

Ref: KL/SEC/2022-23/55

Date: 25th July, 2022

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 - July, 2022.

Dear Sir/ Madam,

Pursuant to Regulation 30 of SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, please find attached herewith Investor Presentation - July, 2022, 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.







Investor Presentation

July 2022

Safe Harbor



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Brand Turnover of Rs. 16,000 crores +; CAGR Growth of 16% over the last decade

India's Leading Company dealing with Manufacturing, Distribution, Marketing & Branding of TMT Steel

KAMDHENU is Largest TMT selling brand in India, in the Retail Segment

Kamdhenu Paints

COLOUR DREAMZ amongst top decorative paint brands

80+ Franchise Units to manufacture Steel Rebars, Structural Steel Products & Colour Coated Profile Sheets

8,000+ Dealers of Steel across India

4,000+ Dealers of Paint spread across India

Our **Key BRANDS** over the years













Sustainable Growth through Creation of Brand 'KAMDHENU'



Pioneer In Franchising Model in Steel Having started as a single unit in Bhiwadi, Rajasthan in 1995, Kamdhenu has evolved into a steel conglomerate, pioneering the franchise led manufacturing model to focus on their core competencies of branding and marketing

Brand's Growing Production Volumes Kamdhenu Ltd., along with its franchisee manufactures, currently has a production capacity of 38 lakh MT of Reinforcement Steel Bars (TMT Bars) and 5 Lakh MT of Structural Steels (Channels, Angles, Beams & Flats) and 2.5 Lakh MT of colour coated sheets

Diversification into Coatings

In 2008, Kamdhenu set up its own unit for manufacturing of decorative Paints under its flagship brand. The diversification was a major success as Kamdhenu's stellar reputation in construction had a positive resonance in the paints business too

Going from Strength to Strength From a single state to a national scale, from an entrant in an established market to India's fastest growing player, Kamdhenu has come a long way in a very short span. With multiple growth avenues unfolding seamlessly, the business is set to sustain growth momentum

Kamdhenu Brand commands Premium over Best Local TMT Players across the Country

Different Brand Campaigns over the years







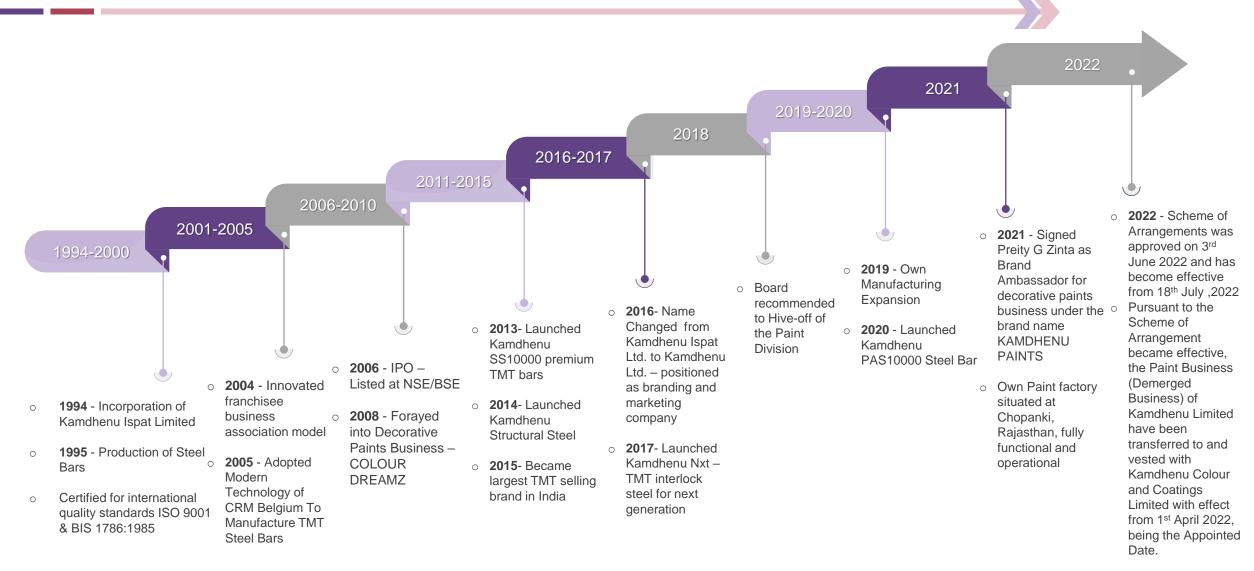






Our Journey





Strong Product Portfolio for all User Segments





Kamdhenu TMT Bars

TMT Bars are thermo-mechanically-treated through leading world tempcore based technology for high yield strength



