

# CENTURY Textiles and Industries Limited

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CIN-L17120MH1897PLC000163

OUR REF. : SH/XII/2022

25<sup>th</sup> July, 2022

Corporate Relationship Department  
**BSE Limited**  
1<sup>st</sup> Floor, Phiroze Jeejeebhoy Towers  
Dalal Street, Fort,  
Mumbai-400 001  
**Scrip Code: 500040**

Listing Department  
**National Stock Exchange of India Limited**  
Exchange Plaza, 5<sup>th</sup> floor,  
Bandra-Kurla Complex  
Bandra (East), Mumbai-400 051.  
**Scrip Code: CENTURYTEX**

Dear Sir/ Madam,

**Sub: Earnings Presentation of Century Textiles and Industries Limited  
(‘the Company’)**

**Ref: Regulation 30 of Securities and Exchange Board of India (Listing  
Obligations & Disclosure Requirements) Regulations, 2015  
(‘Listing Regulations’)**

As informed in our earlier letter dated 21<sup>st</sup> July, 2022, regarding earnings call to be held on Tuesday, 26<sup>th</sup> July, 2022 to discuss Q1- FY23 earnings.

In connection to the above, enclosed herewith the Earnings Presentation for Q1-FY23.

This for your information and record.

Thanking you

Yours faithfully

For **CENTURY TEXTILES AND INDUSTRIES LIMITED**



**ATUL K. KEDIA**  
**Company Secretary**

Encl: as above





Century  
Textiles  
and Industries  
Limited

# Earnings Presentation – Q1 FY23

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## Q1 FY23 KEY OPERATIONAL HIGHLIGHTS

- Strong financial performance across businesses in Q1 FY23 despite increasing input costs and geopolitical issues like Russia-Ukraine War.
- Real estate business saw steady sales due to a sustained demand momentum, with Birla Niyaara project sales reaching 58% of the launched inventory.
- Paper segment witnessing improved demand and higher NSRs although rising input costs remain a concern.
- Innovative cost-effective product launches lead to increased production, sales volumes and turnover in Textile Segment although rising input costs played a dampener.

**Strong performance in Q1 FY23 across all financial parameters**

# 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 125-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.

## Q1 FY23 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.



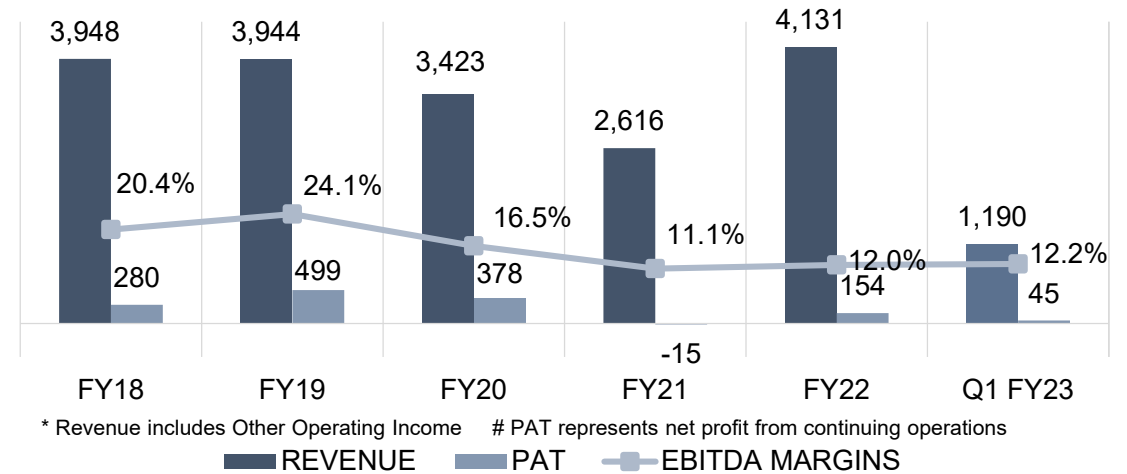
CENTURY PULP & PAPER

**Century Pulp & Paper** – 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.

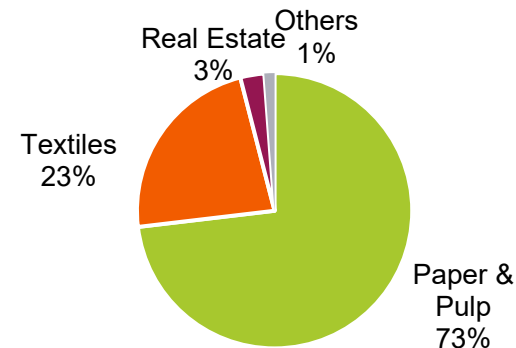


**Birla Century** - Produces a wide range of customised premium textiles which have applications in personal apparel and household linen.

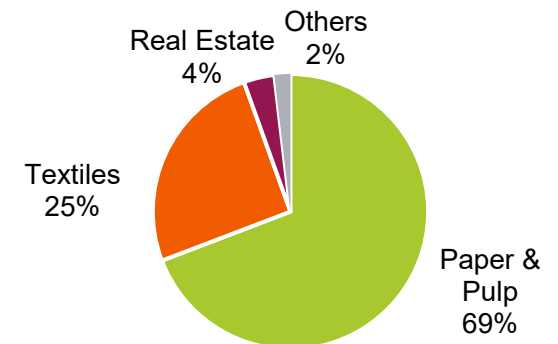
REVENUE\* & PAT# (RS. IN CRORES) EBITDA MARGIN (%)



REVENUE MIX – Q1 FY23

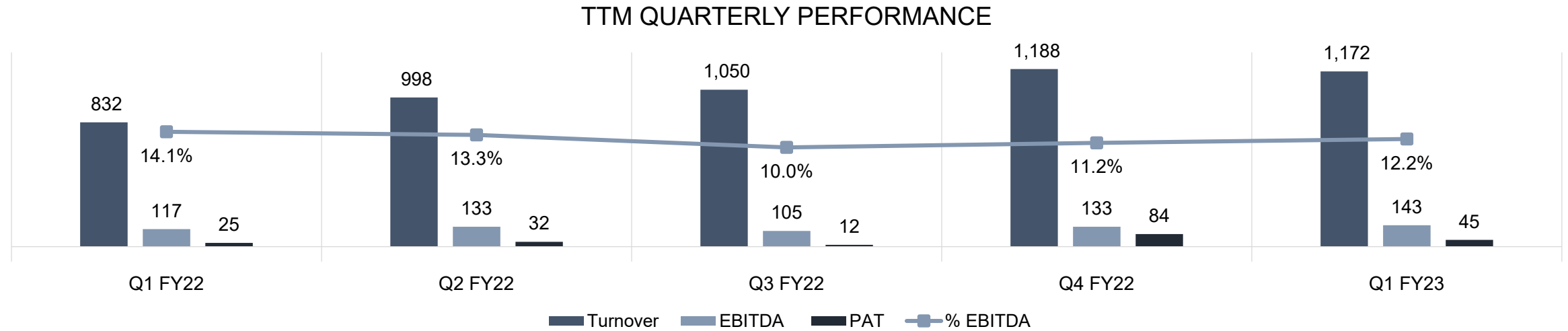
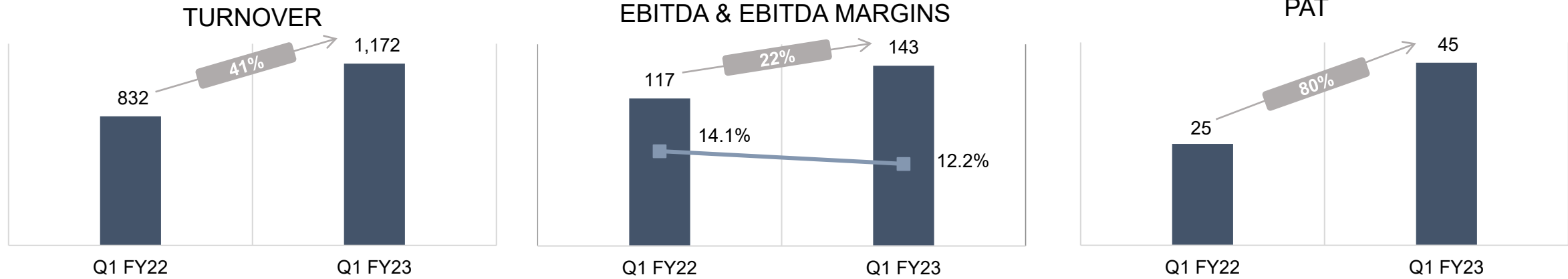


REVENUE MIX – FY22



# QUARTERLY CONSOLIDATED PERFORMANCE AT A GLANCE

(RS. IN CRORES)



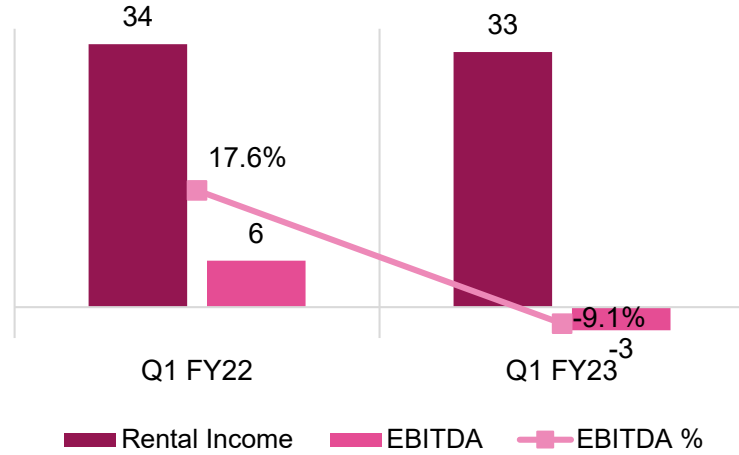
Total Net Debt Outstanding is ~Rs. 1,308 Cr. as on 30<sup>th</sup> June, 2022



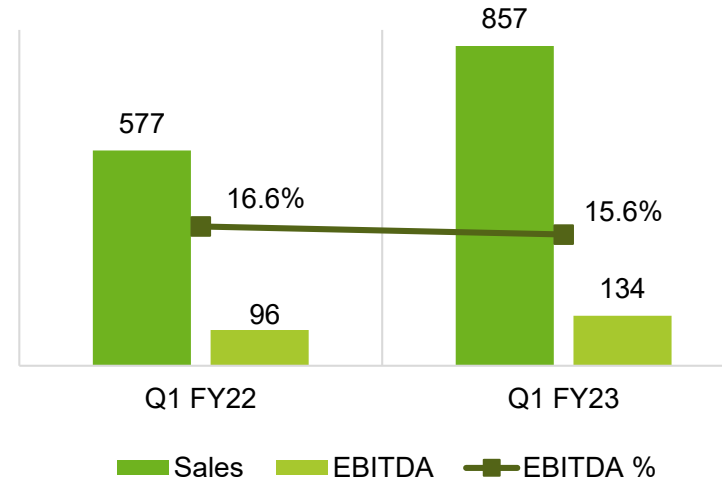
# QUARTERLY SEGMENT WISE CONSOLIDATED PERFORMANCE

(RS. IN CRORES)

