



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



**Presentation to Investors
March'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**



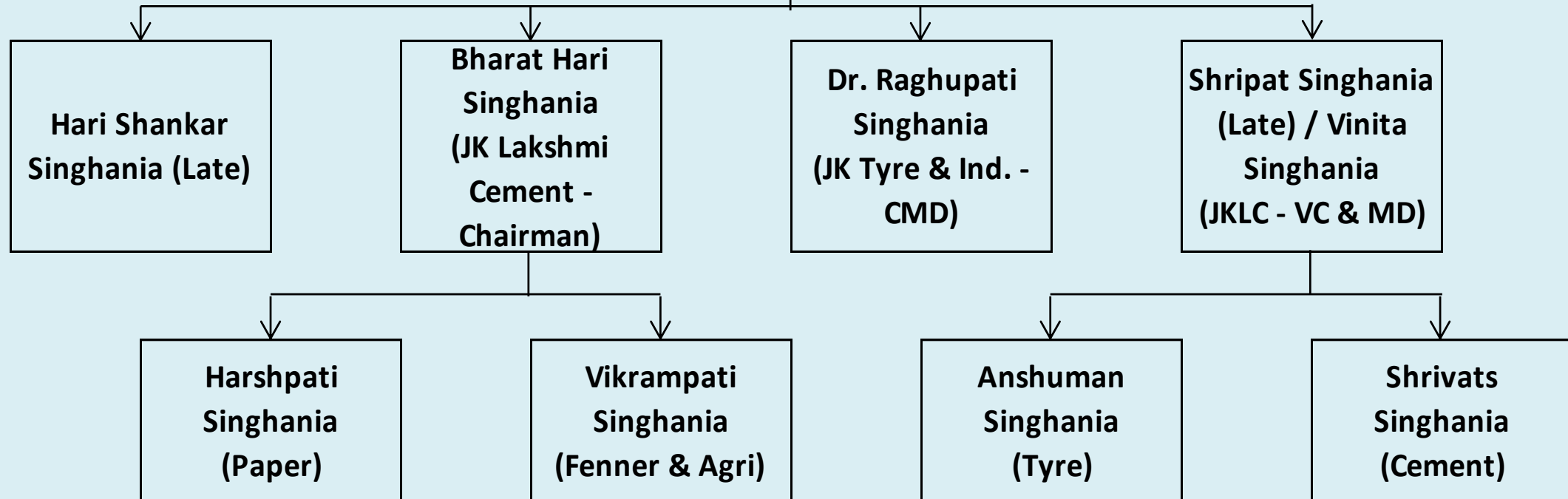
JK Organisation



JK Organisation – Eastern Zone



**Lakshmi Pat
Singhania (Late)**



Prominent Businesses of JK Eastern Zone Group

Paper



Rs. Cr.	
Revenue	4256

Cement



Rs. Cr.	
Revenue	5420

Tyre



Rs. Cr.	
Revenue	11983

Agri Genetics



Rs. Cr.	
Revenue	246

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	1051

Unlisted Co.

Dairy Products



Rs. Cr.	
Revenue	204

Education



Defence Electronics



Hospital & Health services



Clinical Research



Revenue is for FY 2021-22



JK Organisation - Eastern Zone Companies.



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



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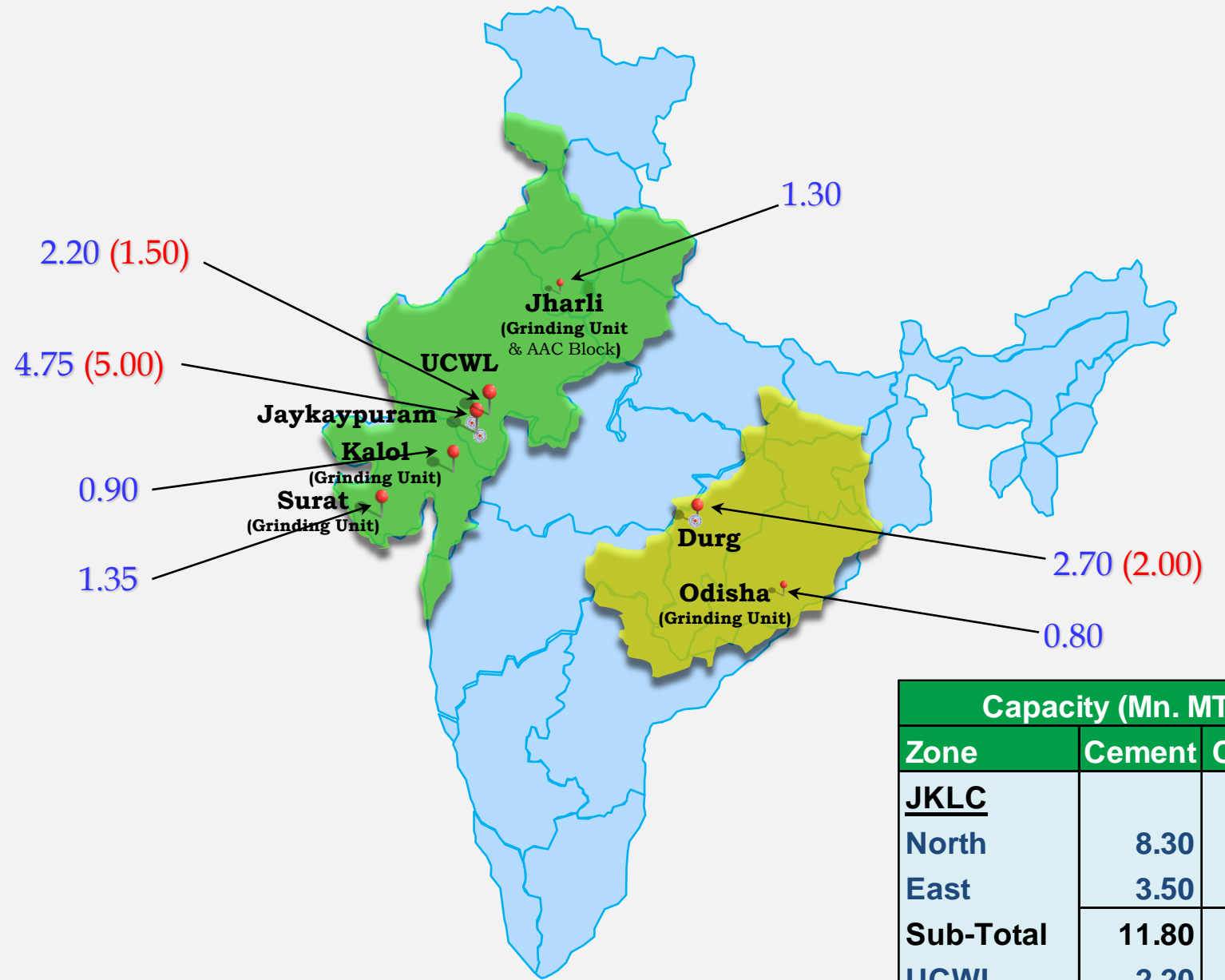
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JK Lakshmi Cement Overview



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

Vision | Mission | Core Values



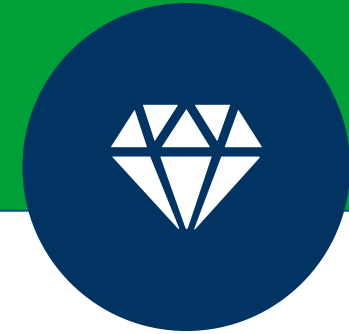
Vision

- To be a profitably growing innovative and caring company
- To become a significantly relevant player in the mind of consumers



Mission

- Achieve Operational Excellence
- Be a workplace of choice - Attract, Retain and Grow Talent Pool of change leaders
- Achieve growth in Sales & Profit, higher than comparable sized players
- Create superior value for the customers through Premium Products & Brand Positioning
- Continuously enhance shareholders' wealth and be a Preferred Portfolio among investors
- Be a socially responsible corporate citizen



Core Values

- Caring for people
- Integrity including intellectual honesty, openness, fairness & trust
- Commitment to excellence

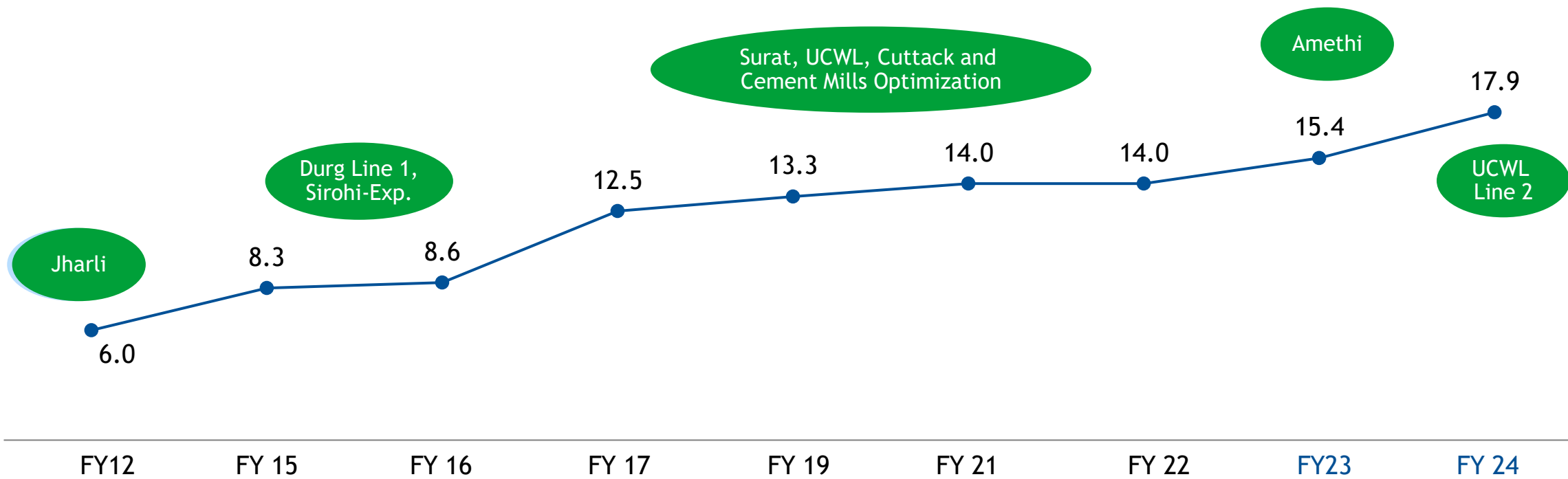
J K Lakshmi Cement & Udaipur Cement Works - Product Portfolio

BUILDING HOMES. BUILDING NATION.



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

Capacity in Million MTPA



Macro- Indicators



Macro Indicators - Indian Economy

**Indian Economy -
A ray of hope amidst global gloom**

- 1 Despite fears of global recession, the economy grew above 8% in 2022 and is projected to grow ~7% in 2023
- 2 Pace of construction in infrastructure gains momentum post Covid waves
- 3 Focus on completion of unfinished housing projects under PMAY- both rural and urban
- 4 Inventory of finished housing stocks in major cities on decline
- 5 Monsoon has been ~7% higher than normal and should support rural demand
- 6 Increasing public debt of major states - a reason to worry on long term sustainability of infra growth

GDP %tage

	2021	2022	2023
Asia	6.5	4.9	5.1
Advanced Asian Economies	3.6	2.7	2.7
Australia	4.7	4.2	2.5
New Zealand	5.6	2.7	2.6
Japan	11.6	2.4	2.3
Hong Kong	6.4	0.5	4.9
Korea	4.0	2.5	2.9
Taiwan Province China	6.3	3.2	2.9
Singapore	7.6	4.0	2.9
Asian Emerging Market and Developing Economies	7.3	5.4	5.6
Bangladesh	5.0	6.4	6.7
Brunei Darussalam	-0.7	5.8	5.9
Cambodia	2.2	5.1	5.9
China	8.1	4.4	5.1
India	8.9	8.2	6.9
Indonesia	3.7	5.4	6.0
Lao P.D.R	2.1	3.2	3.5
Malaysia	3.1	5.6	5.5
Myanmar	-17.9	1.6	3.0
Mongolia	1.4	2.0	7.0
Nepal	2.7	4.1	6.1
Phillipines	5.6	6.5	6.3
Sri Lanka	3.6	2.6	2.7
Thailand	1.6	3.3	4.3
Vietnam	2.6	6	7.2
Pacific Island countries and other small states	4.2	4.7	5.4

