

## KAMDHENU LIMITED

### Sustained Momentum in Business

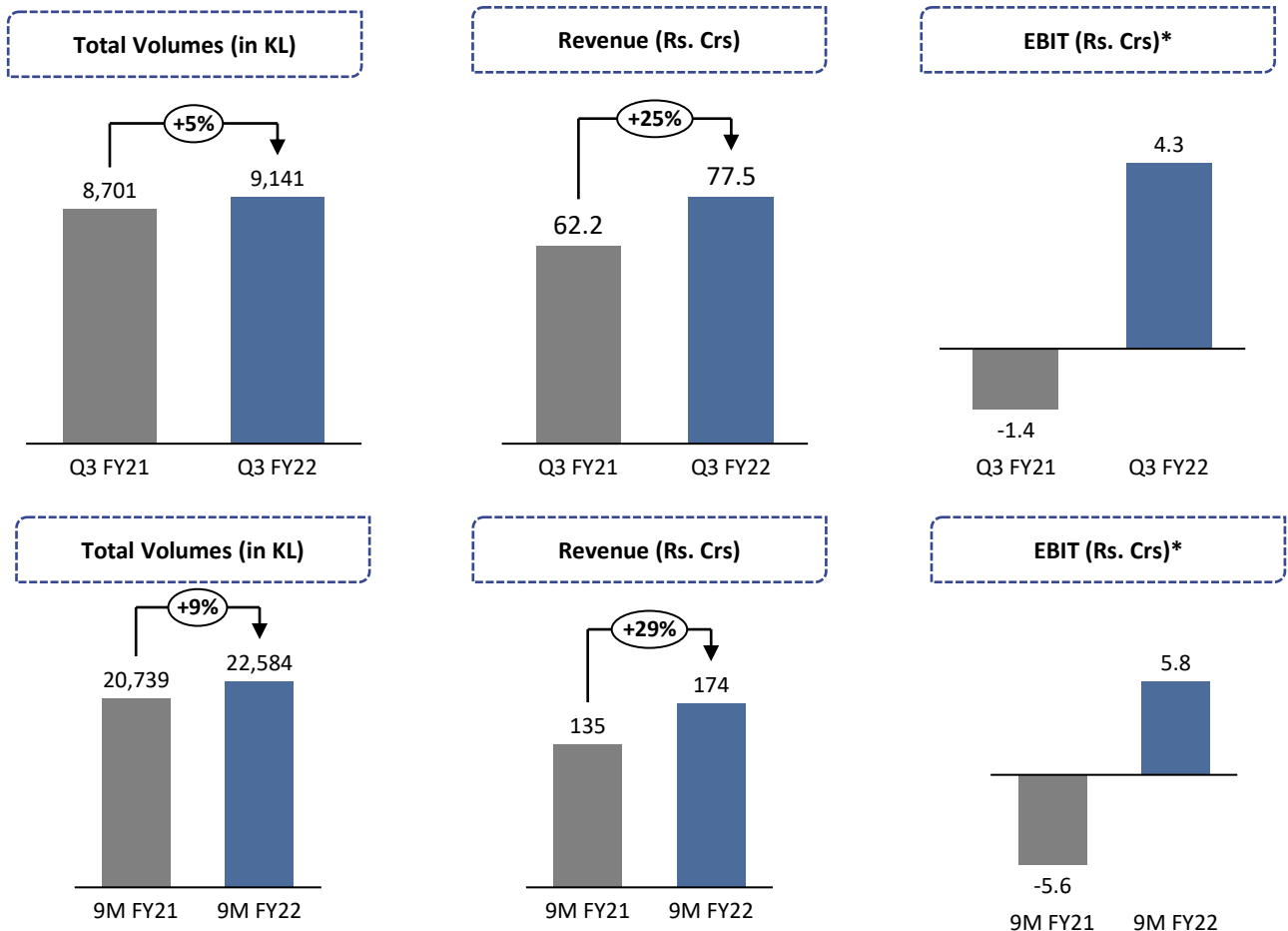
#### Financial Highlights for 9M FY22:

- Overall Revenues stood at Rs. 587.9 cr (+46% YoY), EBITDA stood at Rs.40 cr (+37% YoY) & PAT stood at Rs.20.9 cr(+88% YoY)
- Paint Business: Revenue stood at Rs. 173.5 cr, Volumes stood at 22,584 KL, Reported positive EBIT\* of Rs.5.8 cr
- Steel Business: Brand Turnover stood at Rs. 11,250 cr, Royalty Income at Rs.67.3 cr, Franchisee Sales Volumes at 17.78 lakh MT

*Investor Release : 2<sup>nd</sup> February 2022, Gurugram/ 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 Nine Months ended 31<sup>st</sup> December 2021.

