

# CENTURY Textiles and Industries Limited

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CIN-L17120MH1897PLC000163

OUR REF. :

SH/XII/2021

22.01.2021

- 1 BSE Ltd.  
1<sup>st</sup> Floor, Phiroze Jeejebhoy Towers,  
Dalal Street, Fort,  
Mumbai-400 001  
**Scrip Code: 500040**
2. 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 SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015 - Earnings Presentation – 3<sup>rd</sup> Quarter Financial Year 2020-21**

As informed to you earlier, there is a conference call on Monday i.e., 25<sup>th</sup> January, 2021 at 11.00 a.m. with investors to discuss 3<sup>rd</sup> quarter for the financial year 2020-21 earnings.

In connection to the above, please find attached herewith an earnings presentation for 3<sup>rd</sup> quarter financial year 2020-21.

The aforesaid presentation is for information of the investors.

Please acknowledge the receipt.

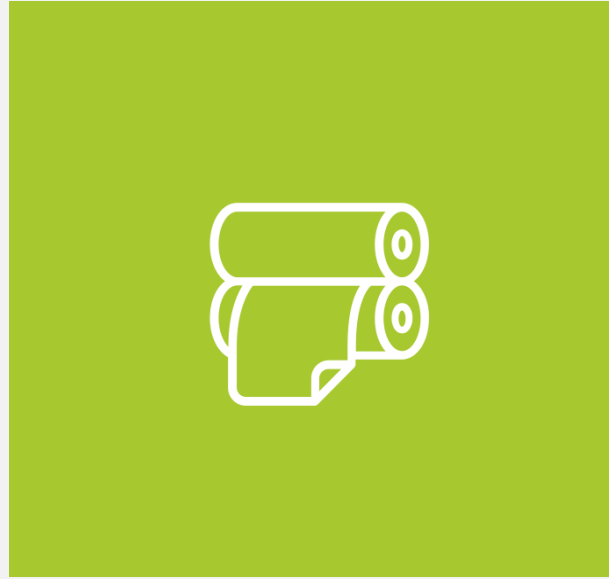
Thanking you,

Yours truly,  
For Century Textiles and Industries Ltd.

  
Company Secretary

Encl: as above





Century  
Textiles  
and Industries  
Limited

# Earnings Presentation – Q3 FY21

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Summary



Real Estate



Pulp and Paper



Textiles



Financials

## KEY OPERATIONAL HIGHLIGHTS

- The quarter marked a positive change in business sentiments as roll out of vaccine appeared imminent.
- Overall operational efficiencies were very good; however market conditions impacted the financials for the quarter.
- The Real Estate business saw excellent traction across all 3 projects (Kalyan, Bangalore and NCR- New Delhi).
- Despite the challenging business environment, the Pulp and Paper Business operated at 92% capacity.
- In Textiles, recovery has started in the third quarter and the plant operated at 88% capacity.
- Safety of our Employees remains the top focus in view of the pandemic.
- Covid – 19 situation is well under control across the businesses.

**Our Performance across businesses witnessed a positive momentum**

# COMPANY OVERVIEW

- Incorporated in 1897, Century Textiles and Industries Limited (CTIL) has evolved from a single unit textile mill into a diversified conglomerate under the visionary leadership of Mr. B. K. Birla.
- The company's 123-years-old legacy is built on a steadfast commitment to the development of the nation with an unwavering focus on quality and innovation, combined with agility and customer centricity, Century is in a good stead to capitalise on market opportunities.

## FY20 BUSINESS MIX (CONSOLIDATED)



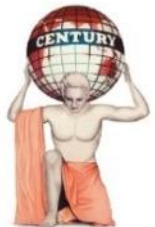
BIRLA ESTATES

**Birla Estates** – with an aim to deliver exceptional and premium home and office spaces, the company marked its entry into the realty sector in 2016.



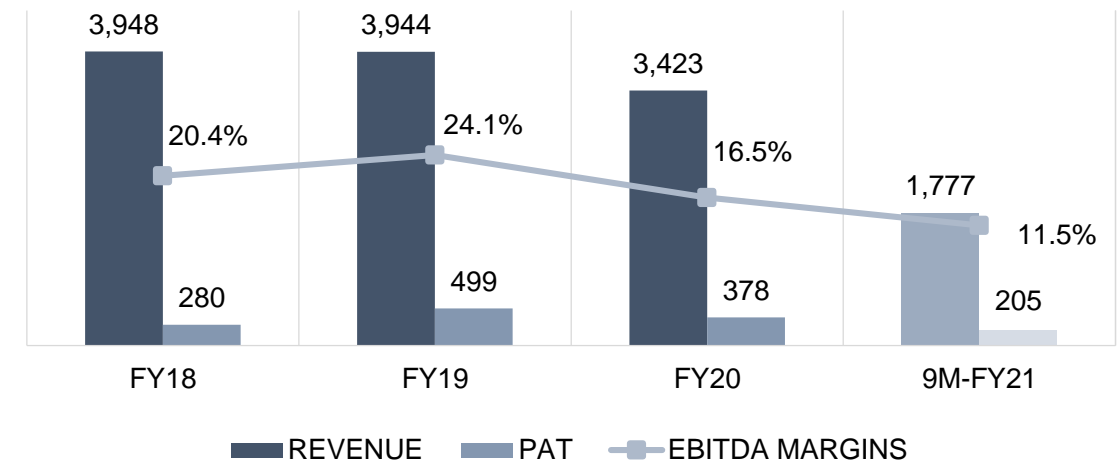
CENTURY  
PULP & PAPER

**Century Paper & Pulp** – is a producer of excellent quality writing and printing paper, and a leading manufacturer of tissue and board, as well as Rayon Grade Pulp products.

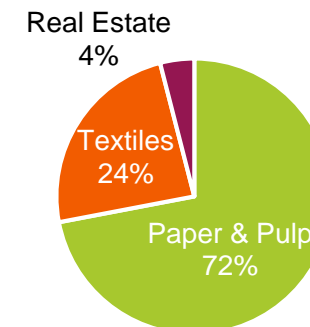


**Birla Century** - Produces a wide range of customised premium textiles which have applications in personal apparel and household linen.

## REVENUE (RS. IN CRORES) EBITDA MARGIN (%)



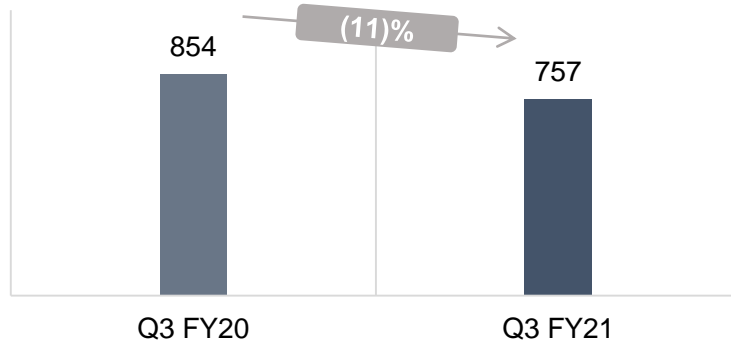
## REVENUE MIX – FY20 (RS. IN CRORES)



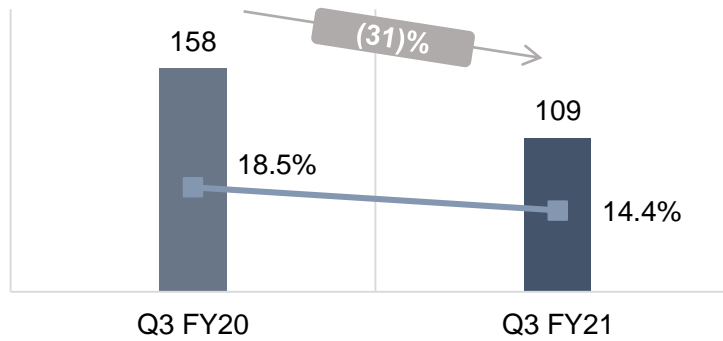
# QUARTERLY CONSOLIDATED PERFORMANCE AT A GLANCE

(RS. IN CRORES)

