



KAMDHENU LIMITED

Financial Highlights for Q2 FY21

Brand Turnover stood at Rs. 2,645 crores

Royalty Income stood at Rs. 20.5 crores

Franchisee Sales Volumes stood at 5.69 lakh MT

Profit Before Tax (Steel Business) stood at Rs. 9.3 crores

Investor Release : 9th November 2020, New Delhi

Kamdhenu Limited, India's largest manufacturer and seller of branded TMT Bars, in the retail segment, has declared its Unaudited Financial Results for the Quarter and Half Year ended 30th September 2020.

Particulars (Rs. Crores)	Q2 FY21	Q2 FY20	Q1 FY21	H1 FY21	H1 FY20
Royalty Income	20.5	23.4	14.7	35.2	47.7
Franchisee Volumes (in Lakh MT)	5.69	5.83	4.09	9.78	12.16
Profit Before Tax (PBT) – Steel Business	9.4	7.9	7.8	17.2	20.7
Profit Before Tax (PBT) – Overall Business	3.9	4.2	1.9	5.8	13.5

- Steel Business contributed 66% of Revenues whereas 34% is from the Paint Business for Q2 FY21

Update on Scheme of Arrangement

- The draft scheme of arrangement of the Company and Kamdhenu Concast Ltd, Kamdhenu Overseas Ltd, Kamdhenu Paint Industries Ltd, Kamdhenu Infradevelopers Ltd, Kamdhenu Nutrients Pvt Ltd, Kay2 Steel Ltd, Tiptop Promoters Pvt Ltd, Kamdhenu Ventures Ltd and Kamdhenu Colour and Coatings Ltd and their respective shareholders and creditors was approved by the Board of Directors.
- National Stock Exchange and Bombay Stock Exchange vide their observation letters dated 28.09.2020 have made their observations in the draft Scheme, accordingly, the company is required to submit the petition before NCLT within six months.



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

“The onset of this Financial Year had been quiet challenging for the whole industry on account of complete lockdown due to CoVID-19. Following the partial shutdown of operations in Q1 FY21, weak demand and low sales, Q2 FY21 has witnessed a sharp bounce back in business activities and a significant improvement in demand. We have witnessed strong recovery in demand for our products. We have clocked revenues of Rs. 97.2 crores in Q2 FY21 from our steel business.

Operations at our Steel & Paint Factory at Bhiwadi and Chopanki are taking place with all the necessary precautions. We are currently operating at ~ 80% of our installed capacity and we are ramping our operations on daily basis. Our Company has achieved Royalty Income of Rs. 20.5 crores and brand turnover of Rs.2,645 crores for Q2 FY21. This is on the back of uniqueness of our brand which has established a positive perception across the masses. We are continuously focused on providing quality products to fulfil the needs of our customers.

Economic Activity is gradually recovering in India. With a gradual revival of the economy and unlocking of industries across India post COVID-19, activities in construction and various projects have picked up and demand in the domestic market has surged. Additionally, affordable housing and rural development can improve construction activity. Indian Steel Market has started showing signs of recovery. Further with the upcoming festive season, the demand for white goods and auto sector will also further spur the steel market. Government measures towards investment in the Indian infrastructure sector like railways and highways will significantly drive the demand for steel and its products.

Coming to the paint business, the Company has reported revenues of Rs. 49 crores for Q2FY21. We have started seeing gradual recovery in the demand for decorative paints. We expect this momentum to sustain in second half of the year.

At Kamdhenu, we always believe in improving cost efficiencies and are conscious of product development and we are fully committed for the same. Going forward, we aim to increase our market share in the domestic TMT segment. We are also looking to penetrate further into markets where our presence is less and strengthen our footprints in existing geographies. We are well prepared to face challenges heads on in the current pandemic situation and adjust to these changing times in the current business environment ”



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 ~Rs. 10,800 crores. Kamdhenu follows franchisee business model to bring more transparency and dynamism to the operations of the company. Kamdhenu has committed chain of over 11,500 dealers and distributors in India out of which 7,500 are exclusive for steel business. Kamdhenu being TMT expert has also launched earthquake resistant Kamdhenu PAS 10000 Steel and Kamdhenu Nxt TMT Bar. It has been conferred with India Power Brand 2016, Asia’s Most Promising Brand – 2016, World’s Best Brand 2015 and 2017-18 among Asia & GCC for Steel as well as Paints. ISO 9001:2015 certified company, it is listed on NSE & BSE.

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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