Kamdhenu Structural Steel

Produced under franchisee agreement multitude of special contours such as angles, channels, beams, flats, round & square



Kamdhenu - Nxt TMT

Next Generation Interlock Steel and has got the angular double rib design having obtained all the rights to manufacture, market and sell double rib TMT bar



Kamdhenu Colour Max

Colour Coated profile sheets – versatile color metal products make dream building look stylish and elegant



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 Paint - COLOUR DREAMZ

Offers a basket of 40+ SKUs of the high end Exterior and Interior Emulsions, Designer Finishes, Stainers, distempers etc.



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









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



Kangana Ranaut



Malaika Arora



Sonam Kapoor



Dia Mirza



Sonu Nigam



Karishma Tanna



Govinda



Kareena Kapoor



Karisma Kapoor



Anil Kapoor

'TARGET KA BADSHAH' - Mega Paints Event for Dealer & Distributor Awards



Award functions and cultural events on annual basis

Notable celebrity affiliations through brand promotions, event participations help strengthen emotional connect with dealers where relationships were formative













Brand Promotions





Print Media

National Newspaper







THE FINANCIAL EXPRESS
THE ECONOMIC TIMES

Regional Newspaper









Promotional Materials

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



Digital Campaign



Kamodual Luxury – 'Luxury Ka Double Dose'

- Social media campaigns to educate consumers about benefit of its products
- Enable people to make the right choice with Kamodual luxury
- Campaigns to push purchases before festive season



Outdoor Campaign









Brand Educational Activities

- Dealers & Distributor
 Meets
- Customer Meets
- Seminars, conferences
- Workshops, etc.

Experienced Board of Directors





Mr. Satish Kumar Agarwal

Chairman & Managing Director



Mr. Sunil Kumar Agarwal

Whole Time Director



Mr. Saurabh Agarwal

Whole Time Director



Mr. Sachin Agarwal

Whole Time Director



Mr. Ramesh Chand Surana

Director



Mr. Ramesh Chandra Jain

Director



Mr. Madhusudan Agrawal

Director



Mrs. Pravin Tripathi

Director



Mr. Harish Kumar Agarwal

Chief Financial Officer



Steel Business









India's Largest Branded TMT Bars Player





KAMDHENU Nxt and KAMDHENU PAS 10000 are Premium Product Brands





Converted steel commodity into branded product becoming India's Largest TMT Steel Bars brand (Thermo Mechanically Treated) with in-house capacity of 120,000 MT p.a.*



State-of-the-art TMT Technology



44 Franchisee Units under "**KAMDHENU Brand**" steel rebars with the production capacity of **38 Lacs MT p.a.**



4% less weight per meter than normal and 20% more strength



Has **9 grades** and used in all types of construction works ranging from **Buildings to Dams**



Huge dedicated marketing network of 8,000 dealers



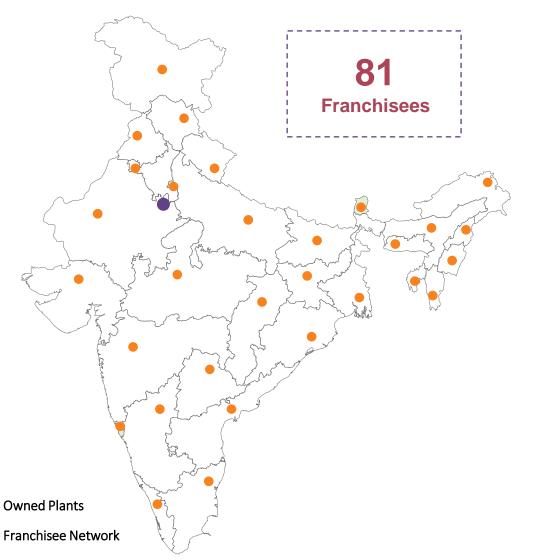






Pan-India Decentralized Manufacturing & Marketing Network





8,000+
Dealers

250+
Distributors

Decentralized Outsourced Manufacturing Model

01 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

02 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

03 Quick Turn-Around Times



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

04 Transportation Costs



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

Map not to scale. All data, information and maps are provided "as is" without warranty or any representation of accuracy, timeliness or completeness.

