



1. **BSE Limited**
Department of Corporate
Services
25th Floor, P.J. Towers
Dalal Street
MUMBAI – 400 001

Through: BSE Listing Centre

Security Code: 500380

2. **National Stock Exchange of India Limited**
Exchange Plaza
Bandra – Kurla Complex
Bandra (E)
MUMBAI – 400 051

Through NEAPS

Symbol : JK LAKSHMI, Series : EQ

Dear Sir / Madam,

Re: **Intimation of Investor Conference Meetings and Non- deal Road Show**

In terms of Regulations 30 and 46 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, please note that the Company Officials will be meeting institutional investors/analysts in the United States of America between 27th November 2017 and 1st December 2017.

Further, the copy of the presentation that would be made is being uploaded on the website of the Company i.e. www.jklakshmicement.com.

Please note that the above shall be subject to changes in case of exigencies, if any, on the part of Investors/Company.

This is for your information and records.

Thanking you,

Yours faithfully,
For JK Lakshmi Cement Limited

(B. K. Daga)
Sr. Vice President &
Company Secretary

Admn. Office: Nehru House, 4, Bahadur Shah Zafar Marg, New Delhi 110 002; Phone: 33001142 / 33001112; Fax: 91-011-23722251/ 23722021;
E-Mail: jk.customecare@jkm.com; Website: www.jklakshmi.com, C I N L74999RJ1938PLC019511
Regd. & Works Office: Jaykaypuram, Distt. Sirohi, Rajasthan; Phone: 02971-244409/ 244410; Fax: 02971-244417; E-Mail: lakshmi_cement@lc.jkm.com
Secretarial Deptt. : Gulab Bhawan (Rear Wing), 3rd Floor, 6-A, Bahadur Shah Zafar Marg, New Delhi-110 002
Phone: 30179861, 33001142, 33001112; Fax: 91-11-23739475, E-mail: bkdaga@jkm.com



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



Investor's Meet in USA
Nov.-Dec'17



JK Organisation



JK Organisation

'Excellence comes not from mere words or procedures. It comes from an urge to strive and deliver the best every time. A mindset that says, "When it is good enough, improve it". It is a way of thinking that comes only from a drive within.'



Late Shri Hari Shankar Singhania
(1933-2013)
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 - Companies

EASTERN ZONE



COMPANIES OF OTHER ZONES



JK Organisation – Group Profile

- Top Business House with over 100 years of Heritage.
- USD 3.5 Billion - Revenue
- Market Presence in more than 90 Countries
- 30,000 Employees
- Conglomerate with Multi-Business, Multi-Product, Multi-Location operations



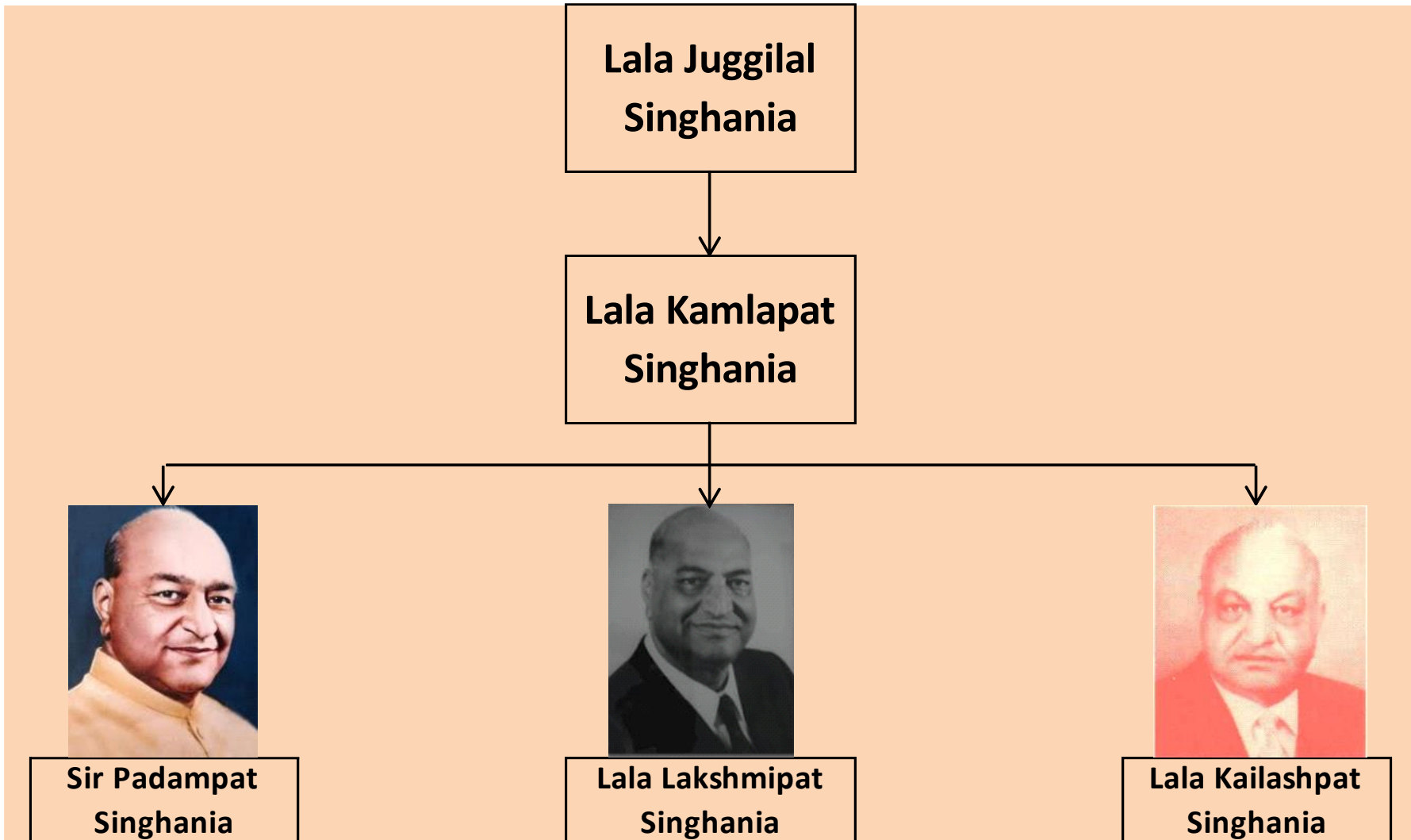
Cement Paper & Boards Clinical Research Agrigenetics	Tyres Retreads Automotive Belts Conveyor systems Oil Seals	Textiles & Woolen Apparels Engineering Files Dairy Products	Schools Hospitals Medical Research Institutes
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Focus on R&D has been one of the Key Business Strengths

- Hari Shankar Singhania Elastomer and Tyre Research Institute (HASETRI), Kankroli, Rajasthan.
- The Pulp & Paper Research Institute (PAPRI), Orissa.
- Sir Padampat Research Centre, Kota (Rajasthan)



JK Organisation



JK Organisation

**Lala Juggilal
Singhania**

**Lala Kamlapat
Singhania**



**Sir Padampat
Singhania -
Northern Zone**

JK Cement Ltd.