#### Paint Business - Key Highlights for Q3 & 9M FY22



\*not adjusted for unallocable expenses

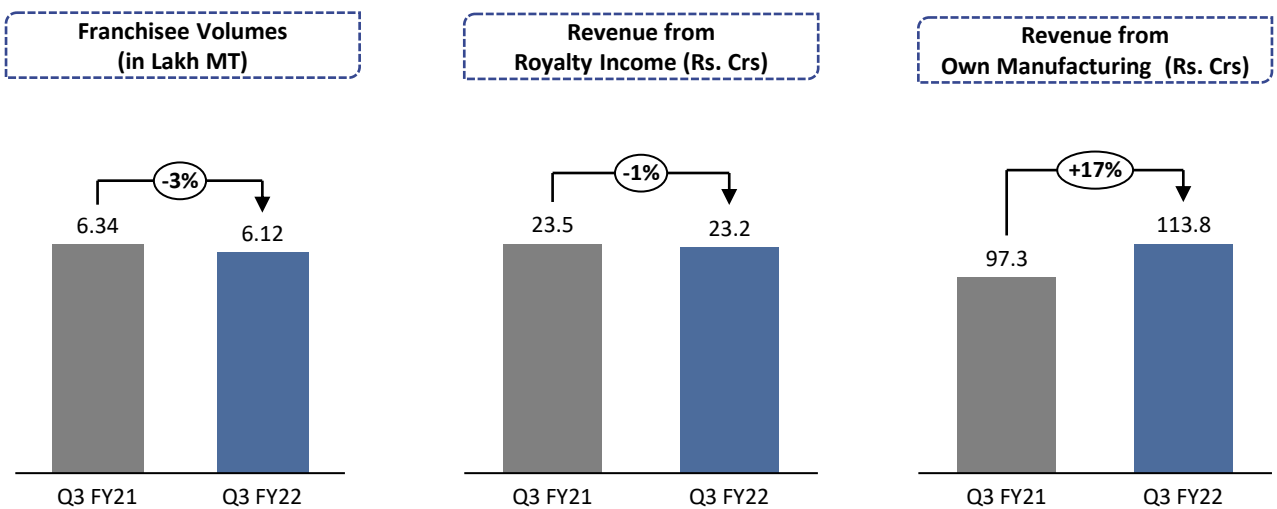


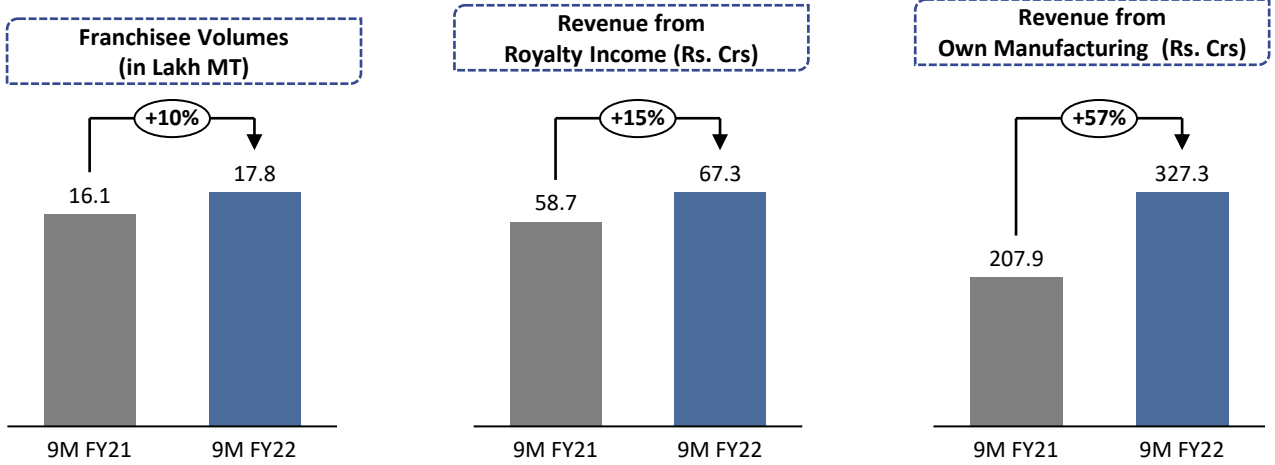
- Paint Business contributed 34.2% of Revenues in Q3 FY22 and 29.5% of Revenues in 9M FY22
- Post restoration of paint factory, full fledged operations have started leading to significant uptick in our paints business trajectory
- Continuous focus on increasing share of premium and environment friendly products
- Report for insurance claim towards building, plant & machinery is under finalization and the claim amount is expected to be received within this financial year

