



KAMDHENU LIMITED

H1 FY24 FINANCIAL PERFORMANCE HIGHLIGHTS

Investor Release : 8th November, 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 ended 30th September 2023

Particulars (Rs. Crs.)	Q2 FY24	Q2 FY23	Y-o-Y	H1 FY24	H1 FY23	Y-o-Y
Revenue from Operations	185.0	191.3	-3%	393.6	382.5	3%
EBITDA	13.3	12.2	9%	29.0	27.6	5%
Profit Before Tax	13.5	10.9	24%	29.7	24.4	22%
Profit After Tax	10.2	8.2	24%	22.2	18.2	22%

Particulars (Rs. Crs.)	Q2 FY24	Q2 FY23	Y-o-Y	H1 FY24	H1 FY23	Y-o-Y
Revenue from Own Facilities	155.4	155.8	-	331.6	308.4	8%
Revenue from Royalty Income	29.6	26.2	13%	61.5	53.8	14%
Franchise Volumes (In Lakh MT)	7.5	6.8	10%	15.7	14.1	11%

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

During H1FY24, Revenues grew of 3% YoY to Rs. 394 crores, EBITDA grew by 5% YoY to Rs.29 crores and PAT grew by 22% YoY to Rs. 22 crores. Our profitability has improved on account of increased operating leverage and further driving up cost efficiency. Our total Brand Sales Turnover for H1 FY24 has increased by 17% YoY to ~Rs. 11,935 crores with franchisee volumes growing by 11% YoY for H1FY24. Revenue from Royalty income has gone up by 14% to Rs. 61.5 crores for H1FY24.

In India, the demand for TMT steel bars is on an upward trajectory, spurred by robust construction activities in both urban and rural areas. These bars are favored for their strength and durability, making them essential for infrastructure development and real estate projects. As the nation continues to invest in modernization and building resilient structures, the demand for TMT bars is expected to maintain its strong growth momentum.

What distinguishes us from our competitors is our franchise and dealer-driven model. With a network of 8,500+ dealers and a strong presence through our large number franchises, our brand's reach continues to expand significantly while being asset light. We also have a strong brand name when it comes to providing superior quality products, further emphasizing the company's commitment to excellence.

We have successfully navigated through short term challenges by leveraging our capabilities while maintaining unwavering efficiency and will continue to do so going forward.”



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 in FY23. 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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