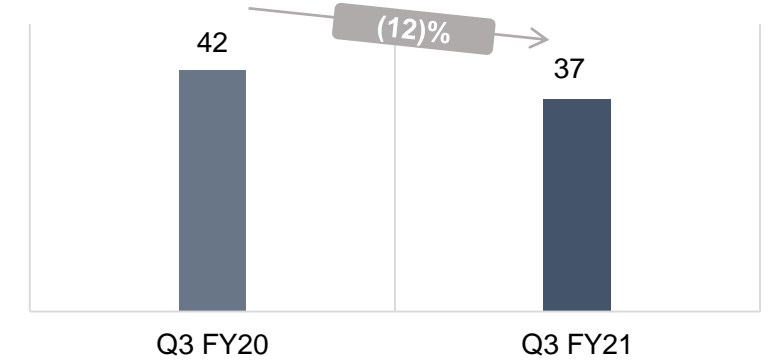
## TURNOVER



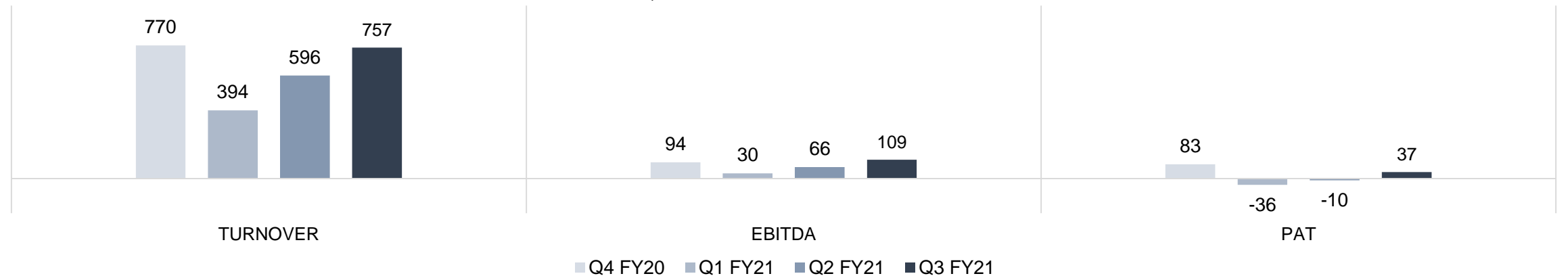
## EBITDA & EBITDA MARGINS



## PAT



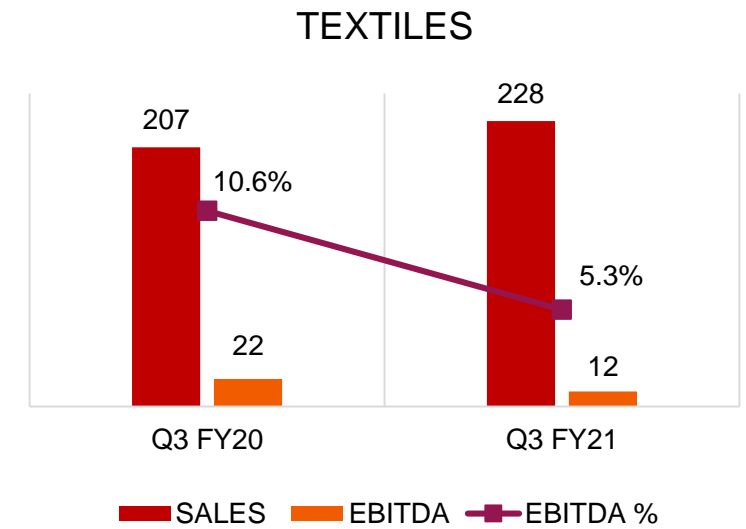
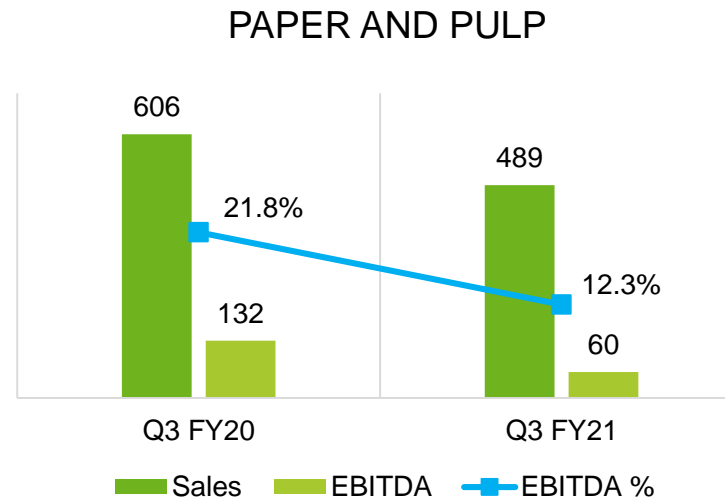
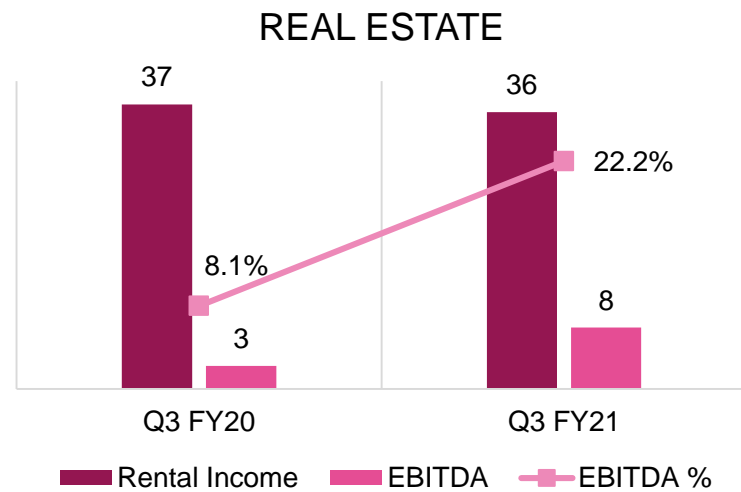
## TTM QUARTERLY PERFORMANCE



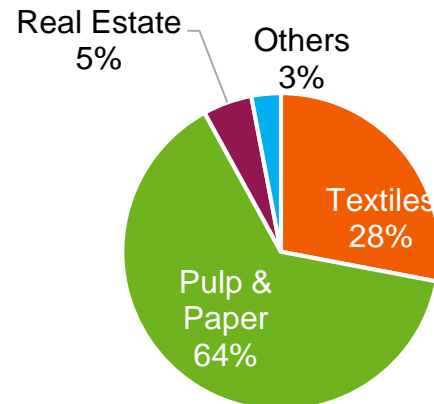
Total Net Debt Outstanding is ~Rs. 1,091 Cr. as on 31<sup>st</sup> December, 2020

# SEGMENT WISE CONSOLIDATED PERFORMANCE

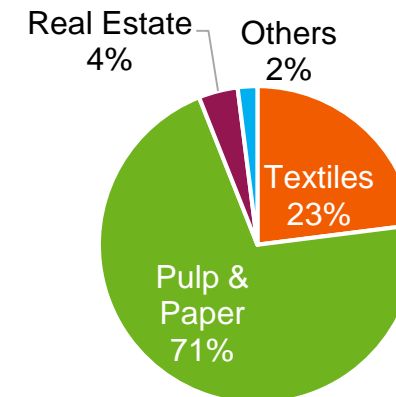
(RS. IN CRORES)



REVENUE PIE – Q3 FY21



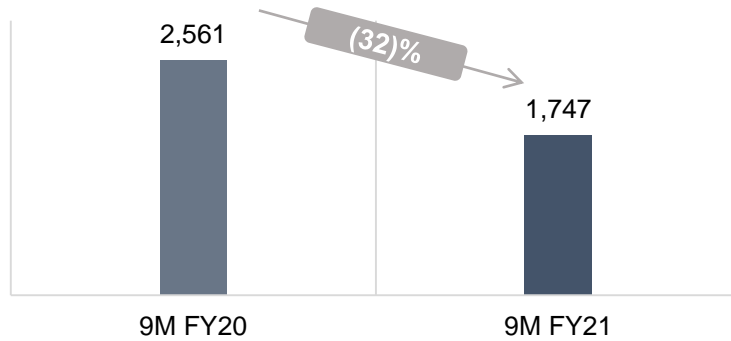
REVENUE PIE – Q3 FY20



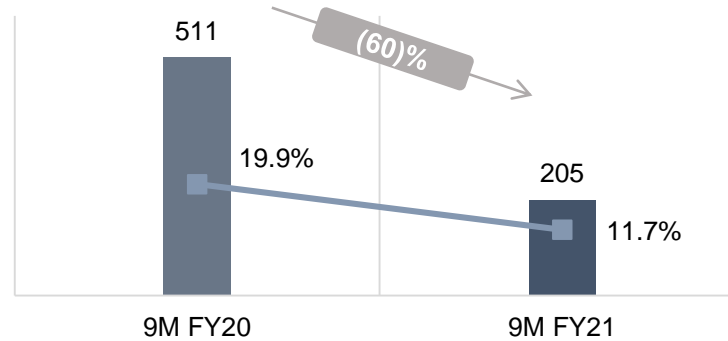
# 9 MONTHS CONSOLIDATED PERFORMANCE

(RS. IN CRORES)

