



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

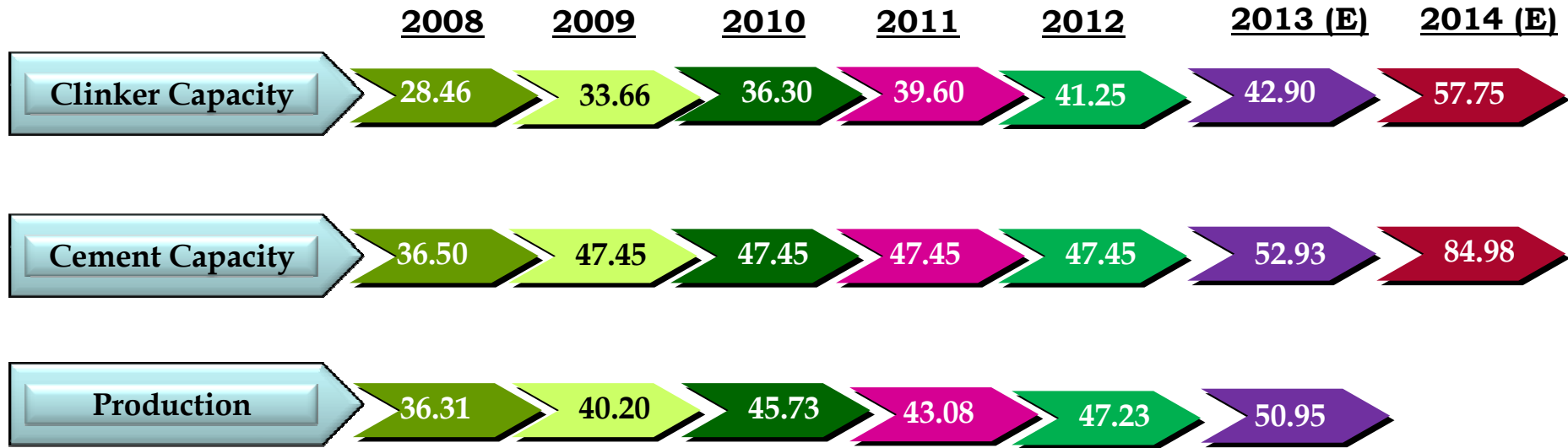
Investors' Meet
May '12



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

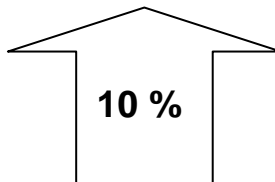
GROWTH CHART – CAPACITY & PRODUCTION

Lac MT.



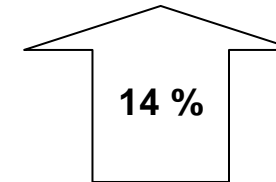
PRODUCTION (Lac MT)

12 Months Ended	
31.03.2012	31.03.2011
47.23	43.08



SALES (Lac MT)

12 Months Ended	
31.03.2012	31.03.2011
48.89	43.05



Industry Growth Vs JKLC –Twelve Months

Qty. Mn. Ton

Particulars	Apr.10 - Mar.11 (12M)	Apr.11 - Mar.12 (12M)	% Growth 12 mths.
All India	210.4	224.9	7%
Our Zone			
- North	47.1	51.3	9%
- Gujarat	15.6	18.0	15%
- Total	62.7	69.3	11%
JK Lakshmi Cement	4.31	4.89	14%



Capacity Utilisation – Twelve Months

Particulars	Apr.10 - Mar.11 (12M)	Apr.11 - Mar.12 (12M)
All India	76%	75%
Our Zone		
- North	81%	81%
- Gujarat	84%	77%
- Total	82%	80%
JK Lakshmi Cement	91%	100%