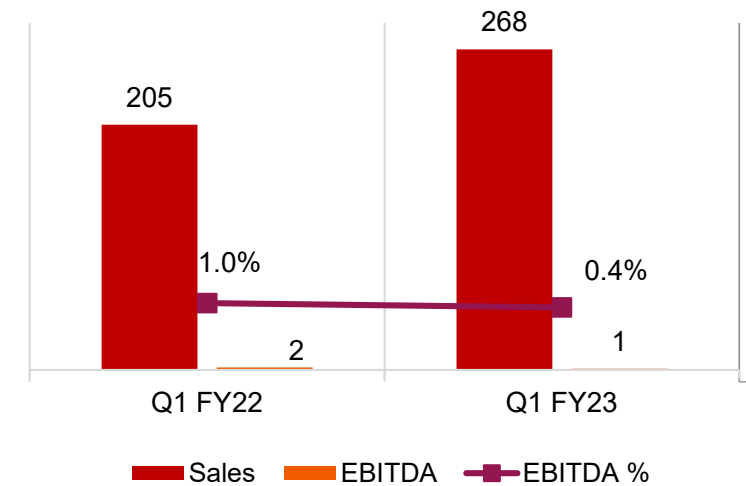
## REAL ESTATE



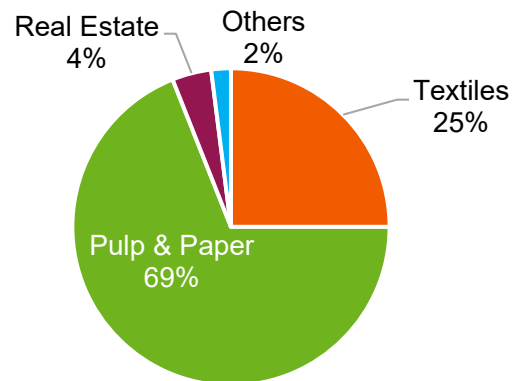
## PULP AND PAPER



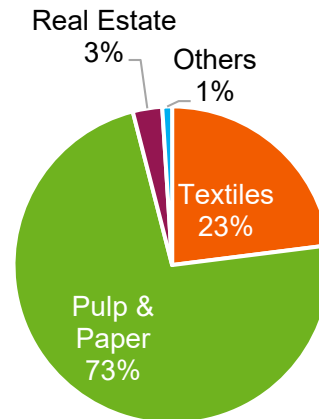
## TEXTILES



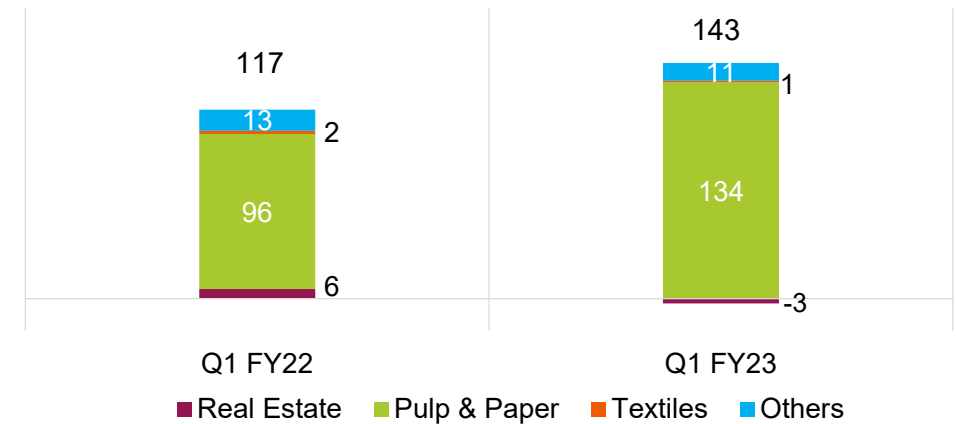
## REVENUE PIE : Q1 FY22



## REVENUE PIE : Q1 FY23



## EBITDA BREAKUP - YoY





# Real Estate

Over 64 lakh sq. ft. under construction across 5 projects



# EXECUTIVE SUMMARY - REAL ESTATE

Real Estate



Pulp & Paper



Textiles



Financials

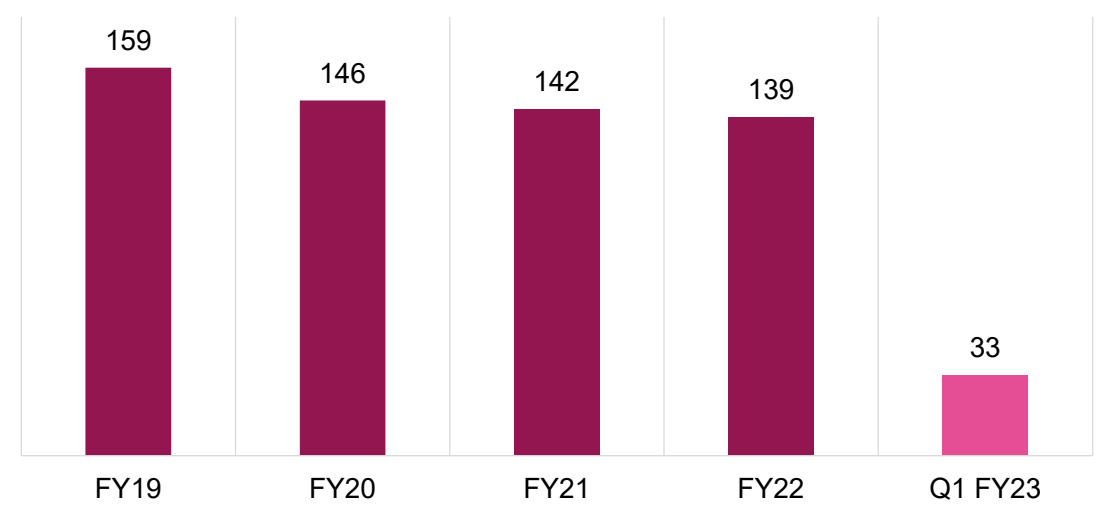


- The B. K. Birla Group forayed into the real estate sector in 2016 under the brand name 'Birla Estates'.
- The company is focused on developing land parcels owned by the Group, as well as growing the business with joint development agreements and strategic tie-ups across major cities in India.
- Furthering 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 markets – MMR, Bengaluru, NCR & 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, Siemens Ltd. 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 Vodafone 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 in Kalyan Maharashtra and till date over 79% of the total launched units are sold comprising of phase 1 & 2.
- **BIRLA ALOKYA** - The duplex homes project in Bengaluru has witnessed robust sales performance and till date 84% units are sold out in the project.
- **BIRLA NAVYA** - Birla Navya, a township project at Gurugram has witnessed staller performance wherein 100% inventory is sold of launched units of Phase 1 which is more than INR 624 Crs. of booking value.
- **BIRLA TISYA** - Birla Tisya, a multi-storey twin towers residential project at Magadi Road. The project has witnessed robust sales performance and till date approx. 65% inventory is sold out in the project and achieved booking value of Rs. 358 Crs.
- **BIRLA NIYAARA** - Birla Niyaara, strategically located project in Mumbai has received robust sales response. Till the end of Q1 FY23 approx. Rs. 1,600 Crores of booking value has been generated and around 58% of the units are sold from the launched units.

# STEP TOWARDS MORE FOCUS ON GROWING BUSINESS



**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



# Q1 FY23 KEY OPERATIONAL HIGHLIGHTS – REAL ESTATE



- Achieved sales of INR 434 Crs in Q1 FY23.
- Residential real estate saw steady sales due to a sustained demand momentum as buyer confidence remained positive due to stable overall economic scenario.
- Birla Niyaara project has achieved cumulative sales of INR 1,594 Crores or about 58% of the launched inventory.
- Maintained robust collections of about INR 135 Crores from all the projects during the quarter on the back of strong empathetic customer outreach.
- The two commercial assets, Birla Aurora and Birla Centurion continue to generate stable rentals.
- Implemented Robotic Process Automation in Procurement and CRM processes to reduce TAT, errors and improve overall customer experience
- Completed cumulative 10 million safe man-hours at all our under-construction project sites.



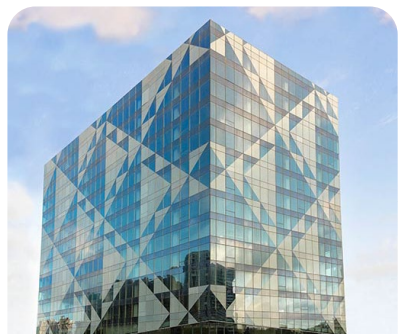
# MARKET OUTLOOK – REAL ESTATE



- The real estate market witnessed a stable quarter in line with seasonal trends.
- The industry outlook remains positive backed by residential upcycle buoyed by high absorption / low inventory scenario, sustained demand momentum and the ongoing consolidation trends.
- Sustained infrastructure investments, increased connectivity, and better job opportunities is fuelling real estate demand throughout the country.
- Repo rates in the country were increased twice recently but this has not affected the demand and the home loans largely remains affordable.
- Despite the short-term disruptions, the sector continues to attract interest from buyers and investors looking at the long-term horizon.
- The surge in commercial activities is also supporting increased housing demand.

**Real Estate sector outlook remains positive on back of sustained demand, low inventory & high absorption**

# GEOGRAPHICAL PRESENCE



**BIRLA CENTURION (C)**



**BIRLA AURORA (C)**



**BIRLA NIYAARA (R+C)**



**BIRLA VANYA (R)**



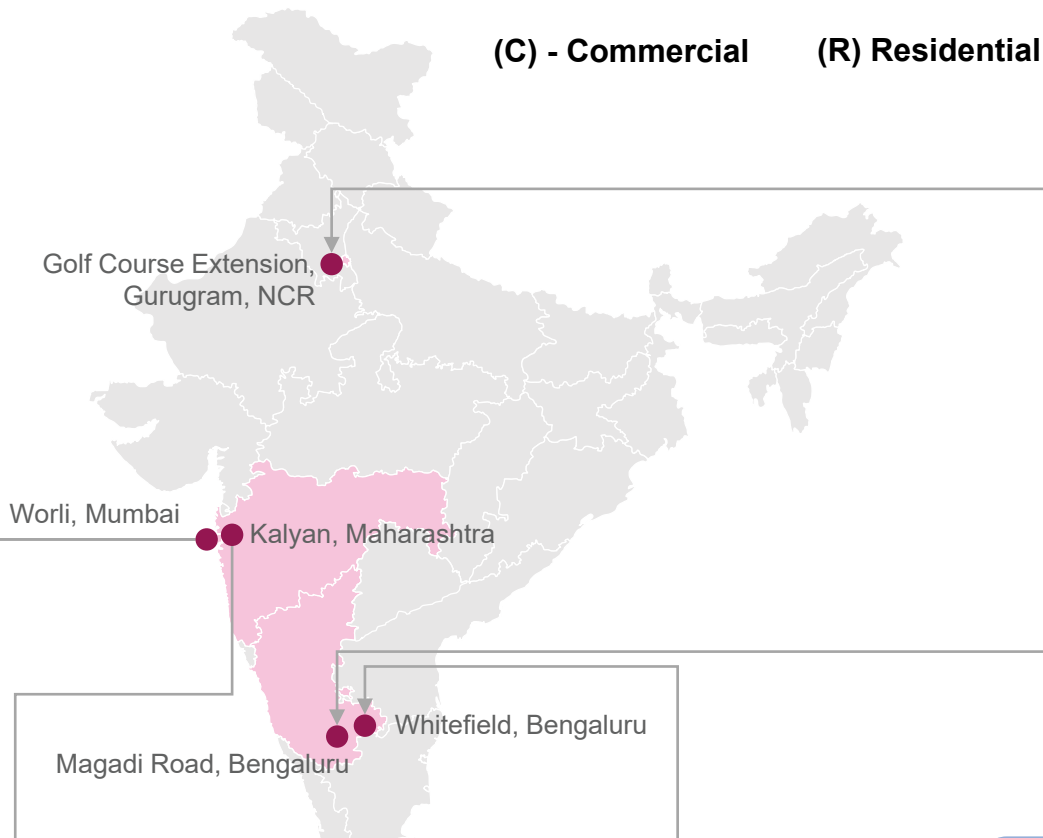
**BIRLA NAVYA & GROUP HOUSING (R)**



**BIRLA TISYA (R)**



**BIRLA ALOKYA (R)**



# SUMMARY OF PRODUCT PORTFOLIO

## COMMERCIAL

| Name of the Project    | Location | Area (Lakh sq. ft) | No. of Storeys | Annual Leasing Revenues |
|------------------------|----------|--------------------|----------------|-------------------------|
| <b>Birla Aurora</b>    | Worli    | 2.6                | 22             | Approx. Rs. 125 Cr      |
| <b>Birla Centurion</b> |          | 3.5                | 12             |                         |