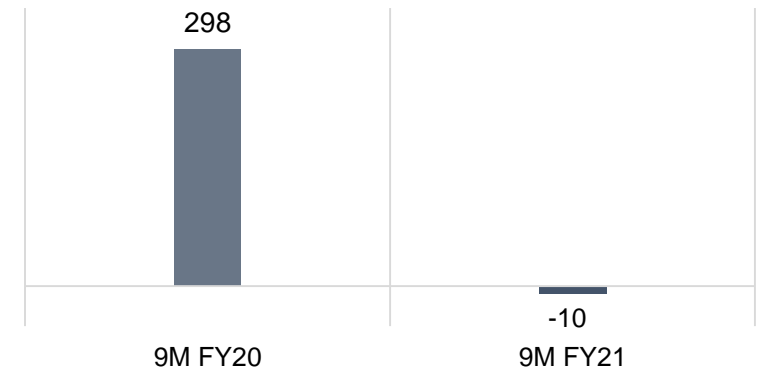
## TURNOVER



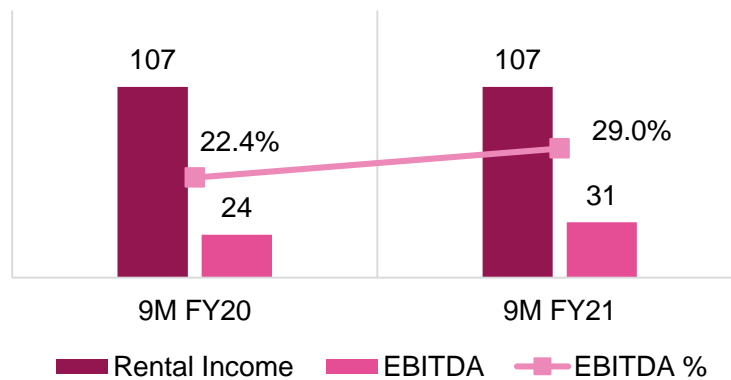
## EBITDA & EBITDA MARGINS



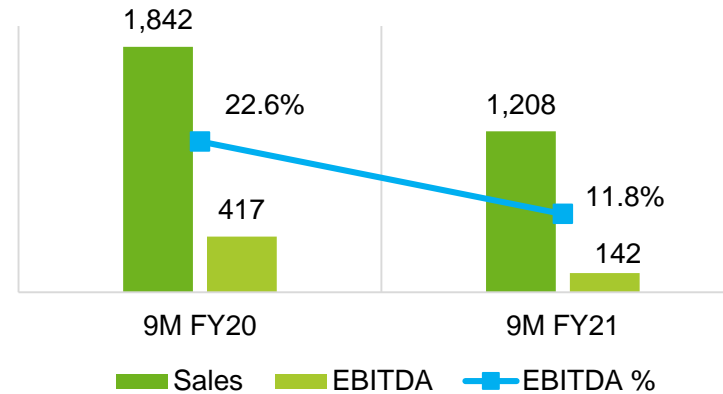
## PAT



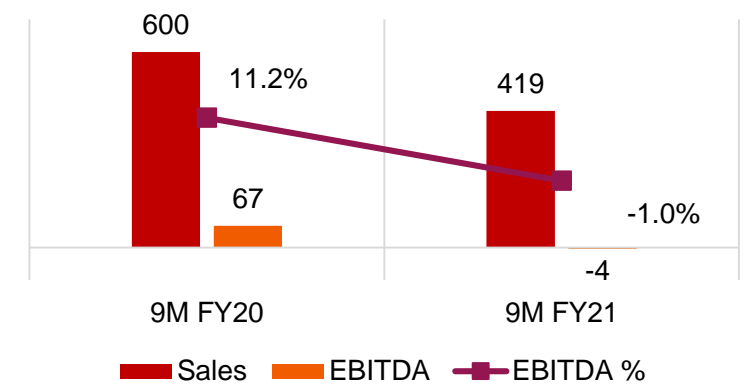
## REAL ESTATE



## PAPER AND PULP



## TEXTILES







# Real Estate

Over 34 lakh sq. ft. under construction across 3 projects

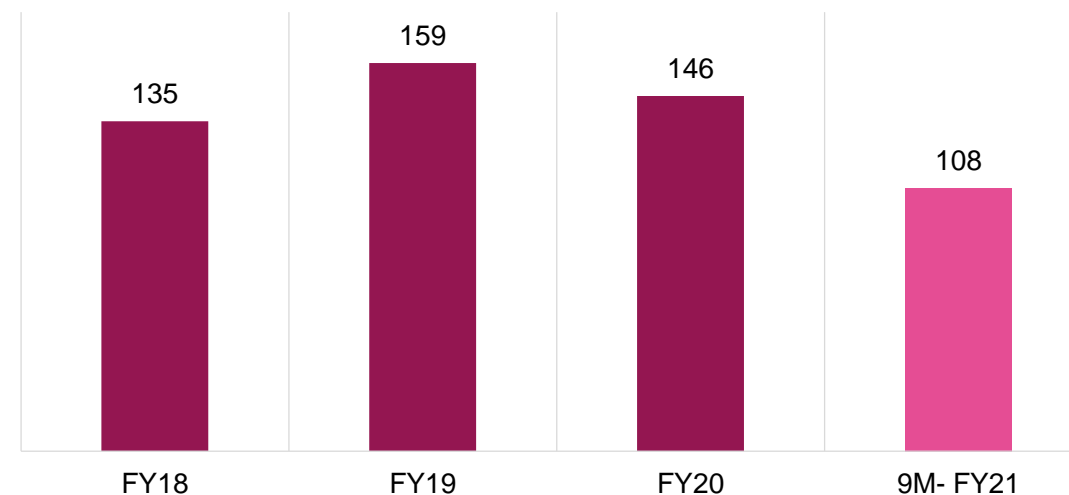
# EXECUTIVE SUMMARY - REAL ESTATE

- The B. K. Birla Group forayed into the real estate sector in 2016 under the brand name 'Birla Estates'.
- The company is focused on developing land parcels owned by the Group, as well as growing the business with joint development agreements and strategic tie-ups across major cities in India.
- Furthering the Birla legacy of trust, excellence and leadership, the company aims to combine technology, innovation and sustainability to deliver premium real estate projects across commercial and residential segments.
- The vision is to transform the perception of the Indian real estate sector by delivering an exceptional experience and creating value; at every level, for every stakeholder.
- To start with, the company plans to focus on 4 cities – Mumbai, Bengaluru, Gurugram & Pune.

## COMMERCIAL REAL ESTATE

- **BIRLA AURORA** - Birla Aurora is a 2.6 lakh square feet leasable property with distinctively refreshing architecture owing to an unconventional elliptical design. Birla Aurora houses some of the leading brands like General Atlantic, Grasim Industries, and many more.
- **BIRLA CENTURION** - Birla Centurion is a 3.5 lakh square feet leasable property in a highly sought after business location with splendid architecture that inspires creativity. The sophisticated design incorporates minimalistic yet contemporary trends. Brands like Idea, CoWrks, Hindalco Industries & Woori Bank have offices in this property.

REVENUE (RS. IN CRORES)



## RESIDENTIAL REAL ESTATE

- **BIRLA VANYA** - Birla Estates launched its first residential project, in FY 20 and within three days of the launch of thus project in Kalyan, Maharashtra, it had sold over 400 units or 86% of the total inventories.
- **BIRLA ALOKYA** – This project in Bengaluru is a combination of villas and Apartments, also saw a robust sales performance in FY20.
- **BIRLA NAVYA** - Birla Navya is a township project in the Golf Course extension road at Gurugram with 300 premium floor residences.

# STEP TOWARDS MORE FOCUS ON GROWING BUSINESS



**Strengths**



**Opportunities**



**Strong Vision & Strategy**

**Leveraging:**

- The Birla Brand
- Valuable portfolio of premium land parcels
- Dynamic team with extensive real estate experience
- Robust project pipeline of owned and joint development land parcels
- Strong sales and execution capability

**Encash on:**

- Rapid urbanization and nuclearization of families
- Rising per capita income in the long term
- Government thrust on Housing for All
- Rapid shift to becoming a professional and organised business
- Strong governance standards driven by RERA and GST implementation

**Strong focus on:**

- Maintaining a capital efficient, asset light model
- Delivering an exceptional experience and creating value for stakeholders
- Residential development, opportunistic approach to commercial
- Premium / mid-income residential segment
- Mumbai, NCR, Bengaluru & Pune Markets



- Residential demand was at healthy levels across regions in view of lower home loan interest rates & stamp duty cuts by State governments.
- Sold inventory worth INR 159 Cr during Q3 FY21 with total sales in 9 months FY21 standing at INR 287 Cr.
- Overall Bookings at Birla Vanya, Kalyan crossed 500 units (92%).
- Launched the Digital Sales Platform in October 2020 for a seamless online sales experience.
- The quarter continued to see a significant shift in customer preference towards branded developers.



- With vaccine rollout there is fresh optimism for Q4-FY21 for the real estate sector.
- Preceding nine months experience shows that pandemic induced restrictions will impact occupancy at the commercial assets going forward.

**The consolidation theme is accelerating and branded developers are expected to perform well**

# BIRLA ESTATES HAS CREATED LANDMARK COMMERCIAL PROJECTS

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Real Estate



Pulp &amp; Paper



Textiles

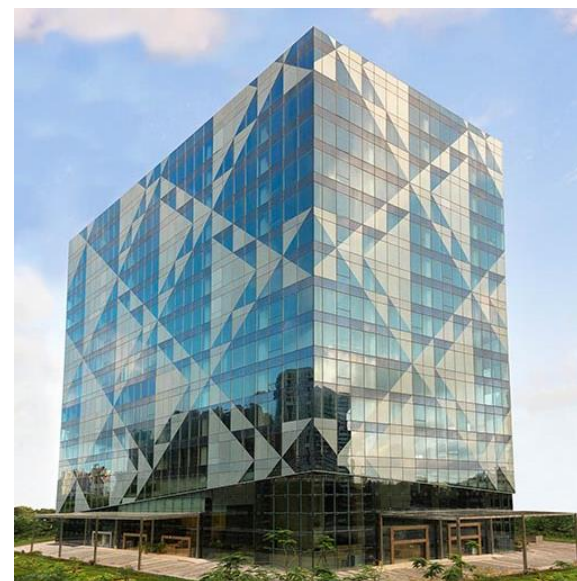


Financials



## Birla Aurora, Worli

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



## Birla Centurion, Worli

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

## Overview of the Buildings

- Superior Quality
- LEED Platinum certified Buildings
- Strong execution abilities
- Assets almost fully leased commanding best rentals in the Worli micro-market
- Rs. 125 Crs annual leasing revenue from assets



## SUMMARY OF PORTFOLIO UNDER DEVELOPMENT

| Location  | Land Area     | Area under Development | Revenue Potential |
|---|---------------|------------------------|-------------------|
|   | (in Acres)    | (in lakh sq. ft.)      | (in INR Crs)      |
| Worli – Residential                             | 20.0          | 30.0*                  | 9,500             |
| Kalyan  | 22.0          | 13.1*                  | 1,125             |
| <b>Total - Owned Parcels under development</b>  | <b>42.0</b>   | <b>43.1</b>            | <b>10,625</b>     |
| Sec 63 A, Gurugram (JDA)                        | 65.0          | 36.5                   | 4,415             |
| Birla Alokya, Soukya Road, Bengaluru (Outright) | 8.1           | 5.5                    | 385               |
| Magadi Road, Bengaluru (JDA)                    | 4.75          | 6.0                    | 559               |
| <b>Total – New Business Development</b>         | <b>77.85</b>  | <b>48.0</b>            | <b>5,359</b>      |
| <b>TOTAL</b>                                    | <b>119.85</b> | <b>91.1</b>            | <b>15,984</b>     |



## RESIDENTIAL &amp; COMMERCIAL SALES HIGHLIGHTS

| Particulars                      | UOM     | Q3 FY21  | Q3 FY20  | % chg YoY | Q2 FY21  | % chg QoQ | YTD FY21 | YTD FY20 | % chg YoY |
|----------------------------------|---------|----------|----------|-----------|----------|-----------|----------|----------|-----------|
| <b>Commercial</b>                |         |          |          |           |          |           |          |          |           |
| Leasing Income                   | Rs./Cr. | 31.6     | 34.2     | -8%       | 31.6     | 0%        | 96.1     | 102.1    | -6%       |
| Average Rent Realisation (BA&BC) | Rs./sft | 162.0    | 174.2    | -7%       | 161.0    | 1%        | 163      | 173      | -6%       |
| <b>Residential</b>               |         |          |          |           |          |           |          |          |           |
| Area Sold                        | Sq. Ft. | 1,66,662 | 1,03,717 | 61%       | 1,06,643 | 56%       | 3,13,299 | 5,90,956 | -47%      |
| Booking Value                    | Rs. Cr. | 159.02   | 69.32    | 129%      | 96.1     | 65%       | 287.42   | 426.59   | -33%      |