**Lala Lakshmiapat
Singhania -
Eastern Zone**

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



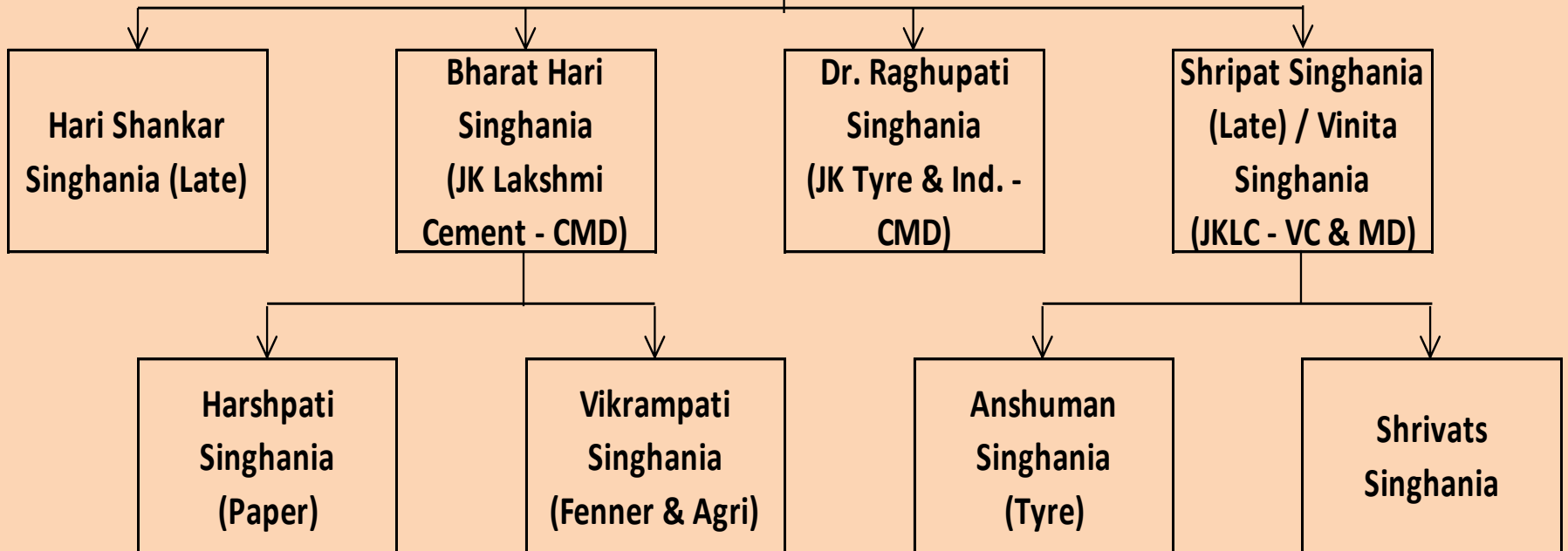
**Lala Kailashpat
Singhania -
Western Zone**

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

JK Organisation – Eastern Zone



Lakshmipat
Singhania (Late)



JK Organisation – Group Overview



Leading Cement manufacturer in Northern & Eastern India

Revenue¹ (\$m) 506
M Cap² (\$m) 762



Pioneered Steel Belted Radial Tyres in India

Revenue¹ (\$m) 1,280
M Cap² (\$m) 500



Largest Manufacturer of Branded Copier Paper in India

Revenue¹ (\$m) 460
M Cap² (\$m) 298



Leading Hybrid Seed Company in India

Revenue¹ (\$m) 30
M Cap² (\$m) 68



Pioneered Mechanical Power Transmission products in India

Revenue¹ (\$m) 120



Leading Dairy company in India

Revenue¹ (\$m) 146
M Cap² (\$m) 21



Hospital & Health



Defence Electronics



Education

Notes:

1. Gross Sales and Operating Income for FY ending March 2017. FX Rate of USDINR 65.
2. As of 17th November 2017

JK Organisation - Eastern Zone

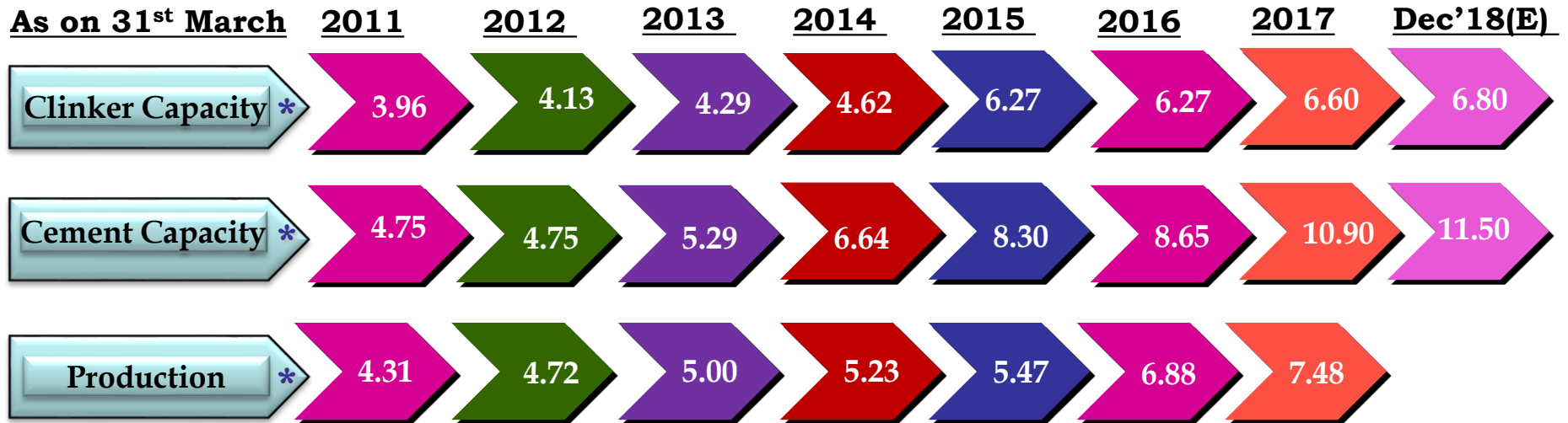


JK LAKSHMI
C E M E N T L t d.



