



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



Presentation to Investors
May'2024

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

**Lala Juggilal
Singhania**

**Lala Kamlapat
Singhania**



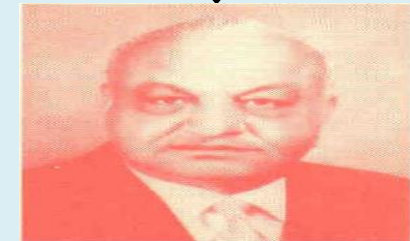
**Sir Padampat
Singhania -
Northern Zone**

JK Cement Ltd.



**Lala Lakshmipat
Singhania - Eastern Zone**

- 1 Bengal & Assam Co. Ltd.
- 2 JK Tyre & Industries Ltd.
- 3 JK Lakshmi Cement Ltd.
- 4 JK Paper Ltd.
- 5 JK Fenner (India) Ltd.
- 6 JK Agri Genetics Ltd.
- 7 JK Insurance Ltd.
- 8 Umang Dairies Ltd.
- 9 Clinirx Ltd.
- 10 Udaipur Cement Works Ltd.



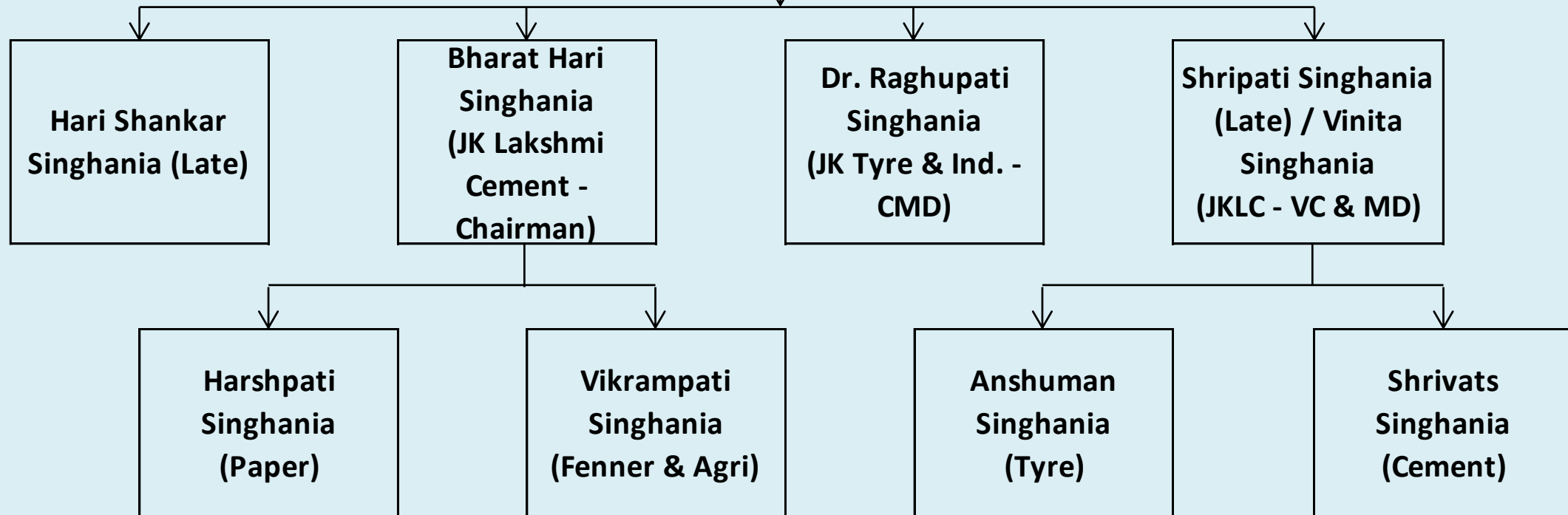
**Lala Kailashpat
Singhania -
Western Zone**

1. Raymond
2. JK Files
3. JK Ansell
4. Trinity India
5. Ring Aqua

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

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.



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



Index

CONTENTS

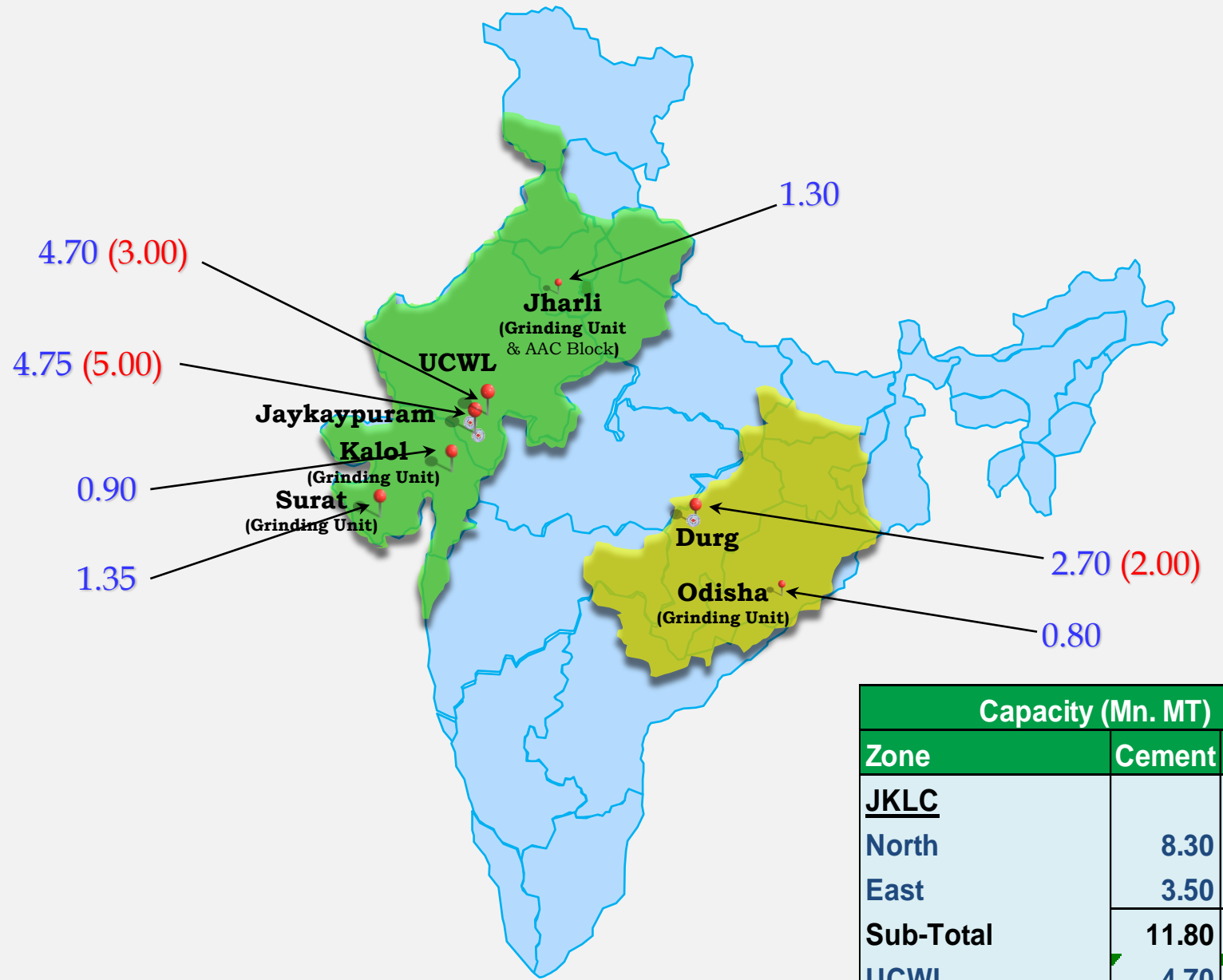
PAGE NO.

1	J K Lakshmi Cement (JKLC) Overview	9 - 12
2	Macro Indicators	13- 14
3	Indian Cement Sector	15 - 28
4	JKLC - ESG Initiatives	29 - 32
5	JKLC- Operational and Financial Performance- Q4FY24	33 - 63
6	JKLC- CSR	64 - 69
7	Way Forward	70 - 71

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	4.70	3.00
Total	16.50	10.00

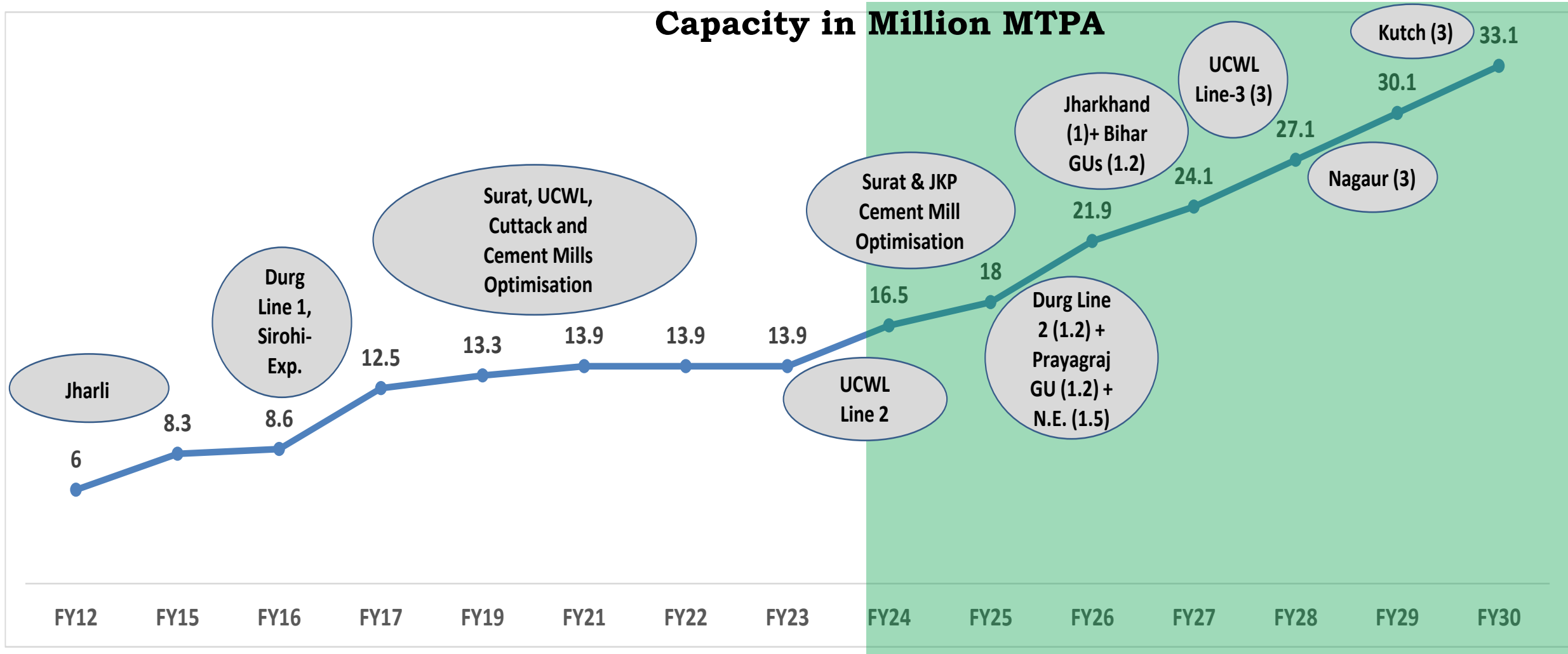
J K Lakshmi Cement & Udaipur Cement Works - Product Portfolio

BUILDING HOMES. BUILDING NATION.



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

Timelines to reach 30 Million Tonnes by 2030



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

The persisting headwinds - rising borrowing costs, tightening financial conditions and ongoing inflationary pressures - are expected to weigh on India's growth in FY23/24

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

GDP %age

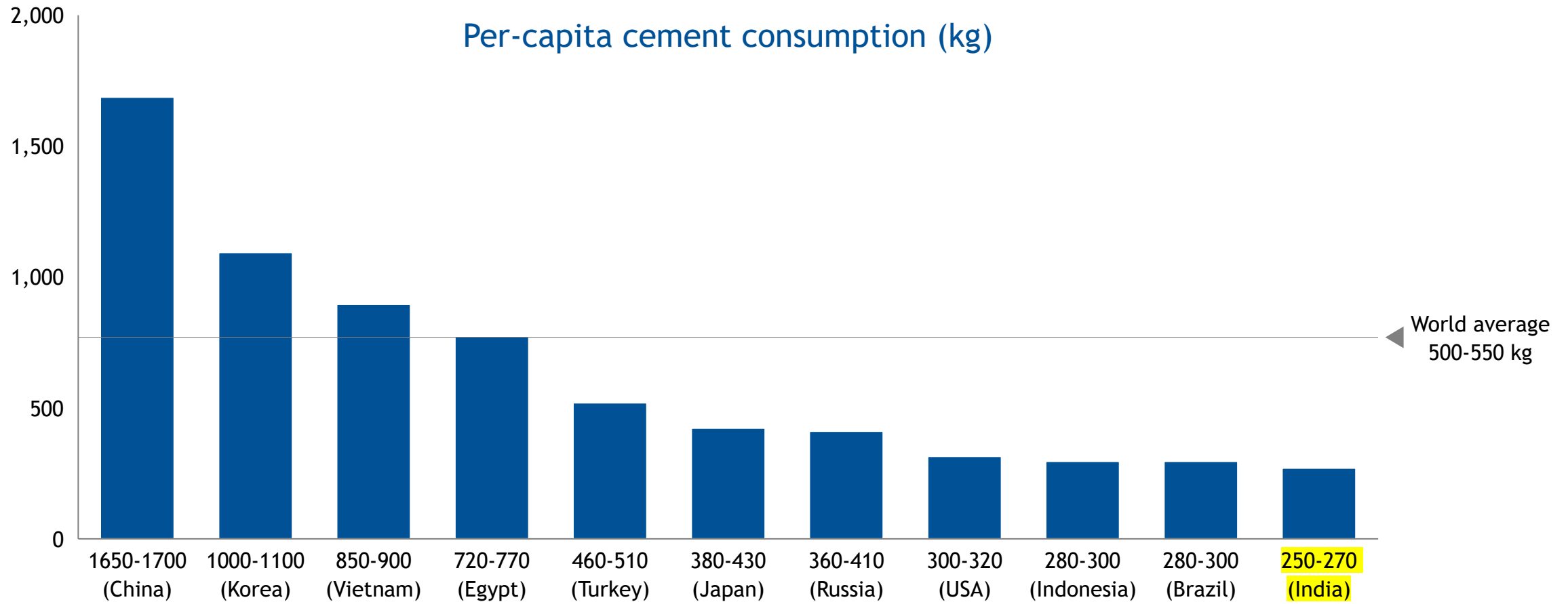
(Real GDP, annual percent change)

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



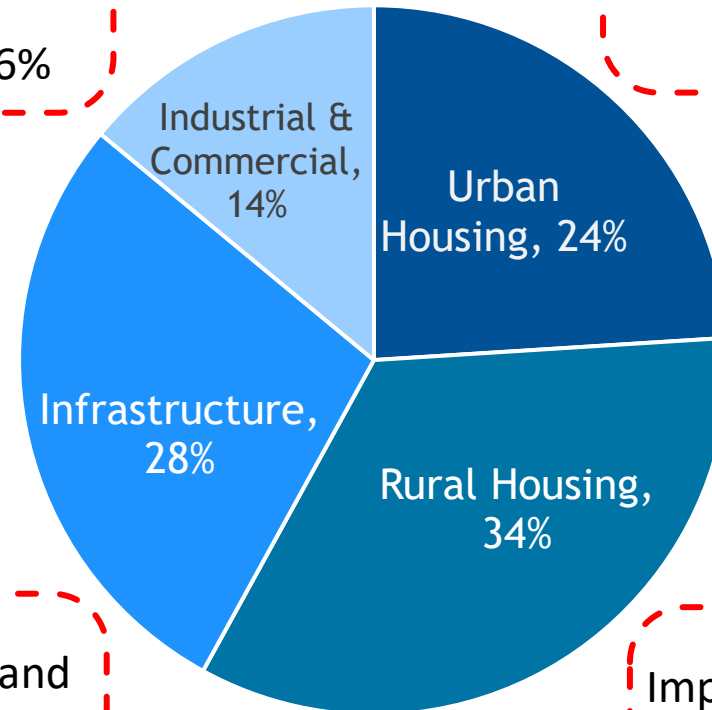
Data Source - Research reports



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

Increased private sector capex and better commercial real estate outlook.
Expected to grow ~ 5-6%