# BIRLA VANYA, KALYAN – PROJECT DETAILS (LAUNCHED – Q1 FY20)



|                          |  |
|--------------------------|--|
| <b>Location</b>          | Shahad, Kalyan   |
| <b>Area</b>              | 22 acres   |
| <b>Saleable Area</b>     | 13.12 lakh sq. ft.<br>Phase 1 – 5.24 lakh sq. ft. launched |
| <b>Revenue Potential</b> | Rs. 1,125 Crs  |
| <b>Architect</b>         | Arch. Hafeez Contractor                                    |
| <b>Product Type</b>      | Residential – 1 BHK, 2 BHK, 3 BHK & 4 BHK                  |
| <b>Cumulative Sales</b>  | Achieved Booking Value of Rs. 365 Crs                      |
| <b>Construction</b>      | Construction of super structure in full swing              |

# BIRLA ALOKYA, BENGALURU (Outright) - PROJECT DETAILS (LAUNCHED - Q3 FY20)



|                          |  |
|--------------------------|--|
| <b>Location</b>          | Soukya Road, Bengaluru                   |
| <b>Area</b>              | 8.1 acres                                |
| <b>Saleable Area</b>     | 5.47 lakh sq. ft.                        |
| <b>Revenue Potential</b> | Rs. 385 Crs                              |
| <b>Architect</b>         | Synergy                                  |
| <b>Product Type</b>      | Residential – 3-Bed and 4-Bed Villaments |
| <b>Cumulative Sales</b>  | Achieved Booking Value of Rs. 175 Crs    |
| <b>Construction</b>      | Construction of structure in full swing  |



# BIRLA NAVYA, GURUGRAM (JV) – PROJECT DETAILS

Real Estate



Pulp & Paper



Textiles

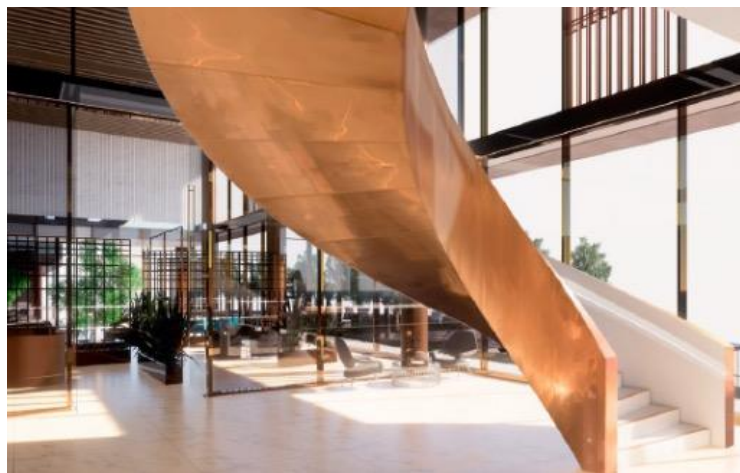


Financials



|                          |  |
|--------------------------|--|
| <b>Location</b>          | Sector 63 A, Gurugram, NCR                     |
| <b>Area</b>              | 65 acres                                       |
| <b>Saleable Area</b>     | 36.5 lakh sq. ft.                              |
| <b>Revenue Potential</b> | Rs. 4,415 Crs                                  |
| <b>Architect</b>         | R Corp   |
| <b>Product Type</b>      | Residential – 2 BHK, 3 BHK & 4 BHK             |
| <b>Launch Year</b>       | October 2020                                   |
| <b>Cumulative Sales</b>  | Achieved Booking Value of Rs. 212 Crs          |
| <b>Construction</b>      | Sample flat completed and opened for customers |

# CENTURY MILLS, WORLI – PROJECT DETAILS



|                          |   |
|--------------------------|---|
| <b>Location</b>          | Worli, Mumbai   |
| <b>Area</b>              | 20 acres  |
| <b>Saleable Area</b>     | 30 lakh sq. ft.                                       |
| <b>Revenue Potential</b> | Rs. 9,500 Crs   |
| <b>Architect</b>         | Foster & Partners                                     |
| <b>Product Type</b>      | Residential – 2 BHK, 3 BHK, 4 BHK and 5 BHK Penthouse |
| <b>Launch Year</b>       | FY 22   |
| <b>Current Update</b>    | Pre launch activities ongoing                         |

# MAGADI ROAD, BENGALURU (JV) – PROJECT DETAILS



|                          |   |
|--------------------------|---|
| <b>Location</b>          | Magadi Road, Bengaluru                      |
| <b>Area</b>              | 4.75 acres                                  |
| <b>Saleable Area</b>     | 5.97 lakh sq. ft.                           |
| <b>Revenue Potential</b> | Rs. 559 Crs                                 |
| <b>Architect</b>         | RSP   |
| <b>Product Type</b>      | Residential – 2 BHK, 2.5 BHK, 3 BHK & 4 BHK |
| <b>Launch Year</b>       | FY 22                                       |
| <b>Current Update</b>    | Pre launch activities ongoing               |



# Pulp & Paper

Flag bearer in Paper Industry

# PULP & PAPER - EXECUTIVE SUMMARY

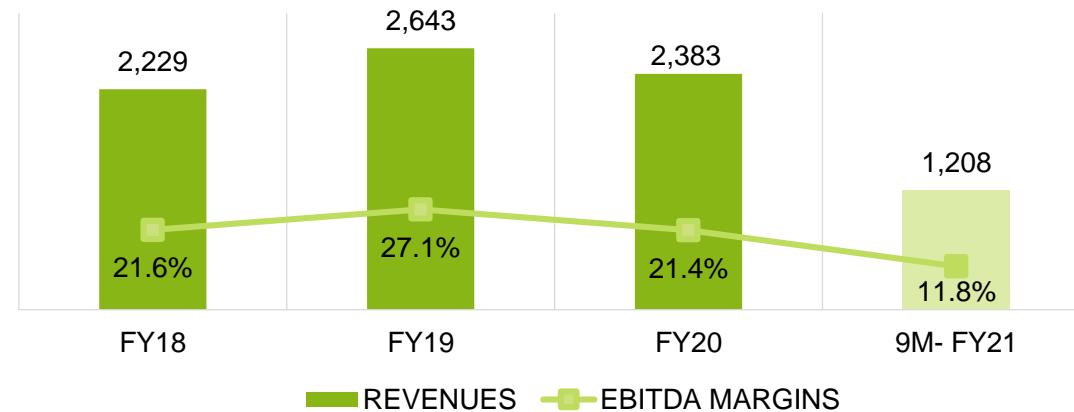


- Century Pulp and Paper (CPP) is a producer of excellent quality writing and printing paper, and a leading manufacturer of tissue and board, as well as Rayon Grade Pulp (RGP) products.
- Established in 1984, with relentless focus on quality, the company manufactures international-grade products and is now a leading player in India's pulp and paper industry.

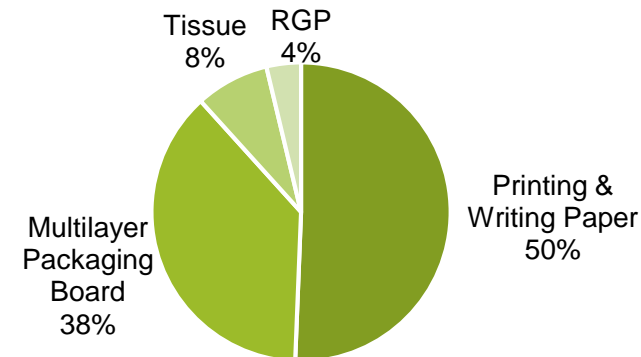
## PRODUCT PORTFOLIO

- **WRITING & PRINTING PAPER** - Century Pulp & Paper range of writing and printing paper is used to produce a wide range of stationery such as notebooks and envelopes. The current capacity for Paper stands at 550 ton per day
- **MULTI LAYER PACKAGING BOARD** - With a capacity of 500 Ton per day, the company manufactures packaging boards with applications in e-commerce, food, FMCG and pharma industries
- **TISSUE** - Set up in 2009, Century is the largest and most advanced manufacturer of Jumbo Soft Tissue Paper Rolls in India. Further product diversification include Facial Tissue, Towel Grade Tissue, Napkin Tissue and Toilet Tissue with a total capacity of 100 ton per day.
- **RAYON GRADE PULP** - Rayon Grade Pulp is a highly purified form of cellulose made from wood and used in a wide variety of consumer applications including Viscose Staple Fiber, Viscose Filament Yarn and cellophane papers. The total capacity stands around 100 tons per day.

TURNOVER (RS. IN CRORES) & EBITDA MARGINS (%)



REVENUES MIX – FY20 (CONSOLIDATED)



# STEP TOWARDS MORE FOCUS ON GROWING BUSINESS



## Leveraging:

- India's only integrated Pulp & Paper mill providing comprehensive solution from single location
- The Birla Brand
- Recent expanded capacity in the tissue paper segment
- In-house power generation of up to 96% of the total requirement

## Encash on:

- Growth in tissue paper demand due to awareness towards hygiene & sanitation
- India's per capita paper consumption being one of the lowest compared to other developing economies like China & Indonesia
- Higher spends by Government on education and rising literacy levels
- Increased demand for packaging board for e-commerce, FMCG, Pharma & FMCD

## Strong focus on:

- Cash Conservation and asset light model
- Increasing dealer network and improving working capital management
- Innovation & increasing exposure to specialty products like tissue and packaging Board
- Sustainable wood procurement



# Q3-FY21 KEY OPERATIONAL HIGHLIGHTS – PULP & PAPER

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Real Estate



Pulp & Paper



Textiles



Financials



- During the quarter, sales volumes were marginally higher than Q2 at 96,283 MT's with the capacity utilization for the quarter was 92%.
- Due to gradual unlocking tissue segment saw some relief in the major consumption centres.
- Export market was impacted due to scarcity in container availability and increased ocean freight rates.
- Order flow from Pharma sector in the Board segment improved in comparison to the previous quarter as OPD services in the country re-opened post Covid-19 unlock guidelines.
- Increase in the soft-wood Pulp prices in the international markets supported NSRs in domestic markets.

