectional weight and higher strength technique
- ✓ Highly cost-effective and save steel

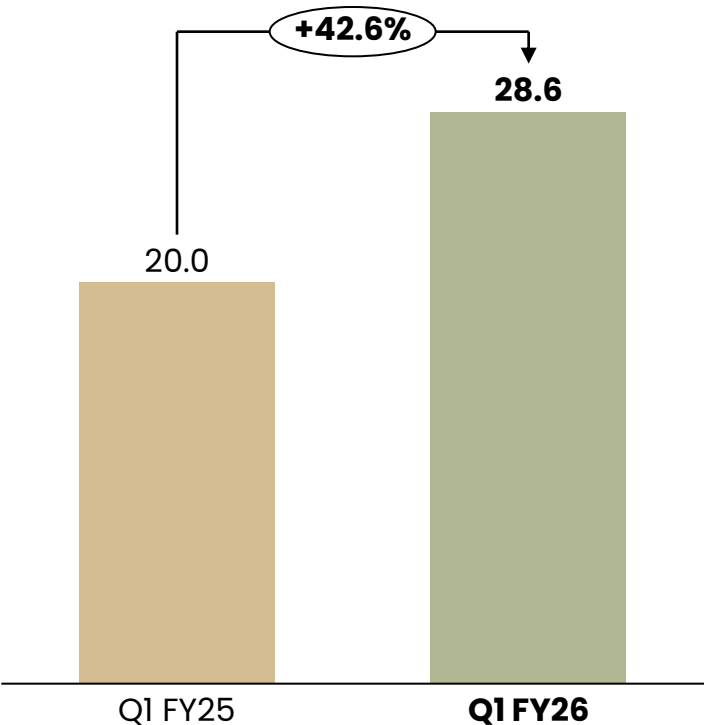
# FINANCIAL HIGHLIGHTS – Q1 FY26



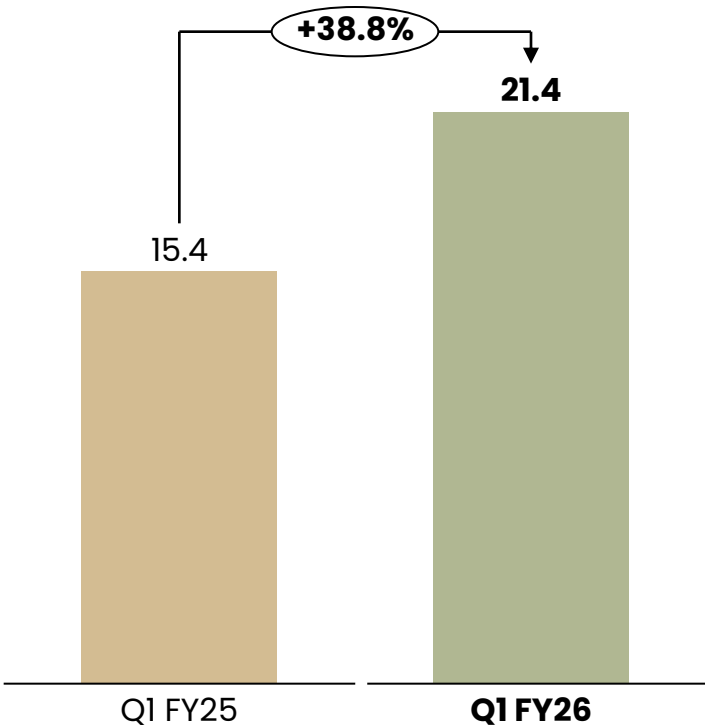
## Revenues from Operations (In Rs. Crs)