GROWTH CHART – CAPACITY & PRODUCTION – JKLC

Mn. MT.



JKLC CAGR during FY'12 to FY'17 – 20%

*Without considering 1.60 Mn. MT of Udaipur Cement Works Ltd., a 71% subsidiary of JK Lakshmi Cement Ltd.

PRODUCTION

(Mn. MT)

3 Months Ended		6 Months Ended	
30.09.2017	30.09.2016	30.09.2017	30.09.2016
1.80	1.59	3.93	3.57

13%

10%

SALES

(Mn. MT)

3 Months Ended		6 Months Ended	
30.09.2017	30.09.2016	30.09.2017	30.09.2016
1.89	1.72	4.18	3.83

10%

9%

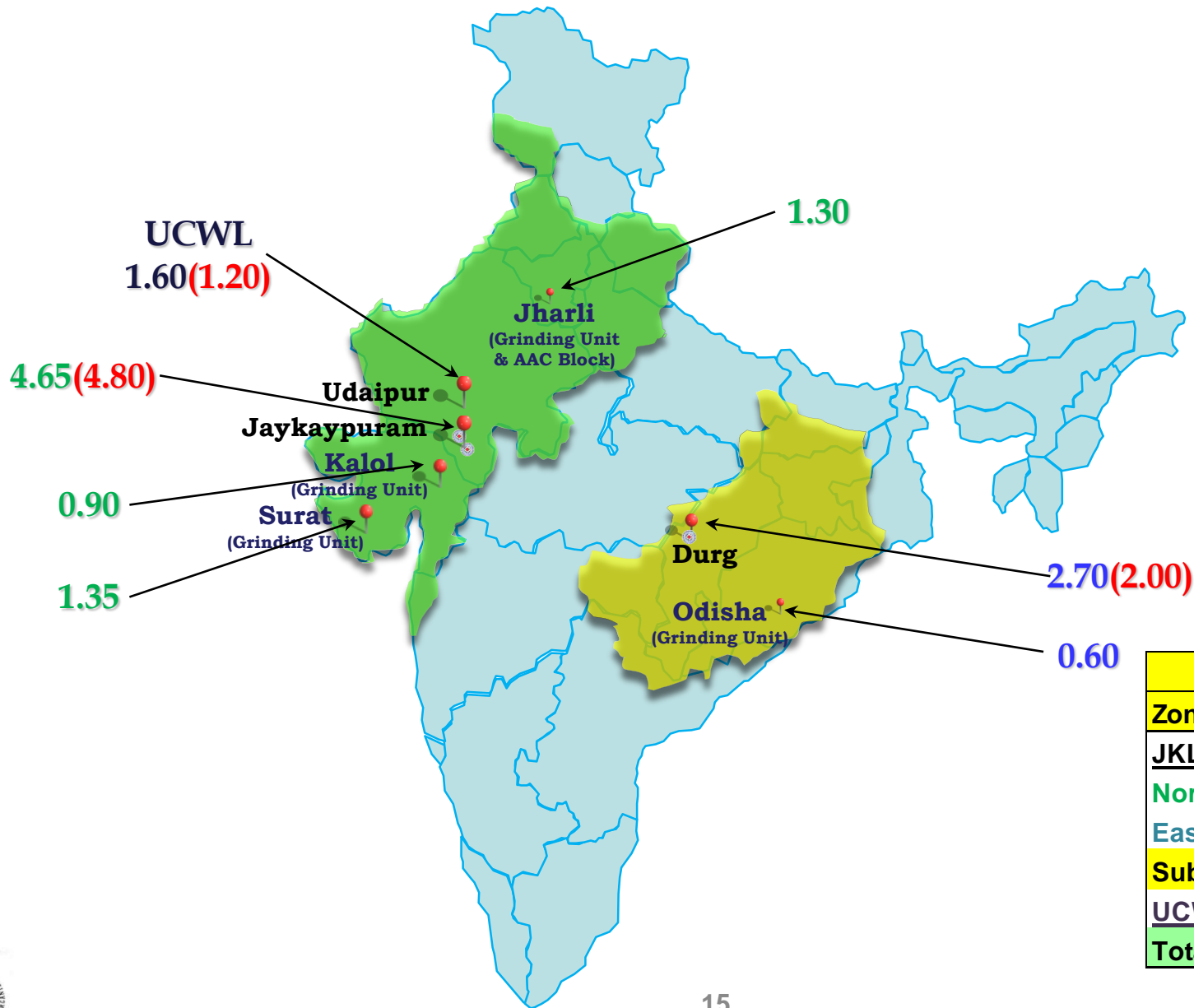
Industry Growth Vs JKLC

Particulars	% Growth					
	Apr.12 - Mar.13 (12M)	Apr.13 - Mar.14 (12M)	Apr.14 - Mar.15 (12M)	Apr.15 - Mar.16 (12M)	Apr.16 - Mar.17 (12M)	Apr.17 - Sept.17 (6M)
All India	5%	3%	5%	5%	-1%	-3%
North + Gujarat Zone	4%	-	3%	2%	-4%	2%
JK Lakshmi Cement - Existing	8%	7%	6%	3%	1%	4%
East Zone			5%	5%	1%	8%
JK Lakshmi Cement - Durg					47%	25%
JK Lakshmi Cement - Overall				23%	9%	9%

Capacity Utilisation

Particulars	Apr.12 - Mar.13 (12M)	Apr.13 - Mar.14 (12M)	Apr.14 - Mar.15 (12M)	Apr.15 - Mar.16 (12M)	Apr.16 - Mar.17 (12M)	Apr.17 - Sept.17 (6M)
All India	70%	68%	66%	66%	62%	60%
North + Gujarat Zone	86%	83%	78%	72%	67%	68%
JK Lakshmi Cement - Existing	94%	99%	82%	85%	76%	70%
East Zone			80%	74%	69%	67%
JK Lakshmi Cement - Durg				69%	92%	79%
JK Lakshmi Cement -Overall				82%	79%	72%