## RESIDENTIAL

| Project Name                          | Location                             | Area (acres) | Saleable Area (lakh sq. ft)    | Revenue Potential (Rs. In Cr) | Cumulative Booking Value (Rs. In Cr) | Project Type  | Classification | Status                                       |
|---------------------------------------|--------------------------------------|--------------|--------------------------------|-------------------------------|--------------------------------------|---|----------------|--|
| <b>Birla Vanya</b>                    | Kalyan, Maharashtra                  | 22           | Total 13.2<br>Phase I&II – 9.9 | 1,134                         | 538                                  | Residential – 1 BHK, 2 BHK, 3 BHK & 4 BHK                         | Own            | Super structure and Finishing under progress |
| <b>Birla Alokya</b>                   | Whitefield, Bengaluru                | 8.1          | 5.5                            | 394                           | 317                                  | Duplex homes with 3 BHK and 4 BHK spread across 2 floors          | Own            | Super structure and Finishing under progress |
| <b>Birla Navya-Independent Floors</b> | Golf Course Extension, Gurugram, NCR | 47           | 17.79                          | 2,258                         | 624                                  | Residential – 2 BHK, 3 BHK & 4 BHK                                | JV             | Super structure under construction           |
| <b>Birla Niyaara</b>                  | Worli, Mumbai                        | 14.2         | Residential Phase I – 24       | Res. – 10,000+                | 1,594                                | Residential – 2 BHK, 3 BHK, 4 BHK, large apartments and Penthouse | Own            | Excavation work in progress                  |
| <b>Birla Tisya</b>                    | Magadi Road, Bengaluru               | 4.8          | 6.5                            | 633                           | 358                                  | Residential – 2 BHK, 3 BHK & 4 BHK                                | JV             | Excavation completed                         |

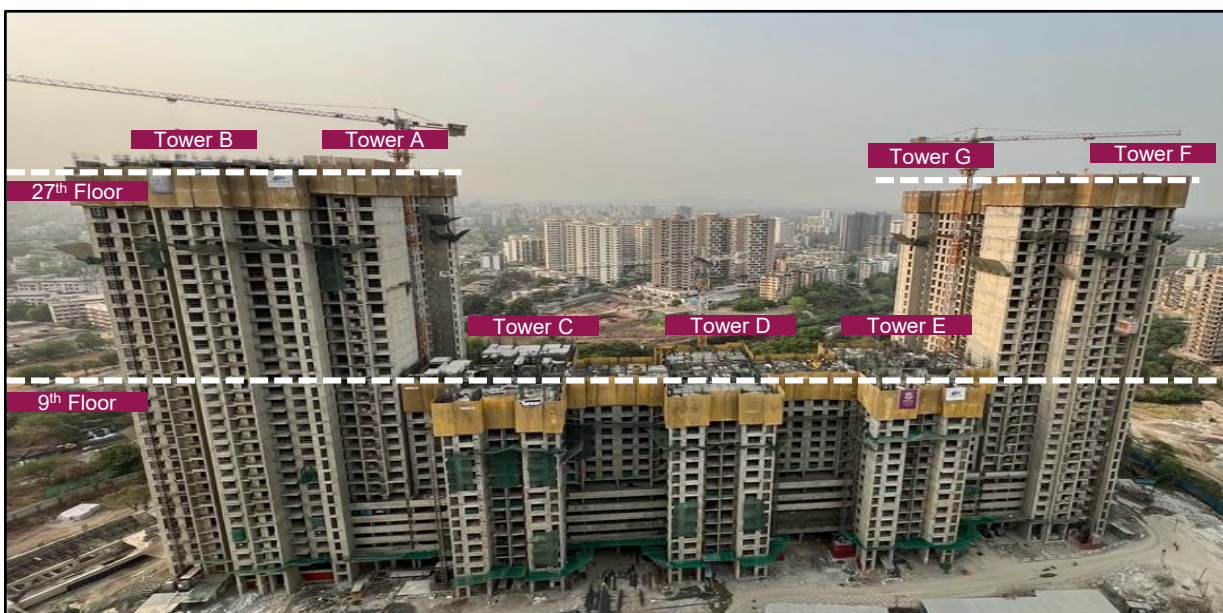


# RESIDENTIAL & COMMERCIAL SALES HIGHLIGHTS

| Particulars                      | UOM        | Q1 FY23 | Q1 FY22 | % chg YoY | Q4 FY22 | % chg QoQ |
|----------------------------------|------------|---------|---------|-----------|---------|-----------|
| <b>Commercial</b>                |            |         |         |           |         |           |
| Leasing Income                   | Rs. Cr.    | 29      | 31      | (7.3)%    | 30      | (2.8)%    |
| Average Rent Realisation (BA&BC) | Rs./sq.ft. | 146     | 156     | (6.5)%    | 149     | (2.0)%    |
| <b>Residential</b>               |            |         |         |           |         |           |
| Booking Value                    | Rs. Cr.    | 434     | 45      | 860.3%    | 1,324   | (67.2)%   |
| Collection                       | Rs. Cr.    | 135     | 48      | 178.8%    | 158     | (14.9)%   |



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



|                          |  |
|--------------------------|--|
| <b>Location</b>          | Shahad, Kalyan   |
| <b>Area</b>              | 22 acres   |
| <b>Saleable Area</b>     | 13.2 lakh sq. ft.<br>Phase 1 and 2 – 9.9 lakh sq. ft. launched |
| <b>Revenue Potential</b> | Rs. 1,134 Crs  |
| <b>Product Type</b>      | Residential – 1 BHK, 2 BHK, 3 BHK & 4 BHK                      |
| <b>Cumulative Sales</b>  | Achieved Booking Value of Rs. 538 Crs                          |
| <b>Construction</b>      | Super structure and Finishing under progress                   |



# BIRLA ALOKYA, BENGALURU (Outright) - PROJECT UPDATE (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. 394 Crs                                  |
| <b>Product Type</b>      | Residential – 3-Bed and 4-Bed Villaments     |
| <b>Cumulative Sales</b>  | Achieved Booking Value of Rs. 317 Crs        |
| <b>Construction</b>      | Super structure and Finishing under progress |

# BIRLA NAVYA, GURUGRAM (JV) – PROJECT UPDATE

Real Estate



Pulp & Paper



Textiles



Financials



|                          |   |
|--------------------------|---|
| <b>Location</b>          | Sector 63 A, Gurugram, NCR                                |
| <b>Area</b>              | 47 acres  |
| <b>Saleable Area*</b>    | Total 17.8 lakh sq. ft. (Floors Project)                  |
| <b>Revenue Potential</b> | Rs. 2,258 Crs   |
| <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. 624 Crs                     |
| <b>Construction</b>      | Sample flat completed. Super structure under construction |

# BIRLA NIYAARA, MUMBAI – PROJECT UPDATE (LAUNCHED – Q4 FY22)



|                          |   |
|--------------------------|---|
| <b>Location</b>          | Worli, Mumbai   |
| <b>Area</b>              | 14.2 acres  |
| <b>Saleable Area*</b>    | 24 lakh sq. ft.(Residential Phase – I)                          |
| <b>Revenue Potential</b> | Rs. 10,000 + Crs : Three Towers<br>(Tower A: ~Rs 3,300 Crs)     |
| <b>Product Type</b>      | Residential – 2 BHK, 3 BHK, 4 BHK, Large Apartments, Penthouse  |
| <b>Launch Year</b>       | February 2022   |
| <b>Cumulative Sales</b>  | Achieved Booking Value of Rs. 1,594 Crs                         |
| <b>Construction</b>      | Excavation work is completed, and shore piling work in progress |

# BIRLA TISYA, BENGALURU (JV) – PROJECT UPDATE

Real Estate



Pulp & Paper



Textiles



Financials



|                          |                                       |
|--------------------------|---------------------------------------|
| <b>Location</b>          | Magadi Road, Bengaluru                |
| <b>Area</b>              | 4.8 acres                             |
| <b>Saleable Area*</b>    | 6.5 lakh sq. ft.                      |
| <b>Revenue Potential</b> | Rs. 633 Crs                           |
| <b>Product Type</b>      | Residential – 2 BHK, 3 BHK & 4 BHK    |
| <b>Launch Year</b>       | December 2021                         |
| <b>Cumulative Sales</b>  | Achieved Booking Value of Rs. 358 Crs |
| <b>Construction</b>      | Excavation completed                  |

# ENVIRONMENT SOCIAL GOVERNANCE (ESG) – REAL ESTATE



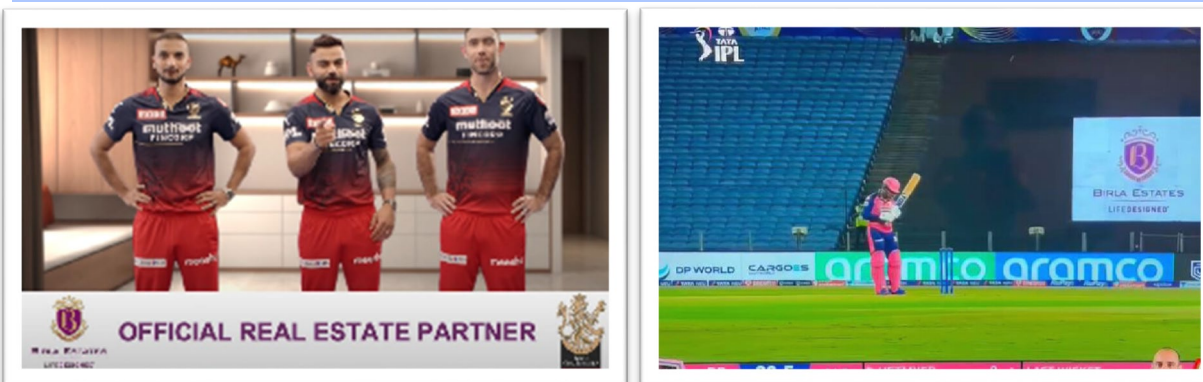
## ENVIRONMENT

- ESG Roadmap for Birla Estates – Integrated Report documentation in progress
- BREEAM precertification for Worli Project – Technical prerequisite documentation is in progress
- GRESB Real Estate ESG Assessment – Submission completed. Results to be declared in Q3 FY 23
- Residential Project Certifications:
  - Birla Vanya : IGBC Gold Precertification
  - Birla Alokya : IGBC Gold Precertification
  - Birla Navya\* : IGBC Gold Precertification
  - Birla Tisya : IGBC Platinum Precertification
  - Birla Niyaara : USGBC Platinum Precertification