Asset Light Business Model...





BRAND LEADERSHIP in STEEL RETAIL

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

...Creates 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 Transportation 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 on their products thereby leading to higher capacity utilization

Huge Capacities at zero capex



Production Capacity of Franchisees

Steel Rebars

38 Lacs

MT per annum

Structural Steel

5 Lacs

MT per annum

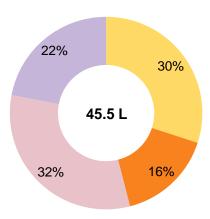
Colour Coated Profile Sheets

2.5 Lacs

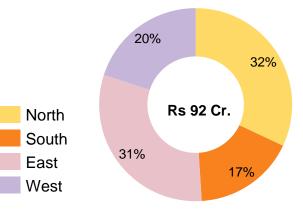
MT per annum

Regional Split

Installed Capacities (MT)



Royalty Income (FY22)



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

Steel Division at Bhiwadi, Rajasthan

Production Capacity 120,000 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

Revenue from Own Facility for FY22 stood at Rs. 473 crores

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 Industries



 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

Steel Business - Result Highlights - Q1 FY23



PBT

Rs. In Crs

Revenues from Operations



Rs. 15.4 Crores +7% YoY

EBITDA



Revenues from Operations



EBITDA



PBT



On Standalone Basis

Core Steel TMT Business



Revenue Break Up

Q1 FY23

FY22

Revenue from Own Facility

Rs. 152.6 Crores +73% Rs. 472.9 Crores +41%

Royalty Income through Franchisee Sales

Rs. 27.6 Crores 28%

Rs. 91.6 Crores +7%

Trading Sales

Rs. 11.1 Crores

Rs. 34.8 Crores

Return On Equity

Return on Capital Employed

Debt to Equity Ratio

31.9% +312 bps 32.6% +290 bps

0.31X

Increased Focus on Own Manufacturing & Franchisee Business



Recouped Business Strategy of Reducing B2B Trading Sales

Lower Working Capital Leading to Better Capital Efficiencies

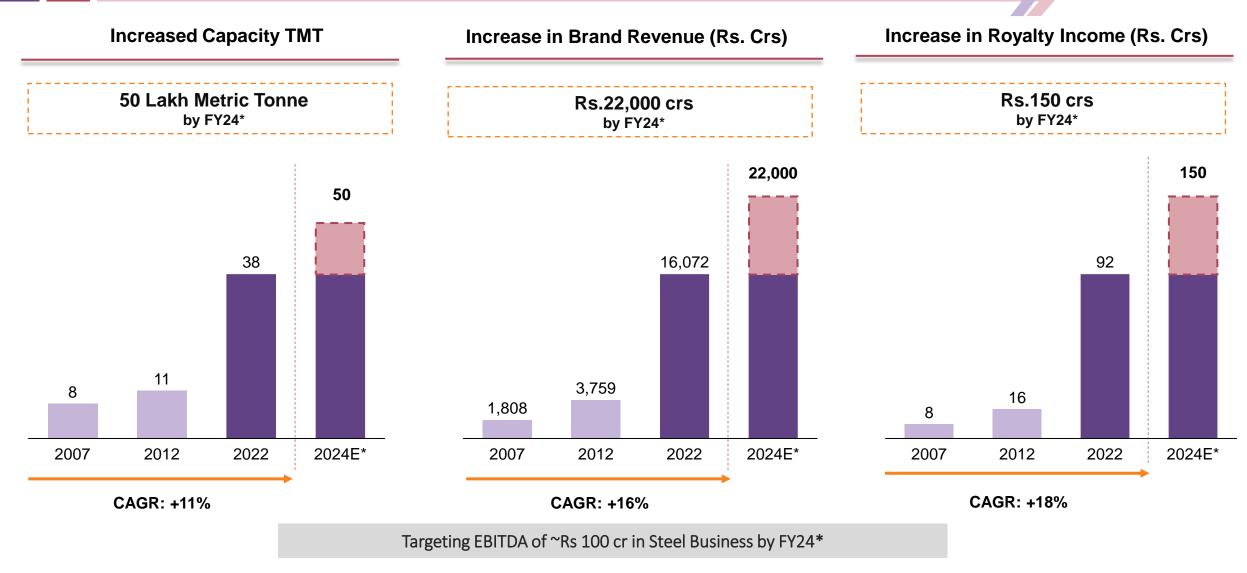
Improved Return Ratios

Ability to Innovate Newer Products and Gain Market Share

Note: All comparisons are on Y-o-Y basis

Strong Growth Outlook in Steel Business





^{*}In view of the current covid situation, we are deferring our target from FY23 to FY24