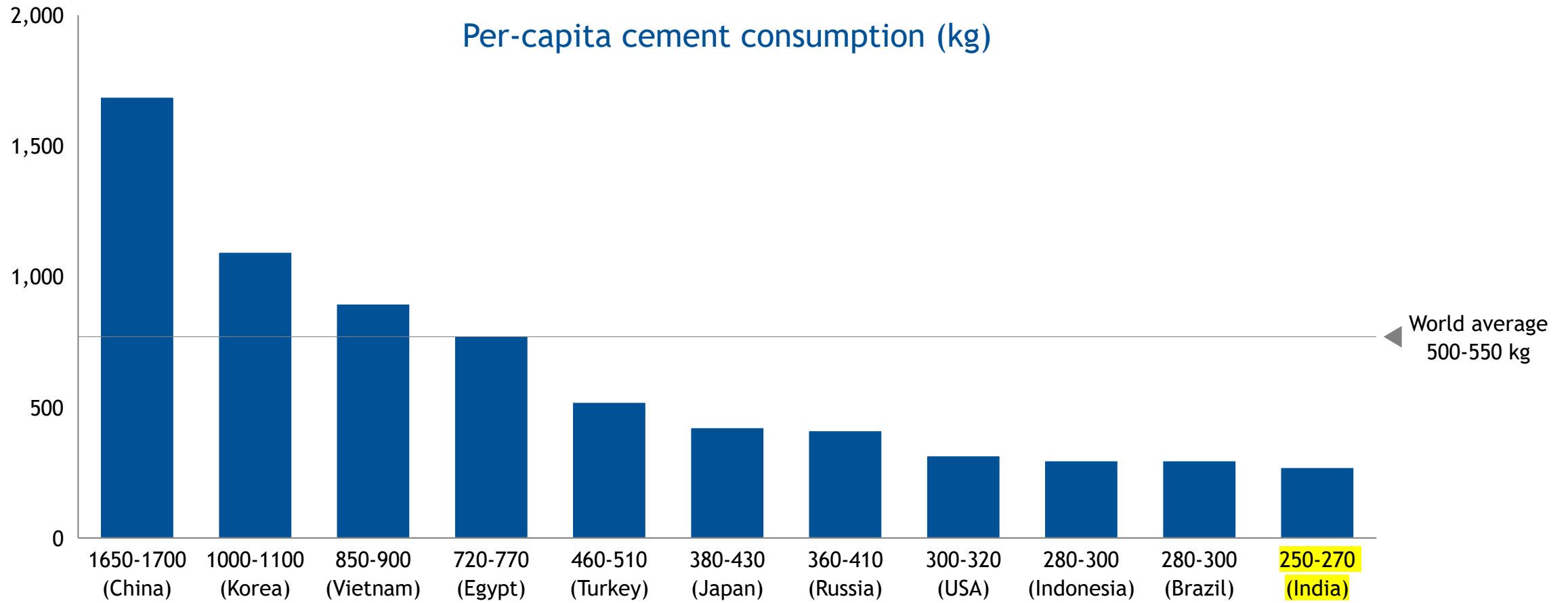
Source IMF World Economic Outlook Database, April 2022



Indian Cement Sector



Indian Cement Industry- Under penetrated market



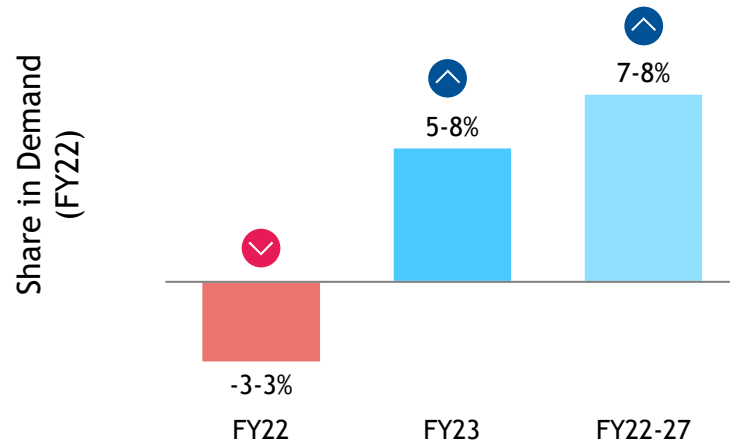
Data Source - Research reports



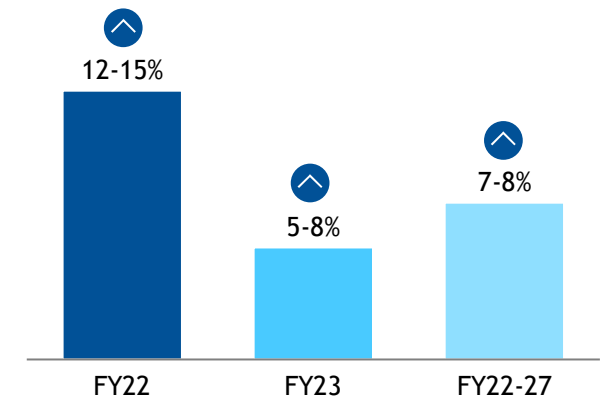
Segment wise cement consumption

Data Sources - CRISIL

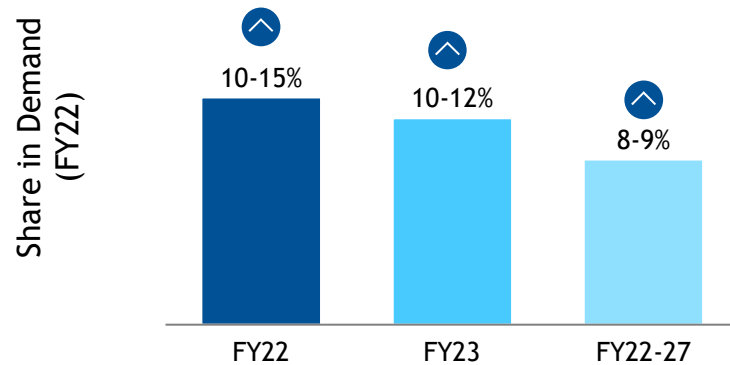
Rural housing 35-37%



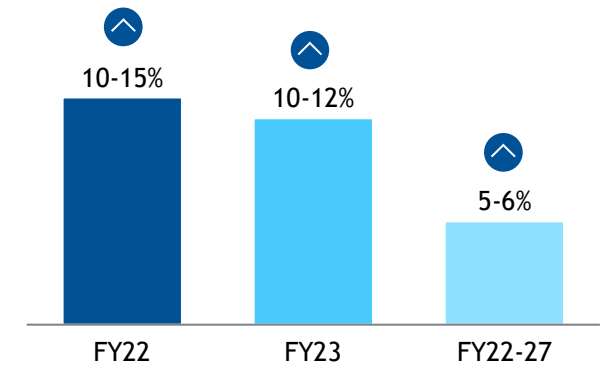
Urban housing 24-26%



Infrastructure 26-18%

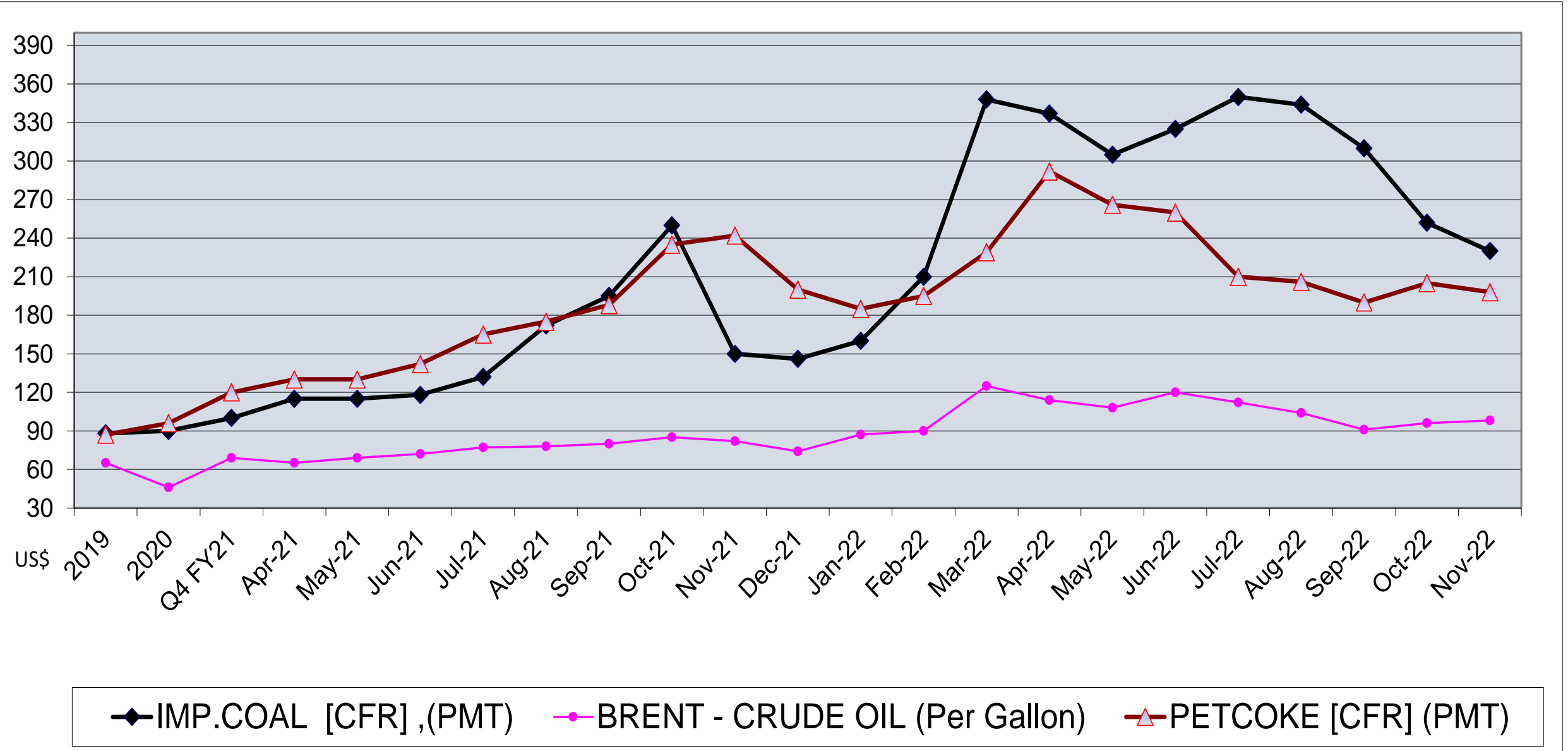


Ind./Commercial 12-14%



- Infra, affordable housing and industrial & commercial segments to spur growth in fiscal 2023 and Housing and Infra in the medium term

