

KAMDHENU LIMITED

ANNUAL REPORT | 2022-23



**INTO ORBIT.
GAINING MOMENTUM.**

READ INSIDE

1-42

CORPORATE OVERVIEW

1	Into Orbit. Gaining Momentum.
2	Strategic Demerger
4	Corporate Portrait
8	Kamdhenu Limited's Journey
10	Business Model
12	Gaining Momentum Through Product Diversification
18	Gaining Momentum Through Robust Footprint
20	Gaining Momentum Through Asset-Light Operating Model
22	Gaining Momentum Through Robust Manufacturing Bandwidth
24	Gaining Momentum Through Brand Promotion
26	Chairman & Managing Director's Message
28	CFO's Communique
30	Gaining Momentum Through Prudent Progress
34	Dealers Meet and Awards & Accolades
36	Introducing ESG
40	Leading the Journey, Ensuring Success
42	Corporate Information

43-174

STATUTORY REPORTS

43	Management Discussion and Analysis
59	Director's Report
103	Business Responsibility and Sustainability Report
146	Corporate Governance Report

175-241

FINANCIAL STATEMENTS

175	Independent Auditors' Report
186	Financials



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For more investor-related information, please visit
<https://www.kamdhenulimited.com/annual-report.php>

Disclaimer: This document contains statements about expected future events and financials of Kamdhenu Limited, which are forward-looking. By their nature, forward-looking statements require the Company to make assumptions and are subject to inherent risks and uncertainties. There is a significant risk that the assumptions, predictions, and other forward-looking statements may not prove to be accurate. Readers are cautioned not to place undue reliance on forward-looking statements as several factors could cause assumptions, actual future results and events to differ materially from those expressed in the forward-looking statements. Accordingly, this document is subject to the disclaimer and qualified in its entirety by the assumptions, qualifications and risk factors referred to in the Management Discussion and Analysis section of this Annual Report.

Investor Information

Market Cap as on 31st March, 2023
₹ 844 Crores

CIN
L27101HR1994PLC092205

BSE Code
532741

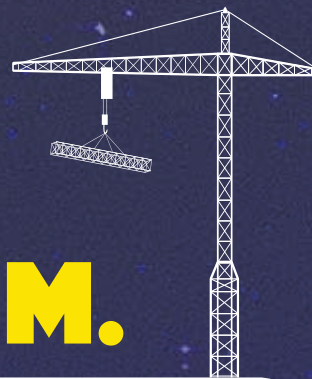
NSE Symbol
KAMDHENU

ISIN
INE390H01012

Dividend Declared
15%

AGM Venue/Mode
Video Conference/OAVM

INTO RBIT. GAINING MOMENTUM.



Kamdhenu Limited is a name that embodies trust and agility. Our extensive expertise in manufacturing top-of-the-line steel TMT bars has propelled us to the forefront of excellence-driven success. We take pride in our premium-quality product portfolio and our ever-expanding pan-India footprint, allowing us to deliver unmatched strength and durability to our customers. By leveraging our asset-light business model and robust manufacturing bandwidth, we can consistently deliver high-quality products to our valued customers. Our strategic focus on brand promotion further strengthens our connection with our customers.

We are committed to aligning our strategic drivers with our mission, vision, and philosophy. With our unwavering focus on harnessing our technological edge, dominating the market, and investing in research and development, we have propelled ourselves into an orbit of success. Our robust endeavors have set us on a path to sustainable growth, as we continue to gain momentum and climb ever higher towards achieving our upward growth trajectory.