Paints Business



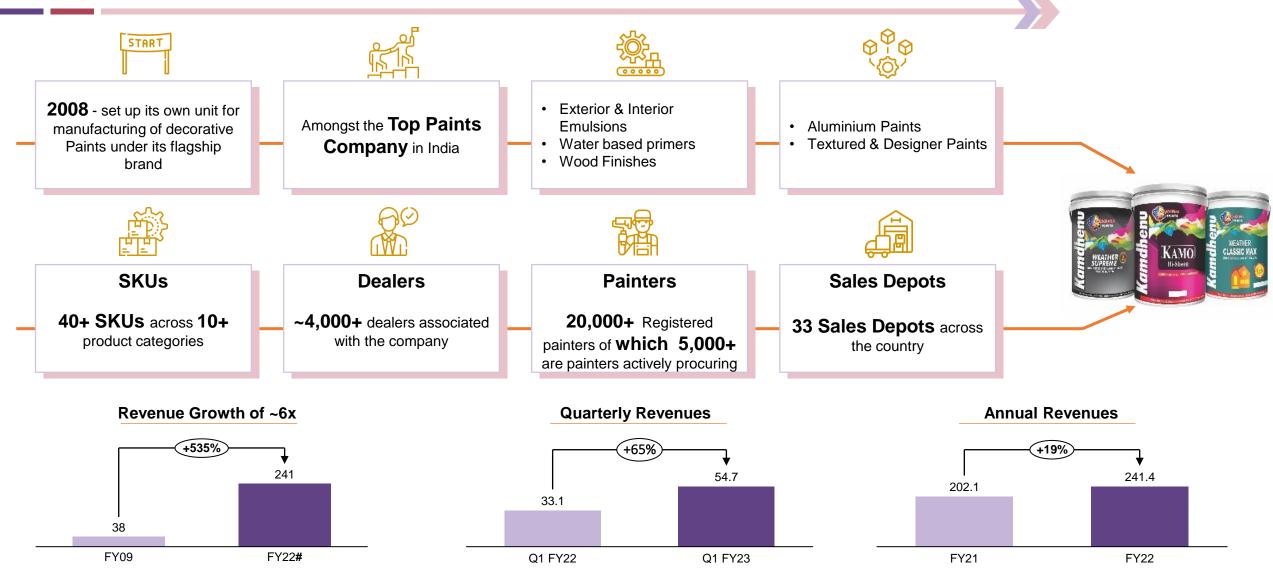






Kamdhenu Paints - Leading Brand in Indian Decorative Paints Segment





#Revenue is net of discounts and credit notes etc. issued under various schemes offered by the respective operating segments of the company

Extensive Product Portfolio





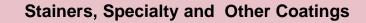
Diversified and Eco-friendly Product Portfolio

Emulsions Primers



Extensive Product Portfolio





Designer & **Textured Paints**



Kamo Super Mettalica

Kamwood Wood Coatings





NC Lacquer



NC Sanding Sealer



Kamotint - Universal Stainers



Melamine



Colorants

New Products



Kamo Superstar



Kamorich



Weather Classic



Kamo Star Putty Max



Kamo Star Interior **Emulsion**



Kamo Star Exterior

Construction Chemicals



Kamocrete CRP Concrete Repair Product



Kamoproof ALW Water proofing Compound for cement mortar and concrete

Wall Putty



Kamoplast Wall Putty



Kamocare Wall Putty

Other Products

Kamoshine Luster Aluminum Paints, Kamoshine GP Aluminium Paint, Road Marking Paints, Kamolite Roof Paint, Kamolite Heat Resistant Paint, Kamolite Stoving Paint & Kniefing Paste Filler