Cost Trend of Imported Coal, Crude Oil and Pet Coke



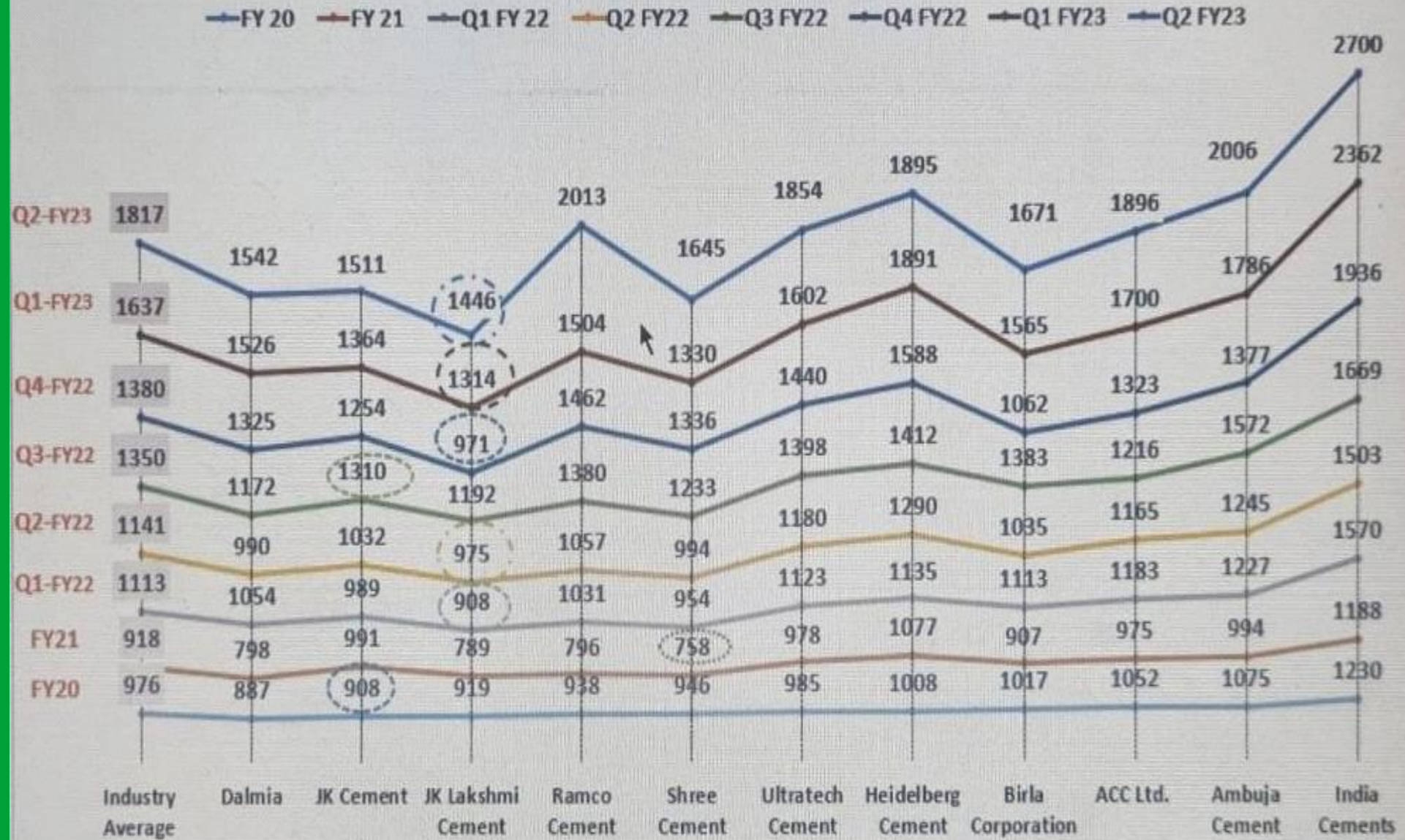
Cost Trend of Imported Coal, Crude Oil and Pet Coke

YEAR	IMP.COAL [CFR] ,(PMT)	BRENT - CRUDE OIL (Per Gallon)	PETCOKE [CFR] (PMT)
2019	88	65	87
2020	90	46	96
Q4 FY21	100	69	120
Apr-21	115	65	130
May-21	115	69	130
Jun-21	118	72	142
Jul-21	132	77	165
Aug-21	172	78	175
Sep-21	195	80	188
Oct-21	250	85	235
Nov-21	150	82	242
Dec-21	146	74	200
Jan-22	160	87	185
Feb-22	210	90	195
Mar-22	348	125	229
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



Power and Fuel Cost

Inter-Firm Level - Power & Fuel Cost Per Tonne



Source : CRISIL



Cement Demand Supply Capability & Gap (All India)

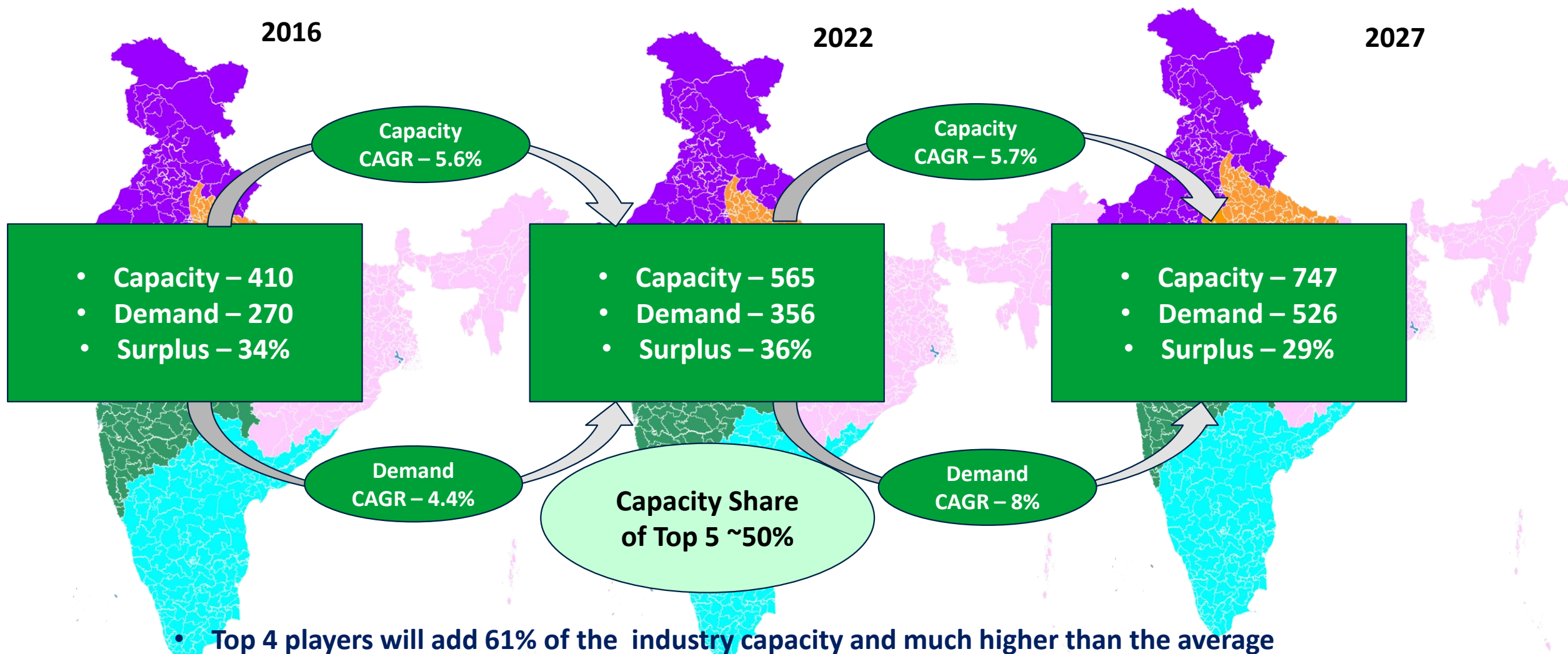
Qty. Mn. MT

Sl. No.	Particulars	Actual FY 22	Projections				
			FY 23	FY 24	FY 25	FY 26	FY 27
1	Installed Capacity	565	600	641	675	708	747
2	Capacity additions during the Year	27	42	41	28	38	39
3	Demand Growth %	14	9	7	8	8	8
4	Domestic Demand	356	387	416	450	486	526
5	Exports	5	5	5	5	5	5
6	Total Dispatch	361	392	421	455	491	531
7	Surplus Capacity (Million MTPA) on Installed Capacity	204	207	220	219	216	217
8	Capacity Utilisation (CU) %	64%	65%	66%	67%	69%	71%
9	Surplus Capacity (%) on Installed Capacity	36%	35%	34%	33%	31%	29%

*Based on sectoral reports, industry estimates



All India trends in Demand Growth & Capacity Additions



- Top 4 players will add 61% of the industry capacity and much higher than the average
- Pending ECs alone add to ~120 Million MTPA capacity additions

Cement Demand Supply Gap (North Zone)^

Qty. Mn. MT

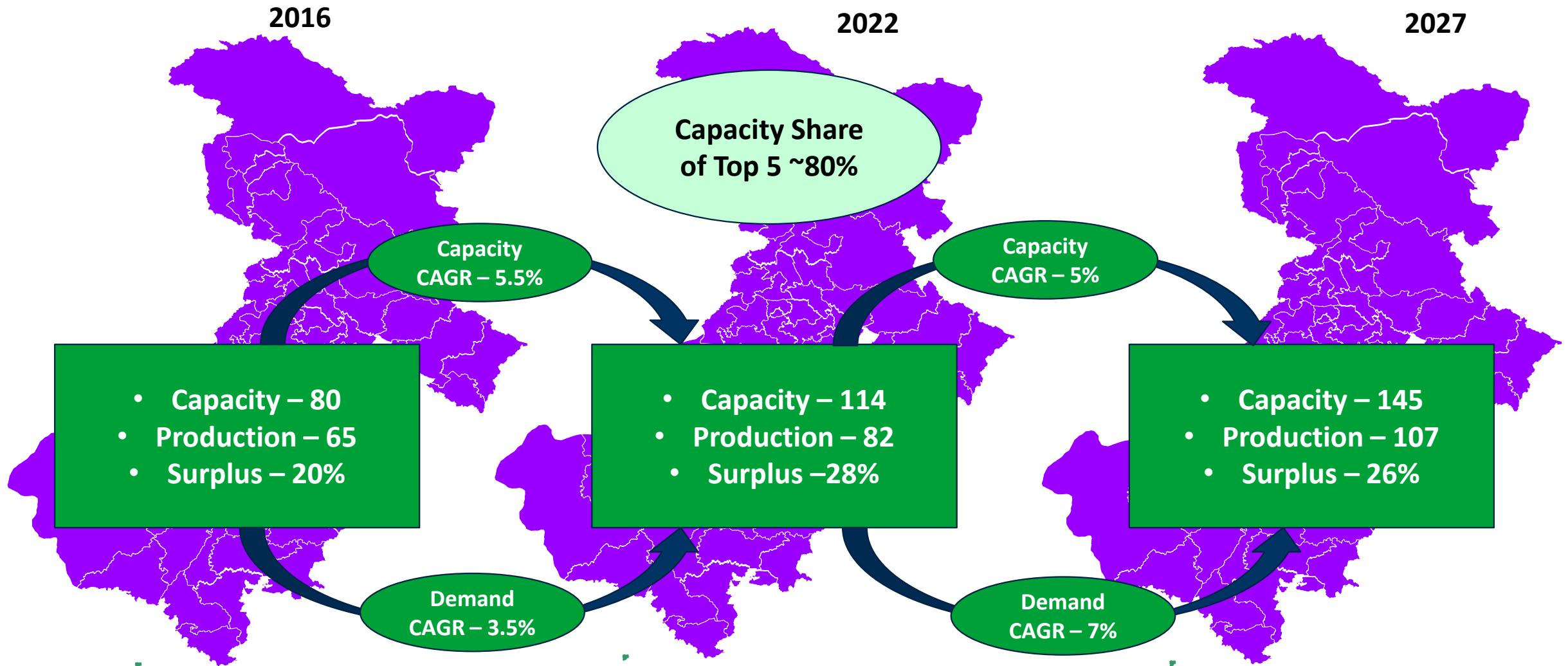
Sl. No.	Particulars	Actual FY 22	Projections				
			FY 23	FY 24	FY 25	FY 26	FY 27
1	Installed Capacity	114	119	125	132	139	145
2	Capacity additions during the Year	5	5	7	7	6	6
3	Cement Production	82	86	91	96	102	107
4	Demand Growth %	15	6	5	8	8	8
5	Domestic Demand	69	73	77	83	90	97
6	Net Exports to Other Zones	13	13	14	13	12	10
7	Capacity Utilisation (CU) %	72%	72%	73%	73%	74%	74%
8	Surplus Capacity (%) on Installed Capacity	28%	28%	27%	27%	26%	26%

^ North Zone is a Net Exporter to Central and West Zone

*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 FY 22	Projections				
			FY 23	FY 24	FY 25	FY 26	FY 27
1	Installed Capacity	82	89	92	93	95	100
2	Capacity additions during the Year	10	4	1	0	5	5
3	Cement Production	45	48	52	55	58	63
4	Demand Growth %	12	7	6	7	7	7
5	Domestic Demand	60	64	68	72	77	82
6	Net Imports from Other Zones	15	16	16	17	19	19
7	Capacity Utilisation (CU) %	55%	54%	57%	59%	61%	63%
8	Surplus Capacity (%) on Installed Capacity	45%	46%	43%	41%	39%	37%