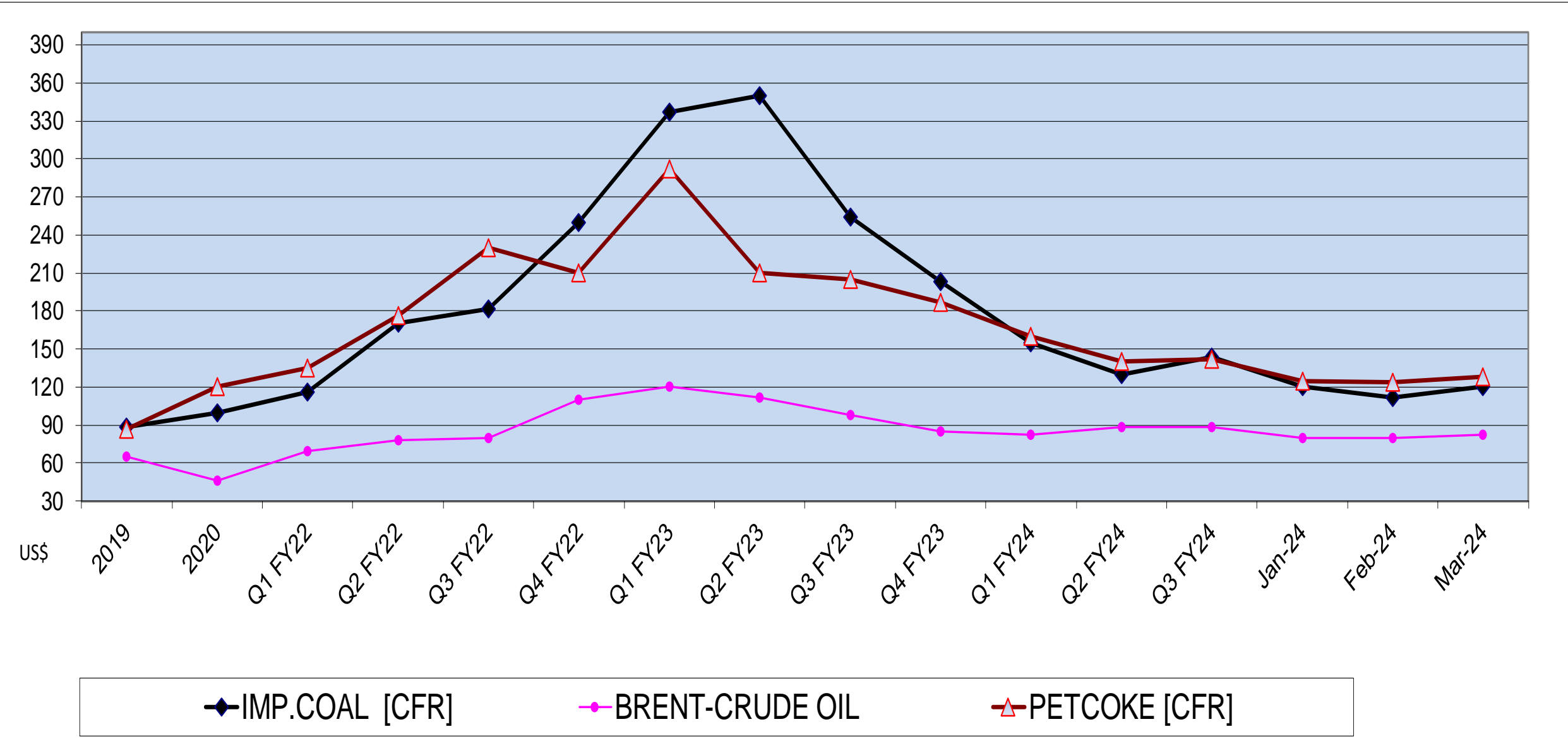
Expected to grow at 7-8% with improved outlook



Pre-election spending and various ongoing government schemes.
Expected to grow ~ 8-9%

Improved farm income and government schemes key drivers.
Growth projections at 7-8%

Cost Trend of Imported Coal, Crude Oil and Pet Coke



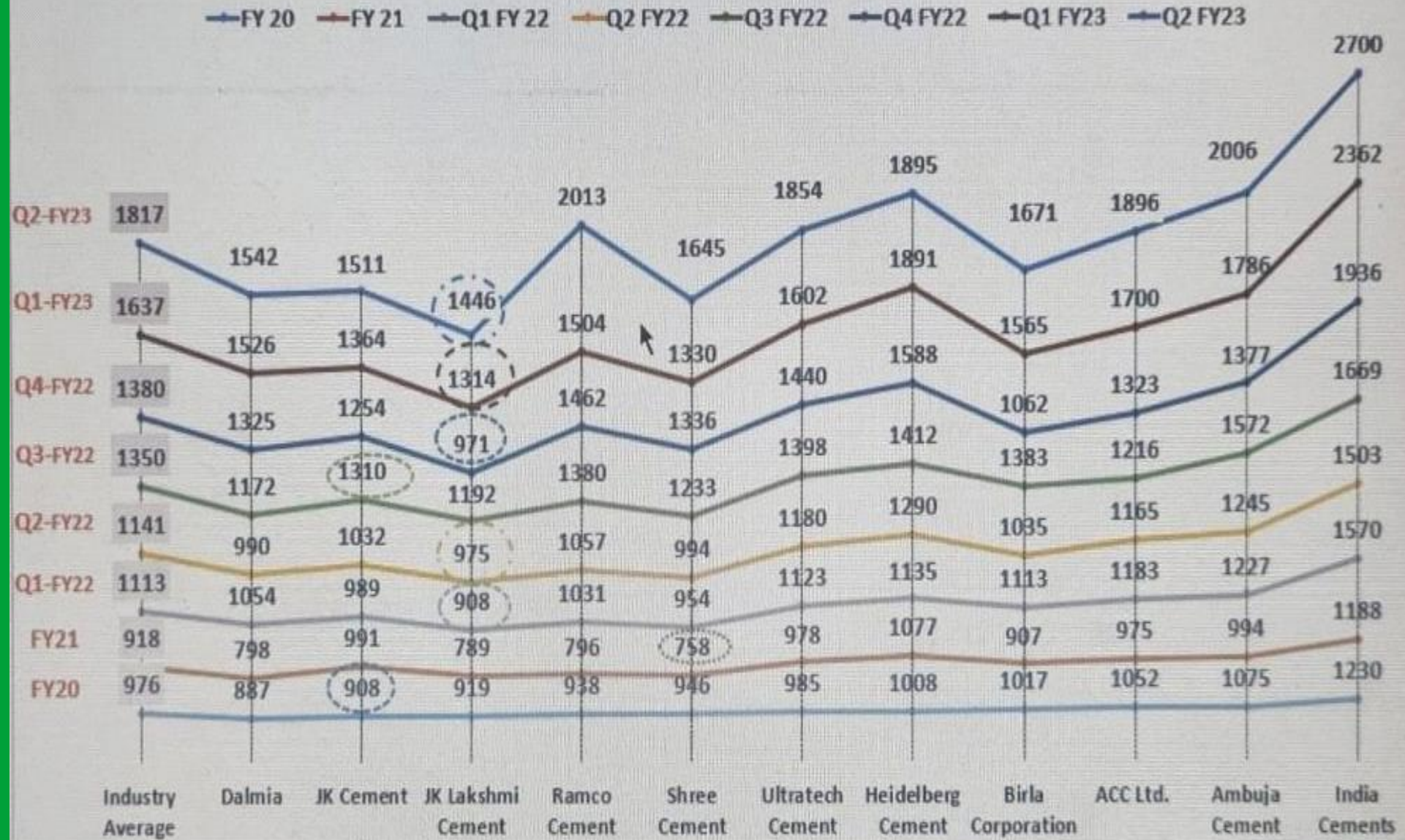
Cost Trend of Imported Coal, Crude Oil and Pet Coke

YEAR	IMP.COAL [CFR]	BRENT-CRUDE OIL	PETCOKE [CFR]
2019	88	65	87
2020	100	46	120
Q1 FY22	116	69	135
Q2 FY22	170	78	176
Q3 FY22	182	80	230
Q4 FY22	250	110	210
Q1 FY23	337	120	292
Q2 FY23	350	112	210
Q3 FY23	254	98	205
Q4 FY23	203	85	187
Q1 FY24	155	82	160
Q2 FY24	130	88	140
Q3 FY24	144	88	142
Jan-24	120	80	125
Feb-24	112	80	124
Mar-24	120	82	128



Power and Fuel Cost

Inter-Firm Level - Power & Fuel Cost Per Tonne



Source : CRISIL



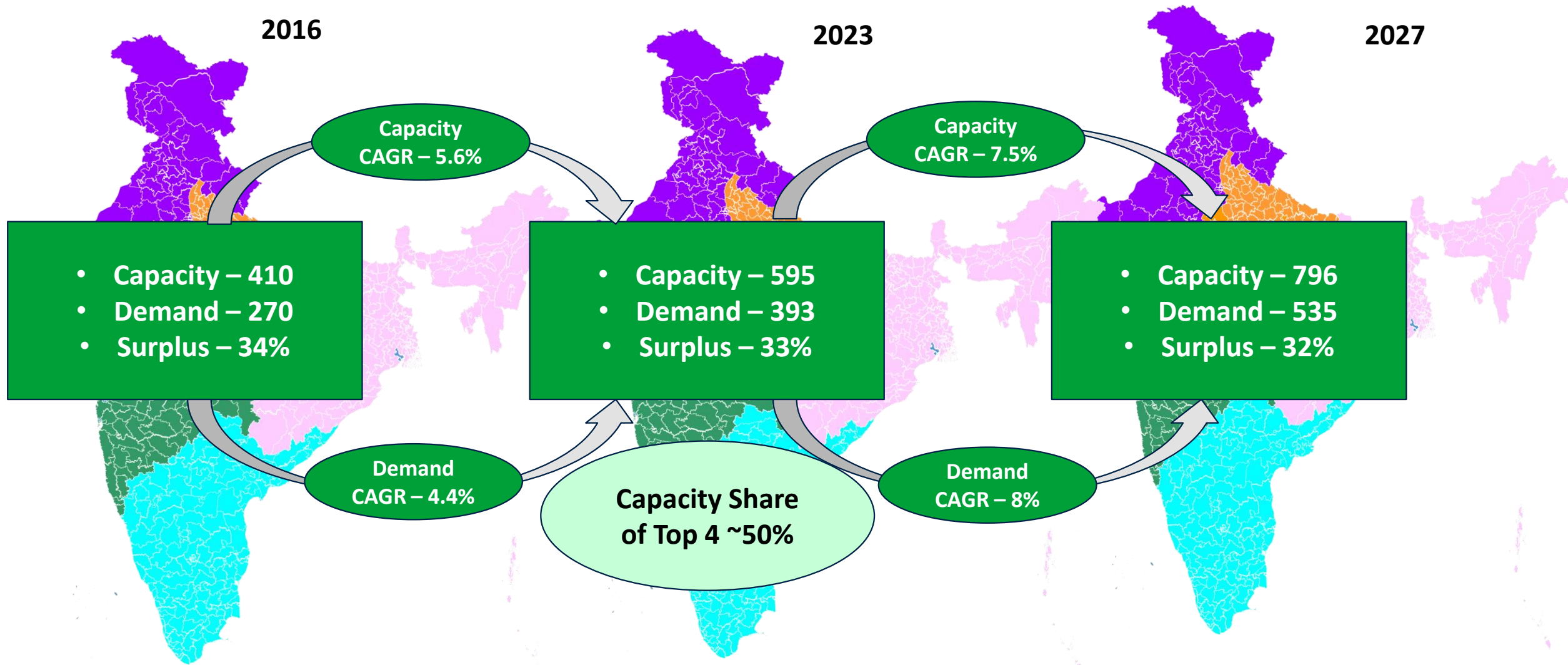
Cement Demand Supply Capability & Gap (All India)

Qty. Mn. MT

Sl. No.	Particulars	Actual		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%

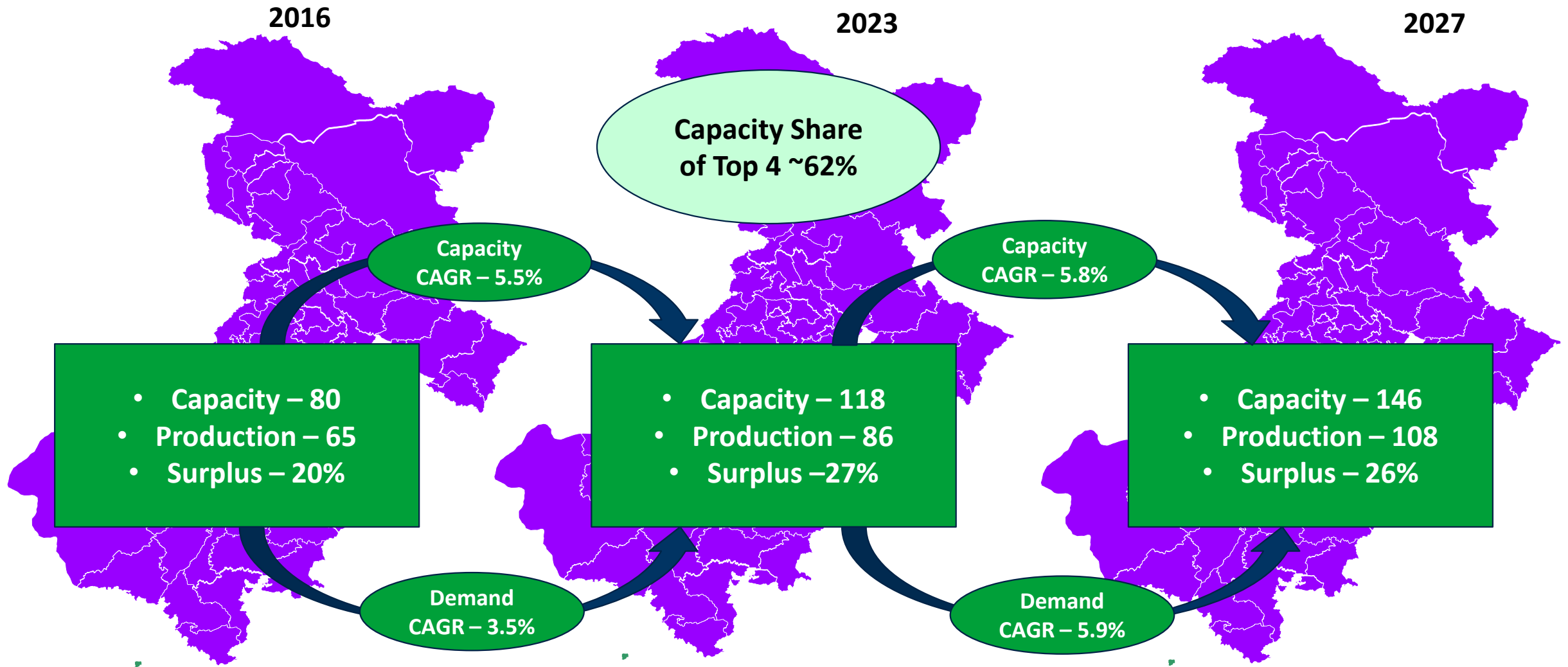
^ North zone is a net exporter to Central & West zones

*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%

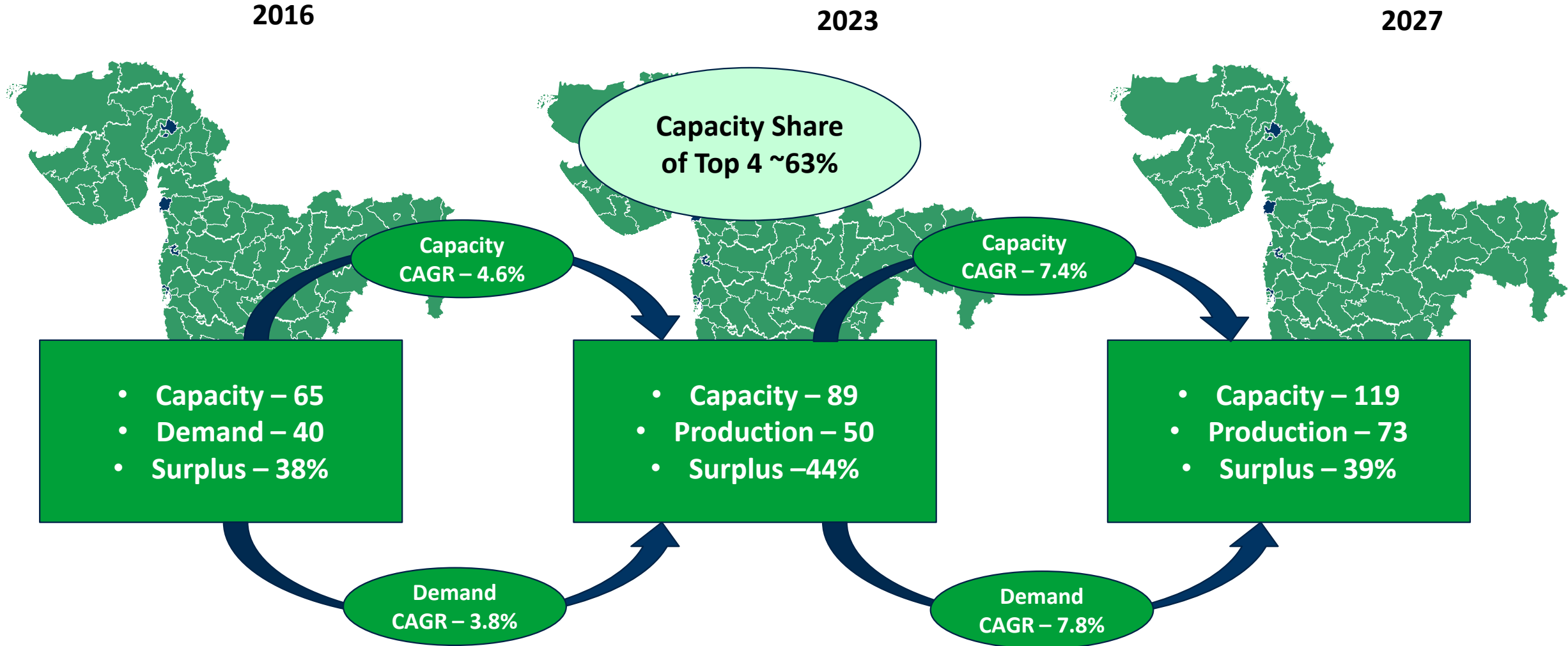
^ West zone is a net importer from North and South zones