Niche Products with High Potential



Premium Wood Finish



- Kamwood Premium Wood finishes works to protect and decorate wooden surfaces
- It is clear in colour and highlights the natural grain of wood, enhancing the look and feel of the surface
- The coat is moisture, fungus, heat resistant adding to the life of the wood surface
- It can be applied to interiors and exterior

Water Proofing Solutions



- Our specialized water proofing solutions are an aid to the household and industrial demands
- We have set up its ultramodern mechanized division for the development of variety of construction chemicals
- Strict surveillance on behalf of proficient engineers with technical expertise is done so as to ensure the fineness of the product quality

Floor Coat



- Kamo Floor Coat (KFC) is a specialized paint (based on Fast Track Emulsion) specially formulated for Exterior / terrace floor tiles, cement tiles and any walkways or plain cemented surfaces
- Aimed at the segment having independent houses, bunglows, hotels, cooperative housing societies and resorts for giving a better looks to the cement floors

Dual Primer





- It's a unique primer which can be applied on the walls at exteriors and interiors both
- It gives dual benefits to dealers as they have to keep lesser inventory at shops followed with to the end consumer who doesn't have to buy two different primers for the same house, it will be economical to his pocket as well

Signed Bollywood Celebrity & Entrepreneur Preity G Zinta as Brand Ambassador









Signed ace Bollywood celebrity and entrepreneur, Preity G Zinta as Brand Ambassador for decorative paints business under the brand name KAMDHENU PAINTS

This collaboration will help enhance the brand's pan-India reach and recall, helping catapult the brand as the preferred consumer choice

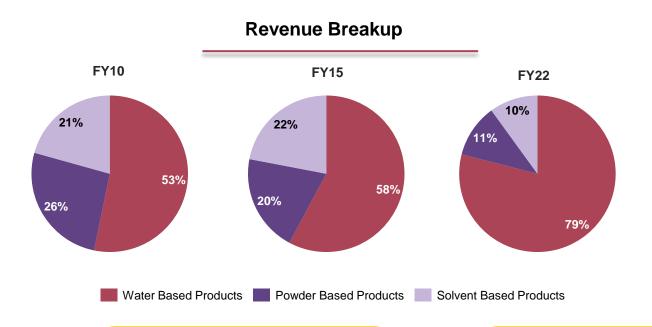
Preity G Zinta's inclusion as the Brand Ambassador is set to blend perfectly with the ethos of the brand, aptly representing a modern woman who performs every role seamlessly with her wide appeal across demographics



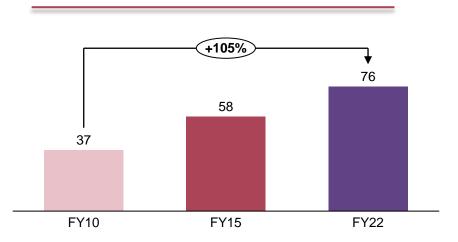
On her association with Kamdhenu, Preity G Zinta, said, "I am truly excited for my association with Kamdhenu Paints. I am happy to be a part of Kamdhenu family. Kamdhenu Paints is a reputed brand built on the touchstone of quality, integrity and commitment to its customers. There was a lot of common ground given the strong culture of innovation and the constant need to adapt to changing preferences. I look forward to our journey together."

Focused on Premiumization of Portfolio





Average Selling price per KG/Ltr



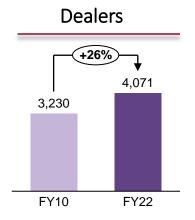
Entry strategy in initial years focused on affordable variants like powder-based paints, putty, distempers etc. to first gain the confidence and loyalty of the dealer & painter network After having achieved rapid growth and a good base and with dealer relationships cemented, the brand decided to prioritize premium offerings, gradually reducing the low-priced dealers to focus on premium dealers

With renewed focus on premium products, innovative ideas such as designer galleries, rewarding schemes & incentives and a refreshed branding & advertisement campaign, the company has been able to achieve 43% share of premium products and increased the dealer count to 4,000+

Reducing Low-Priced Products to Focus on Premium Products

Well-Entrenched and Highly Incentivised Dealer Network





Strong Relationship with Dealers



Target linked incentives in form of gifts-in-kind, gift vouchers, coupons



Best-in-class dealer margins on all products of paints products



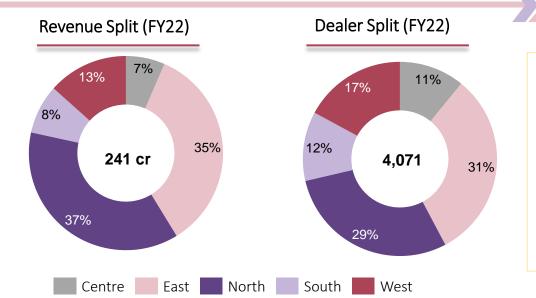
An annual awards program to appreciate and encourage of healthy competition amongst the dealers (Target Ka Badshah)



Company sponsored trips to domestic and overseas tourist circuits



Invitation to company's cultural events, get-togethers etc.



