

CENTURY Textiles and Industries Limited

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CIN-L17120MH1897PLC000163

OUR REF. :

SH/XII/451/2020

05.02.2020

Corporate Relationship Department
BSE Ltd.
1st Floor, Phiroze Jeejebhoy Towers,
Dalal Street, Fort,
Mumbai-400 001
Scrip Code: 500040

Listing Department
National Stock Exchange of India Ltd.
"Exchange Plaza" 5th floor,
Bandra-Kurla Complex
Bandra (East), Mumbai-400 051.
Scrip Code: CENTURYTEX

Dear Sir,

Sub: Disclosure under Regulation 30 of the Securities and Exchange Board of India
(Listing Obligations and Disclosure Requirements) Regulations, 2015
Intimation of Investor's Meeting.

Please refer to our letter bearing no.SH/XII/449/2020 dated 04.02.2020 informing you about the Investor Meetings to be held on 05.02.2020.

In this connection, please find attached herewith a copy of the Presentation to be shared with the Investors at the aforesaid meeting.

This is for your information and record.

Thanking you,

Yours truly,
For Century Textiles and Industries Ltd.,


Company Secretary

Encl: as above





Century Textiles & Industries Limited

Q3 FY 2020

INVESTOR PRESENTATION



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PERFORMANCE AT A GLANCE

Figures in Rs. Crore

Description	FY 19-20 (Q3)	FY 18-19 (Q3)	FY 19-20 (9M)#	FY 18-19 (9M)
Turnover	854	941	2,562	2,790
EBITDA	158	210	511	766
Less : TDR Sales (One-time income)				160
Adjusted EBITDA	158	210	511	606
EBITDA %age	18.5%	22.3%	19.9%	21.7%

Real Estate (9 Months)		Pulp & Paper (9 Months)		Textile (9 Months)		Cement demerged with UTCL as on 30/09/2019 w.e.f. 20/05/2018
Rent	107	Sales	1842	Sales	600	
EBITDA	24	EBITDA	417	EBITDA	68	
EBITDA %	22.4%	EBITDA %	22.6%	EBITDA %	11.3%	

Total Net Debt Outstanding is ~Rs. 1,405 Cr. as on 31st December 2019

#: Turnover & EBITDA for 9 months of CTIL also includes Rs.12 Crore & Rs.2 Crores respectively from other businesses apart from above 3 main businesses

Financials

Real Estate

Pulp & Paper

Textiles



KEY HIGHLIGHTS – DURING FY Q3

Financials

Real Estate

Pulp & Paper

Textiles



Real Estate

2 Projects launched & 1 Project to be launched in current financial year

- Birla Vanya (Kalyan) – Project on-track as per schedule.
- Birla Alokya (Bengaluru) – Launched on 18/10/19.
- AnantRaj (NCR) – JDA for Phs1 signed. Expected Launch FY 20 Q4
- Worli – Key approval received. Expect to launch in Q1 FY 22.
- Definitive Agreement for the Magadi Road signed. Expected launch in Q4 FY 21



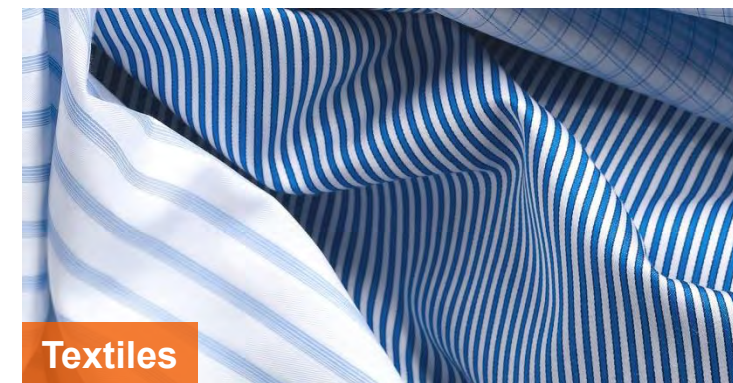
Pulp & Paper

Capacity Utilisation during Q3 FY 20 was at 104% as against Q3 FY 19 at 106%

Sales in Q3 FY 20 are down by 13% compared to Q3 FY19. Drop in realization approx. by 8-10%

EBITDA for Q3 is at Rs. 132 Cr. (Q3 F9 Rs. 166 Cr). Lower by Rs. 34 Cr. or 20%

Realization drop got partially compensated by drop in RM cost by 8-9% & improved operational efficiency



Textiles

Capacity Utilization in Q3 is 95%, 2% higher as compared to Q3 FY 19.

Sales in Q3 are up by 3% compared to Q3 FY19

EBITDA for Q3 is at Rs. 10 Cr. (Q3 F19 Rs. 12 Cr.). The EBITDA is impacted during current quarter by Rs.3 Cr. due to withdrawal of MEIS license retrospectively from Mar'19



CONSOLIDATED PERFORMANCE AT A GLANCE

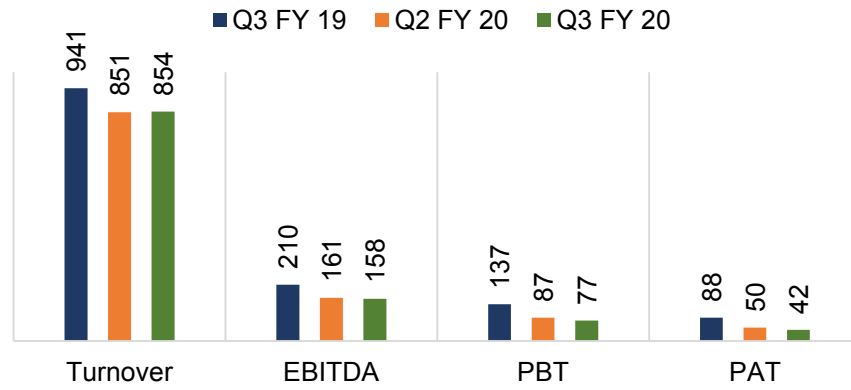
Financials

Real Estate

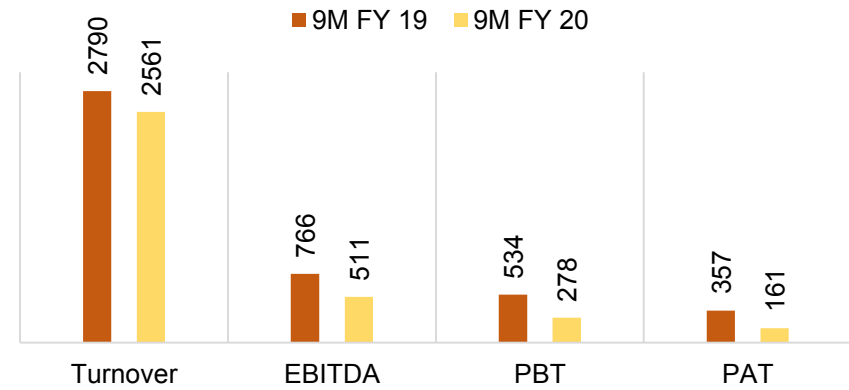
Pulp & Paper

Textiles

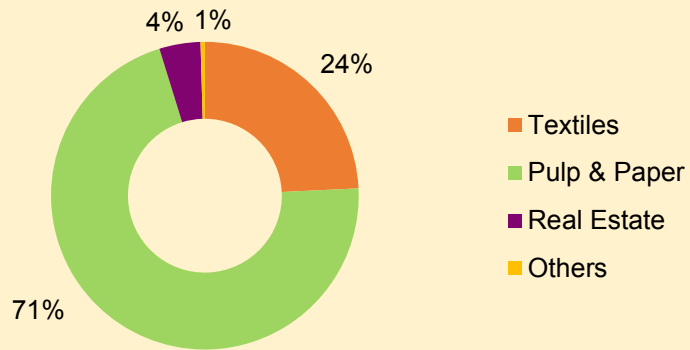
Quarterly



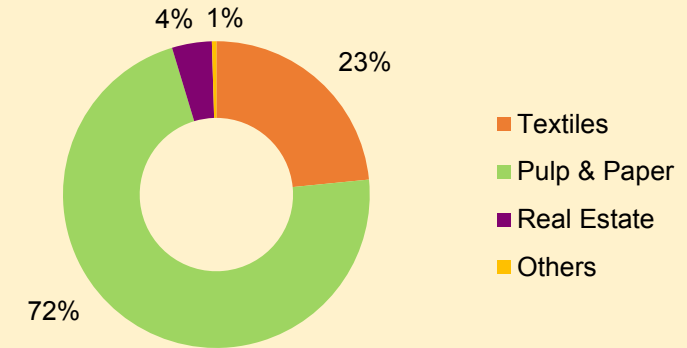
9 Months



Revenue Pie – Q3 FY 20



Revenue Pie – 9M FY 20





TRENDS IN REALISATION, CONTRIBUTION AND INPUT PRICES

(With Q1 FY 19 as base)