**Update on Scheme of Arrangement for Demerger of Paints Business in a Separate Company**

- NCLT has accepted the Second Motion petition on 16<sup>th</sup> December, 2021 and fixed 22<sup>nd</sup> March, 2022 for the consideration of the final approval of the Scheme of Arrangement

**Steel Business - Key Highlights for Q3 & 9M FY22**





- Steel Business contributed 65.8% of Revenues in Q3 FY22 and 70.5% of Revenues in 9M FY22
- During Q3 FY22, TMT manufacturing plant at Bhiwadi was under partial operations/ shutdown for 27 days due to ban imposed by NGT (National Green Tribunal) in Delhi and NCR region. Moreover, construction activities in Delhi & NCR region were banned for 35 days
- Few franchisee plants are located at NCR region therefore production was hampered at those plants due to the ban imposed by NGT. Further unprecedented monsoon, festival holidays and slowdown in construction activities further impacted the overall demand for franchisee sales in Q3 FY22



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

*“ Post the revival in economic activities, we have continued to maintain momentum in our business. Despite of the ongoing third wave of covid, we have not witnessed any material impact on our business.*

*In our Paints business, we have achieved revenue growth of 25% YoY in Q3 FY22 and 29% YoY in 9M FY22. This is on the back of full fledge operations at our paint factory at Chopanki, Rajasthan from October 2021 onwards. Demand for our products have remained strong driven by festive season and prolonged wedding season in India. While the inflationary trend continued for raw material prices in Q3 FY22, the company took price hike of ~10%-11%. There has been some softness in raw material prices in the current quarter and we expect it to stabilize soon. Demand for decorative paints has been witnessing strong traction over past few quarters and we expect this momentum to continue on back of shortening of repainting cycle, housing demand and consumer preference to build pucca houses.*

*In our steel segment, we have clocked a revenue growth of 23% YoY to Rs. 149 crores in Q3 FY22 and 55% YoY growth in 9M FY22. However our volumes were impacted during the quarter due to partial operations/ shutdown at our own manufacturing plant at Bhiwadi due to restrictions imposed by NGT in Delhi & NCR region. Operations are back to normal levels and we expect good demand momentum ahead. Our Company plans to enhance the steel TMT capacity by increasing production capacity from 38 lakh MT to 50 lakh MT p.a through franchisee route in next 2 years.*

*At Kamdhenu, we are focused on improving our cost efficiencies and are conscious of product development. We are also looking to penetrate further into markets where our presence is less and strengthen our footprints in existing geographies. With our strong brand, large distribution network and huge product portfolio in both paints and steel business, we are well poised to grow faster in the coming decades and create value for all our stakeholders. ”*



## 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, in the retail segment with brand sales turnover of ~Rs. 12,000 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 & 2019-20, 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

Company	Investor Relations Advisors	Public Relations
 <p>Kamdhenu Limited CIN: L27101HR1994PLC092205</p> <p>Mr. Harish Kumar Agarwal <a href="mailto:hkagarwal@kamdhenulimited.com">hkagarwal@kamdhenulimited.com</a></p> <p><a href="http://www.kamdhenulimited.com">www.kamdhenulimited.com</a></p>	<p><b>SGA</b> Strategic Growth Advisors</p> <p>CIN: U74140MH2010PTC204285 Mr. Rahul Agarwal / Ms. Khushbu Shah <a href="mailto:rahul.agarwal@sgapl.net">rahul.agarwal@sgapl.net</a> / <a href="mailto:khushbu.shah@sgapl.net">khushbu.shah@sgapl.net</a> +91 9821438864 / +91 9820601181</p> <p><a href="http://www.sgapl.net">www.sgapl.net</a></p>	<p>Fortuna Public Relations</p> <p>Mr. Vikash Mahajan</p> <p>+ 91 9953619912</p>