- Kamdhenu's sales are more concentrated in North & East India owing to a denser older dealer base in the region
- The current dealer proportion in other regions is higher than the revenue contribution of these regions, providing scope for significant volume expansion in the future on existing investments

Penetration can be easily tripled in 5 years

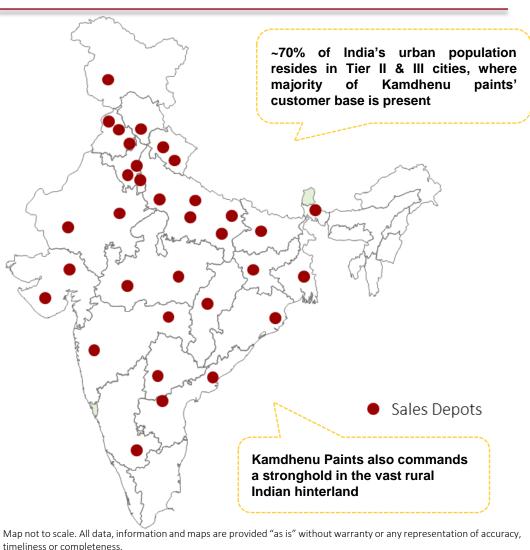
- Current scale at 4,000+ dealers of 50,000+ dealers in India
- Penetration can be easily tripled in 5 years through new dealers across regions
- > Better understanding of various mini-markets, presence in all key states and strong track record with existing dealers will drive next phase of dealer addition

A Targeted Dealer Network with a Core Focus on Premium Products

Prominence in India's Emerging Cities



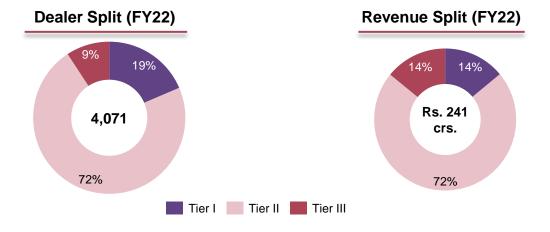
Prominence in Tier I, II & III Cities through 33 Sales Depots



Focused strategy to set base in the smaller Indian towns identifying an underserved gap in the paint industry

Leveraged Group's deep networks through the steel business to attract professional and loyal dealers and painters in these towns, creating a niche market for itself

Kamdhenu commands strong market share in many sections of the North and East markets



State-of-the-art Manufacturing Facilities & Infrastructure







Re-aligned capacity at Own Manufacturing plant for Premium and Texture Paint Products





Quality assurance at Outsourced Units by deputing own technical team at the manufacturer's plant





Optimal utilization of the existing capacity coupled with a strong distribution network could result in immediate capture of a significant market share

