



JK LAKSHMI
C E M E N T L t d.



**Presentation to Investors
November'2023**

JK Organisation

JK Organisation - Vision and Values



Vision

- **Dynamic & Successful Business Organisation**
- **A Socially-Valued Enterprise**
- **Business Integrity**

Core Values

- **Caring for People**
- **Integrity including Intellectual Honesty, Openness, Fairness & Trust**
- **Commitment to Excellence**



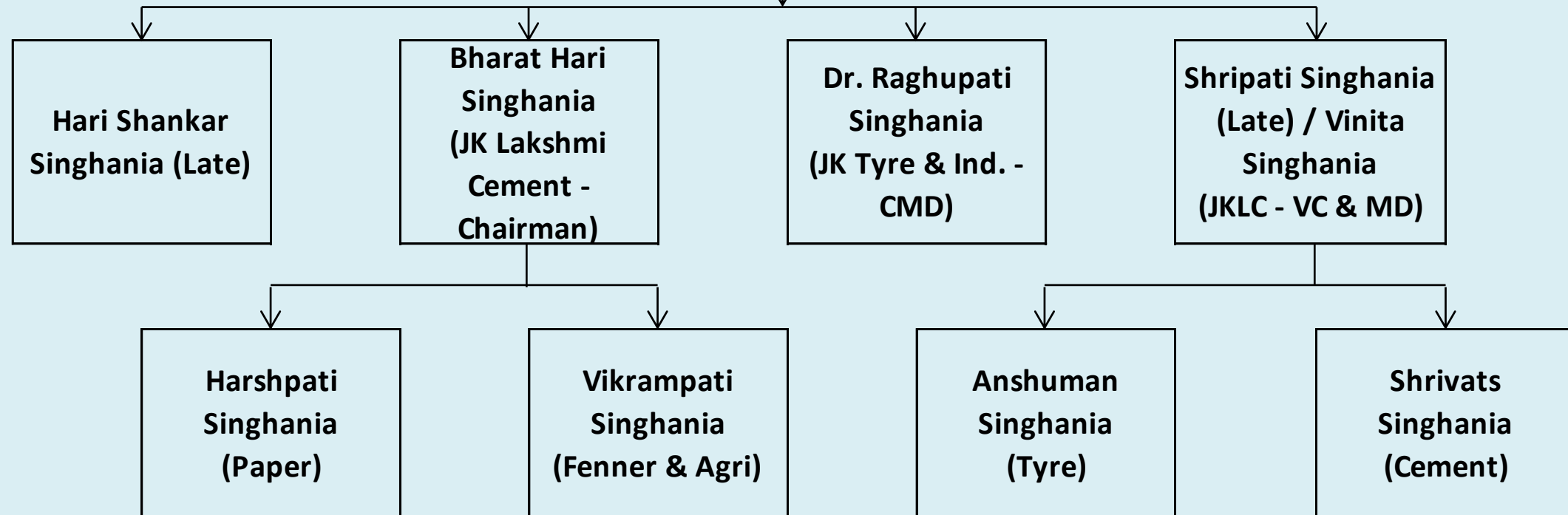
JK Organisation



JK Organisation – Eastern Zone



**Lakshmipat
Singhania (Late)**



Prominent Businesses of JK Eastern Zone Group

Paper



Rs. Cr.	
Revenue	6437

Cement



Rs. Cr.	
Revenue	6452

Tyre



Rs. Cr.	
Revenue	14645

J.K. ORGANISATION

Agri Genetics



Rs. Cr.	
Revenue	201

USD 4 Billion

30 manufacturing plants

Present in over 100 countries

More than 40,000 employment

V-Belts- Oil Seals & Power Transmission Systems



Rs. Cr.	
Revenue	1220

Unlisted Co.

Dairy Products



Rs. Cr.	
Revenue	293

Education



Defence Electronics



Hospital & Health services



Clinical Research



Revenue is for FY 2022-23

JK Organisation - Eastern Zone Companies.





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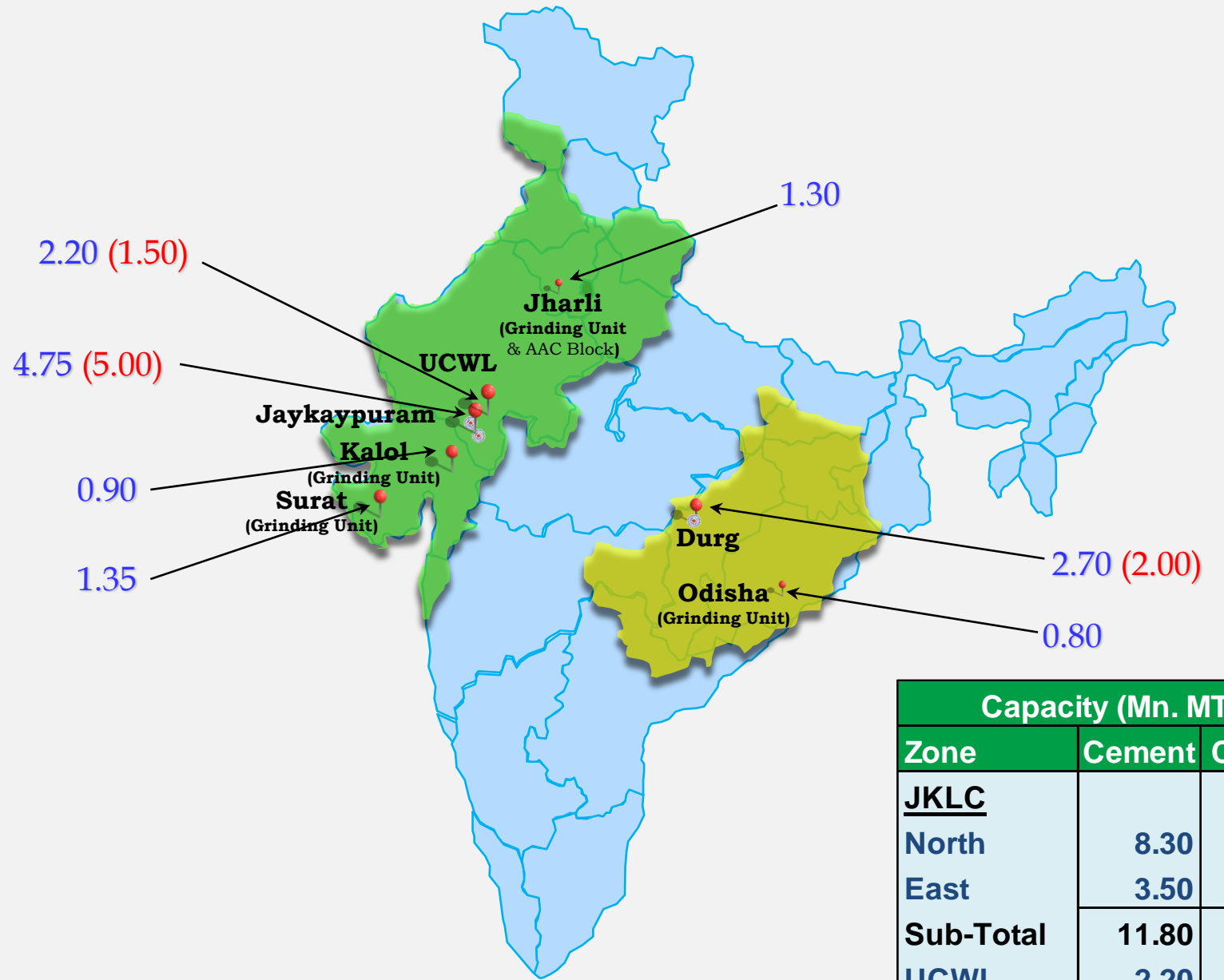
1	J K Lakshmi Cement (JKLC) Overview	9 - 12
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JK Lakshmi Cement Overview



JKLC & UCWL Plants - Cement/Clinker - Mn MT



Capacity (Mn. MT)		
Zone	Cement	Clinker
JKLC		
North	8.30	5.00
East	3.50	2.00
Sub-Total	11.80	7.00
UCWL	2.20	1.50
Total	14.00	8.50

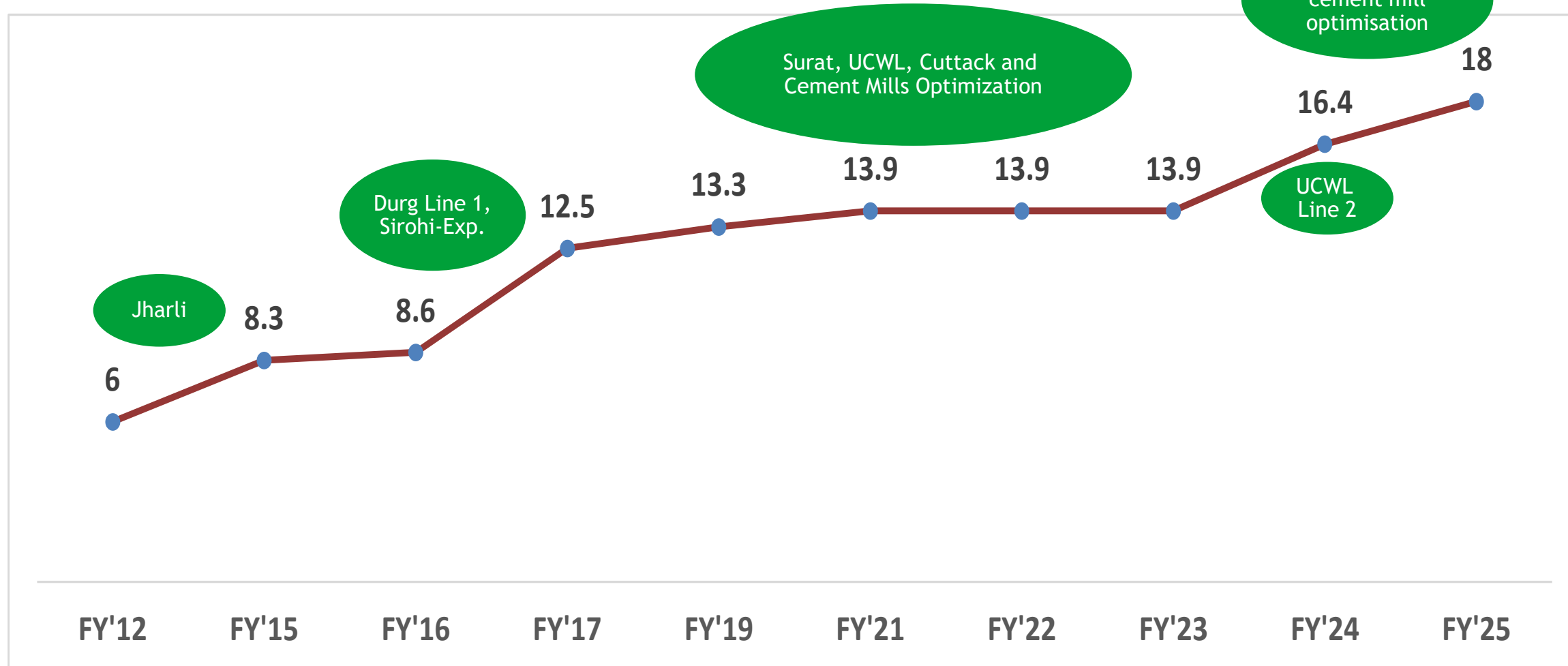
J K Lakshmi Cement & Udaipur Cement Works - Product Portfolio

BUILDING HOMES. BUILDING NATION.



Journey So Far & Expansion Plans JKLC & UCWL (Subsidiary)

Capacity in Million MTPA



Macro- Indicators



Macro Indicators - Indian Economy

**Indian Economy -
The fastest growing economy in the
world**

1

Despite a broader slowdown, the Indian economy is expected to continue to grow above 6% level and remain among the fastest growing economies of the world

2

Government's increasing capital spending, particularly on infrastructure, to boost growth and competitiveness.

