KUNDAN EDIFICE LIMITED

Reg. Add: Gala No. A/B, Ganesh Industrial Estate, Behind Burma Shell Petrol Pump, Vasai East, (Palghar), Vasai, Thane - 401208. Ph No: +91- 9175924916.
Email: divyansh@kundanedifice.com CIN: L36100MH2010PLC206541

02nd June, 2024

To,
National Stock Exchange of India Limited,
Exchange Plaza, Bandra Kurla Complex,
Mumbai – 400051.

Script Code- KEL

REG: EARNINGS PRESENTATION ON AUDITED FINANCIAL RESULTS FOR THE FINANCIAL YEAR ENDED 31ST MARCH, 2024.

Dear Sir/Ma'am,

Pursuant to Regulation 30 and other applicable provisions, if any, of SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, please find attached herewith detailed Earnings Update on Audited Financial Results for the Financial year ended 31st March, 2024.

Kindly take the same on record.

The same is available on the website of the Company i.e. **www.kundanedifice.com**

Thanking You,

Yours faithfully,

For Kundan Edifice Limited



Mr. Divyansh Mukesh Gupta
DIN: 06846463
Managing Director

CIN: L36100MH2010PLC206541
Registered Office: Gala A/ B, Ganesh Industrial Estate, behind Burma Shell Petrol Pump, Vasai East, Palghar - 401208, Maharashtra, India.

FY24 – Earnings Update

Revenue from Operations reported at **INR 842.3 Mn** in FY24

EBITDA stands at **INR 77.0 Mn** in FY24

PAT at **INR 30.0 Mn** in FY24

Vasai, 02nd June 2024: Kundan Edifice Limited (referred to as "**KEL**" or "**The Company**") incorporated in 2010 is one of the prominent manufacturer and supplier of a wide range of flexible LED Strip Lights serving over 30 marquee customers

The Company in its board meeting held on 30th May 2024 has inter-alia considered and approved the Audited Financial Results of the Company for the financial year ended on 31st March 2024 as one of its agenda.

Consolidated Financial Statement Highlights:

Profit and Loss Statement :

Particulars (INR In Mn)	H2 FY24	H1 FY24	FY24	FY23	YoY (%)
Revenue from operations	428.3	414.0	842.3	602.2	39.9%
Other Income	2.0	0.4	2.4	2.4	
Total Income	**430.3**	**414.4**	**844.7**	**604.6**	
Total Expenses excluding Depreciation, Amortization & Finance Cost	408.5	356.8	765.3	516.0	
EBITDA* (Read Notes below)	**19.8**	**57.3**	**77.0**	**86.2**	
EBITDA Margin %	**4.6%**	**13.8%**	**9.1%**	**14.3%**	
Depreciation & Amortization	7.9	5.0	12.9	8.4	
Finance Cost	13.2	9.8	23.0	10.8	
PBT	**0.7**	**42.9**	**43.6**	**69.5**	
Tax Expense	3.7	9.8	13.5	18.5	
PAT	**(3.1)**	**33.1**	**30.0**	**50.9**	
PAT Margin %	**(0.7%)**	**8.0%**	**3.6%**	**8.5%**	
Diluted EPS	**(0.3)**	**3.7**	**3.4**	**6.8**	

*EBITDA is calculated excluding Other Income

Balance Sheet

Particulars (INR In Mn)	31.03.24	31.03.23	Particulars (INR In Mn)	31.03.24	31.03.23
Assets			**Equity & Liabilities**		
PPE	126.1	56.7	Equity Share Capital	102.7	75.0
Intangible assets	0.8	0.6	Other Equity	222.1	6.1
Intangible Assets Under development	11.7	1.3	**Total Equity**	**324.9**	**81.1**
Long term loans & advances	8.7	6.9	Liabilities		
Capital work-in-progress	8.9	12.4	Non-Current Liabilities		
Total Non-Current Assets	**156.3**	**77.9**	Borrowings	67.9	54.6
			Provisions	4.5	2.3
			Deferred Tax Liability (Net)	0.8	0.2
			Total Non-Current Liabilities	**73.2**	**57.2**
Current Assets			Current Liabilities		
Inventories	229.2	159.6	Borrowings	113.0	90.4
Trade Receivables	82.7	44.7	Trade Payables	50.2	40.2
Cash and Cash Equivalents	41.8	3.5	Other Current Liabilities	8.3	8.4
Short term loan & advances	70.1	10.9	Provisions	10.7	19.3
Total Current Assets	**423.9**	**218.7**	**Total Current Liabilities**	**182.1**	**158.3**
Total Assets	**580.2**	**296.6**	**Total Equity & Liabilities**	**580.2**	**296.6**