## SOCIAL

### Predict and Win – a customer engagement event with IPL theme



### Lose2Win – an initiative to improve employee fitness



Note: \*the certification is for Phase 1



# Pulp & Paper

Flag bearer in Paper Industry

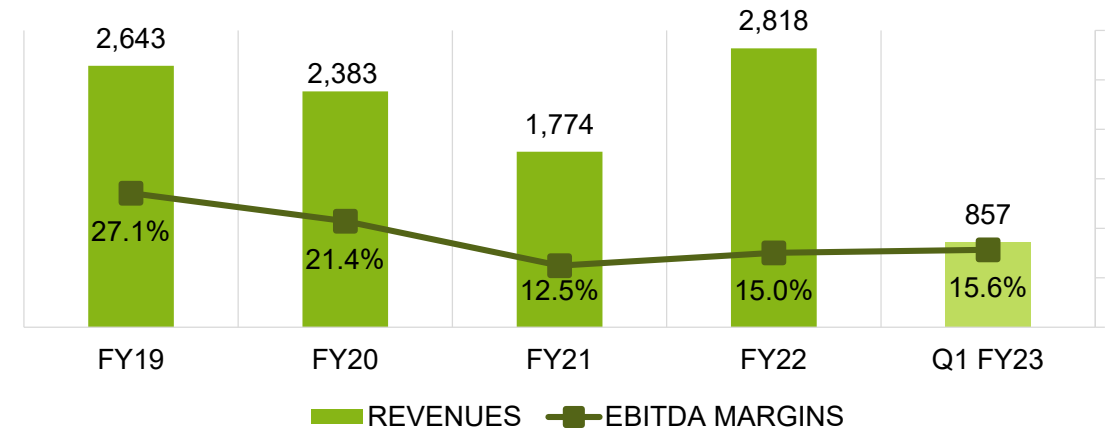
# PULP & PAPER - EXECUTIVE SUMMARY

- 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.

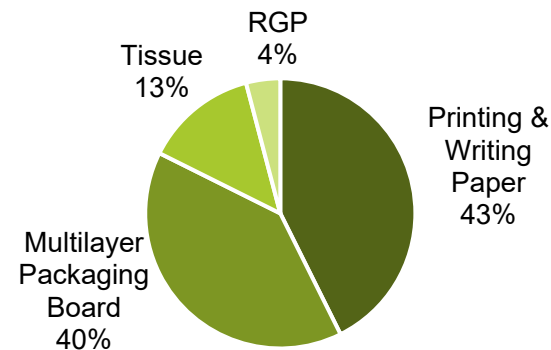
## PRODUCT PORTFOLIO

- **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 & 2021, 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 200 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.

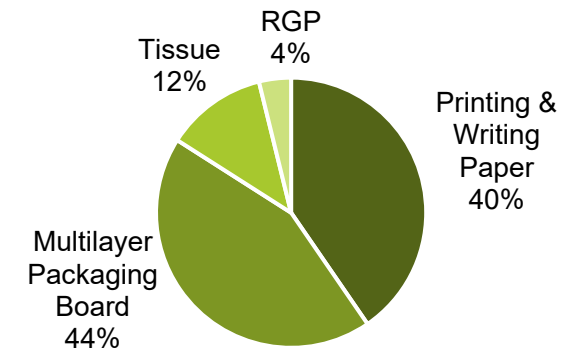
TURNOVER (RS. IN CRORES) & EBITDA MARGINS (%)



REVENUE MIX – Q1 FY23



REVENUE MIX – FY22



# 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 94% 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



# Q1 FY23 KEY OPERATIONAL HIGHLIGHTS – PULP & PAPER

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Real Estate



Pulp & Paper



Textiles



Financials



- Q1 FY23 saw major impact on operation costs with sharp increase in input material prices such as coal and imported pulp.
- Multiple price increases were taken across product categories to balance increased input costs due to which our average realisations improved by 15.4% vs Q4 FY22.
- Writing & printing segment picked up in June due to government tenders and opening of schools, colleges, educational institutions, etc.
- Cup stock grade has shown positive trend in demand and market size due to proposed ban on single use plastic.
- Export demand accounted to major part of Tissue volumes with Spain being added to traditional export market.
- New tissue plant (TM-7) is still under stabilization, discussions are going on with OEM to take 3rd and final performance trail.
- Demand for Boards was good but started softening in June mainly due to slowdown in Pharma and FMCG sectors.

# MARKET OUTLOOK – PULP & PAPER



- Starting Jul 1, 2022, Single-use plastic ban has been imposed. It presents a good opportunity for paper segment.
- For Writing & Printing paper (WPP), market is expected to perform better. However, cost pressures in domestic market are expected due to imports from China and price reduction in B-grade mills.
- For Board and Tissue segment, demand is expected to increase by end of Q2 FY23. However, export orders may be impacted due to competitive pricing from China and Indonesia.
- Considering present domestic and global economic scenario, short to medium term outlook for Indian Paper Industry appears to be mildly optimistic.

**Positive Outlook due to good demand and higher NSRs in Paper and Tissue Segment**

# Q1 FY23 PRODUCTION & SALES

Real Estate



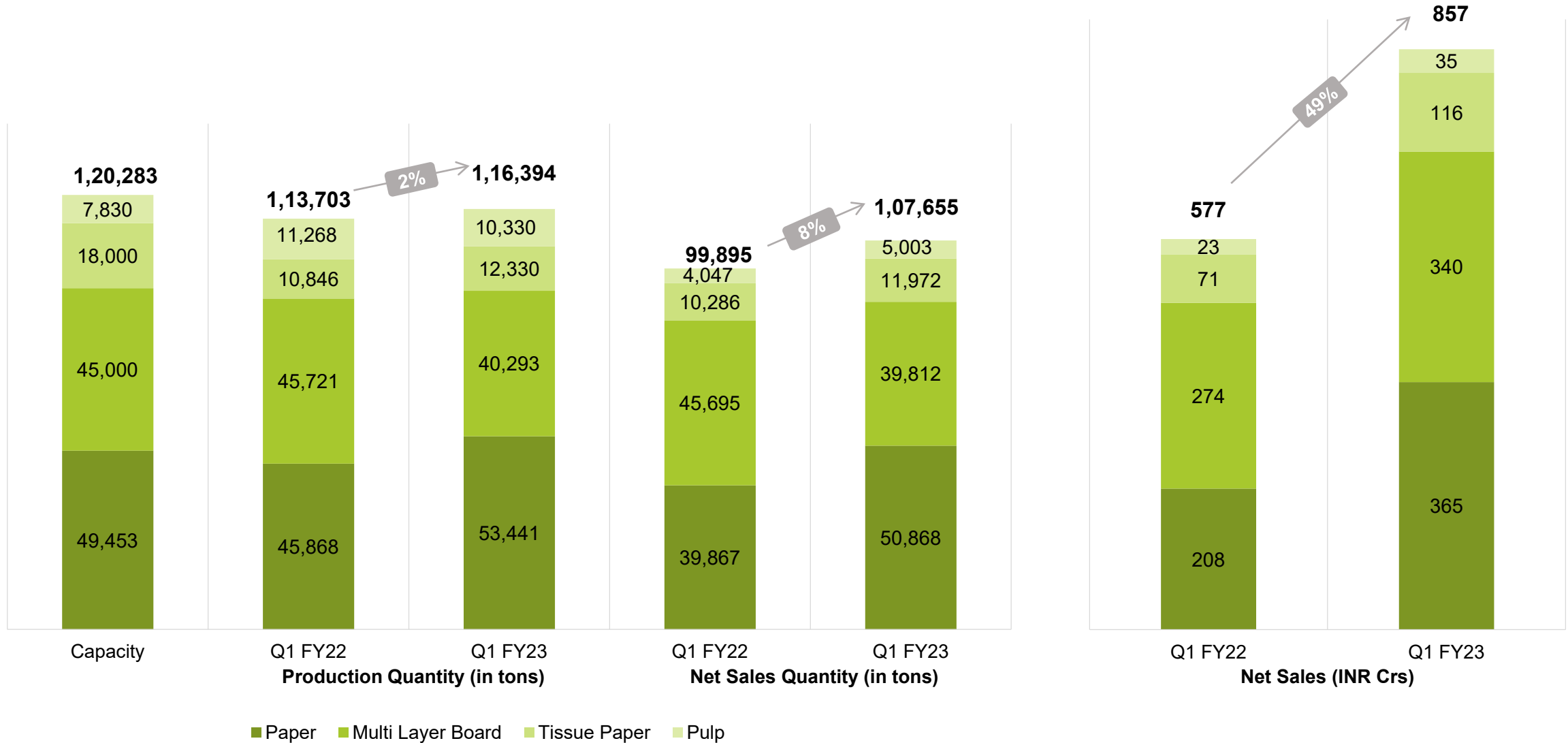
Pulp & Paper



Textiles

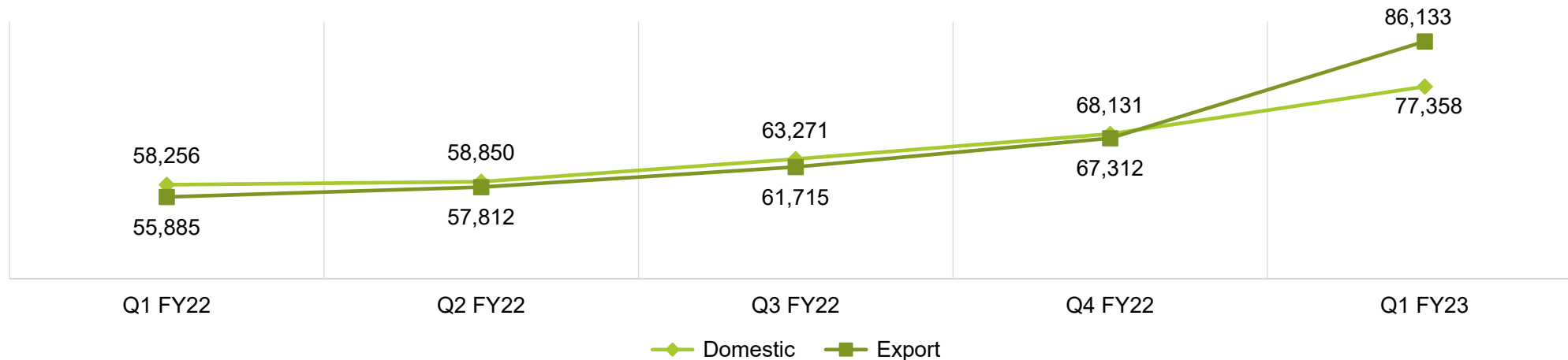


Financials



The Capacity Utilisation for Q1 FY23 was 97% as compared to 102% in Q1 FY22

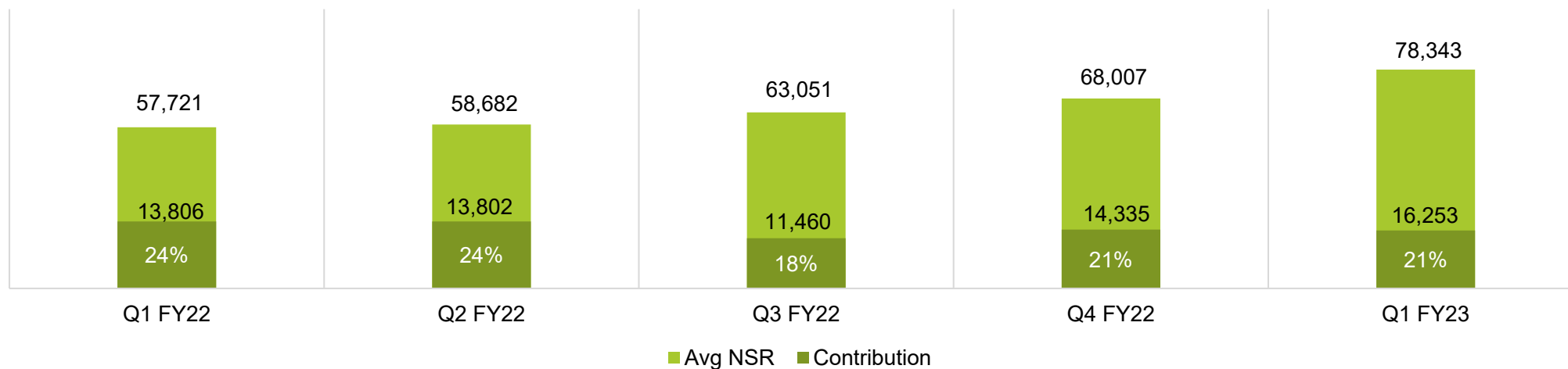
### NSR MOVEMENT (INR/TONS)