Particulars	Units	Q1 FY 19	Q2 FY 19	Q3 FY 19	Q1 FY 20	Q2 FY 20	Q3 FY 20
CPP							
1. Net Sales Realisation (NSR)							
Domestic	Rs.Per/T	100%	104%	99%	106%	103%	99%
Export	Rs.Per/T	100%	107%	110%	96%	91%	87%
Total NSR	Rs.Per/T	100%	104%	110%	105%	101%	97%
2. Contribution							
RGP	Rs.Per/T	100%	80%	83%	95%	62%	79%
Paper	Rs.Per/T	100%	102%	121%	109%	102%	98%
Tissue Paper	Rs.Per/T	100%	85%	89%	106%	114%	112%
Multilayer Packaging Board	Rs.Per/T	100%	97%	114%	104%	89%	90%
Overall Contribution	Rs.Per/T	100%	97%	113%	106%	96%	95%
3. Input Prices (Arrival Basis)							
Wood	Rs.Per/T	100%	100%	103%	112%	117%	115%
Coal	Rs.Per/GCV	100%	100%	104%	78%	80%	78%
Imported Pulp	Rs.Per/T	100%	103%	105%	97%	94%	84%
Total Variable Cost	Rs.Per/T	100%	107%	109%	104%	103%	98%
TEXTILES							
4. Net Sales Realisation (NSR)							
Domestic	Rs.Per/Mtr	100%	101%	100%	105%	104%	100%
Export	Rs.Per/Mtr	100%	99%	111%	104%	95%	89%
Total NSR	Rs.Per/Mtr	100%	99%	95%	97%	96%	93%
5. Fabrics Contribution							
Apparels	Rs.Per/Mtr	100%	100%	97%	119%	116%	119%
Bed Linen	Rs.Per/Mtr	100%	88%	112%	114%	86%	95%
Overall Contribution	Rs.Per/Mtr	100%	97%	103%	117%	106%	111%
6. Input Prices							
Cotton	Rs.Per/Kg	100%	97%	104%	99%	103%	99%
Total Variable Costs	Rs.Per/Mtr	100%	99%	93%	92%	94%	88%



SEGMENTAL NUMBERS

Figures in Rs. Crore

Particulars	Q3 FY 19	Q3 FY 20	9M FY 19	9M FY 20
CONTINUING OPERATIONS				
SALES				
Textiles	200	207	638	600
Pulp & Paper	698	606	2020	1842
Real Estate	39	37	120	107
Others	4	4	13	12
Total Sales	941	853	2790	2561
EBITDA				
Textiles	24	22	84	67
Pulp & Paper	166	132	458	417
Real Estate	19	3	220	24
Others	1	1	3	3
Total EBITDA	210	158	765	510
Less : Finance Cost	25	23	86	62
PBDT	185	135	680	449
Less : Depreciation	48	58	145	170
PBT	137	77	534	278
Tax	49	35	177	-20
Net Profit	88	42	357	298
Century Yarn & Denim				
	-4	-6	-9	-15
Net Profit after Tax	84	36	348	283
EPS -Continuing Operation	3.72	7.90	26.70	31.96
EPS -discontinued Operation	-0.50	-0.37	-1.36	-0.74
EPS -Continuing & Discontinued Operation	3.21	7.54	25.34	31.22



CAPITAL EMPLOYED – AS ON 31st DEC 2019

*Figures in Rs. Crore

Particulars	Continued Operations					Dis Ops (Y&D)	Grand Total
	Textiles Fabrics	Rayon	Pulp & Paper	Birla Estates	Total		
Net Block	415	282	2484	1,483	4664		4664
(i) Current Assets	352	11	527	207	1097	3	1100
(ii) Non-Current Assets	2	4	53	180	239	0	239
(iii) Current Liabilities	130	158	411	107	806	39	845
(iv) Non-Current Liabilities	0		34	108	142	0	142
Net Working Capital	224	-143	135	172	388	-36	352
Cash & Bank Balances	1	0	9	9	19	0	19
Capital Employed in the Segment	640	139	2628	1664	5071	-36	5035
EBITDA	32	37	417	24	510	-24	486
Loan Allotment to Segment							
i. Specific Loan	23			16	39		39
ii. Allocated Loan	280		388	698	1366		1366
Total	313		388	714	1405		1405
Ratios							
Net Debt / EBITDA							2.16
Debt / Equity							0.40



STATEMENT OF OUTSTANDING LOAN

*Figures in Rs. Crore

Particulars	O/s as on	O/s as on	O/s as on
	31-03-2019	30-09-2019	31-12-2019
Long Term Loans	109	34	68
<i>Average Rate of Interest</i>	7.60%	4.90%	7.04%
Short Term and Working Capital Loans	212	517	621
<i>Average Rate of Interest</i>	7.63%	7.16%	5.53%
NCD	700	700	700
<i>Average Rate of Interest</i>	7.99%	7.99%	7.99%
Total CTIL Loans	1,021	1,251	1,389
<i>Average Rate of Interest as on date</i>	7.87%	7.56%	6.84%
Standalone Loan Taken by Birla Estate			16
Total Consolidated Loans	1,021	1,251	1,405

Average Rate of Interest paid for 9M ending Dec, 19 was at 7.55% as against 7.75 % in corresponding period 9M ending Dec, 18



TAX ORDINANCE, 2019

Irrevocable option can be exercised in any year

Beneficial to move to new tax regime post utilisation of :

- **MAT credit**
- **Unabsorbed depreciation**

Deferred tax liability expected to reverse in or after utilisation of above, to be **remeasured at new tax rate (25.17%)**

Tax Rate	Old Regime	New regime	
		Option 1	Option 2
Regular	34.94%	34.94%	25.17%
MAT	21.55%	17.47%	NA

Rs. Cr

Particulars	DTL	DTA	Net
Balance as at March 31, 2019	903	-496	407
Expected to reverse in current regime	285	-366	-81
Balance	618	-130	488
Remeasure @ 25.17%	445	-94	351
Net Impact	173	-36	137

DTL – Deferred tax liability on property plant & equipment

DTA – Deferred tax asset on Upfront royalty and provision towards litigations



Financials

Real Estate

Pulp & Paper

Textiles

2.3 million sq. ft. under construction across 2 projects



STEP TOWARDS MORE FOCUS ON GROWING BUSINESS



Financials
Real Estate

Pulp & Paper
Textiles

Real Estate

Strengths



- The Birla Brand
- Valuable portfolio of premium land parcels
- Dynamic team with real estate experience
- Strong projects in pipeline of own land parcel as well as joint development
- Strong sales and execution capability

Opportunities



- Rapid urbanization and shrinking household sizes
- Rising per capita income
- Government thrust on affordable housing
- Tax sops - GST rate reduction
- Rapid shift to organized sector- Structural changes driven by RERA and GST implementation

Strong Vision & Strategy



- Deliver on exceptional experience and creating value for stakeholders
- Focus markets – Mumbai, NCR, Bengaluru & Pune
- Focus on residential development, opportunistic approach to commercial
- Focus on premium/ mid-income residential segment
- Capital efficient, asset light model



RESIDENTIAL

- **Muted growth with fewer launches and stagnant sales across top real estate markets**
- **Economic slowdown coupled with liquidity crunch contributed to the muted demand in the sector**
- **Branded developers continue to grow despite challenging environment**
 - Top 5 leading real estate developers recorded a booking value growth between 25-62 % CAGR between FY 17 and FY 19
 - Housing sales of top 9 listed players increased by 6% to Rs. 108 billion in H1 FY 20 (Y-o-Y)

COMMERCIAL

Office absorption doubled across seven cities in Q2 FY 20 to 10.9 million sq. ft. from 5.3 million sq. ft. in Q2 FY 19



TOP LISTED REAL ESTATE DEVELOPERS BEATING THE HOUSING SECTOR'S DOWNTURN BLUES



Financials

Real Estate

Pulp & Paper

Textiles

Top players	FY 15	FY 17	FY 19
	Peak years	Demonetization period	Current
Housing sales in Rs. Cr.	14,000	8,800	22,800
Market share	5%	4%	8%
Housing sales in mn. sq. ft.	27	17	44
Launches in mn. sq. ft.	46	28	61

Reasons

- Customer preference for Branded products
- Issue of stalled and delayed housing projects driving homebuyers to listed real estate developers to mitigate risks
- Strong execution track record



Source : Anarock



BIRLA ESTATES HAS CREATED LANDMARK COMMERCIAL PROJECTS



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Real Estate

Pulp & Paper

Textiles



Birla Aurora, Worli

- 2.55 Lakh sq. ft. of commercial space
- Unconventional elliptical design
- 22-storey building



Birla Centurion, Worli

- 3.5 Lakh sq. ft. of commercial space
- LEED Platinum-certified building
- 13-storey building

Overview of the Buildings

- Superior Quality
- Strong execution abilities
- Assets almost 100% leased, commanding high rentals
- Rs. 125 Crore annual leasing revenue from assets
- Commanding best rentals in Worli micro market (~ Rs.185 /sq. ft.)