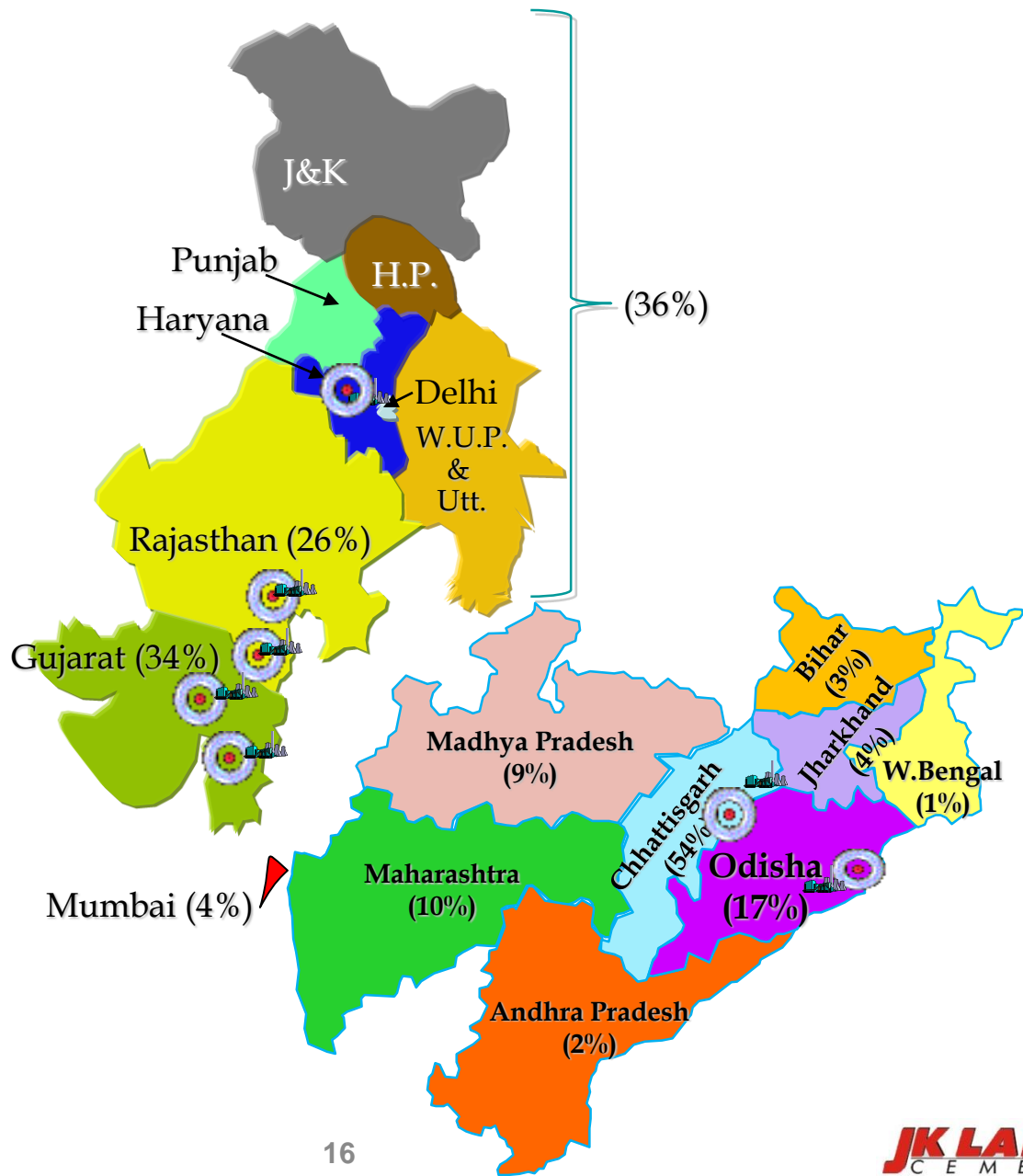
Mother Plants – Cement (Clinker) - Mn.MT



Capacity (Mn. MT)		
Zone	Cement	Clinker
JKLC		
North	8.20	4.80
East	3.30	2.00
Sub-Total	11.50	6.80
UCWL	1.60	1.20
Total	13.10	8.00



Markets



Financial Highlights – For 12 Months ended 31.03.2017

Sr. No.	Particulars	Unit	For Twelve Months ended			
			31.03.17	31.03.16	Incr. / Decr. (-) in	
					Figures	%
1	Production (Incl. Clinker Sale)	Mn. MT	7.48	6.88	0.60	9%
2	Sales	Mn.MT	7.95	7.32	0.63	9%
3	Turnover	Rs. Mn.	32601	29394	3208	11%
4	Net Sales	Rs. Mn.	29104	26199	2906	11%
5	PBIDT (before other Income)	Rs. Mn.	3654	2720	934	34%
6	PBIDT (after other Income)	Rs. Mn.	4352	3206	1146	36%
7	Interest	Rs. Mn.	1887	1967	-80	-4%
8	PBDT	Rs. Mn.	2466	1239	1226	99%
9	Depreciation	Rs. Mn.	1724	1629	95	6%
10	PBT (before exceptional items)	Rs. Mn.	742	-390	1132	-
11	Exceptional Items	Rs. Mn.	0	107	-107	-100%
12	PBT	Rs. Mn.	742	-497	1239	-
13	PAT	Rs. Mn.	820	-66	886	-
14	OCI after Tax	Rs. Mn.	-9	-11	2	-
15	Total CI after Tax	Rs. Mn.	811	-76	888	-
16	Basic EPS (After Tax)	Rs.	6.97	-0.56	7.53	-
17	OPM (On Net Sales)	%	13%	10%		3%



Financial Highlights – For 6 Months ended 30.09.2017

Sr. No.	Particulars	Unit	For Six Months ended			
			30.09.17	30.09.16	Incr. / Decr. (-) in	
					Figures	%
1	Production (Incl. Clinker Sale)	Mn. MT	3.93	3.57	0.37	10%
2	Sales	Mn.MT	4.18	3.83	0.34	9%
3	Turnover	Rs. Mn.	17798	16049	1749	11%
4	Net Sales	Rs. Mn.	16778	14328	2450	17%
5	PBIDT (before other Income)	Rs. Mn.	2158	2112	46	2%
6	PBIDT (after other Income)	Rs. Mn.	2429	2395	33	1%
7	Interest	Rs. Mn.	981	934	47	5%
8	PBDT	Rs. Mn.	1448	1461	-13	-1%
9	Depreciation	Rs. Mn.	886	824	62	8%
10	PBT	Rs. Mn.	562	637	-75	-12%
11	PAT	Rs. Mn.	415	536	-120	-22%
12	OCI after Tax	Rs. Mn.	-4	2	-6	-363%
13	Total CI after Tax	Rs. Mn.	411	537	-126	-23%
14	Basic EPS (After Tax)	Rs.	3.53	4.55	-1.02	-
15	OPM (On Net Sales)	%	13%	15%		-2%



Financial Highlights - Balance Sheet

(Rs. in Mn.)

