



# Investor Presentation

## Q2 FY24





# Agenda

**1** ESG & CSR Update

**2** Company Overview

**3** Q2 FY24 Performance



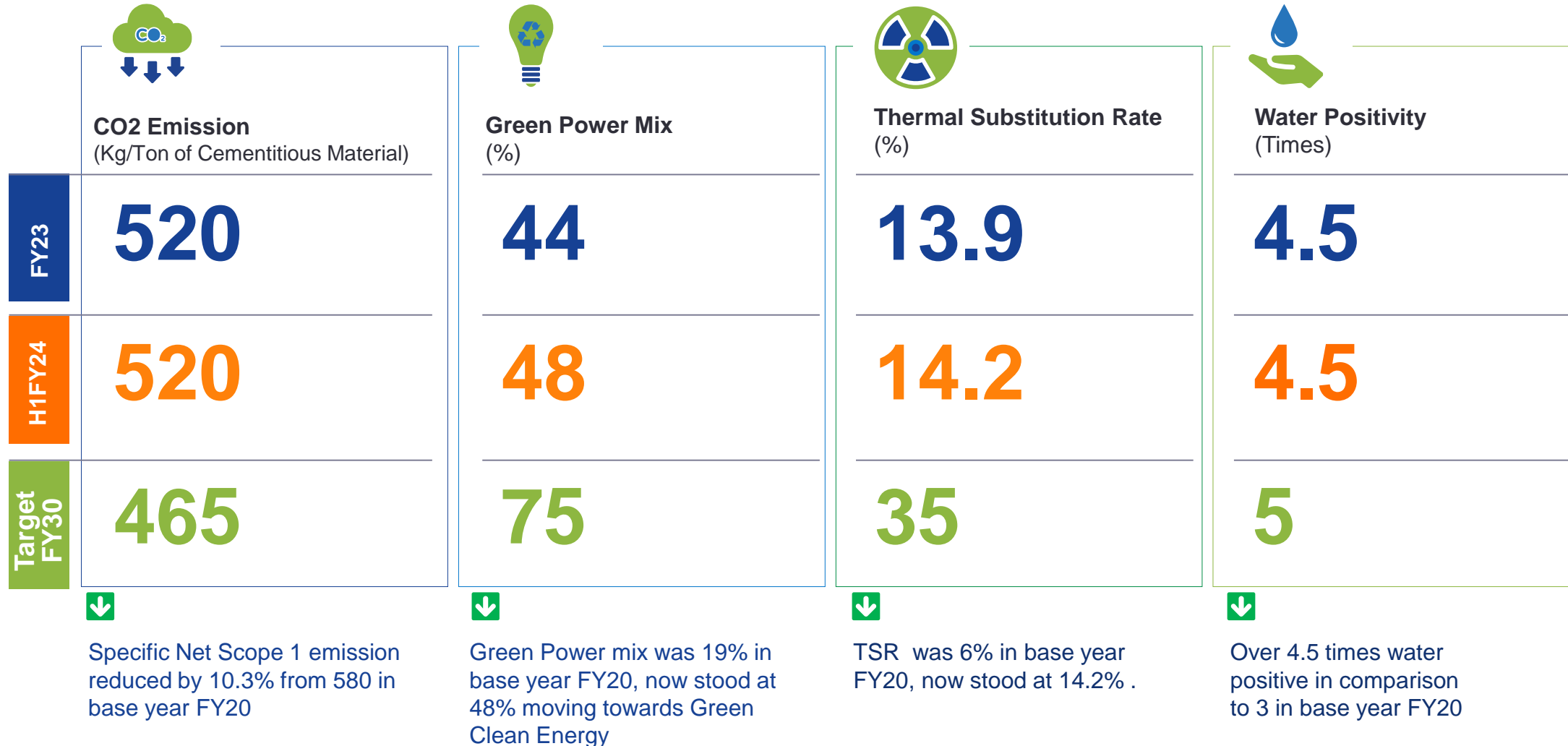


# 1

ESG & CSR



# Shaping a sustainable future





# Building resilient communities

## Social & CSR Expenditure

₹23.66 Cr

38%

Education

35%

Community Development

27%

Rural Infrastructure & Health

Contribution for upliftment of society & eradication of poverty over 3 Lakhs beneficiaries both direct & indirect