SUMMARY OF PORTFOLIO UNDER DEVELOPMENT

Location	Land Area	Area under Development	Revenue Potential
	(in Acres)	(in million sq. ft.)	(in Rs. Cr.)
Worli – Residential	20	3*	9,500
Kalyan	22	1.31*	1,125
Total - Owned Parcels under development	42	4.31	10,625
Birla Alokya, Soukya Road, Bengaluru (Outright)	8.1	0.55	388
Magadi Road, Bengaluru (JDA)	4.5	0.60	526
Sec 63 A, Gurugram (JDA)	65	3.65	4,415
Total - New Business Development	77.6	4.80	5,329
TOTAL	119.6	9.11	15,954

*Only assumes active parcels under development currently. Total potential of Worli, Kalyan lands in portfolio is higher



BIRLA VANYA DETAILS



Financials

Real Estate

Pulp & Paper

Textiles



Location	Kalyan
Area	22 acres
Saleable Area	13.12 lakh sq. ft. (Phase 1A – 5.24 lakh sq. ft., Phase 1B – 1.94 lakh sq. ft. Phase 2 – 5.94 lakh sq. ft.)
Architect	Hafeez Contractor
Revenue Potential	Rs. 1,125 Cr.
Product Type	Residential – 1 BHK, 2 BHK, 3 BHK & 4 BHK
Project Launch	Q1 FY 20
Est. Completion Date	Q1 FY 25



BIRLA VANYA, KALYAN – EXECUTION UPDATE



Activities	Current Status
Sales	<ul style="list-style-type: none">▪ Launched: 534 units.▪ Cumulative sales: 467 units▪ Sales Booking Value: Rs. 338 Cr.▪ Achieved APR of Rs. 7,400/ sq. ft.
Construction	<p>Phase 1</p> <ul style="list-style-type: none">▪ Foundation and Substructure completed▪ Superstructure in progress <p>Phase 2</p> <ul style="list-style-type: none">▪ Foundation work is 95% completed



CENTURY MILLS, WORLI – PROJECT DETAILS



Financials

Real Estate

Pulp & Paper

Textiles



Total Saleable Area	Residential - 30 lakh sq. ft.
Revenue Potential	Residential – Rs. 9,500 Cr.
Product Type	Residential – 2 BHK, 3 BHK, 4 BHK and 5 BHK Penthouse
Project Launch	Q1 FY 22
Est. Completion Date	Q1 FY 31



CENTURY MILLS, WORLI – EXECUTION UPDATE

Financials
Real Estate

Pulp & Paper
Textiles



Activities	Current Status
Design/ Marketing	<ul style="list-style-type: none"> ▪ Master Planning and Concept Design complete ▪ Schematic Design in progress
Approvals	<ul style="list-style-type: none"> ▪ Obtained Layout approval from MCGM on 6th November 2019 ▪ Handover of areas to MCGM in progress



BIRLA ALOKYA DETAILS



Financials

Real Estate

Pulp & Paper

Textiles



Location	Soukya Road, Bengaluru
Area	7.9 acres
Saleable Area	5.47 lac sq. ft.
Architect	Synergy
Revenue Potential	Rs. 388 Cr.
Deal Summary	Outright Purchase
Initial Investment	Rs. 72 Cr. for purchase of land
Product Type	Residential – 3-Bed and 4-Bed Villaments
Project Launch	Q3 FY 20
Est. Completion Date	Q2 FY 24



BIRLA ALOKYA, BENGALURU – EXECUTION UPDATE



Activities	Current Status
Sales	<ul style="list-style-type: none">Launched: 218 units.Cumulative Sales: 67 unitsSales Booking Value: Rs. 100 Cr.Achieved APR of Rs. 6,400/ sq. ft.
Construction	<ul style="list-style-type: none">Construction progressing as per scheduleExcavation work is 100% completedFoundation work is 65% completed



MAGADI ROAD PROJECT DETAILS



Location	Magadi Road, Bengaluru
Area	4.75 acres
Saleable Area	5.97 lakh sq. ft.
Architect	RSP
Revenue Potential	Rs. 526 Cr.
Deal Summary	Profit sharing basis (JV:BEPL – 60:40)
Initial Investment	Rs. 50 Cr. of refundable deposit
Product Type	Residential – 2 BHK, 2.5 BHK, 3 BHK & 4 BHK
Est. Project Launch	Q4 FY 21
Est. Completion Date	Q1 FY 26
Current Update	<ul style="list-style-type: none"> All Conditions Precedent complied by the land owner. Joint Development Agreement signed with the land owner Concept design in progress



ARL PROJECT DETAILS



Financials

Real Estate

Pulp & Paper

Textiles



Location	Sector 63 A, Gurugram, NCR
Area	65 acres
Saleable Area	36.5 lakh sq. ft.
Architect	R Corp
Revenue Potential	Rs. 4,415 Cr.
Deal Summary	Profit sharing basis (JV:BEPL – 50:50) + Development Manager fee
Initial Investment	Rs. 400 Cr. for acquiring 50% stake in the project. Payment to be made in tranches
Product Type	Residential – Apartments and Low rise floors
Est. Project Launch	Q4 FY 20
Est. Completion Date	Q4 FY 27
Current Update	<ul style="list-style-type: none"> ▪ All Conditions Precedent complied by the land owner ▪ Schematic Design completed ▪ RERA Submission completed



Financials

Real Estate

Pulp & Paper

Textiles

Flag bearer in Paper Industry



ABOUT CENTURY PULP & PAPER



Financials

Real Estate

Pulp & Paper

Textiles

Established in **1984**.

The **India's only integrated Pulp and Paper mill** that delivers **comprehensive solutions in finest varieties** of Writing & Printing Paper , Virgin fiber grade fine tissue, Multilayer Packaging Board and Rayon Grade Pulp.

Entered into Tissue retail business with its own branding.

35 years of Excellence

The **World** is always **Greener** with **Century Pulp & Paper**

Actual Picture Of Century Pulp & Paper's Plant

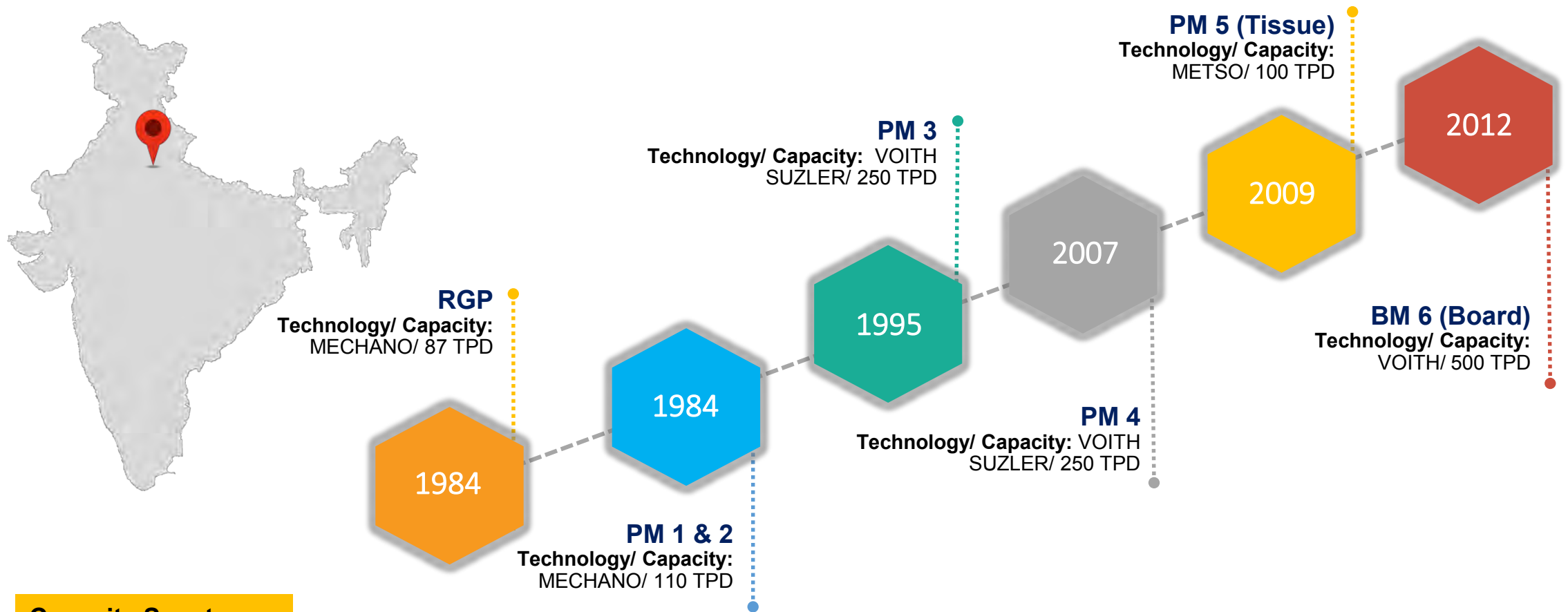




OUR JOURNEY



Financials
Real Estate
Pulp & Paper
Textiles



Capacity Spectrum

4.45 MTPA
(Board Paper Tissue RGP)

Total Capacity

> 5,000
(Approx)

Manpower

86 MW
(Self Generation Turbine)

Power

Rs. 2,512 Cr
(Approx. opening FY20)

Fixed Assets



OUR PRODUCTS



Financials

Real Estate

Pulp & Paper

Textiles

TOUCHING LIVES. ENRICHING LIVES.