*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%

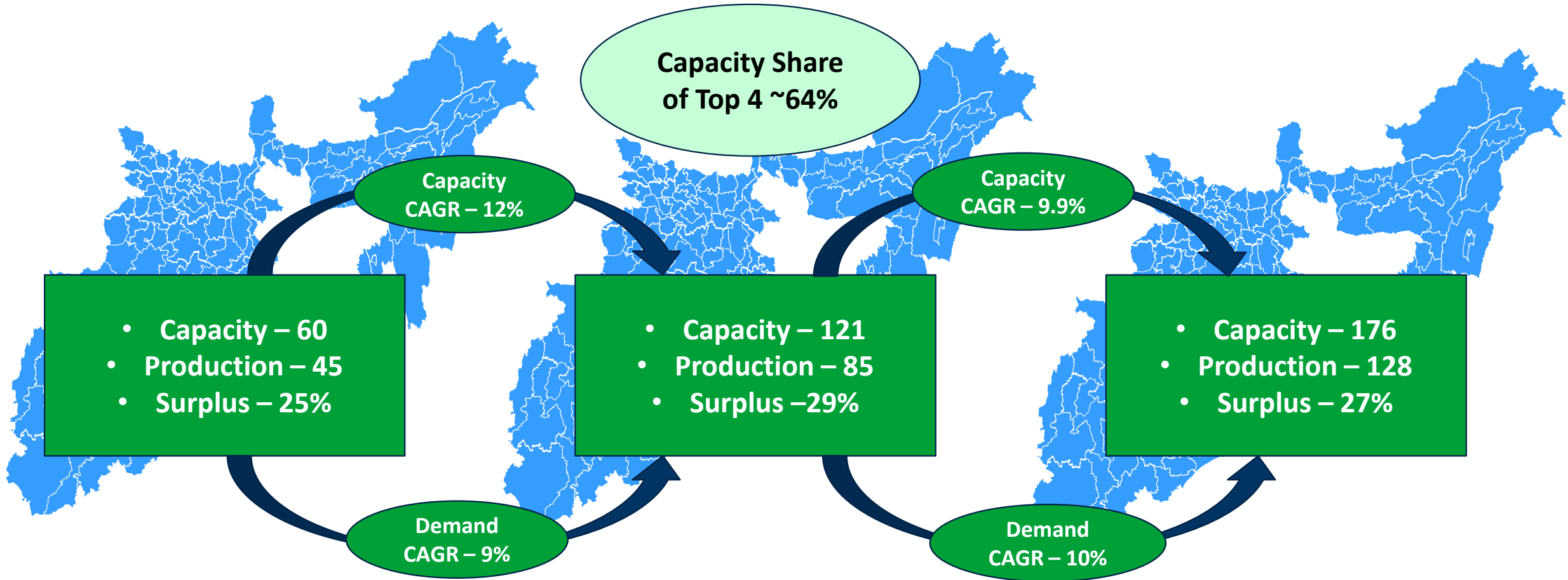
^ East zone is a net importer from South & Central zones

Trends in Demand Growth & Capacity Addition (East)

2016

2023

2027



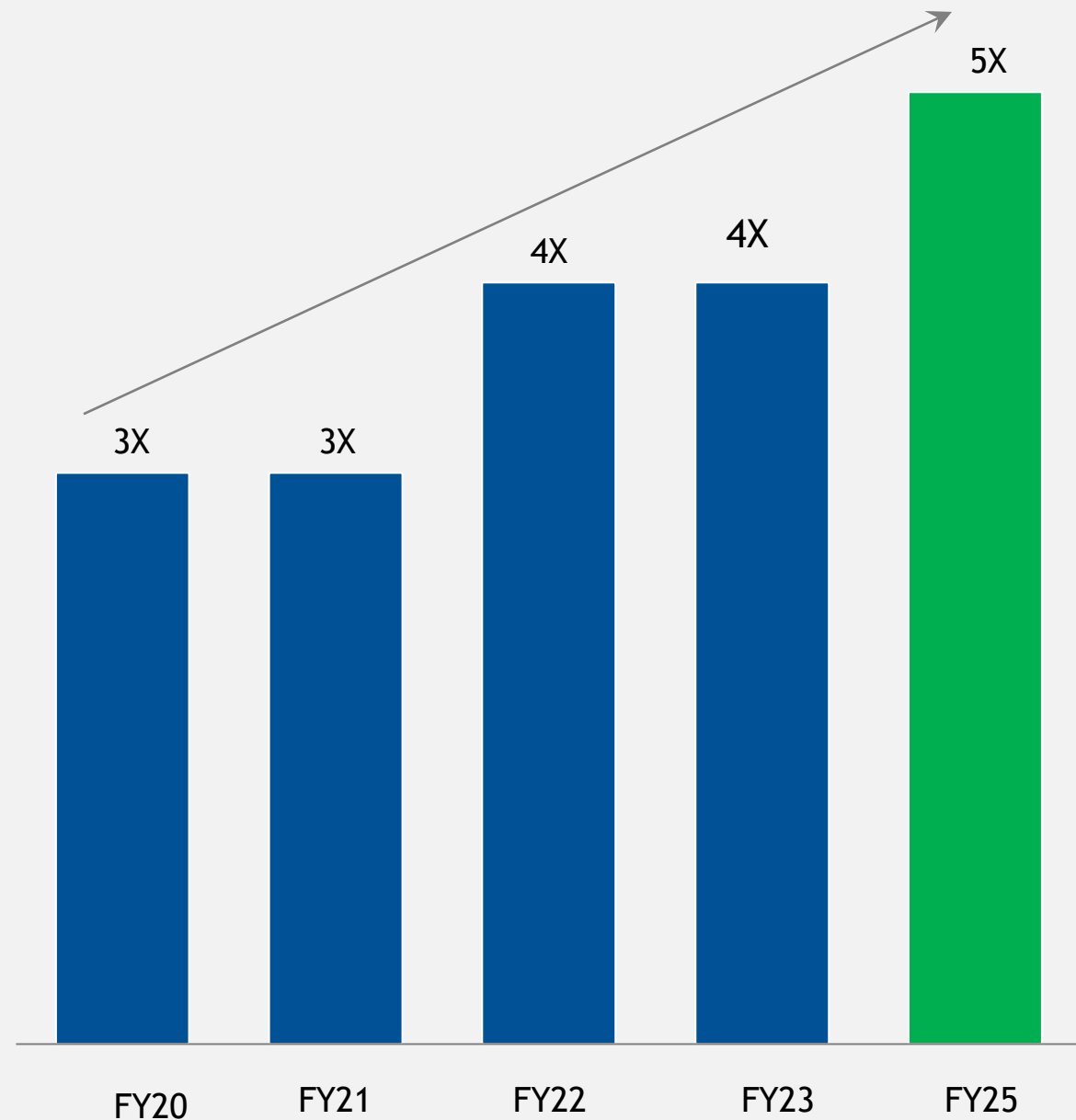
ESG Initiatives





Water Positivity Index

Target of becoming 5 times water positive by FY25

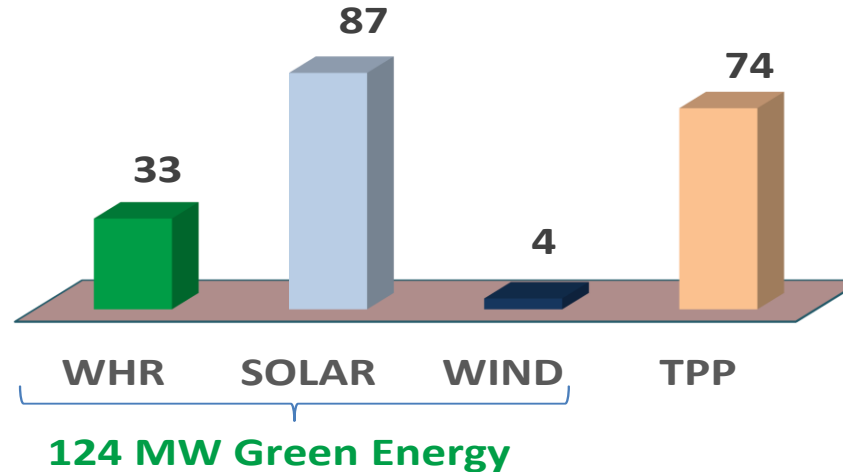


Green Power

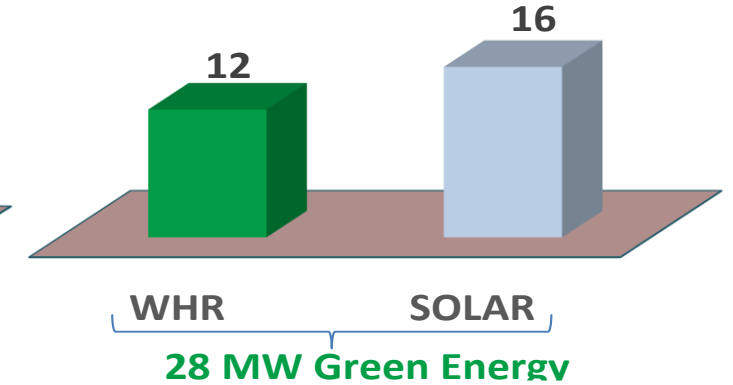


Share of Renewable Energy in Total Installed Captive Power Capacity (MW) at JK Lakshmi Cement and UCWL

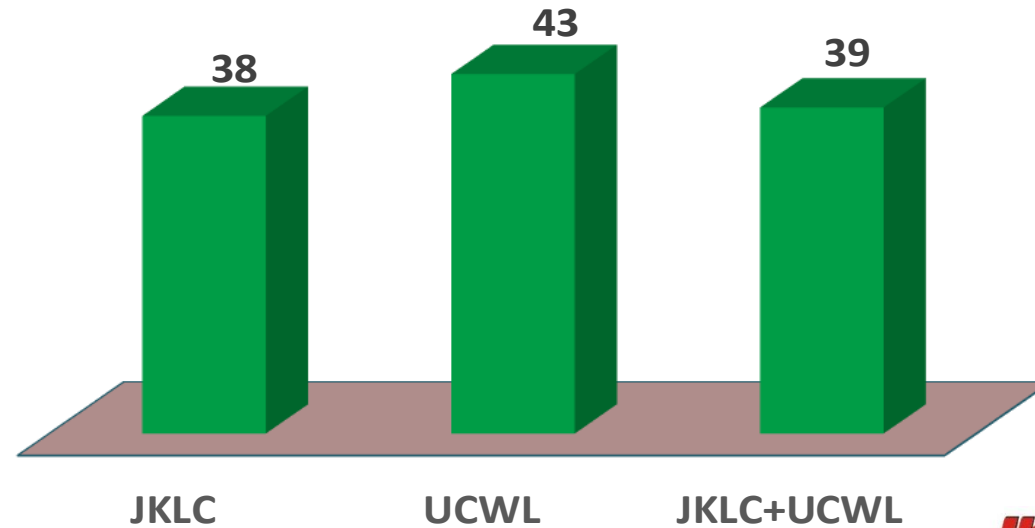
JKLC - Captive Power (198 MW)



UCWL - Captive Power (28 MW)