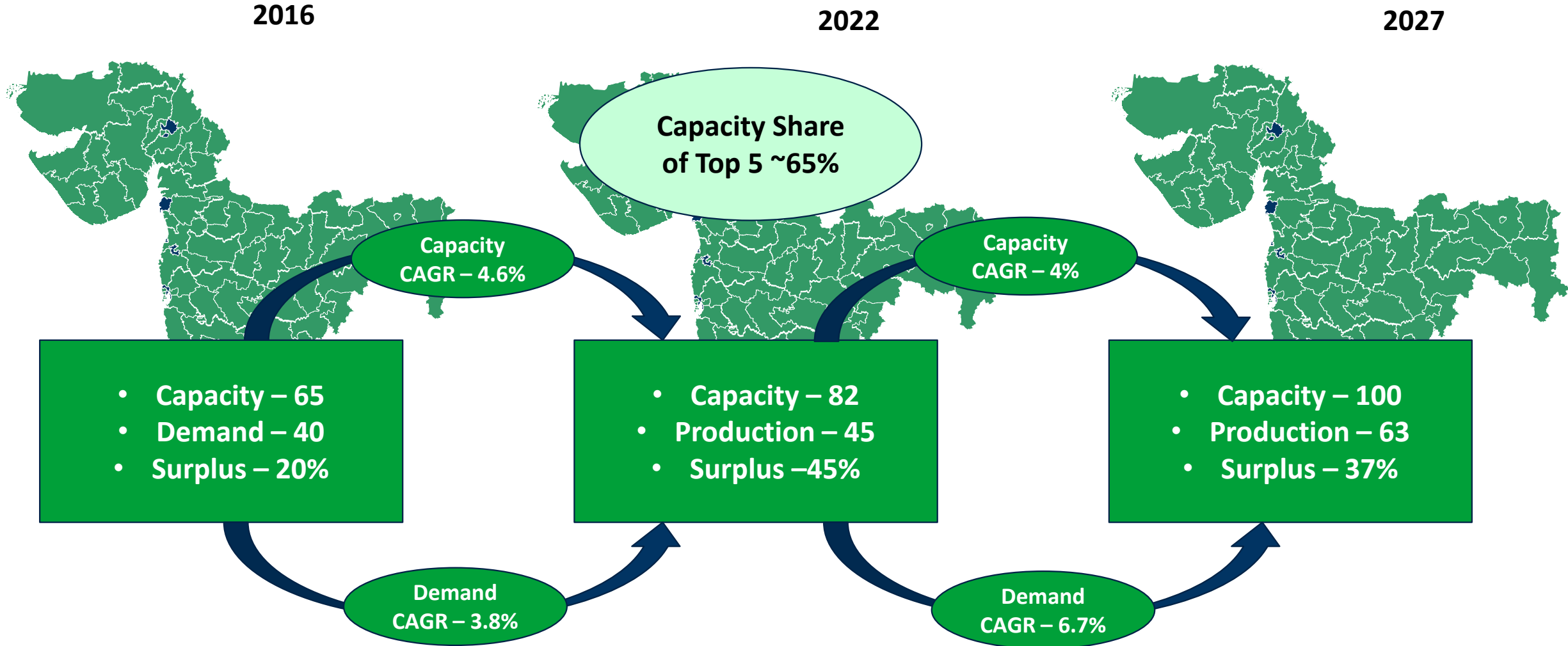
^ West Zone is a Net Importer from North and South Zones

*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

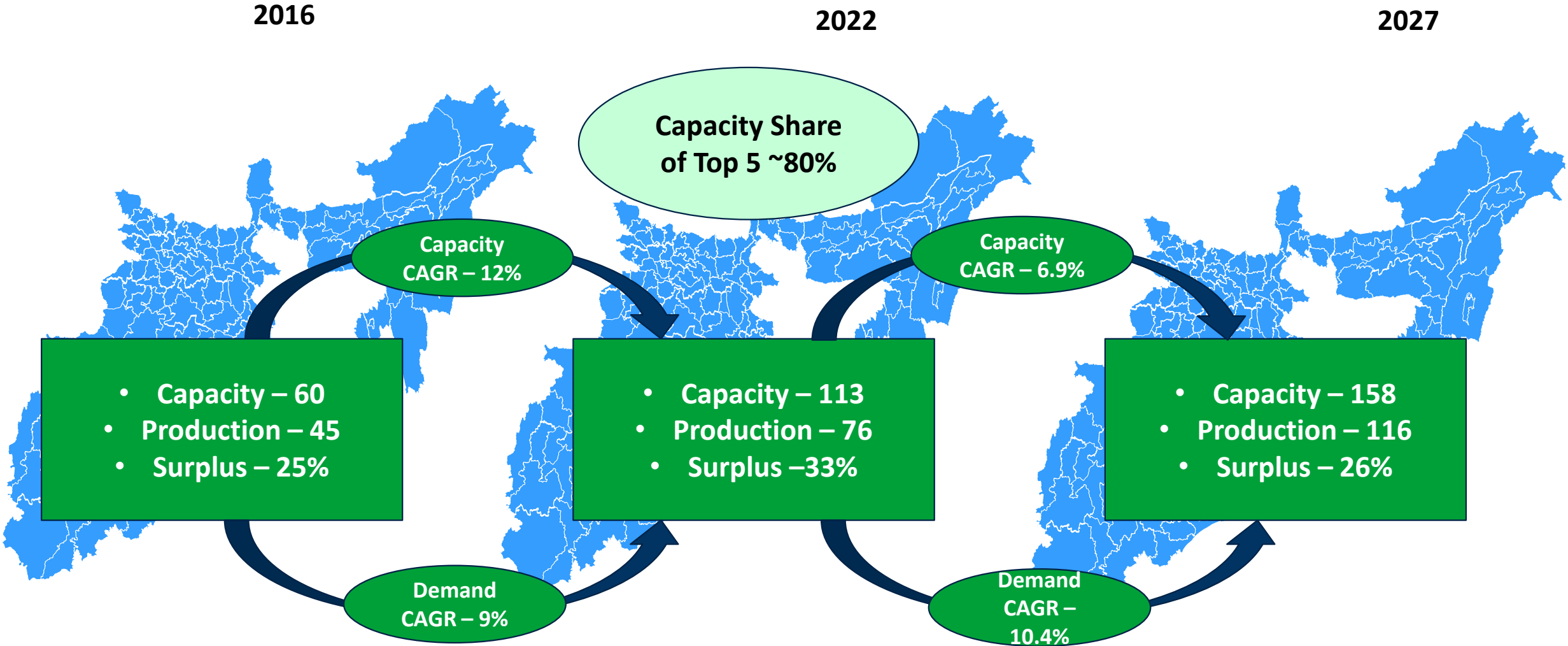
Sl. No.	Particulars	Actual FY 22	Projections				
			FY 23	FY 24	FY 25	FY 26	FY 27
1	Installed Capacity	113	124	134	141	149	158
2	Capacity additions during the Year	6	16	5	7	9	9
3	Cement Production	76	82	92	98	108	116
4	Demand Growth %	16	12	10	10	10	10
5	Domestic Demand	93	104	115	126	139	153
6	Net Imports from Other Zones	17	22	23	28	31	37
7	Capacity Utilisation (CU) %	67%	66%	69%	70%	72%	74%
8	Surplus Capacity (%) on Installed Capacity	33%	34%	31%	30%	28%	26%

^ East Zone is a Net Importer from South and Central Zones

*Based on sectoral reports, industry estimates

*East Zone- WB, Bihar, Jharkhand, Odisha, North East and Chhattisgarh

Trends in Demand Growth & Capacity Addition (East)

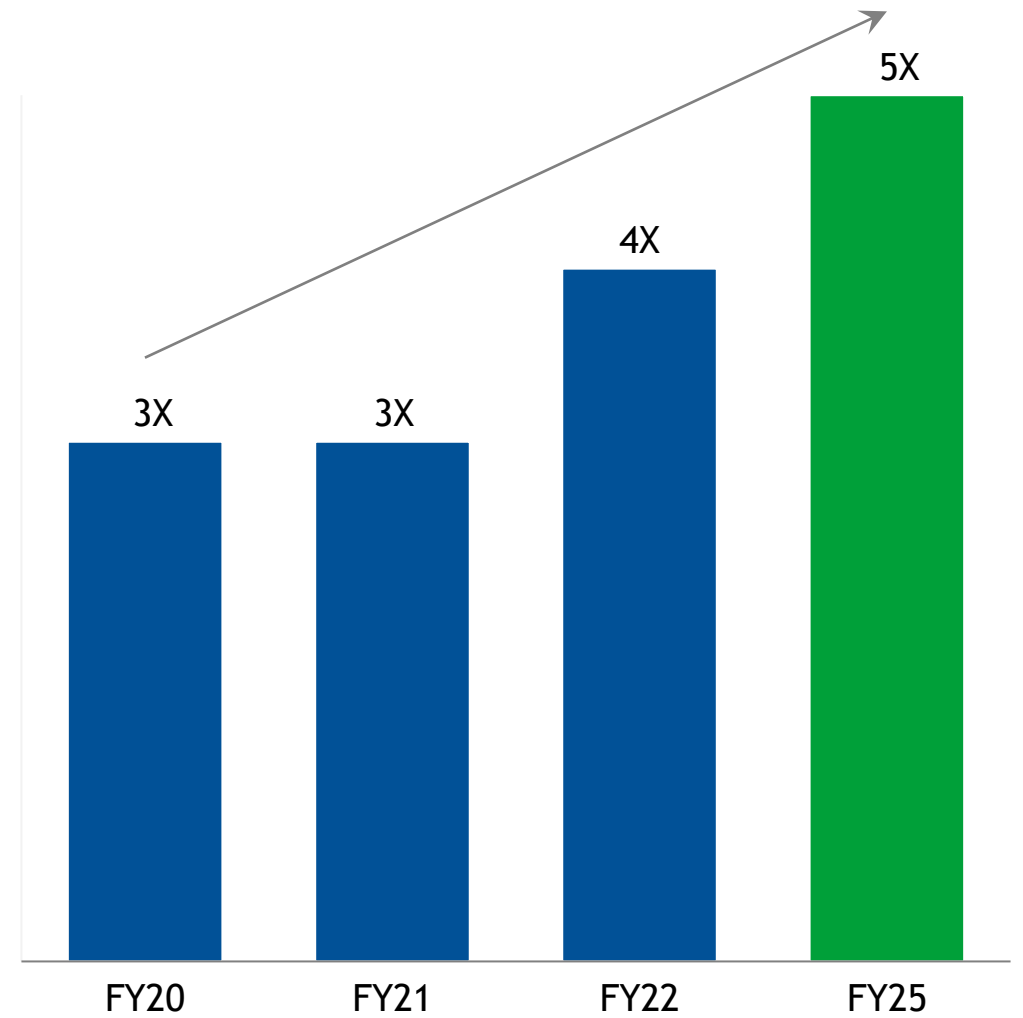


ESG Initiatives



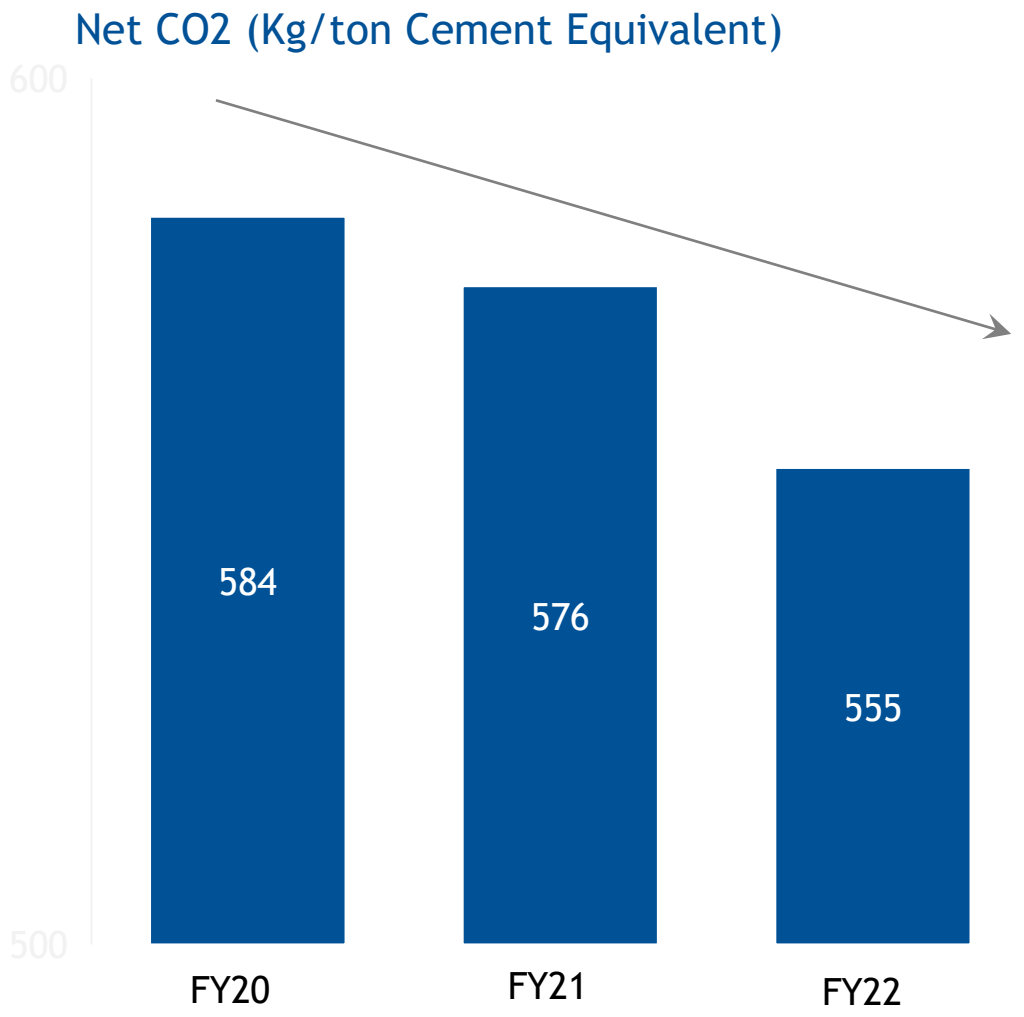
Water Positivity Index (JKLC)