3

Robust growth in the infrastructure segment

4

Fiscal deficit falling from over 13 percent in FY20/21 to 9.4 percent in FY22/23

5

Public debt has fallen from over 87 percent of GDP in F20/21 to around 83 percent in FY22/23

6

Public debt has fallen from over 87 percent of GDP in F20/21 to around 83 percent in FY22/23

Source: IMF, World Economic Outlook *Update*, September 2023

GDP %tage

(Real GDP, annual percent change)
CY

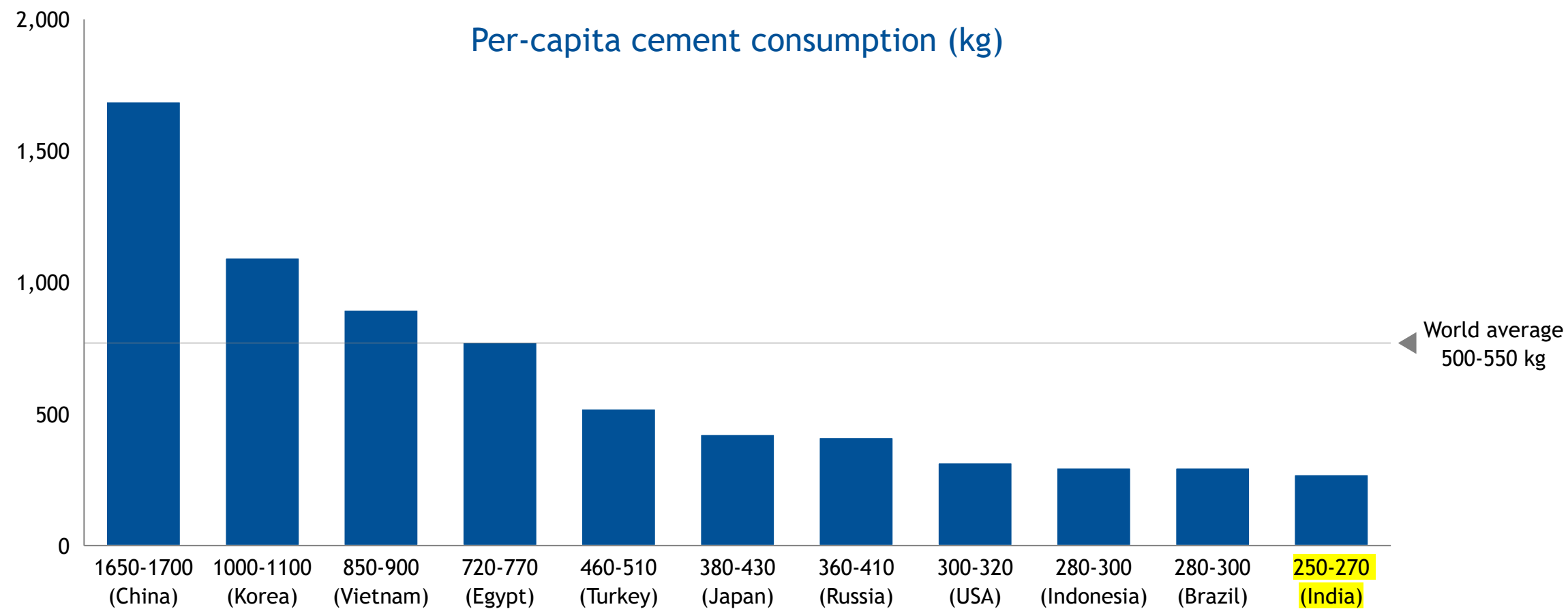
	2022	Est. 2023	Proj. 2024
World Output	3.5	3.0	2.9
Advanced Economies	2.6	1.5	1.4
United States	2.1	2.1	1.5
Euro Area	3.3	0.7	1.2
• Germany	1.8	-0.5	0.9
• France	2.5	1.0	1.3
• Italy	3.7	0.7	0.7
• Spain	5.8	2.5	1.7
Japan	1.0	2.0	1.0
United Kingdom	4.1	0.5	0.6
Canada	3.4	1.3	1.6
Other Advanced Economies	2.6	1.8	2.2
Emerging Market and Developing Economies	4.1	4.0	4.0
Emerging and Developing Asia	4.5	5.2	4.8
• China	3.0	5.0	4.2
• India	7.2	6.3	6.3
Emerging and Developing Europe	0.8	2.4	2.2
• Russia	-2.1	2.2	1.1
Latin America and the Caribbean	4.1	2.3	2.3
• Brazil	2.9	3.1	1.5
• Mexico	3.9	3.2	2.1
Middle East and Central Asia	5.6	2.0	3.4
• Saudi Arabia	8.7	0.8	4.0
Sub-Saharan Africa	4.0	3.3	4.0
• Nigeria	3.3	2.9	3.1
• South Africa	1.9	0.9	1.8
Memorandum			
Emerging Market and Middle-income Economies	4.0	4.0	3.9
Low Income Developing Countries	5.2	4.0	5.1



Indian Cement Sector



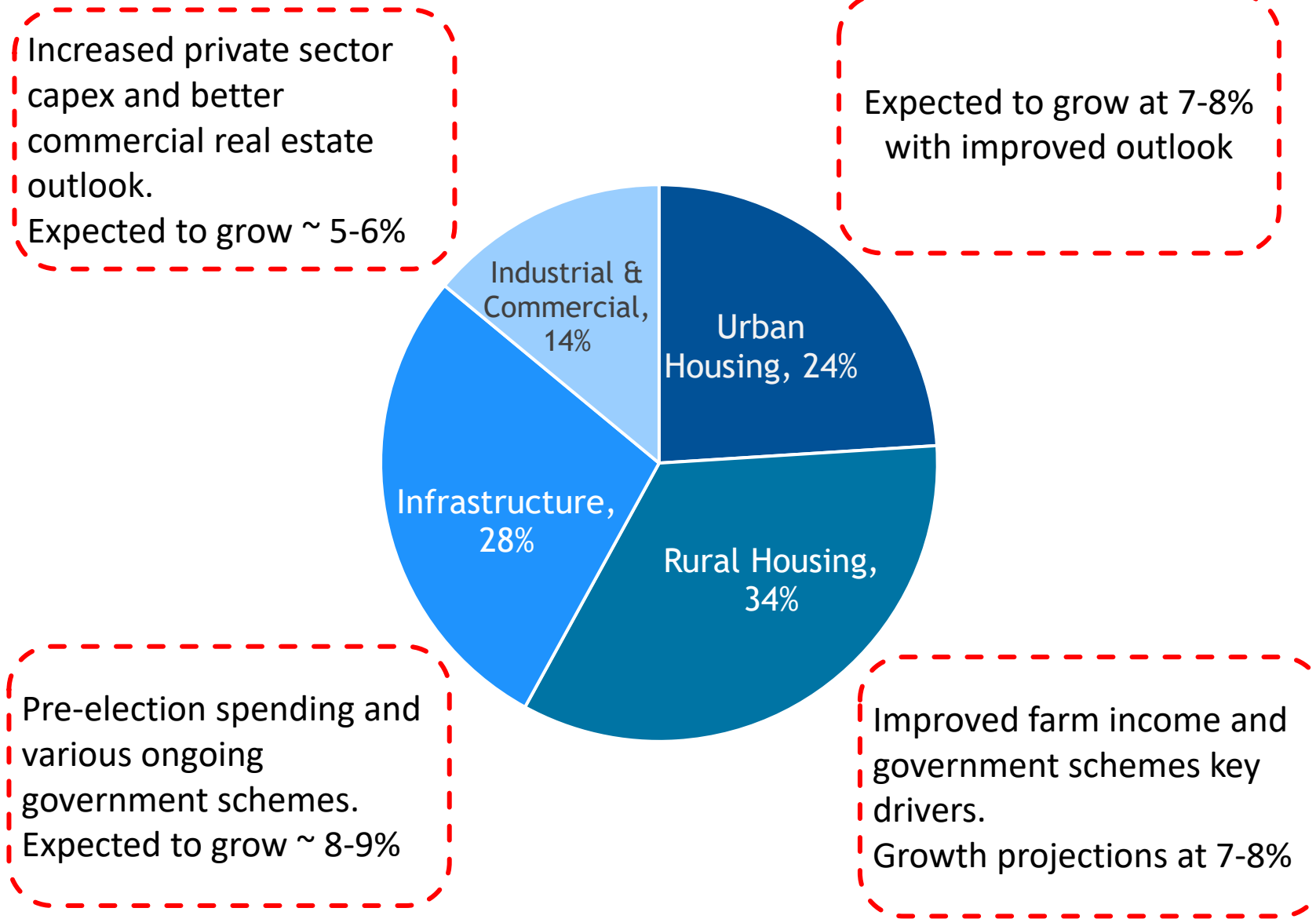
Indian Cement Industry- Under penetrated market



Data Source - Research reports

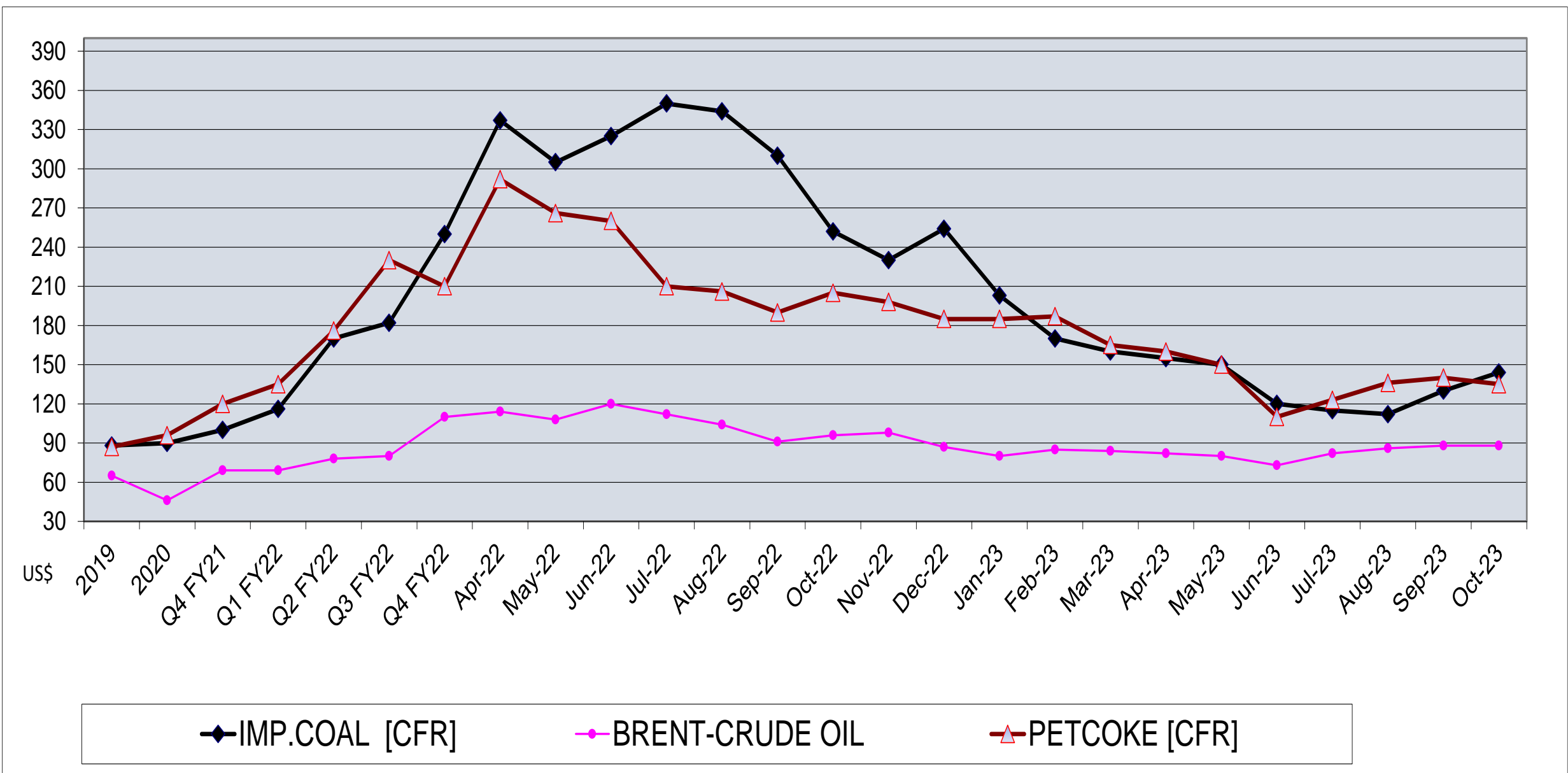


Infra and Housing to spur demand in FY2023-2024 and FY2024-2025 followed by Industrial & Commercial Segments



*Based on analyst reports, industry estimates

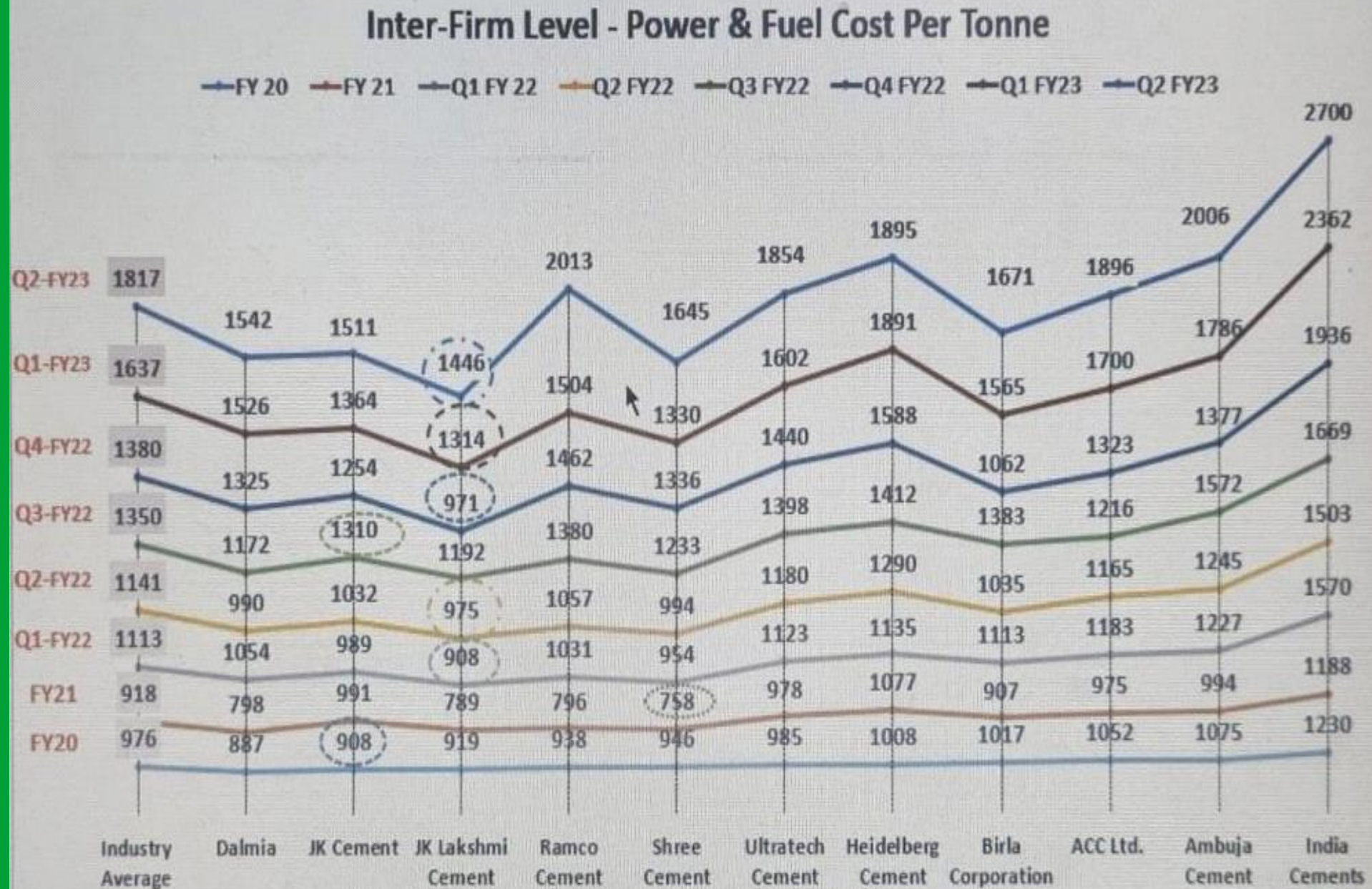
Cost Trend of Imported Coal, Crude Oil and Pet Coke