Robust Tinting Infrastructure



Paints Business - Result Highlights - Q1 FY23



Q1 FY23

Revenues from Operations

EBITDA

PBT

Rs. In Crs

Rs. 54.7 Crores



Rs. -1.2 Crores

Rs. -3.8 Crores

Revenues from Operations

EBITDA

PBT

Rs. 241.5 Crores



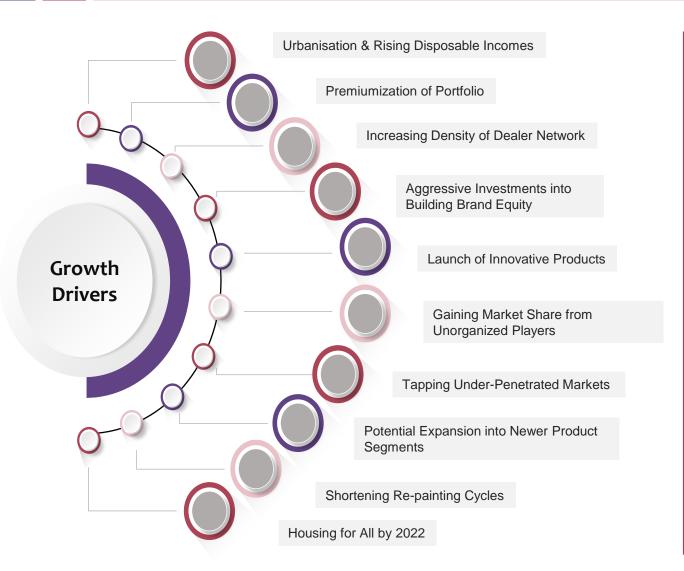
Rs. 3.2 Crores

Rs. -7.7 Crores*

^{*} Excluding Exceptional item of Rs. 5.83 crores (last year Rs. 10.03 crores) represents write down of insurance claim recoverable upon final settlement with insurance company in respect of fire claim at paint unit of the company in FY19-FY20

Growth Strategies & Next 5-yr Vision





Rapid Revenue Growth Potential with Margin Expansion





Expand pan-India visibility through aggressive spend on advertising and promotions



Increase sales penetration in South India by tie up with contract manufacturer



Targeting urban markets through institutional sales



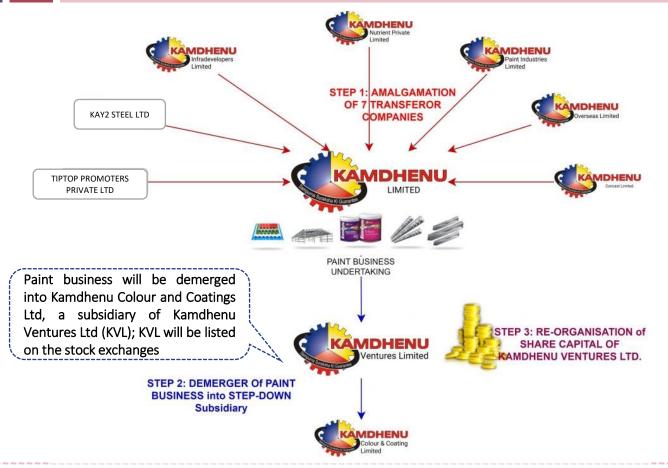
Robust hiring plan, ERP tools and IT-aided distribution infrastructure

EBIDTA is excluding exceptional items

Note: In view of the current covid situation, we are deferring our target from FY23 to FY24

Scheme of Arrangement





- ✓ Amalgamation of Kamdhenu Concast Ltd, Kamdhenu Overseas Ltd, Kamdhenu Paint Industries Ltd, Kamdhenu Infradevelopers Ltd, Kamdhenu Nutrients Pvt Ltd, Kay2 Steel Ltd and Tiptop Promoters Pvt Ltd with Kamdhenu Ltd
- ✓ To simplify and streamline the promoter shareholding structure across multiple companies
- √ To remove multiple layers of the holding companies in tune with the Government policy
- ✓ Result in significant reduction in multiplicity of legal and regulatory compliances which at present is required to be made separately by the Transferor Companies and the Transferee Company

Benefits of Demerger

- Better management focus & operational flexibility and facilitate businesses to independently pursue their growth plans through organic / inorganic means
- Enable both companies to raise necessary funds, invite strategic investors, employ specialized manpower, etc., thereby creating a platform to pursue next level of growth
- Strengthen, consolidate and stabilize the business of these companies and facilitate further expansion and growth of their respective businesses
- Facilitate administrative convenience, ensure optimum utilization of various resources and result in significant operational efficiencies
- Aimed at maximizing shareholder value providing them an opportunity to participate in the business of their choice based on their risk-reward profile

Recent Updates

- The Hon'ble NCLT vide its order dated 3rd June 2022 has approved the Scheme of Arrangement including the De-merger of the Paints Business of the Company into a separate legal entity. The Scheme of arrangement has become effective on 18th July 2022 upon filing of NCLT order.
- Pursuant to the Scheme of Arrangement became effective, the Paint Business (Demerged Business) of Kamdhenu Limited have been transferred to and vested with Kamdhenu Colour and Coatings Limited with effect from 1st April 2022, being the Appointed Date.



THANK YOU

For further Information, please contact:



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