## Profit Before Tax (PBT) (In Rs. Crs)



## Profit After Tax (In Rs. Crs)

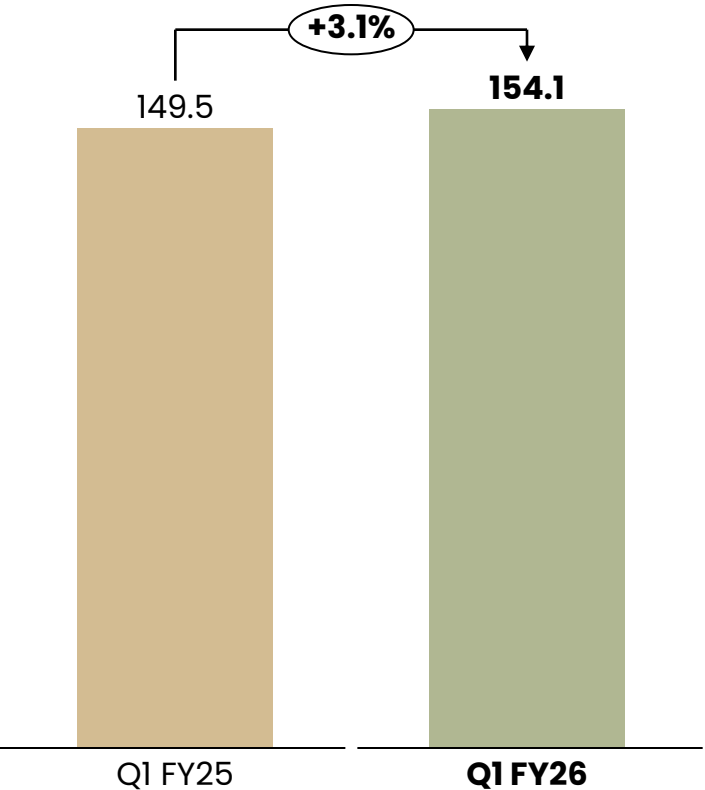




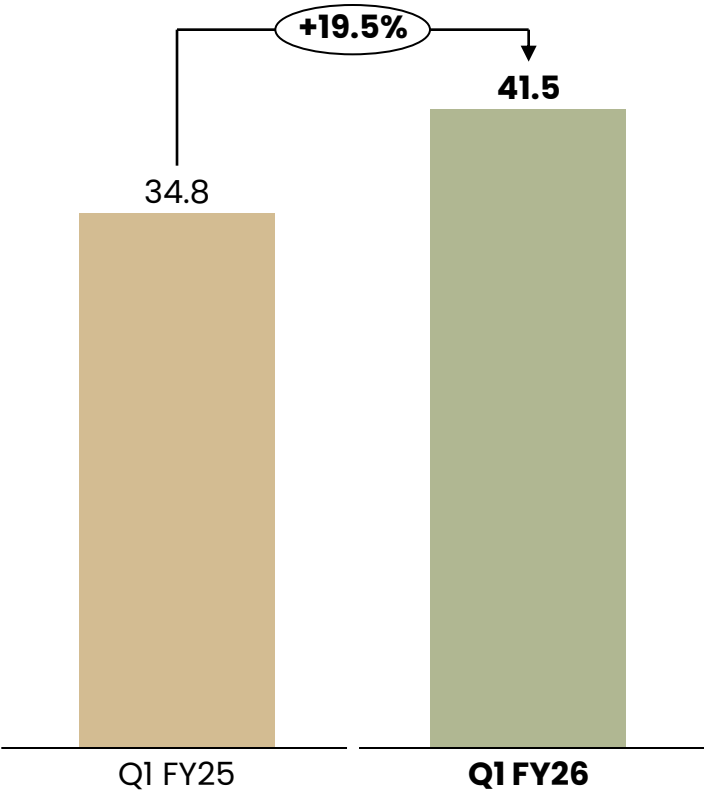
# CORE STEEL TMT BUSINESS HIGHLIGHTS - Q1 FY26



Revenues from Own Facility  
(In Rs. Crs)



Royalty Income through Franchisee Sales (In Rs. Crs)



Return on Equity (%)^

19.2%

Return on Capital Employed (%)^

25.5%

Debt^

NIL

ROCE = EBIT/(Debt + Equity) ROE = PAT/(Equity)