Contribution to JK Gram Trust Vikas Yojana Cattle Breeding Project

Construction of Community center, borewell, RO installation, pucca road for villagers

Organized camps for medical check up, eye check up, mental health awareness session & blood donation

Contribution to IIT Kanpur for establishing school of Medical Research and Technology (SMRT) with 500 bed Super Specialty Hospital

Promoting higher education and vocational training

Construction of boundary wall & toilet for girls in Govt Schools, distributed bicycle to girl students

Training provided to women for Self Employment programs- tailoring, stitching, beautician & soft toy making





Aganwadi upgradation



Distribution of School bags to students



Construction of Road for village



Eye Flu mobile van camp organized



Tailoring & Beautician training to women under self employment programme



Contribution to JK Gram Panchayat Trust for Cattle Breeding



# 2

## Company Overview





## Building on a strong foundation

**20.7** MTPA

Grey Cement Capacity

**2.21** MTPA

White Cement & Wall  
Putty Capacity in India

Launched J.K Maxx Paints in decorative paints space  
in U.P.,Rajasthan,Punjab,Haryana & Chandigarh

**151.13** MW

Green Power Capacity

**64.3** MW

Waste Heat Recovery  
System (WHRS)

**86.83** MW

Captive Solar and Wind  
Power Capacity

### Complete Portfolio

Grey Cement, White Cement (WhitemaxX); value-added products like wall putty, gypsum plaster, tile adhesives & grouts, wood finishes and paints

**₹2570.72** cr

Revenue from operations

**₹178.92** cr

Profit after Tax





## Enhancing the share of clean Green energy



**25.30<sub>MW</sub>**

**Wind Power Generation**

(22 MW Agreement is till 31<sup>st</sup> Mar'24)



**14.68<sub>MW</sub>**

**Solar Power Generation**



## Progress on track



Cement Silo 1



Cement Mill Hopper

### Greenfield Expansion at Ujjain (Grinding Unit)

**1.5 MTPA**

**Additional Grey  
Cement Capacity**

■ Status Update

Work is progressing as per schedule. Commissioning schedule – Nov-Dec'23

■ Capex YTD Sep'23

**₹232 cr**



Bhoomi Pujan



Cement Silo (MCS)

### Greenfield Expansion at Prayagraj (Grinding Unit)

**2.0 MTPA**

**Additional Grey  
Cement Capacity**

■ Status Update

Foundation stone laid in Aug'23 & Orders for main equipments have been placed. Civil & mechanical contractors have been mobilized at site & civil work started.

■ Capex YTD Sep'23

**₹61 cr**



A photograph of a business meeting. Several people in business attire are gathered around a table, looking at and pointing to various charts and documents. One person is holding a pen over a document with a pie chart. In the background, a laptop is visible. The image is partially covered by a blue overlay on the left side, which contains the text '3 Performance Highlights Q2 FY24'.

# 3

## Performance Highlights Q2 FY24





**Capacity  
Utilisation**

**75%**



**Grey Volume**

**3.9  
Million  
Tons**



**Net Sales  
Realisation**

**₹4,985  
per ton**



**Blended Cement  
/ Trade Mix**

Blended  
Cement

**69%**

Trade mix

**69%**



**Premium  
Products**

**13%**  
of Trade Sales



# Sustained momentum

Lakh Tons

## Grey Business

**22%** 

YoY

**4%** 

QOQ

39.33

41.04

32.20

Q2FY24

Q1FY24

Q2FY23

## White Business

**19%** 

YoY

**15%** 

QOQ

1.93

1.21

0.83

Q2FY24

Q1FY24

Q2FY23

■ Standalone ■ Subsidiary

## Combined

**22%** 

YoY

**2%** 

QOQ

6.04

5.25

5.07

39.33

41.04

32.20

Q2FY24

Q1FY24

Q2FY23

■ Grey ■ White

Double digit volume growth in Grey & White Cement Business (YoY). On QOQ basis also, White Business registered double digit volume growth.



