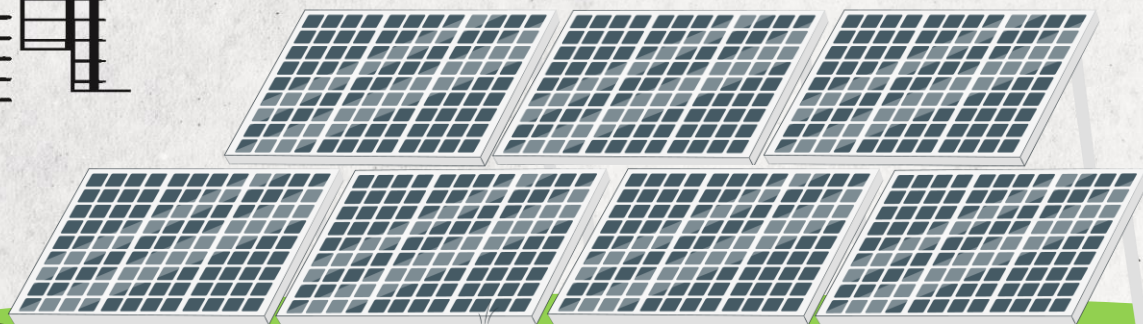




SHRI KESHAV CEMENTS & INFRA LIMITED

**INVESTOR PRESENTATION
Q2 FY23**



COMPANY OVERVIEW





Shri Keshav Cement @ A Glance



Incorporated in the year 1993 Shri Keshav Cement & Infra Limited (KCIL), formerly Katwa Udyog Limited) is engaged in the manufacturing of Cement and Solar Power Generation and Distribution in the state of Karnataka India.

The cement plants are located at Bagalkot district, Karnataka and the Solar power plant is located at Koppal, Karnataka. The company supplies cement in North Karnataka, Coastal Karnataka, Goa and some parts of Maharashtra

The company owns three very renowned regional brands of cement "Jyoti Power" "Jyoti Gold" & "Keshav Cement". Keshav Cement" is a premium brand of the company.



25+ YEARS
EXPERIENCE



1,100 TPD CEMENT
CAPACITY



37 MW
SOLAR PLANT



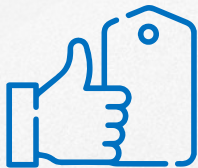
100 % USE OF GREEN
POWER



200+
EMPLOYEES



600+ RETAIL TOUCH
POINTS



REASONABLE
PRICING



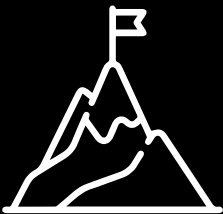
STRONG PRESENCE IN
NORTH KARNATAKA



FY22
REVENUE – ₹ 114 CR
EBITDA – ₹ 38 CR
PAT – ₹ 9 CR

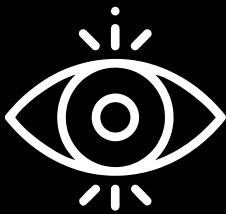


5 YEAR CAGR
REVENUE – 23%
EBITDA – 48%



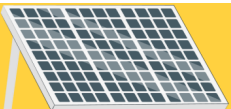
MISSION

“ To Provide Quality
Cement with Timely
Delivery”



VISION

“ Grow and continue to
modernize every year”



SHRI VENKATESH KATWA
(EXECUTIVE DIRECTOR AND CHAIRMAN)

- Aged 48, is a graduate MBA from the University of Oklahoma, USA.
- He has a wide experience in Cement industry along with International Business and Healthcare Service Automations.
- He is responsible for executing projects of business expansion and enhancing power projects.



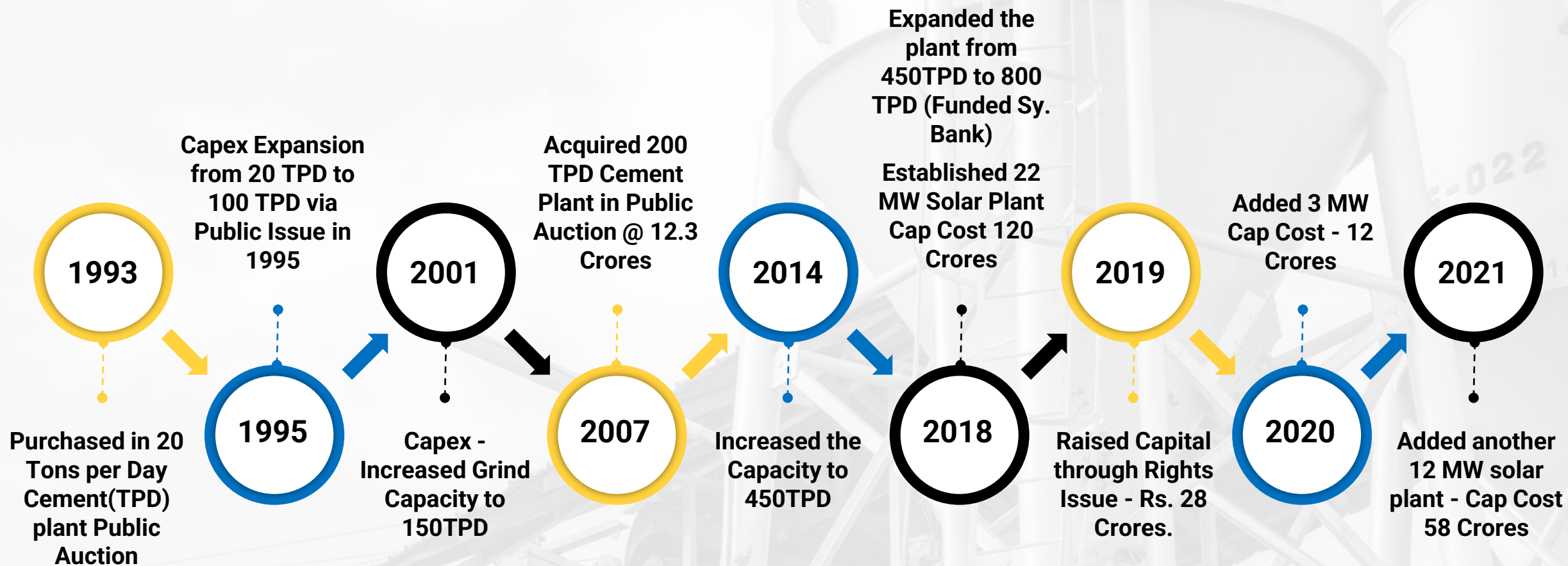
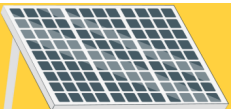
SHRI VILAS KATWA
(MANAGING DIRECTOR)

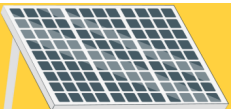
- Aged 46, is a graduate MBA from the University of Massachusetts, Boston.
- He initiated many IT drives that gave good control over the production, quality and management parameters.
- under his leadership, KCIL is moving ahead with a high level of automation that gives good control over production and quality.



SHRI DEEPAK KATWA
(EXECUTIVE DIRECTOR AND CFO)

- Aged 44, is a graduate MBA from the University of Oklahoma, United States.
- He is actively involved in setting up the power plant to reduce the overall power cost for the cement plant.
- He looks after public relations, finance, operations and management.