Cost Trend of Imported Coal, Crude Oil and Pet Coke

YEAR	IMP.COAL [CFR]	BRENT-CRUDE OIL	PETCOKE [CFR]
2019	88	65	87
2020	90	46	96
Q4 FY21	100	69	120
Q1 FY22	116	69	135
Q2 FY22	170	78	176
Q3 FY22	182	80	230
Q4 FY22	250	110	210
Apr-22	337	114	292
May-22	305	108	266
Jun-22	325	120	260
Jul-22	350	112	210
Aug-22	344	104	206
Sep-22	310	91	190
Oct-22	252	96	205
Nov-22	230	98	198
Dec-22	254	87	185
Jan-23	203	80	185
Feb-23	170	85	187
Mar-23	160	84	165
Apr-23	155	82	160
May-23	150	80	150
Jun-23	120	73	110
Jul-23	115	82	123
Aug-23	112	86	136
Sep-23	130	88	140
Oct-23	144	88	135

Power and Fuel Cost



Source : CRISIL

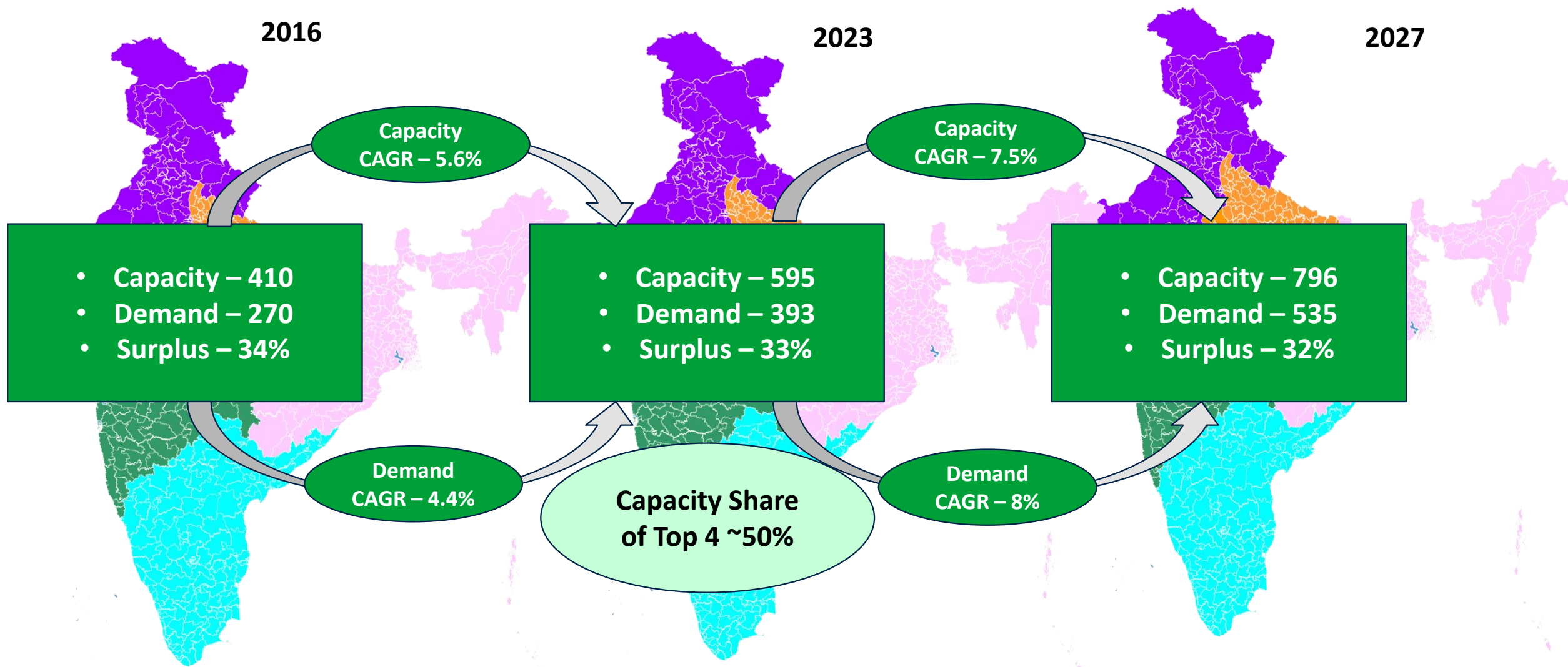
Cement Demand Supply Capability & Gap (All India)

Qty. Mn. MT

Sl. No.	Particulars	Actual		Projections			
		FY 22	FY 23	FY 24	FY 25	FY 26	FY 27
1	Installed Capacity	565	595	637	698	754	796
2	Additions During the Year	27	33	50	71	41	43
3	Demand Growth %	14	10	9	7	8	8
4	Domestic Demand	356	393	428	459	497	535
5	Exports	5	5	5	5	5	5
6	Total Dispatch	361	398	433	464	502	540
7	Surplus Capacity on Installed Capacity	204	197	204	234	252	256
8	Capacity Utilisation (CU) %	64%	67%	68%	67%	67%	68%
9	Surplus Capacity (%) on Installed Capacity	36%	33%	32%	33%	33%	32%

*Based on sectoral reports, industry estimates

All India trends in Demand Growth & Capacity Additions



- Top 4 players will add 70% of the industry capacity and much higher than the average

Cement Demand Supply Gap (North Zone)^

Qty. Mn. MT

Sl.no	Particulars	Actual		Projections			
		2021 - 22	2022 - 23	2023 - 24	2024 - 25	2025 - 26	2026 - 27
1	Installed Capacity	114	118	125	134	140	146
2	Capacity Additions during the yr.	4.9	2.7	10.9	7.3	6	6
3	Cement Production	82	86	92	97	102	108
4	Demand Growth %	15	6.8	6.5	5	8	8
5	Domestic Demand	67	72	78	82	88	95
6	Net Exports to Other Zones	15	14	14	15	14	13
7	Capacity Utilisation	72%	73%	74%	73%	73%	74%

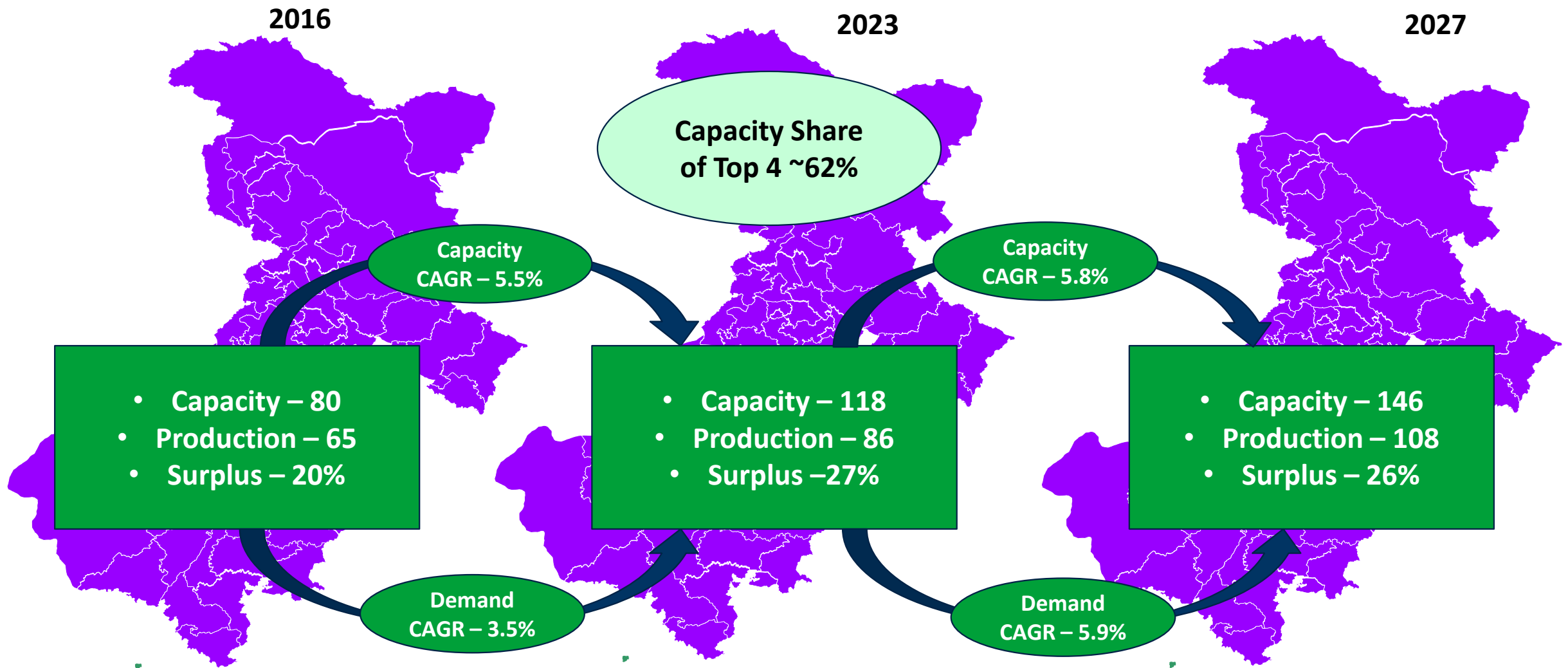
^ North zone is a net exporter to Central & West zones

*Based on sectoral reports, industry estimates

*North Zone- J&K, Punjab, Haryana, Himachal, Delhi, Uttarakhand and Rajasthan



Trends in Demand Growth & Capacity Addition (North)