KEY HIGHLIGHTS OF FY 2022-23



Financial

₹ **732.08** Crores

REVENUE

₹ **59.96** Crores

EBITDA

8.19%

EBITDA
MARGIN

₹ **41.02** Crores

PAT

5.60%

PAT MARGIN



Operational

85%

CAPACITY
UTILIZATION

30.85 Lakh MT/P.A

SALES VOLUME



ESG

641

PEOPLE
ONBOARD

₹ **0.39** Crores

CSR SPEND

STRATEGIC DEMERGER

STRATEGIC STEP FOR

STRONGER TOMORROW



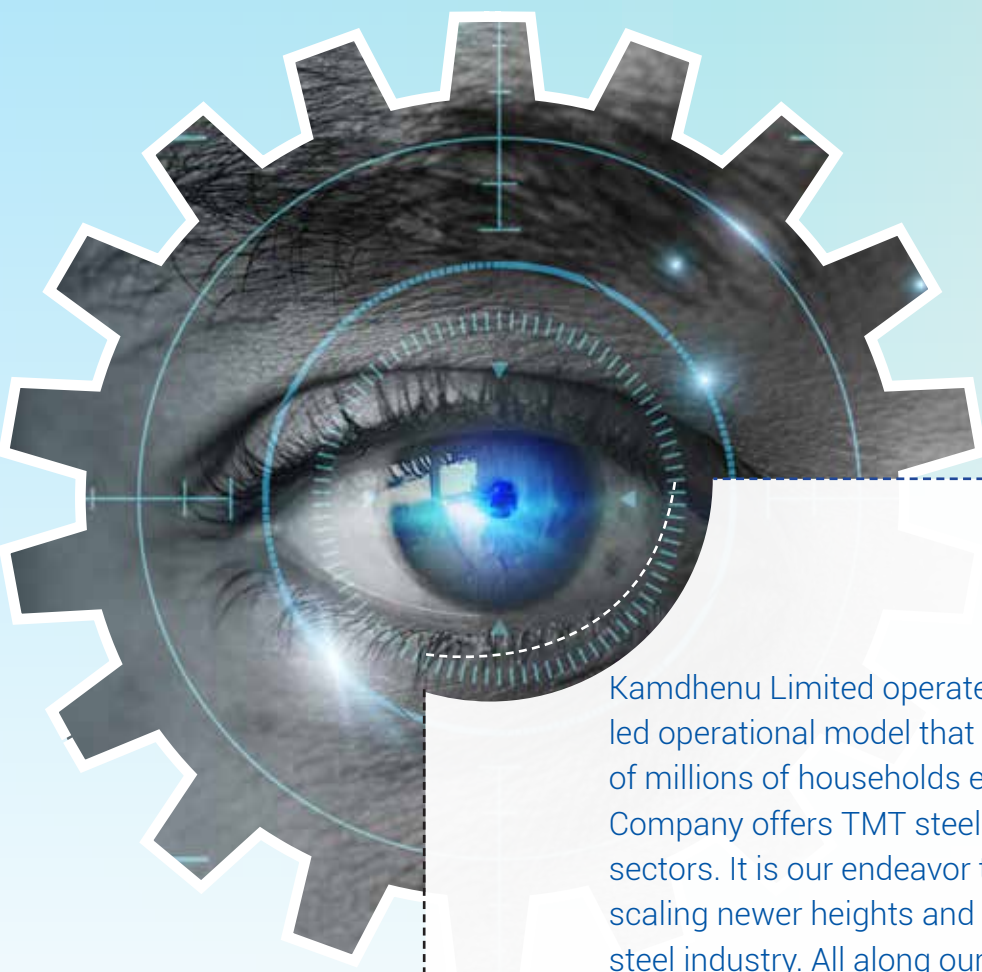


We, at Kamdhenu Limited, have successfully completed the demerger of our steel and paint businesses. As a result of this strategic decision, we are set to continue our focus on the steel business, while Kamdhenu Colour and Coatings Limited, a wholly-owned subsidiary of Kamdhenu Ventures Limited is slated to deal with the paint business. Our decision to restructure operations is a significant step forward in optimizing our resources and enhancing value for our stakeholders.



CORPORATE PORTRAIT

SCRIPTING SUCCESS WITH STRONG FOCUS...



KEY BRANDS



Kamdhenu NxT



Kamdhenu Shresth GC Sheets

Kamdhenu Limited operates across India with a franchise-led operational model that aims to strengthen the foundation of millions of households every day with robust offering. Our Company offers TMT steel bars for a wide cross section of sectors. It is our endeavor to continuously work towards scaling newer heights and strengthen our positioning in the steel industry. All along our journey of delivering excellence, we are spearheaded by visionary, Shri Satish Kumar Agarwal, whose guidance inspire us to thrive and shine.