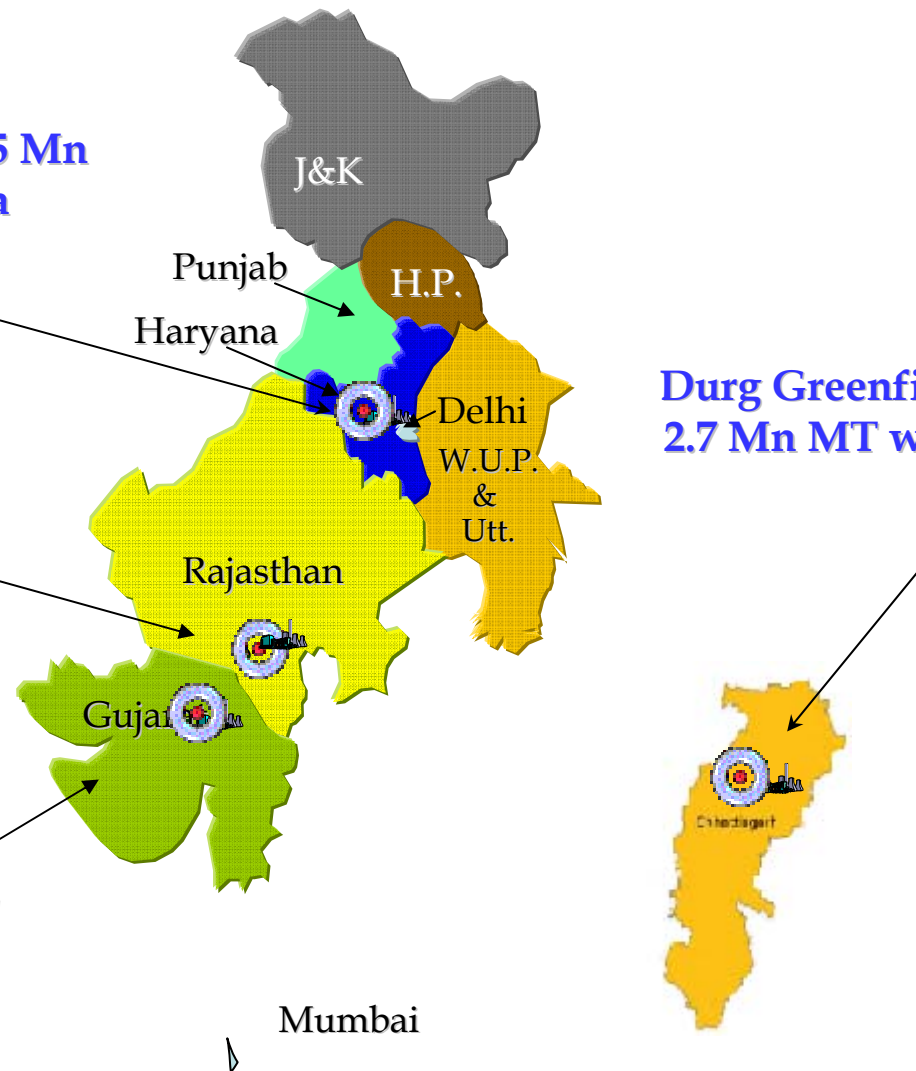
Markets

Split Grinding Unit of 0.55 Mn MT at Jhajjar, Haryana

Jaykaypuram Plant
4.2 Mn MT

Kalol Grinding
Unit 0.55 Mn MT

Durg Greenfield Ongoing Project
2.7 Mn MT with 2 Split Grinding
Units



Region-wise Cement Sales

Regions	2010-11	2011-12
	% sales	% sales
Rajasthan	25	24
Gujarat	35	36
Maharashtra	8	8
North	32	32



Financial Highlights – For the Year ended Mar.12

Sr. No.	Particulars	Unit	For 12 Months ended			
			31.03.12	31.03.11	Incr. / Decr. (-) in Figures	%
1	Production (Incl. Clinker Sale)	Lac MT	47.23	43.08	4.15	10%
2	Sales	Lac MT	48.89	43.05	5.84	14%
3	Turnover	Rs. Cr.	1915	1486	429	29%
4	Net Sales (Net of Excise)	Rs. Cr.	1711	1317	394	30%
5	PBIDT (before other Income)	Rs. Cr.	321	185	136	73%
6	PBIDT (after other Income)	Rs. Cr.	391	224	167	75%
7	Interest (net)	Rs. Cr.	80	60	19	32%
8	PBDT	Rs. Cr.	312	163	148	91%
9	Depreciation	Rs. Cr.	130	85	45	53%
10	PBIT	Rs. Cr.	262	139	122	88%
10	Exceptional Items	Rs. Cr.	39	0	39	-
11	PBT	Rs. Cr.	143	79	64	81%
12	PAT	Rs. Cr.	109	59	50	84%
13	Basic EPS (Face Value Rs. 5/-)	Rs.	8.89	4.83	4.06	84%
14	OPM (On Net Sales)	%	19%	14%	5%	