## Standalone Financial Highlights

Particulars (₹ Cr)	Q2FY24	Q1FY24	QoQ	Q2FY23	YoY
Grey Net Sales	1960	2039	4% ↓	1,553	26% ↑
White Net Sales*	516	502	3% ↑	531	3% ↓
Total Net Sales	2,476	2,541	3% ↓	2,084	19% ↑
Combined EBITDA	447	402	11% ↑	304	47% ↑

\*includes Paints

## Consolidated Financial Highlights

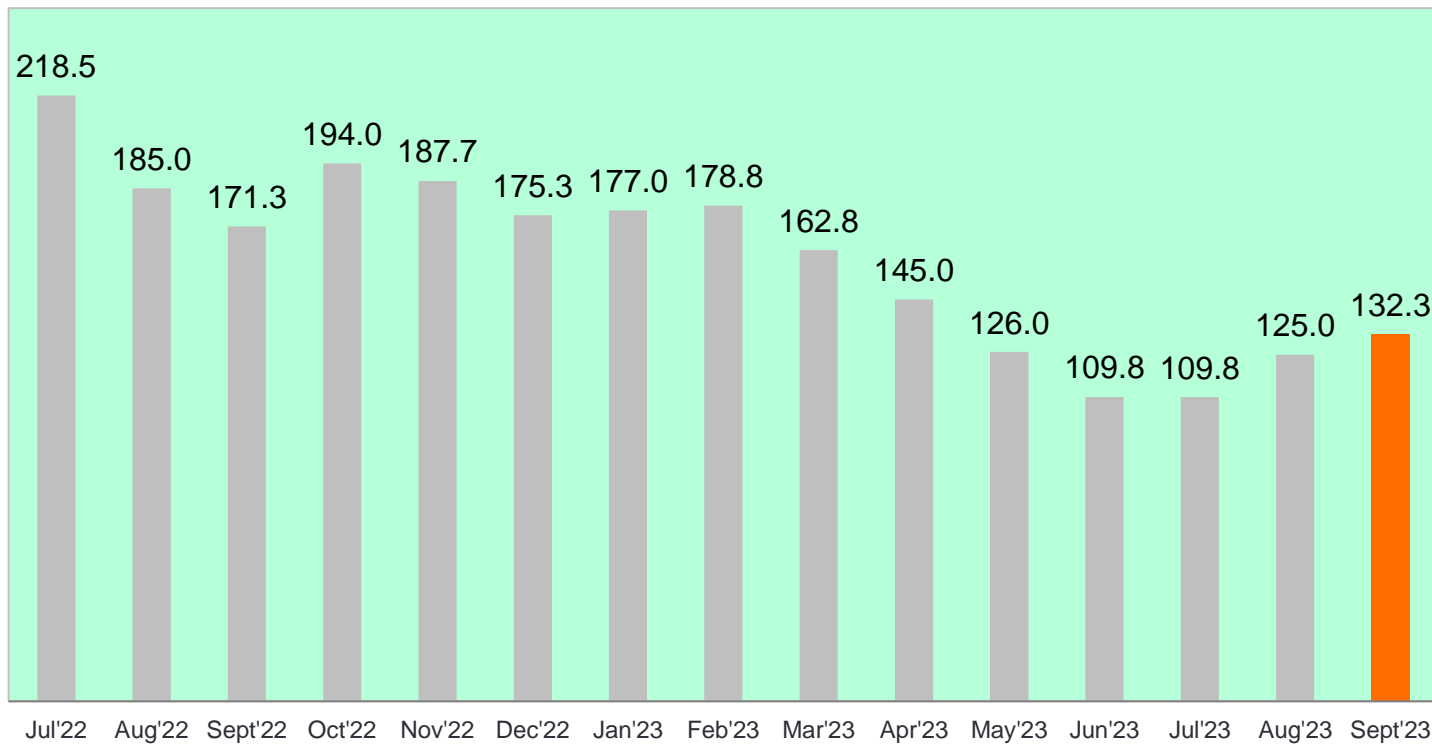
Particulars (₹ Cr)	Q2FY24	Q1FY24	QoQ	Q2FY23	YoY
Grey Net Sales	1960	2,039	4% ↓	1,553	26% ↑
White Net Sales*	703	641	10% ↑	622	13% ↑
Total Net Sales	2663	2,680	1% ↓	2,175	22% ↑
Combined EBITDA	467	408	14% ↑	311	50% ↑