^ As on FY25

# HUGE CAPACITIES AT LOW COST



## Production Capacity of Franchisees

### Steel Rebars

**40** Lacs

*MT per annum*

### Structural Steel

**10** Lacs

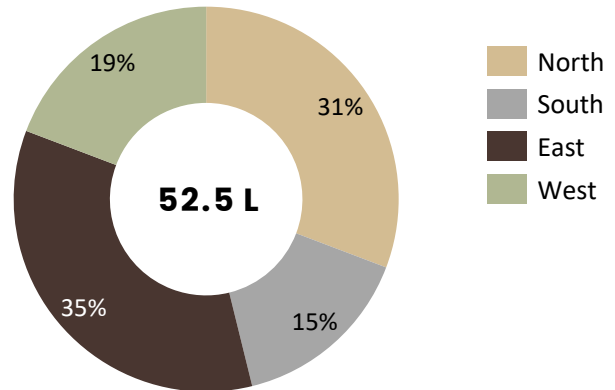
*MT per annum*

### Colour Coated Profile Sheets

**2.5** Lacs

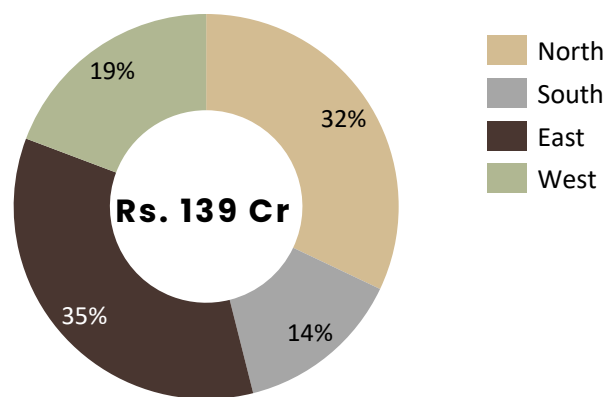
*MT per annum*

## Region-Wise Installed Capacity



**Installed Capacities (MT)**

## Region-Wise Royalty Income



**Royalty Income (FY25)**

## Company Owned - Manufacturing, R&D and T&D

### Steel Division at Bhiwadi, Rajasthan

- ✓ **Production Capacity 1,20,000 MT** per annum (Realigned to support the future innovation, product development and training to franchise staff)
- ✓ **Innovation Centre** – Research & Development and new products / designs based on customer requirement are introduced
- ✓ Plant used as training centre for all technical staff deputed at the franchisee's unit – trained on various technical, qualitative and commercial aspects

# AWARDS & ACKNOWLEDGEMENTS



We truly believe that Customer delight and satisfaction are the true award we vouch for and our efforts to meet the customers' expectation have brought many accolades to us

  <b>Winner of the World's Greatest Brand 2015 Asia &amp; GCC</b>   <b>2015</b>	  <b>Asia's Most Promising Brand 2015-16 by World Consulting &amp; Research Corporation</b>   <b>2015-16</b>	  <b>Indian Power Brand 2016 &amp; 2019-20 Award</b>   <b>2016 &amp; 2019-20</b>	  <b>World's Greatest Brands 2017-18 amongst Asia &amp; GCC</b>   <b>2017-18</b>	  <b>Icon of Trust – The Extraordinaire Brand</b>   <b>2020-22</b>	  <b>URS – Asia One</b>   <b>2022-23</b>
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## Print Media

National Newspaper

 **The Indian EXPRESS**  **Dainik Bhaskar**

 **THE FINANCIAL EXPRESS**

**THE ECONOMIC TIMES**

Regional Newspaper

 **राजस्थान पत्रिका**  
**पंजाब केसरी**



## Promotional Materials

- Distribution of catalogues
- Brochures
- Visiting cards
- Shop branding
- Sample board, pen, pad, mason kit having branding of Kamdhenu products.



## Digital Campaign



**Kamdhenu NXT TMT Bars**

40K views • 3 weeks ago

- Social media campaigns to educate consumers about benefit of its products
- Enable people to make the right choice





## Outdoor Campaigns

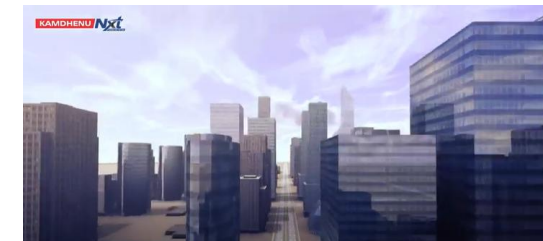


## Brand Educational Activities

- Dealers & Distributor Meets
- Customer Meets
- Seminars, conferences
- Workshops
- International Trips
- Motivational Sessions



## Television Campaign



Strong presence on various national and regional TV Channels such as Aajtak, Zee News, Zee Business, ABP and CNBC Network through various sponsorships and advertisement campaigns of Kamdhenu products

# PARTICIPATION OF NOTED CELEBRITIES



Brand Promotions, Event Participation Have Helped Strengthen Dealer Connect & Expand Visibility