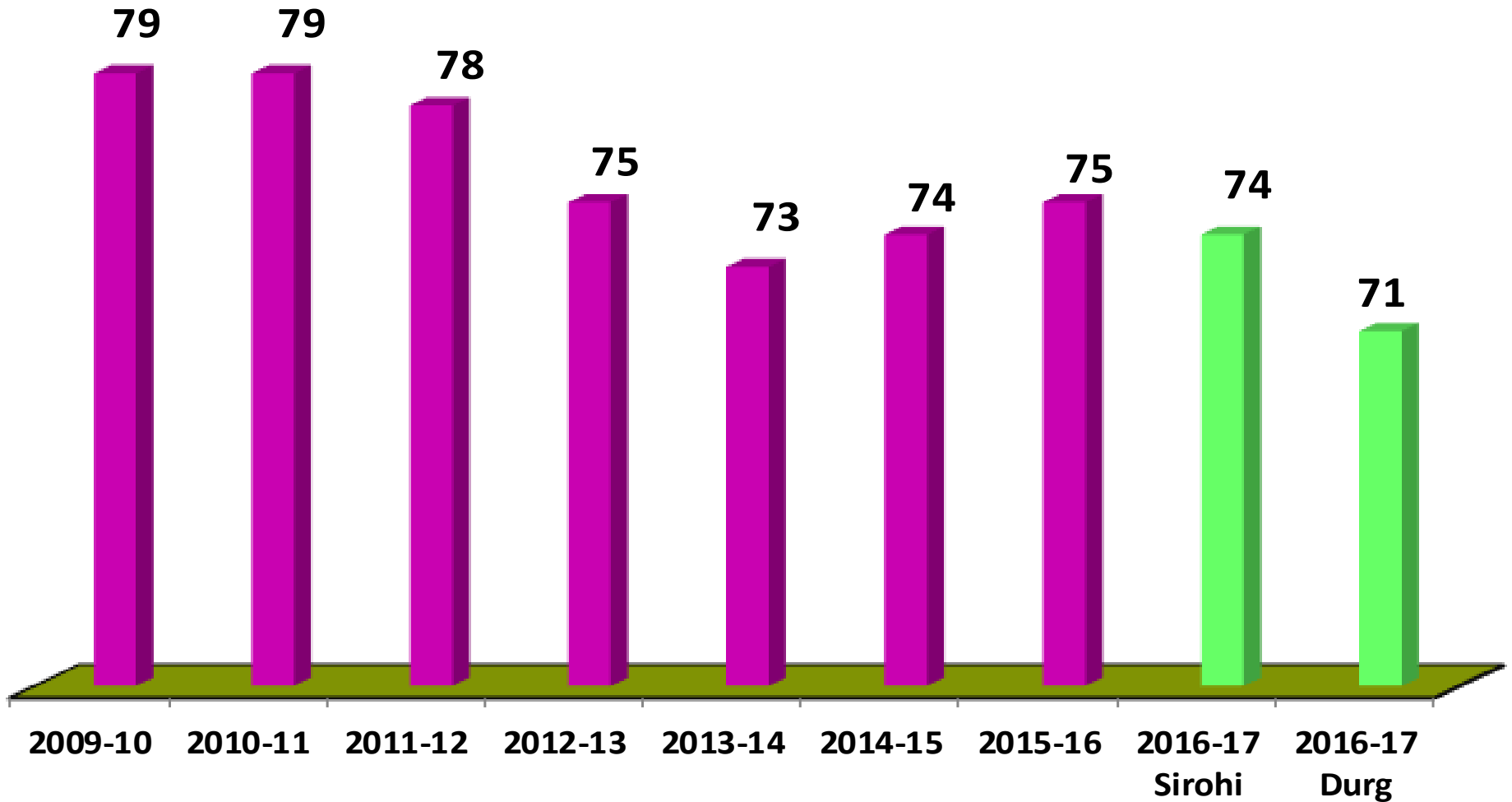
Sl. No.	Particulars	As at 31.03.2016	As at 31.03.2017	As at 30.09.2017
A	ASSETS			
(1)	Non-current Assets			
(a)	Net Fixed Assets	30126	30314	30215
(b)	Investments	1822	3095	3621
(c)	Other Non-Current Assets	685	1136	1024
		32633	34545	34860
(2)	Current Assets			
(a)	Inventories	2406	2776	2829
(b)	Trade Receivables	965	895	1373
(c)	Investments	2547	4997	4876
(d)	Cash and Bank Balance	118	90	87
(e)	Other Current Assets	2415	2531	2650
		8451	11289	11815
	TOTAL ASSETS	41084	45834	46675
B	EQUITY AND LIABILITIES			
(1)	EQUITY			
(a)	Equity Share Capital	588	588	589
(b)	Other Equity	12452	13228	13533
		13040	13816	14122
(2)	LIABILITIES			
(I)	Non-current Liabilities			
(a)	Borrowings	13931	15901	15030
(b)	Other Non-Current Liabilities	1405	1547	1622
(c)	Deferred Tax Liabilities	163	0	-
		15499	17448	16652
(II)	Current Liabilities			
(a)	Borrowings	5216	5805	6666
(b)	Trade Payables	1987	2648	3242
(c)	Other Current Liabilities	5342	6117	5993
		12545	14570	15901
	TOTAL EQUITY AND LIABILITIES	41084	45834	46675

KEY FINANCIAL RATIOS

Particulars	Unit	2011-12	2012-13	2013-14	2014-15	2015-16	2016-17
Operating Profit Margin (net of Excise)	%	19	21	15	15	10	13
Interest Coverage	Times	5	6	4	4	2	2
Total Debt / Equity	Times	0.96	1.09	1.27	1.41	1.47	1.57
Net Debt / Equity	Times	0.48	0.77	0.97	1.18	1.26	1.20
EV per Ton (1US\$ = Rs. 65)	US \$/MT	37	65	81	129	104	90

