



KAMDHENU LIMITED

Q4 & FY23 FINANCIAL PERFORMANCE HIGHLIGHTS

Investor Release : 18th May, Gurugram

Kamdhenu Limited, India's largest manufacturer and seller of branded TMT Bars, in the retail segment, has declared its Audited Financial Results for the Quarter & year ended 31st March 2023

Particulars (Rs. Crs.)	Q4 FY23	Q4 FY22	YoY	FY23	FY22	YoY
Revenue from Operations	166.9	185.2	-10%	732.1	599.6	+22%
EBITDA	15.2	19.0	-20%	60.0	54.6	+10%
Profit Before Tax	14.4	16.9	-15%	54.9	49.2	+11%
Profit After Tax	10.8	14.1	-23%	41.0	39.5	+4%

Particulars (Rs. Crs.)	Q4 FY23	Q4 FY22	YoY	FY23	FY22	YoY
Revenue from Own Facilities	135.1	145.6	-7%	590.8	472.9	+25%
Revenue from Royalty Income	30.3	24.3	+25%	114.1	91.6	+25%
Franchise Volumes (In Lakh MT)	8.05	6.87	+17%	29.82	24.65	+21%

- RoE stood at 24.6% as on 31st March 2023
- RoCE stood at 34.1% as on 31st March 2023

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

We have delivered strong performance in FY23. Revenues grew of 22% YoY to Rs. 732 crores, EBITDA grew by 10% YoY to Rs.60 crores and PAT growth of 4% YoY to Rs. 41 crores for FY23. Our total Brand Sales Turnover has increased by 32% YoY to over Rs. 21,000 crores with franchisee volumes growing 21% YoY. Revenue from Royalty income has gone up by 25% to Rs.114 crores for FY23.

For Q4 FY23, our franchisee volumes have grown by 17%. Revenue is showing a decline which is due to the reduction in trading activity and reducing prices of steel. Revenue from Royalty income has gone up by 25% to Rs.30.3 crores.

Steel prices are set to stabilize in the coming year. The domestic steel demand growth continues to remain healthy, driven by renewed thrust on infrastructure development and pick-up in the real estate and construction activities.

India is looking to modernize, expand and accommodate the aspirations of a growing population through urbanization and industrialization. Thus, TMT bar consumption growth is expected to rise on account of government expenditure on infrastructure and manufacturing in the long run.

We command a dominant market share in the organized retail segment of steel industry. With our strong brand, marketing and distribution network and unique asset light model, we are well placed to capture any opportunities in future."



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. 21,000 crores. Kamdhenu follows franchisee business model to bring more transparency and dynamism to the operations of the company. Kamdhenu has committed chain of over 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. is a ISO 9001:2015 certified company, it is listed on NSE & BSE.

Pursuant to the Scheme of Arrangement became effective, the Paint Business (Demerged Business) of Kamdhenu Limited have been transferred to and vested with Kamdhenu Colour and Coatings Limited with effect from 1st April 2022, being the Appointed Date. Its holding company Kamdhenu Ventures Limited has also been listed on NSE & BSE on 24th January 2023

Kamdhenu Paints 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.

For further information, please contact

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