Cement Demand Supply Gap (West Zone)^

Qty. Mn. MT

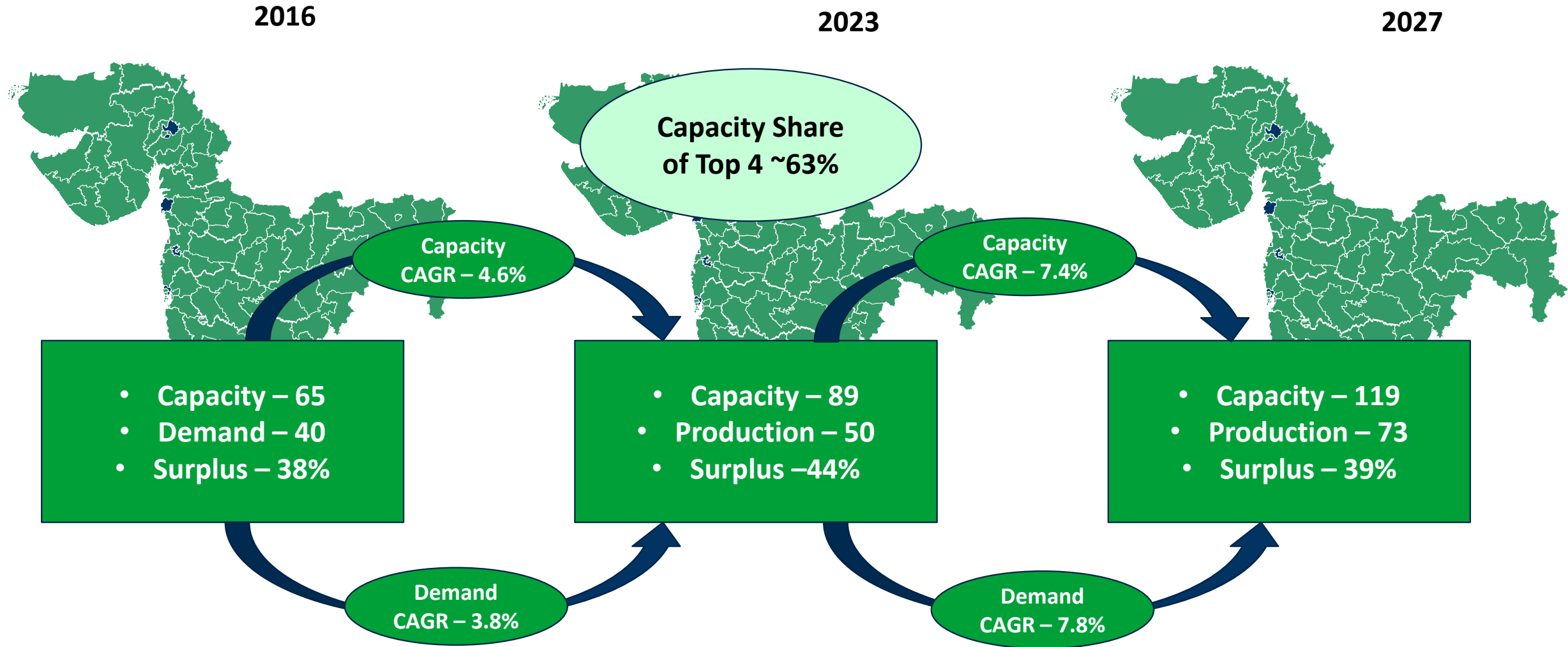
Sl.no	Particulars	Actual		Projections			
		2021 - 22	2022 - 23	2023 - 24	2024 - 25	2025 - 26	2026 - 27
1	Installed Capacity	82	89	92	101	113	119
2	Capacity Additions during the yr.	10	4	1	17	6	6
3	Cement Production	45	50	53	57	69	73
4	Demand Growth %	12	9	9	7	8	8
5	Domestic Demand	65	71	77	82	89	96
6	Net Imports from Other Zones	20	21	24	25	20	23
7	Capacity Utilisation	55%	56%	58%	56%	61%	61%
^ West zone is a net importer from North and South zones							

*Based on sectoral reports, industry estimates

*West Zone- Gujarat & Maharashtra



Trends in Demand Growth & Capacity Addition (West)



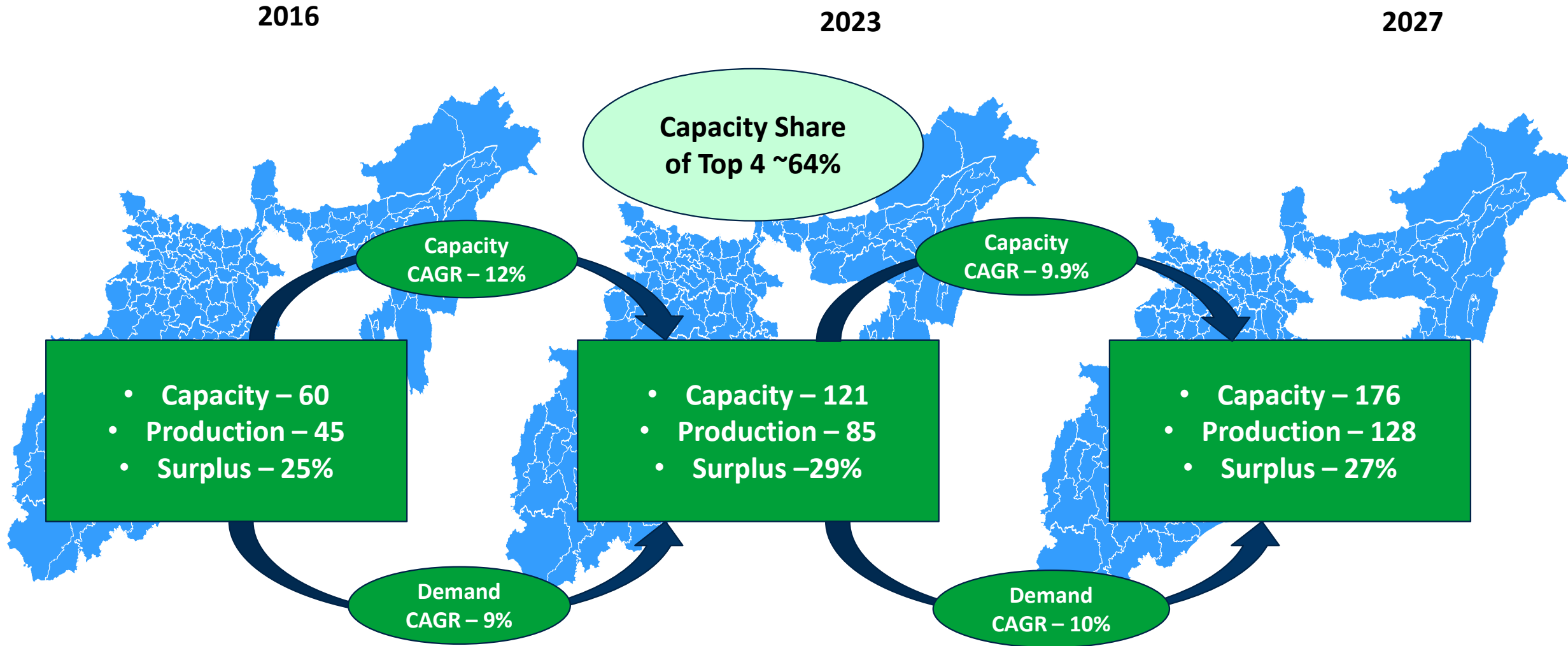
Cement Demand Supply Gap (East Zone)^

Qty. Mn. MT

Sl.no	Particulars	Actual		Projections			
		2021 - 22	2022 - 23	2023 - 24	2024 - 25	2025 - 26	2026 - 27
1	Installed Capacity	113	121	133	151	166	176
2	Capacity Additions during the yr.	6	9	15.2	20.6	10	10
3	Cement Production	76	85	94	105	116	128
4	Demand Growth %	16	14	12	9	10	9
5	Domestic Demand	86	98	110	120	132	144
6	Net Imports from Other Zones	10	13	16	15	16	16
7	Capacity Utilisation	67%	70%	71%	70%	70%	73%

^ East zone is a net importer from South & Central zones

Trends in Demand Growth & Capacity Addition (East)



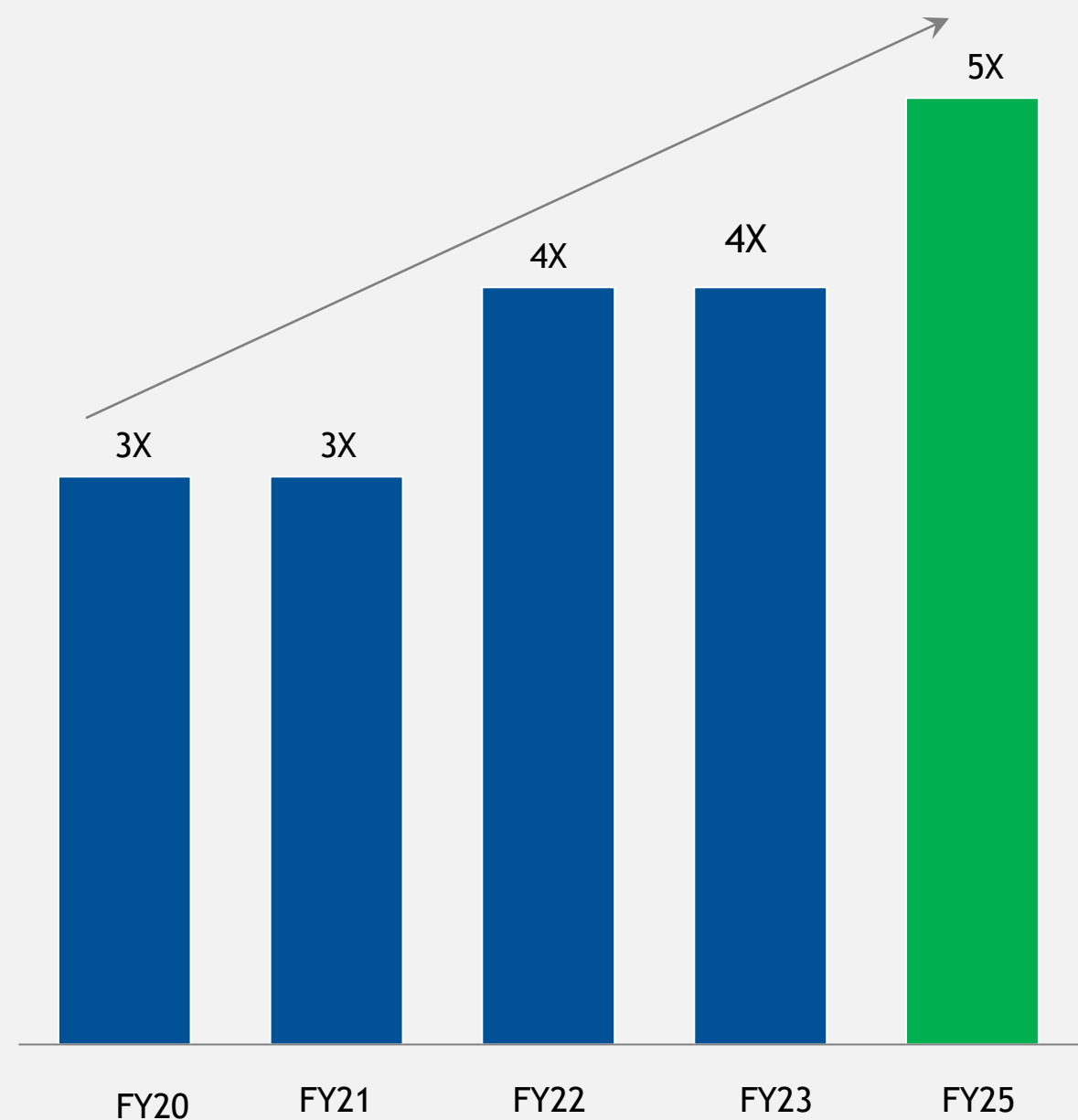
ESG Initiatives





Water Positivity Index

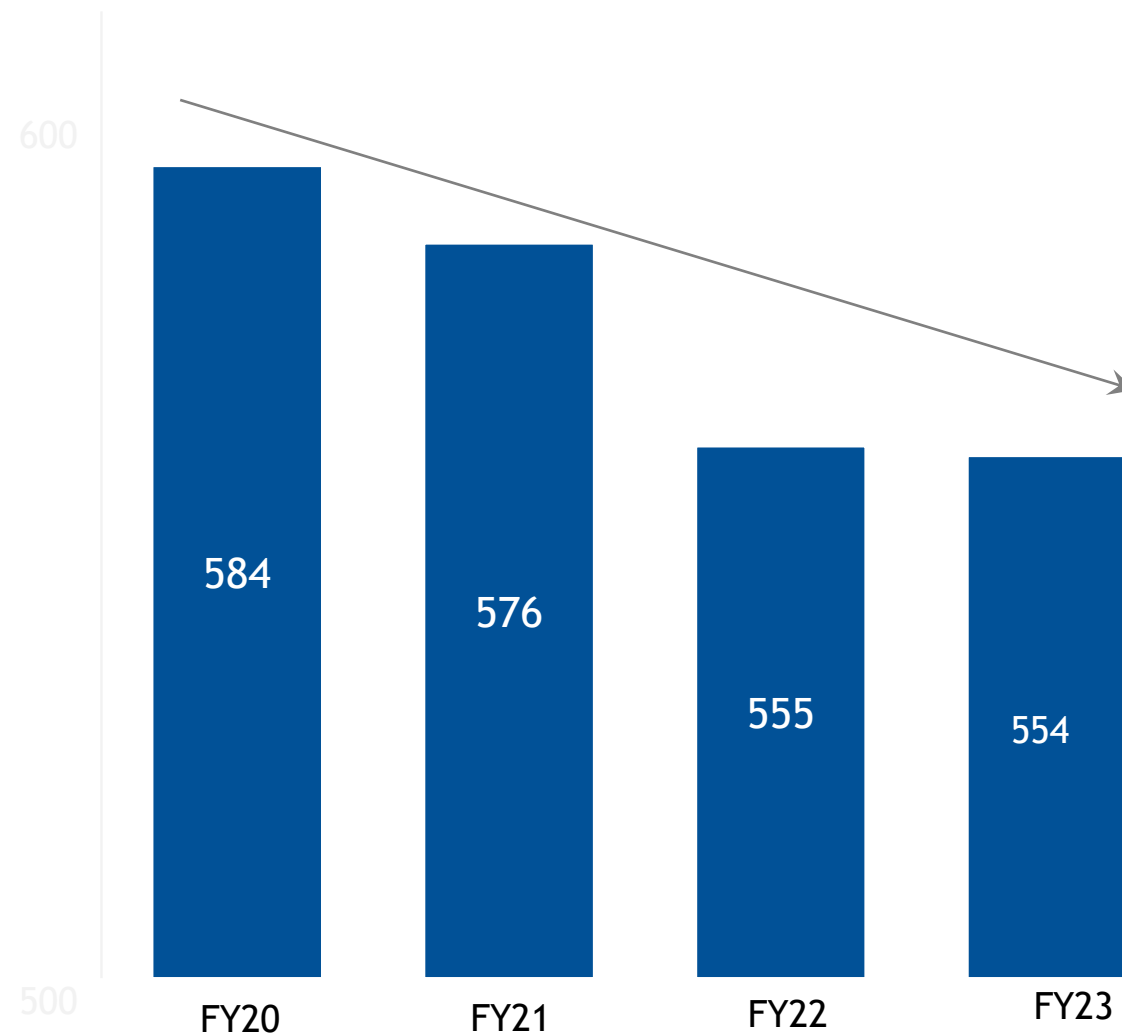
Target of becoming 5 times water positive by FY25





