



SH/XII/2024

16th July, 2024

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

Listing Department
National Stock Exchange of India Limited
Exchange Plaza, 5th 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')

Please refer our earlier letter dated 10th July, 2024, regarding earnings call to be held today i.e. Tuesday, 16th July, 2024 to discuss Q1-FY25 earnings. In this connection, please find enclosed herewith the Earnings Presentation for Q1-FY25.

This is for your information and record.

Thanking you,

Yours truly
For **CENTURY TEXTILES AND INDUSTRIES LIMITED**

ATUL K. KEDIA
Sr. Vice President (Legal) & Company Secretary
Encl: as above





Century Textiles and Industries Limited

TABLE OF CONTENTS



Overview



Real Estate



Pulp & Paper



Financials



ADITYA BIRLA GROUP AT A GLANCE



USD 66 billion
Revenues
Conglomerate

180K+
Employees

40+
Countries

100+
Nationalities

300 million+
Loyal Customer Base

400K+
Dealers & Partners

60+
Mergers &
Acquisitions (M&A)
and JVs Undertaken

130+
State-of-the-Art
Global Manufacturing
Facilities

USD 70 billion
Capital Invested by the
Group across Businesses
over the last 15-Years

<1x
Net Debt to EBITDA Excl.
financial services &
Telecom

CENTURY TEXTILES & INDUSTRIES LTD. SNAPSHOT



125-year-old rich legacy built under the leadership of Mr. B. K. Birla

Home of the real estate arm of Aditya Birla Group with a valuable portfolio of land parcels across premium locations

One of the most trusted brands in the country

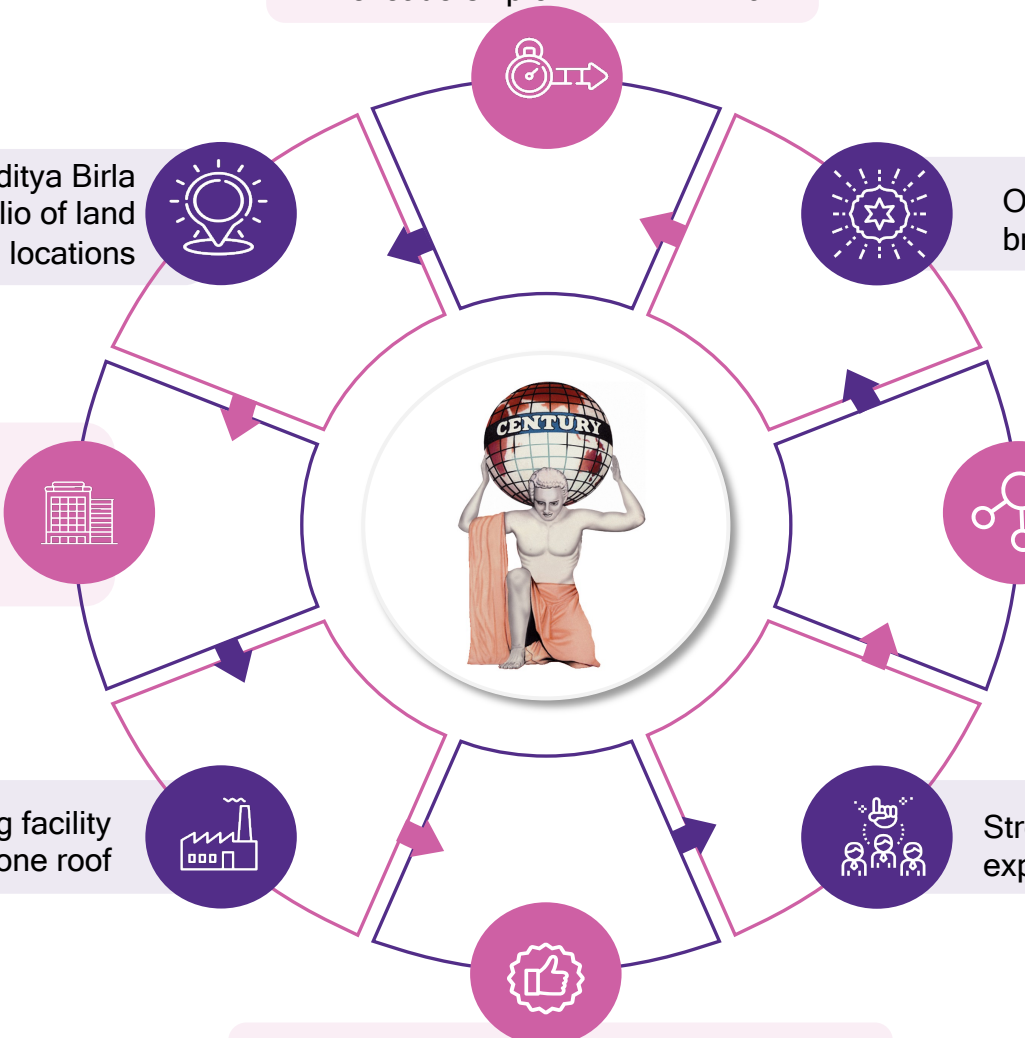
Robust project pipeline of owned and joint development land parcels under the Real Estate division with an initial focus on 4 major cities