We are a part of your everyday life.

Century Pulp & Paper, a BK Birla Group Company, truly believes in growth, innovation & sustainability. As an industry leader in the business of paper board, paper & tissues, it offers great value propositions through its vast range of world-class products.

PAPER BUSINESS

Writing & printing applications | Copier | Industrial and speciality applications

BOARD BUSINESS

Packaging applications | Graphic applications | Carry container applications
Paper cup applications | Playing card applications | Invitation card applications
Special coating applications

TISSUE BUSINESS

Facial tissues | Napkins | Kitchen towels | Toilet tissues | Carrier tissues | Maxi rolls

RAYON GRADE PULP BUSINESS

Viscose staple fibre | Cellophane papers | Viscose filament yarn

RETAIL TISSUE

Facial tissues | Napkin tissues | Kitchen towels | Toilet tissues



CENTURY PULP & PAPER MILL - CAPACITIES



Financials

Real Estate

Pulp & Paper

Textiles

Board Capacity– 500 ton per day

Paper Capacity – 650 ton per day

Tissue Capacity– 100 ton per day*

Rayon Grade Pulp – 100 ton per day

*New expansion in Tissue of 100 ton per day in August 2020

Present Annual Production Capacity
4,45,000 tons

Flag bearer in Paper Industry

India's only integrated mill that delivers comprehensive solutions in Paper, Tissue & Board from a single location

Fastest growing paper company in the industry





THE FLAG BEARER OF INDIAN PAPER INDUSTRY



Financials

Real Estate

Pulp & Paper

Textiles

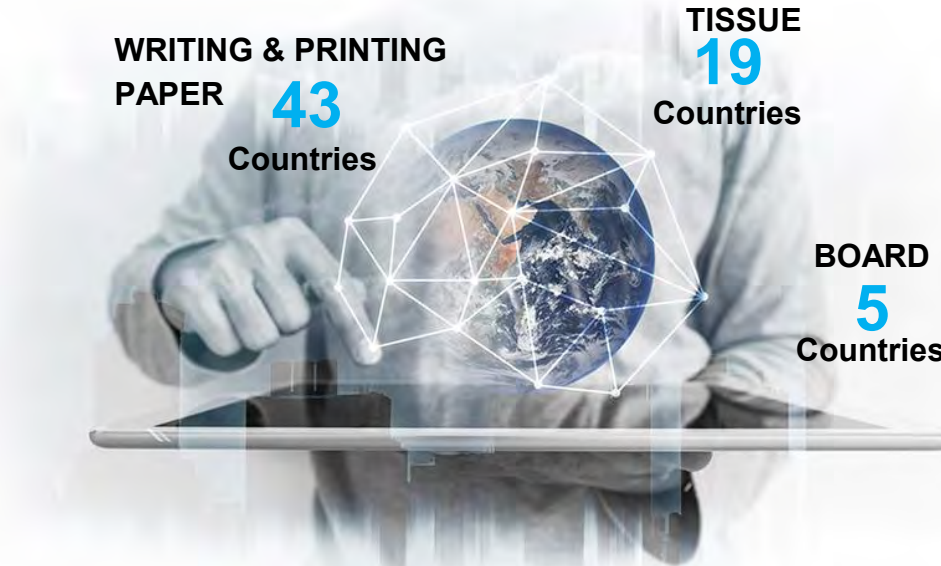
Products Global Presence

RGP - RAYON GRADE PAPER

Rayon Grade Pulp is a highly purified form of cellulose made from wood and used in a wide variety of consumer applications. Century's Rayon Grade Pulp is well-accepted due to its high purity, minimal inorganic impurities, good whiteness and optimal viscosity. Uses of the pulp include Viscose Staple Fiber, Viscose Filament Yarn (for textiles and non woven products for household, hygiene, medical and industrial absorbent products) and cellophane papers.

WRITING & PRINTING PAPERS

Century Pulp & Paper range of writing and printing paper is used to produce a wide range of stationery such as notebooks and envelopes. Entry-level varieties such as creamwove, maplitho and coated paper are popular. Although the market share of higher-quality paper has been increasing, the entry-level varieties still form the bulk of demand.



TISSUE

Set up in 2009, Century is the largest and most advanced manufacturer of Jumbo Soft Tissue Paper Rolls in India. Spread over 60,000 sq m, its plant houses the state-of-the-art "Metso Machine with Crescent Former" that produces world-class tissue paper. As a result, quality standards are consistently high and this contributes to the high hygiene levels and overall cleanliness AH & AfH.

INDUSTRIAL PAPER

Century manufacture different type of paper used in Industrial use: wide range of packaging, cardboard, tissue, insulation and wrapping products. Demand for industrial paper is often affected by these factors:

- Industrial production
- Growth in the packaging industry
- Development in technology
- Substitution by other materials

BOARD PAPER

Century board machine has 4 head boxes and 4 wire meshes. Shoe press removes water from pulp while retaining maximum bulk, Yankee provides good gloss. In the calendaring process, there are soft nips for less bulk loss and increased smoothness. Has a well equipped and advanced laboratory with all the latest equipment. Laboratory testing is done in a temperature and humidity controlled environment, as per TAPPI.

COPIERS

Copier Paper is typically a white commodity in writing paper grade. Copier Paper now marketed as multi-purpose paper to be used in most common type of office machines including photocopiers, computer printing paper and various other printer types.

Copier Paper is of good quality and uniform dimension paper, which is used for photocopying.