GHG emission of JK Lakshmi Cement for last three financial years

Net CO2 (Kg/ton Cement Equivalent)



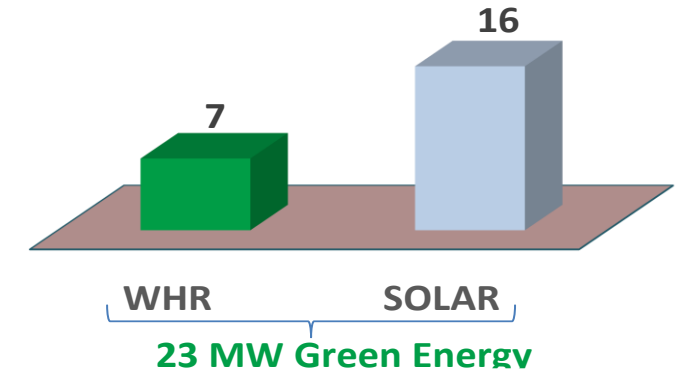
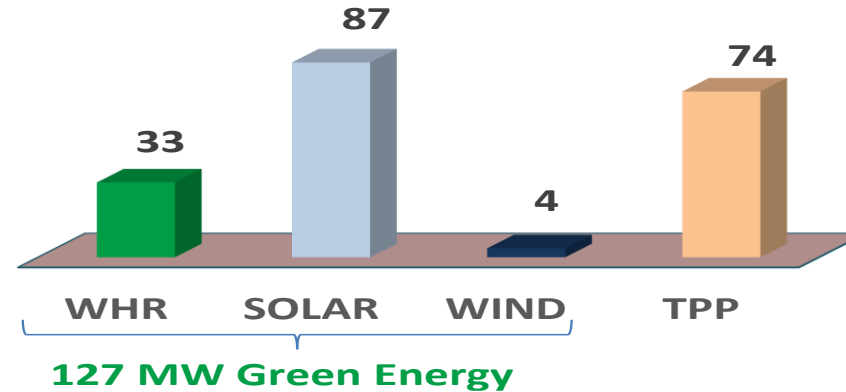
Green Power



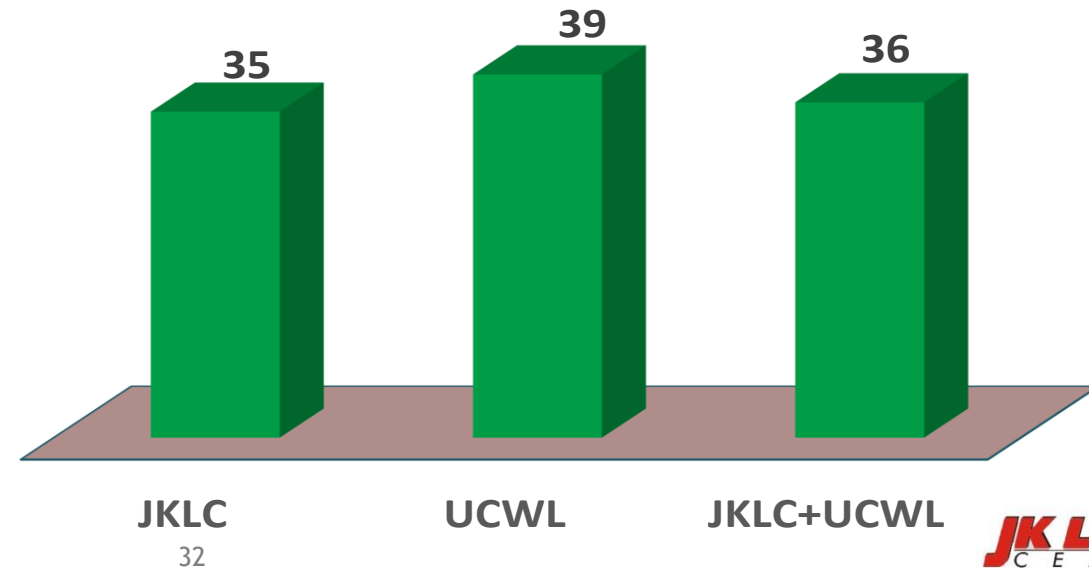
Share of Renewable Energy in Total Installed Captive Power Capacity (MW) at JK Lakshmi Cement and UCWL

JKLC - Captive Power (198 MW)

UCWL - Captive Power (23 MW)



Share of Green Energy in Total Power Requirement



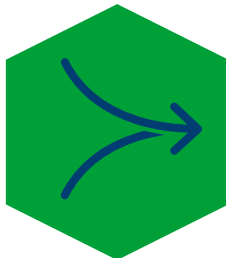
Increasing Thermal Substitution Rate



In FY23, JKLC has achieved a TSR% of 4.1%



To enhance the TSR%, we have ordered pre & co processing facilities



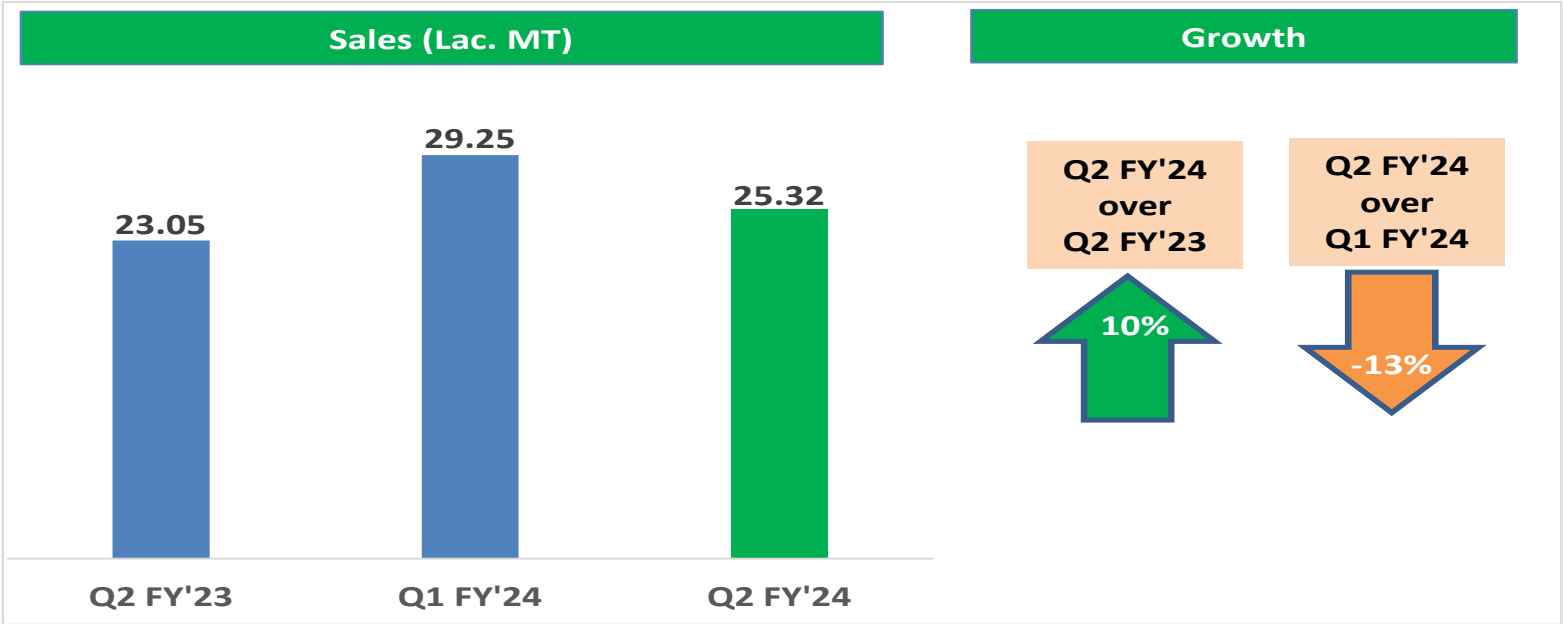
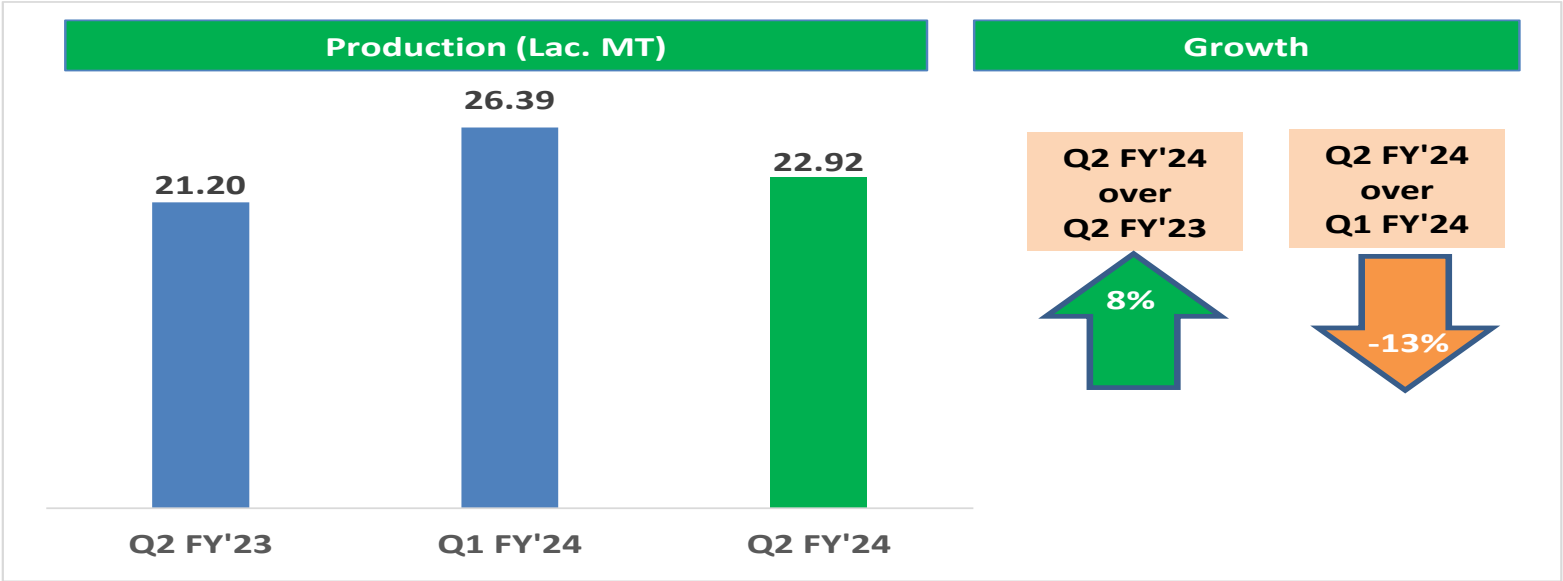
TSR% to be increased to 20% at JKLC FY 30



J K Lakshmi Cement: Operational & Financial Performance Q2FY24

JKLC
Growth
Q2 FY'24

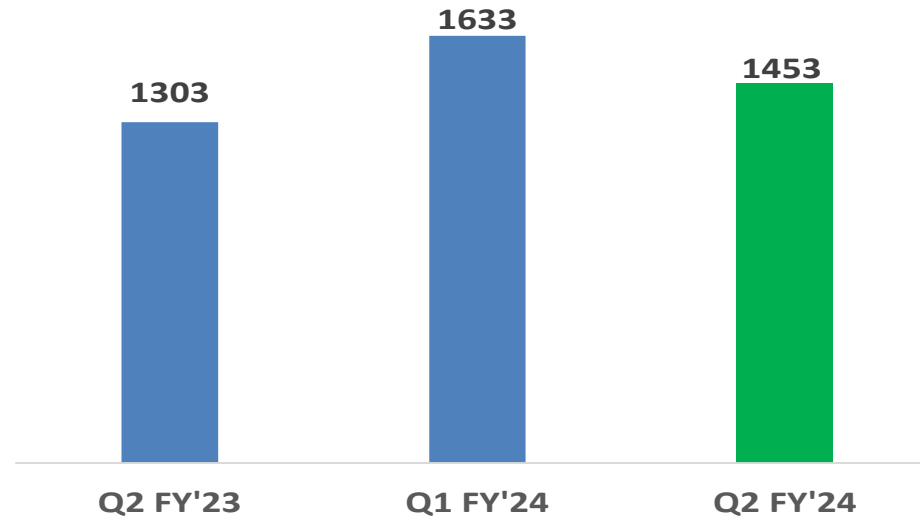
Volume (Lac. Ton)



Financial Highlights

JKLC
Growth
Q2 FY'24

Net Sales (Rs. in Crore)



