



# KAMDHENU LIMITED

## Q2 & H1 FY25 FINANCIAL HIGHLIGHTS

11<sup>th</sup> November 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 and half year ended 30<sup>th</sup> September 2024

Particulars (Rs. Crs.)	Q2 FY25	Q2 FY24	Y-o-Y
Revenue from Operations	190.2	185.0	3%
Profit Before Tax	20.9	13.5	55%
PBT Margin	11.0%	7.3%	370 bps
Profit After Tax	15.9	10.2	56%

Particulars (Rs. Crs.)	Q2 FY25	Q2 FY24	Y-o-Y
Revenue from Own Facilities	157.2	155.4	1%
Volume from Own Facilities ("000" MT)	31.8	29.4	8%
Revenue from Royalty Income	32.7	29.6	11%
Franchise Volumes (In Lakh MT)	8.3	7.5	11%

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

'After a challenging Q1, we are pleased to report a strong recovery in revenue growth for Q2, primarily driven by increased construction activity. Despite some regional flooding challenges, Q2 FY25 revenue reached Rs. 190 crores, reflecting a 3% year-over-year growth with our volume sales through the franchisee route witnessing a growth of 11% Y-o-Y. Despite a decline in the average selling price of TMT bars we have witnessed a growth in revenue from own facility of 1% this growth was driven by an 8% uptick in our volume sales from our own facility.

With the government's emphasis on capital expenditure and substantial investments in initiatives like 'Housing for All' and other infrastructure projects, we expect an upsurge in demand for TMT bars in the near future. We also achieved significant improvement in PBT margins, which rose to 11% from 7.3% last year.

Our brand's reputation for quality and reliability continues to set us apart, attracting new franchisees and driving strong growth in royalty revenue, which increased by 11% to Rs. 33 crores. This royalty revenue remains highly capital-efficient, delivering substantial returns without major capital investment by leveraging our brand's strength. This performance underscores our ability to expand our franchise network while consistently meeting customer expectations for reliable products.

Indian consumers are increasingly favoring branded TMT bars over unbranded options, driven by a rising awareness of quality and safety in construction materials. With growth in infrastructure projects and supportive government regulations, quality and durability are top priorities for long-term value. Kamdhenu's branded TMT bars provide consistent quality, making them a preferred choice in this evolving construction landscape. Holding a 20% market share in the organized retail TMT bar segment, we're confident in our ability to grow our market presence in the years ahead.

Our commitment to excellence and quality has been pivotal to our success, and we remain focused on advancing our products and strengthening our brand. 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**

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### **Safe Harbor**

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