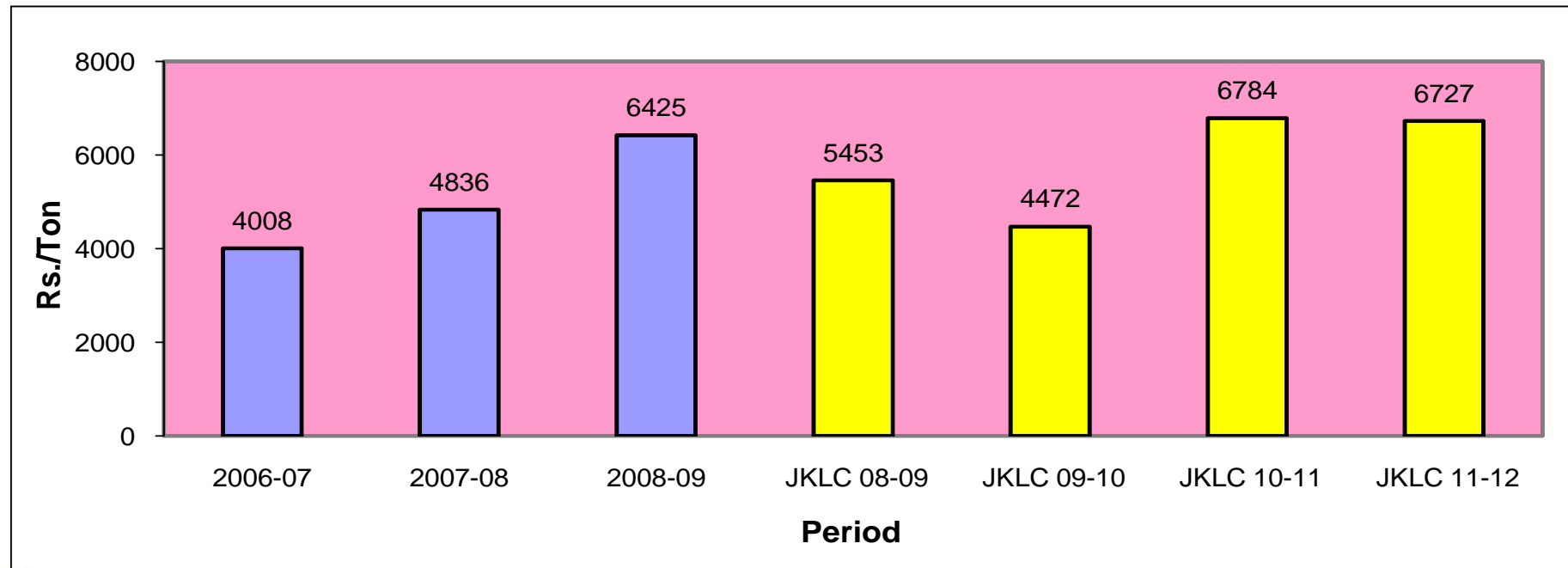


Fuel Cost 2006-12

FUEL COST 2006-12

Rs/MT

AVERAGE LANDED COST OF RIL PETCOKE	2006-07	4008
AVERAGE LANDED COST OF RIL PETCOKE	2007-08	4836
AVERAGE LANDED COST OF RIL PETCOKE	2008-09	6425
AVERAGE COST JKLCL's BLENDED FUEL	JKLC 08-09	5453
AVERAGE COST JKLCL's BLENDED FUEL	JKLC 09-10	4472
AVERAGE COST JKLCL's BLENDED FUEL	JKLC 10-11	6784
AVERAGE COST JKLCL's BLENDED FUEL	JKLC 11-12	6727



KEY FINANCIAL RATIOS

Particulars	Unit	2010-11	2011-12
Operating Profit Margin (net of Excise)	%	14	19
Interest Coverage	Times	4	5
Total Debt / Equity	Times	0.99	0.96
Net Debt / Equity	Times	0.39	0.48



PE (x) of some Cement Companies

SI No.	Company	CMP Rs. on 23.05.12	EPS Trailing 12 Months	PE(X)
1	JK Lakshmi Cement Ltd. *	62	8.89	7.0
2	Mangalam Cement Ltd.	126	20.97	6.0
3	Shree Cement Ltd.	2580	76.64	33.7
4	ACC	1132	60.19	18.8
5	Ambuja Cement **	138	7.39	18.7
6	Ultratech Cement	1372	89.26	15.4