# MARKET OUTLOOK – PULP & PAPER

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Real Estate



Pulp & Paper



Textiles



Financials



- Post the unlock phases & with vaccine on the anvil, order flows are expected to improve with reopening of major consumption segments.
- The partial opening up of education centres and announcement of CBSE Board Exam is likely to lead recovery of demand in Writing and Printing segment.
- The uptick in ecommerce transactions will add to the growth of packaging industry.
- Tissue demand is expected to improve further as major tissue consumption centers are operational as per new Unlock guidelines.
- Low global demand resulted in inventory built up for various manufacturers in Europe, China & Indonesia leading to pressure on realisations.
- Materials are stuck at various international points, hence customers are avoiding placing new orders.
- Commissioning of our New Tissue Plant is expected in the month of February 2021.

**Short to Medium term outlook for Indian paper industry appears to be decent**

# PRODUCTION & SALES

Real Estate

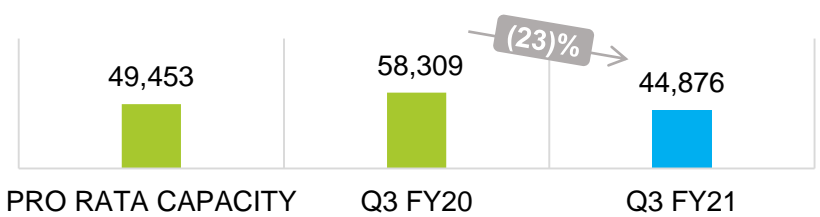
Pulp & Paper

Textiles

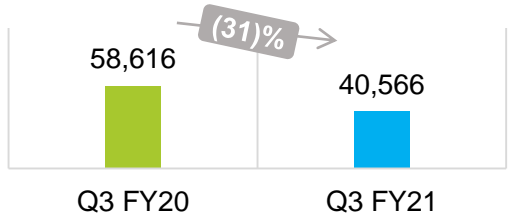
Financials

PAPER

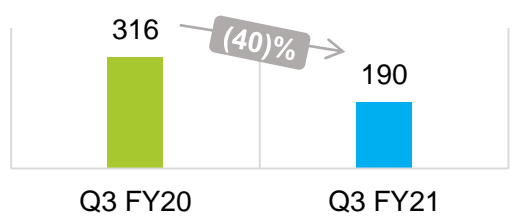
PRODUCTION QUANTITY (IN TONS)



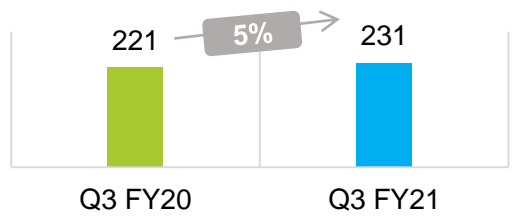
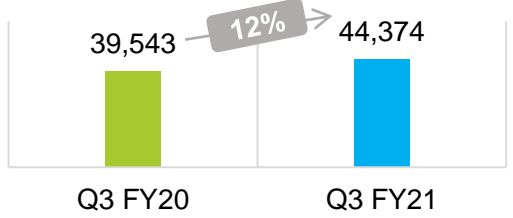
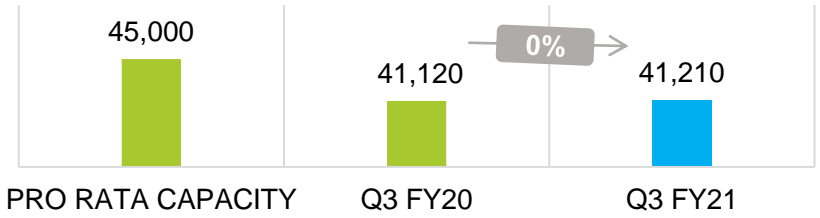
NET SALES QUANTITY (IN TONS)



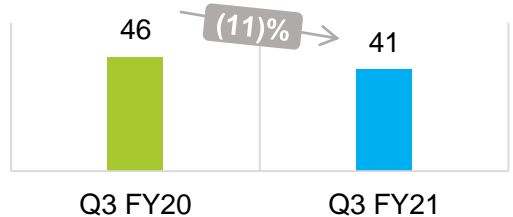
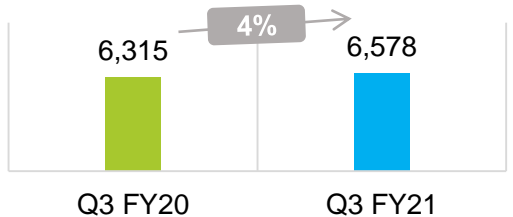
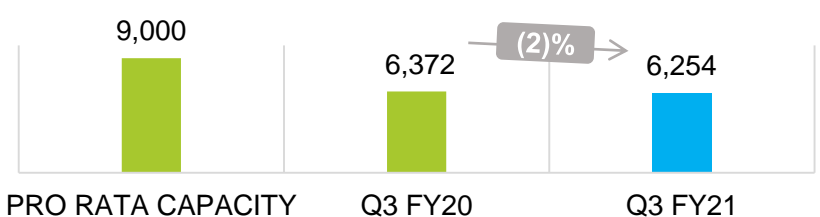
NET SALES (RS. IN CRORES)



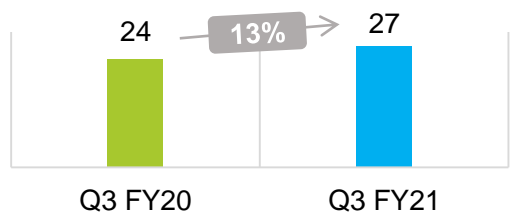
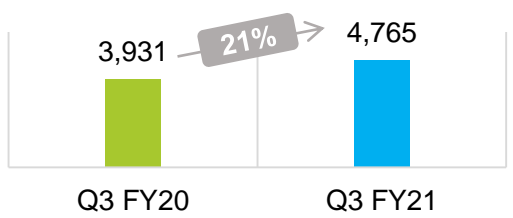
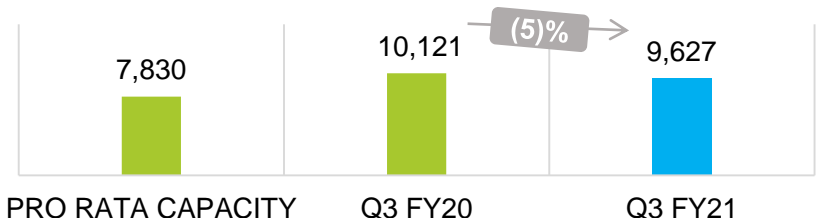
MULTI LAYER BOARD



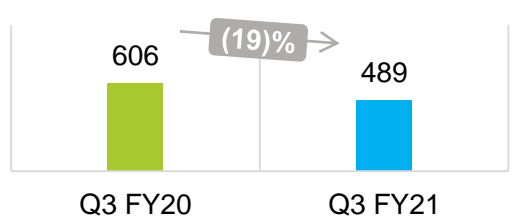
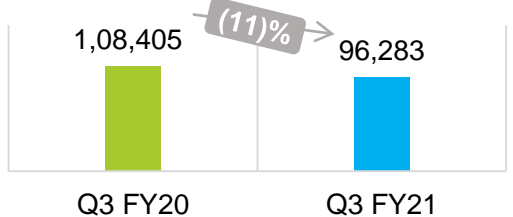
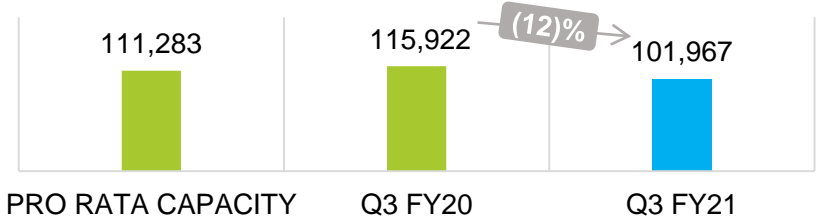
TISSUE PAPER



PULP

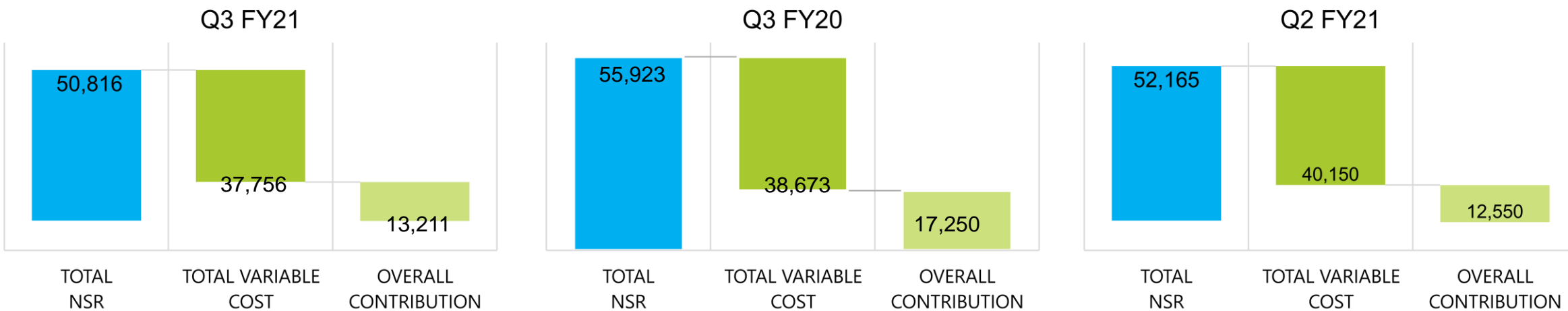


TOTAL



• The Capacity Utilisation for Q3 FY21 was 92% as compared to 104% in Q3 FY20

## NET SALES REALISATIONS (RS. PER/T)





# Textiles

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



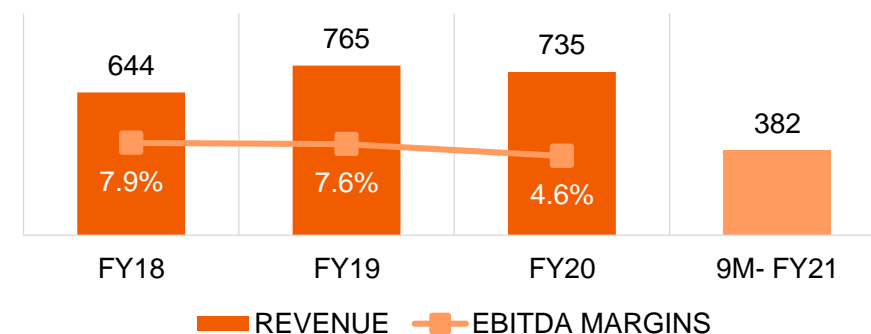
# EXECUTIVE SUMMARY – CENTURY TEXTILES

- Century Textiles and Industries Limited (CTIL), was incorporated in Mumbai, India, in 1897. A state-of-the-art, vertically integrated plant, Birla Century (A Division of CTIL) was set up at Jhagadia, Bharuch, Gujarat, in the year 2008, using the best modern machinery to produce a wide range of premium textiles.
- The company's USP is the customisation it offers clients in terms of the weave, design and texture of products. It has an extensive network of distributors and dealers in India and we also sell our exclusive range of home-textiles and other products in the global market.
- The focus is on manufacturing products of excellent and consistent quality; adding value by offering a variety of weaves, designs, and finishes; innovating continuously to create new products; and satisfying our customers with our excellent service and timely delivery.