| YoY | QoQ |
|-----|-----|
| 33% | 14% |

| YoY | QoQ |
|-----|-----|
| 54% | 28% |

### NSR AND OVERALL CONTRIBUTION



## ENVIRONMENT



## SOCIAL



- ▶ Collection of fallen pine tree leaves (Perul), which may cause wildfire during summer, to be used as fuel in our Boilers. 54MT Perul received and processed during Q1 FY23. Also created employment (2500 Beneficiaries)
- ▶ Built 12 Nos. Catchment area (Capacity – 2.3 Cr. Ltrs) at Haldwani. Initiative will recharge groundwater reserves as well as serve as source of water for wildlife

- ▶ Reconstruction of houses (6 Nos.) damaged in flood of Oct'21 for Flood affected families at Bindukhatta, Lalkua
- ▶ Installation of India mark hand pumps (4 Nos.) at Bindukhatta to provide safe drinking water to nearby residents.( Beneficiaries – About 150 Nos.)
- ▶ Renovation of Government Primary School at Bindukhatta including repair of building and boundary wall painting.



# Textiles

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



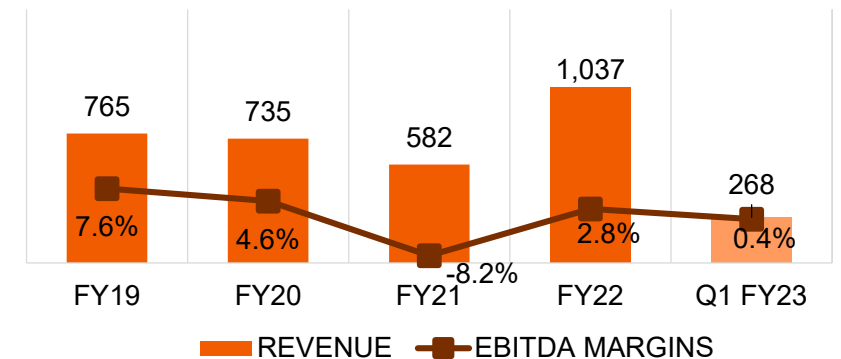
# EXECUTIVE SUMMARY – CENTURY TEXTILES

- 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.

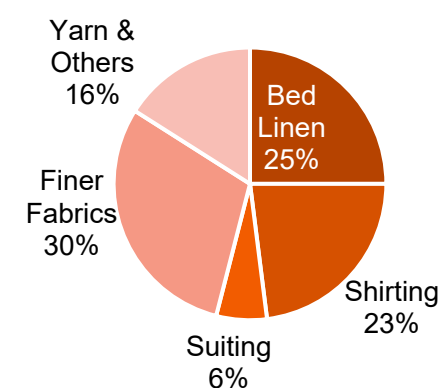
## PRODUCT PORTFOLIO

- **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.

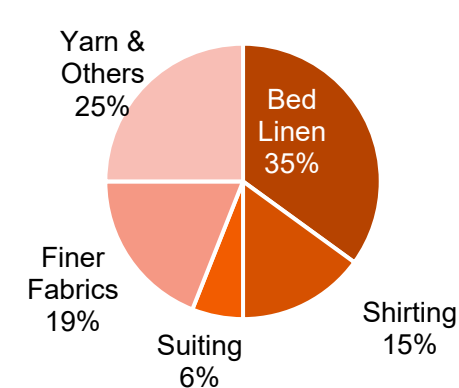
TURNOVER (RS. IN CRORES) & EBITDA MARGINS (%)



REVENUE MIX – Q1 FY23



REVENUE MIX – FY22





# STEP TOWARDS MORE FOCUS ON GROWING BUSINESS

31

Real Estate

Pulp & Paper

Textiles

Financials



## 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
- Opened 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





# Q1 FY23 KEY OPERATIONAL HIGHLIGHTS– TEXTILES

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Real Estate



Pulp & Paper



Textiles



Financials



- On year-on-year basis the business performance was much better in this quarter with increased production, sales and sales turnover. Increased input costs kept margins low.
- In apparel fabrics although overall demand was good in domestic and international market the elevated input costs, especially cotton and fuel, affected margins.
- Bedlinens experienced good response to the newly launched product range in retail segment - brand "Hill & Glade" although demand in our main market USA was low.
- Scored 90.2% in recent Higg Index audit for Facility Environment Module 2021.



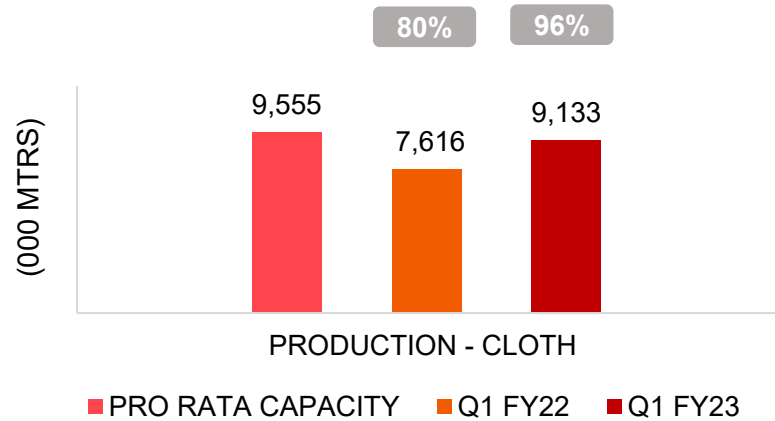
- High market uncertainty envisaged on account of high inflation, on-going war scenario and fluctuations in commodity prices. Expected to stabilize in H2 FY23.
- Grim home textile industry outlook due to drop in US demand. Apparel fabric in domestic market showing signs of revival.
- Slow down in Global economy (Growth rate revised to 3.6% for FY23 from 6.1%) driven by falling retail sales and lower consumer confidence, is expected to put pressure on margins.