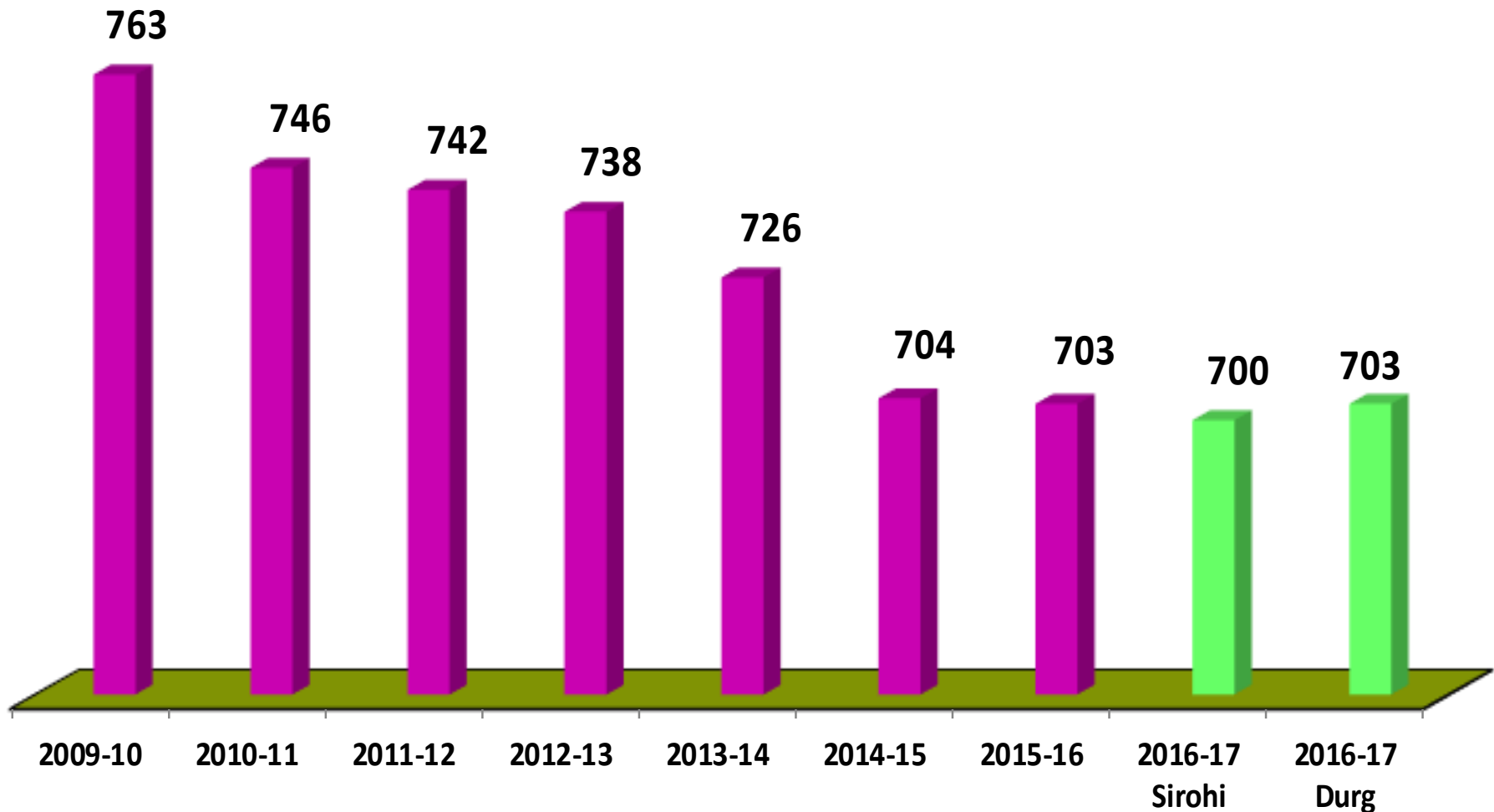
Major Performance Indicators

Power Consumption (Kwh./ MT of cement)