Growth

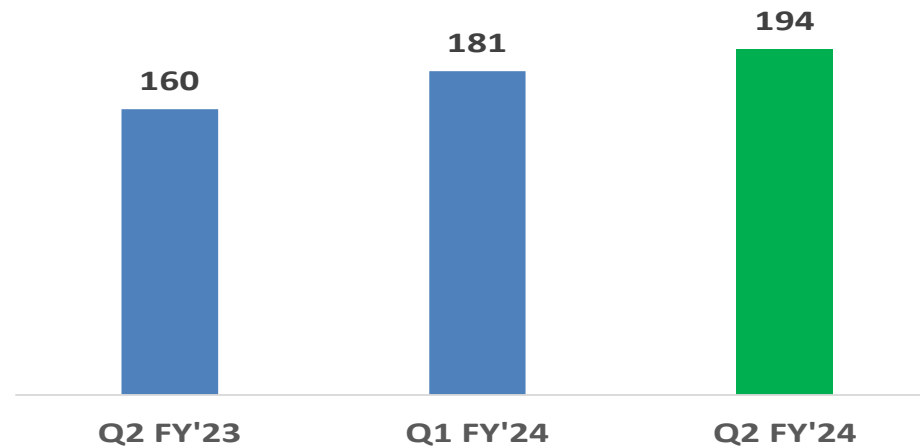
Q2 FY'24
over
Q2 FY'23



Q2 FY'24
over
Q1 FY'24

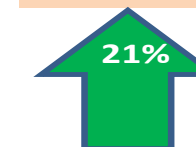


EBIDTA (Rs. in Crore)

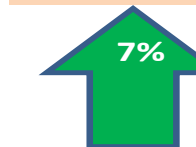


Growth

Q2 FY'24
over
Q2 FY'23



Q2 FY'24
over
Q1 FY'24



Capacity Utilisation

Particulars	Apr.18 - Mar.19 (12M)	Apr.19 - Mar.20 (12M)	Apr.20 - Mar.21 (12M)	Apr.21 - Mar.22 (12M)	Apr.22 - Mar.23 (12M)	Apr.23 - Sept.23 (6M)
All India	84%	78%	57%	64%	67%	68%
North + Gujarat Zone	75%	63%	52%	63%	65%	66%
JK Lakshmi Cement - North/West	81%	75%	77%	86%	86%	84%
East Zone	74%	63%	48%	67%	70%	70%
JK Lakshmi Cement - East	99%	77%	78%	72%	81%	85%
JK Lakshmi Cement -Overall	85%	75%	78%	82%	85%	84%

% Growth

Demand/Despatches

Particulars	% Growth					
	Apr.18 - Mar.19 (12M)	Apr.19 - Mar.20 (12M)	Apr.20 - Mar.21 (12M)	Apr.21 - Mar.22 (12M)	Apr.22 - Mar.23 (12M)	Apr.23 - Sept.23 (6M)
All India	13%	-1%	-7%	14%	10%	11%
North + Gujarat Zone	8%	-12%	-10%	14%	10%	9%
JK Lakshmi Cement - North/West	11%	-3%	5%	13%	2%	1%
East Zone	14%	-6%	-7%	16%	14%	15%
JK Lakshmi Cement - East	19%	-10%	15%	-7%	20%	23%
JK Lakshmi Cement - Overall	13%	-5%	8%	7%	7%	7%



Region-wise Cement Sales – North/West (JKLC)

Regions	2018-19 (12M)	2019-20 (12M)	2020-21 (12M)	2021-22 (12M)	2023-24 (6M)
	% sales	% sales	% sales	% sales	% sales
Gujarat/Maharashtra	43	39	37	39	50
Rajasthan / MP	28	35	38	40	33
North	29	26	25	21	17

Region-wise Cement Sales – East (JKLC)

Regions	2018-19 (12M)	2019-20 (12M)	2020-21 (12M)	2021-22 (12M)	2022-23 (12M)	2023-24 (6M)
	% sales	% sales	% sales	% sales	% sales	% sales
Chhattisgarh	54	50	42	41	41	40
Odisha	19	22	25	26	25	24
Madhya Pradesh	10	11	13	15	14	10
Maharashtra	8	8	9	10	8	7
Others	9	9	11	8	12	18

JKLC - Financial Highlights - For 3 Months ended 30.09.2023

Sl. No.	Particulars	Unit	For 3 Months ended		Incr./Decr.(-)	
			30.09.2023	30.09.2022	Figures	%
1	Net Sales	Rs. in Cr.	1453	1303	150	12%
2	PBIDT (after Other Income)	Rs. in Cr.	194	160	34	21%
3	PBDT	Rs. in Cr.	171	137	33	24%
4	PBT (after Exceptional Items)	Rs. in Cr.	123	89	34	38%
5	PAT	Rs. in Cr.	83	59	24	41%
6	Total CI after Tax	Rs. in Cr.	83	60	23	39%
7	OPM (on Net Sales)	%	12%	11%		1%

JKLC - Financial Highlights - For 6 Months ended 30.09.2023

Sl. No.	Particulars	Unit	For 6 Months ended		Incr./Decr.(-)	
			30.09.2023	30.09.2022	Figures	%
1	Net Sales	Rs. in Cr.	3086	2854	232	8%
2	PBIDT (after Other Income)	Rs. in Cr.	375	384	-9	-2%
3	PBDT	Rs. in Cr.	329	337	-8	-2%
4	PBT (after Exceptional Items)	Rs. in Cr.	235	242	-7	-3%
5	PAT	Rs. in Cr.	158	160	-2	-1%
6	Total CI after Tax	Rs. in Cr.	158	161	-4	-2%
7	OPM (on Net Sales)	%	11%	12%		-1%

Financial Highlights - For 3 Months ended 30.09.2023 - Consolidated

Sl. No.	Particulars	Unit	For 3 Months ended		Incr./Decr.(-)	
			30.09.2023	30.09.2022	Figures	%
1	Net Sales	Rs. in Cr.	1575	1374	201	15%
2	PBIDT (after Other Income)	Rs. in Cr.	231	184	48	26%
3	PBDT	Rs. in Cr.	198	150	48	32%
4	PBT (after Exceptional Items)	Rs. in Cr.	141	93	48	51%
5	PAT	Rs. in Cr.	96	62	34	55%
6	Total CI after Tax	Rs. in Cr.	96	62	33	53%
7	OPM (on Net Sales)	%	14%	12%		2%



Financial Highlights - For 6 Months ended 30.09.2023 - Consolidated

Sl. No.	Particulars	Unit	For 6 Months ended		Incr./Decr.(-)	
			30.09.2023	30.09.2022	Figures	%
1	Net Sales	Rs. in Cr.	3305	3028	277	9%
2	PBIDT (after Other Income)	Rs. in Cr.	439	447	-9	-2%
3	PBDT	Rs. in Cr.	372	378	-6	-2%
4	PBT (after Exceptional Items)	Rs. in Cr.	260	265	-6	-2%
5	PAT	Rs. in Cr.	176	177	-1	-1%
6	Total CI after Tax	Rs. in Cr.	175	178	-3	-2%
7	OPM (on Net Sales)	%	13%	14%		-1%

JKLC
Standalone
Balance Sheet

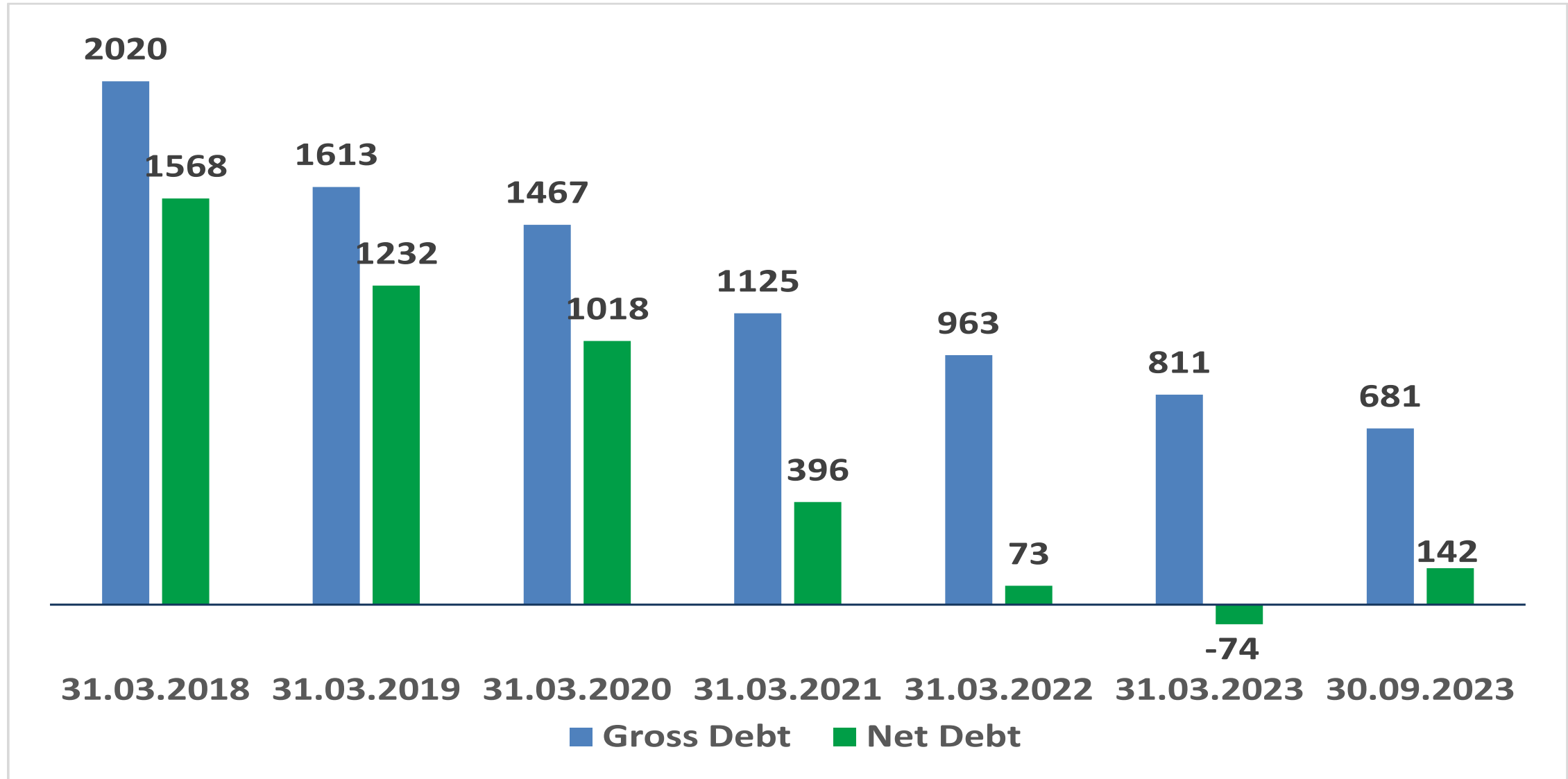
Sl. No.	Particulars	As at	
		30.09.2023	31.03.2023
A	ASSETS		
(1)	Non-current Assets		
(a)	Net Fixed Assets	2808	2772
(b)	Investments	800	414
(c)	Other Non-Current Assets	120	142
		3728	3328
(2)	Current Assets		
(a)	Current Assets	988	998
(b)	Cash and Cash Equivalent	539	886
		1527	1883
	TOTAL ASSETS	5255	5211
B	EQUITY AND LIABILITIES		
(1)	EQUITY (NET WORTH)	2837	2724
(2)	LIABILITIES		
(I)	Borrowings		
(a)	- Long Term	426	530
(b)	- Short Term	255	281
	- Total	681	811
(II)	Other Liabilities	1737	1676
	TOTAL EQUITY AND LIABILITIES	5255	5211