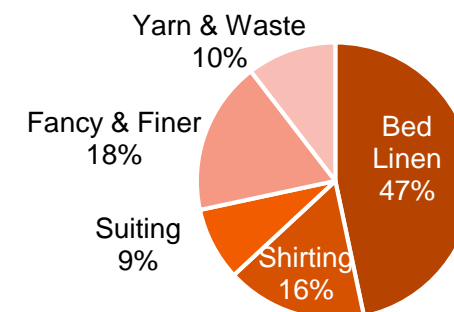
## PRODUCT PORTFOLIO

- **SHIRTINGS** - Manufactures premium range elite shirting in elegant designs, weaves and colours in the range of Ne 40 to Ne 150 in singles and Ne 2/80 to Ne 2/200 in 2 plys.
- **BOTTOM WEIGHT** - As one of the leading bottom-weight fabric manufacturers in India, the company manufactures luxury bottom weights in the range of Ne 10 to Ne 4/100 and is available in whites, solids, prints, and yarn dyed with special weaves and designs.
- **FINER FABRICS** - The Birla Century range of Finer Fabrics i.e. dress materials are available in a variety of contemporary designs, weaves and colours. Poplin, cambric, lawn, twill, satin, mull, voile, dobby and slub dress materials are manufactured at the technologically-advanced factory in the range from Ne 40 to Ne 150 in singles and doubles.
- **BED LINEN** - Premium quality household linen from Birla Century includes a wide range of elegantly tailored sheets, and bed and bath coordinate pieces. Suited perfectly for domestic as well as international markets, the 100% cotton products are available in varied styles and designs in the range of 180 TC to 2000 TC.

## TURNOVER (RS. IN CRORES) & EBITDA MARGINS (%)



## REVENUE MIX – FY20 (CONSOLIDATED)





# STEP TOWARDS MORE FOCUS ON GROWING BUSINESS



- 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

- 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.

- 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



## Q3-FY21 KEY OPERATIONAL HIGHLIGHTS– TEXTILES

31

Real Estate



Pulp & Paper



Textiles



Financials



- With recovery in demand and good order inflow in the third quarter, plant was operating at 88% utilisation level.
- Home textiles doing well both domestically as well as internationally because of people spending more time at home and are looking for a change / upgrade in home furnishings.
- Apparel Fabric demand is gradually picking up and 95% capacity utilisation was attained in the month of December.
- During the period, Birla Century has done technical collaborations with globally acclaimed chemical suppliers, with an aim to produce sustainable health and hygiene category of fabrics which are in demand at present.





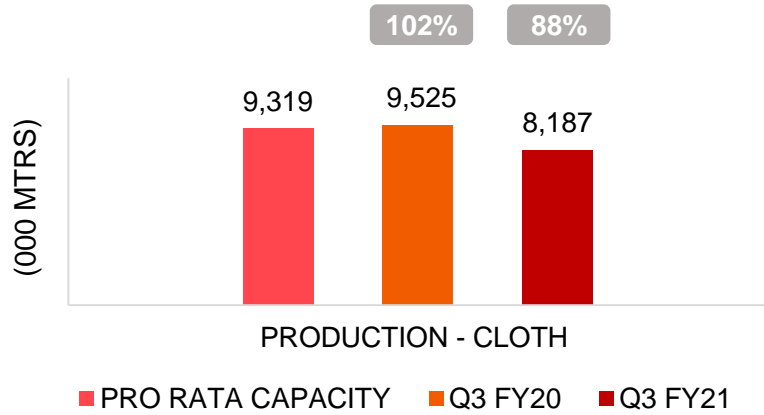
- Our focus remains on RMG, exports and online players keeping in mind the priority to run production at maximum capacity.
- The business is expected to come back on track by the end of Q4-FY21 and will run full swing by mid-FY22.
- With an increased focus on sustainability, the product mix will serve the market with new range of recycled & sustainable products.
- Raw material prices started going up and could not be passed on to fabric customers, hence margins remained under pressure. Situation is expected to balance out in a month or two.
- The fashion market is expected to show improvement in Q4-F 21.

**Major Focus on health & hygiene products which saw an increase in demand due to current pandemic**

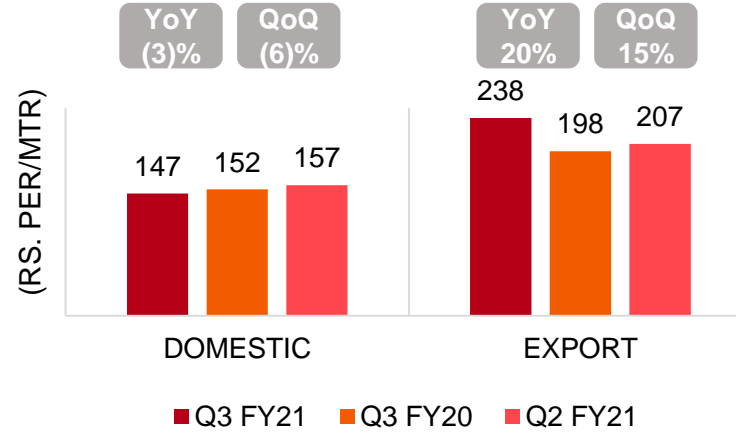


# MACROS

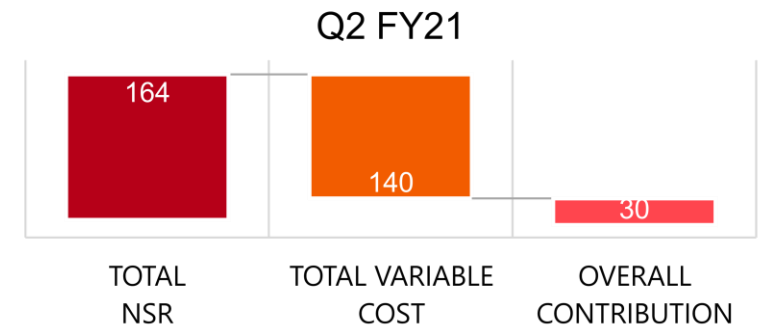
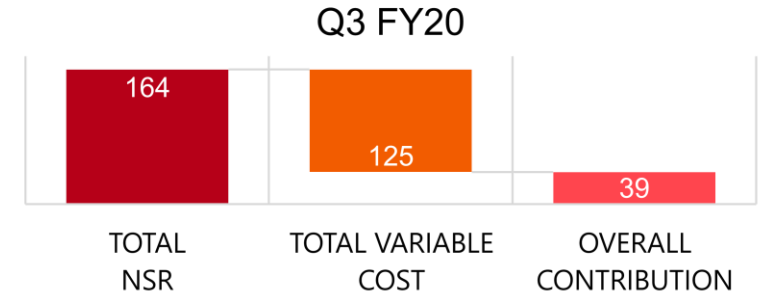
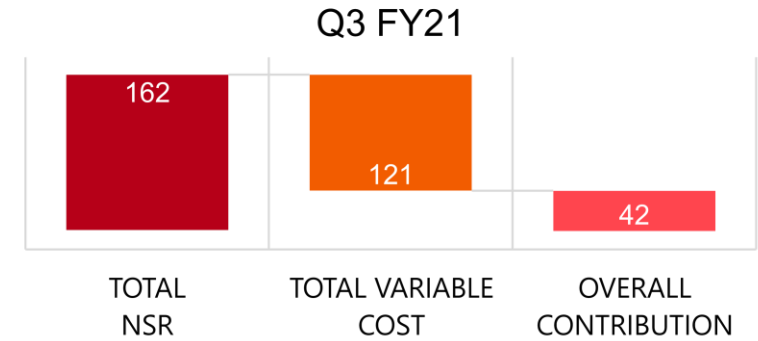
## CLOTH – CAPACITY UTILISATION



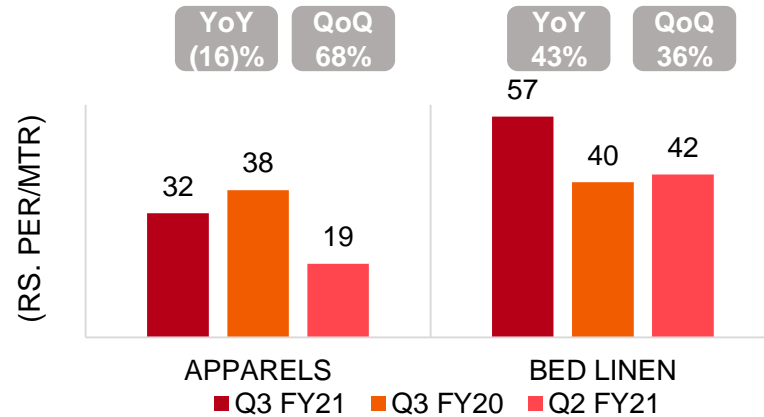
## NET SALES REALISATIONS



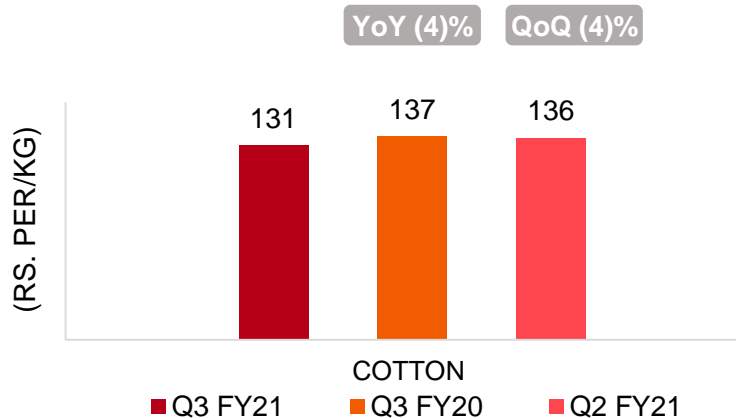
## OVERALL CONTRIBUTION (RS. PER/MTR)