**Cost-effective innovative development to drive sales**

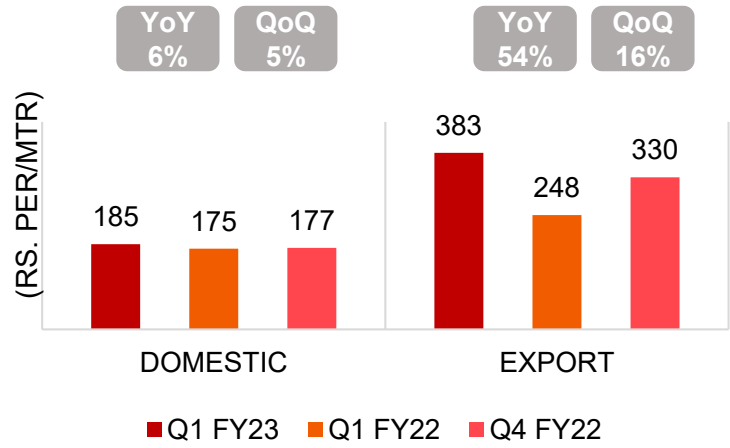


# MACROS – Q1 FY23

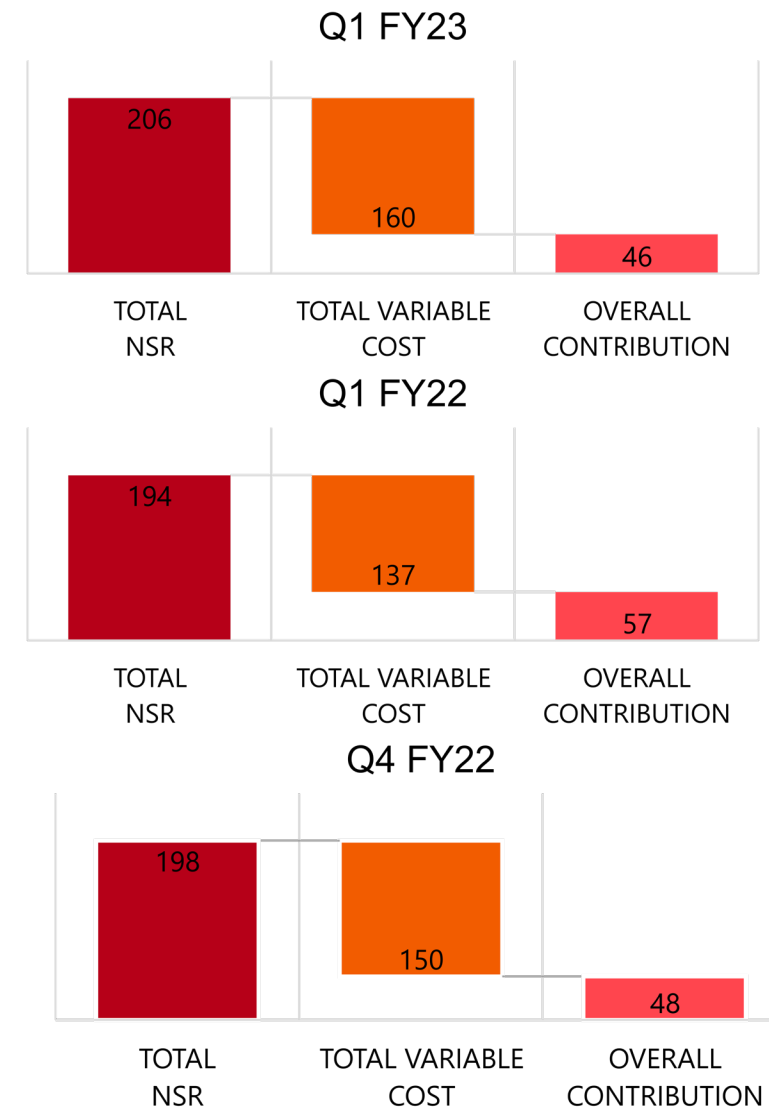
## CLOTH – CAPACITY UTILISATION



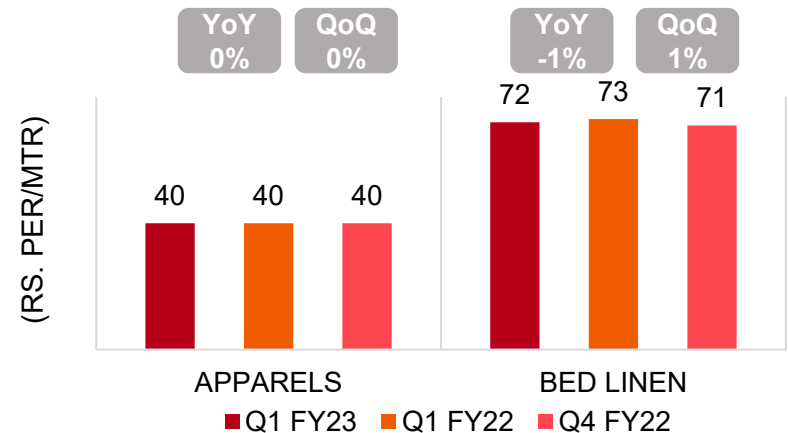
## NET SALES REALISATIONS



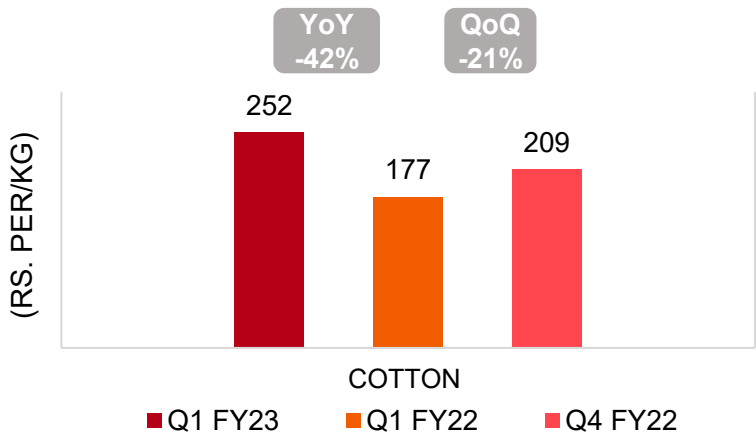
## OVERALL CONTRIBUTION (RS. PER/MTR)



## FABRIC CONTRIBUTION



## INPUT PRICE – COTTON

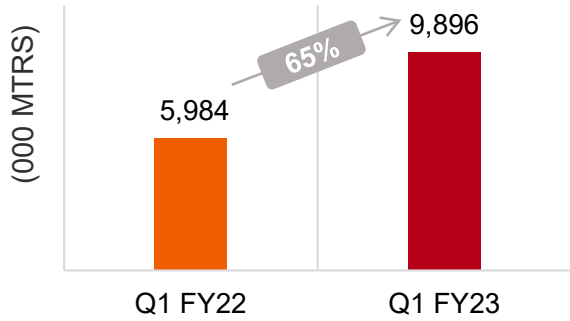




# SALES – Q1 FY23

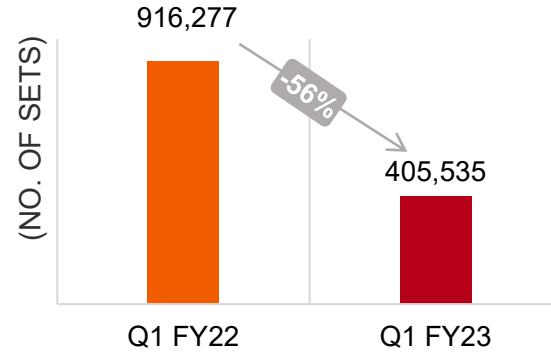
## CLOTH

NET SALES QUANTITY



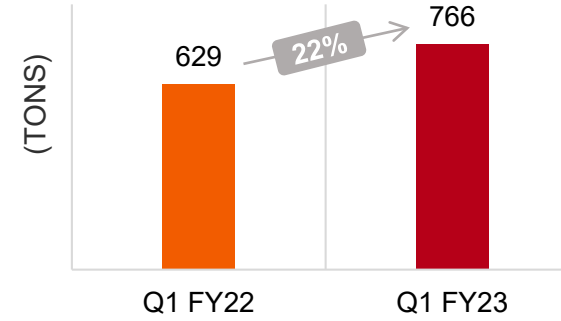
## BED SHEETS

NET SALES QUANTITY



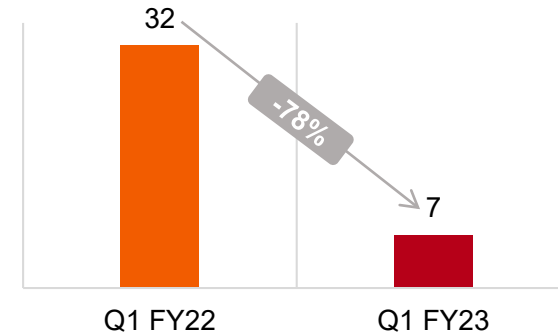
## YARN

NET SALES QUANTITY

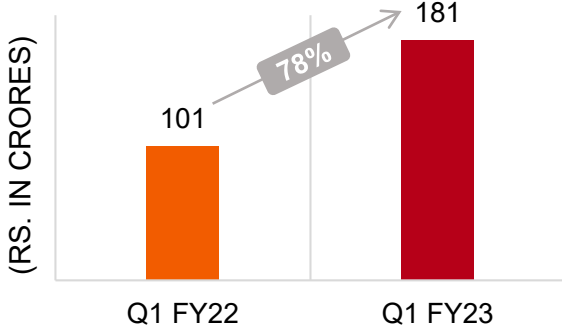


## OTHERS

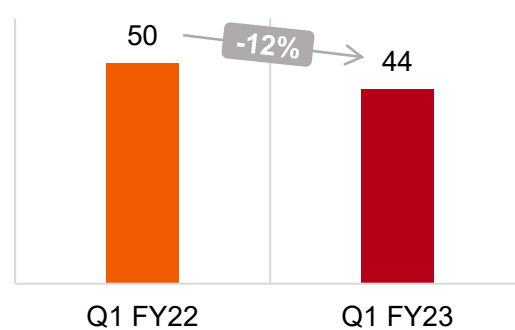
NET SALES



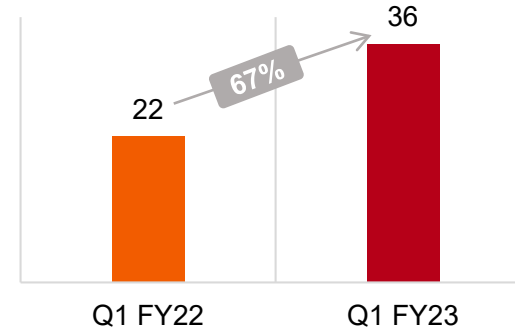
NET SALES



NET SALES



NET SALES

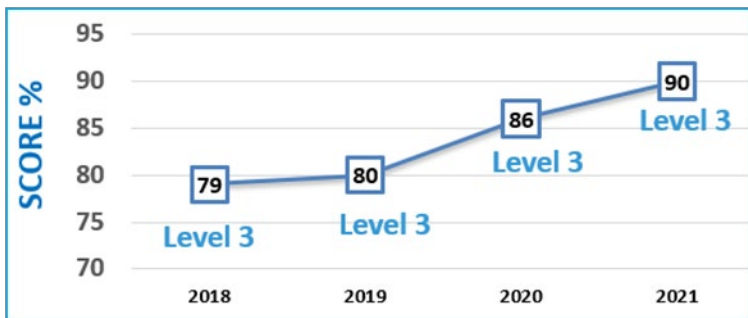




# ENVIRONMENT SOCIAL GOVERNANCE (ESG) – TEXTILES



## ENVIRONMENT



We have successfully completed Higg-FEM-21.

- Facility Environmental Module of Higg , i.e. successfully completed with a score of 90%.It is the highest score in our journey of Higg Index implementation.
- The Higg Index delivers a holistic overview that empowers businesses to make meaningful improvements that protect the well-being of factory workers, local communities, and the environment.

## SOCIAL



- Women Health and Hygiene Camp was organized in Fulwadi and Talodra Villages in proximity of Birla Century.
- Key objective of this initiative is to spread the awareness about Women Health & Hygiene among Tribal Women in nearby villages.
- Sanitary Napkins were distributed to 1400 Women of these villages

## GOVERNANCE



- We have received our new certification , FT-USA towards social responsibility.
- Fairtrade certification will serve specially Home Textile business segment related to US-Market like Macy's ,Williams Sonoma
- Fair Trade USA™ is building an innovative model of responsible business, conscious consumerism, and shared value to eliminate poverty and enable sustainable development for farmers, workers, their families, and communities around the world.



# Financial Summary

Excellent financial performance during the quarter as compared to Q1 FY22

# QUARTERLY FINANCIAL PERFORMANCE

(RS. IN CRORES)

| Particulars                       | Q1 FY 22   | Q4 FY 22     | Q1 FY 23     | Variance Q on Q |             | Variance Y on Y |             |
|-----------------------------------|------------|--------------|--------------|-----------------|-------------|-----------------|-------------|
|                                   |            |              |              | Amount          | %           | Amount          | %           |
| <b>Continuing Operations</b>      |            |              |              |                 |             |                 |             |
| <b>Sales</b>                      |            |              |              |                 |             |                 |             |
| Textiles                          | 205        | 308          | 268          | -40             | -13%        | 63              | 31%         |
| Pulp & Paper                      | 577        | 824          | 857          | 33              | 4%          | 280             | 49%         |
| Real Estate                       | 34         | 36           | 33           | -3              | -7%         | -1              | -3%         |
| Others                            | 16         | 20           | 14           | -6              | -30%        | -2              | -13%        |
| <b>Total Sales</b>                | <b>832</b> | <b>1,188</b> | <b>1,172</b> | <b>-16</b>      | <b>-1%</b>  | <b>340</b>      | <b>41%</b>  |
| <b>EBITDA</b>                     |            |              |              |                 |             |                 |             |
| Textiles                          | 2          | 11           | 1            | -10             | -91%        | -1              | -50%        |
| Pulp & Paper                      | 96         | 123          | 134          | 11              | 9%          | 38              | 40%         |
| Real Estate                       | 6          | -17          | -3           | 14              | 82%         | -9              | -150%       |
| Others                            | 13         | 16           | 11           | -5              | -31%        | -2              | -15%        |
| <b>Total EBITDA</b>               | <b>117</b> | <b>133</b>   | <b>143</b>   | <b>10</b>       | <b>8%</b>   | <b>26</b>       | <b>22%</b>  |
| Less : Finance Cost               | 13         | 15           | 11           | 4               | 27%         | 2               | 15%         |
| <b>PBDT</b>                       | <b>104</b> | <b>118</b>   | <b>132</b>   | <b>14</b>       | <b>12%</b>  | <b>28</b>       | <b>27%</b>  |
| Less : Depreciation               | 57         | 57           | 56           | 1               | 2%          | 1               | 2%          |
| <b>PBT</b>                        | <b>47</b>  | <b>61</b>    | <b>76</b>    | <b>15</b>       | <b>25%</b>  | <b>29</b>       | <b>62%</b>  |
| Tax                               | 22         | -23          | 31           | -54             | -           | -9              | -41%        |
| <b>Net Profit after Tax</b>       | <b>25</b>  | <b>84</b>    | <b>45</b>    | <b>-39</b>      | <b>-46%</b> | <b>20</b>       | <b>80%</b>  |
| <b>Discontinuing Operations</b>   |            |              |              |                 |             |                 |             |
| <b>Profit after Tax</b>           | <b>-4</b>  | <b>-</b>     | <b>-</b>     |                 |             |                 |             |
| <b>Total Net Profit after Tax</b> | <b>21</b>  | <b>84</b>    | <b>45</b>    | <b>-39</b>      | <b>-46%</b> | <b>24</b>       | <b>114%</b> |