Target of becoming 5 times water positive by FY25





GHG emission of JK Lakshmi Cement for last three financial years

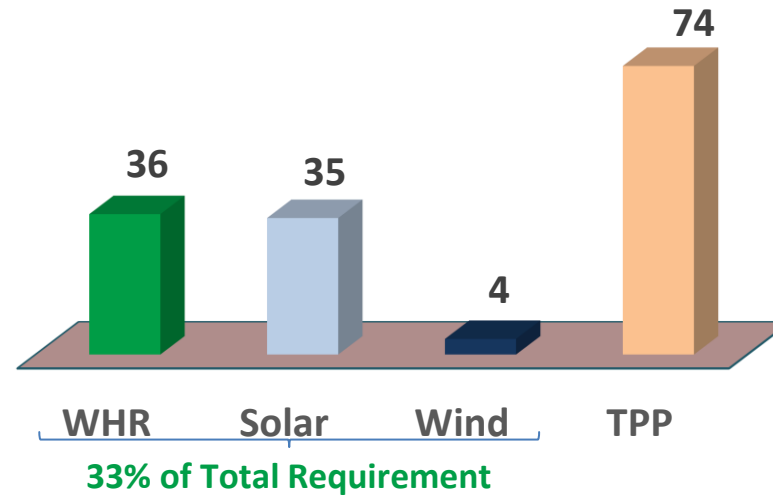


Green Power

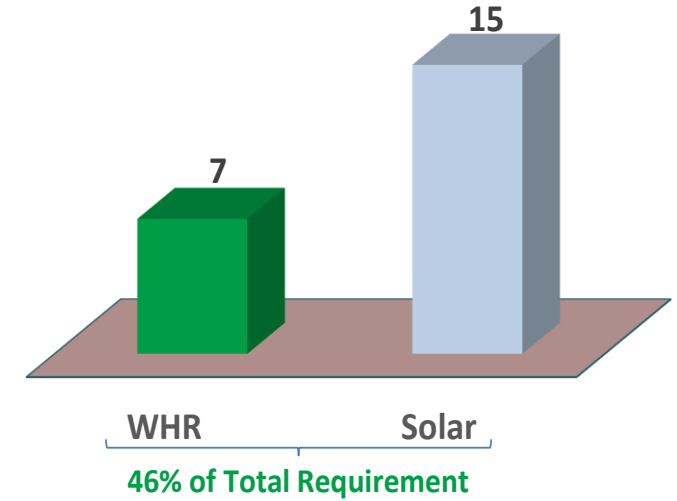


Share of Renewable Energy in Total Installed Captive Power Capacity (MW) at JK Lakshmi Cement and UCWL

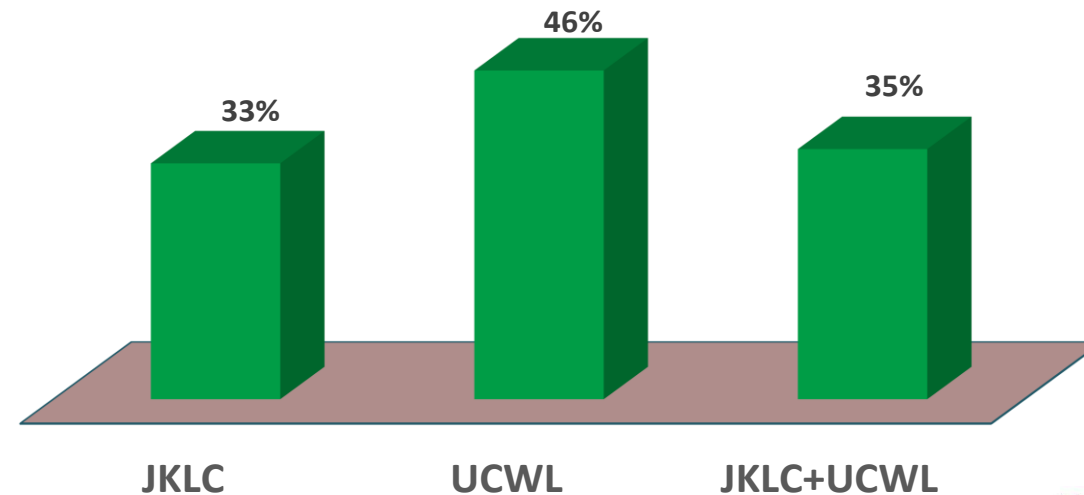
JKLC - Captive Power (149 MW)



UCWL - Captive Power (22 MW)



Share of Green Energy in Total Power Requirement



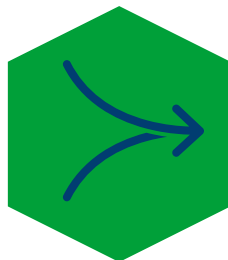
Increasing Thermal Substitution Rate



In FY22, JKLC has achieved a TSR% of 4.3%



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



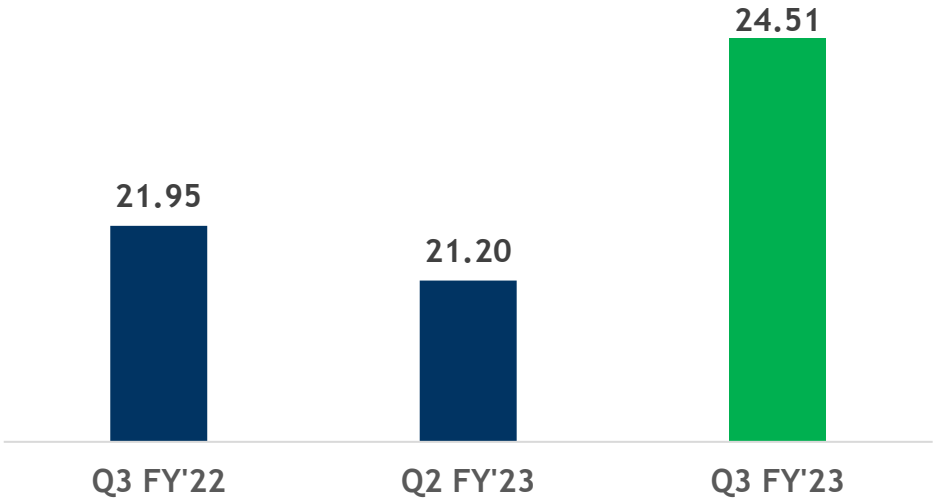
TSR% to be increased to 15% at JKLC FY 30



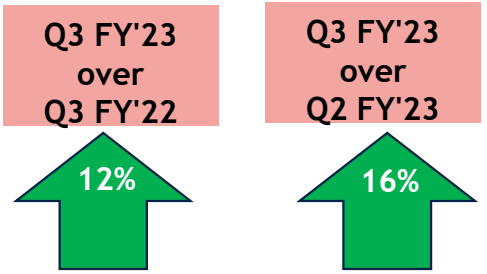
J K Lakshmi Cement: Operational & Financial Performance Q3FY23

Volume (Lac. Ton)

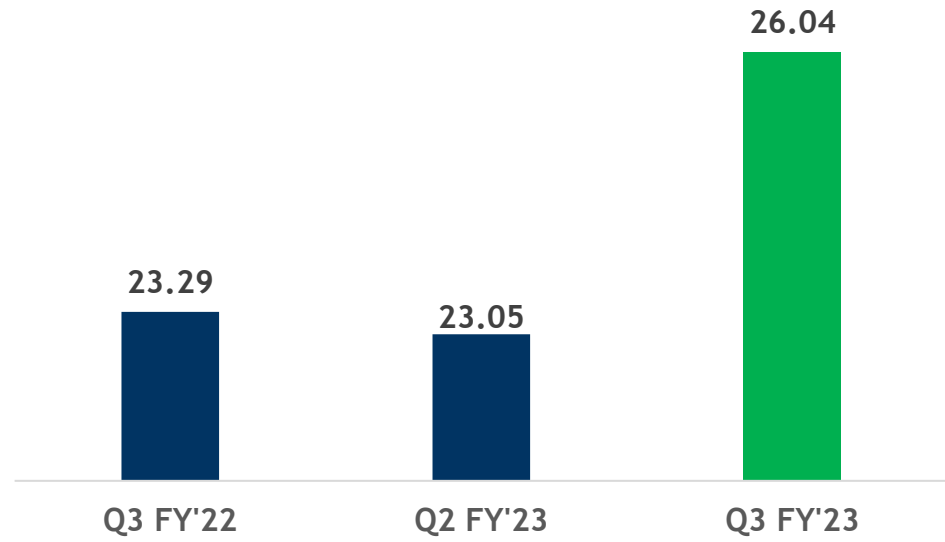
Production (Lac. MT)



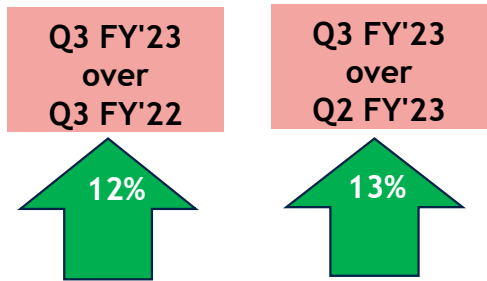
Growth



Sales (Lac. MT)



Growth

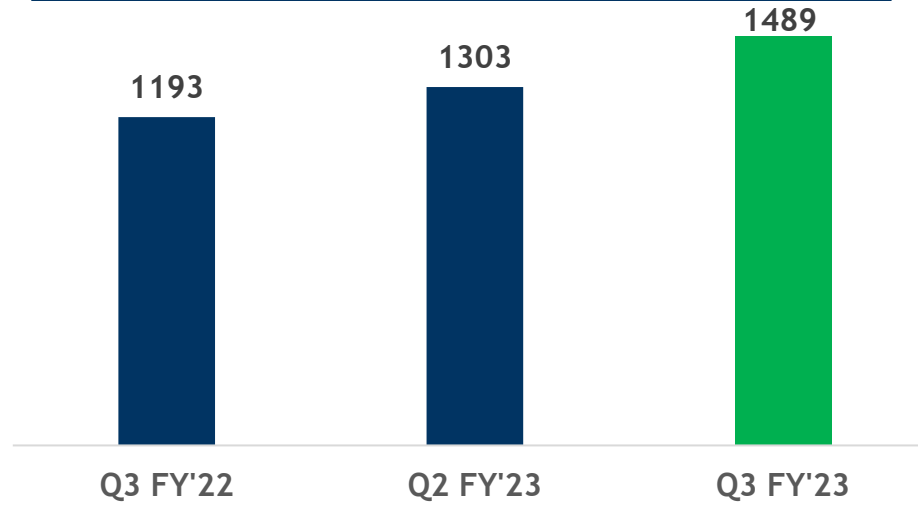


JKLC
Growth
Q3 FY'23

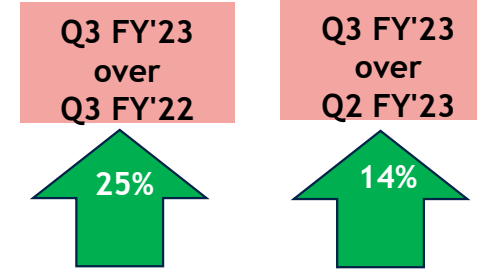


Financial Highlights

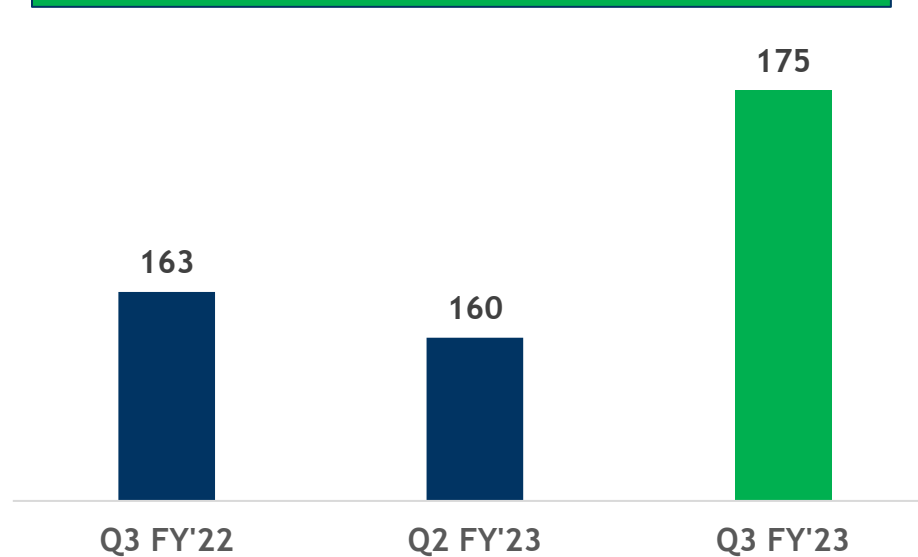
Net Sales (Rs. in Crore)