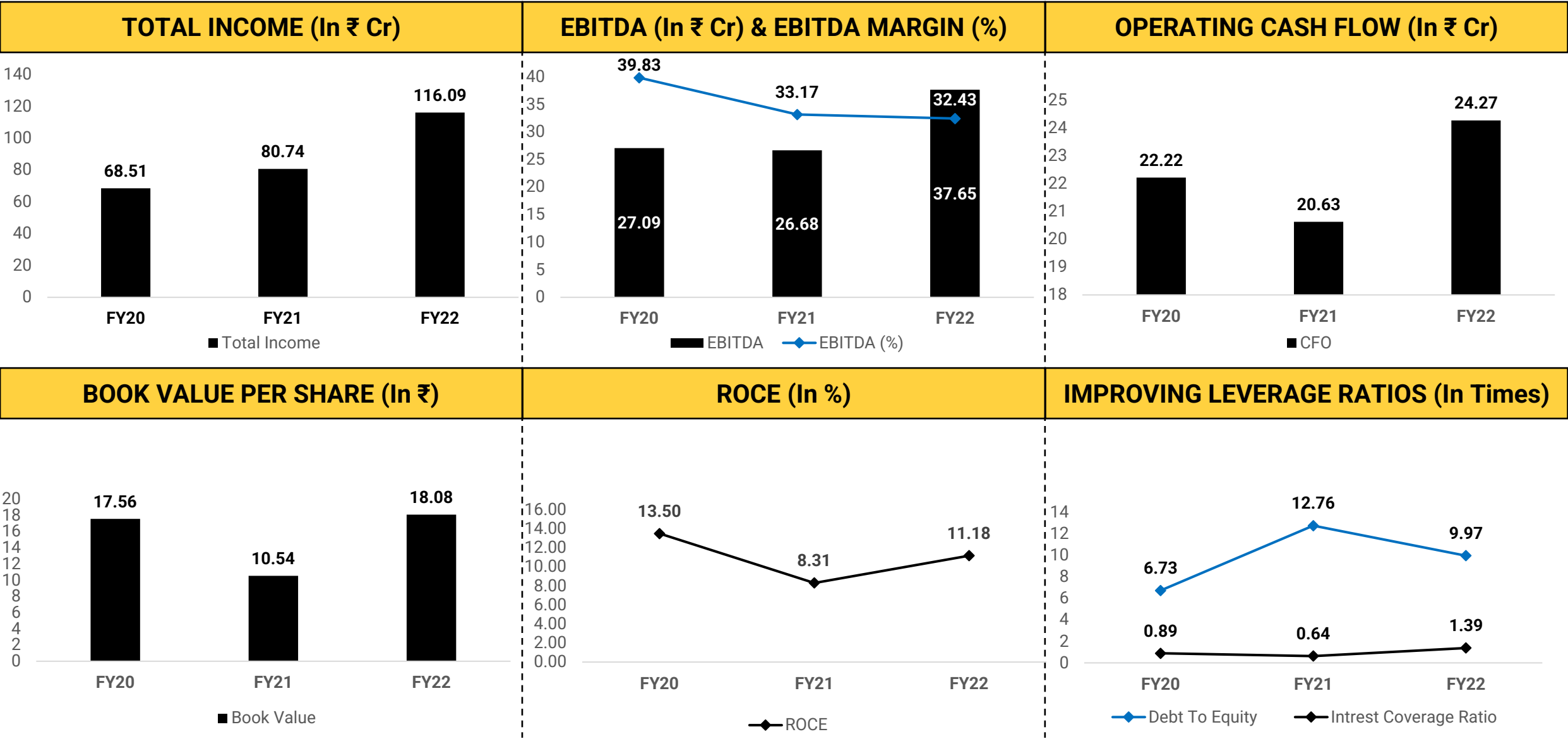


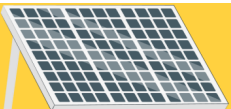
Competitive Strengths





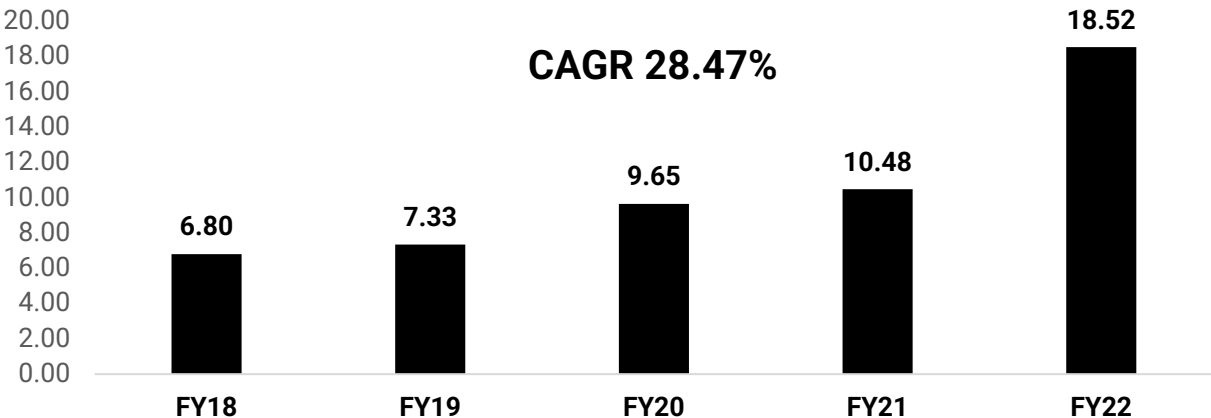
Key Financial Highlights



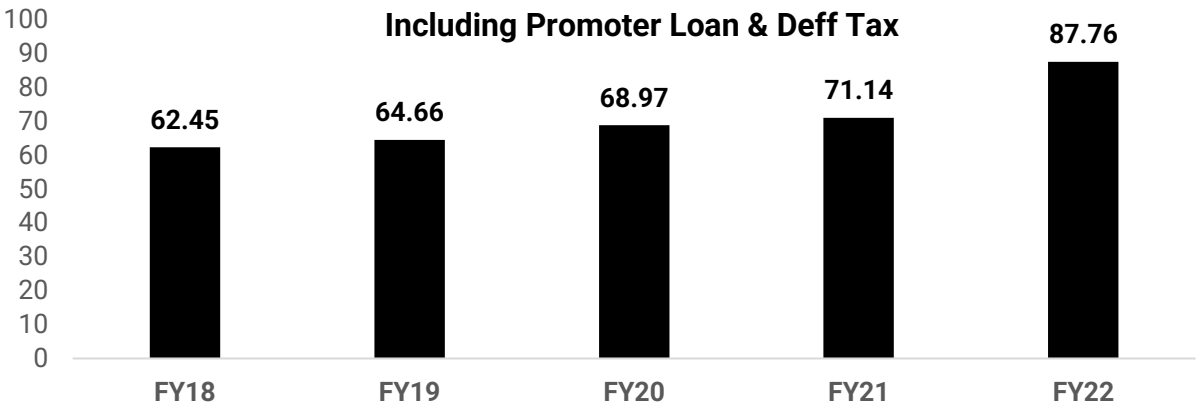


Key Financial Highlights

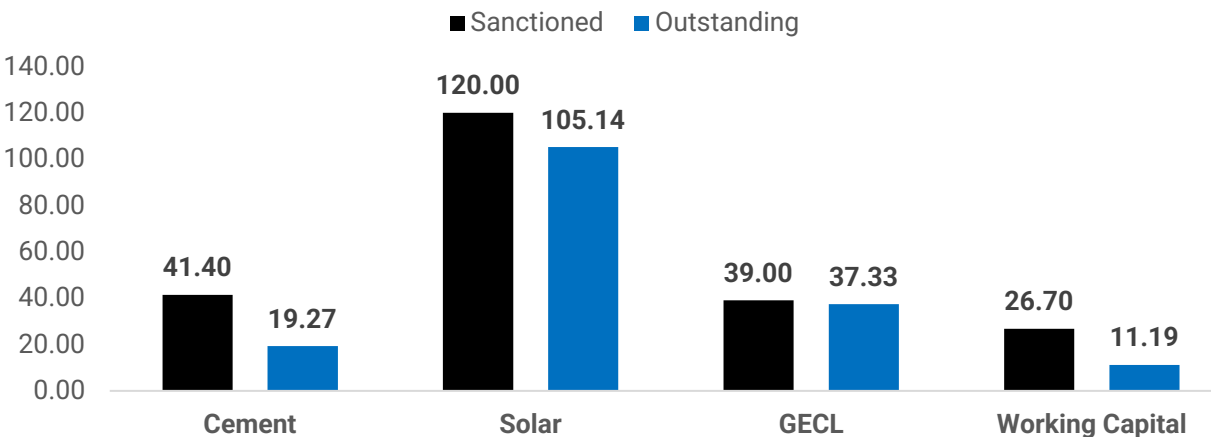
CASH PROFIT (In ₹ Cr)



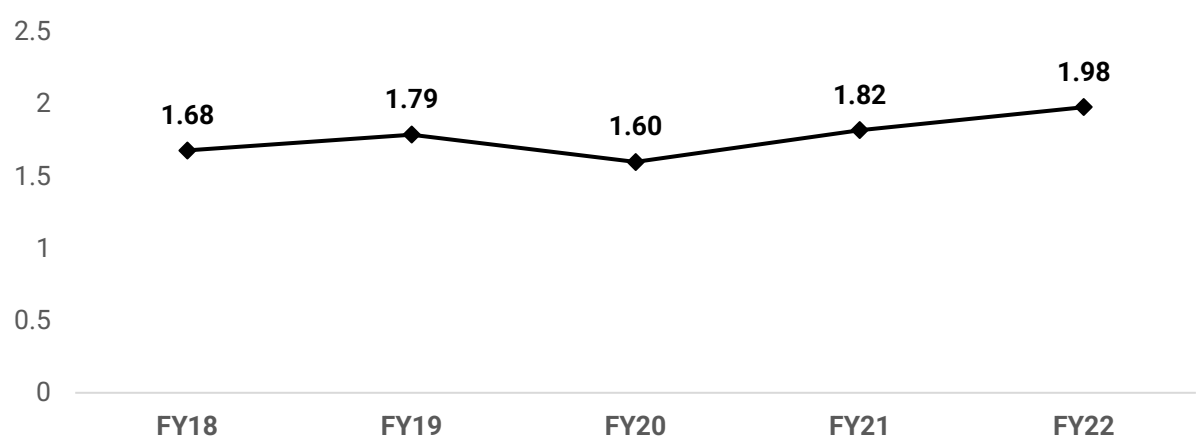
NETWORTH CAPITAL (In ₹ Cr)



SANCTIONED & OUTSATANDING LIABILITIES (In ₹ Cr)



DEBT – EQUITY ON ADJ TNW (In Times)

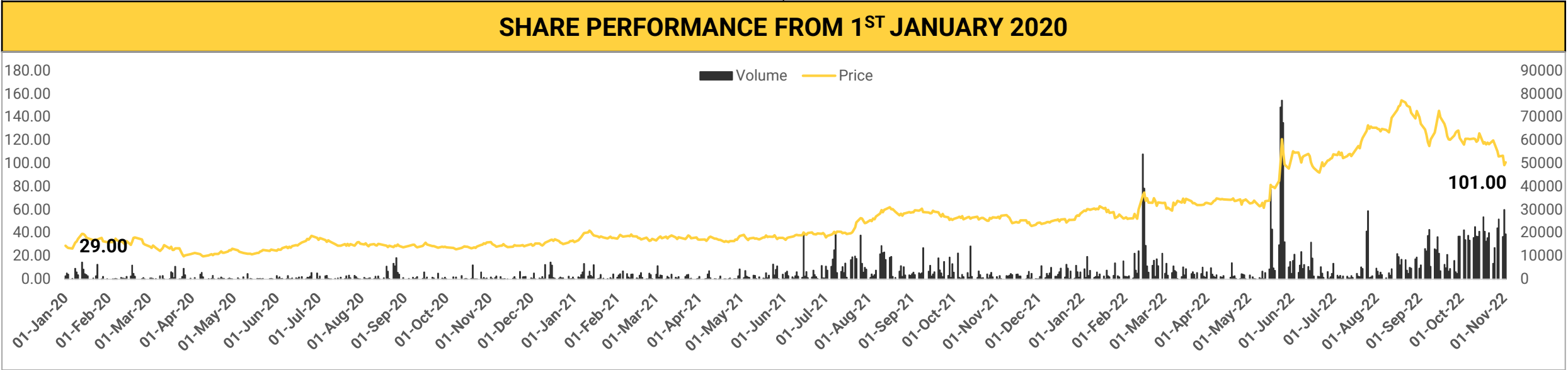




Stock Data

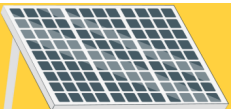


BSE: 530977 ISIN: INE260E01014		As on 02-11-2022	SHARE HOLDING PATTERN	As on 30-09-2022
Share Price (₹)	101.00		<div><div><div></div>Promoter & Promoter Group</div><div><div></div>Non Institutional Investor</div></div>	
Market Capitalization (₹ Cr)	121.16			
No. of Shares Outstanding	1,19,95,752			
Face Value (₹)	10			
52 week High-Low (₹)	157.00 – 45.00			



BUSINESS OVERVIEW





CEMENT IS DESIGNED WITH CHEMICAL AND PHYSICAL CHARACTERISTICS TO CONSTRUCT ANY OF THE FOLLOWING:

HEAVY DUTY CONSTRUCTION	CONCRETE SLABS, FOUNDATION AND WALLS.	FOR DAMS, CANALS, BRIDGES, CONCRETE ROADS AND OTHER PUBLIC UTILITIES.	ALL PURPOSE IN HIGH RISE BUILDINGS
-------------------------	---------------------------------------	---	------------------------------------

ORDINARY PORTLAND CEMENT

53 GRADE OPC

This grade of cement is widely used in plain and reinforced cement concrete, masonry and plastering, for bridge piers, pre- stressed girders and electric poles, concrete pipes, pre- cast concrete, pre- stressed concrete, slip formed concrete, tall building and structures, R.C.C bridges, for cement concrete roads, for structural repairs and grouting, pre- stressed works, precast element, bridges, atomic power stations, railway sleepers, silos RCC pipe etc.

43 Grade OPC

This grade of cement is widely used for all general and semi-specialized constructions like columns, beams, slabs and all structural works, manufacture of concrete blocks and tiles, brick and stone masonry, plastering and flooring, plain and RCC, precast, pre stressed slip formed concrete jobs, and commercial buildings, industrial constructions, multi- storied complexes, cement concrete roads, heavy duty floors etc.