\*includes Paints



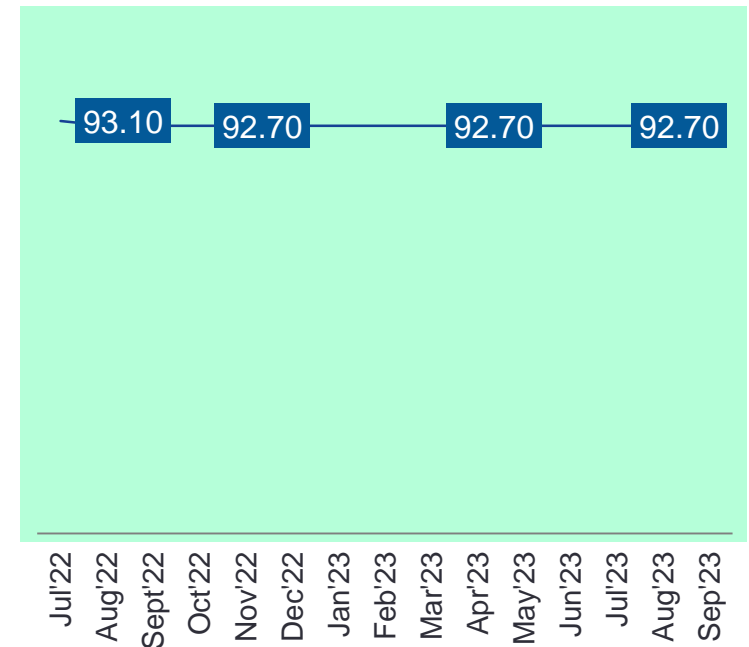
## Petcoke pricing on increasing trend

**Pet coke 6.5% sulphur USA CFR**  
(\$/MT)



Pet Coke Prices up 20% from June'23 exit

**Diesel Prices**  
(₹/Litre)

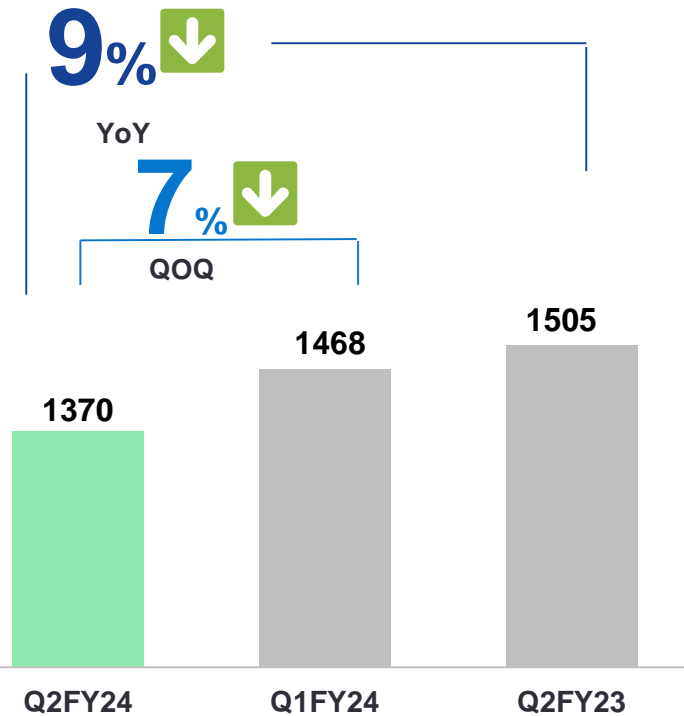


Diesel prices continued to remain stable during current fiscal at Rs 93 per litre