Management Comments:

Commenting on the performance the management team of Kundan Edifice Ltd, stated:

"We are happy to share an update on our operating performance for H2FY24 and FY24. Our revenue from operations has increased to ***Rs. 842.3 Mn****, marking a significant increase compared to* ***Rs. 602.2 Mn*** *in FY23, representing a growth of* ***39.9%*** *over the year, driven by increasing acceptance of our products by the customers. This success is evident in the increased wallet share from our existing customers and the acquisition of new customers. However, despite our commendable revenue growth, it is imperative to acknowledge the challenges posed by fluctuations in raw material prices, particularly those originating from the Chinese market. The volatility in raw material costs has exerted pressure on our EBITDA and EBITDA margin which stood at* ***Rs. 77.0 Mn*** *with a margin of* ***9.1%*** *for the year.* ***The price erosion caused by rapid dumping of inventory from Chinese suppliers was to grab the maximum business share of the Indian market as for them the European and American markets faced a slowdown, this action consequently led to higher inventory expense by about INR 20 Mn during H2FY24.***

In H2 we made significant strides to develop products that comply with RoHS regulations, The RoHS regulation promotes the usage of environmental efficient product which has limited polluting effects on environment as well as human life, ***KEL being a prominent and pioneering corporation now***

successfully implemented a product line using line non-hazardous substances, positioning itself to seize future opportunities in compliance with government regulations set to take effect by April 1, 2025*. In order to prepare ourselves to develop RoHS compliant products we have incurred certain expenses,* ***like inventory, manpower and additional overheads to the tune of INR 20 Mn****, which has had an impact on our financial performance, we expect to yield positive results from these initiatives in the years to come and positions us as a future ready supplier.*

As we continue our growth journey, we are focused on developing more intriguing products and have an exciting product pipeline, these innovative products will have widespread application, ranging from façade lighting, underwater illumination, festive décor, etc. *These new product offerings, together with emerging opportunities of growing infrastructure development, government initiatives to enhance urban aesthetics, growing number of malls and real estate projects, are poised to help us support our revenue growth, by expanding our customer base, thus securing a larger market share, and increasing the wallet share from our existing customers.*

Furthermore, in our commitment to enhancing manufacturing capabilities, we are strategically planning to invest Rs. 10 Crore to Rs. 15 Crore in acquiring additional machines and setting up a new plant. This investment promises a substantial boost to our manufacturing capacity, by doubling it from our current capacity from 355 Lakh meter by FY25. Apart from the manufacturing capability, we continue to invest in our human capital by adding more senior members in the team to lead new product development and creative go to market strategies for capturing emerging opportunities.

At KEL, our dedication to implementing our growth strategy is unwavering. This strategy is founded on three key pillars: continuous market expansion, operational excellence, and customer-centric innovation. We are deeply grateful for your ongoing trust and support, which serve as the driving force behind our endeavours."

Management Guidance:

- KEL expects the revenue to grow by **40-50%** from FY24 to FY25, led by increase in sales volume.
- EBITDA margin will be in the range of **14-15%** for FY25 owing to increasing scale of operations.
- The company expects to launch various new products in FY25.

About the Company:

Kundan Edifice Limited was incorporated in 2010, headquartered in Vasai, East. KEL is into manufacturing LED lights & provides a wide array of customizable lighting solutions tailored to meet the unique requirements of our esteemed clientele. Over the years, we've placed a high emphasis on building robust relationships in the industry, resulting in enduring partnerships with our valued clients which touches lives of many people across the country. Complementing this focus, we've established a solid research and development framework, propelling us forward in our aim to

become a very reputable and trusted organization in the Indian markets as both an Original Design Manufacturer (ODM) and Original Equipment Manufacturer (OEM).

KEL remains an organization committed to innovation, continuously developing new products to meet evolving customer needs.

For further information on the company, please visit: https://www.kundanedifice.com/

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Disclaimer:

Certain statements in this document may be forward looking statements. Such forward-looking statements are subject to certain risks and uncertainties like government actions, local political or economic developments, technological risks, and many other factors that could cause our actual results to differ materially from those contemplated by the relevant forward-looking statements. Kundan Edifice Limited will not be in any way responsible for any action taken based on such statements and undertakes no obligation to publicly update these forward-looking statements to reflect subsequent events or circumstance.