Share of Green Energy in Total Power Requirement



Increasing Thermal Substitution Rate



In FY24, JKLC has achieved a TSR% of 7%



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

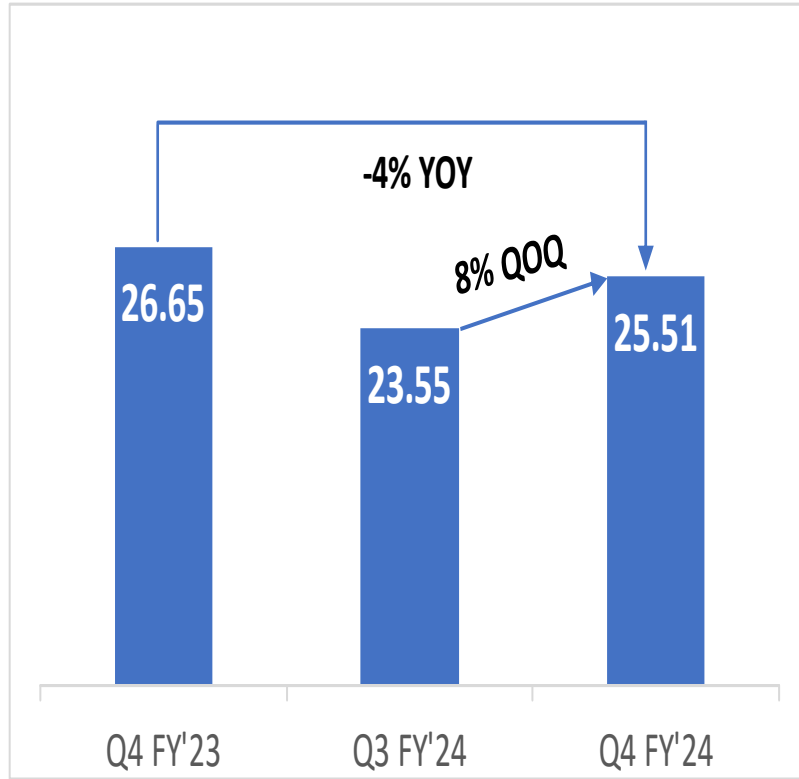


TSR% to be increased to 20% at JKLC FY 30

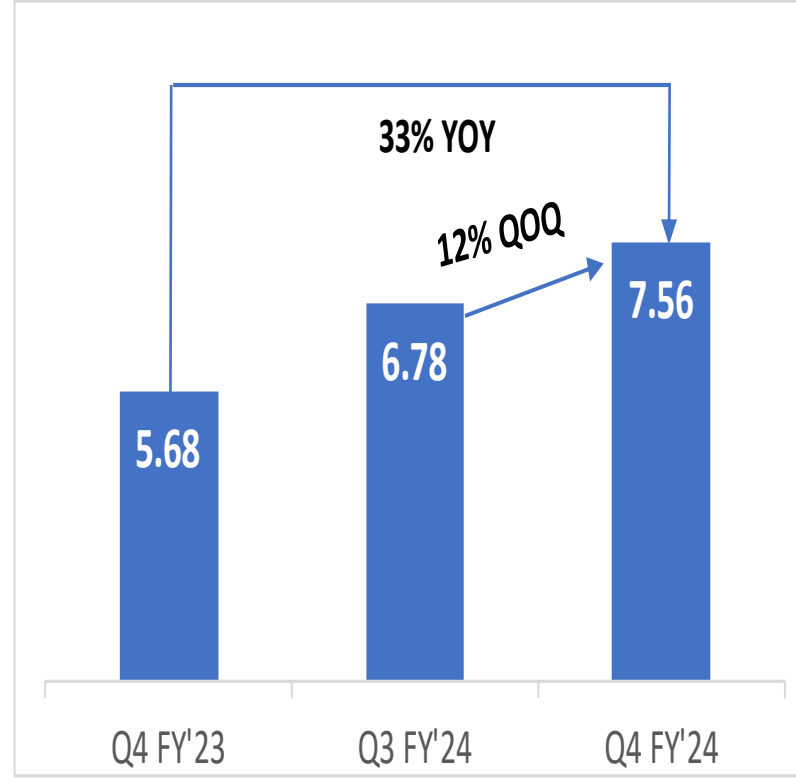


J K Lakshmi Cement: Operational & Financial Performance Q4FY24

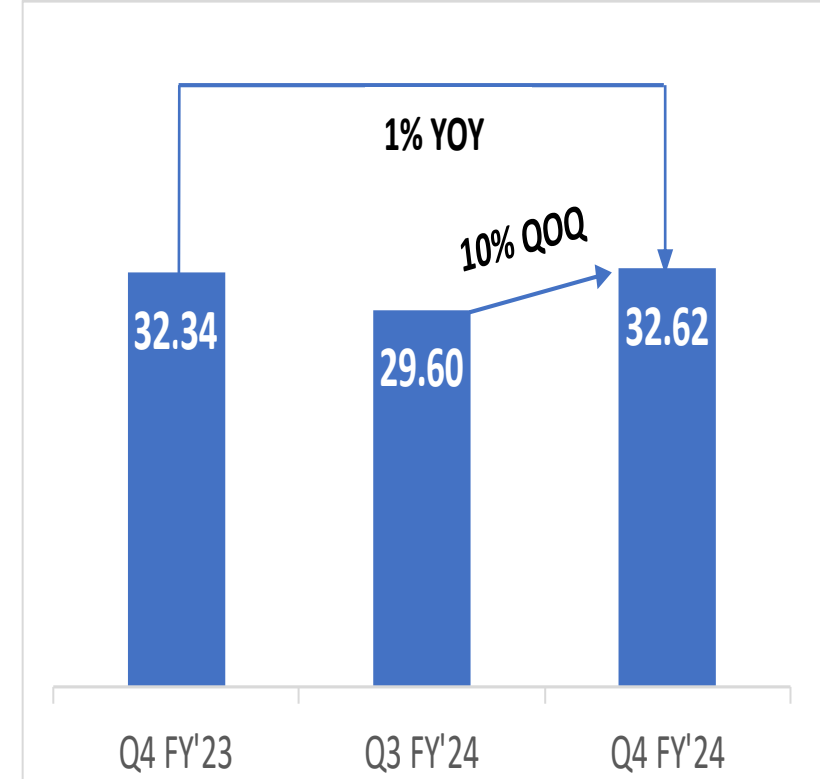
JKLC



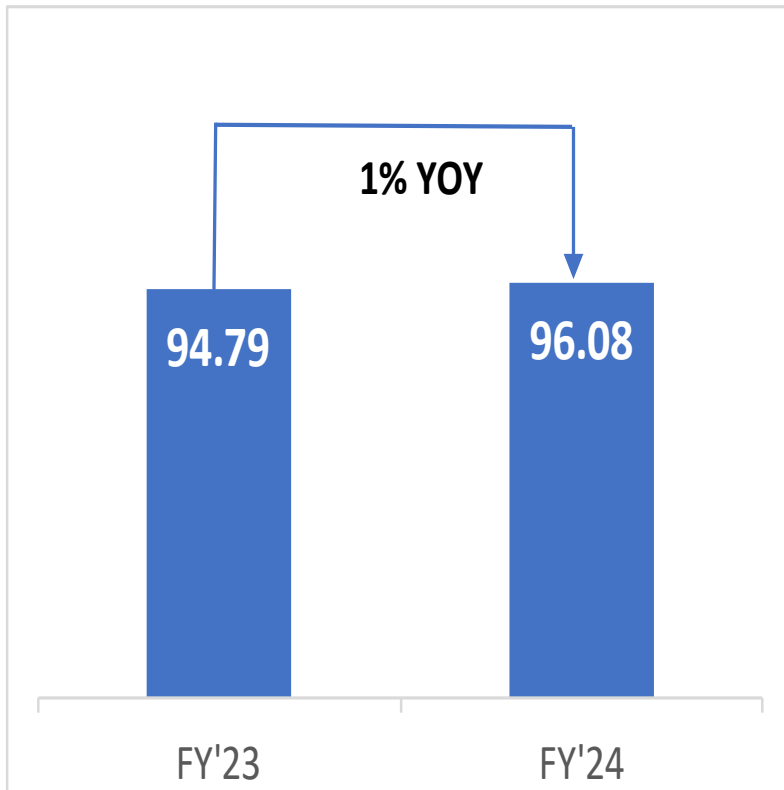
UCWL



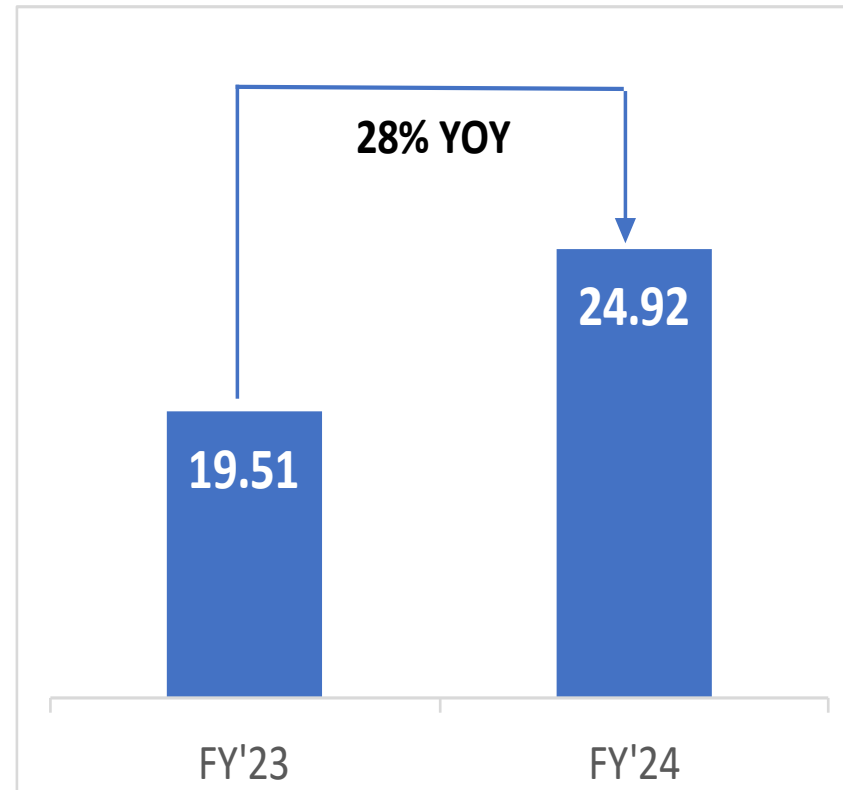
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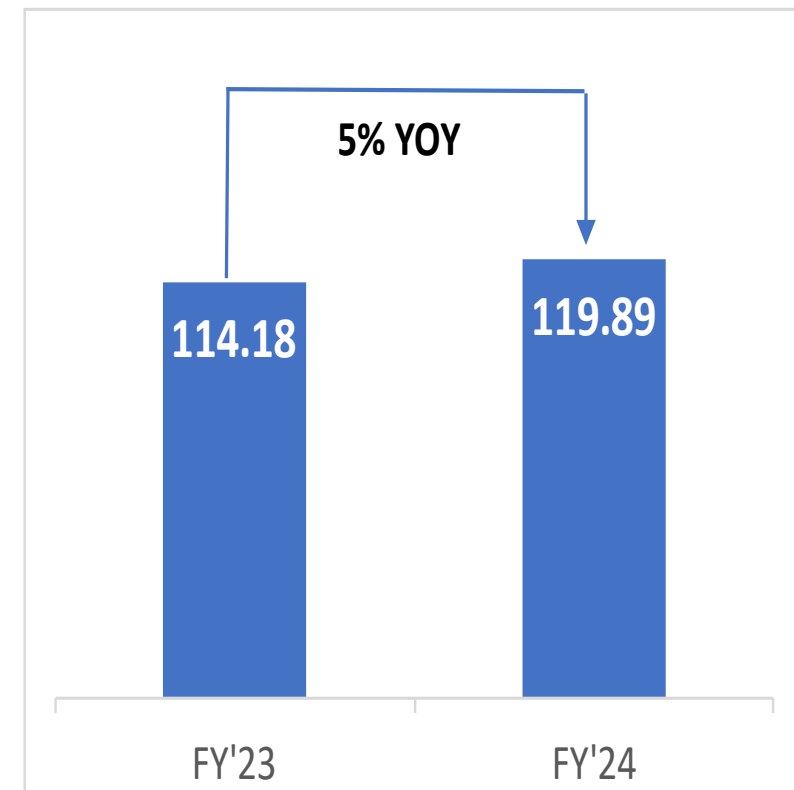
JKLC



UCWL



Consolidated



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 - Mar.24 (12M)
All India	84%	78%	57%	64%	67%	67%
North + Gujarat Zone	75%	63%	52%	63%	65%	64%
JK Lakshmi Cement - North/West	81%	75%	77%	86%	86%	85%
East Zone	74%	63%	48%	67%	70%	74%
JK Lakshmi Cement - East	99%	77%	78%	72%	81%	90%
JK Lakshmi Cement -Overall	85%	75%	78%	82%	85%	86%

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

Regions	2018-19 (12M)	2019-20 (12M)	2020-21 (12M)	2021-22 (12M)	2022-23 (12M)	2023-24 (12M)
	% sales	% sales	% sales	% sales	% sales	% sales
Gujarat/Maharashtra	43	39	37	39	46	51
Rajasthan / MP	28	35	38	40	35	33
North	29	26	25	21	19	16

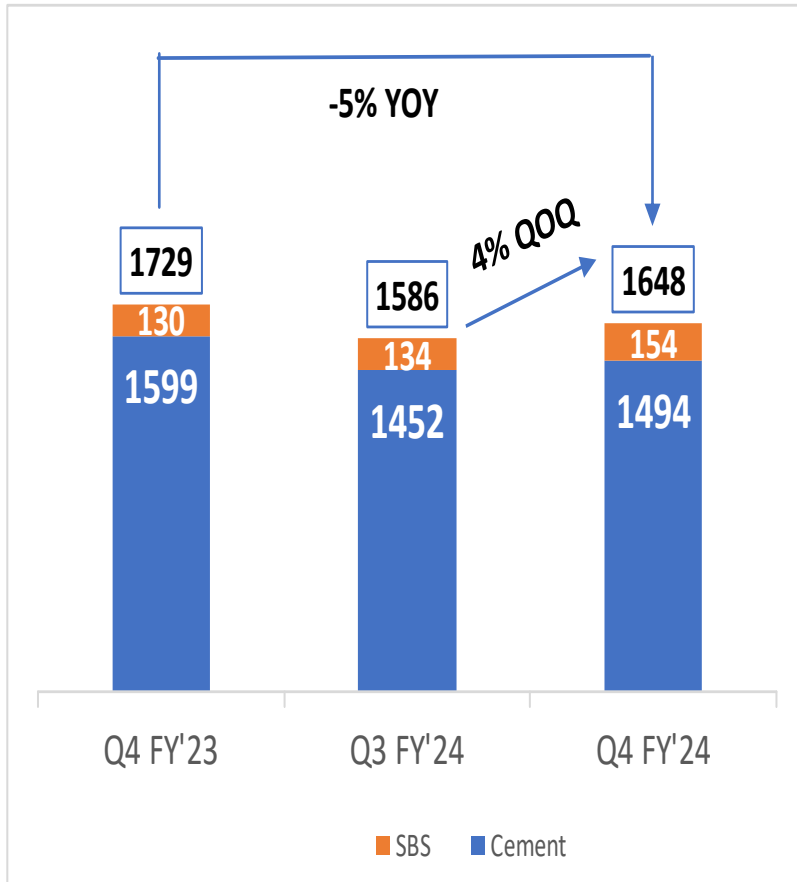
Region-wise Cement Sales – East (JKLC)

Regions	2018-19 (12M)	2019-20 (12M)	2020-21 (12M)	2021-22 (12M)	2022-23 (12M)	2023-24 (12M)
	% sales	% sales	% sales	% sales	% sales	% sales
Chhattisgarh	54	50	42	41	41	40
Odisha	19	22	25	26	25	26
Madhya Pradesh	10	11	13	15	14	10
Maharashtra	8	8	9	10	8	8
Others	9	9	11	8	12	16

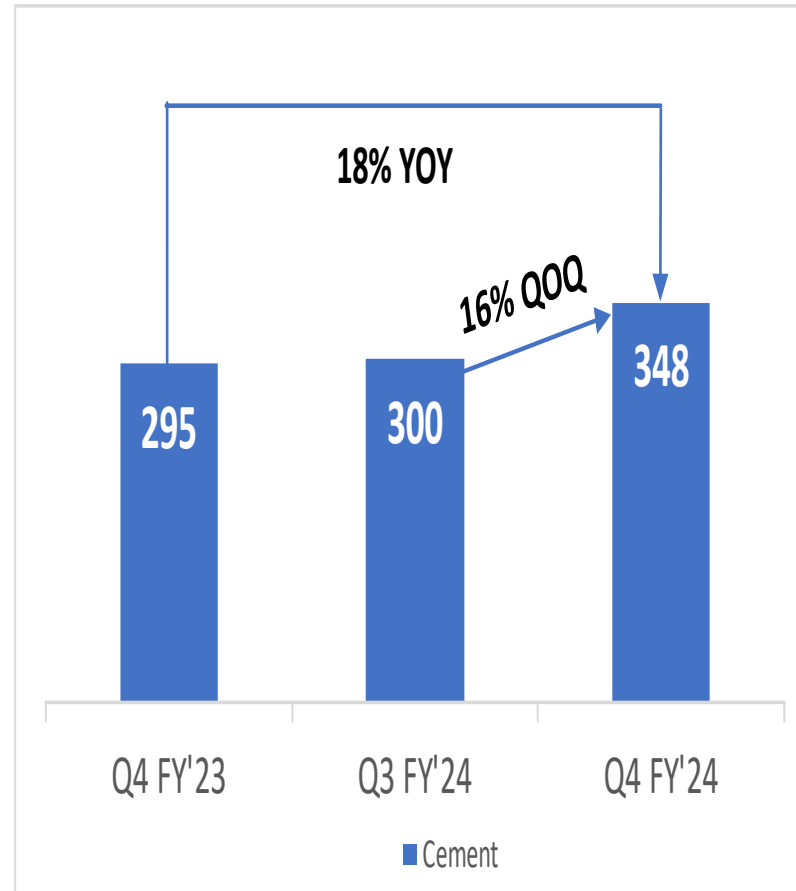
Revenue Growth - Quarterly

₹ in Crore

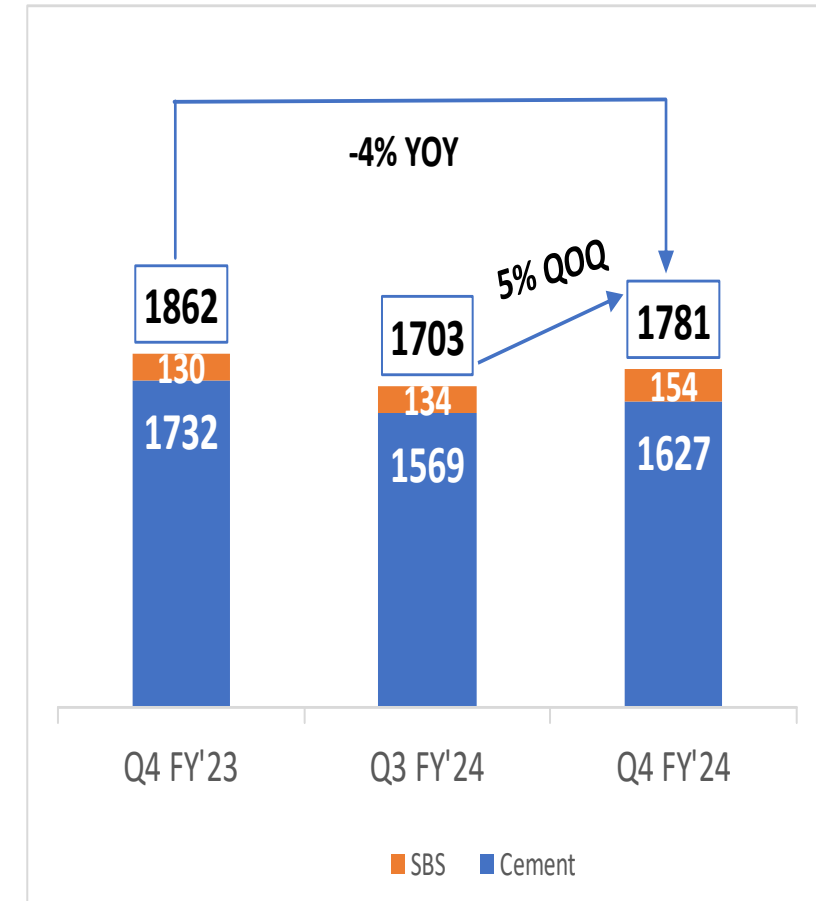
JKLC



UCWL

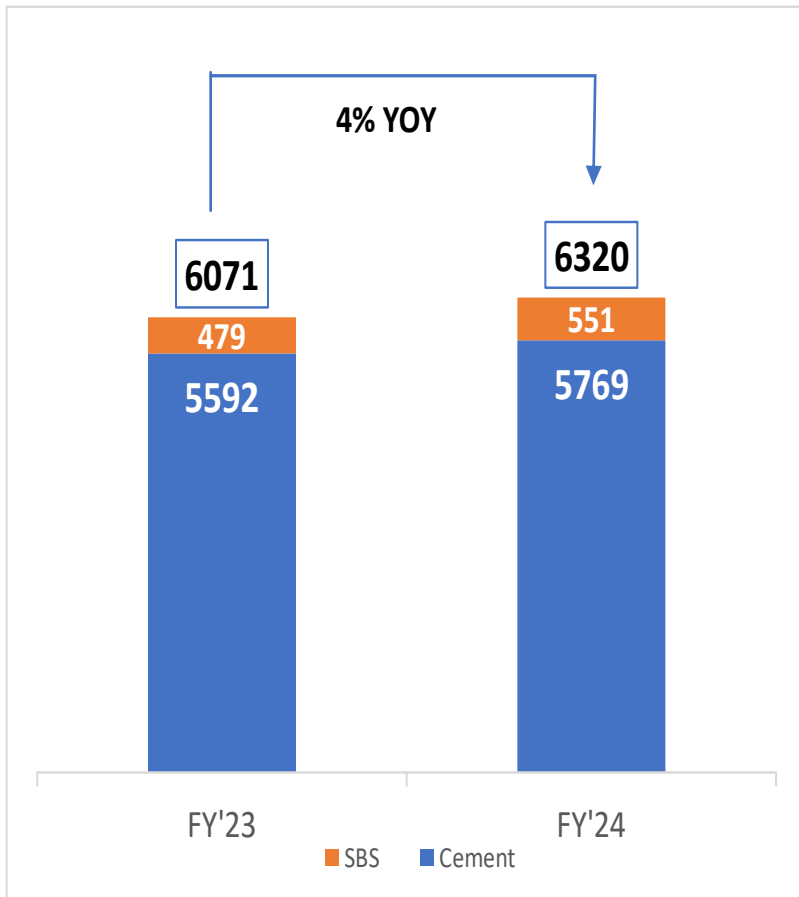


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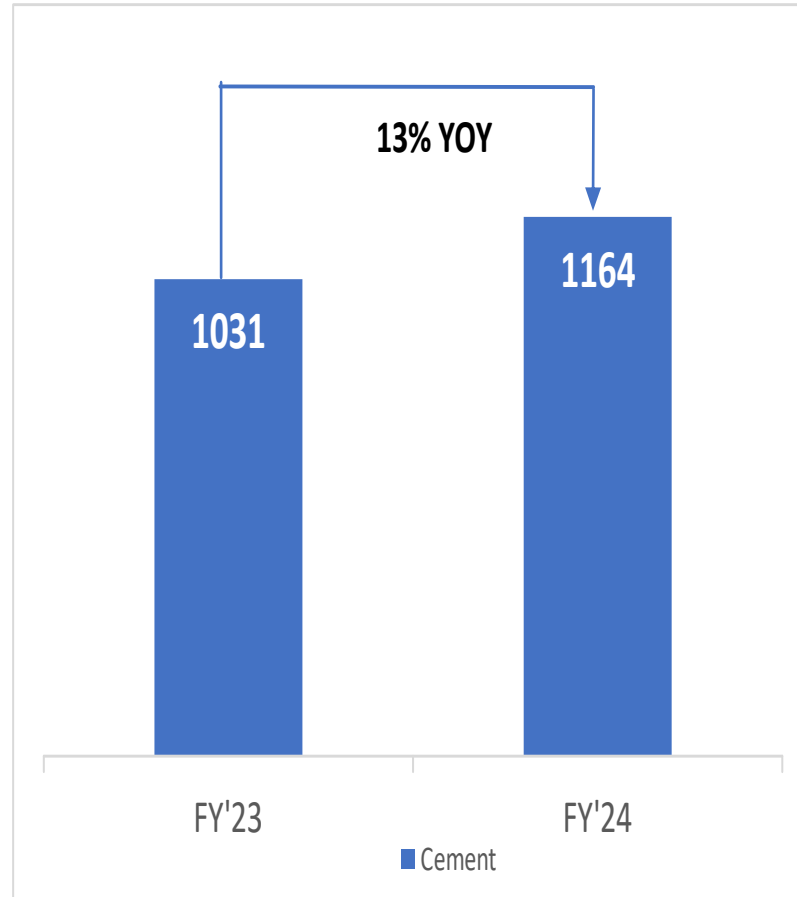