# HISTORICAL CONSOLIDATED FINANCIAL PERFORMANCE

(RS. IN CRORES)

| Particulars                          | FY19         | FY20         | FY21         | FY22         | Q1 FY23      |
|--------------------------------------|--------------|--------------|--------------|--------------|--------------|
| <b>Continuing Operations</b>         |              |              |              |              |              |
| <b>Sales</b>                         |              |              |              |              |              |
| Textiles                             | 765          | 735          | 582          | 1,037        | 268          |
| Pulp & Paper                         | 2,643        | 2,383        | 1,774        | 2,818        | 857          |
| Real Estate                          | 159          | 146          | 142          | 139          | 33           |
| Others                               | 66           | 67           | 69           | 74           | 14           |
| <b>Total Sales</b>                   | <b>3,633</b> | <b>3,331</b> | <b>2,567</b> | <b>4,068</b> | <b>1,172</b> |
| <b>EBITDA</b>                        |              |              |              |              |              |
| Textiles                             | 58           | 34           | -48          | 29           | 1            |
| Pulp & Paper                         | 716          | 511          | 221          | 424          | 134          |
| Real Estate                          | 232          | 4            | 31           | -22          | -3           |
| Others                               | 55           | 51           | 48           | 56           | 11           |
| Interest income of income tax refund | -            | -            | 33           | -            | -            |
| <b>Total EBITDA</b>                  | <b>1,061</b> | <b>600</b>   | <b>285</b>   | <b>487</b>   | <b>143</b>   |
| Less : Finance Cost                  | 102          | 87           | 71           | 52           | 11           |
| <b>PBDT</b>                          | <b>959</b>   | <b>513</b>   | <b>214</b>   | <b>434</b>   | <b>132</b>   |
| Less : Depreciation                  | 193          | 229          | 230          | 231          | 56           |
| <b>PBT</b>                           | <b>766</b>   | <b>284</b>   | <b>-16</b>   | <b>204</b>   | <b>76</b>    |
| <b>Tax</b>                           | <b>266</b>   | <b>-94</b>   | <b>-1</b>    | <b>50</b>    | <b>31</b>    |
| <b>Net Profit after Tax</b>          | <b>500</b>   | <b>378</b>   | <b>-15</b>   | <b>154</b>   | <b>45</b>    |
| <b>Discontinuing Operations</b>      |              |              |              |              |              |
| <b>Profit after Tax</b>              | <b>-30</b>   | <b>-17</b>   | <b>-19</b>   | <b>8</b>     | <b>-</b>     |
| <b>Total Net Profit after Tax</b>    | <b>470</b>   | <b>361</b>   | <b>-34</b>   | <b>162</b>   | <b>45</b>    |



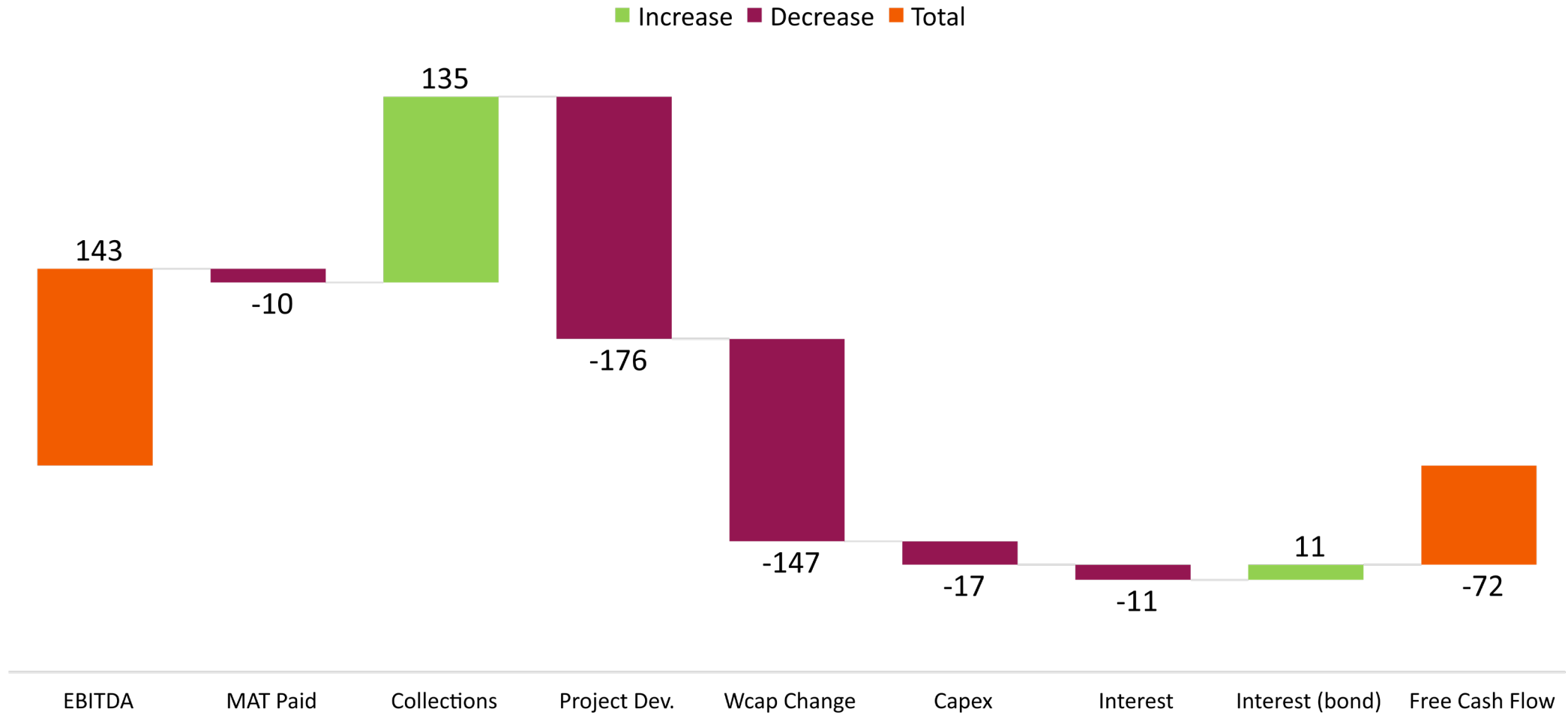
## CASH FLOW – Q1 FY23

(RS. IN CRORES)

|           | Particulars                                   | Textile | Rayon | Pulp & Paper | Birla Estates | H.O. | Grand Total |
|-----------|---|---------|-------|--------------|---------------|------|-------------|
|           | <b>EBITDA</b>                                 | 1       | 11    | 134          | (3)           | -    | 143         |
|           | MAT Paid                                      | -       | -     | -            | -             | (10) | (10)        |
|           | Collections - Real Estate                     | -       | -     | -            | 135           | -    | 135         |
|           | Project Development Cost - Real Estate        | -       | -     | -            | (176)         | -    | (176)       |
|           | Net Change in Working Capital                 | (25)    | (10)  | (129)        | 17            | -    | (147)       |
| <b>A)</b> | <b>Operating Cash Flow</b>                    | (24)    | 1     | 5            | (28)          | (10) | (55)        |
|           | Capital Expenditure                           | (1)     | -     | (15)         | (1)           | -    | (17)        |
| <b>B)</b> | <b>Investing Cash Flow</b>                    | (1)     | -     | (15)         | (1)           | -    | (17)        |
|           | Interest                                      | (4)     | -     | (3)          | (5)           | 1    | (11)        |
|           | Interest accrued on bond                      | -       | -     | -            | -             | 11   | 11          |
| <b>C)</b> | <b>Financing Cash Flow</b>                    | (4)     | -     | (3)          | (5)           | 12   | -           |
| <b>D)</b> | <b>Free Cash Flow (A+B+C)</b>                 | (29)    | 1     | (13)         | (34)          | 2    | (72)        |
|           | <u>Sources of Fund Required</u>               |         |       |              |               |      |             |
|           | Loan Taken / (Repaid)                         |         |       |              |               |      | (7)         |
|           | Bank Balance & Investment Reduced /(Increase) |         |       |              |               |      | 79          |
|           | <b>Net</b>                                    |         |       |              |               |      | 72          |

## CASH FLOW : Q1 FY23

(INR CRORES)



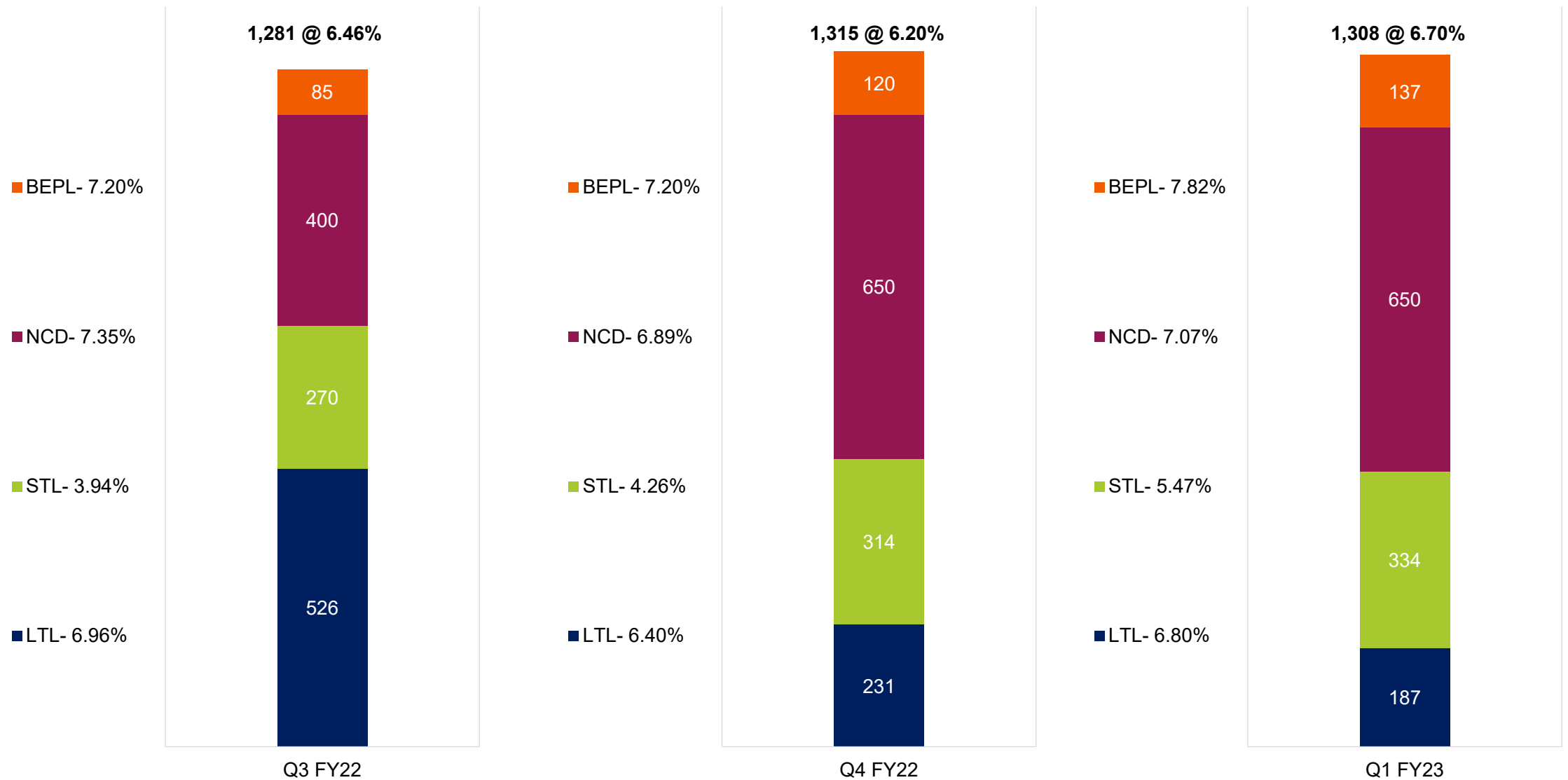
## STATEMENT OF OUTSTANDING LOAN

(RS. IN CRORES)

