



KAMDHENU LIMITED

Q1 FY25 FINANCIAL PERFORMANCE HIGHLIGHTS

9th August 2024, Gurugram

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 30th June 2024

Particulars (Rs. Crs.)	Q1 FY25	Q1 FY24	Y-o-Y
Revenue from Operations	184.5	208.6	-12%
Profit Before Tax	20.0	16.2	24%
PBT Margin	10.9%	7.8%	310 Bps
Profit After Tax	15.4	12.1	28%

Particulars (Rs. Crs.)	Q1 FY25	Q1 FY24	Y-o-Y
Revenue from Own Facilities	149.5	176.2	-15%
Revenue from Royalty Income	34.8	32.0	9%
Franchise Volumes (In Lakh MT)	8.7	8.2	7%

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

"Despite industry level challenges we continue to maintain strong operating performance with a strong improvement in PBT margins which stood at 10.9% compared to 7.8% during Q1 FY24.

Inline with our focus on capital efficiency and improved profitability we have witnessed a growth of 9% in Royalty Income which stood at Rs. 35 crores. Our unique franchisee model not only helps us increase our penetration across India but is also highly capital efficient in nature.

During Q1 FY25, our revenue experienced a 12% year-on-year decline and stood at Rs. 185 crores. This drop was primarily due to the General Election and a severe heat wave, which significantly impacted construction activities. With the government's strong focus on infrastructure, we are confident that demand will improve, leading to higher sales volumes and better TMT bar realizations, ultimately boosting our revenues going forward.

We continue to maintain healthy market share and stood as the leading player in Organized retail TMT Bar space with a market share of ~20%. We believe we can further increase our market share due to quality of our product offerings and sharp pricing which is a win-win for the customer.

The demand for steel TMT bars in India has grown significantly over the years, driven by the country's strong infrastructure development and construction activities. As urbanization increases, the need for residential, commercial, and industrial spaces has risen, leading to a notable surge in demand for construction materials, especially steel TMT bars.

With the government's infrastructure capex allocation of Rs. 11 lakh crore and the vision of a 'Viksit Bharat' focusing on critical infrastructure development and housing for all, the entire steel industry, including Kamdhenu, is poised to benefit significantly

We are dedicated to maintaining excellence and quality, which has led to our current success. We will continue to improve our products and strengthen our brand name. Looking ahead, we aim to double our sales in the next 4-5 years through both our franchisees and in-house manufacturing."



About Kamdhenu Limited

Kamdhenu Limited 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, in the retail segment with brand sales turnover of ~Rs. 21,201 crores in FY24. Kamdhenu follows franchisee business model to bring more transparency and dynamism to the operations of the company. Kamdhenu has committed chain of over 8,500 dealers and distributors in India. Kamdhenu being TMT expert has also launched Kamdhenu PAS10000 Steel for highly seismic zones and Kamdhenu Nxt TMT Bar, next generation interlock steel which is also earthquake resistant. It has been conferred with India Power Brand 2016 & 2019-20, Asia's Most Promising Brand – 2016, World's Best Brand 2015 and 2017-18 among Asia & GCC. Kamdhenu Ltd. a ISO 9001:2015 and 'Great Place to Work' certified company, is listed on NSE & BSE.

For further information, please contact

Company : Kamdhenu Limited



CIN: L27101HR1994PLC092205

Mr. Harish Kumar Agarwal - hkagarwal@kamdhenulimited.com

Investor Relations : Strategic Growth Advisors

SGA Strategic Growth Advisors

CIN: U74140MH2010PTC204285

Mr. Deven Dhruva – deven.dhruva@sgapl.net / +91 98333 73300

Mr. Varun Shivram – varun.shivram@sgapl.net / +91 91378 91895

Public Relations : Fortuna Public Relations

Mr. Vikash Mahajan - +91 99536 19912

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