* SBS ~ Smart Building Solution

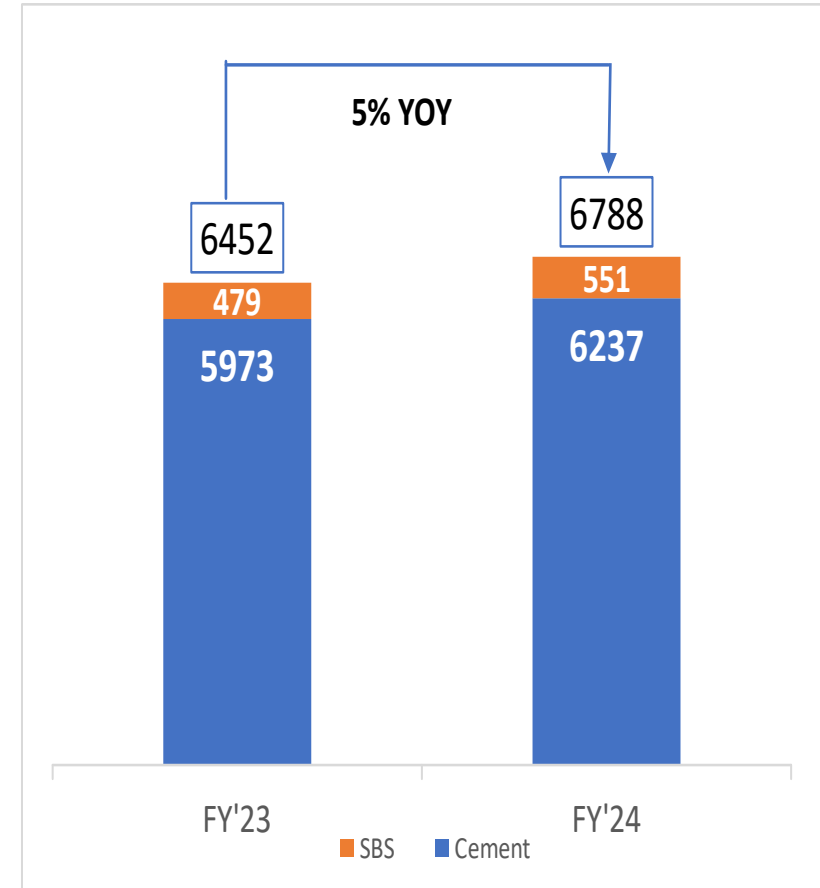
JKLC



UCWL



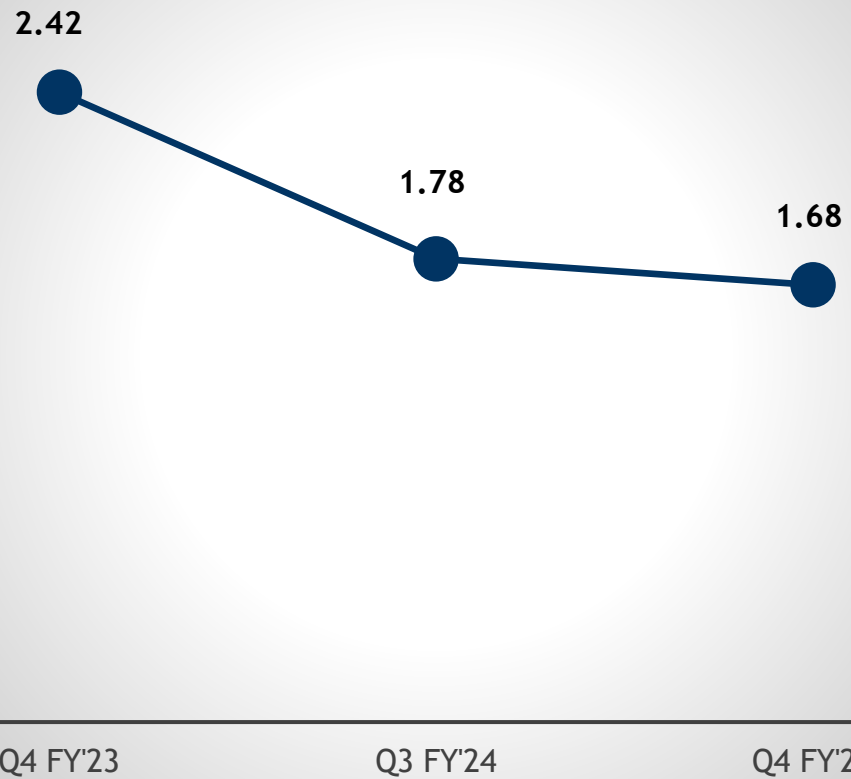
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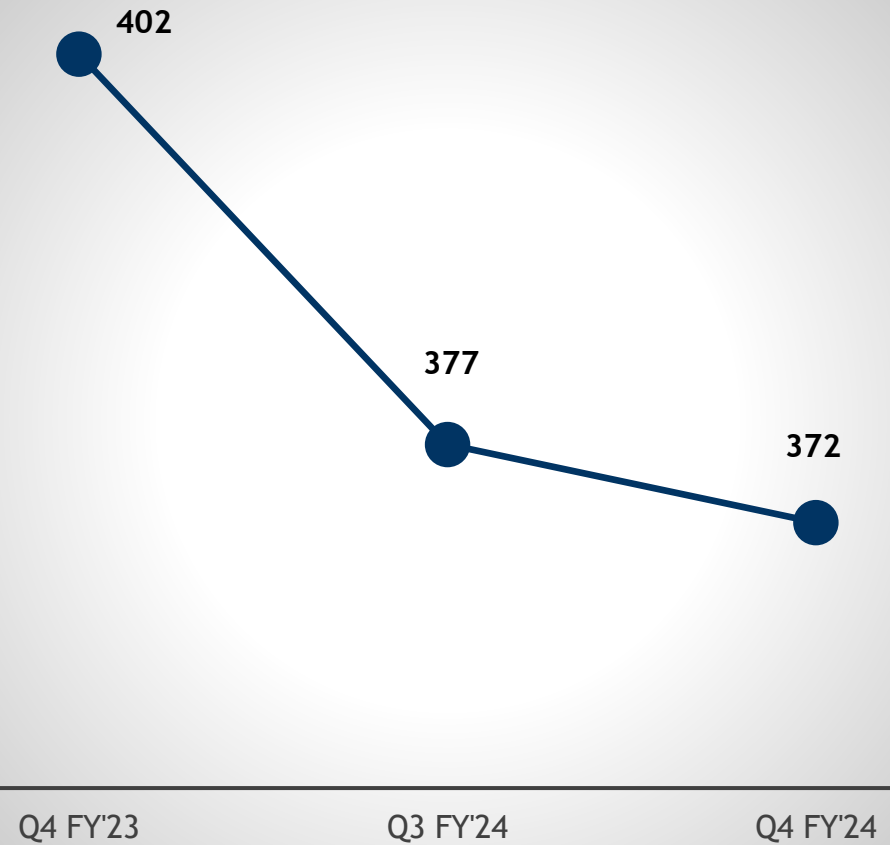
* SBS ~ Smart Building Solution

Fuel Cost and Lead Distance - JKLC

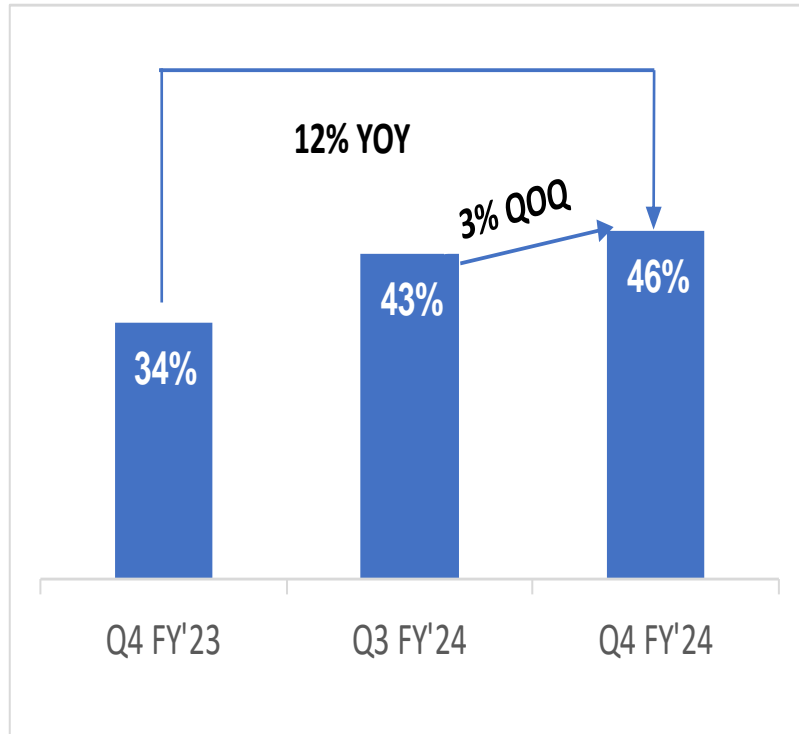
Fuel Cost ₹ / K.Cal.



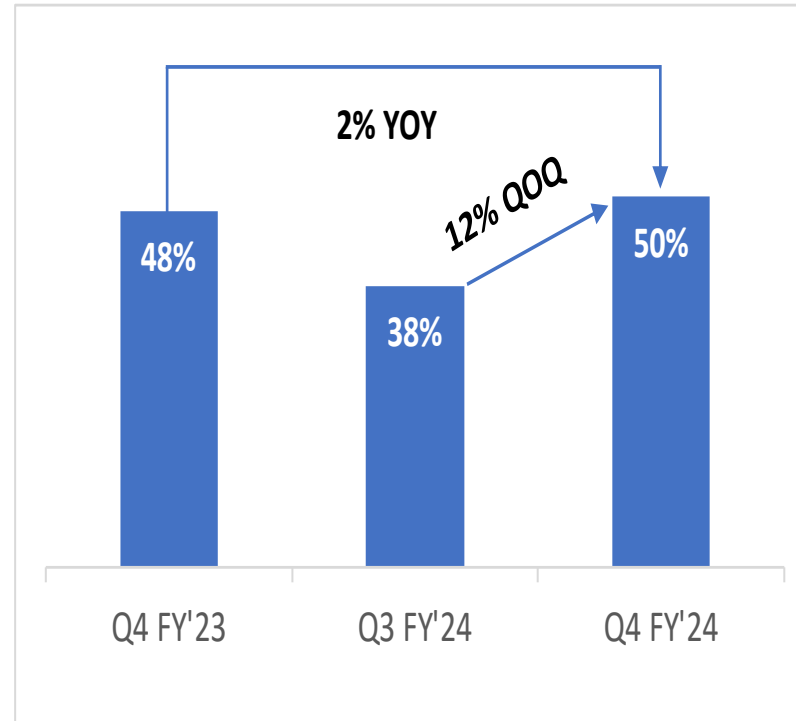
Lead Distance (Kms.)



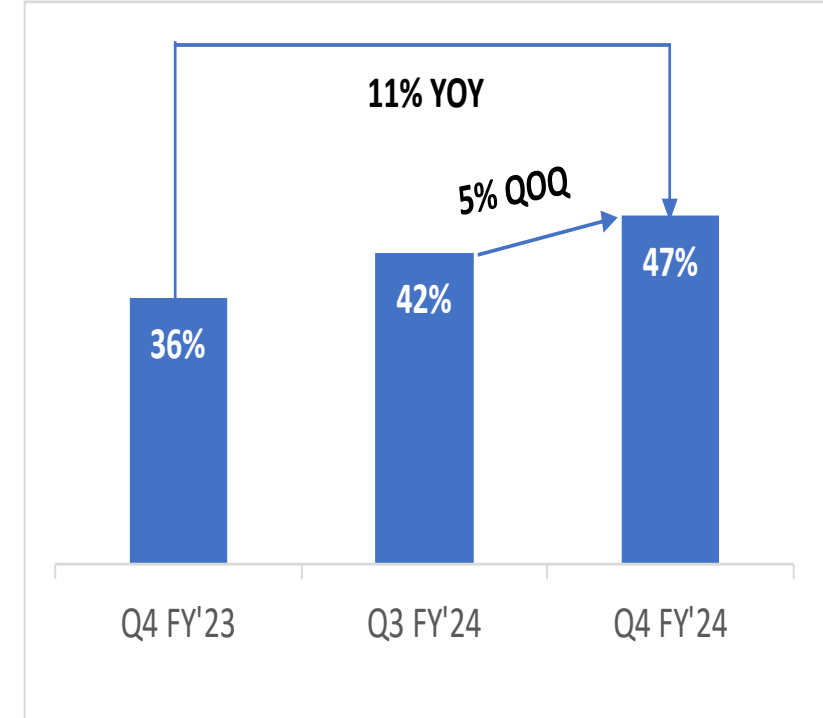
JKLC



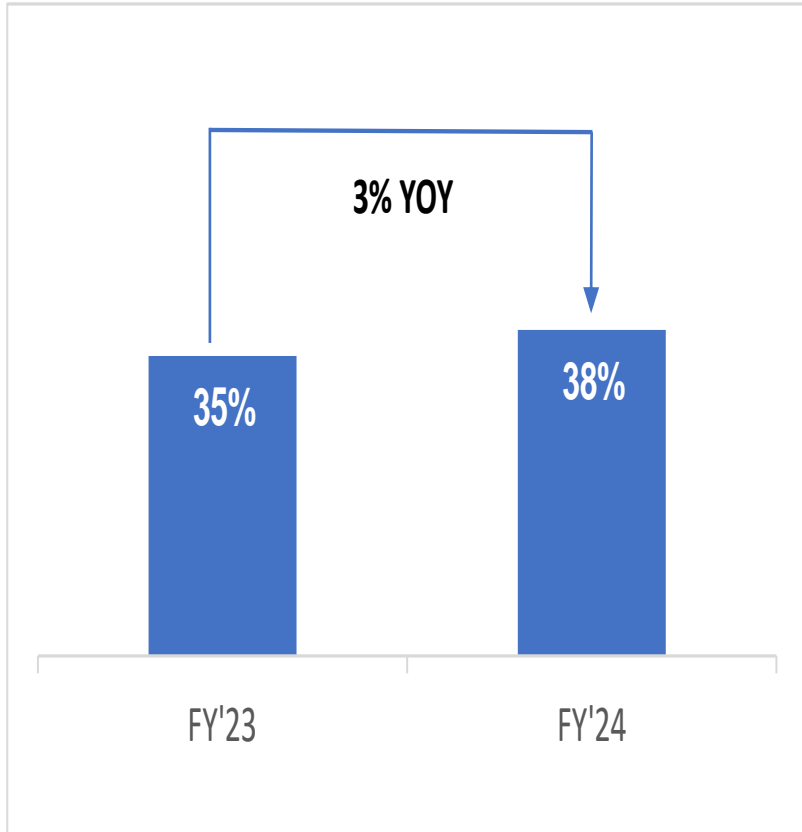
UCWL



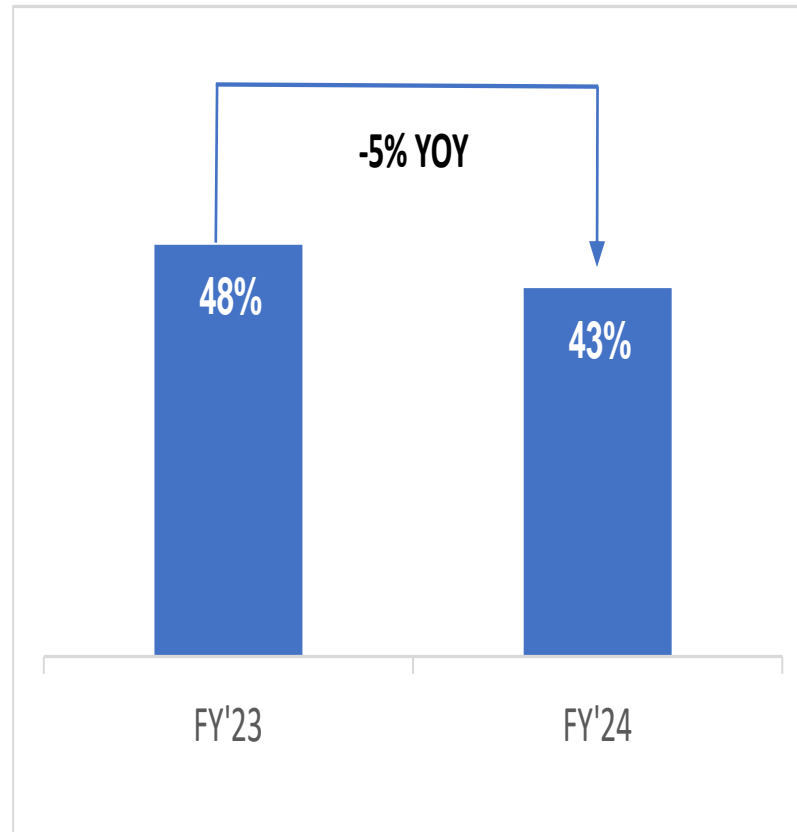
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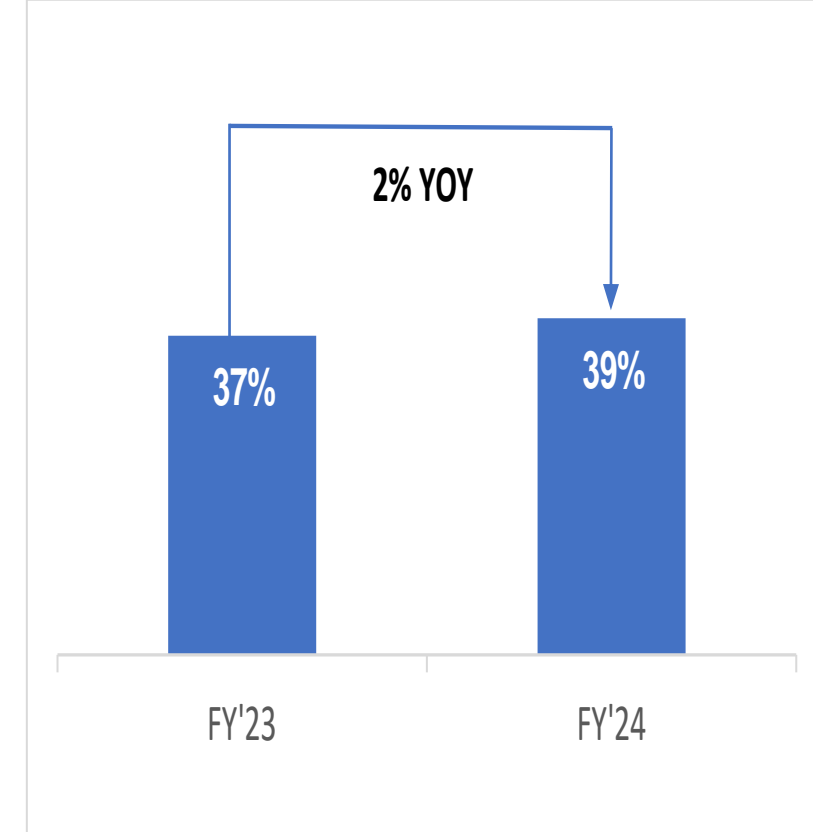
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UCWL