## Energy and logistics cost ease further

### Energy

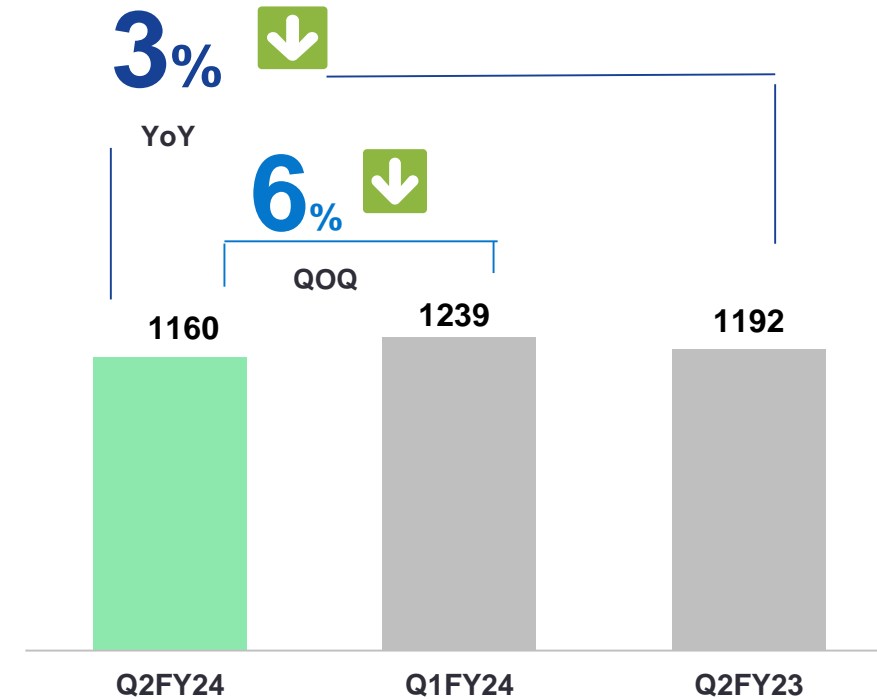
(₹/MT)



7% reduction in fuel cost

### Logistics

(₹/MT)



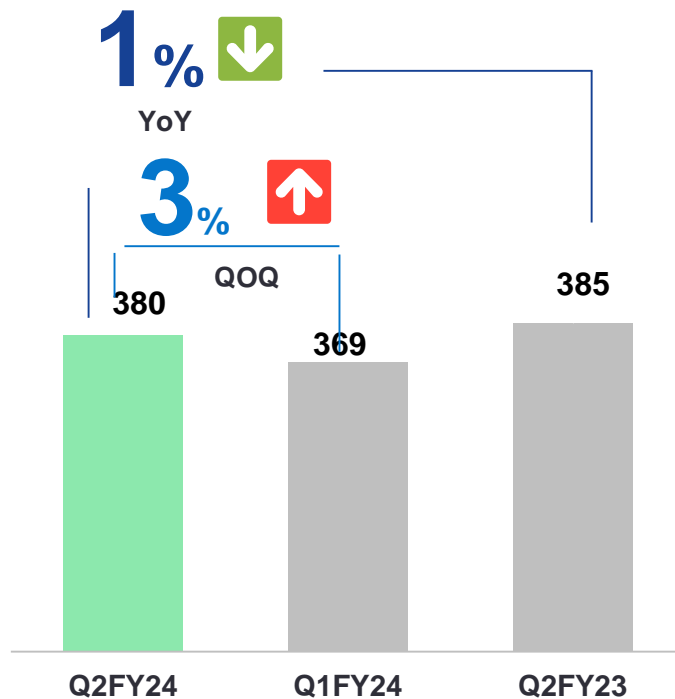
Lower due to reduction in lead distance and waiver of busy season surcharge