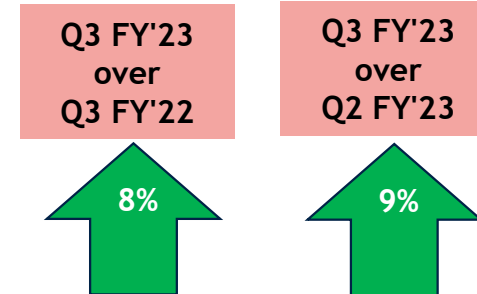
Growth



EBIDTA (Rs. in Crore)



Growth



JKLC
Growth
Q3 FY'23



Capacity Utilisation

Particulars	Apr.17 - Mar.18 (12M)	Apr.18 - Mar.19 (12M)	Apr.19 - Mar.20 (12M)	Apr.20 - Mar.21 (12M)	Apr.21 - Mar.22 (12M)	Apr.22 - Dec.22 (9M)
All India	64%	84%	78%	57%	64%	65%
North + Gujarat Zone	69%	75%	63%	52%	73%	71%
JK Lakshmi Cement - North/West	71%	81%	75%	77%	86%	83%
East Zone	67%	74%	63%	48%	67%	66%
JK Lakshmi Cement - East	83%	99%	77%	78%	72%	78%
JK Lakshmi Cement -Overall	74%	85%	75%	78%	82%	81%

% Growth

Demand/Despatches

Particulars	% Growth					
	Apr.17 - Mar.18 (12M)	Apr.18 - Mar.19 (12M)	Apr.19 - Mar.20 (12M)	Apr.20 - Mar.21 (12M)	Apr.21 - Mar.22 (12M)	Apr.22 - Dec.22 (9M)
All India	6%	13%	-1%	-7%	14%	11%
North + Gujarat Zone	5%	8%	-12%	-10%	14%	10%
JK Lakshmi Cement - North/West	2%	11%	-3%	5%	13%	4%
East Zone	8%	14%	-6%	-7%	16%	14%
JK Lakshmi Cement - East	24%	19%	-10%	15%	-7%	27%
JK Lakshmi Cement - Overall	7%	13%	-5%	8%	7%	9%



Region-wise Cement Sales – North/West

Regions	2017-18 (12M)	2018-19 (12M)	2019-20 (12M)	2020-21 (12M)	2021-22 (12M)	2022-23 (9M)
	% sales	% sales	% sales	% sales	% sales	% sales
Gujarat/Maharashtra	39	43	39	37	39	46
Rajasthan / MP	26	28	35	38	40	36
North	35	29	26	25	21	18

Region-wise Cement Sales - East

Regions	2017-18 (12M)	2018-19 (12M)	2019-20 (12M)	2020-21 (12M)	2021-22 (12M)	2022-23 (9M)
	% sales	% sales	% sales	% sales	% sales	% sales
Chhattisgarh	56	54	50	42	41	40
Odisha	17	19	22	25	26	26
Madhya Pradesh	9	10	11	13	15	16
Maharashtra	8	8	8	9	10	8
Others	10	9	9	11	8	10

JKLC - Financial Highlights - For 3 Months ended 31.12.2022

Sl. No.	Particulars	Unit	For 3 Months ended		Incr./Decr.(-)	
			31.12.2022	31.12.2021	Figures	%
1	Net Sales	Rs. in Cr.	1489	1193	295	25%
2	PBIDT (after Other Income)	Rs. in Cr.	175	163	12	8%
3	PBDT	Rs. in Cr.	150	138	13	9%
4	PBT (after Exceptional Items)	Rs. in Cr.	102	91	11	13%
5	PAT	Rs. in Cr.	74	59	14	24%
6	Total CI after Tax	Rs. in Cr.	74	60	14	24%
7	OPM (on Net Sales)	%	11%	12%		-1%

JKLC - Financial Highlights - For 9 Months ended 31.12.2022

Sl. No.	Particulars	Unit	For 9 Months ended		Incr./Decr.(-)	
			31.12.2022	31.12.2021	Figures	%
1	Net Sales	Rs. in Cr.	4342	3543	799	23%
2	PBIDT (after Other Income)	Rs. in Cr.	560	575	-15	-3%
3	PBDT	Rs. in Cr.	488	500	-13	-3%
4	PBT (after Exceptional Items)	Rs. in Cr.	344	360	-16	-4%
5	PAT	Rs. in Cr.	233	254	-21	-8%
6	Total CI after Tax	Rs. in Cr.	235	256	-21	-8%
7	OPM (on Net Sales)	%	12%	15%		-3%



Financial Highlights - For 3 Months ended 31.12.2022 - Consolidated

Sl. No.	Particulars	Unit	For 3 Months ended		Incr./Decr.(-)	
			31.12.2022	31.12.2021	Figures	%
1	Net Sales	Rs. in Cr.	1562	1286	276	21%
2	PBIDT (after Other Income)	Rs. in Cr.	200	192	8	4%
3	PBDT	Rs. in Cr.	164	155	9	6%
4	PBT (after Exceptional Items)	Rs. in Cr.	107	100	7	7%
5	PAT	Rs. in Cr.	77	66	12	18%
6	Total CI after Tax	Rs. in Cr.	78	66	12	18%
7	OPM (on Net Sales)	%	12%	14%	-2%	

Financial Highlights - For 9 Months ended 31.12.2022 - Consolidated

Sl. No.	Particulars	Unit	For 9 Months ended		Incr./Decr.(-)	
			31.12.2022	31.12.2021	Figures	%
1	Net Sales	Rs. in Cr.	4589	3820	769	20%
2	PBIDT (after Other Income)	Rs. in Cr.	647	679	-32	-5%
3	PBDT	Rs. in Cr.	542	570	-27	-5%
4	PBT (after Exceptional Items)	Rs. in Cr.	373	405	-33	-8%
5	PAT	Rs. in Cr.	254	289	-35	-12%
6	Total CI after Tax	Rs. in Cr.	256	291	-35	-12%
7	OPM (on Net Sales)	%	13%	16%		-3%

Sl. No.	Particulars	As at	
		31.12.2022	31.03.2022
A	ASSETS		
(1)	Non-current Assets		
(a)	Net Fixed Assets	2770	2836
(b)	Investments	413	390
(c)	Other Non-Current Assets	98	79
		3282	3305
(2)	Current Assets		
(a)	Current Assets	1229	644
(b)	Cash and Cash Equivalent	638	890
		1868	1534
	TOTAL ASSETS	5149	4839
B	EQUITY AND LIABILITIES		
(1)	EQUITY (NET WORTH)	2629	2452
(2)	LIABILITIES		
(I)	Borrowings		
(a)	- Long Term	535	711
(b)	- Short Term	318	252
	- Total	854	963
(II)	Other Liabilities	1666	1424
	TOTAL EQUITY AND LIABILITIES	5149	4839