We have come a long way with our unique franchise-based manufacturing model. Our Company has built a robust nationwide network of over 8,500 dealers, as we emerged as one of India's largest TMT selling brands in the retail segment. Additionally, we have over 80 franchise units – affiliated to us – involved in the manufacturing of top-quality, TMT bars, structural steel products, color-coated profile sheets, and allied products.

Our asset-light business model, strong branding initiatives and well-established, pan-India distribution network have enabled us to achieve remarkable success in a short span of time. We are poised to leverage varied growth opportunities available in our industry and thrive on the substantial value, we created along our journey. Our increased focus on high-margin B2C sales, franchise-based business model, and enhanced manufacturing has contributed significantly to our strong performance.



Kamdhenu PAS10000



Kamdhenu Colour Max



Kamdhenu Steel (Structural Steel)



Our Company has converted steel commodity into branded products to emerge as one of the India's **Leading TMT Steel Bars Brands**, leveraging state-of-the-art **TMT Technology** with an in-house capacity of **120,000 MT P.A.**

Our Company's steel bars have **4%** less weight per meter than normal steel bars, while offering **20%** more strength.



VISION

Kamdhenu Limited, aims at decentralization of the production base by strategic tie-up / takeover of unbranded manufacturing units all over the country.

The task in hand is also to convert the above into Kamdhenu Brand through technological upgradation, implementation of Quality Management System and effective distribution through Dealers & Distributors across the country.

Simultaneously, efforts would be made to create consumer awareness for various Kamdhenu quality products and adopt the policy of 'Best Quality Best Price'.

MISSION



Brand Recognition

The Company aims to build a strong brand value which will take forward our legacy



Innovation

The Company's endeavor is to consistently innovate and offer high quality products



Growth

The Company believes growth is a never-ending process and it aspires to seek profitable growth



Eco-friendly

Aspiring to be a good corporate citizen and respect the environment by utilizing it wisely

Kamdhenu Limited never dreamt about the success, it worked for it...

Success is a constant journey. Every milestone leads to new accomplishments. Every organization, which sets its eyes on growing big must incessantly abide by a definite set of work ethics to raise its credibility in the market. That is why, Kamdhenu also believes in living up to a set of conventions and follow them conscientiously in each and every sphere of its activities.



KEY FACTS



Commitment

Build loyalty and commitment among channel partners and business associates



Talent Community

Empowering our employees by providing them with opportunities for talent advancement thorough learning and development programs

3 DECADES
OF RICH INDUSTRY
EXPERIENCE

80+
FRANCHISE UNITS
OF STEEL BUSINESS

**LEADING
TMT STEEL BAR**
BRANDS OF INDIA

40 LAKHS
REINFORCEMENT
STEEL BARS (TMT
BARS) CAPACITY

8,500+
STEEL DEALERS
ACROSS INDIA

THE PRINCIPLES



Honesty



Transparency



Commitment



Quality
Assurance



Customer
Satisfaction



KAMDHENU LIMITED'S JOURNEY

DELIVERING EXCELLENCE BY SURPASSING MILESTONES...

1994-2000

1994

Incorporation of
Kamdhenu Ispat Limited

1995

Production of **steel bars**
Certified for **International
Quality Standards ISO
9001 & BIS 1786:1985**

2001-2005

2004

Innovated **Franchise
Business Association
Model**

2005

Adopted advanced
technology of **CRM
Belgium** to manufacture
TMT steel bars

2006-2010

2006

IPO Listed at **NSE and
BSE**

2008

Forayed into **Decorative
Paints Business –
COLOUR DREAMZ**

2011-2015

2013

Launched **Kamdhenu
SS10000 premium TMT
bars**

2014

Launched **Kamdhenu
Structural Steel**

2015

Emerged as one of the
**Leading TMT Selling
Brands** in India

