

Ref: KL/SEC/2022-23/22

Date: 30<sup>th</sup> May, 2022

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 & FY22.**

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, 2022.

We request you to kindly take the same on records.

Thanking you,

Yours faithfully,

For Kamdhenu Limited



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



## KAMDHENU LIMITED

### FY22 Financial Highlights

- Overall Revenues stood at Rs. 841 crores (+34% YoY), EBITDA stood at Rs. 58 crores (+17% YoY) PAT stood at Rs.26 crores (+74% YoY)
- Paint Business: Revenue stood at Rs. 241 crores (+19% YoY), Volumes stood at 30,358 KL
- Steel Business: Brand Turnover stood at Rs. 16,072 crores (+34% YoY), Royalty Income at Rs. 92 crores (+7% YoY), Franchisee Sales Volumes at 24.7 lakh MT (+7% YoY)
- Final Dividend of Re.1 per share (10% of Face Value)

*Investor Release : 30<sup>th</sup> May 2022, 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 Full Year ended 31<sup>st</sup> March, 2022.

#### Paint Business - Key Highlights for Q4 & FY22

Particulars	Q4 FY22	Q4 FY21	YoY	FY22	FY21	YoY
Revenue (Rs. Cr.)	67.9	67.3	+0.9%	241.4	202.1	+19.5%
Volumes (In KL)	7,775	9,580	-18.8%	30,358	30,319	0.1%

- Paint Business contributed 26.9% of Revenues in Q4 FY22 and 28.7% of Revenues in FY22.
- Demand disruption witnessed in January due to covid related lockdown and shutdown of dealers and distributors across many states. Demand normalized in months of February & March 2022.
- Pass through of raw material price increase during FY22. Average selling price per litre has increased from Rs. 63 in FY21 to Rs. 76 in FY22.
- Increasing share from water-based products forming 79% of paints revenue in FY22.

#### Update on Scheme of Arrangement for Demerger of Paints Business into a Separate Legal Entity

- The Hon'ble NCLT, Chandigarh Bench, Chandigarh during the hearing held on 22<sup>nd</sup> April, 2022, has reserved the order on the Scheme of Arrangements including the De-merger of the Paints Business of the Company into a separate legal entity. The order is yet to be pronounced by the NCLT.



### Steel Business - Key Highlights for Q4 & FY22

Particulars	Q4 FY22	Q4 FY21	YoY	FY22	FY21	YoY
Revenue from Own Facilities (Rs. Cr.)	145.6	127.8	13.9%	472.9	335.8	40.8%
Revenue from Royalty Income (Rs. Cr.)	24.3	26.6	-8.7%	91.6	85.3	7.3%
Franchise Volumes (In Lakh MT)	6.9	7.0	-1.6%	24.7	23.1	6.7%

- Steel Business contributed 73.1% of Revenue in Q4 FY22 and 71.3% of Revenue in FY22.
- Growth in own facility was mainly due to price increase during the quarter.
- During FY22, volumes from own facilities grew by 9.6% YoY.

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

*“Despite a challenging environment, we have ended FY22 on positive note recording revenue growth of 34% and PAT growth of 74%.*

*In our Paints business, we have reported revenue growth of 19% YoY to Rs.241 crores in FY22. Our paint factory at Chopanki, Rajasthan had started with full fledged operations which shall augur well to meet the demand of decorative paints. The Company has been able to pass on the price increase in raw material prices. During FY22, the Company has taken price increases of 8%-10%. We continue to monitor the raw material prices with the current geopolitical situation and supply side disruptions.*

*Our continuous focus is on providing eco-friendly products ensuring the beauty of nature remains intact. Our collaboration with Preity G Zinta has further strengthened and increased brand pull among masses. We expect the demand momentum to sustain with consumers shortening their repainting cycles and refurbishing their homes.*

*In our steel segment, we have clocked a revenue growth of 42% YoY to Rs. 599 crores in FY22. Demand for our steel products were strong during the year on account of increased construction activities. We are focused on increasing our TMT Steel capacity through franchisee route.*

*With a strong brand, asset light business model in steel business, large distribution network and huge product portfolio in paints business, we are well placed to tap opportunities in future and provide unique value proposition to the end consumers.”*



## 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. 16,000 crores. Kamdhenu follows franchisee business model to bring more transparency and dynamism to the operations of the company. Kamdhenu has committed chain of over 12,000 dealers and distributors in India out of which 8,000 are exclusive for steel business. Kamdhenu being TMT expert has also launched earthquake resistant 'Kamdhenu PAS10000 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. Kamdhenu Ltd. is a ISO 9001:2015 certified company, it is listed on NSE & BSE.

Kamdhenu Paints, 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

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