JKLC
Consolidated
Balance Sheet

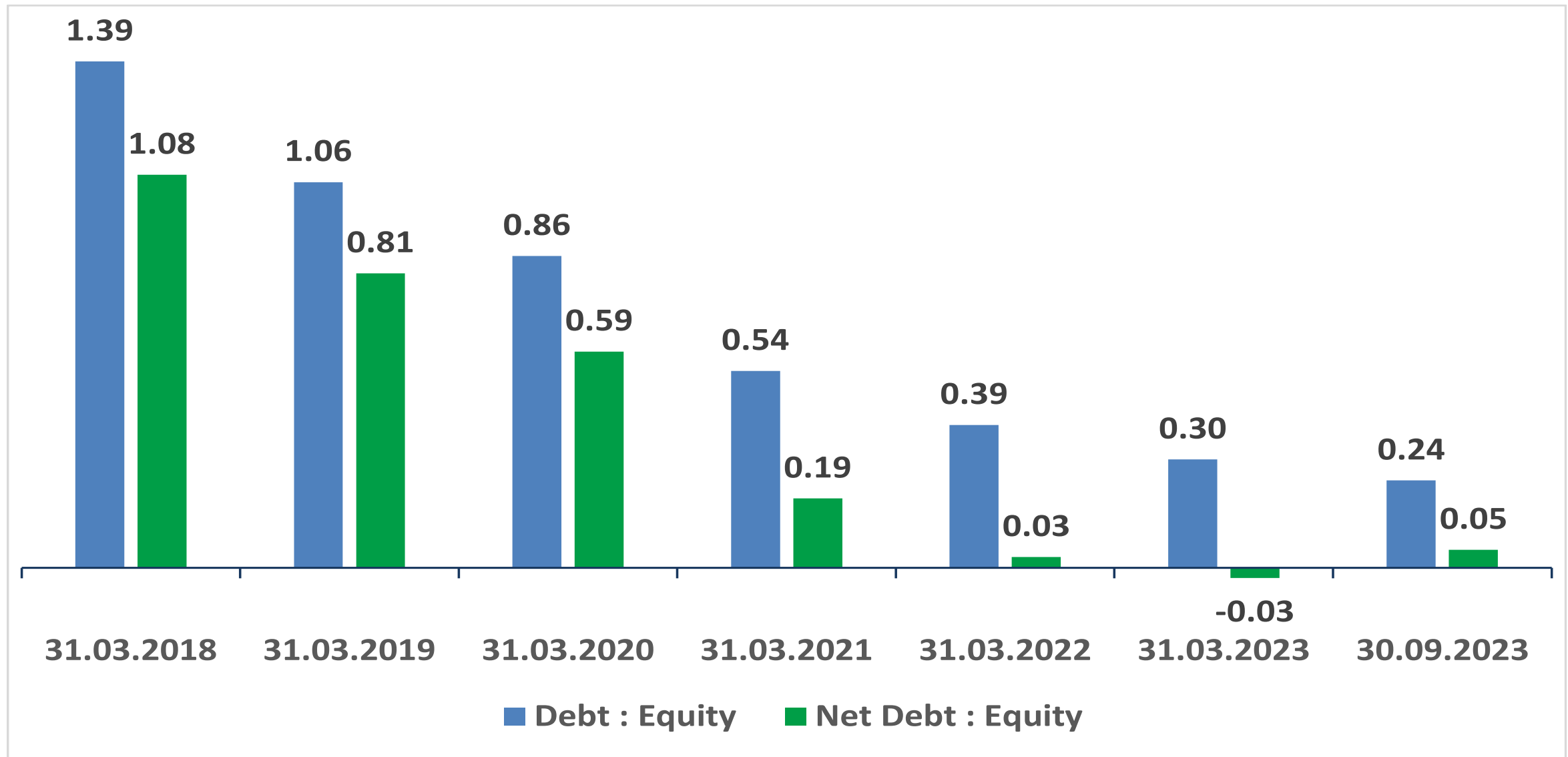
Sl. No.	Particulars	As at	
		30.09.2023	31.03.2023
A	ASSETS		
(1)	Non-current Assets		
(a)	Net Fixed Assets	4791	4417
(b)	Investments	15	15
(c)	Other Non-Current Assets	215	183
		5021	4616
(2)	Current Assets		
(a)	Current Assets	1156	1034
(b)	Cash and Cash Equivalent	799	891
		1955	1925
	TOTAL ASSETS	6976	6541
B	EQUITY AND LIABILITIES		
(1)	EQUITY (NET WORTH)	3070	2841
(2)	LIABILITIES		
(I)	Borrowings		
(a)	- Long Term	1599	1503
(b)	- Short Term	376	343
	- Total	1975	1846
(II)	Other Liabilities	1931	1854
	TOTAL EQUITY AND LIABILITIES	6976	6541