## FABRIC CONTRIBUTION



## INPUT PRICE – COTTON

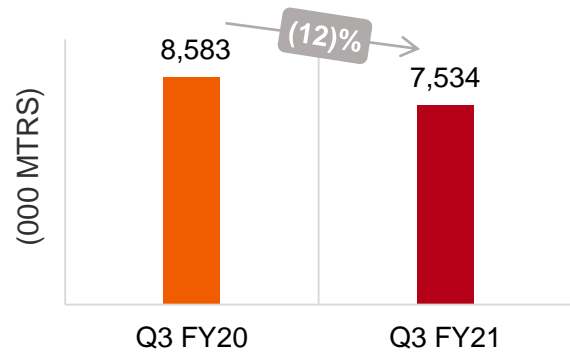




# SALES

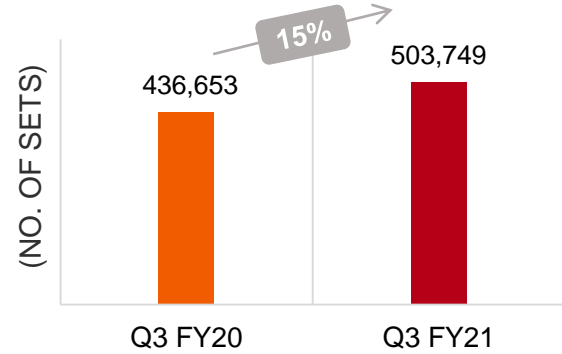
## CLOTH

NET SALES QUANTITY



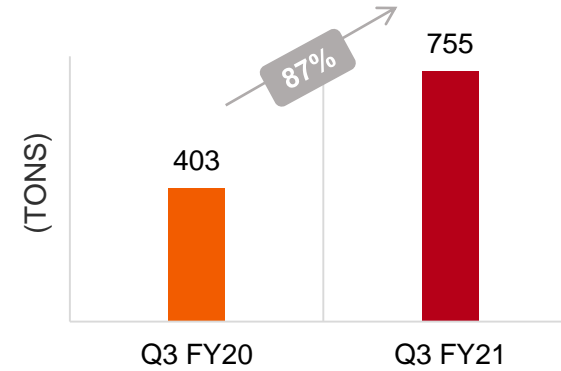
## BED SHEETS

NET SALES QUANTITY



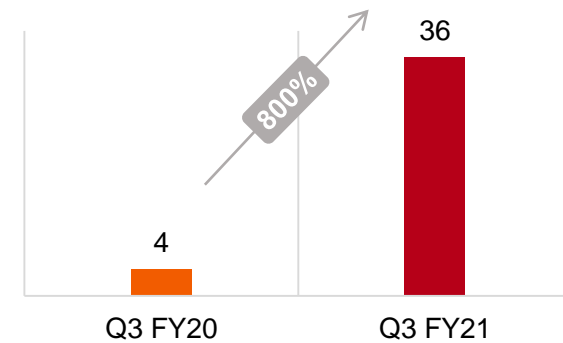
## YARN

NET SALES QUANTITY

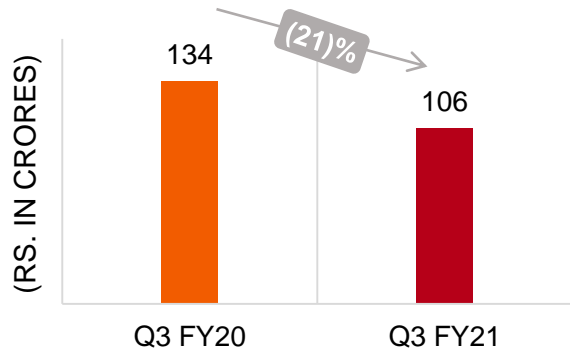


## OTHERS

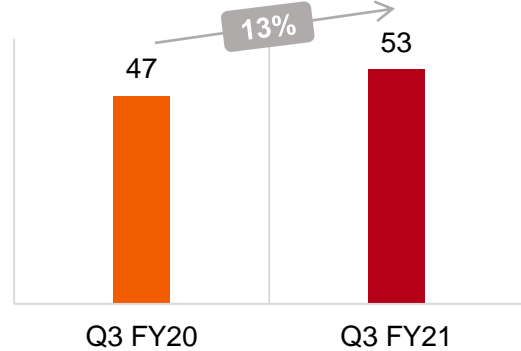
NET SALES



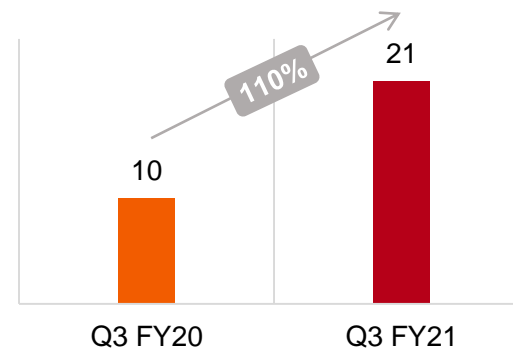
NET SALES



NET SALES



NET SALES





# Financial Summary

## PROFIT &amp; LOSS – Q3 FY21

(RS. IN CRORES)

| Particulars                          | Q3 FY 20   | Q2 FY 21   | Q3 FY 21 Actual | Variance Q on Q |            | Variance Y on Y |             |
|--------------------------------------|------------|------------|-----------------|-----------------|------------|-----------------|-------------|
|                                      |            |            |                 | Amount          | %          | Amount          | %           |
| <b>Continuing Operations</b>         |            |            |                 |                 |            |                 |             |
| <b>Sales</b>                         |            |            |                 |                 |            |                 |             |
| Textiles                             | 195        | 125        | 216             | 91              | 73%        | 21              | 11%         |
| Pulp & Paper                         | 606        | 419        | 489             | 70              | 17%        | -117            | -19%        |
| Real Estate                          | 37         | 35         | 36              | 1               | 3%         | -1              | -3%         |
| Others                               | 16         | 17         | 17              | 0               | 0%         | 1               | 6%          |
| <b>Total Sales</b>                   | <b>854</b> | <b>596</b> | <b>758</b>      | <b>162</b>      | <b>27%</b> | <b>-96</b>      | <b>-11%</b> |
| <b>EBITDA</b>                        |            |            |                 |                 |            |                 |             |
| Textiles                             | 10         | -15        | 1               | NA              | NA         | -9              | -90%        |
| Pulp & Paper                         | 132        | 53         | 60              | 7               | 13%        | -72             | -55%        |
| Real Estate                          | 3          | 10         | 8               | -2              | -20%       | 5               | 167%        |
| Others                               | 13         | 13         | 12              | -1              | -8%        | -1              | -8%         |
| Interest income of income tax refund |            | 5          | 28              |                 |            |                 |             |
| <b>Total EBITDA</b>                  | <b>158</b> | <b>66</b>  | <b>109</b>      | <b>43</b>       | <b>65%</b> | <b>-49</b>      | <b>-31%</b> |
| Less : Finance Cost                  | 23         | 17         | 16              | -1              | -6%        | -7              | -30%        |
| <b>PBDT</b>                          | <b>135</b> | <b>49</b>  | <b>92</b>       | <b>43</b>       | <b>88%</b> | <b>-43</b>      | <b>-32%</b> |
| Less : Depreciation                  | 58         | 58         | 58              | 0               | 0%         | 0               | 0%          |
| <b>PBT</b>                           | <b>77</b>  | <b>-9</b>  | <b>34</b>       | <b>NA</b>       | <b>NA</b>  | <b>-43</b>      | <b>-56%</b> |
| Tax                                  | 35         | 2          | -3              | NA              | NA         | NA              | NA          |
| <b>Net Profit</b>                    | <b>42</b>  | <b>-11</b> | <b>37</b>       | <b>NA</b>       | <b>NA</b>  | <b>-5</b>       | <b>-12%</b> |
| <b>Discontinuing Operations</b>      |            |            |                 |                 |            |                 |             |
| Century Yarn & Denim                 | -6         | -4         | -5              | NA              | NA         | NA              | NA          |
| <b>Net Profit after Tax</b>          | <b>36</b>  | <b>-15</b> | <b>32</b>       | <b>NA</b>       | <b>NA</b>  | <b>-4</b>       | <b>-11%</b> |

## CASH FLOW – Q3 FY21

(RS. IN CRORES)

| Particulars                                   | Textile | Rayon | Pulp & Paper | Birla Estates | H.O. | Sub Total | Yarn & Denim | Grand Total |
|---|---------|-------|--------------|---------------|------|-----------|--------------|-------------|
| <b>EBITDA</b>                                 | 1       | 12    | 60           | 8             | 28   | 109       | (7)          | 101         |
| <b>MAT Paid</b>                               |         |       |              |               |      | -         |              | -           |
| <b>Dividend Paid (Including Tax)</b>          |         |       |              |               |      | -         |              | -           |
| <b>Net Change in Working Capital</b>          | 8       | (9)   | 17           | (20)          |      | (4)       |              | (4)         |
| <b>Income Tax Refund</b>                      |         |       |              |               | 113  | 113       |              | 113         |
| <b>A) Operating Cash Flow</b>                 | 9       | 3     | 77           | (12)          | 141  | 218       | (7)          | 210         |
| Capital Expenditure                           | (1)     |       | (9)          | (1)           | -    | (11)      | -            | (11)        |
| <b>B) Investing Cash Flow</b>                 | (1)     | -     | (9)          | (1)           | -    | (11)      | -            | (11)        |
| Interest                                      | (4)     | (2)   | (5)          | (5)           |      | (16)      |              | (16)        |
| Interest accrued on bond                      |         |       |              |               | 8    | 8         |              | 8           |
| <b>C) Financing Cash Flow</b>                 | (4)     | (2)   | (5)          | (5)           | 8    | (8)       | -            | (8)         |
| <b>D) Free Cash Flow (A+B+C)</b>              | 4       | 1     | 63           | (18)          | 149  | 199       | (7)          | 192         |
| <b>Sources of Fund Required</b>               |         |       |              |               |      |           |              |             |
| Loan Taken / (Repaid)                         |         |       |              |               |      |           |              | (239)       |
| Bank Balance & Investment Reduced /(Increase) |         |       |              |               |      |           |              | 47          |
| <b>Net</b>                                    |         |       |              |               |      |           |              | (192)       |