JKLC
Standalone
Balance Sheet

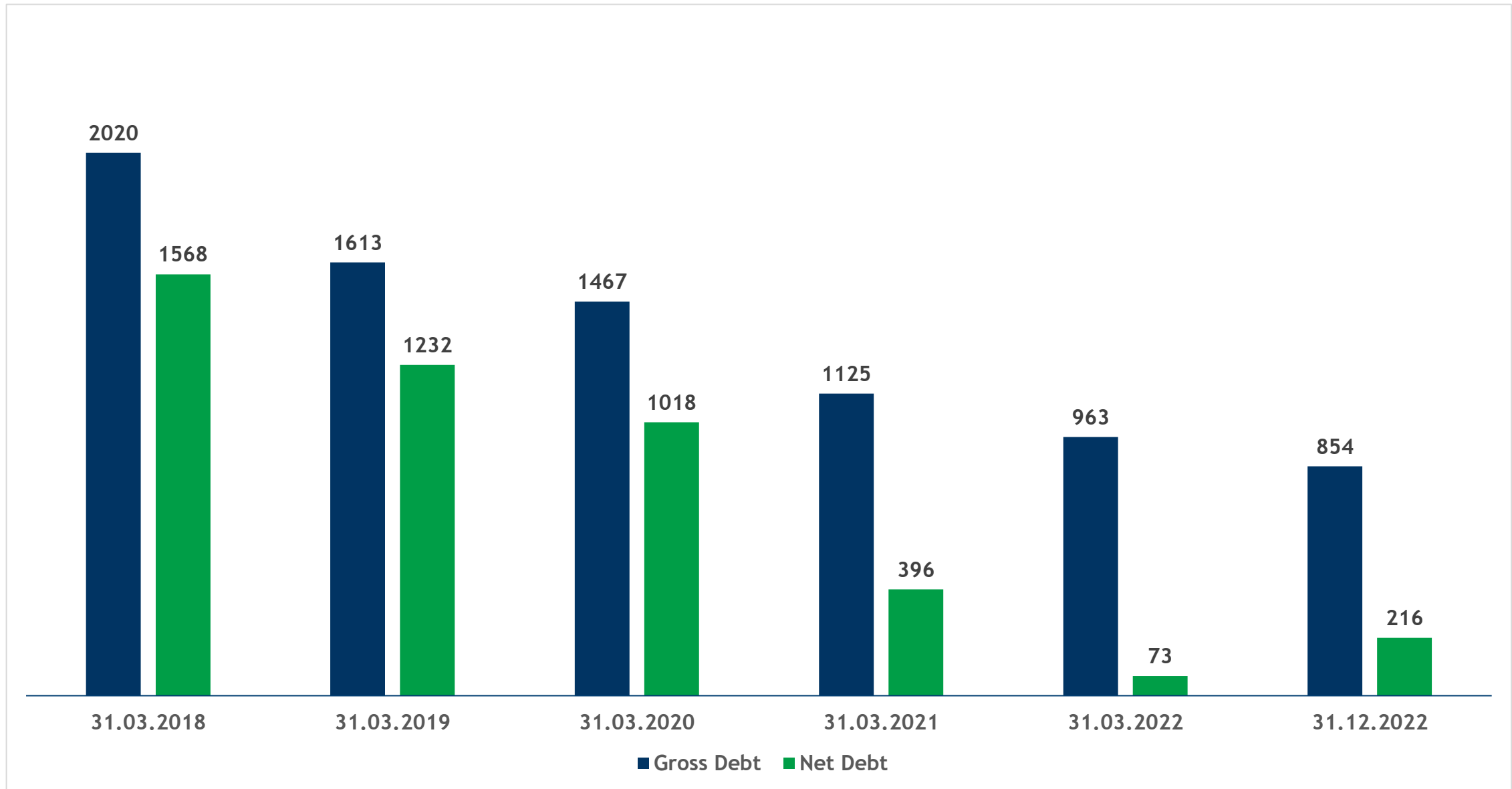
JKLC
Consolidated

Balance Sheet

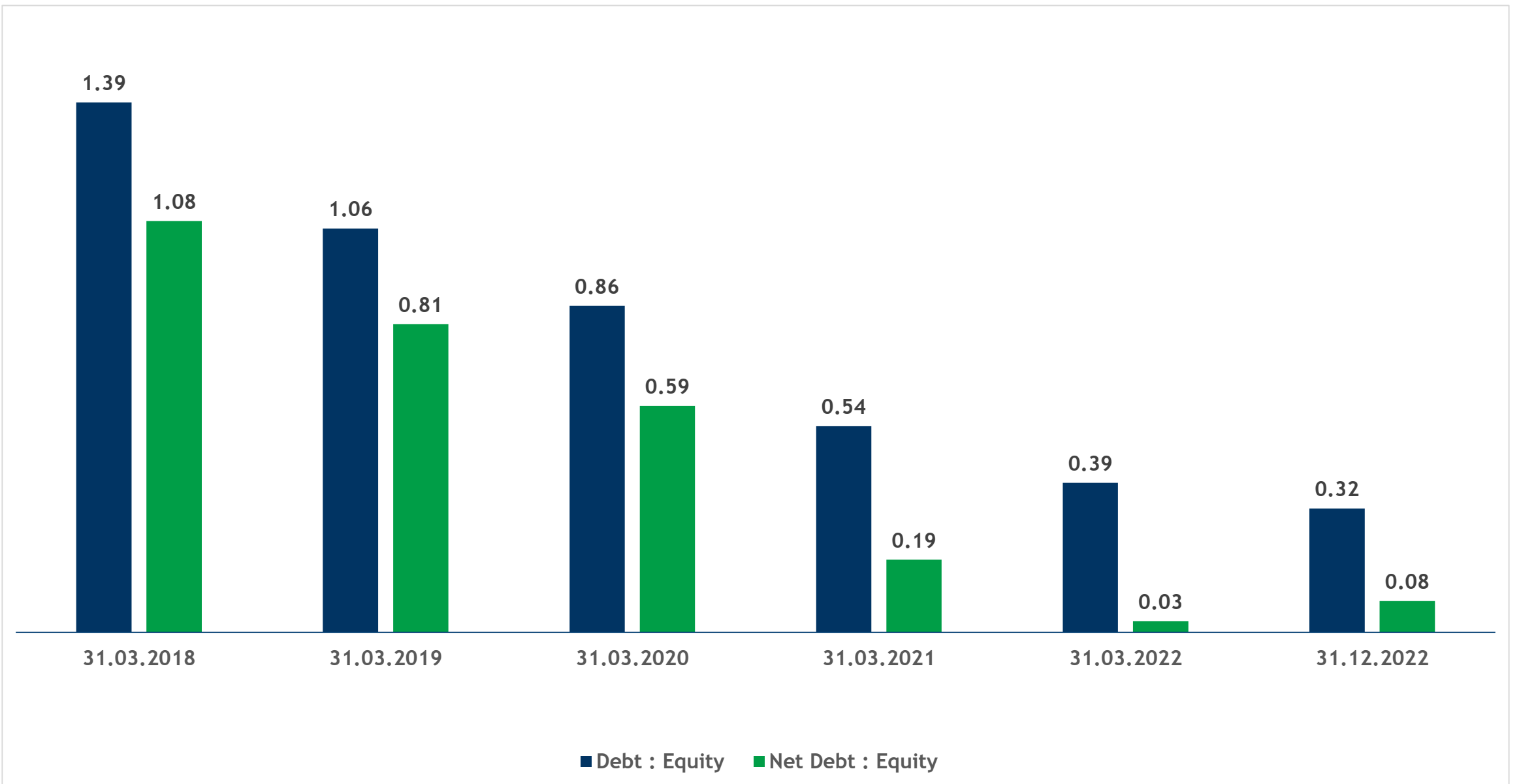
Sl. No.	Particulars	As at	
		31.12.2022	31.03.2022
A	ASSETS		
(1)	Non-current Assets		
(a)	Net Fixed Assets	4224	3778
(b)	Investments	15	15
(c)	Other Non-Current Assets	175	185
		4414	3978
(2)	Current Assets		
(a)	Current Assets	1415	735
(b)	Cash and Cash Equivalent	644	1213
		2058	1948
	TOTAL ASSETS	6472	5926
B	EQUITY AND LIABILITIES		
(1)	EQUITY (NET WORTH)	2729	2532
(2)	LIABILITIES		
(I)	Borrowings		
(a)	- Long Term	1488	1202
(b)	- Short Term	379	654
	- Total	1867	1857
(II)	Other Liabilities	1876	1538
	TOTAL EQUITY AND LIABILITIES	6472	5926