**Preity G Zinta**



**Emraan Hashmi**



**Madhuri Dixit**



**Kanika Kapoor**



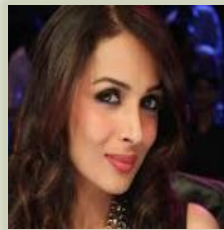
**Tapsee Pannu**



**Jacqueline Fernandez**



**Kangana Ranaut**



**Malaika Arora**



**Sonam Kapoor**



**Dia Mirza**



**Sonu Nigam**



**Rakul Preet**



**Karishma  
Tanna**



**Govinda**



**Kareena Kapoor**



**Karisma Kapoor**



**Anil Kapoor**



**Manushi Chhillar**

# EXPERIENCED BOARD OF DIRECTORS



**Mr. Satish Kumar  
Agarwal**  
Chairman & Managing Director



**Mr. Sunil Kumar  
Agarwal**  
Whole Time Director



**Mr. Sachin  
Agarwal**  
Whole Time Director



**Mr. Saurabh  
Agarwal**  
Non-Executive Director



**Mr. Baldev Raj  
Sachdeva**  
Independent Director



**Mr. Madhusudan  
Agrawal**  
Independent Director



**Mrs. Pravin  
Tripathi**  
Independent Director



**Mr. Vivek Jindal**  
Independent Director



**Mr. Harish Kumar  
Agarwal**  
CFO

# PROFIT AND LOSS STATEMENT



Particulars (Rs. In Crs.)	Q1 FY26	Q1 FY25	Y-o-Y
<b>Revenue from Operations</b>	<b>195.8</b>	<b>184.5</b>	<b>6%</b>
Total Raw Material	<b>132.0</b>	<b>129.9</b>	
<b>Gross Profit</b>	<b>63.8</b>	<b>54.6</b>	<b>17%</b>
<b>GP Margin (%)</b>	<b>32.6%</b>	<b>29.6%</b>	
Employee Expenses	13.0	12.3	
Finance Cost	0.0	0.1	
Depreciation	1.3	1.3	
Other Expenses	29.4	27.5	
Other Income	(8.6)	(6.6)	
<b>Profit before Tax</b>	<b>28.6</b>	<b>20.0</b>	<b>43%</b>
<b>PBT Margin (%)</b>	<b>14.6%</b>	<b>10.9%</b>	
Tax	7.2	4.6	
<b>Profit After Tax</b>	<b>21.4</b>	<b>15.4</b>	<b>39%</b>
<b>PAT Margin (%)</b>	<b>10.9%</b>	<b>8.4%</b>	



# BALANCE SHEET



Particulars (Rs. In Crs)	Mar-25	Mar-24
<b>Equity</b>		
Equity Share Capital	27.7	26.9
Other Equity	271.4	186.2
Money received against share warrants	17.2	24.3
<b>Total Equity</b>	<b>316.3</b>	<b>237.4</b>
<b>Non Current Liabilities</b>		
<b>Financial Liabilities</b>		
Lease Liabilities	0.4	1.2
Other Liabilities	6.1	6.2
Provisions	1.3	1.0
Deferred Tax Liabilities (Net)	5.2	3.6
<b>Total Non Current Liabilities</b>	<b>13.1</b>	<b>11.9</b>
<b>Current Liabilities</b>		
<b>Financial Liabilities</b>		
Lease Liabilities	0.8	1.5
Trade Payables	27.3	24.0
Other Financial Liabilities	5.2	4.8
Other Current Liabilities	3.7	4.0
Provisions	0.1	0.1
Current Tax Liabilities (Net)	1.9	0.3
<b>Total Current Liabilities</b>	<b>39.0</b>	<b>34.8</b>
<b>Total Equity and Liabilities</b>	<b>368.4</b>	<b>284.1</b>

Particulars (Rs. In Crs)	Mar-25	Mar-24
<b>Non Current assets</b>		
Property, Plant and Equipments	41.6	43.8
Right of Use Assets	0.8	1.7
Other Investments	24.1	5.0
Loans	10.0	10.0
Other Financial Assets	2.9	11.1
Other Non-Current Assets	11.7	0.7
<b>Total Non Current Assets</b>	<b>91.1</b>	<b>72.2</b>
<b>Current Assets</b>		
Inventories	17.1	12.0
<b>Financial Assets</b>		
Investment	162.6	78.8
Trade Receivables	44.7	54.5
Cash and Cash Equivalents	35.2	40.1
Bank Balances	8.2	13.8
Loans	0.0	0.1
Other Financial Assets	1.2	0.7
Other Current Assets	8.4	11.7
<b>Total Current Assets</b>	<b>277.3</b>	<b>211.8</b>
<b>Total Assets</b>	<b>368.4</b>	<b>284.1</b>

# CASHFLOW STATEMENT



Cash Flow Statement (Rs. In Crs.)	Mar-25	Mar-24
Net Profit Before Tax	80.4	66.9
Adjustments for: Non - Cash Items / Other Investment or Financial Items	-4.1	-2.9
<b>Operating profit before working capital changes</b>	<b>76.3</b>	<b>64.0</b>
Changes in working capital	10.7	52.9
<b>Cash generated from Operations</b>	<b>87.0</b>	<b>116.9</b>
Direct taxes paid (net)	-18.1	-14.7
<b>Net Cash from Operating Activities</b>	<b>68.9</b>	<b>102.1</b>
<b>Net Cash from Investing Activities</b>	<b>-87.9</b>	<b>-92.4</b>
<b>Net Cash from Financing Activities</b>	<b>14.0</b>	<b>18.5</b>
Net Decrease in Cash and Cash equivalents	-5.0	28.2
Add: Cash & Cash equivalents at the beginning of the period	40.1	11.9
<b>Cash &amp; Cash equivalents at the end of the period</b>	<b>35.2</b>	<b>40.1</b>



# THANK YOU

For further Information, please contact :



CIN: L27101HR1994PLC092205

**Mr. Harish Kumar Agarwal**  
Group CFO, CRO & Head-Legal

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