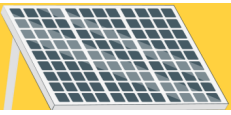
STRONG REGIONAL BRANDS



JYOTI GOLD (43 GRADE) Mainly used in infrastructure project construction	JYOTI POWER (53 GRADE) <ul style="list-style-type: none">○ Jyoti power is a fast moving product.○ Mainly used in residential / domestic construction
--	--



KESHAV CEMENT Premium brand catering to North Karnataka and South Maharashtra



Strategically Located Plants With Proximity to Markets & Raw Materials

With modern instrumentation technology such as Electronic weigh feeders, Centralized control systems and one point control process, the product achieved is constant and superior.

Due to availability and usage of high CaO content limestone around the manufacturing facility, the cement produced naturally carries these vital minerals resulting in optimum physical strength and chemical characteristics.

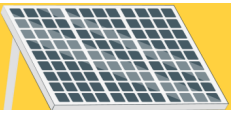


Cement Plant1 at Kaladgi-Bagalkot Karnataka



Cement Plant2 at Lokapur





Direct Marketing To Target Groups



SKCIL's Marketing strategy is based on relationship management and continuous meetings with local Dealers, Builders and Engineers



Solar Power Plant



SINCE APRIL 2018, SKCIL MEETING 100% OF ENERGY REQUIREMENTS THROUGH RENEWABLE SOLAR ENERGY.

**37 MW
CAPACITY SOLAR POWER
PLANT**

**SOLAR PLANT SITUATED
AT KOPPAL, KARNATAKA**

**HELP IN POWER COST
REDUCTION BY 75%**

**12 MW USED FOR
CAPTIVE CONSUMPTION**

**25 MW SOLD IN THE
MARKET**

The Company is contemplating working on alternate fuels like Municipal Waste, Bagasse and others.



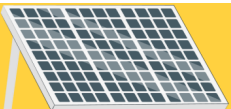
Cement plants of SKCIL are probably the only Cement plants in India to run on 100% green power energy.



Capacity Utilisation

CEMENT	FY18	FY19	FY20	FY21	FY22
Installed Capacity (TPPA)	3,30,000	3,63,000	3,63,000	3,63,000	3,63,000
Utilization levels	88%	42%	37%	47%	63%

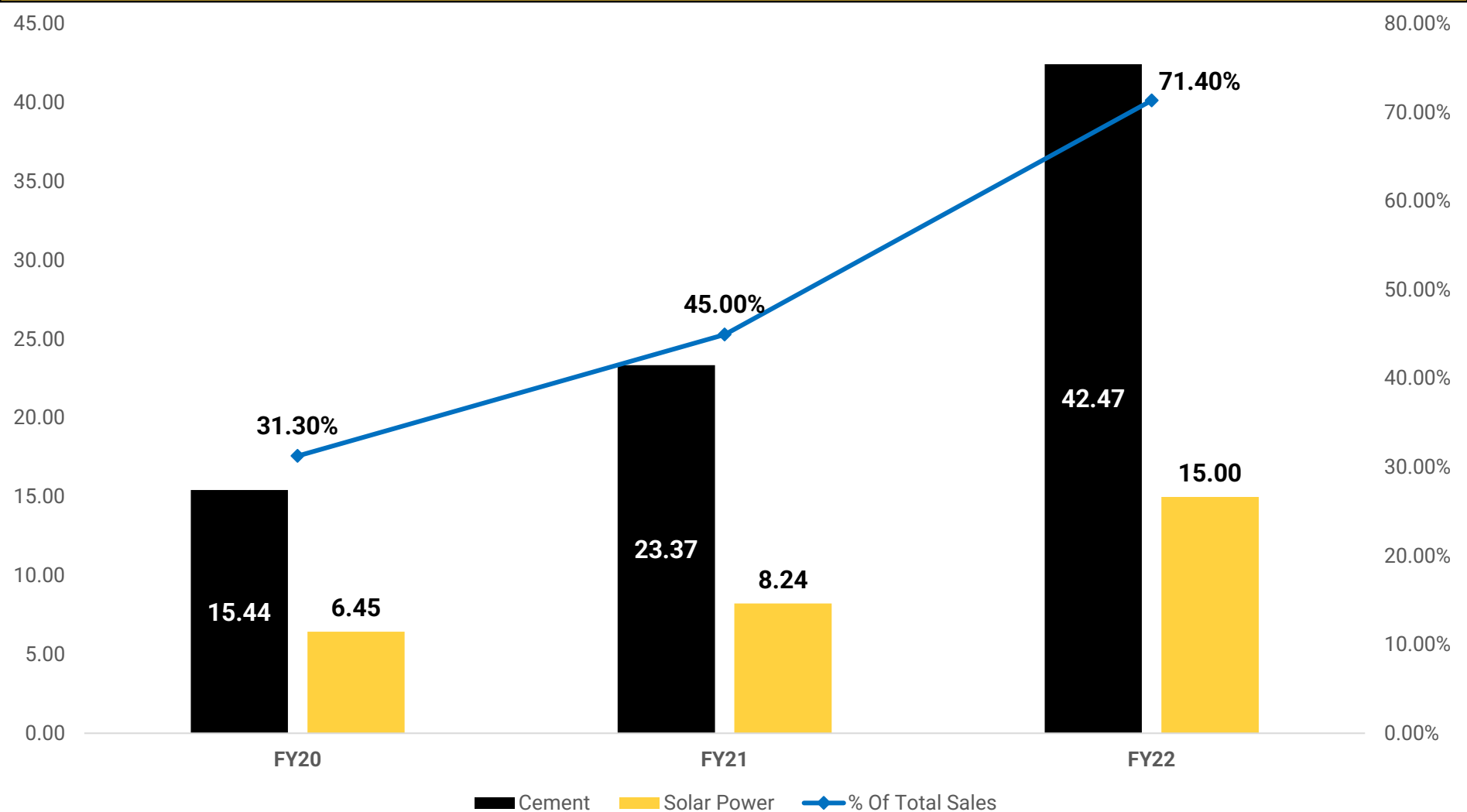
SOLAR	FY19	FY20	FY21	FY22
Installed Capacity (MWH PA)	22	22	24.75	32
Utilization levels	99%	102%	97%	99%



Business Segment Wise Revenue Breakup



TOP CLIENT CONTRIBUTION INCREASING



350

CEMENT

DISTRIBUTORS

600+

RETAIL SALES POINT

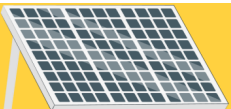
14

SOLAR POWER

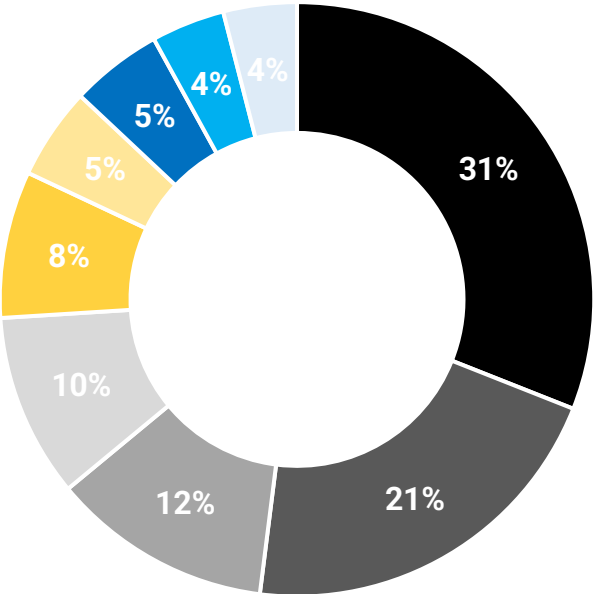
CONSUMERS

INDUSTRY OVERVIEW





TOP CEMENT PRODUCERS IN INDIA (MARKET SHARE IN 2020)



- UltraTech Cement

■ Ambuja Cement

■ ACC

■ Shree Cement Ltd.