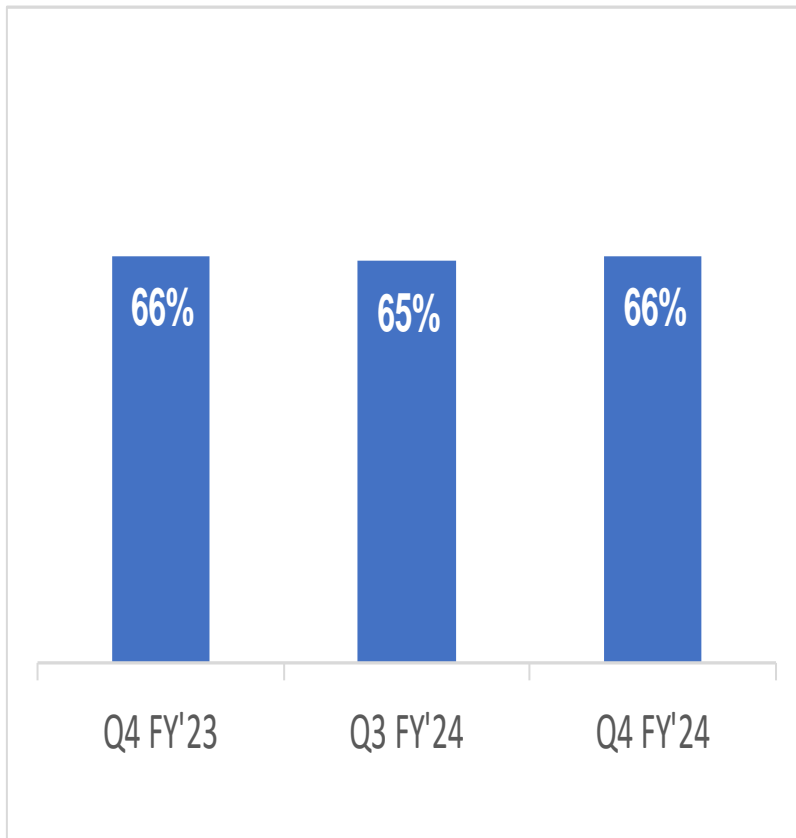


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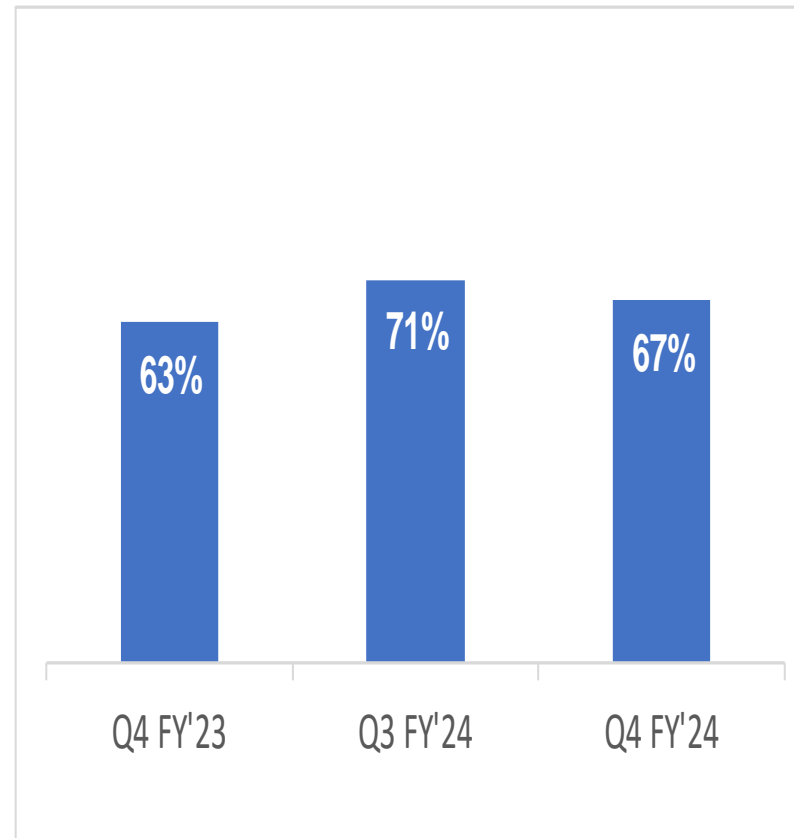


Blended Cement - Quarterly

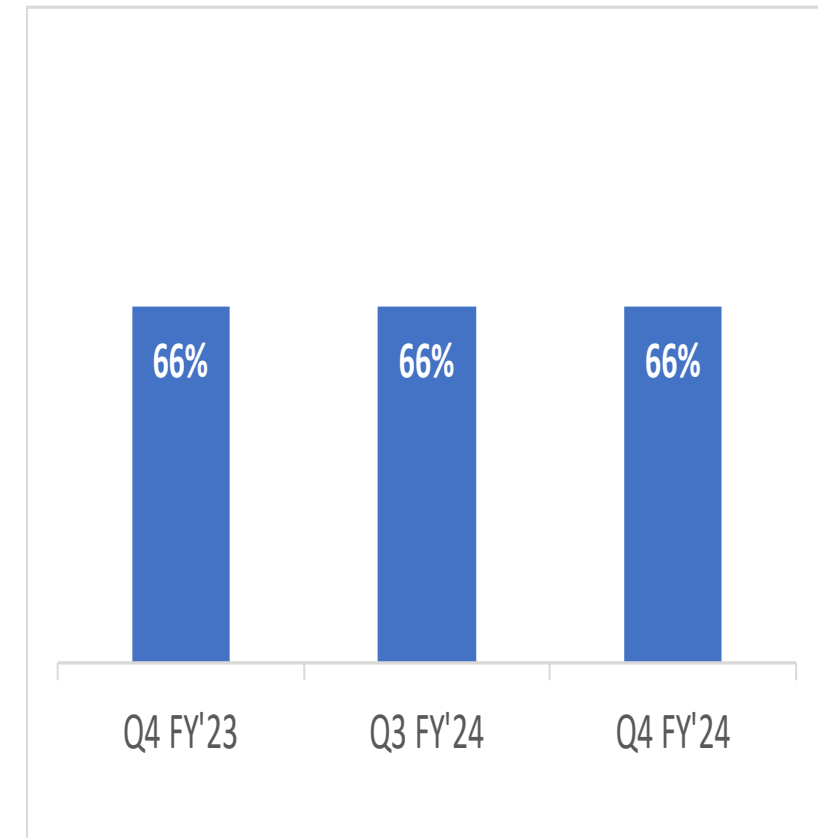
JKLC



UCWL

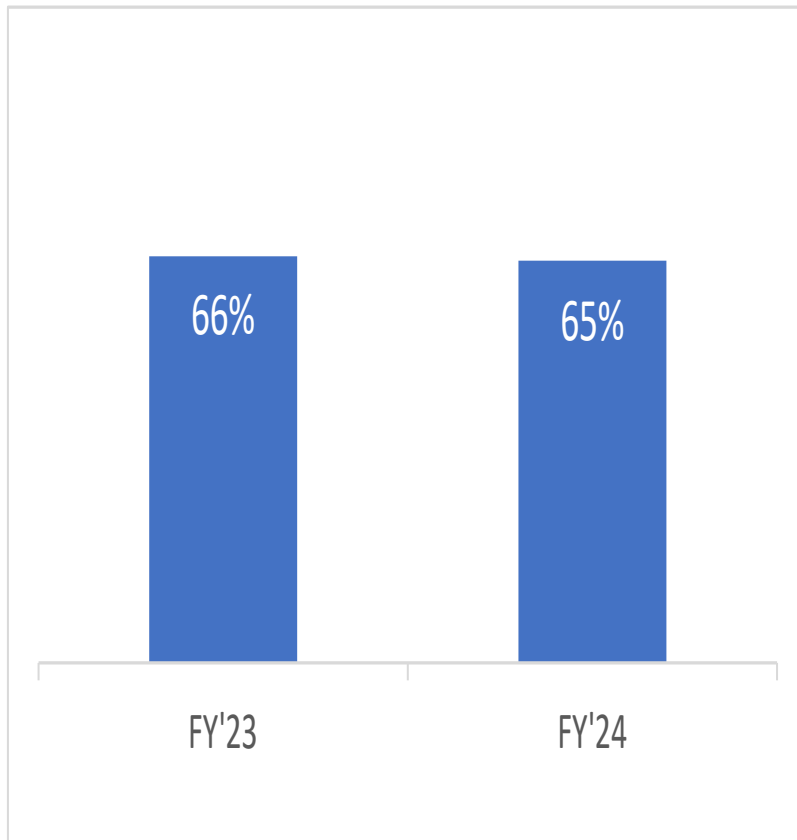


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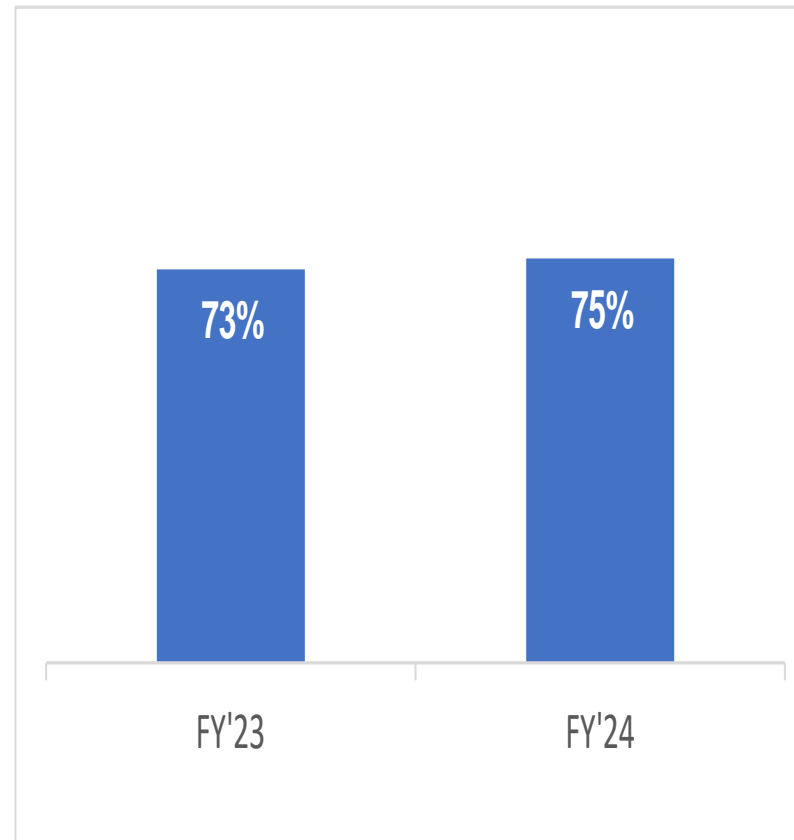


Blended Cement - Yearly

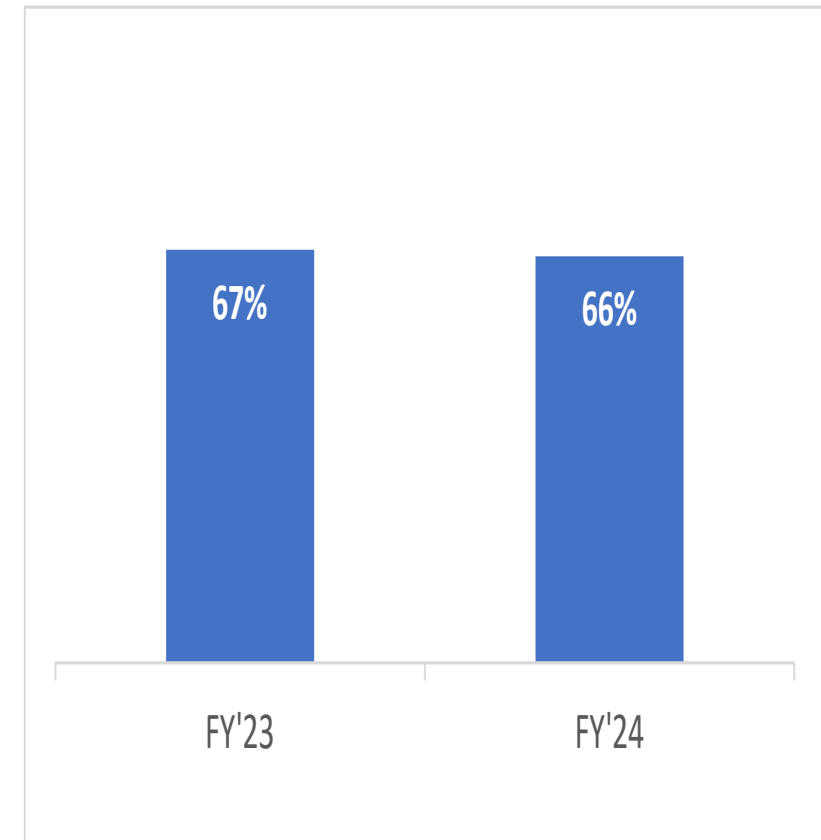
JKLC



UCWL

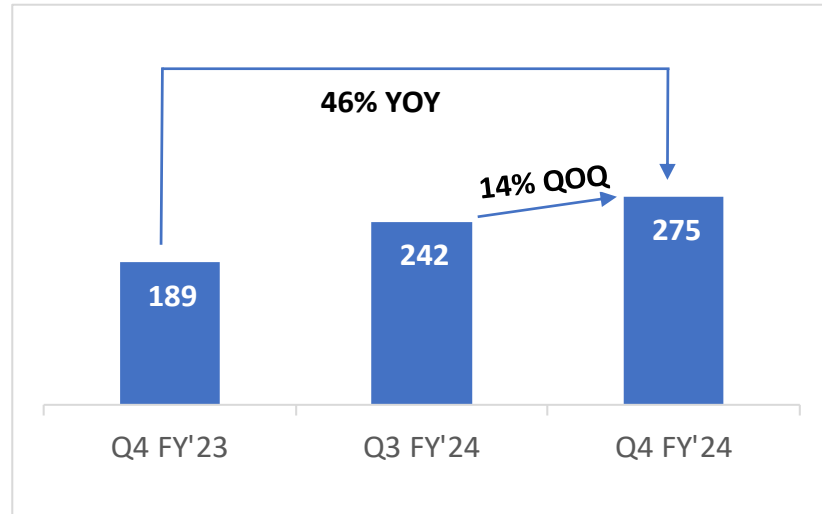


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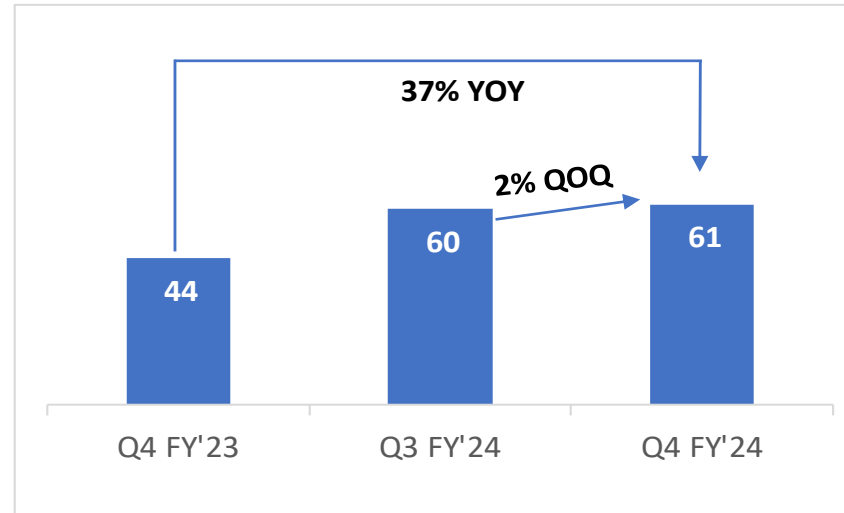
Profitability - Quarterly