RAW MATERIAL FLEXIBILITY

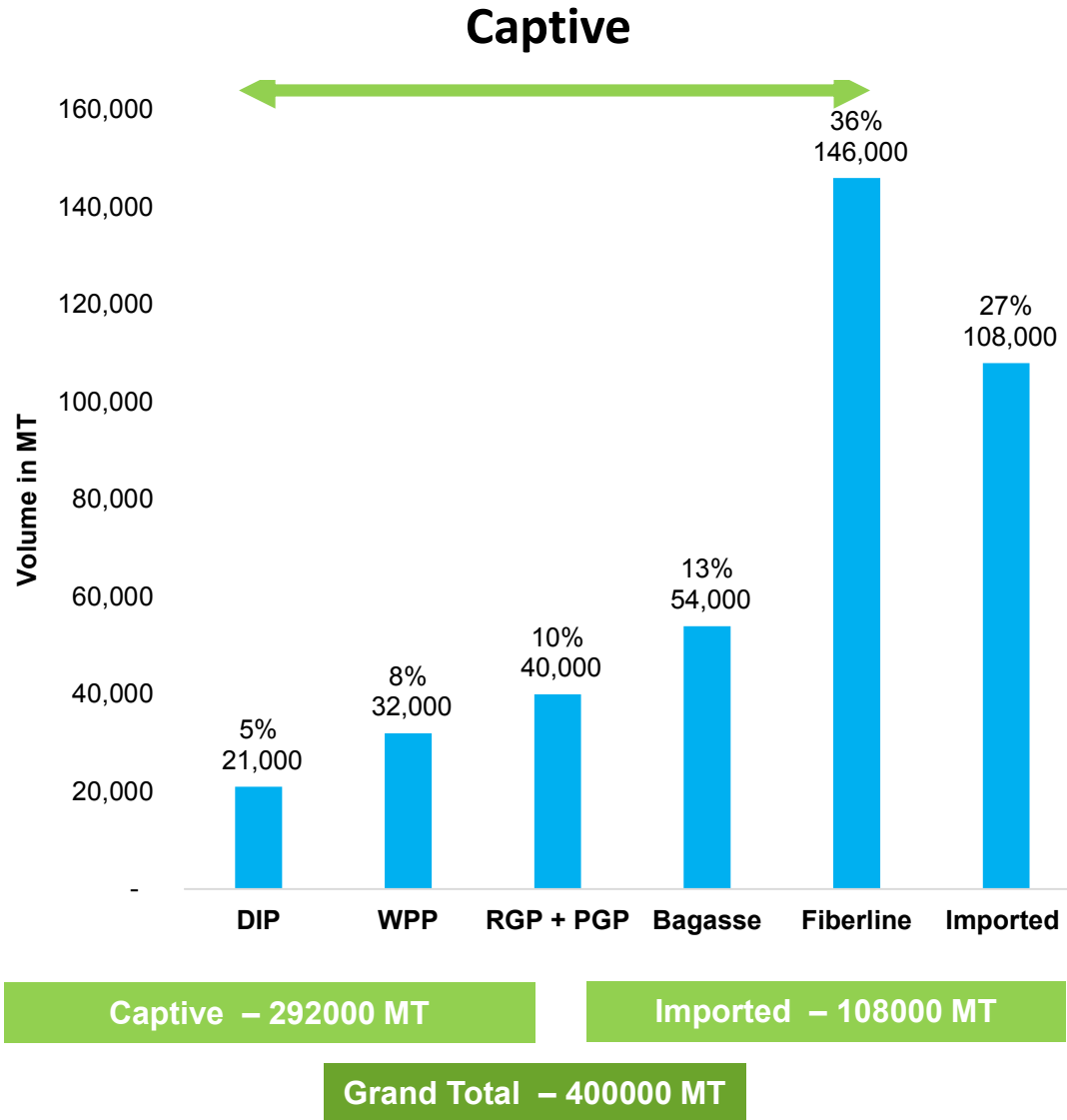


Financials

Real Estate

Pulp & Paper

Textiles



Fiber Line Pulp Mill



RGP Pulp Mill



Raw Material Storage and Chipping



DIP



Bagasse Pulp Mill



Fiber Line





Market facts

Industry Growth

- India accounts for **4.5% of global paper industry**
- Projected growth at a **CAGR of 5.5% in FY 19-23**
- Total Demand- **19.8 Million MT in FY 20-21**
- Total Supply
 - **Domestic: ~15.8 Million**
 - **Imports: ~4 Million**

Industry Composition

- Highly fragmented, cyclical and capital-intensive
- Top 9 players supply **35%** of the domestic supply.
- **2/3rd players** are sub-scale (<65,000 TPA capacity)
- JK and West Coast completed one acquisition each

Per Capita Consumption

- India's per **capita consumption is very low**
- Indian consumption stands at **~13.0 kg /capita** as compared to **world's average of 57 kg / capita**. (Per capita consumption of Indonesia 32 kg, China 78 kg and US 229 kg)

Growth Drivers

- Higher spends by government on education programs
- Rising literacy levels and hygiene awareness
- Better packaging for FMCG, FMCD, Pharma & e-commerce products
- Substitution of plastic (Paper straw, cups and food wraps)
- Eco-friendly tableware industry is growing at a rapid pace (Bagasse pulp)

Source: CRISIL, Care Ratings report and Business Analysis



SEGMENT-WISE CONSUMPTION



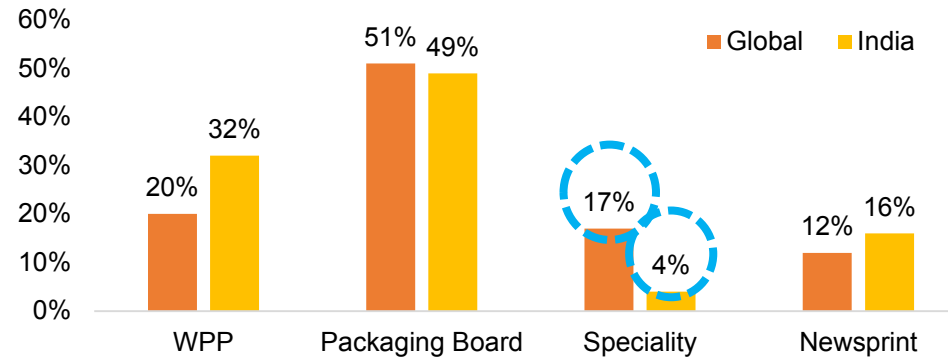
Financials

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India vs World – Segment-wise consumption



Paper board and tissue will increase their share of total paper consumption to be on par globally

Segment		Growth Drivers
WPP	CAGR growth: ~3-4% in last 3 years Demand : 5.7 million MT in FY 20-21	<ul style="list-style-type: none"> ✓ Rising literacy levels, Spends in Education sector ✓ Growth of service sector and increased usage in corporates
Packaging Board	CAGR growth: ~6-7% in last 3 years Demand: 10.2 million MT in FY 20-21	<ul style="list-style-type: none"> ✓ Requirement of better quality packaging in FMCG, FMCD, Pharma and e-Commerce ✓ Substitution of plastic (Paper straw and Cups)
Specialty	CAGR Growth : ~10% in last 3 years Demand: 1.1 million MT in FY 20-21	<ul style="list-style-type: none"> ✓ Increased usage in hospitality sector ✓ Personal hygiene awareness is increasing ✓ Increased urbanization/ household commodity

Source: CRISIL, Care Ratings report



COMPETITIVE LANDSCAPE



Plant locations



CPP is operating at 104% capacity utilization.

Source: IPMA, Market Intelligence

% Market share during FY20 - H1

PAPER MARKET SIZE (A+B GRADE MILLS RELEVANT SEGMENT ONLY)				
MILLS	NZ	EZ	WZ	SZ
MARKET SHARE	5,23,400	1,72,400	5,12,800	4,00,700
CPP	8.3%	6.6%	5.9%	0.2%
JK	3.1%	9.3%	5.9%	10.1%
ITC	1.0%	3.1%	2.0%	7.7%
BILT	10.2%	9.0%	11.0%	6.6%
WCPM	2.1%	2.8%	9.4%	12.0%
TNPL	2.3%	12.8%	22.2%	10.0%
OTHERS	73.0%	56.5%	43.5%	53.4%

TISSUE MARKET SIZE (VIRGIN+RECYCLE)				
MILLS	NZ	EZ	WZ	SZ
MARKET SHARE	39,000	3,500	33,800	36,600
CPP	12.6%	4.0%	4.5%	5.3%
ORIENT	10.3%	45.7%	10.7%	8.7%
OTHERS VIRGIN GRADE MILLS	0.0%	0.0%	1.8%	1.7%
IMPORTS	4.4%	0.0%	10.4%	2.0%
OTHERS - RECYCLE GRADE	72.8%	50.3%	72.6%	82.2%

BOARD MARKET SIZE (RELEVANT SEGMENT ONLY)				
MILLS	NZ	EZ	WZ	SZ
MARKET SHARE	1,27,200	19,950	1,83,900	96,900
CPP	29.9%	12.4%	12.0%	0.0%
JK	9.1%	3.5%	15.8%	6.2%
ITC	27.7%	50.1%	42.1%	45.4%
TNPL	4.7%	3.8%	8.2%	17.5%
EMAMI	14.7%	30.1%	9.5%	6.2%
WCPM	0.9%	0.0%	2.7%	19.5%
OTHERS	12.9%	0.1%	9.7%	5.2%