■ Dalmia Bharat

■ Birla Corporation Ltd.

■ India Cement Ltd.

■ The Ramco Cement

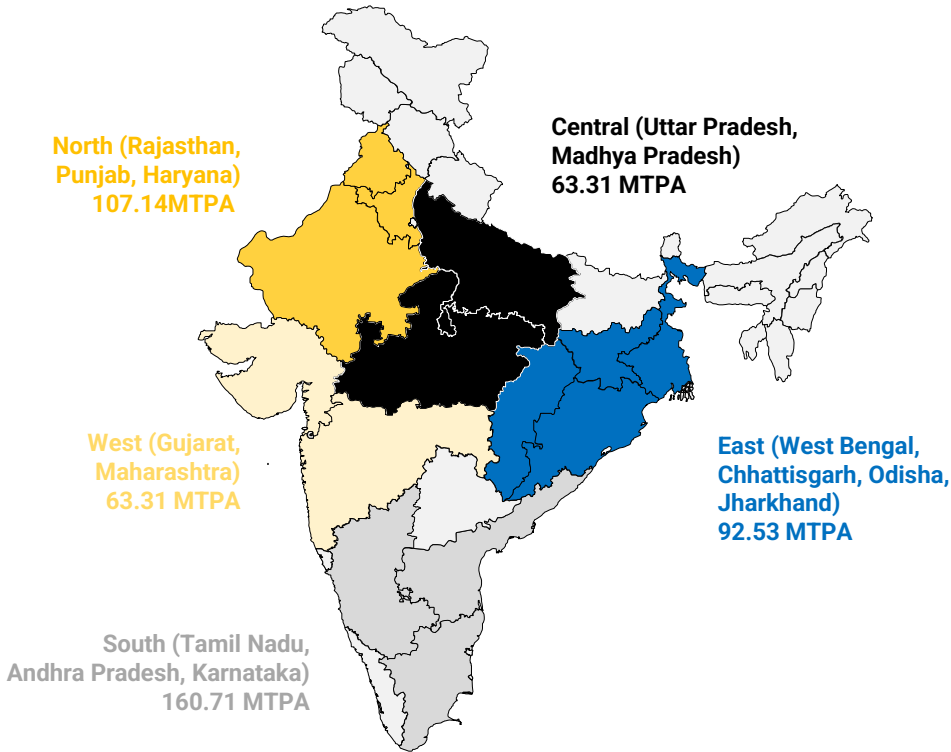
■ Others

Source: Cement Manufacturers Association, USGS Mineral Commodities Summary 2020, Crisil, Savills India, News Articles

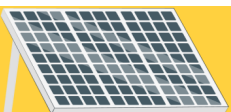
As of 2020 India is the world’s second largest cement market, both in production and consumption

India’s cement market accounts for 7 of the global installed Capacity

INSTALLED CAPACITY & KEY MARKETS IN EACH OF THE GEOGRAPHIC REGIONS



Source: Indian Minerals Yearbook by Indian Bureau of Mines; Ultratech Cement

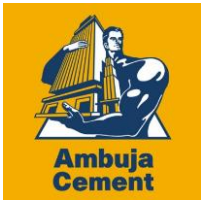


Cement Industry Competition Overview



TIER I BRANDS

- PAN India Brands
- Market Leaders
- Commands 64% Market Share
- Pricing - Premium



TIER II BRANDS

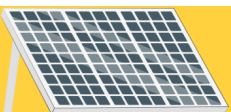
- Regional Level Brands
- Commands 32% Market Share
- Pricing – 20% to 30% Cheaper than PAN India players



