



KAMDHENU VENTURES LIMITED

Q4 & FY24 FINANCIAL PERFORMANCE HIGHLIGHTS

Investor Release : 7th May 2024, Gurugram

Kamdhenu Ventures Limited, India's leading brand in Indian Decorative Paints 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	85.1	70.8	20%	291.7	259.5	12%
EBITDA	7.3	0.1	-	22.4	-0.5	-
EBITDA Margins (%)	8.5%	0.2%		7.7%	-0.2%	
Profit After Tax	4.2	-2.5	-	13.9	-11.3	-

Commenting on the results and performance, Mr. Saurabh Agarwal, Managing Director said:

"FY24 has been a turnaround year for Kamdhenu Ventures. Revenues have grown by 12% YoY to Rs. 292 crores whereas EBITDA and PAT have significantly turned positive compared to last year. We have achieved EBITDA Margins of 7.7% for FY24. This can be attributed to achieving strong economies of scale coupled with operating leverage playing out.

The Average Selling Price per KG/Ltr. for FY24 stood at Rs. 90, an increase of 14% over FY23. This is mainly due to increased premiumization of our products.

Moving forward, our focus lies in further elevating our product portfolio through increased premiumization and seizing opportunities in the evolving demand landscape. By continuously innovating and adapting to changing customer preferences, we anticipate sustaining our growth trajectory and enhancing profitability in the years to come.

Our rapid growth is fueled by our unique dealer-driven model and unwavering dedication to delivering top-quality products at accessible prices. This winning combination is why our brand stands out in this competitive environment and will fuel our growth in the years to come.

At Kamdhenu Ventures, our unwavering focus remains on catering to underserved smaller towns through our extensive distribution network which stands at 4,300+ dealers as on 31st March 24. With the economy expanding and a strong government focus on rural development we expect a surge in demand for paint related products due to the rise in infrastructure projects.

The Indian paint industry is witnessing rapid growth driven by urbanization, rising disposable incomes, and increased infrastructure projects with a growing demand for premium and eco-friendly products. Our ability to provide a wide range of solutions which is ever evolving in nature should help us stay competitive in the evolving industrial landscape."



About Kamdhenu Ventures Limited

Kamdhenu Ventures Limited (Kamdhenu Paints), established in 2008, is a leading brand in Indian decorative paints segment. Kamdhenu Paints is committed to providing a comprehensive range of high-quality paint products that meet the diverse needs of our customers. Our product range includes a wide selection of exterior & interior emulsions, water-based primers, wood finishes, textured & designer paints, and construction chemicals. By offering such an extensive range of products, we aim to position Kamdhenu as a one stop-shop for all of our customers' construction needs.

Our products are widely available across India, allowing us to reach and serve customers in every corner of the country. The company offers 40+ SKU's across product categories and has 34 sales depots with a dealer network of ~4,300+

The Kamdhenu brand is synonymous with products that uphold the highest standards of quality and ensure complete customer satisfaction. We achieve this through the use of modern automation methods and technology, backed by our robust research and development facilities.

We are constantly striving to find new and innovative ways to reduce our impact on the environment. To remain true to our commitment to sustainability, we have developed water-based paints that are environment-friendly and low in Volatile Organic Compound (VOC). We deploy highly accurate machinery in our production process, which is inspired by our state-of-the-art manufacturing capabilities.

For further information, please contact

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