



KL/SEC/2024-25/17

Date: 6th May, 2024

To,
The Manager- Listing
National Stock Exchange of India Limited,
Exchange Plaza, Bandra Kurla Complex,
Bandra (E), Mumbai-400 051
NSE Symbol: KAMDHENU

To,
The Manager- Listing
BSE Limited,
Phiroze Jeejeebhoy Towers,
Dalal Street, Mumbai- 400 001
BSE Scrip Code: 532741

Sub: Press Release-Financial Highlights for Q4 & FY24.

Dear Sir/Madam,

Pursuant to Regulation 30 of SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, please find enclosed herewith Press Release of the Company regarding performance of the Company for the Quarter and Financial Year ended on 31st March, 2024.

We request you to kindly take the same on records.

Thanking you,

Yours faithfully,

For Kamdhenu Limited

**Khem Chand,
Company Secretary & Compliance Officer**

Encl: as above



KAMDHENU LIMITED

Q4 & FY24 FINANCIAL PERFORMANCE HIGHLIGHTS

Investor Release : 6th May 2024, 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 and financial year ended 31st March 2024

Particulars (Rs. Crs.)	Q4 FY24	Q4 FY23	Y-o-Y	FY24	FY23	Y-o-Y
Revenue from Operations	176.0	166.9	5%	724.7	732.1	-1%
Profit Before Tax	22.2	14.4	54%	66.9	54.9	22%
Profit After Tax	16.8	10.8	56%	50.1	41.0	22%

Particulars (Rs. Crs.)	Q4 FY24	Q4 FY23	Y-o-Y	FY24	FY23	Y-o-Y
Revenue from Own Facilities	140.8	135.1	4%	595.2	590.8	1%
Revenue from Royalty Income	35.1	30.3	16%	128.7	114.1	13%
Franchise Volumes (In Lakh MT)	9.0	8.1	11%	32.6	29.8	9%
ASP (per MT) (in Rs.)	58,017	66,638	-13%	61,431	68,293	-10%

- RoE stood at 21.1% as on 31st March 2024
- RoCE stood at 28.5% as on 31st March 2024
- The Board of Directors have declared a Dividend of ₹2/- per Equity Share of Face Value of ₹10 each of the Company (20% of Face Value)

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

"For the quarter gone by, our Revenue grew by 5% to Rs. 176 Crores and PAT grew by 56% to Rs. 17 crores. Despite the challenges we witnessed including steel price volatility we continue to witness strong volume growth. Volumes have increased by 11% YoY in the quarter gone by and 9% for the full year. We have seen reduced realizations of TMT Bars which has led to lower revenues for the full year. Over the last couple of months, we are seeing prices improving and we expect them to increase in FY25.

We continue to maintain a dominant market share in the organized retail steel segment. This is further cemented by the strong growth of 13% in our Royalty Income which reached an all time high of Rs. 129 crores. Brand Sales Turnover stood at Rs. 21,201 Crores which was flattish on a YoY basis, mainly due to price reductions.

We continue to see large growth opportunities due to several industry tailwinds including a strong government push for infrastructure which includes schemes like housing for all initiatives and a 11 Lakh Crore Capex Outlay for FY25 and lastly a shift of consumer preference towards branded construction material. Given the favorable dynamics within our industry, coupled with our robust brand name, unique asset-light model, and high-quality product offerings, we are well-positioned for sustained growth going forward.

The Company is raising ~Rs. 100 crores through issue of convertible warrants on preferential basis over the next 18 months. Of this we have already received Rs. 24.27 crores. Through the capital raise, the company will look to re-model the franchisee business by acquiring stake strategically in some of the franchisee units, invest in existing and new business ventures in India or overseas for diversification, incur Capex in the existing manufacturing unit and/or acquire and set up of new office premises & enhance and strengthen the brand position and corporate image to leverage the overall brand premium. We are excited about the opportunities that lie ahead and are grateful for the continued support and confidence of our stakeholders.

I am also pleased to share that the Board of Directors has recommended a dividend of Rs. 2/- per Equity Share. This aligns with our commitment to recognizing and rewarding our shareholder's trust."



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

Company : Kamdhenu Limited

CIN: L27101HR1994PLC092205



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Investor Relations : Strategic Growth Advisors

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Safe Harbor

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.