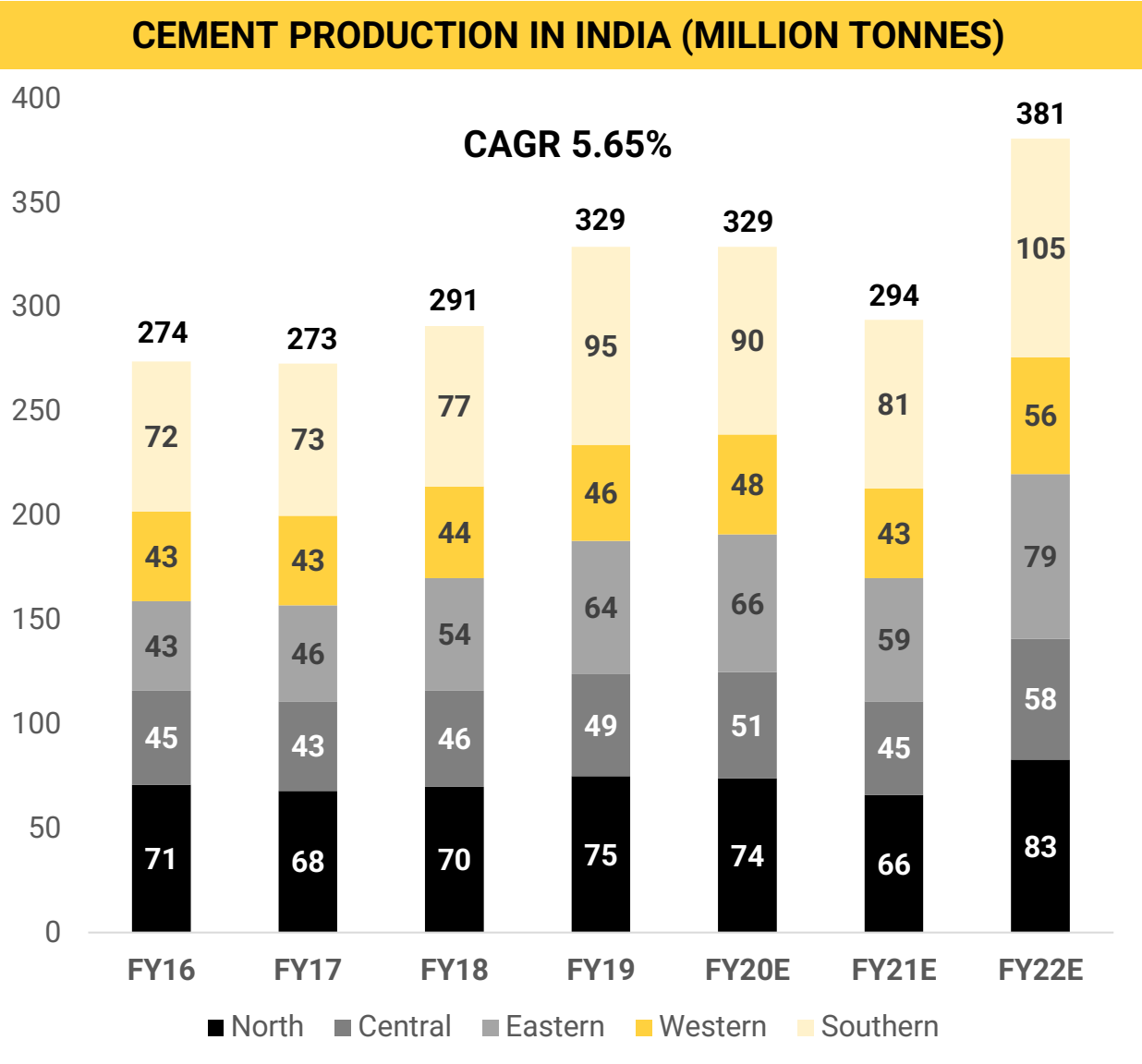
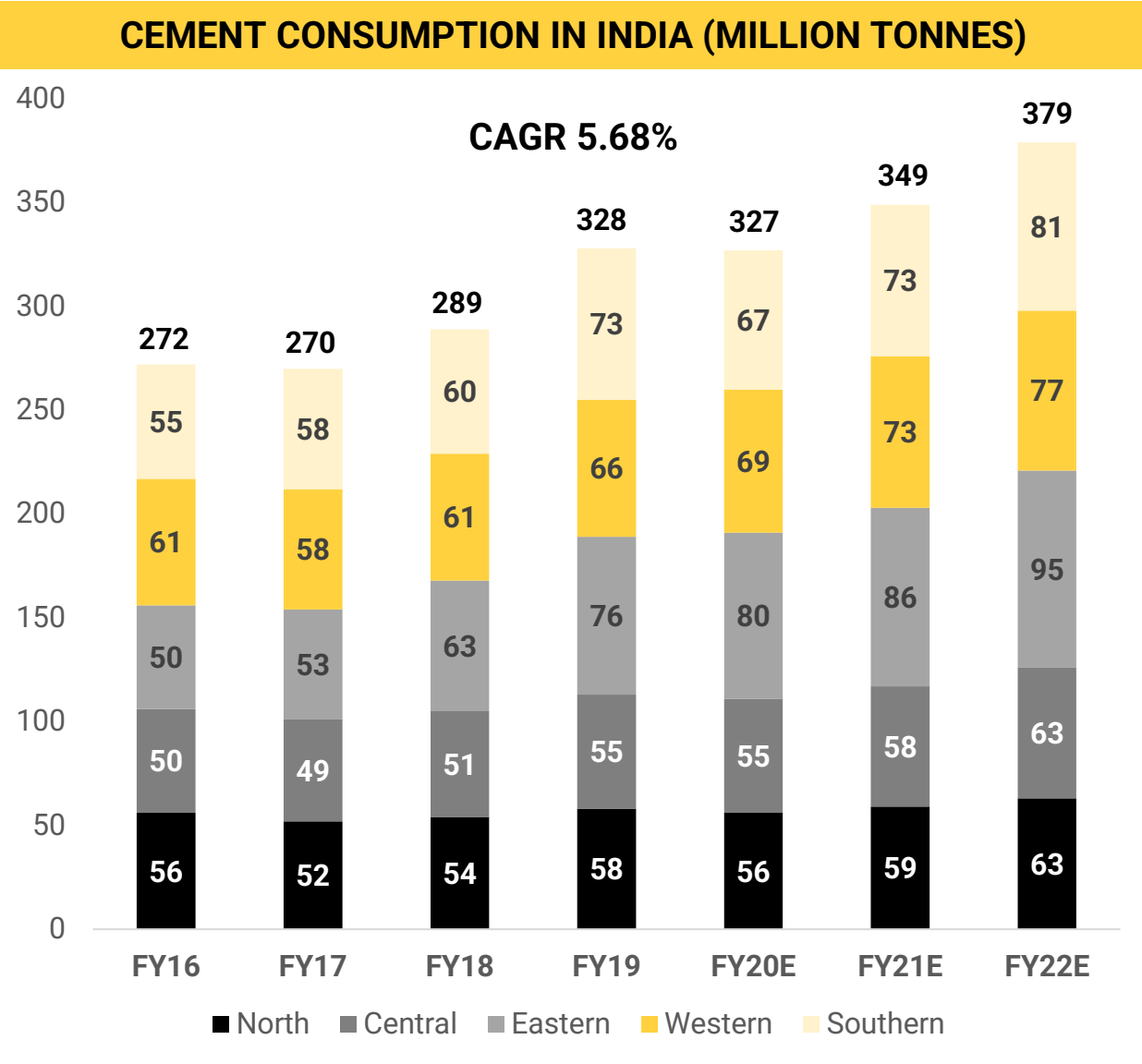
TIER III BRANDS

- Local Brands
- Strong Local Presence (100-200 KM)
- Commands 4% Market Share Pricing – 10% to 15% Cheaper Than Regional Players





Cement Consumption & Production





Growth Drivers & Opportunities

The demand of Cement industry is expected to achieve 550 600 million tonnes per annum constantly by 2025 because of the expanding requests of different divisions i e housing, commercial construction and industrial construction



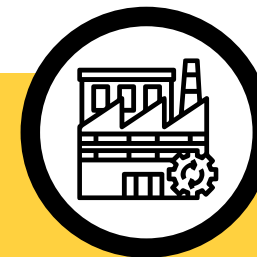
HOUSING AND REAL ESTATE

- Government initiatives like Housing for All will push demand in the sector
- Real estate market in India is expected to reach US\$ 1 trillion by 2023 Strong growth in rural housing and low cost housing to amplify demand



PUBLIC INFRASTRUCTURE

- As per Budget 2022 23 a spending of over Rs 10 lakh crore (US\$ 134.34 billion) on infrastructure is proposed
- As per the Union Budget 2022 23 the government approved an outlay of 1 99 107 crore (US\$ 26.74 billion) for the Ministry of Road Transport and Highways
- In October 2021 Prime Minister, Mr Narendra Modi, launched 'PM Gati Shakti National Master Plan (for multimodal connectivity Gati Shakti will bring synergy to create a world class, seamless multimodal transport network in India This will boost the demand for cement in the future
- As per the Invest India, National Infrastructure Pipeline (NIP) (expanded to 9,305 projects from 7,400 projects

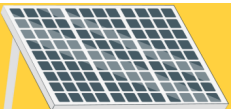


INDUSTRIAL DEVELOPMENT

- Strong economic growth is expected to lead to growth of the industrial sector and in turn increase in demand in the long run
- Implementation of PLI scheme to boost domestic demand
- Demand for warehousing space to be strong on back of e-commerce and retail growth
- Fresh capex uptick in mature capital intensive sectors (steel and cement)

EXPANSION PLAN





Cement Manufacturing Process & Equipment Requirement



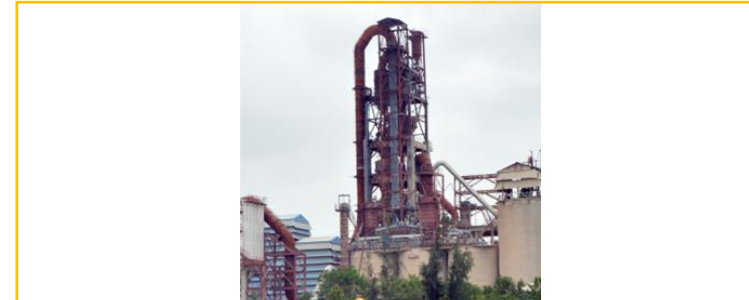
Primary and Secondary Crusher

Installed – March 2018
Required Capacity – 1.60 Million TPA
Required Capacity – 1.98 Million TPA
Required Investment – ₹ 0



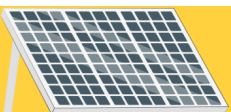
Raw Material Mill / Coal Mill

Upgraded – March 2018
Required Capacity – 70.5 TPH
Existing Capacity – 72 TPH
Required Investment – ₹ 0



Pre-heater Tower and Grate Cooler

Upgraded – March 2018
Required Capacity – 1,200 TPD
Existing Capacity – 700 TPD
Project – Build new 1200-1400 TPD with machinery
Required Investment – **approx. ₹ 45 Cr**
Supplier – FLSmidth India Ltd.