EBITDA MOVEMENT & KEY LEVERS

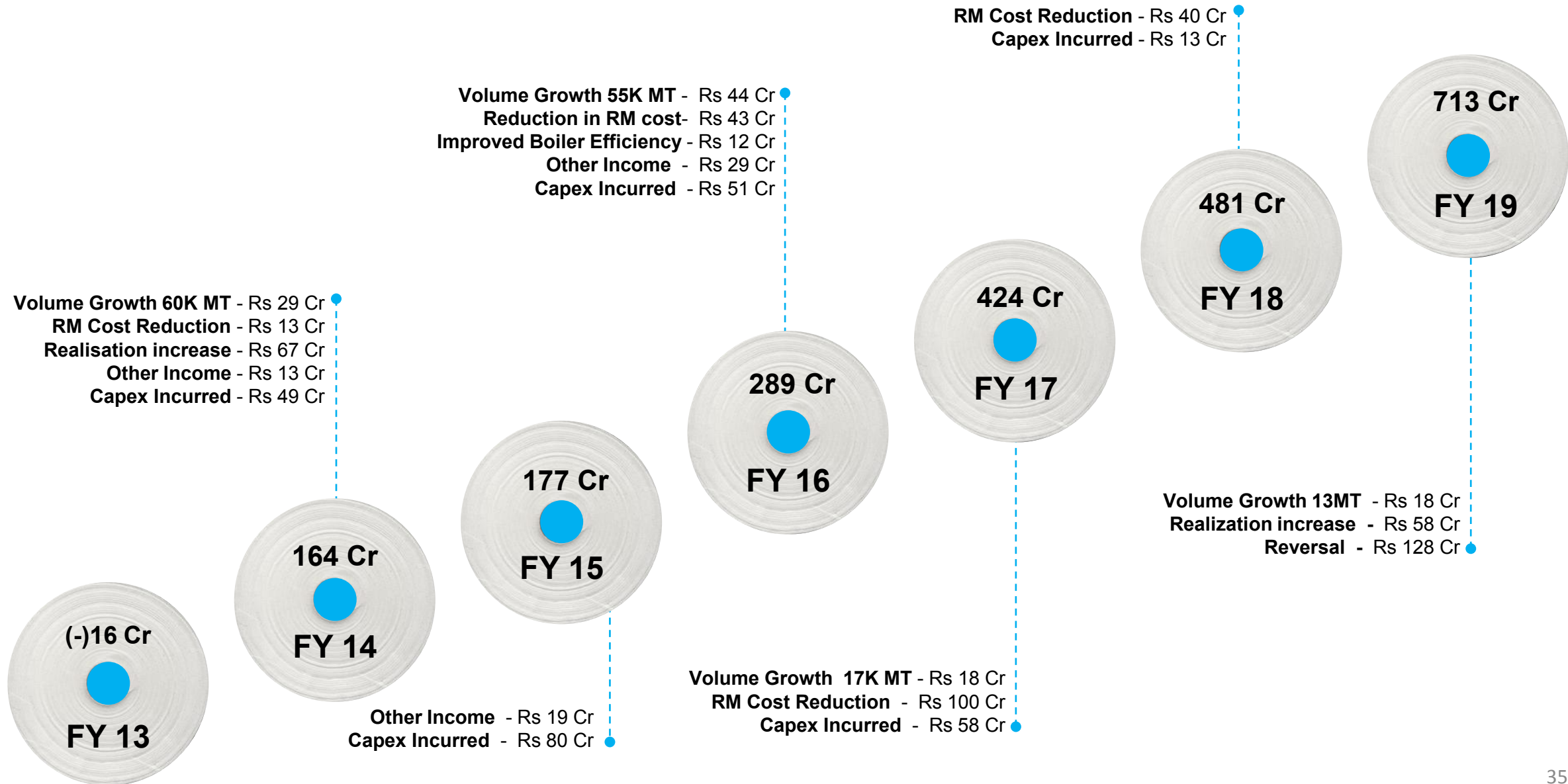


Financials

Real Estate

Pulp & Paper

Textiles





STRATEGIC PERFORMANCE (2013-2019)