Gross and Net Debt - JKLC Standalone

Rs. in Crore

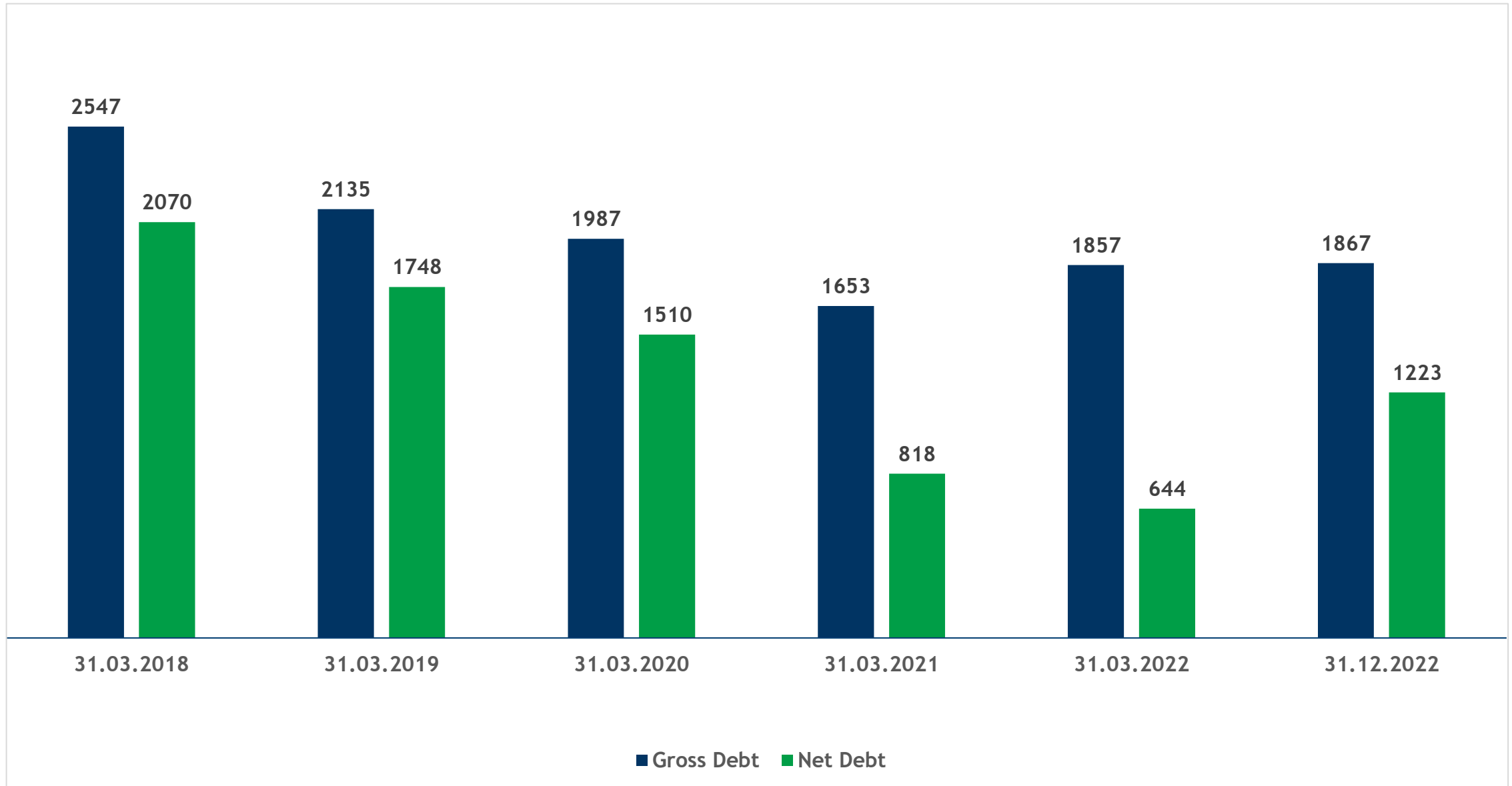


Debt : Equity - JKLC Standalone

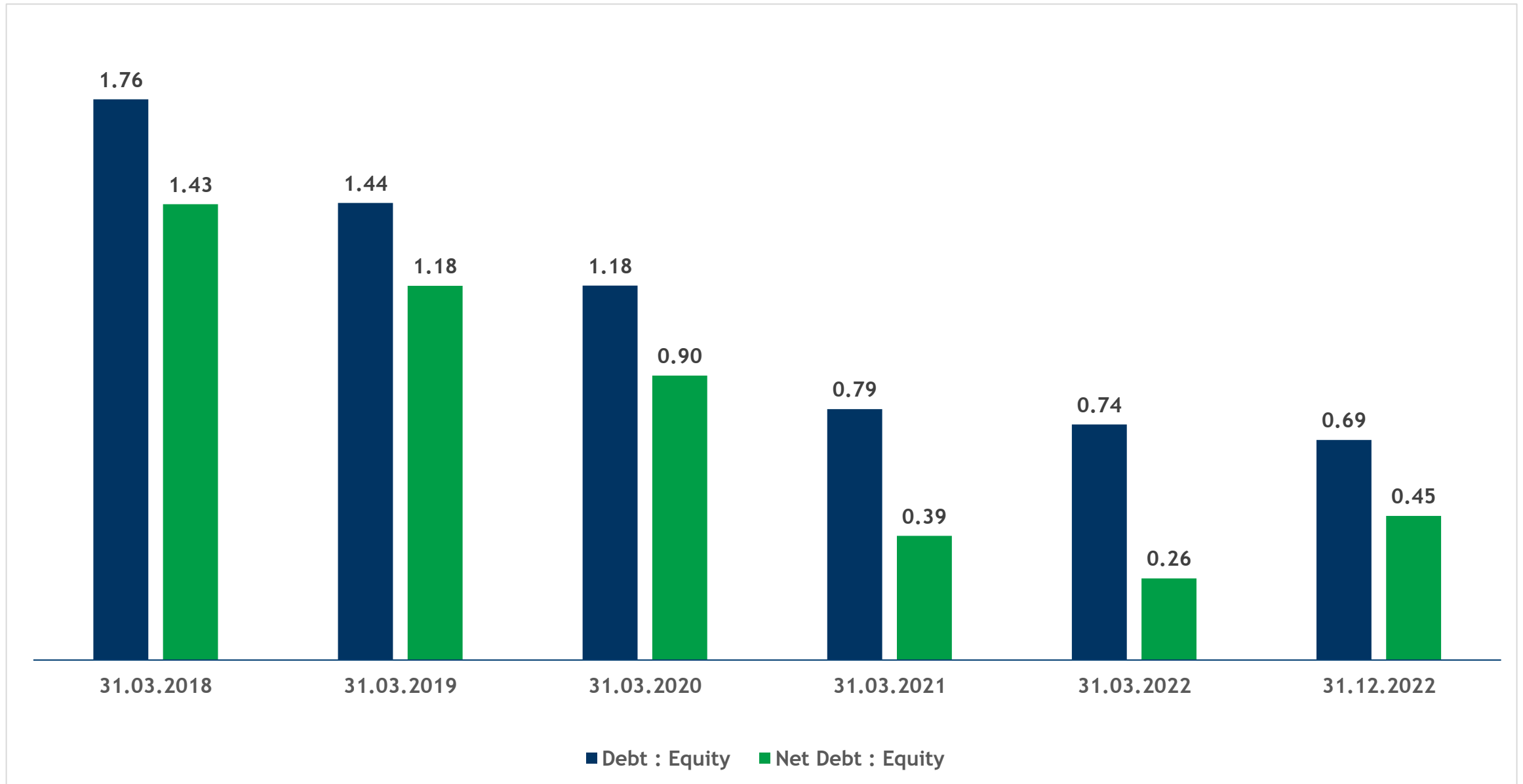


Gross and Net Debt - JKLC Consolidated

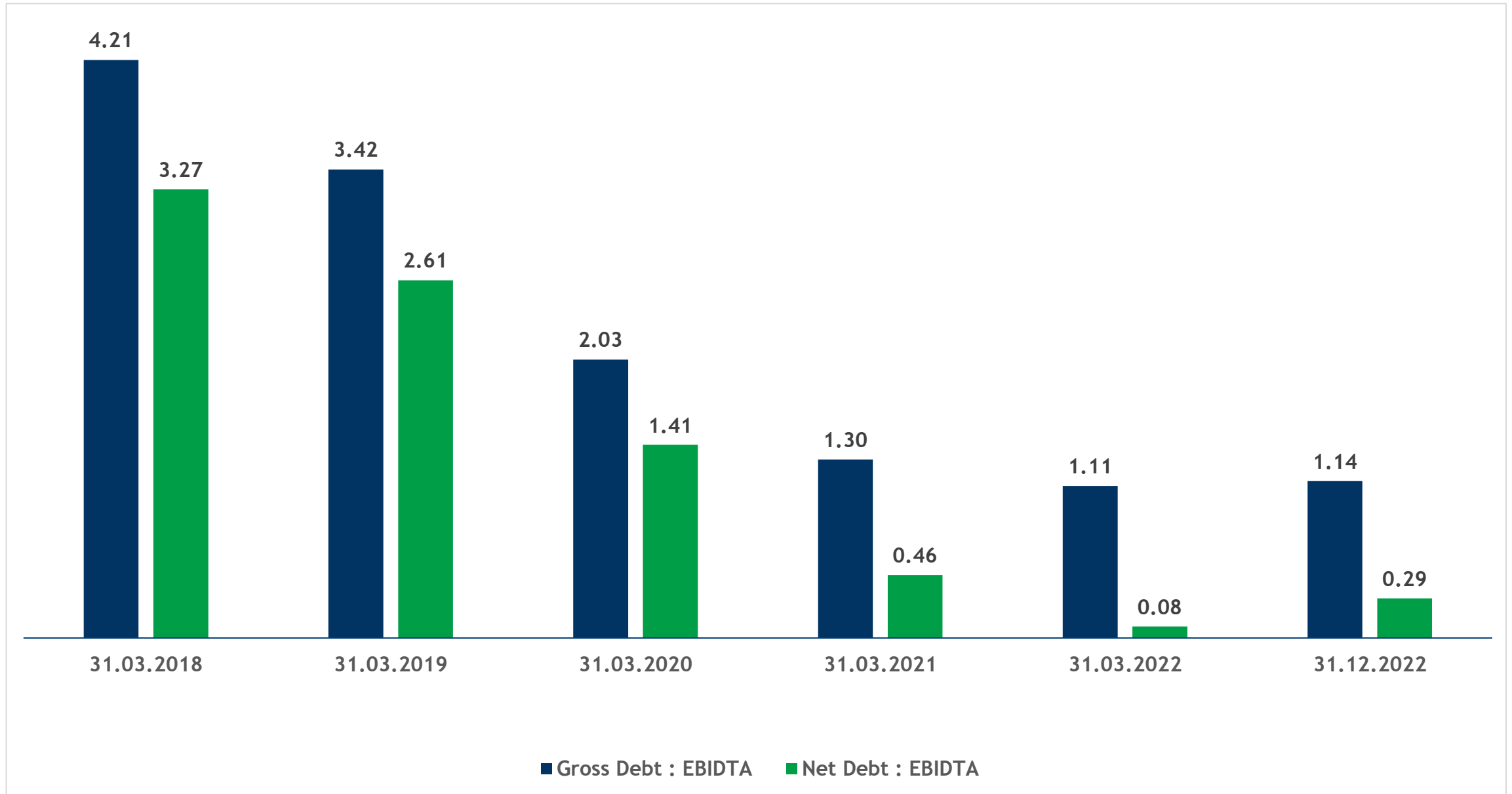
Rs. in Crore



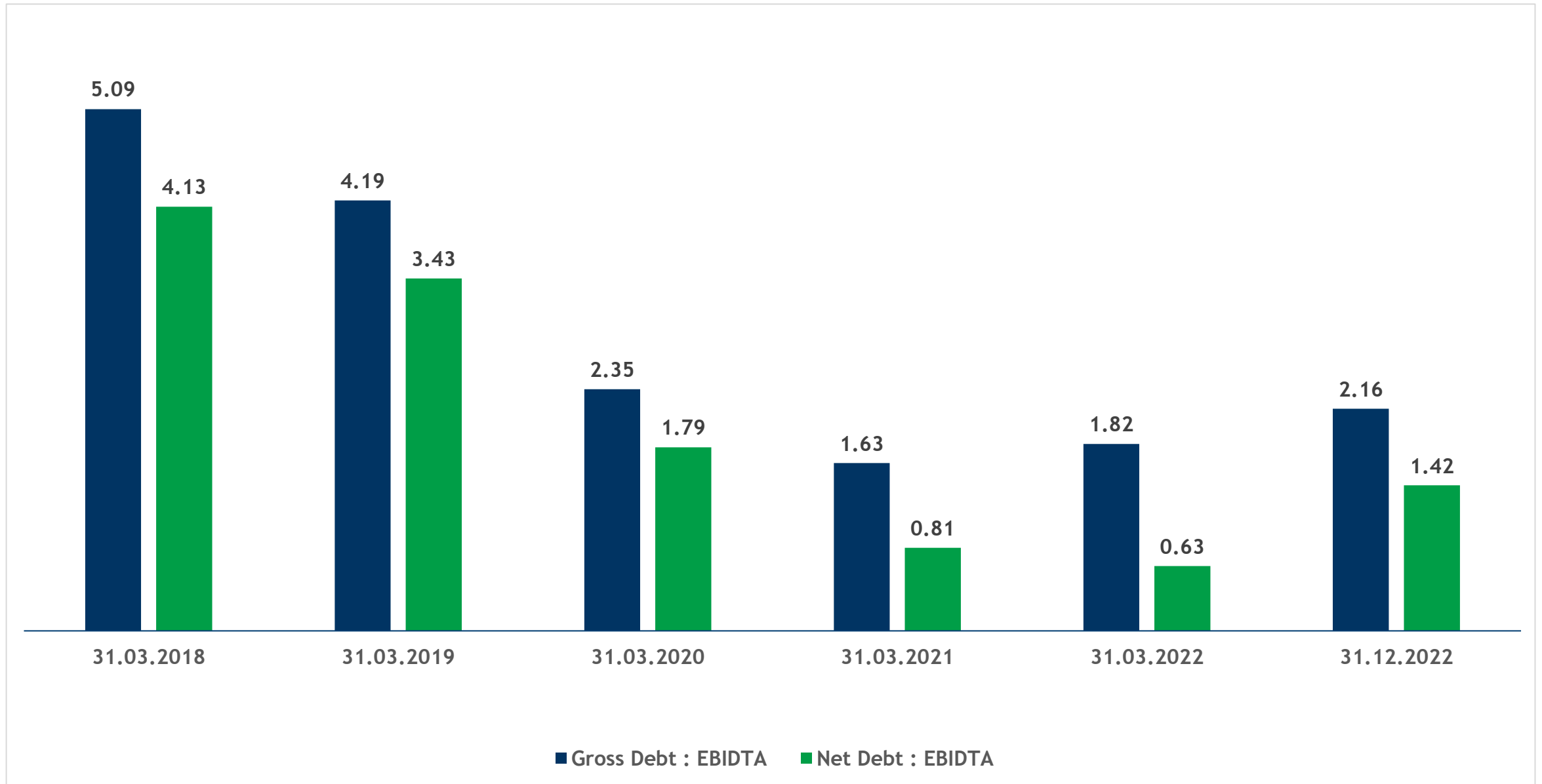
Debt : Equity - JKLC Consolidated



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 150 - Rights Issue 400	550
2	Term Loan / ECBs	1100
3	Debt : Equity Ratio	2 : 1

JKLC

Shareholding
Pattern

As on
31.12.2022

I	Promoters & Promoter Group	46.31%
II	FII's, MFs, Banks etc.	39.38%
III	Public	14.31%
	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
31.12.2022

I	Promoters & Promoter Group	72.54%
II	FII's, MFs, Banks etc.	0.25%
III	Public	27.21%
	Total	100.00%
I	Total Share Capital (Rs. Cr.)	124.56
II	Total No. of Shares (Cr.) (Face Value Rs. 4/- each)	31.14

JKLC

Shareholder's Friendly
Initiatives

Consistent Dividend Payout Ratio

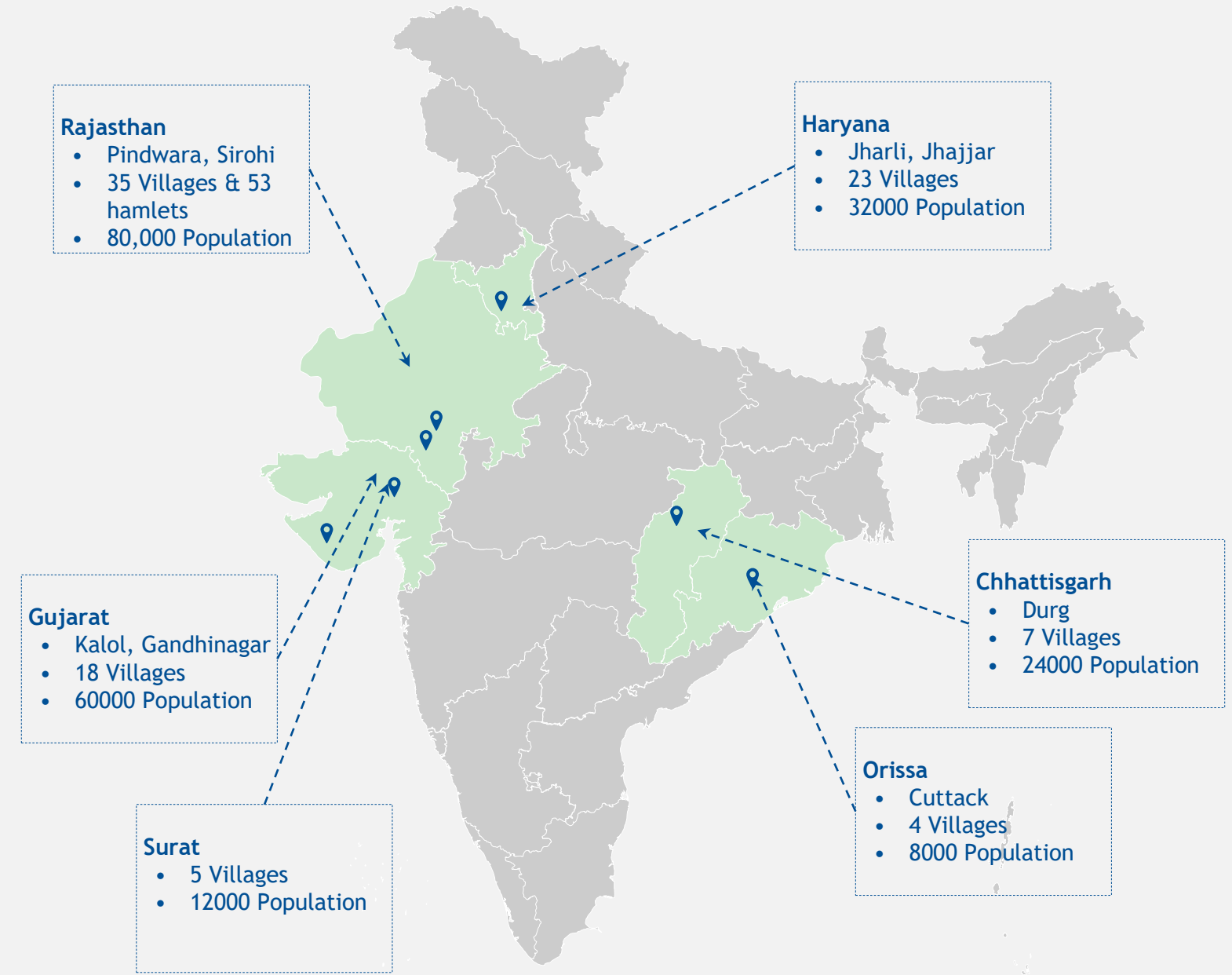
- 14% for FY 2022.
- 12% for FY 2021.
- 15% for FY 2020.
- 13% for FY 2019.
- 13% for FY 2018.
- 13% for FY 2017.
- 56% for FY 2016.
- 30% for FY 2015.
- 30% for FY 2014.
- 20% for FY 2013.
- 22% Average for last 10 Years

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



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.**
- **Continuous deleveraging of Balance Sheet with Net Debt Equity at 0.08.**
- **Premium Cement sale to increase in all Markets.**
- **Introduction of Premium Brand Super SIXER.**

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 17 Mn.MT by FY'25.



Thank you

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