Cement Manufacturing Process & Equipment Requirement



Cement Mill

Upgraded – March 2018

Required Capacity – 3,000 TPD

Existing Capacity – 1,000 TPD

Project – New vertical Roller Mill

Required Investment – **approx. ₹ 64 Cr**

Supplier – FLSmidth India
Ltd./LNVN/LOCHE

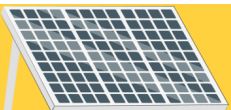


Balance Equipment

Equipments – Packing, Raw Mill Silos,
Conveying Equipment, Fans

Minor Modification to suit expanded
capacity.

Required Investment – approx. ₹ 5 Cr

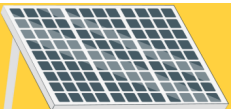


EXPANSION WILL INCREASE CAPACITY WITH HUGE COST SAVINGS

Sr No	Problem	Solution	Result	Project Cost (₹ Cr)	Savings p.a. (₹ Cr)
1	Low Production and inefficient use of machinery. Results in higher Fixed Cost PMT	Install high efficiency PH Cyclones with Inline calciner.	PH designed for 1200 TPD with higher heat retention in a calciner to use maximum heat available from fossil fuel. Optimizes fuel consumption	35	47
2	50% higher Fuel compared to Industry standards	Latest generation Cooler. Improves chemical composition of clinker to absorb higher additive like slag/ash	Fuel consumption will reduce from Rs. 1300 to Rs. 650 PMT of cement	10	
3	50% higher Power consumption compared to Industry standards	High-efficiency Vertical Roller Mill. Clinker can be ground with higher additives like Slag/Flyash/Limestone	Higher additive means 1 ton of clinker can produce 2.5x to 3x cement compared to 0.5x currently	65	24
4	Alternate Fuel currently not possible	Inline Calciner will be designed to hold burning for 12 seconds instead of industry standard of 8 seconds	Alternative to Coal/Petcoke 10-20% can be used.	3	1
5	Inability to reach larger markets due to high logistic cost on account of lower Variable cost/PMT compared to Industry Standards	Post Capex, Margins improve to reach larger corporate buyers, long term supply and bigger markets like Pune, Bangalore, Kerala	Higher capacity Utilization, Fluid sales and marketing, Reduction of Fixed Cost per MT of cement on account of 1.7x increase in fixed cost compared to 3x increase in production		
Total Cost of Building, Plant and Machinery and Savings in Variable Cost				approx. 113	approx. 72