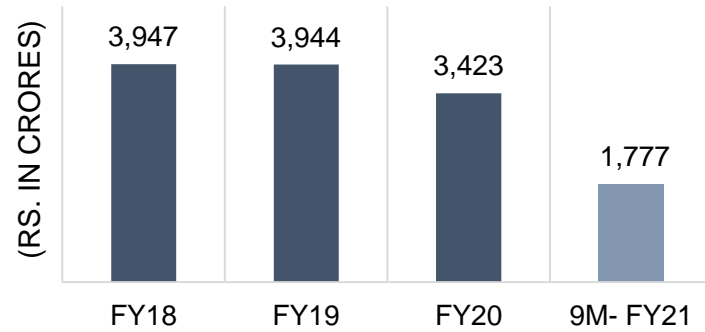
## STATEMENT OF OUTSTANDING LOAN

(RS. IN CRORES)

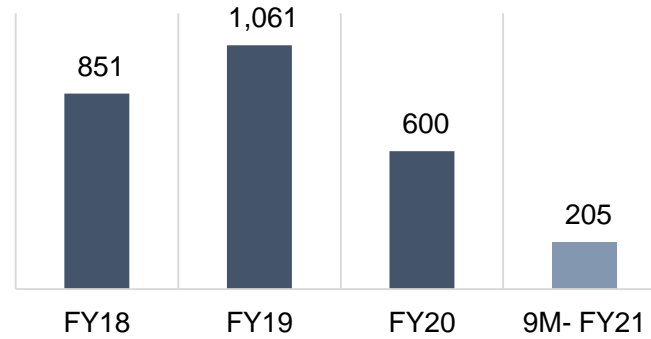
| Particulars  | O/s as on<br>31/03/20 | O/s as on<br>30/09/20 | O/s as on<br>31/12/20 |
|--|-----------------------|-----------------------|-----------------------|
| <b>Long Term Loans</b>                               | <b>202</b>            | <b>465</b>            | <b>580</b>            |
| <i>Average Rate of Interest</i>                      | <i>7.79%</i>          | <i>6.85%</i>          | <i>6.85%</i>          |
| <b>Short Term and Working Capital Loans</b>          | <b>57</b>             | <b>440</b>            | <b>79</b>             |
| <i>Average Rate of Interest</i>                      | <i>6.48%</i>          | <i>4.04%</i>          | <i>3.07%</i>          |
| <b>NCD</b>   | <b>1100</b>           | <b>400</b>            | <b>400</b>            |
| <i>Average Rate of Interest</i>                      | <i>7.87%</i>          | <i>7.65%</i>          | <i>7.65%</i>          |
| <b>Total CTIL Loans</b>                              | <b>1,359</b>          | <b>1,305</b>          | <b>1,059</b>          |
| <i>Average Rate of Interest as on date</i>           | <i>7.80%</i>          | <i>6.15%</i>          | <i>6.87%</i>          |
| <b>Standalone Loan Taken by Birla Estate Pvt.Ltd</b> | <b>23</b>             | <b>25</b>             | <b>32</b>             |
| <b>Total Consolidated Loans</b>                      | <b>1,382</b>          | <b>1,330</b>          | <b>1,091</b>          |
| <b>Average Interest for Quarter</b>                  | <b>7.35%</b>          | <b>6.32%</b>          | <b>6.87%</b>          |

# FINANCIAL ANALYSIS

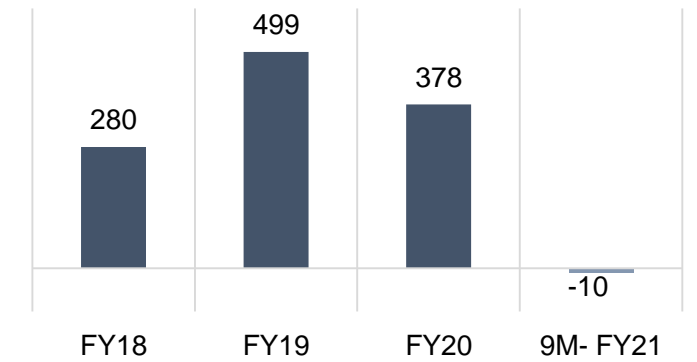
## REVENUES (RS. IN CRORES)



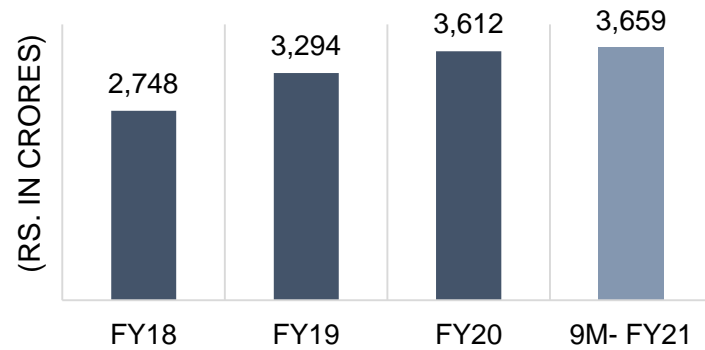
## EBITDA (RS. IN CRORES)



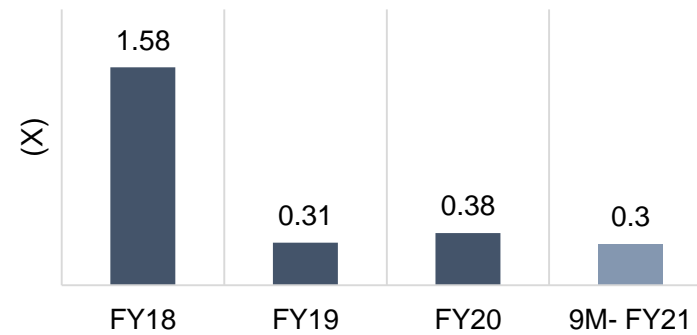
## PAT (RS. IN CRORES)



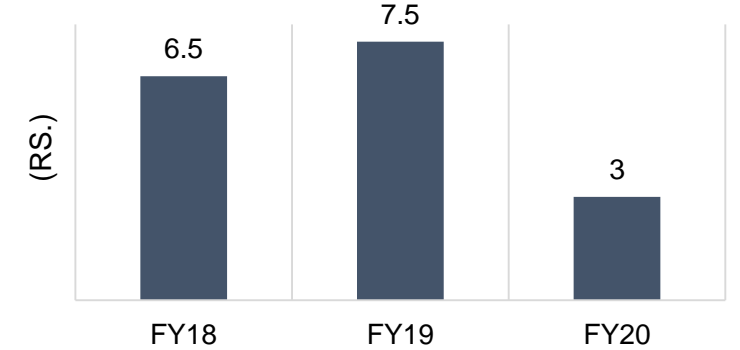
## NET WORTH (RS. IN CRORES)



## NET DEBT TO EQUITY (X)



## DIVIDEND PER SHARE (RS.)





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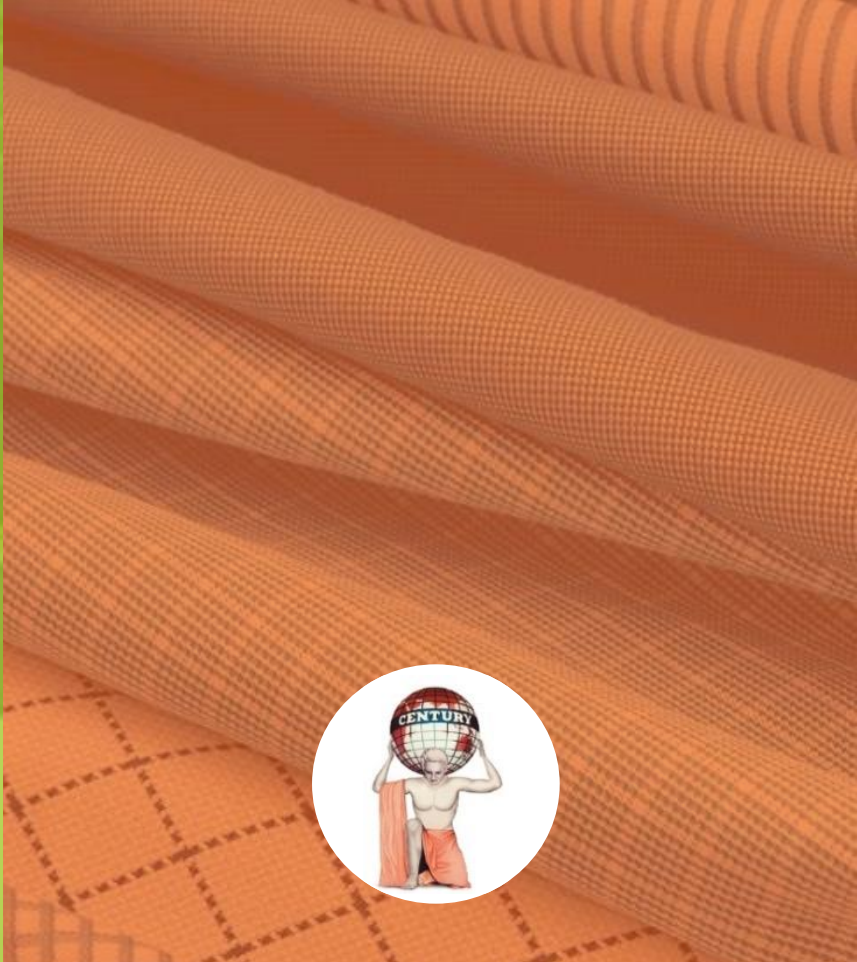
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**Thank You**