Gross and Net Debt - JKLC Standalone

Rs. in Crore

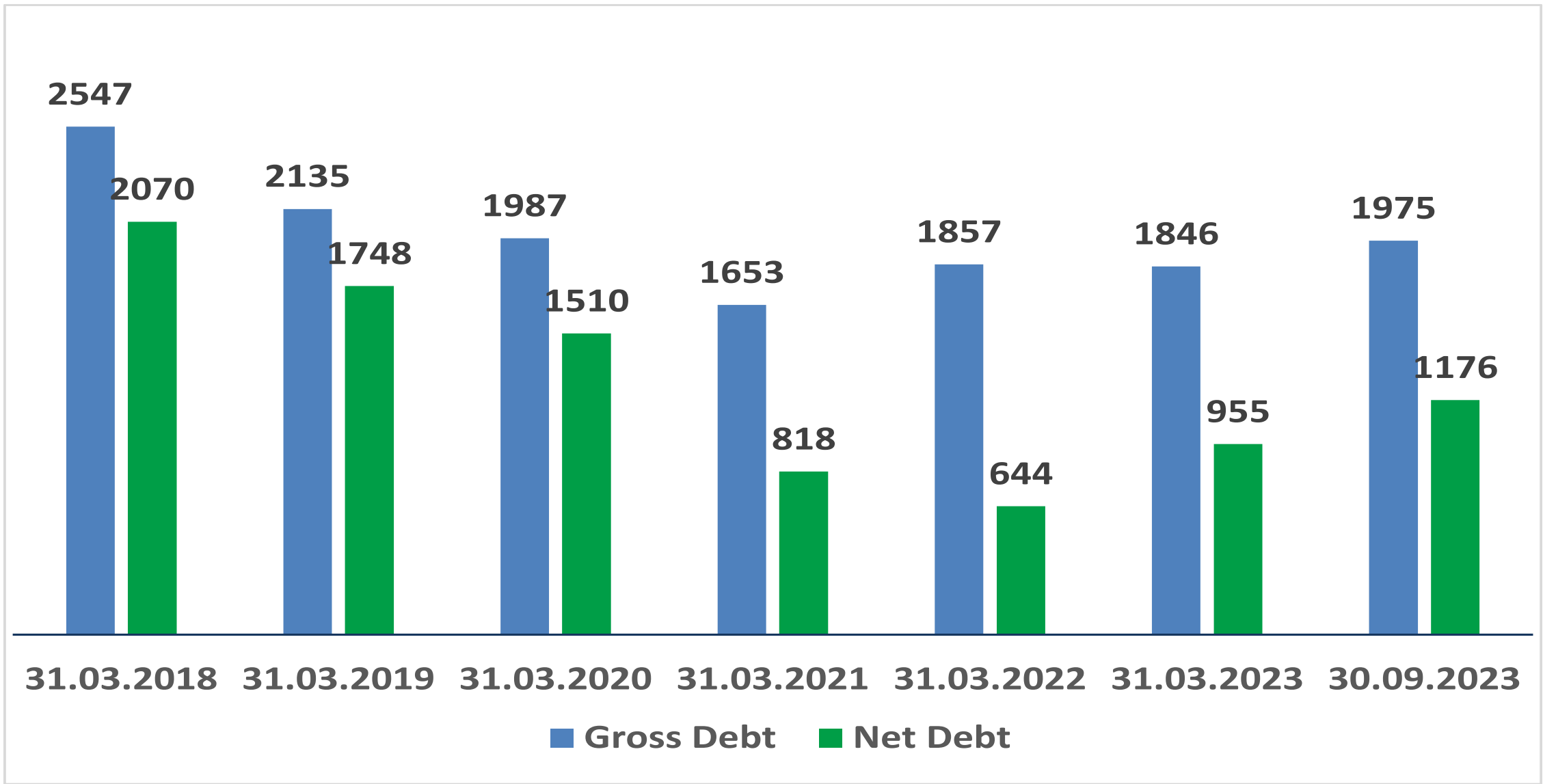


Debt : Equity - JKLC Standalone

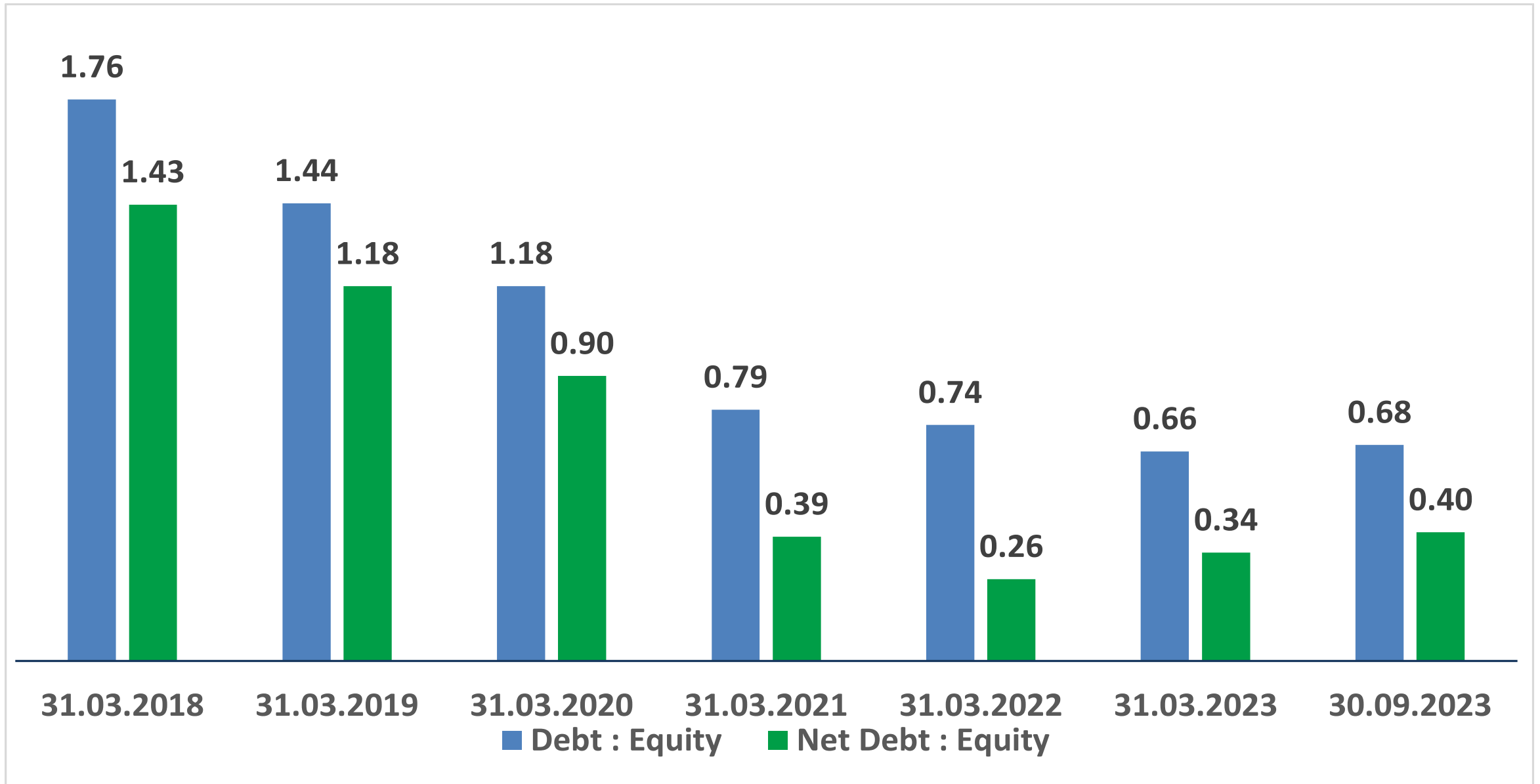


Gross and Net Debt - JKLC Consolidated

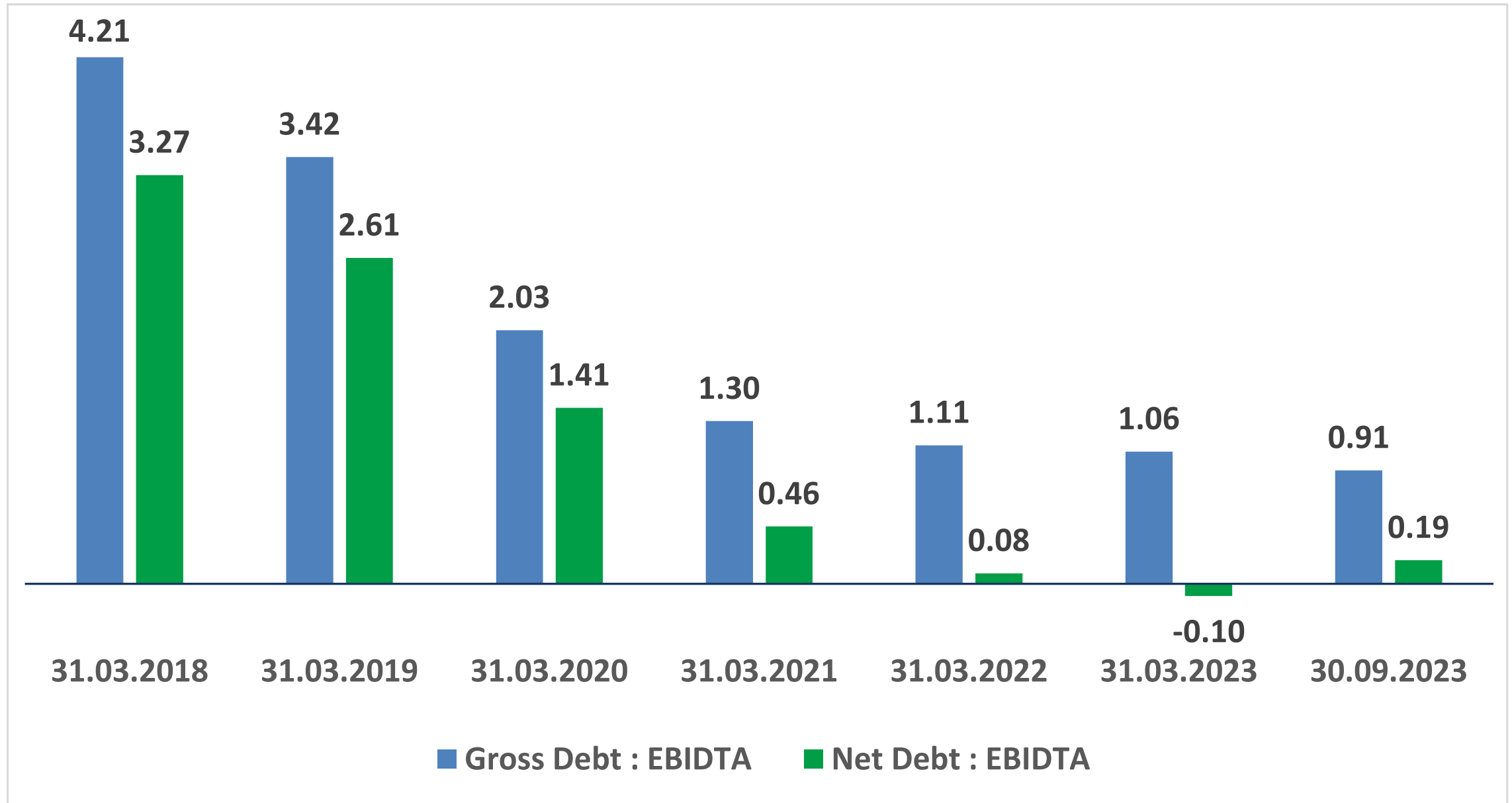
Rs. in Crore



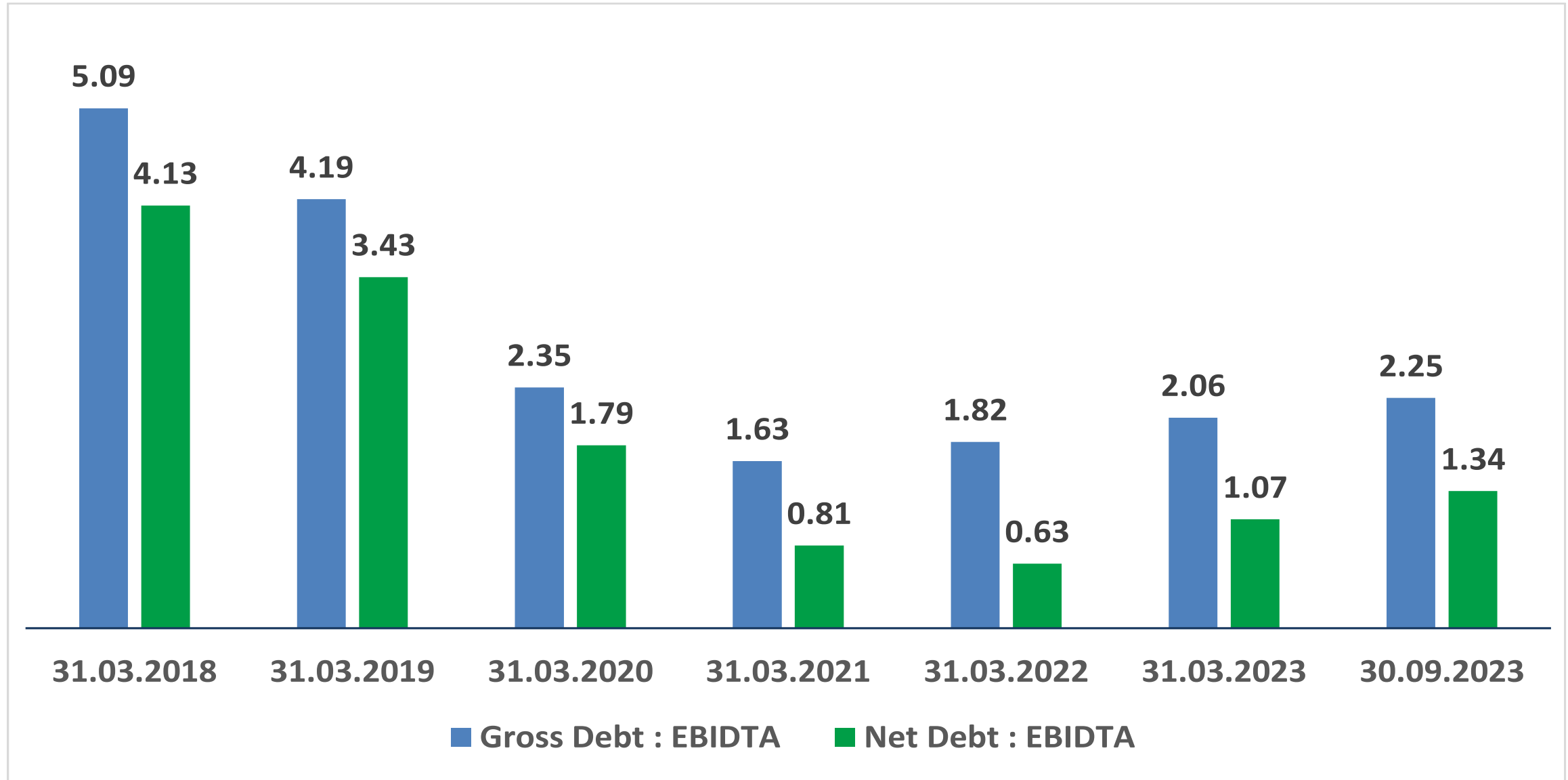
Debt : Equity - JKLC Consolidated



Gross and Net Debt to EBIDTA - JKLC Standalone



Gross and Net Debt to EBIDTA - JKLC Consolidated



CAPEX

2.50 Mn. Ton Expansion Project at UCWL



Sl. No.	Particulars	Rs. Cr.
1	- Capacity - Clinker (Lac. Ton) - Capacity - Cement (Lac. Ton)	15.00 25.00
2	Project Cost	1650
3	Expected Commissioning	March'24

Sl. No.	Financing of Project	Rs. Cr.
1	- Internal Accrual 100 - Rights Issue 450	550
2	Term Loan	1100
3	Debt : Equity Ratio	2 : 1

JKLC

Shareholding
Pattern

As on
30.09.2023

I	Promoters & Promoter Group	46.31%
II	FII's, MFs, Banks etc.	38.16%
III	Public	15.53%
	Total	100.00%
I	Total Share Capital (Rs. Cr.)	58.85
II	Total No. of Shares (Cr.) (Face Value Rs. 5/- each)	11.77

UCWL

Shareholding
Pattern

As on
30.09.2023

I	Promoters & Promoter Group	75.00%
II	FII's, MFs, Banks etc.	0.15%
III	Public	24.85%
	Total	100.00%
I	Total Share Capital (Rs. Cr.)	224.22
II	Total No. of Shares (Cr.) (Face Value Rs. 4/- each)	56.05

JKLC

Shareholder's Friendly
Initiatives

Consistent Dividend Payout Ratio

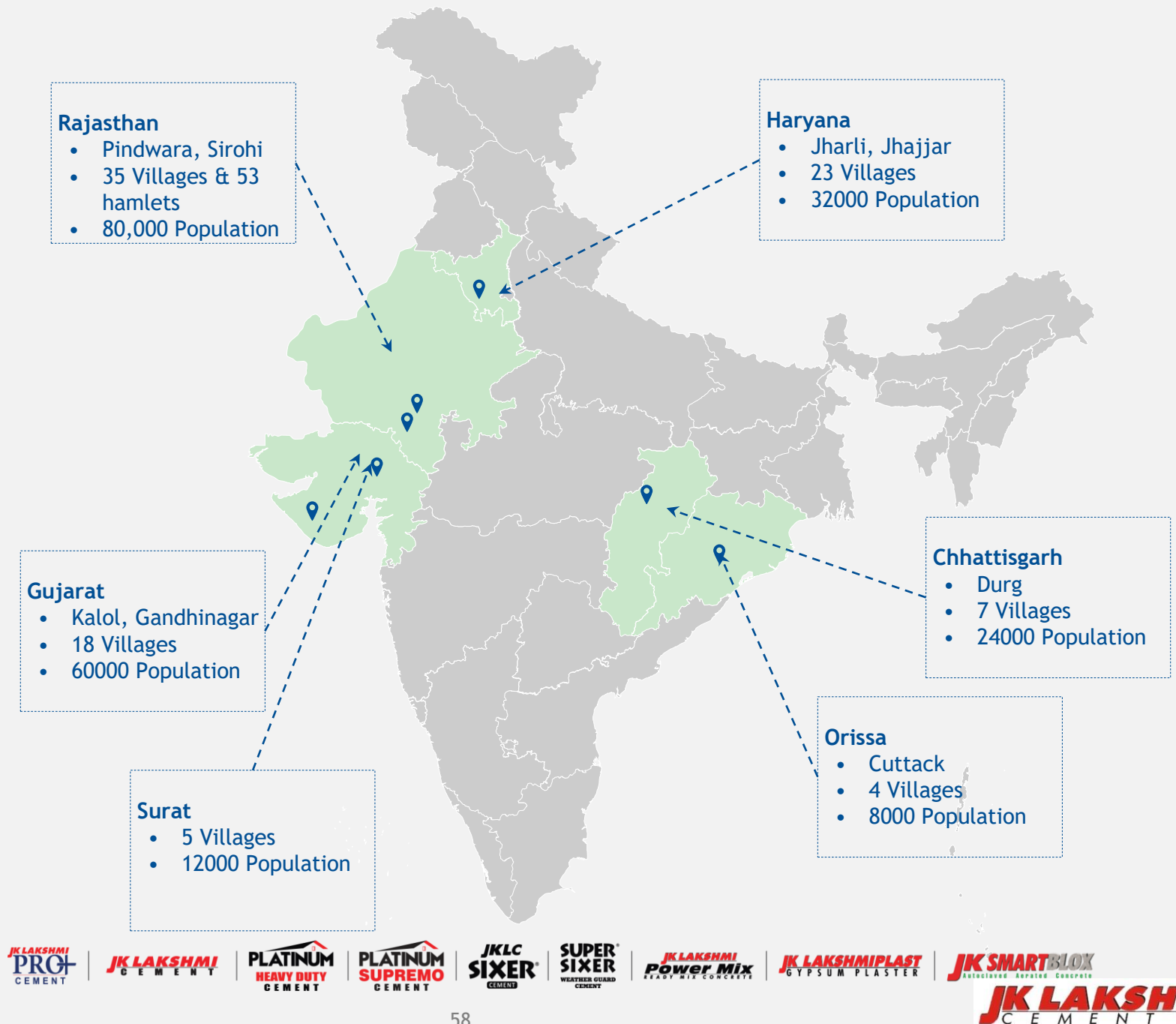
- 13% for FY 2023.
- 14% for FY 2022.
- 12% for FY 2021.
- 15% for FY 2020.
- 13% for FY 2019.
- 13% for FY 2018.
- 13% for FY 2017.
- 56% for FY 2016.
- 30% for FY 2015.
- 30% for FY 2014.
- 21% Average for last 10 Years

Corporate Social Responsibility



Our CSR Footprints & Population Coverage -

Directly Impacting more
than 2.25 L people



Our CSR Vision

To strengthen community relationship and to bring sustainable change in quality of life of neighborhood community through innovative solutions in Health, Education, Livelihoods and Rural Development.

Health, Water & Sanitation



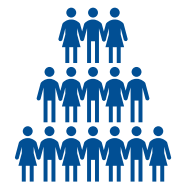
Education



Livelihood & Skill Development



Rural Development



JK LAKSHMI
PRO+
CEMENT

JK LAKSHMI
CEMENT

PLATINUM
HEAVY DUTY
CEMENT

PLATINUM
SUPREMO
CEMENT

JKLC
SIXER
CEMENT

SUPER
SIXER
WEATHER GUARD
CEMENT

JK LAKSHMI
Power Mix
READY MIX CONCRETE

JK LAKSHMIPLAST
GYPSUM PLASTER

JK SMARTBLOX
AUTOCURED ADAPTED CONCRETE

Health & Education Projects



Promoting Multiple Livelihoods



"Powered by" **JK LAKSHMI CEMENT LTD.**

"Implemented by" **Head Held High**

Youth Empowerment Programme

JK LAKSHMI AAJIVIKA PROJECT



JKLC CSR has been recognized through multiple awards



Sirohi unit received “Outstanding Performance in CSR Excellence Trophy-2021” by The Employers Association of Rajasthan



Durg unit received “8th Greentech CSR Award 2021 for Outstanding Achievement in Promotion of Health Care” by Greentech Foundation, New Delhi



Jhajjar unit received ““Indian CSR Award for Best Women Employment Initiative of the Year (Corporate), 2022.”” by Greentech Foundation, New Delhi

Way Forward - JKLC

- **Project for Capacity Expansion of 2.50 Mn. Ton at UCWL being implemented.**
- **Putting up Solar Power Plants at Sirohi, Durg & UCWL for further Power Cost reduction.**
- **Logistic Cost Optimization with Subsidiary UCWL.**
- **% of Premium Products continuously increase.**
- **Premium Cement sale to increase in all Markets.**

Way Forward - JKLC

- The Company has deep penetration in rural markets.
- Short Term rating continues at **A1+ (highest possible rating) (CRISIL & CARE).**
- Long Term rating is 'AA' by CRISIL and CARE.
- Efficiency Parameters amongst best in Industry.
- One of the Least Cost Producer of Cement in Industry.
- Key Financial Ratios well within accepted Norms.
- Has Become a PAN India Player (Barring South) with a Capacity of 14 Mn. MT & would be about 18 Mn.MT by FY'25.



Thank you

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