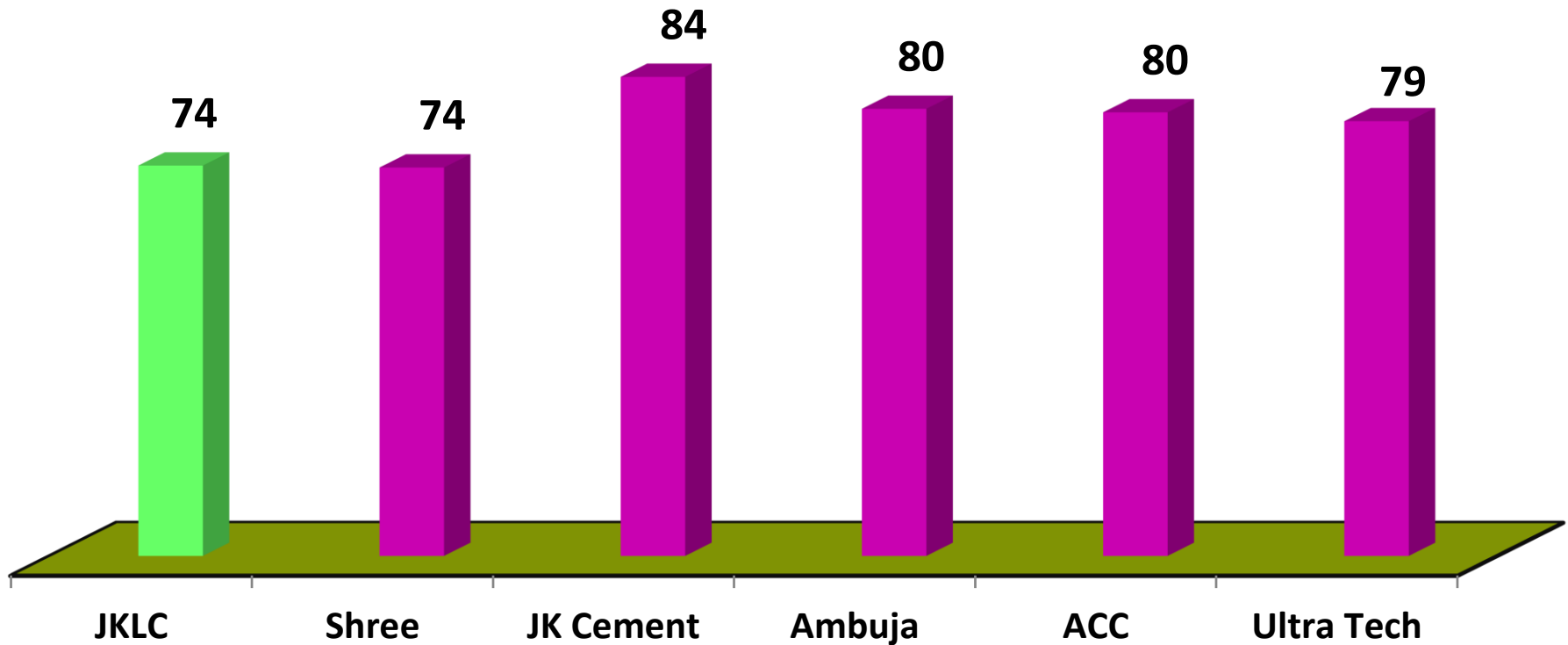
Major Performance Indicators

Fuel Consumption (K.Cal./Kg.of clinker)



Comparative Power Consumption 2014-15

Kwh/MT of Cement



Demand Supply Scenario – All India

Qty. Mn. MT

S. No.	PARTICULARS	2013-14	2014-15	2015-16	2016-17	2017-18	2018-19
						Est.	
1	Opening Capacity	350	376	400	421	435	452
2	Capacity Additions during the year	26	24	21	13	17	17
3	Capacity at end of the year	376	400	421	435	452	469
4	Average Capacity	363	388	411	428	443	460
5	Cement Domestic Demand	242	253	266	263	268	287
6	Domestic Demand Growth %	3	5	5	-1	2	7
7	Exports - Cement & Clinker	5	5	5	5	5	5
8	Total Despatches	247	258	270	267	273	292
9	Surplus	116	130	141	161	171	168
10	Surplus as % of Average Capacity	32%	34%	34%	38%	38%	37%
11	Capacity Utilisation %	68%	66%	66%	62%	62%	63%



Demand Supply Scenario – Our Zone (North + Gujarat)

Qty. Mn. MT

S. No.	PARTICULARS	2013-14	2014-15	2015-16	2016-17	2017-18	2018-19
						Est.	
1	Opening Capacity	97	103	117	123	126	129
2	Capacity Additions during the year	6	14	6	3	3	5
3	Capacity at end of the year	103	117	123	126	129	134
4	Average Capacity	100	110	121	125	127	132
5	Cement Domestic Demand	79	82	83	80	83	89
6	Domestic Demand Growth %	0	3	2	-4	4	7
7	Exports - Cement & Clinker	4	4	4	4	4	4
8	Total Despatches	83	86	87	84	87	93
9	Surplus	17	24	34	41	40	39
10	Surplus as % of Average Capacity	17%	22%	28%	33%	31%	29%
11	Capacity Utilisation %	83%	78%	72%	67%	69%	71%

Demand Supply Scenario – East Zone

Qty. Mn. MT

Sl. NO.	Particular's	2014 - 15	2015 - 16	2016 - 17	2017 - 18	2018 - 19
					Est.	
1	Opening Capacity	50	57	63	69	75
2	Capacity Additions during the yr.	7	6	6	6	2
3	Proj.Closing Cap. at end of the yr.	57	63	69	75	77
4	Avg. Capacity	53	60	66	71	76
5	Demand Growth %	5	5	1	7	9
6	Domestic Demand	43	45	45	48	53
7	Exports	-	-	-	-	-
8	Total Despatches	43	45	45	48	53
9	Surplus	11	15	21	23	23
10	Surplus % to Avg. Capacity	20%	26%	31%	33%	30%
11	Capacity Utilisation %	80%	74%	69%	67%	70%

7 MW WHR at Durg

SI No.	Particulars	Rs. Mn.
1	Capacity (MW)	7
2	Project Cost	900
3	Debt	600
4	Internal Accruals	300
5	Debt : Equity Ratio	2.00
6	CAPEX upto Sept.'17	790

Expected Commissioning -

Dec'17



20 MW TPP at Durg

S.No.	Particulars	Rs. Mn.
1	Capacity (MW)	20
2	Project Cost	1,350
3	Debt	1,000
4	Internal Accruals	350
5	Debt : Equity Ratio	2.86
6	CAPEX upto Sept.'17	147

Expected Commissioning -

Oct-Dec'18



Split Grinding Unit at Odisha

S.No.	Particulars	Rs. Mn.
1	Capacity (Mn. MT)	0.60
2	Project Cost	1,500
3	Debt	1,000
4	Internal Accruals	500
5	Debt : Equity Ratio	2.00
6	CAPEX upto Sept.'17	500

Expected Commissioning - Qtr.ending Dec'18



Revival & Rehabilitation of UCWL

S.No.	Particulars	Rs. Mn.
1	Capacity (Mn. MT)	1.60
2	Project Cost - Rs.Mn. - Rs/MT	8,150 5,094
3	Term Loan from Bank/MFs	5,250
4	Promoters Contribution	2,900
5	Debt : Equity Ratio	1.91

Commissioned -

Mar'17



Means of Finance for UCWL

Rs. Mn.

Means of Finance

A. Equity

1. Equity/ OCCRPS from JKLC	2050
2. Equity to Erstwhile Lenders	100
3. Internal Accruals	650
4. Unsecured Loan from JKLC	<u>100</u>
Total Equity	<u>2900</u>

B. Term Loan from Bank/MFs

Total (A+B)	<u>8150</u>
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Advantages to JKLC from UCWL

1. Commissioned in Mar'2017.
2. Investment cost in UCWL is US \$ 72 per MT as against the cost of US \$ 120 per MT for a new Green field Cement Plant i.e., about 40% cheaper.
3. The plant has an excellent location, well connected by Road, Rail & Air and is close to the National Highway.
4. The plant is having railway siding – easy movements of goods.
5. Plant has the benefit of 30% Sales Tax Incentive of about Rs. 110-120 /MT
6. Proximity of the Plant to the Consumption Centers has freight advantage.



