



## KAMDHENU LIMITED

### Financial Highlights for Q1 FY21

**Brand Turnover stood at Rs. 1,973 crores**

**Royalty Income stood at Rs. 14.7 crores**

**Franchisee Sales Volumes stood at 4.09 lakh MT**

**Profit Before Tax (Steel Business) stood at Rs. 7.8 crores**

*Investor Release :14<sup>th</sup> August 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 ended 30<sup>th</sup> June 2020.

Particulars (Rs. Crores)	Q1 FY21	Q1 FY20
Royalty Income	14.7	24.4
Franchisee Volumes (in Lakh MT)	4.09	6.33
Profit Before Tax (PBT) – Steel Business	7.8	12.8
Profit Before Tax (PBT) – Overall Business	1.9	9.3

- Steel and Paint Business was impacted due to on account of partial shutdown of our operations on account of CoVID-19 pandemic and reduced demand.
- Our sales from own manufacturing stood at Rs. 35.6 crores for Q1 FY21.
- Steel Business contributed 57% of Revenues whereas 43% is from the Paint Business for Q1 FY21

### Update on CoVID Situation

- The Company has resumed effectively the operations of ~80% at our steel TMT bars manufacturing units and franchisee manufacturing plants across India. Supply had started as per the order bookings.
- The Company is expecting to resume full operations across the country soon



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

*“The Quarter gone by has been challenging one for the steel industry as a whole. CoVID-19 pandemic has caused the operations to come to a grinding halt which has impacted our business. It is reflected in the lower revenues and profitability of the Company. With the subsequent easing of the lockdown guidelines, our Company has slowly started getting back to normalcy in our operations and we are currently operating at over ~80% of our installed capacity. We are continuously ramping up operations on daily basis.*

*The situation on ground is unpredictable and continues to be difficult due to regional lockdowns which may impact our sales since our franchisee units are spread across the country. However, we are hopeful that the business environment improves going ahead. We expect to get back to normalcy in the second half of the year.*

*Despite of the difficult situation and partial shutdown of the operations of the plants, our Company has managed to achieve a brand turnover of Rs. 1,973 crores and Royalty income of Rs.14.7 crores during Q1FY21. Kamdhenu has always believed in constantly evolving and adopting ourselves with the ever-changing environment. We are focused on providing quality products to fulfil the needs of our customers.*

*The Steel sector in India has started showing signs of improvement as the finished steel production improved month on month in the last three months. Many Steel majors have increased prices of steel counting on the strong recovery in domestic demand. With subsequent phases of unlocking in the economy, the construction activities will also return to previous levels and new projects and constructions will be undertaken.*

*Coming to the paint business, the Company has reported revenues of Rs. 38 crores for Q1FY21. It was lower due to reduced demand and logistic issues faced due to CoVID-19 lockdown. We are seeing green shoots in the paint business and we expect normalcy to resume soon.*

*The Company is responsible towards the society and has undertaken the initiative under its CSR wing, Kamdhenu Jeevandhara Foundation. Our Company has donated Rs.71 lakhs to the Prime Minister CARES Fund to support the ongoing relief efforts in the current CoVID-19 situation.*

*We are continuously putting efforts to improve our cost efficiencies and are conscious of product development and we are fully committed for the same. We believe in taking challenges in the current crisis and prepared to adjust to these changing times as the business requires”*



### 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.

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