## Operating De-leverage (QOQ)

### Employee

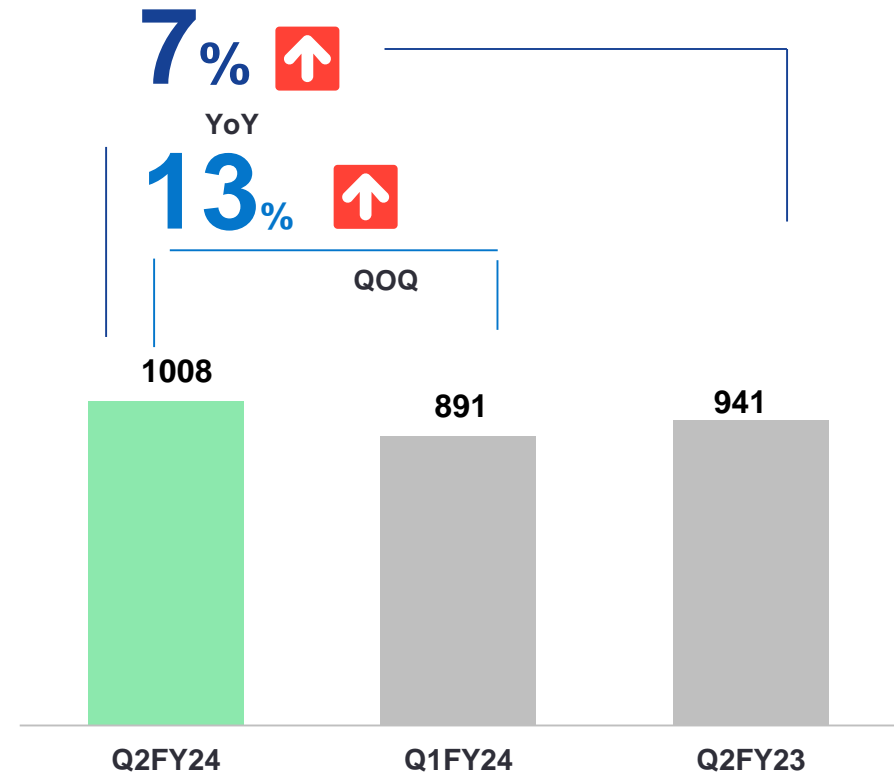
(₹/MT)



Increased due to lower volumes

### Other Expenses

(₹/MT)



Increased due to higher maintenance

Particulars (₹ Cr)	Q2FY24	Q1FY24	QoQ % Inc/Dec	Q2FY23	YoY %Inc/Dec
Net Sales	2476	2541	3% ↓	2084	19% ↑
<b>Rev from Operations</b>	<b>2571</b>	<b>2624</b>	<b>2% ↓</b>	<b>2143</b>	<b>20% ↑</b>
Operating Expenses	2124	2222	4% ↑	1839	15% ↓
<b>EBITDA</b>	<b>447</b>	<b>402</b>	<b>11% ↑</b>	<b>304</b>	<b>47% ↑</b>
Margins %	18.0%	15.8%	220 bps	14.5%	340bps
Depreciation	120	118	2% ↓	90	33% ↓
Finance Cost	109	105	3% ↓	63	74% ↓
Other Income	28	29	5% ↓	16	76% ↑
<b>Profit before tax</b>	<b>246</b>	<b>193*</b>	<b>27% ↑</b>	<b>167</b>	<b>47% ↑</b>
Provision for tax	67	67	1% ↑	42	57% ↓
<b>Profit after tax</b>	<b>179</b>	<b>126</b>	<b>42% ↑</b>	<b>125</b>	<b>43% ↑</b>
EPS (₹)	23.1	16.3	42% ↑	16.1	43% ↑

