



KAMDHENU LIMITED

Q1 FY24 FINANCIAL PERFORMANCE HIGHLIGHTS

Investor Release : 31st July, 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 2023

Particulars (Rs. Crs.)	Q1 FY24	Q1 FY23	Y-o-Y
Revenue from Operations	208.6	191.2	+9%
EBITDA	15.7	15.4	+2%
Profit Before Tax	16.2	13.5	+20%
Profit After Tax	12.1	10.0	+20%

Particulars (Rs. Crs.)	Q1 FY24	Q1 FY23	Y-o-Y
Revenue from Own Facilities	176.2	152.6	+15%
Revenue from Royalty Income	32.0	27.6	+16%
Franchise Volumes (In Lakh MT)	8.2	7.3	+12%

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

We have delivered a strong performance in Q1 FY24. Revenues grew of 9% YoY to Rs. 209 crores and PAT grew by 20% YoY to Rs. 12 crores. Our total Brand Sales Turnover has increased by 15% YoY to ~Rs. 6,131 crores with franchisee volumes growing 12% YoY for this quarter. Revenue from Royalty income has gone up by 16% to Rs. 32 crores for Q1 FY24.

Over the course of the few decade, the Indian steel industry has experienced remarkable growth and undergone significant transformations, positioning itself as a pivotal force driving the country's economic advancement. This journey of progress has been propelled by a myriad of contributing factors, including robust infrastructure development, the relentless march of urbanization, rapid industrialization, and a surge in demand emanating from diverse sectors such as construction, automotive, and manufacturing.

India aims to modernize, expand, and fulfill the aspirations of its growing population through urbanization and industrialization, leading to an anticipated rise in TMT bar consumption due to increased government expenditure on infrastructure and manufacturing in the long term.

As a prominent player within the organized retail segment of the steel industry, we Kamdhenu Limited holds a dominant market share. Our success is rooted in a combination of factors that have set us apart from the competition and positioned us for continued prosperity in the future. One of the key pillars is our robust and distinguished brand presence, which has become synonymous with quality, reliability, and innovation. Through dedicated efforts and strategic branding initiatives, we have cultivated a strong and loyal customer base, instilling confidence in our products and services.

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 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, Icon of Trust Extraordinaire Brand 2020-22 and URS Asia One Brand in 2023. Kamdhenu Ltd. is a ISO 9001:2015 certified company, it is listed on NSE & BSE.

For further information, please contact

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