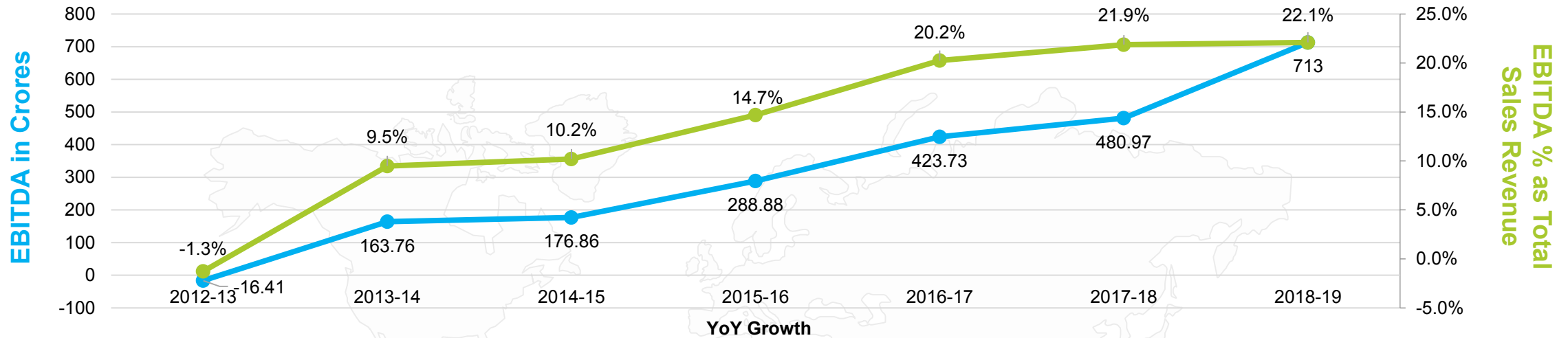
Financials

Real Estate

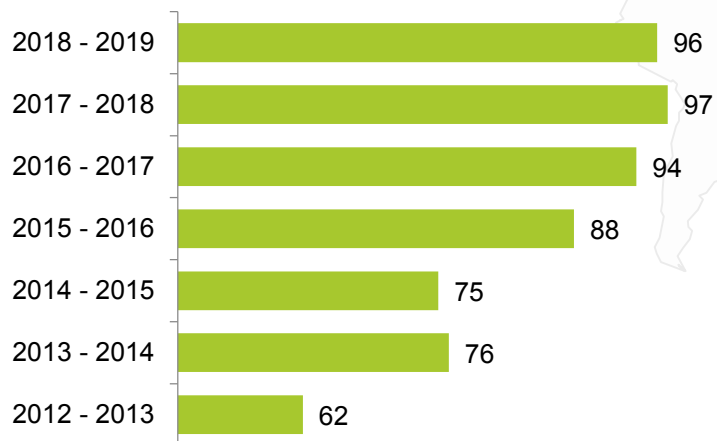
Pulp & Paper

Textiles

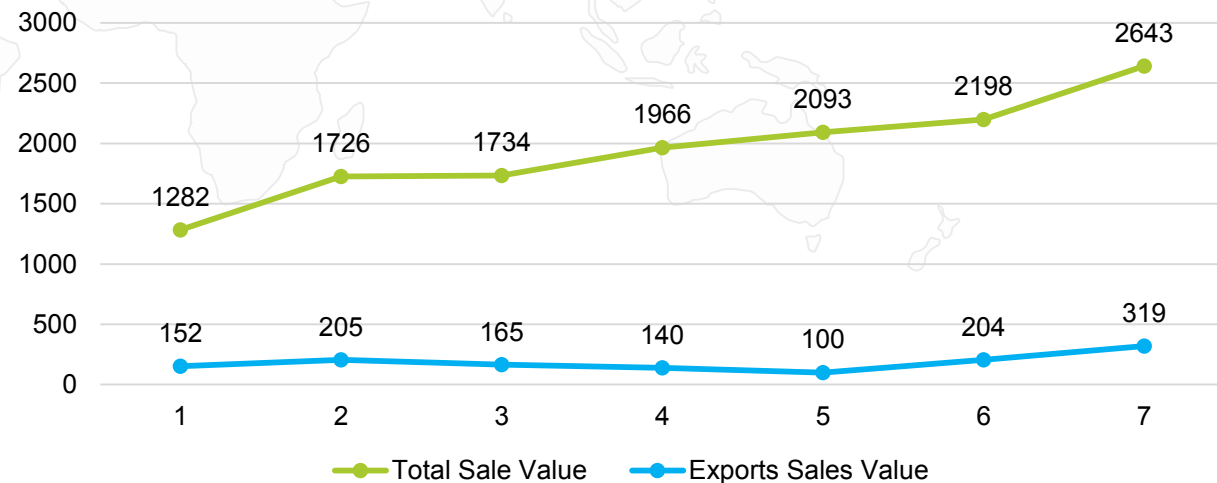
Financial Performance



Capacity Utilization Percentage



Sales Turnover in Crores





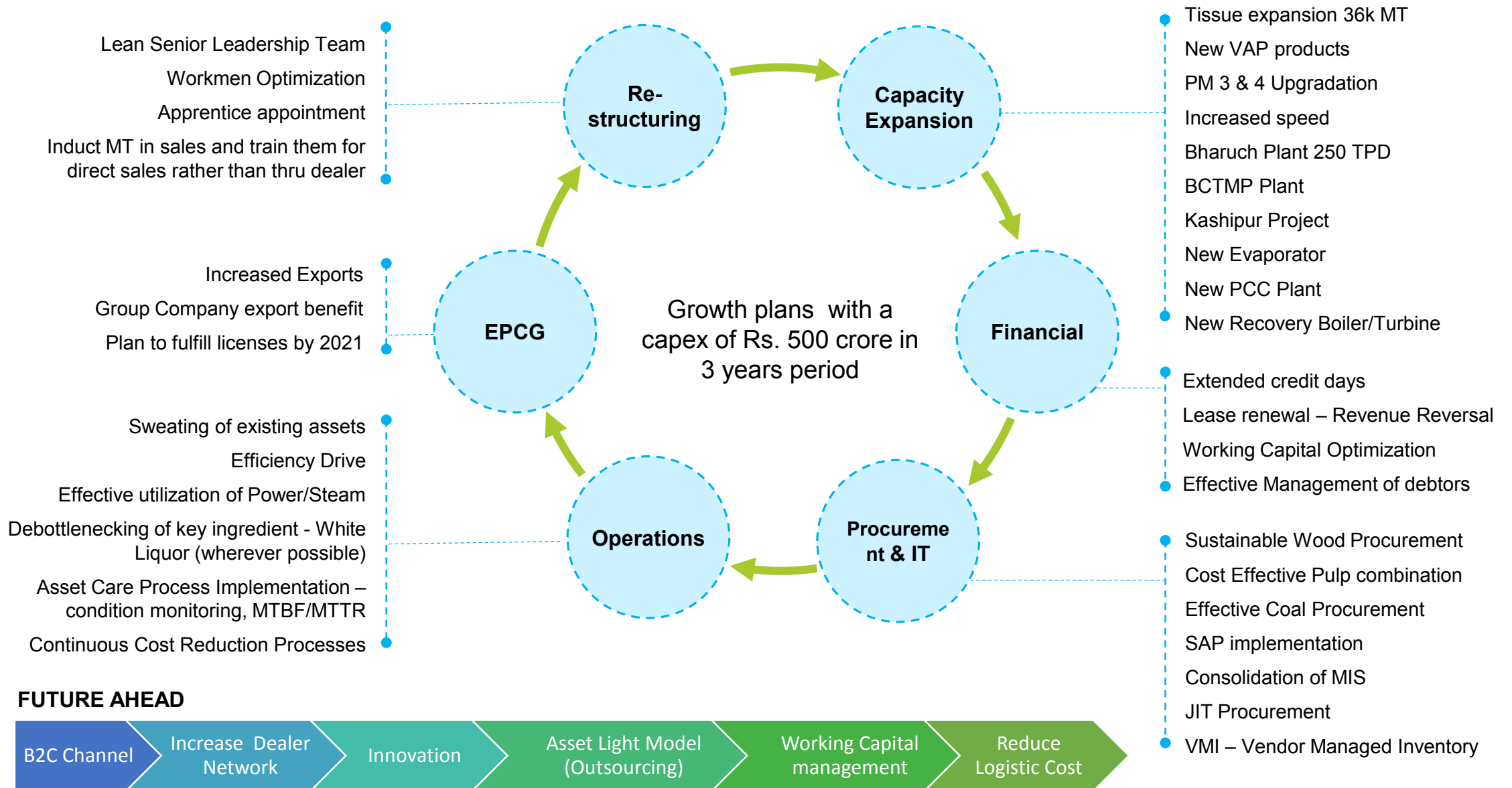
KEY INITIATIVES PLANNED

Financials

Real Estate

Pulp & Paper

Textiles





Financials

Real Estate

Pulp & Paper

Textiles

World's 2nd and India's 1st LEED V4 certified textile mfg co.



TEXTILES

Financials

Real Estate

Pulp & Paper

Textiles



Plant Overview



Shirting



Bottom Wear



Finer Fabrics



Bed Linen



STEP TOWARDS MORE FOCUS ON GROWING BUSINESS

Textile

Strengths



State-of-the-Art Vertically Integrated Plant (Fibre to Finishing).

Birla Century Brand

Fine spinning up to count 200 ne.

Legacy of Textile for more than 100 years.

STEP Certification – 1st fabric manufacturing company in India to receive this for sustainability

Growth Drivers



US-China trade war has increased demand of Indian products in USA

RCEP (Regional Comprehensive Economic Partnership) non signing at present helps India's domestic market.

Go-green & zero discharge at Bharuch unit, justifies parameters of global brand

Open LLC at USA to cater big brands, regional retailers, hospitality industries, etc.

Advantages



Increased penetration of organised retail, better demographics and rising income levels

Abundant availability of raw material cotton.

Growing exports demand and direct catering to big brands in USA



BUSINESS – OVERVIEW & CAPEX PLAN

Financials

Real Estate

Pulp & Paper

Textiles

Year of Installation	2008	Particulars	Rs. Cr.
Installed Capacity	37.50 Million Meters	Total Amount to be Spent	46
Actual Production for 9M FY 2019-20	27.38 Million Meters	Spinning	6
Capacity Utilization 9M FY 2019-20	96.%	Processing	4
Actual Turnover for 9 Months	564 Crore	Power Plant	23
EBITDA 9 Months	32 Crore	Others	13

Business intends to maintain the current capacities and normal modernisation and upgradation of facilities will be done to ensure growth in EBITDA