\* After Exceptional Items for ₹15 crores

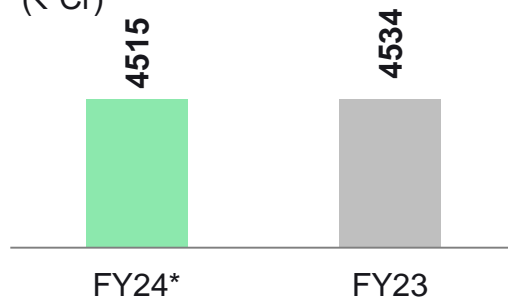


Particulars (₹ Cr)	Q2FY24	Q1FY24	QoQ % Inc/Dec	Q2FY23	YoY %Inc/Dec
Net Sales	2663	2680	1% ↓	2175	22% ↑
<b>Rev from Operations</b>	<b>2753</b>	<b>2762</b>	<b>0.3% ↓</b>	<b>2234</b>	<b>23% ↑</b>
Operating Expenses	2286	2354	3% ↑	1923	19% ↓
<b>EBITDA</b>	<b>467</b>	<b>408</b>	<b>14% ↑</b>	<b>311</b>	<b>50% ↑</b>
Margins %	17.5%	15.2%	220 bps	14.3%	320 bps
Depreciation	137	135	2% ↓	106	29% ↓
Finance Cost	115	109	6% ↓	67	72% ↓
Other Income	29	32	7% ↓	16	86% ↑
<b>Profit before tax</b>	<b>244</b>	<b>180*</b>	<b>35% ↑</b>	<b>153</b>	<b>59% ↑</b>
Provision for tax	66	67	2% ↑	42	55% ↓
<b>Profit after tax</b>	<b>178</b>	<b>113</b>	<b>57% ↑</b>	<b>111</b>	<b>61% ↑</b>
EPS (₹)	23.1	14.8	55% ↑	14.5	59% ↑

\* After Exceptional Items for ₹15 crores

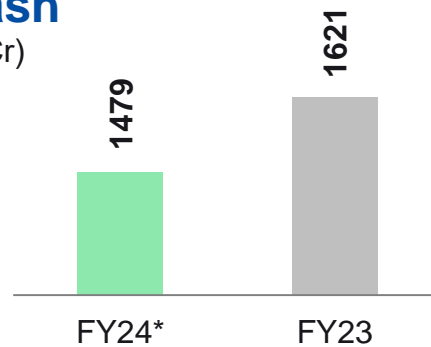
## Gross Debt

(₹ Cr)



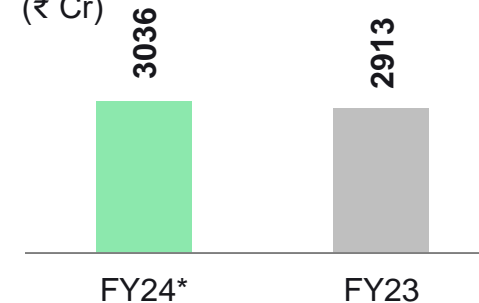
## Cash

(₹ Cr)



## Net Debt

(₹ Cr)

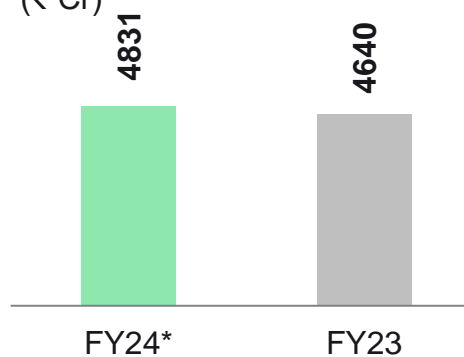


## Net Debt/EBITDA

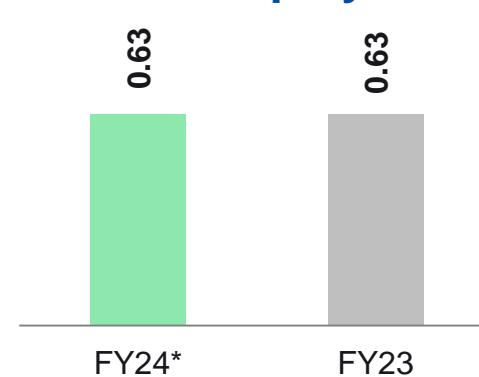


## Equity

(₹ Cr)



## Net Debt/Equity



\*As on 30<sup>th</sup> Sep, 2023





Celebrating JK Cement Works, Jharli  
for shining with **Double Honour**

"Best Energy Efficient  
Organisation"

"Best Energy Efficient  
Designated Consumer  
Under BEE PAT Scheme"

At  
the 7<sup>th</sup> edition of the CII National Energy Efficiency  
Circle Competition



Honorable Prime Minister, Shri Narendra Modi was welcomed and greeted by Dr.Nidhipati Singhania, Vice Chairman,J.K.Cement Ltd. & President ,UPCA at the foundation stone laying ceremony of International Cricket Stadium in Varanasi, Uttar Pradesh







**Thank You**