* Face Value Rs. 5/- each

** Face Value Rs. 2/- each

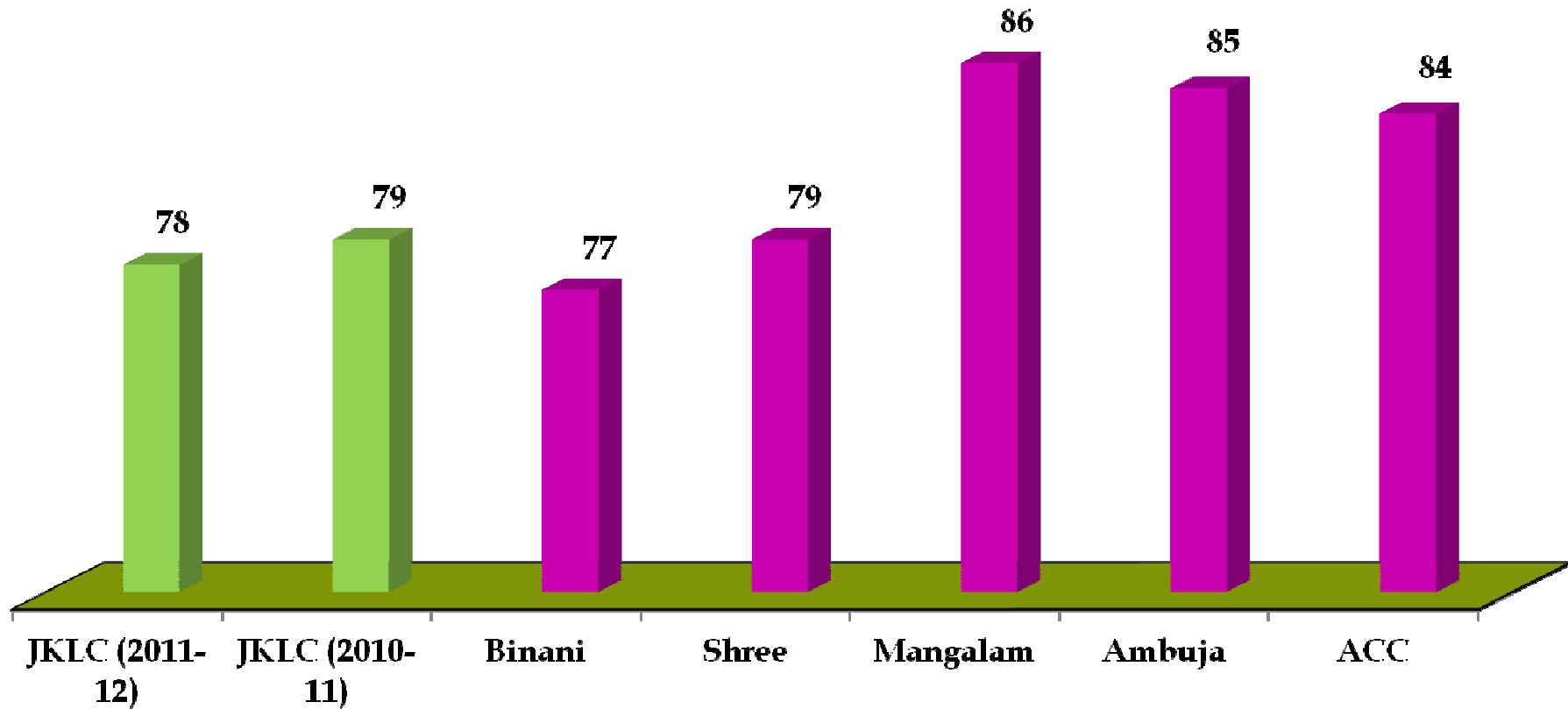


Comparative Enterprise Value of some Cement Companies

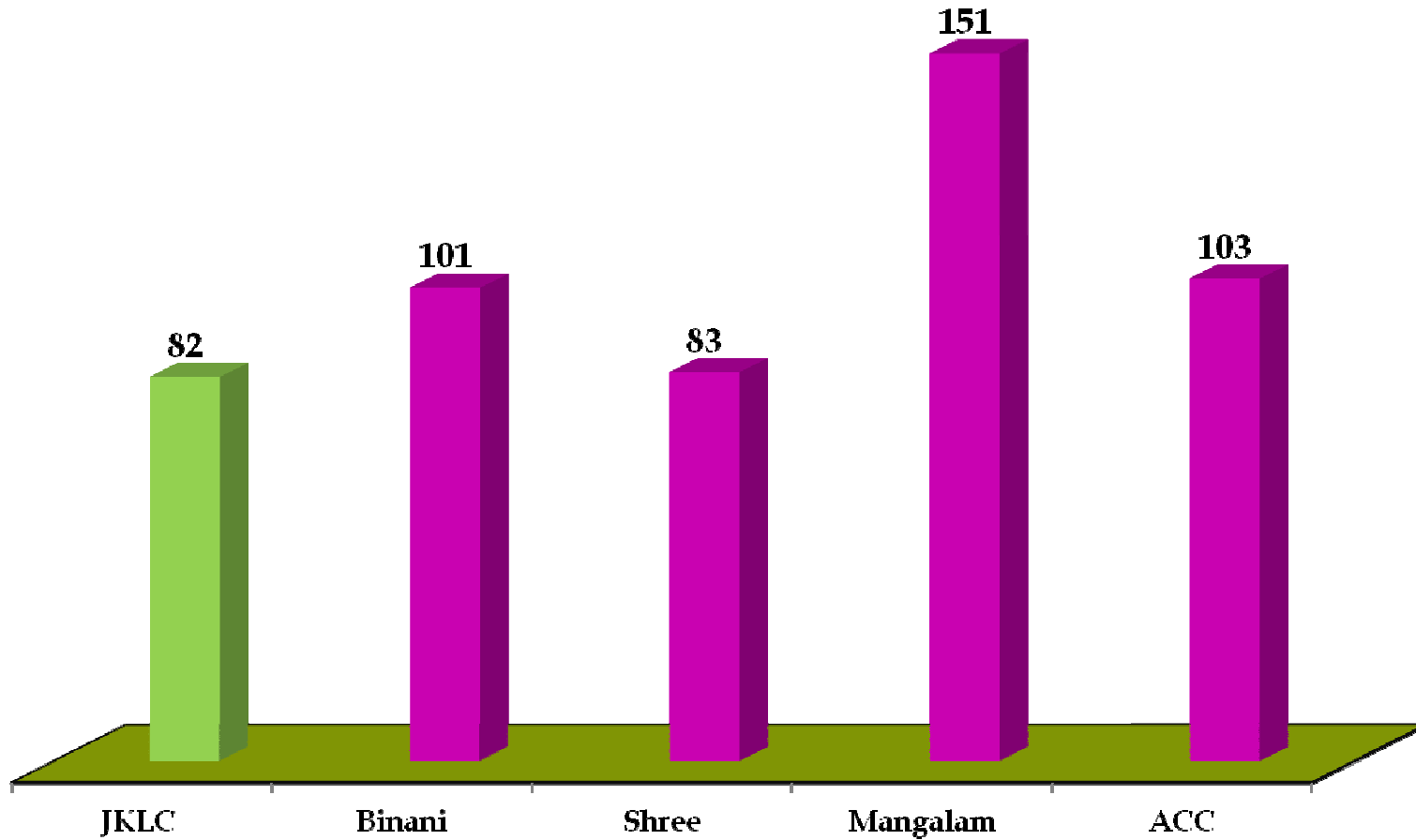
S.No	Particulars	Unit	JKLC 31.03.2012	Mangalam Cement 31.03.2012	Shree Cement 30.09.2011	ACC 31.12.2011	Ambuja Cement 31.12.2011	Ultratech Cement 31.03.2012
1	Share Price (As on 23.05.2012)	Rs.	62	126	2,580	1,132	138	1,372
2	Equity Shares O/s nos.	Crore	12.24	2.67	3.48	18.80	153.44	27.41
3	Market Capitalization (As on 20.05.2011)	Rs. Crore	758	337	8,988	21,269	21,174	37,605
4	Total Debt O/s	Rs. Crore	1,070	24	1,741	511	49	3,808
5	Sub Total (3 + 4)	Rs. Crore	1,828	361	10,729	21,780	21,223	41,413
6	Less Cash Balance	Rs. Crore	538	88	1,861	2,832	2,870	2,829
7	Enterprise Value (EV) (5 - 6)	Rs. Crore	1,289	272	8,869	18,948	18,354	38,584
8	Capacity	Lac Tons	47.45	20.00	133.88	286.83	273.50	487.50
9	EV per Ton (7 / 8)	Rs / Ton	2,718	1,362	6,624	6,606	6,711	7,915
10	EV per Ton (1 US \$ = Rs.50)	US \$	54	27	132	132	134	158