BIRLA CENTURY, STRATEGIC PERFORMANCE

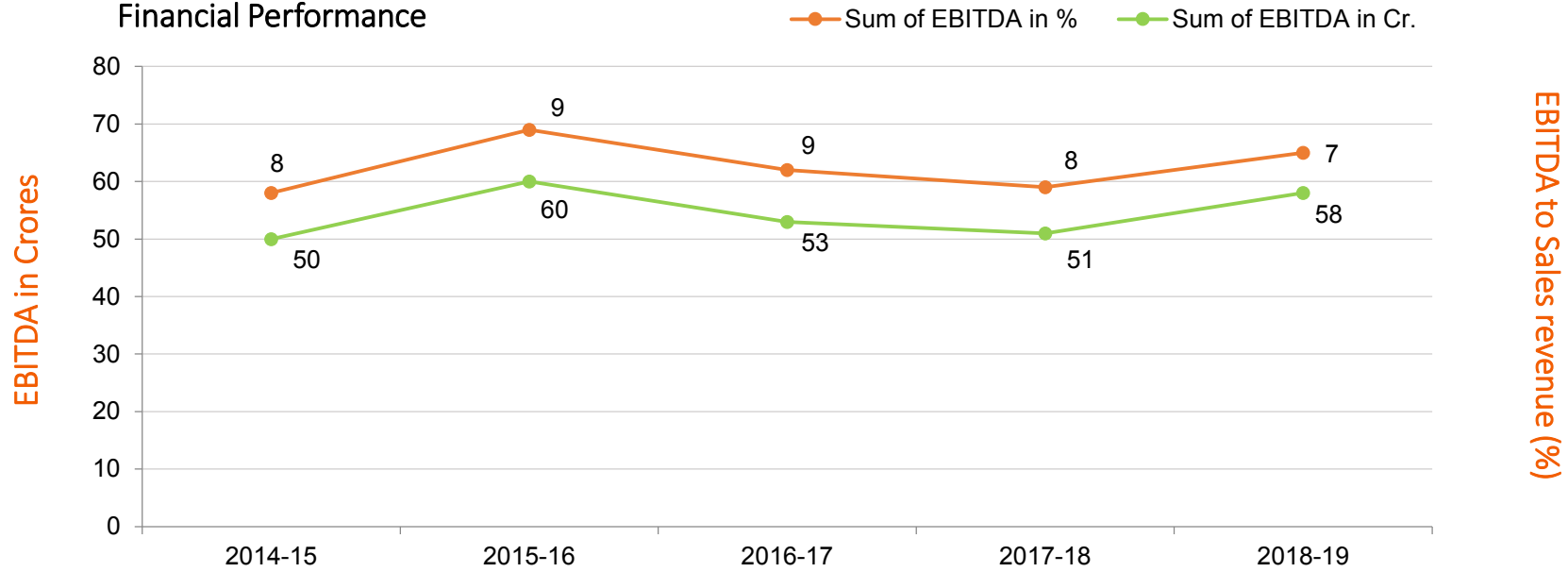
Financials

Real Estate

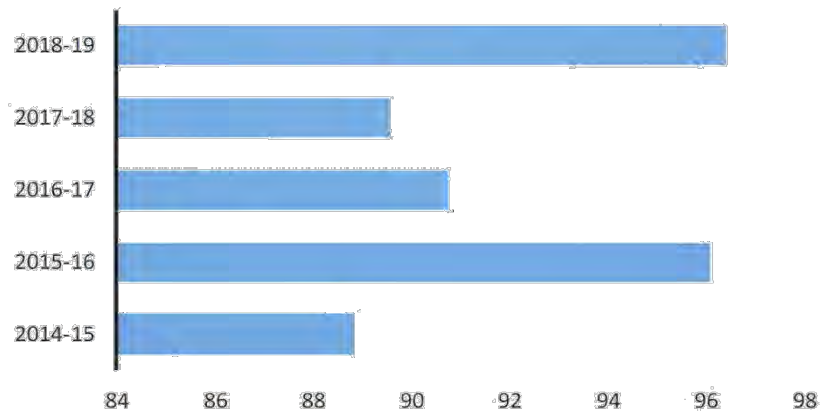
Pulp & Paper

Textiles

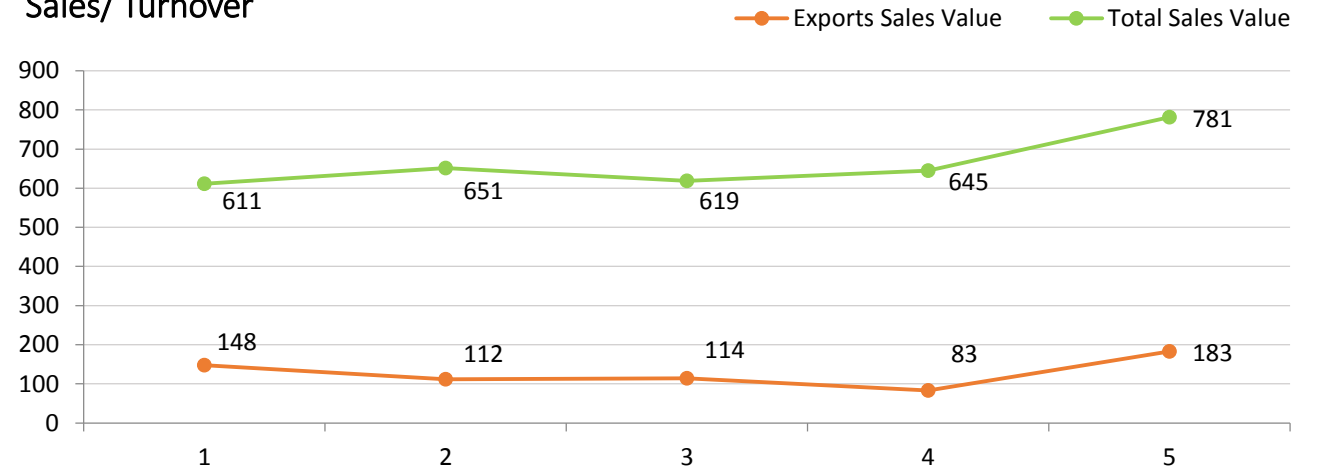
Financial Performance



Capacity Utilisation Percentage



Sales/ Turnover





BIRLA CENTURY - DISTRIBUTION PATTERN

Financials

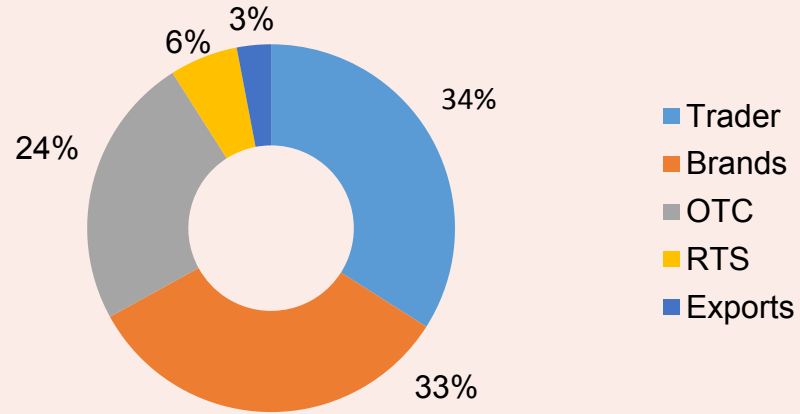
Real Estate

Pulp & Paper

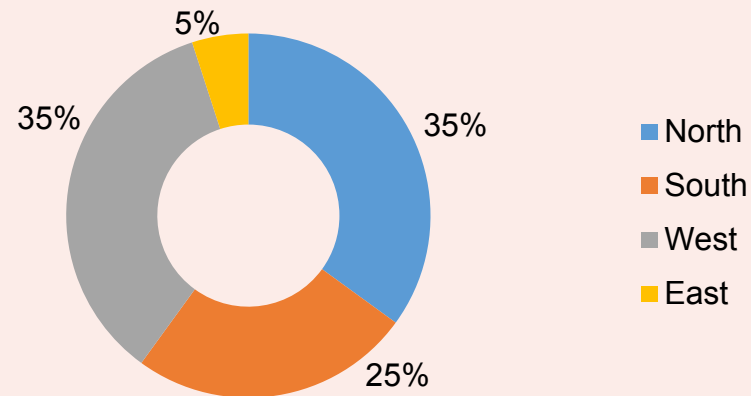
Textiles

Apparels

Segment-wise

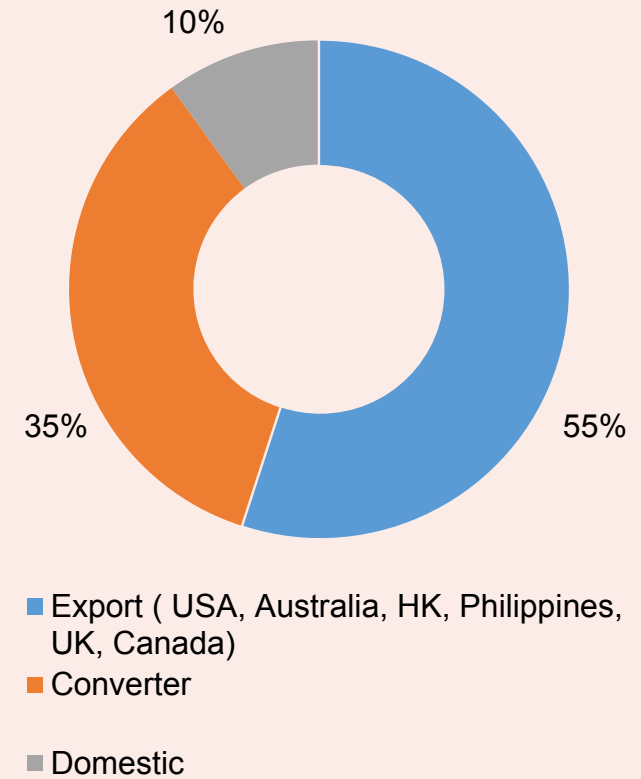


Zone-wise



Home Textiles - Exports/ Domestic

Sales





BIRLA CENTURY- JOURNEY OF BUSINESS SUSTAINABILITY

Accreditation & Awards for sustainable business Environment

	Name of Certification	Validity	Impact of Business Sustainability
1	Oeko-Tex Standard 100	31-Mar-20	For assuring product safety that it is safe for use from 300 harmful chemicals
2	NABL Accreditation for our Testing Laboratory of Birla Century	11-Oct-20	Important for sustainable businesses by assuring accuracy of test results on an international platform
3	STEP- Certification	30-Sep-22	To assure that the manufacturing site is sustainable for producing clean, safe and eco-friendly products
4	MIG Tags	15-Nov-22	QR Code based web solution for transparent & responsible supply chain
5	SA 8000- 2014	3-Sep-20	To assure social accountability at manufacturing plant
6	LEED (Leadership in Energy and Environmental Design)	3-Aug-22	To assure that building is green i.e. safe for industrial manufacturing
7	BCI Registered Member (Better cotton Initiative)	1-Nov-20	Social initiative for sustainable farming practices for farmers to improve their economical conditions
8	Global Organic textile Standards(GOTS)	20-Nov-20	For promoting and assuring right organic products

Apart from above, Birla Century has similar certifications from world renowned international accreditation institutes, certifying either Go-Green, product safety, safer environment, social performance expectation, healthy working conditions, sustainability etc. Other sustainability initiatives include Fair Trade, HIGG Index Level 3, ZDHC participation, Joint Life Program approved unit from Inditex (Zara). Birla Century is the approved supplier of international brands like Macy's, West point Home, William Sonoma, COSTCO, Standard Fibre etc. for Bed linens.



DISCLAIMER

No statement in this presentation is intended as a profit forecast or estimate for any period and no statement in this presentation should be interpreted to mean that cash flow from operations, free cash flow, earnings, earnings per share basis for any of parties, as appropriate, for the current or future financial years would necessarily match or exceed the historical published cash flow from operations, free cash flow, earnings, earnings per share or income on a clean current cost of supplies basis for any of the parties, as appropriate.

This presentation includes statements that are, or may be deemed to be "forward-looking statements" and other estimates and projections with respect to management's subjective views of the anticipated future performance, financial condition, results of operations and business of the Company. Forward-looking statements are statements of future expectations that are based on management's current expectations and assumptions and involve known and unknown risks and uncertainties that could cause actual results, performance or events to differ materially from those expressed or implied in these statements. No assurance can be given that the forward-looking statements in this presentation will be realised. Forward-looking statements include, among other things, statements concerning the potential exposure of the Company, to market risks and statements expressing management's expectations, beliefs, estimates, forecasts, projections and assumptions including as to future potential cost savings, synergies, earnings, cash flow, return on average capital employed, production and prospects.

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