JKLC

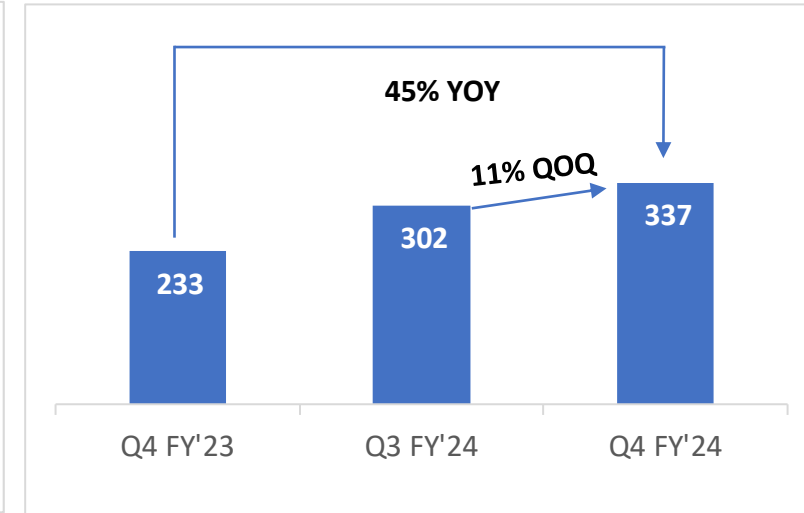


UCWL

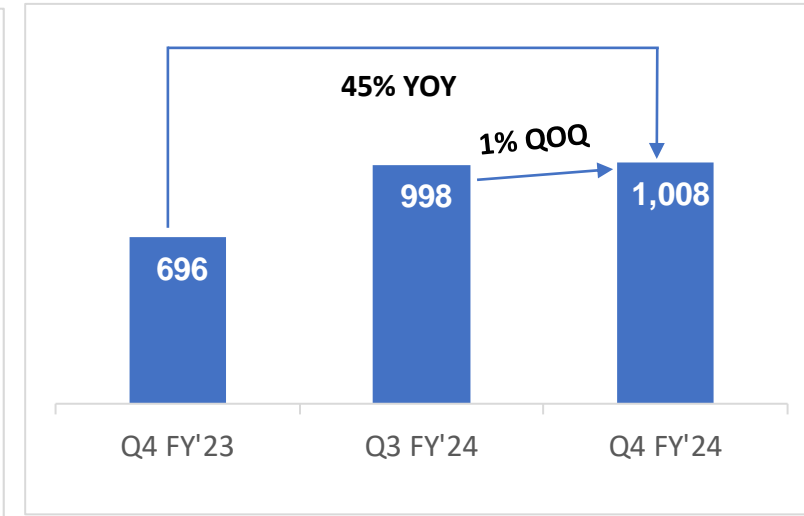
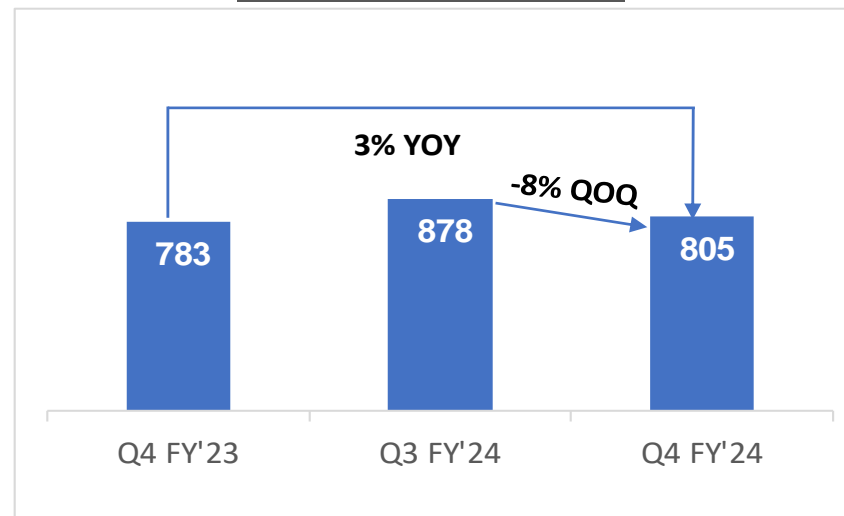
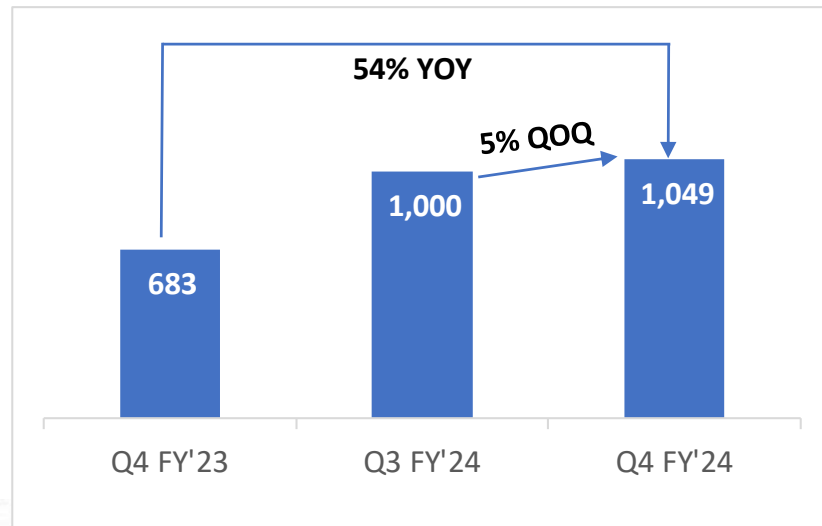
EBIDTA* - ₹ in Crore



Consolidated

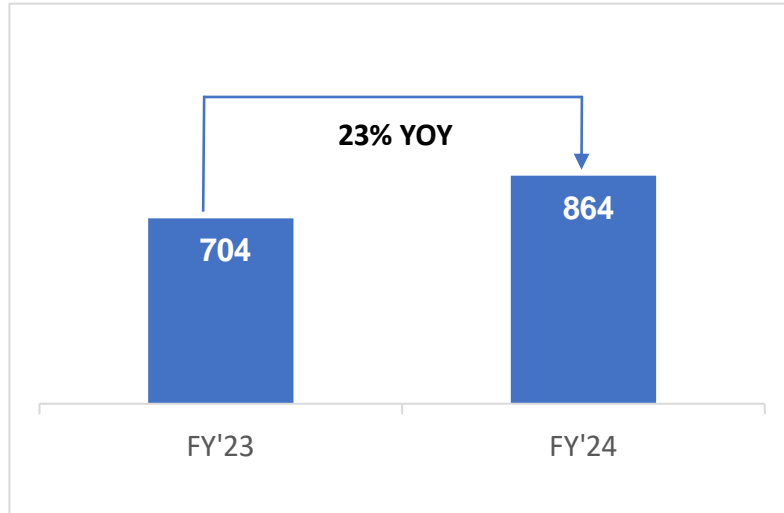


EBIDTA* - ₹ / Ton



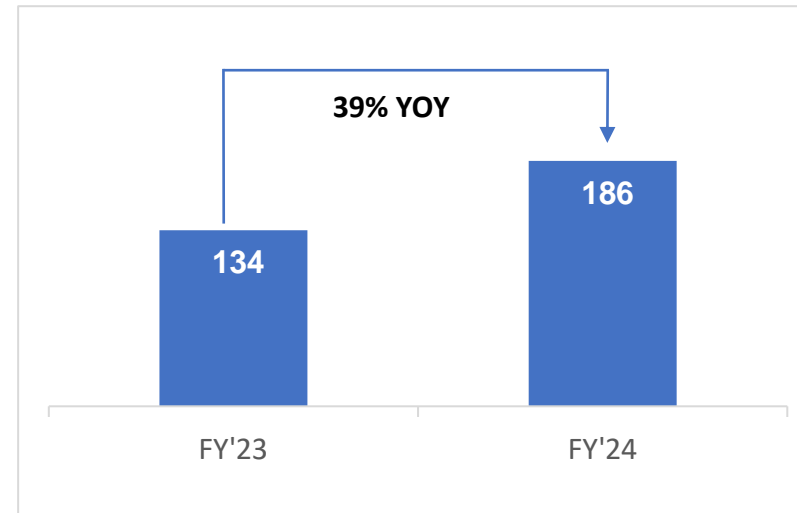
* EBIDTA ~ excluding Other Income

JKLC

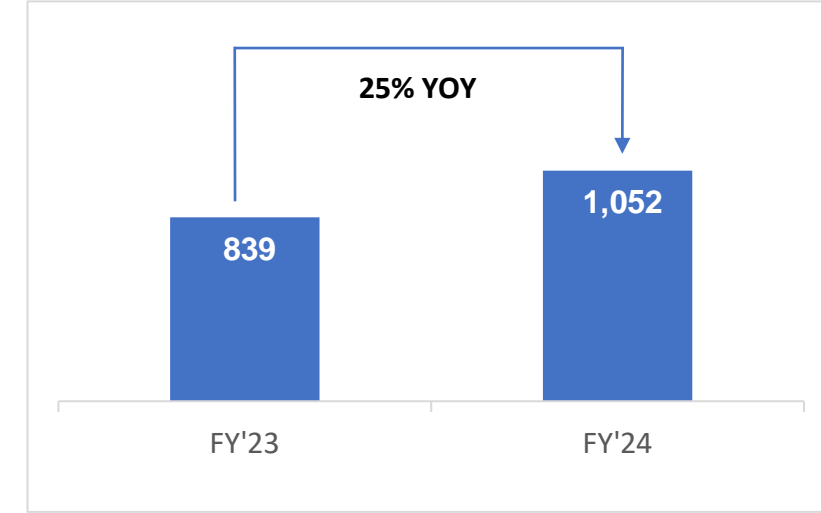


UCWL

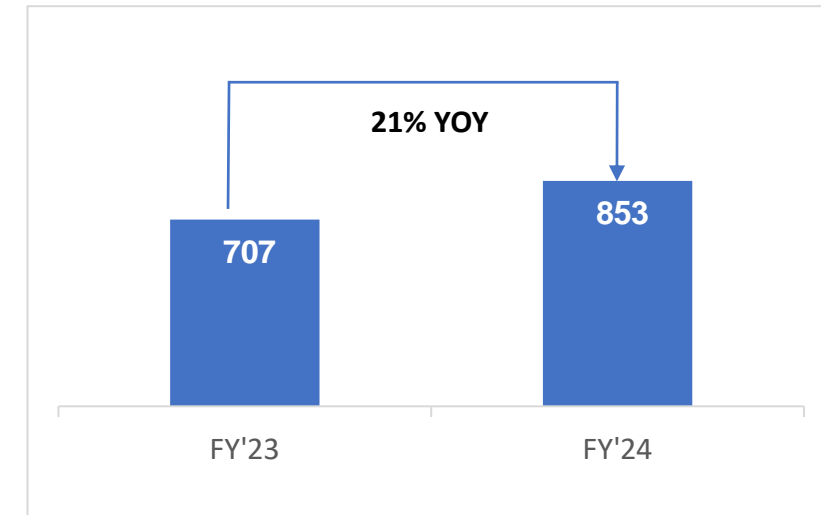
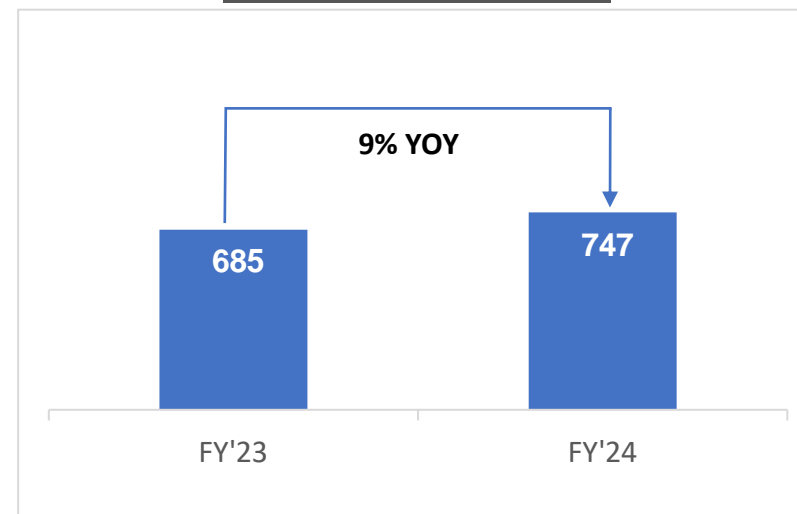
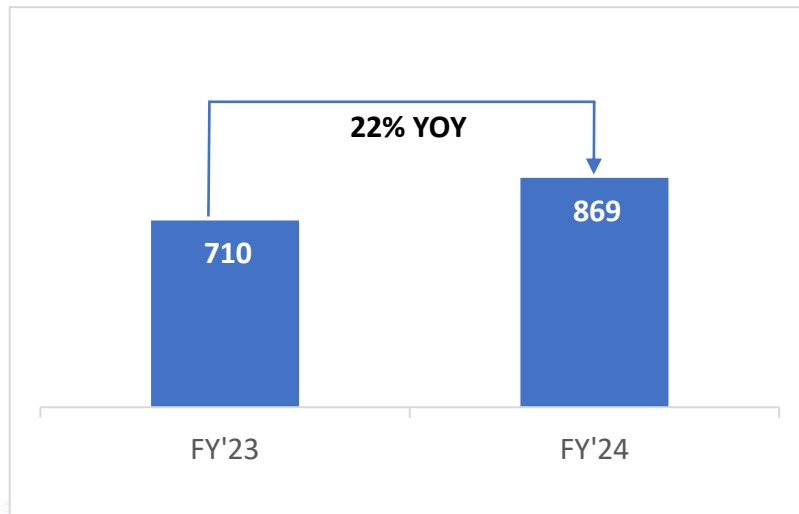
EBIDTA* - ₹ in Crore



Consolidated



EBIDTA* - ₹ / Ton



* EBIDTA ~ excluding Other Income

S.No.	Particulars	Q4 FY 24	Q3 FY 24	Q4 FY 23	QOQ % Inc / Dec	YOY % Inc / Dec
1	Net Sales	1648	1586	1729	4%	-5%
2	PBIDT	293	259	207	13%	42%
3	PBDT	273	239	187	14%	45%
4	PBT	223	188	137	19%	63%
5	PAT	142	124	97	15%	46%
6	EPS	12.10	10.54	8.27	15%	46%

S.No.	Particulars	FY 24	FY 23	YOY % Inc / Dec
1	Net Sales	6320	6071	4%
2	PBIDT	928	767	21%
3	PBDT	841	675	25%
4	PBT	646	481	34%
5	PAT	424	331	28%
6	EPS	36.06	28.11	28%

S.No.	Particulars	Q4 FY 24	Q3 FY 24	Q4 FY 23	QOQ % Inc / Dec	YOY % Inc / Dec
1	Net Sales	1781	1703	1862	5%	-4%
2	PBIDT	363	319	249	14%	46%
3	PBDT	318	280	221	14%	44%
4	PBT	250	223	162	12%	55%
5	PAT	162	150	115	8%	41%
6	EPS	13.34	12.21	9.35	9%	43%

S.No.	Particulars	FY 24	FY 23	YOY % Inc / Dec
1	Net Sales	6788	6452	5%
2	PBIDT	1120	896	25%
3	PBDT	970	763	27%
4	PBT	732	534	37%
5	PAT	488	369	32%
6	EPS	40.10	30.48	32%

Sl. No.	Particulars	As at	
		31.03.2024	31.03.2023
A	ASSETS		
(1)	Non-current Assets	4334	3287
(2)	Current Assets		
(a)	Current Assets	1073	1038
(b)	Cash and Cash Equivalent	501	886
		1574	1924
	TOTAL ASSETS	5908	5211
B	EQUITY AND LIABILITIES		
(1)	EQUITY (NET WORTH)	3081	2724
(2)	LIABILITIES		
(I)	Borrowings	709	811
(II)	Other Liabilities	2118	1676
	TOTAL EQUITY AND LIABILITIES	5908	5211



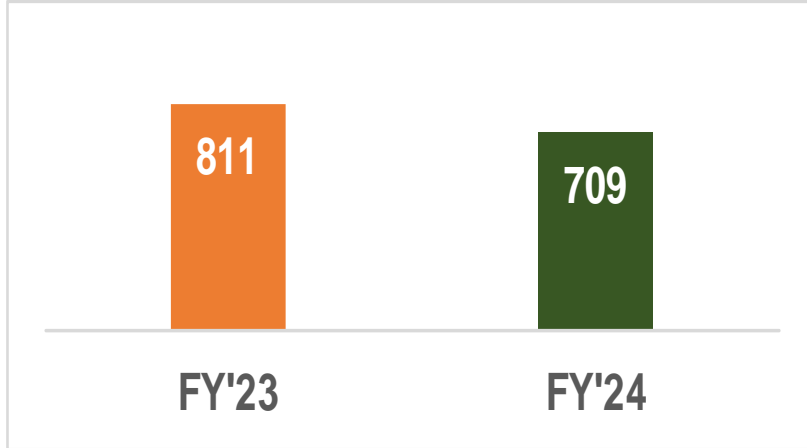
Sl. No.	Particulars	As at	
		31.03.2024	31.03.2023
A	ASSETS		
(1)	Non-current Assets	5806	4575
(2)	Current Assets		
(a)	Current Assets	1202	1075
(b)	Cash and Cash Equivalent	642	891
		1844	1966
	TOTAL ASSETS	7650	6541
B	EQUITY AND LIABILITIES		
(1)	EQUITY (NET WORTH)	3357	2841
(2)	LIABILITIES		
(I)	Borrowings	2025	1846
(II)	Other Liabilities	2268	1854
	TOTAL EQUITY AND LIABILITIES	7650	6541