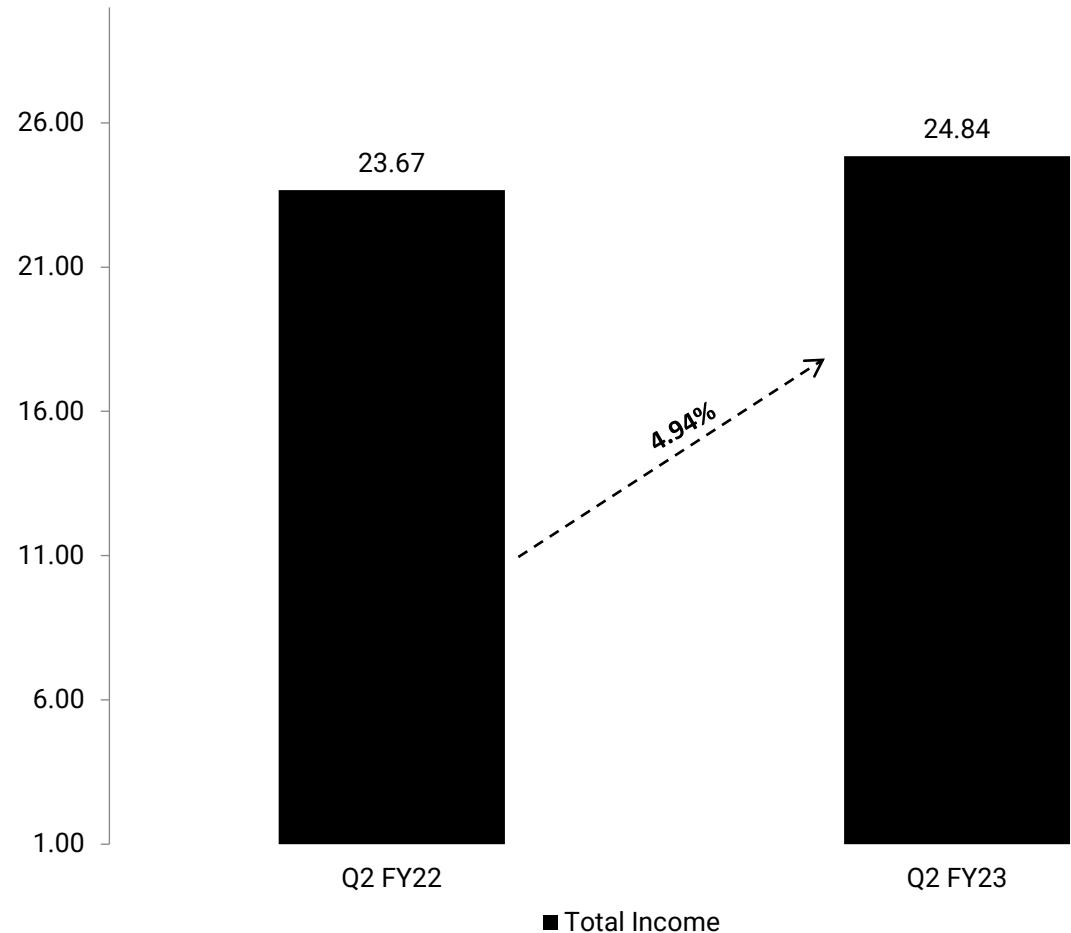
FINANCIAL OVERVIEW



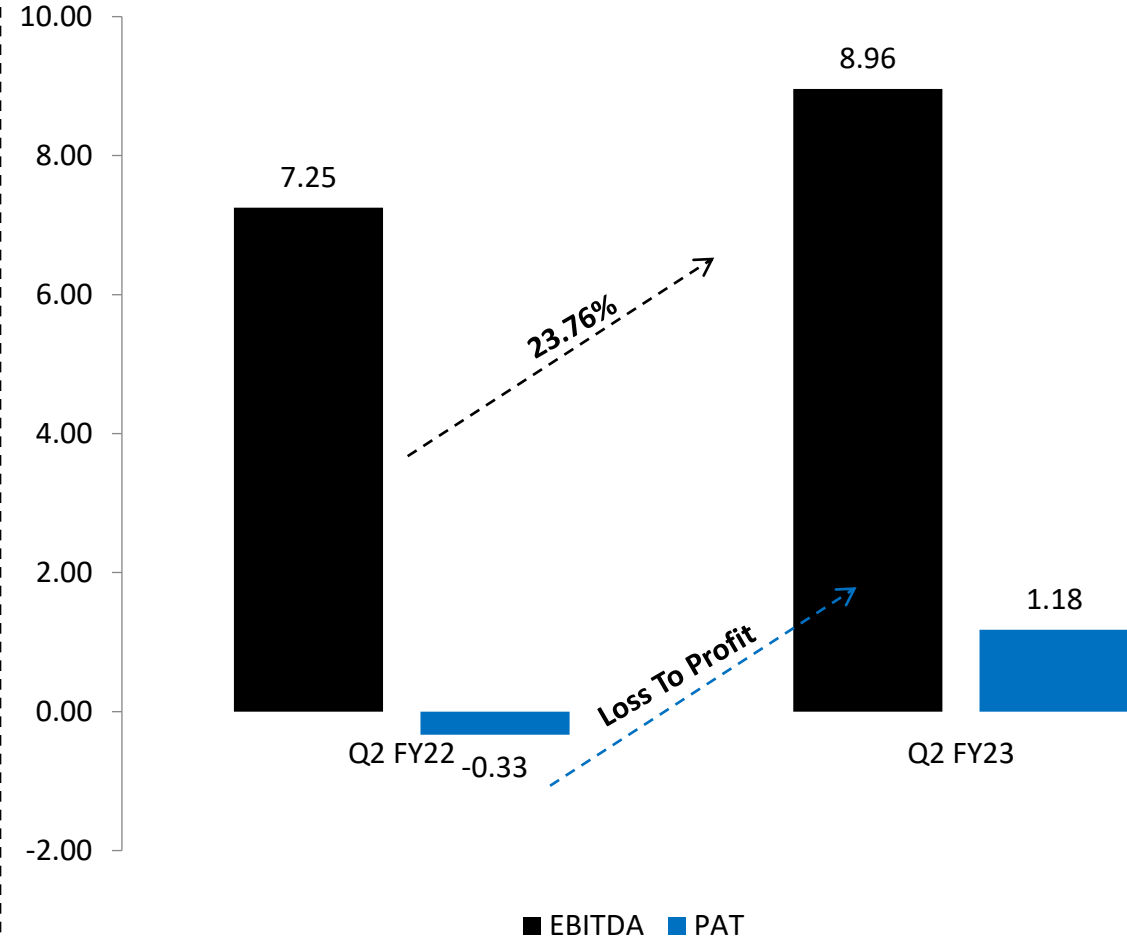


Quarterly Performance Y-O-Y

TOTAL INCOME (In ₹ Cr)



PROFITABILITY (In ₹ Cr)



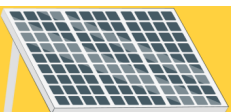


Last 5 Quarters Performance



In ₹ Cr

Particulars	Q2 FY23	Q1 FY23	Q4 FY22	Q3 FY22	Q2 FY22
Revenue	24.45	32.57	36.36	27.97	22.74
Other operating income	0.39	0.73	0.45	0.91	0.93
Total Income	24.84	33.30	36.81	28.88	23.67
Raw material Consumed	12.20	19.39	21.54	16.24	13.74
Employee Cost	0.95	1.02	0.98	0.92	0.92
Other Expenses	2.73	3.52	2.97	2.21	1.75
Total Expenditure	15.88	23.93	25.49	19.37	16.42
EBITDA	8.96	9.37	11.32	9.51	7.25
EBITDA (%)	36.07%	28.14	20.75%	32.93%	30.63%
Interest	3.67	3.22	6.58	4.41	4.34
Depreciation	3.22	3.19	0.99	3.38	3.37
PBT	2.07	2.96	3.75	1.73	-0.47
Tax	0.89	-23.49	-0.11	0.12	-0.14
Profit After Tax	1.18	26.45	3.86	1.61	-0.33
Profit After Tax (%)	4.75%	79.43%	10.49%	32.93%	NA

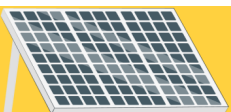


Profit & Loss Statement



In ₹ Cr

Particulars	FY20	FY21	FY22
Revenues	68.01	80.44	113.79
Other Income	0.50	0.30	2.30
Total Income	68.51	80.74	116.09
Raw Material costs	29.33	40.89	64.67
Employee costs	3.45	3.31	3.72
Other expenses	8.65	9.86	10.05
Total Expenditure	41.43	54.06	78.44
EBITDA	27.09	26.68	37.65
EBIDTA(%)	39.83	33.17	32.43%
Finance Costs	17.44	16.20	19.13
Depreciation	11.52	16.24	11.07
PBT	-1.87	-5.75	7.46
Tax	5.77	2.68	1.65
Reported Net Profit	-7.64	-8.44	9.10
NPM(%)	NA	NA	7.84



Balance Sheet

In ₹ Cr

Equities & Liabilities	FY20	FY21	FY22
Equity	12.00	12.00	12.00
Reserves	9.07	0.65	9.69
Net Worth	21.07	12.64	21.69
Non-current Liabilities			
Long-term borrowing	94.27	145.13	199.05
Deferred tax Liabilities	27.13	29.82	26.91
Other long terms Liabilities	3.11	0.10	0.29
Long-term provision	0.00	0.00	0.00
Total Non Current Liabilities	124.51	175.05	226.25
Current Liabilities			
Short-term borrowings	47.44	48.21	17.14
Trade payables	6.72	4.44	1.76
Other Current Financial Liabilities	0.00	5.26	4.16
Other current liabilities	18.63	19.95	1.46
Short-term provision	0.29	0.24	1.47
Total Current Liabilities	73.08	72.83	26.00
Total Liabilities	218.66	231.85	273.93

In ₹ Cr

Assets	FY20	FY21	FY22
Non Current Assets			
Fixed assets	181.80	184.74	215.53
Non-current investments	0.00	0.00	0.00
Other Non-Current Financial Assets	1.73	1.91	3.21
Other non-current assets	0.09	0.00	0.00
Total Non Current Assets	183.63	186.64	218.74
Current Assets			
Inventories	19.64	24.76	28.05
Trade receivables	9.51	4.29	5.47
Cash & Bank Balance	2.20	7.52	8.38
Other Current Financial Assets	2.53	1.47	0.06
Current Tax Assets (Net)	0.00	0.00	0.00
Other current assets	1.15	7.17	13.23
Total Current Assets	35.03	45.21	55.19
Total Assets	218.66	231.85	273.93



STRENGTHS

- Experienced management team
- Strategic location of the manufacturing facility – proximity to raw material and no major regional competition (only two other companies have plant set up)
- Strong brand presence in Tier III market region
- Strong Sales and marketing network
- Only cement plants in India to run on 100% green power energy



OPPORTUNITIES

- Stable to rising cement prices
- Rising demand backed by infrastructural development



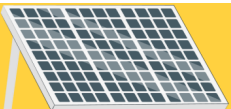
WEAKNESS

- Restricted regional presence



THREAT

- Tough competition from established players



Strategic
Intend

Operational Excellence.

Reduction in Carbon
Footprint

Cost Reduction through
Expansion

Delivering on growth
opportunity

Management
Focus Areas

Focus on full Capacity Utilization

Investment in maintenance with focus on automation for reduced breakdown or operational breaks.

Initiatives taken for maximizing use of low-cost alternate fuels.

Captive Solar Power utilization is already achieved.

Promote Pozzolana Slag Cement that will effectively reduce Carbon Load/ MT of Cement

Expand plant to its fullest potential, by adding balancing process and increase utilization of all the equipment's at minimum Capex Cost

Expansion Initiative concurrence with most modern equipment's which are very efficient

Expansion on existing land with zero land acquisition cost.

With expansion Revenue can be 3X while operating expenses will increased by 1.5X at peak utilization

Timely Execution of the expansion program.

Leveraging on 25 years of experience in Cement Business for Organic Market Expansion with focus on Volumes.



THANK YOU

Keshav
C E M E N T

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