Advantages of UCWL Revival

7. The accumulated tax losses of UCWL of over Rs.1000 Mn. will result in tax savings in future years.
8. The combined capacities of JKLC & UCWL would increase the market share and consolidation of capacities would give benefits of synergy & logistics.
9. Availability of surplus land for commercial use and further expansion.
10. JKLC's holding is already 71% & Group holding is 74%.

Shareholding Pattern of JKLC as on 30th Sept'2017

I	Promoters & Promoter Group	45.94%
II	FII's, MF's, Banks etc.	28.76%
III	Public	25.30%
	Total	100.00%
I	Total Share Capital (Rs. Mn.)	588
II	Total No. of Shares (Mn.) (Face Value Rs. 5/- each)	118

Shareholder's friendly Initiatives

1. Buy-back upto Rs. 975 Mn. at a Cap of Rs. 70/- per share in Feb'2012.

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.
 - The Company Utilised only Rs. 304.7 Mn. for the Buy-back
2. Share Split from - Rs. 10/- per share into 2 Shares of Rs. 5/- each.



Shareholder's friendly Initiatives (Contd..)

3. Consistent Dividend Payout Ratio

➤ 13% for FY 2017.

➤ 56% for FY 2016.

➤ 30% for FY 2015.

➤ 30 % for FY 2014.

➤ 20% for FY 2013.

➤ 25% for FY 2012.

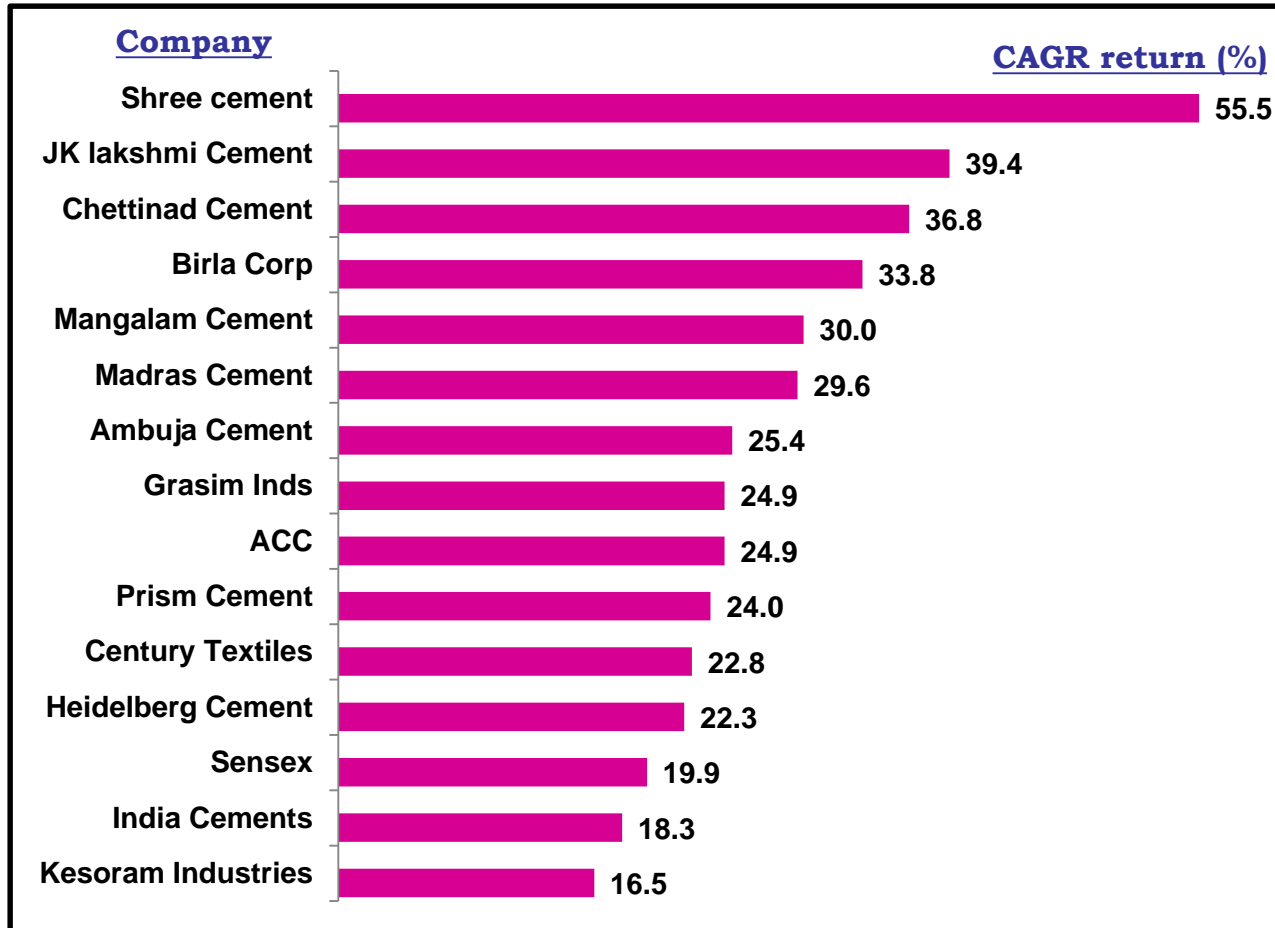
➤ 30% for FY 2011.

➤ 29% Average for last 7 Years



JKLC among Best Performers on the bourses

Annualised Stock Price Return since January 2003



Source : Capitaline, BSE, BCCI Annual Report/Business Standard 30.05.13



Way Forward

- **Setting up WHR Plant of 7MW at Durg.**
- **Setting up TPP Plant of 20 MW at Durg.**
- **At Durg in 2016-17 the Company has achieved much improved efficiencies.**
- **Premium Brands Pro+, Platinum Cement is sold from Durg Plant.**
- **Reduction in Borrowing Cost on LT Loans through annual resetting.**
- **Pro+ Cement sale to increase in Northern Markets too.**
- **The Company has deep penetration in rural markets.**

Way Forward

- Increasing volumes through split location Grinding unit and outsourcing Grinding Arrangement.
- Short Term rating continues at **A1+** (highest possible rating) (CRISIL & CARE).
- Long Term rating is 'AA'.

JKLC has reached 13 Mn MT in Mar'17.

- JKLC became a 11 Mn MT Cement Company in Mar'2017.**
- Cement Capacity (including UCWL) has gone up from 9.35 Mn. MT in Mar'16 to 13 Mn. MT in Mar'2017.**
- 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).**

Thank You