| Particulars  | O/s as on<br>31-12-2021 | O/s as on<br>31-03-2022 | O/s as on<br>30-06-2022 |
|--|-------------------------|-------------------------|-------------------------|
| <b>Long Term Loans</b>                               | <b>526</b>              | <b>231</b>              | <b>187</b>              |
| <i>Average Rate of Interest</i>                      | 6.96%                   | 6.40%                   | 6.80%                   |
| <b>Short Term and Working Capital Loans</b>          | <b>270</b>              | <b>313</b>              | <b>334</b>              |
| <i>Average Rate of Interest</i>                      | 3.94%                   | 4.25%                   | 5.47%                   |
| <b>NCD</b>   | <b>400</b>              | <b>650</b>              | <b>650</b>              |
| <i>Average Rate of Interest</i>                      | 7.35%                   | 6.89%                   | 7.07%                   |
| <b>Total CTIL Loans</b>                              | <b>1,196</b>            | <b>1,194</b>            | <b>1,171</b>            |
| <i>Average Rate of Interest as on date</i>           | 6.41%                   | 6.10%                   | 6.57%                   |
| <b>Standalone Loan Taken by Birla Estate Pvt.Ltd</b> | <b>85</b>               | <b>121</b>              | <b>137</b>              |
|  | 7.20%                   | 7.28%                   | 7.82%                   |
| <b>Total Consolidated Loans</b>                      | <b>1,281</b>            | <b>1,315</b>            | <b>1,308</b>            |
| <i>Average Interest for Quarter</i>                  | 6.46%                   | 6.21%                   | 6.70%                   |

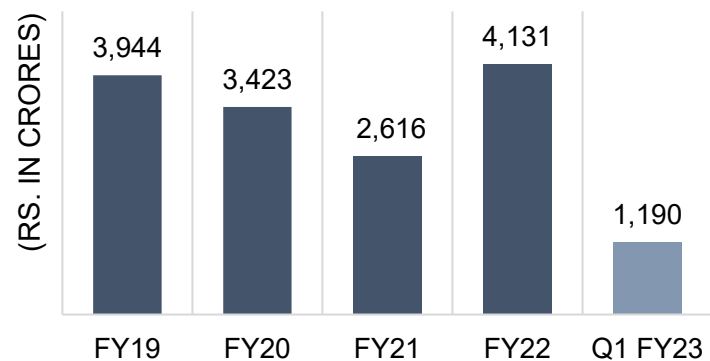
# OUTSTANDING LOAN

(RS. IN CRORES)



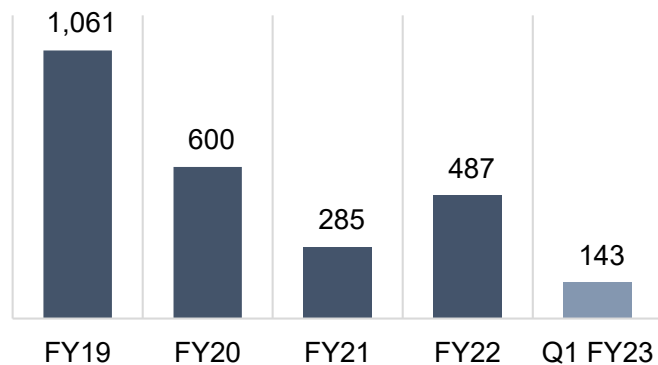
# FINANCIAL PERFORMANCE

## REVENUES\* (RS. IN CRORES)

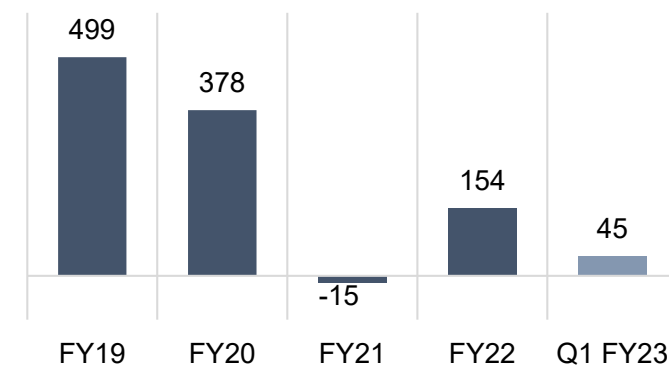


\* Revenue includes Other Operating Income

## EBITDA (RS. IN CRORES)

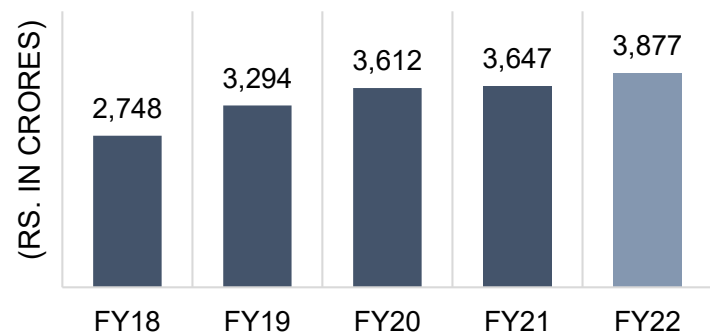


## PAT# (RS. IN CRORES)

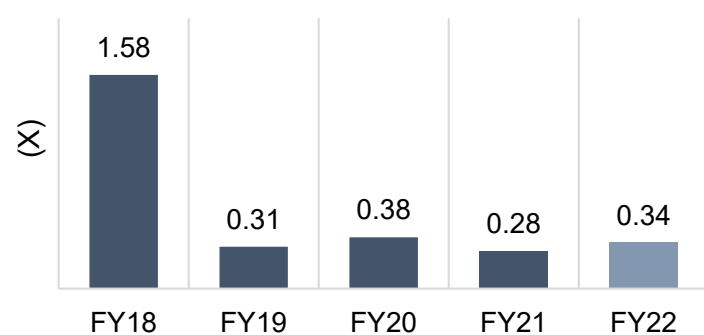


# PAT represents net profit from continuing operations

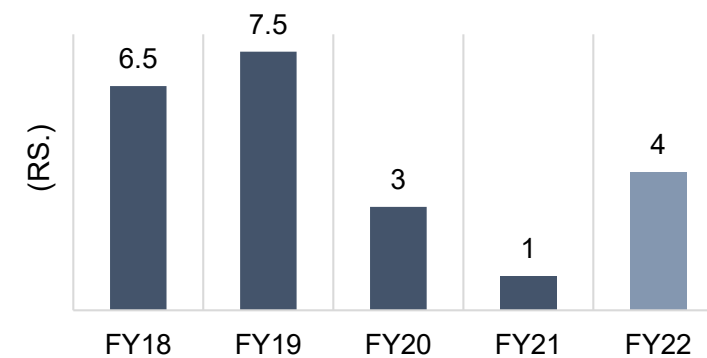
## NET WORTH (RS. IN CRORES)



## NET DEBT TO EQUITY (X)



## DIVIDEND PER SHARE (RS.)



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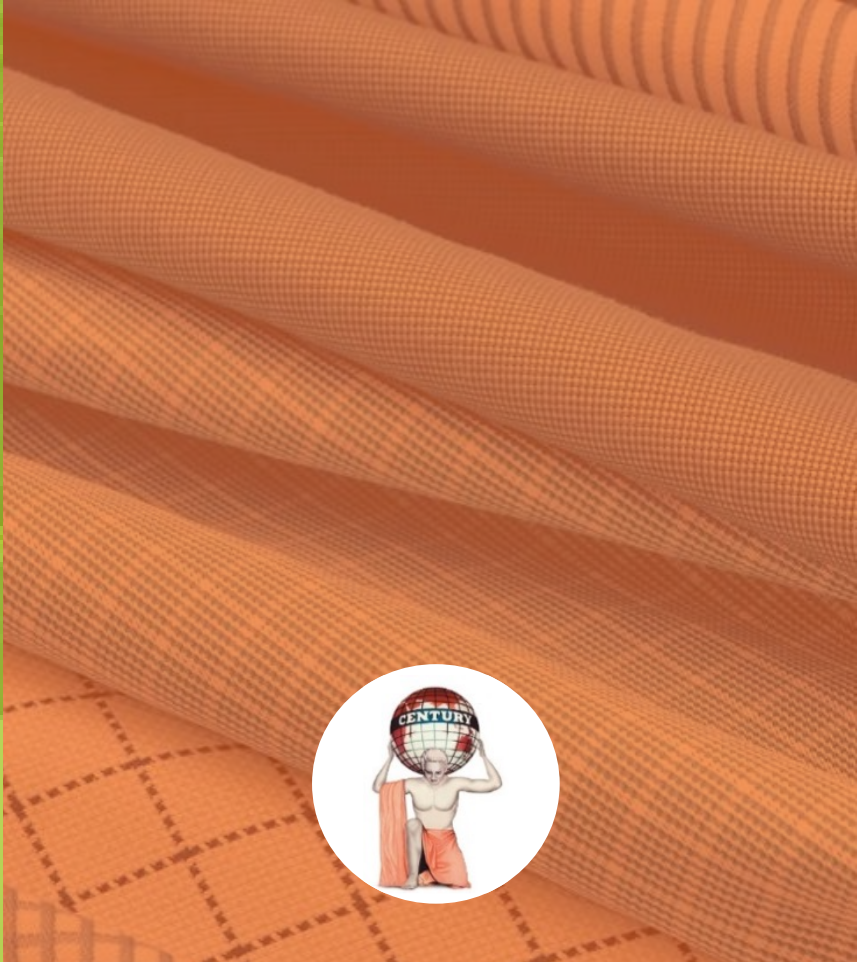
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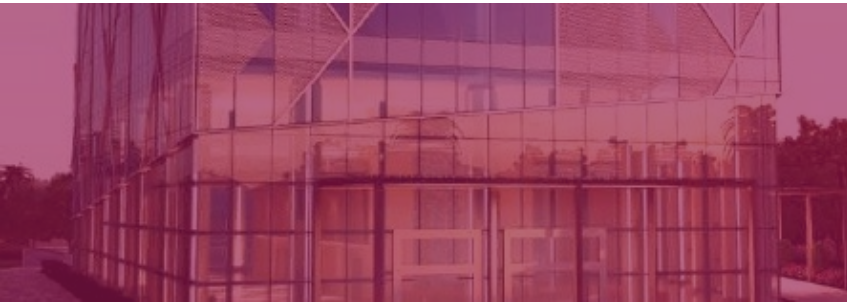
## **For further details, please feel free to contact our Investor Relations Representatives:**



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**Bringing our century old legacy and expertise into all our businesses while focusing on sustainability, customer centricity, technology and innovation to be future ready**



**Thank You**