Debt Profile

Standalone

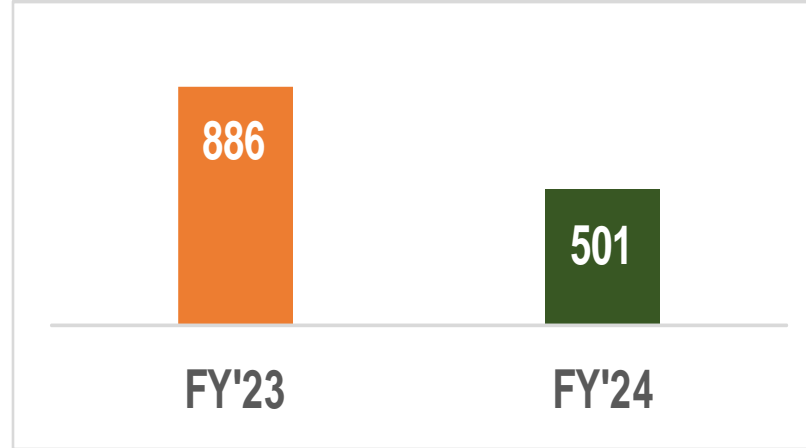
Gross Debt

₹ in Crore



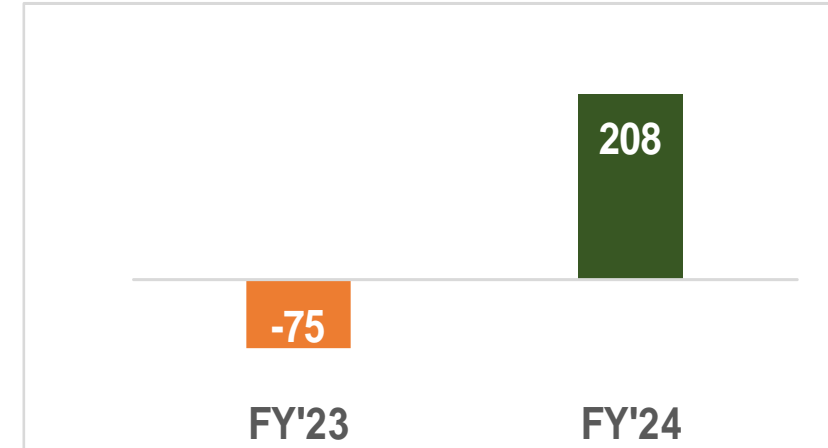
Cash

₹ in Crore



Net Debt

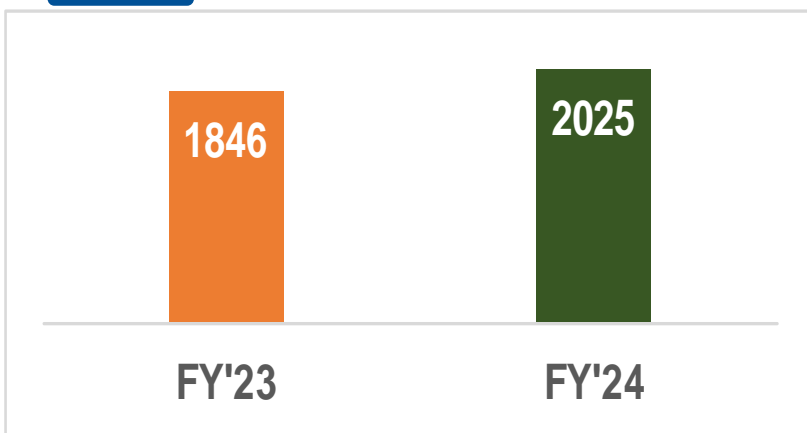
₹ in Crore



Consolidated

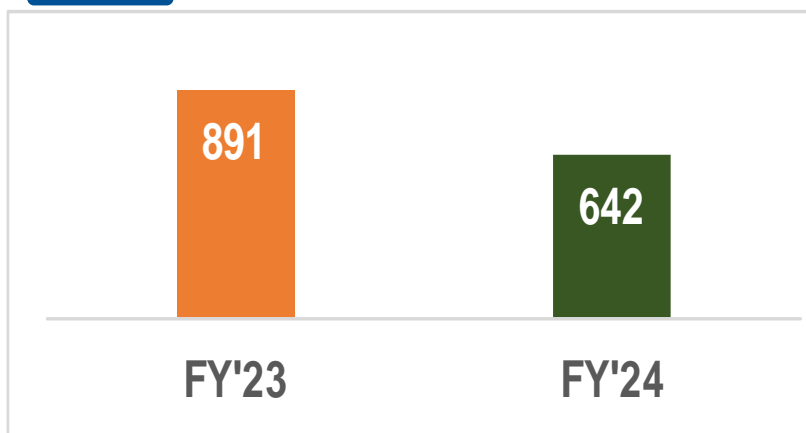
Gross Debt

₹ in Crore



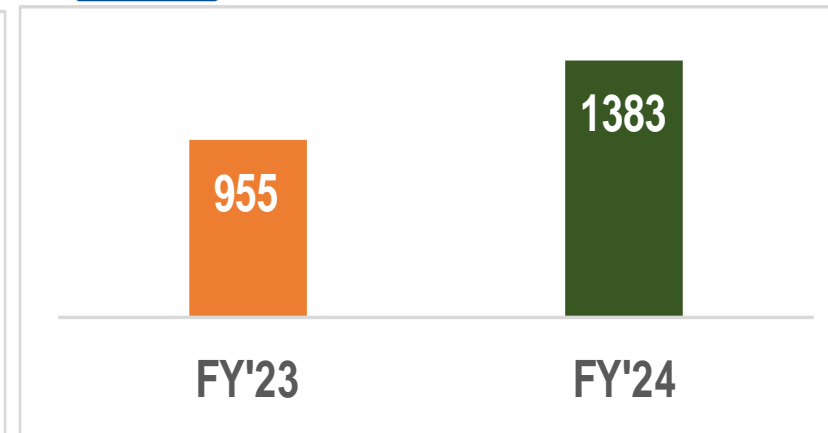
Cash

₹ in Crore



Net Debt

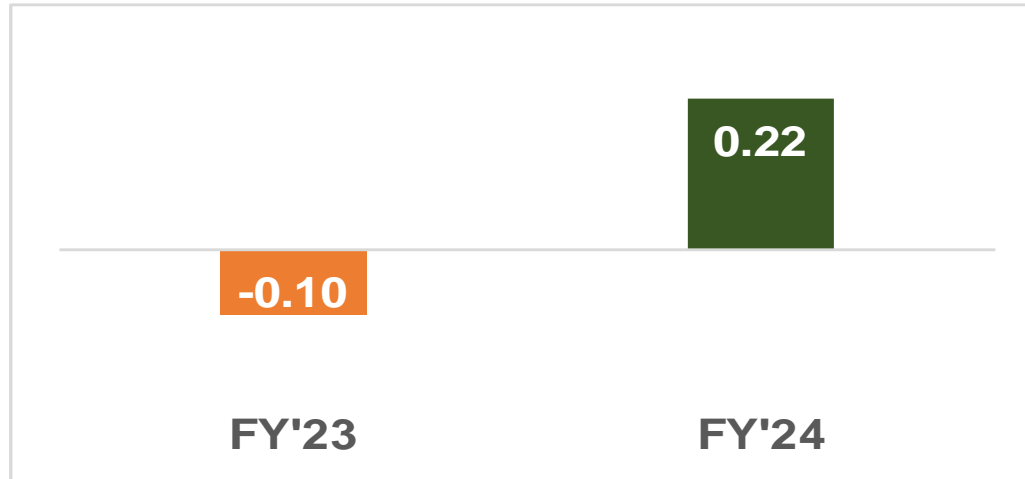
₹ in Crore



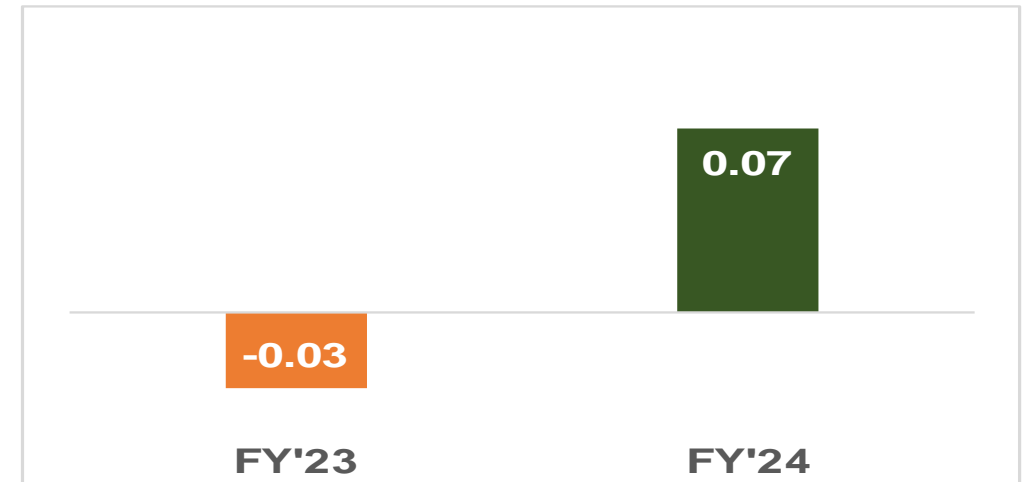
Standalone Debt Profile

Standalone

Net Debt/EBIDTA

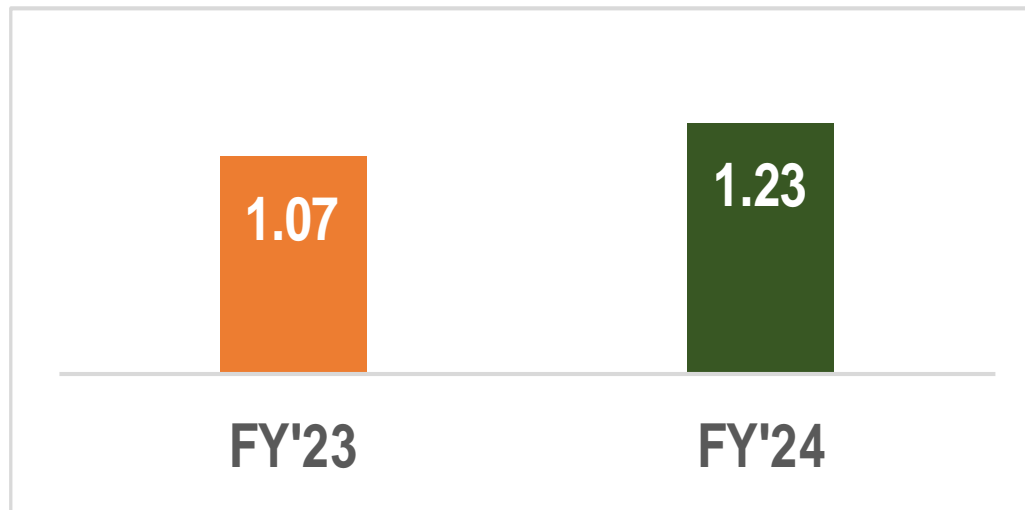


Net Debt/Equity

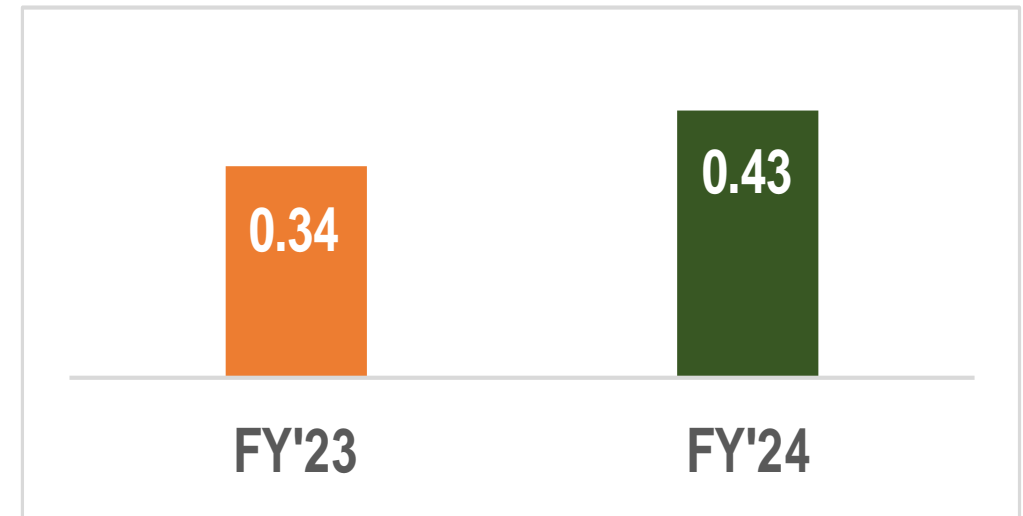


Consolidated

Net Debt/EBIDTA



Net Debt/Equity



**2.50 Mn. Ton
Expansion Project
at
UCWL**

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

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



Railway Siding at Durg

Sl. No.	Particulars	Rs. Cr.
1	Project Cost	325
2	<u>Expected Commissioning</u>	
	Phase - I	Sept'24
	Phase - II	March'26

Sl. No.	Financing of Project	Rs. Cr.
1	- Internal Accrual	100
2	Term Loan	225
3	Debt : Equity Ratio	2.25 : 1



**Surat Grinding
Unit - Expansion**

Sl. No.	Particulars	Rs. Cr.
1	- Capacity - Cement (Lac. Ton)	13.50
2	Project Cost	225
3	Expected Commissioning	March'25

Sl. No.	Financing of Project	Rs. Cr.
1	- Internal Accrual	75
2	Term Loan	150
3	Debt : Equity Ratio	2 : 1

Durg - Expansion

Sl. No.	Particulars	Rs. Cr.
1	- Capacity - Clinker (Lac. Ton) - Capacity - Cement (Lac. Ton)	23.00 46.00
2	Project Cost	2500
3	Expected Commissioning	March'27

Sl. No.	Financing of Project	Rs. Cr.
1	- Internal Accrual	750
2	Term Loan	1750
3	Debt : Equity Ratio	2.33 : 1

JKLC

Shareholding
Pattern

As on
31.03.2024

I	Promoters & Promoter Group	46.34%
II	FII's, MFs, Banks etc.	37.12%
III	Public	16.54%
	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
31.03.2024

I	Promoters & Promoter Group	75.00%
II	FII's, MFs, Banks etc.	0.13%
III	Public	24.87%
	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

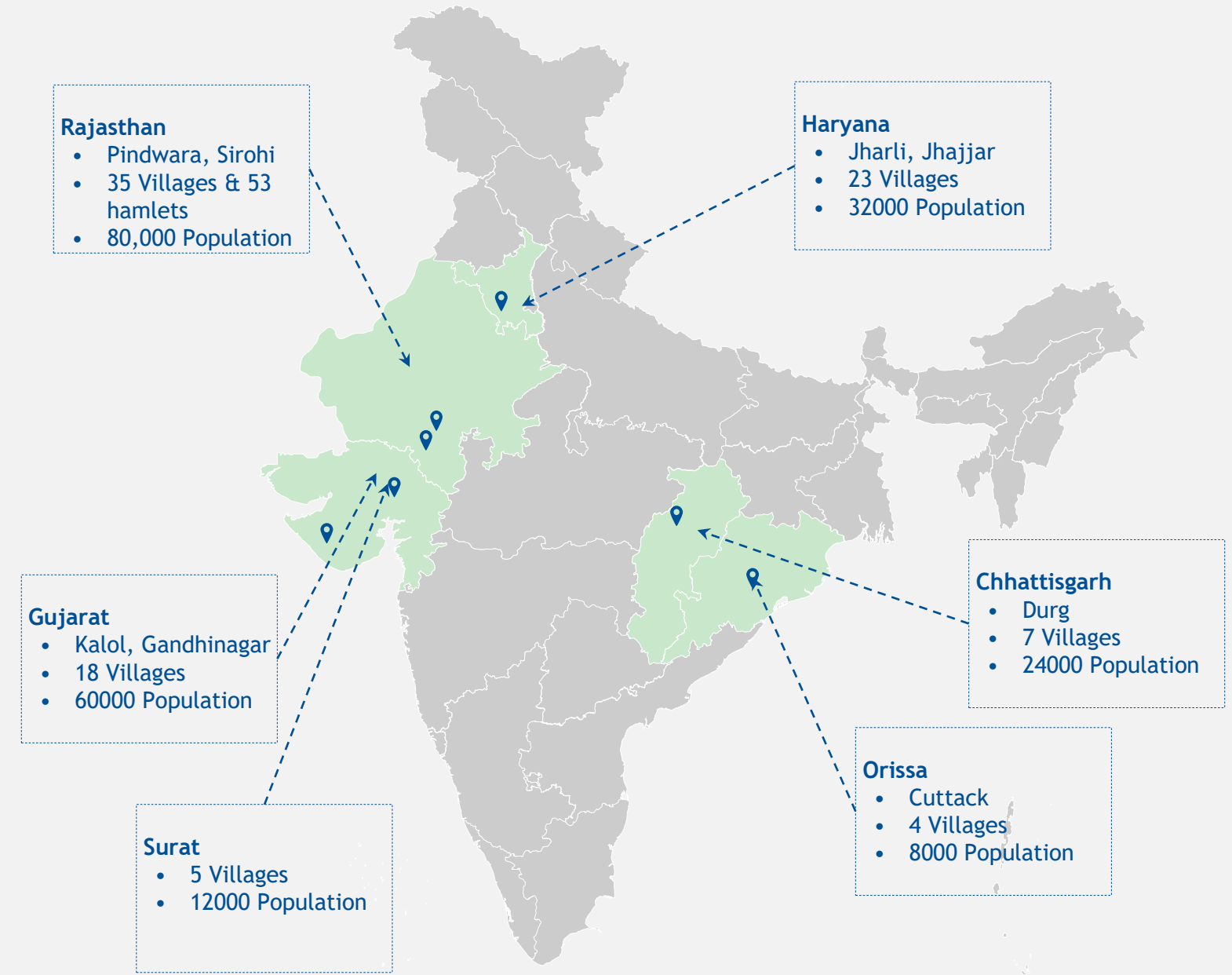
- 18% for FY 2024.
- 13% for FY 2023.
- 14% for FY 2022.
- 12% for FY 2021.
- 15% for FY 2020.
- 13% for FY 2019.
- 13% for FY 2018.
- 13% for FY 2017.
- 56% for FY 2016.
- 30% for FY 2015.
- 20% Average for last 10 Years

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



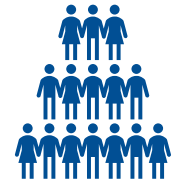
Education



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 was commissioned in March'2024.**
- **The Company has taken-up for implementation setting up of additional Cement Grinding Unit of 13.50 Lakh Tonnes Per Annum at its existing Surat Grinding Unit.**
- **The Company has tied-up under the Captive Route, sourcing of Solar Power of 40 MW for its Integrated Cement Plant at Durg in Chhattisgarh. With this Sourcing, the Share of Renewable Power at Durg Cement Plant has increased from 36% to 80% from October 2023.**
- **The Company is expanding the Clinker Capacity at its integrated Cement Plant at Durg in Chhattisgarh by putting up an Additional Clinker Line of 2.3 Million Tonnes Per Annum & Four Cement Grinding Units aggregating to 4.6 Million Tonnes Per Annum at Durg in Chhattisgarh and also Three Split Location Cement Grinding Units with aggregate Cement Grinding Capacity of 3.4 Million Tonnes Per Annum at Prayagraj in Uttar Pradesh, Madhubani in Bihar & Patratu in Jharkhand.**

Way Forward - JKLC

- The Company is foraying in North Eastern Market of India for setting up a Clinkerisation Unit of 1 Mn.MT and Cement Grinding Unit of 1.5 Mn. MT through Greenfield Expansion in the State of Assam.
- 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 17 Mn.
- Plans ready to reach 30 Mn. MT by FY'30.





Thank you

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