Comparative Power Consumption 2010-11



Comparative Coal Consumption 2010-11



Demand Supply Scenario – All India

S.No.	PARTICULARS	2010 -11	2011 - 12	2012-13 (Estimated)
1	Opening Capacity	259	306	312
2	Capacity Additions during the year	47	6 **	39
3	Capacity at end of the year	306	312	351
4	Effective Production Capability	242	274	296
5	Cement Domestic Demand	209	223	243
6	Domestic Demand Growth %	5	7	9
7	Exports - Cement & Clinker	5	4	4
8	Total Despatches	214	227	247
9	Surplus	28	47	49
10	Surplus as % of Prod. Capability	12%	17%	17%
11	Capacity Utilisation %	76%	75%	74%

** Complete figure of capacity addition yet to be received by CMA



Demand Supply Scenario – Our Zone (North + Gujarat)

S.No.	PARTICULARS	2010 -11	2011 - 12	2012-13 (Estimated)
1	Opening Capacity	84	94	95
2	Capacity Additions during the year	10	2 **	10
3	Capacity at end of the year	94	95	105
4	Effective Production Capability	78	85	91
5	Cement Domestic Demand	68	76	84
6	Domestic Demand Growth %	5	11	11
7	Exports - Cement & Clinker	5	4	4
8	Total Despatches	73	80	88
9	Surplus	5	5	3
10	Surplus as % of Prod. Capability	6%	6%	3%
11	Capacity Utilisation %	82%	80%	88%

** Complete figure of capacity addition yet to be received by CMA



Ongoing Project – Clinkerisation

SI No.	Particulars	Rs. Cr.
A	Capacity (Lac.Tons)	3.30
1	Project Cost	100
2	Debt	70
3	Internal Accruals	30
4	Debt : Equity Ratio	2.33

Expected Commissioning -

March'13



Greenfield Cement Plant - Durg

S.No.	Particulars	Rs. Cr.
A	Capacity (Lac. Tons)	27.00
1	Project Cost	1,250
2	Debt	850
3	Internal Accruals	400
4	Debt : Equity Ratio	2.13

Expected Commissioning -

Oct/Dec' 2013



AAC Blocks

SI No.	Particulars	Rs. Cr.
A	Capacity (Lac. Cu.M.)	1.32
1	Project Cost	40
2	Debt	28
3	Internal Accruals	12
4	Debt : Equity Ratio	2.33

Expected Commissioning -

March' 2013



Power Availability

Sl. No.	Source of Power	Capacity MW	Cost/Unit Rs./Kwh
1	Existing Thermal Power Plant	36	3.80
2	Green Power Plant	12	0.62
3	New Thermal Power Plant	18	3.80
4	Supplies from 3rd Party (VS Lignite)	21	3.94
5	Total Availability	87	3.40
6	Less : Captive requirement	67	
7	Net Availability for Sale	20	



Shareholder's friendly Initiatives

1. Buy-back upto Rs. 97.50 Crores at a Cap of Rs. 70/- per share.

Cap of Rs. 70/- per share represents :

- 57% Premium over 12 months average price.
 - 68% Premium over 6 months average price.
 - 67% Premium over 3 months average price.
 - 66% Premium over 1 months average price.
 - 43% Premium over 15 days average price.
2. Share Split from - Rs. 10/- per share into 2 Shares of Rs. 5/- each.



Shareholder's friendly Initiatives (Contd..)

3. High Dividend Payout Ratio

➤ 26% for FY 2012.

➤ 30% for FY 2011.

4. Actual Dividend Paid

➤ 40% for FY 2012.

➤ 25% for FY 2011.

➤ 50% for FY 2010.

➤ 40% for FY 2009.



Guidance for 2012-13

- Additional low cost power through 12 MW Green Power Plant and low cost fuel through use of Bio-mass fuel.
- Augmentation of Kiln-2 & 3 resulting in enhancement of Clinker capacity by 3.30 Lac. Tons.
- Borrowing through CP / Buyers / Suppliers Credit & swapping in higher yield instruments.
- Reduction in Borrowing Cost on LT Loans through annual resetting.
- Further improvement in efficiencies.
- Trading in surplus Power .



Way Forward

- Focus on Value Added Products : RMC & AAC Blocks
- Increasing volumes through split location Grinding unit and outsourcing Grinding Arrangement.
- Short term rating continues at **PR 1+ (highest possible rating)**.
- JKLC continues to enjoy AA- Rating.
- Moving Towards 10 Mn Tonne Capacity



Thank You