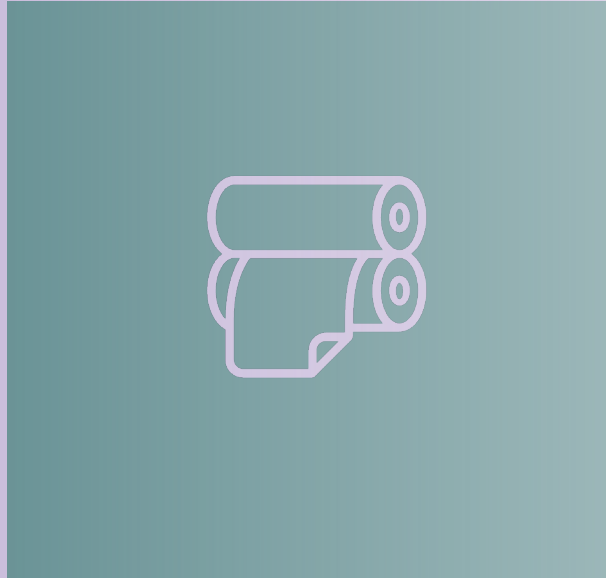
Diversified conglomerate with presence in Real Estate and Paper

Largest manufacturing facility for pulp & paper under one roof

Strong management team with experienced industry professionals

Unwavering focus on quality, innovation and sustainability across all business verticals



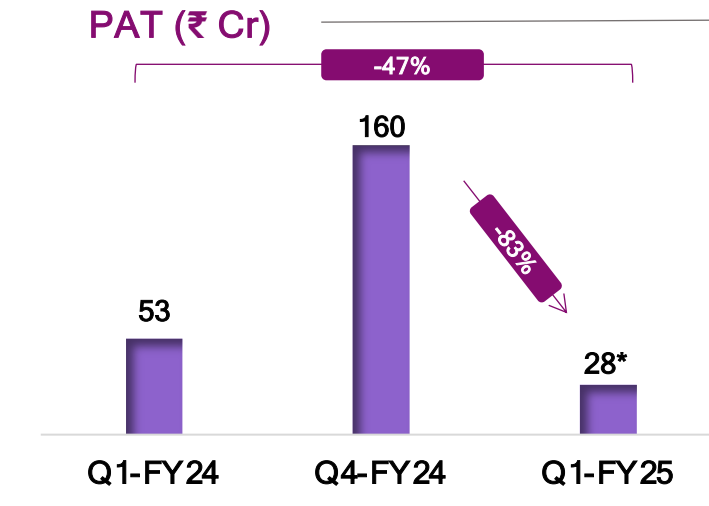
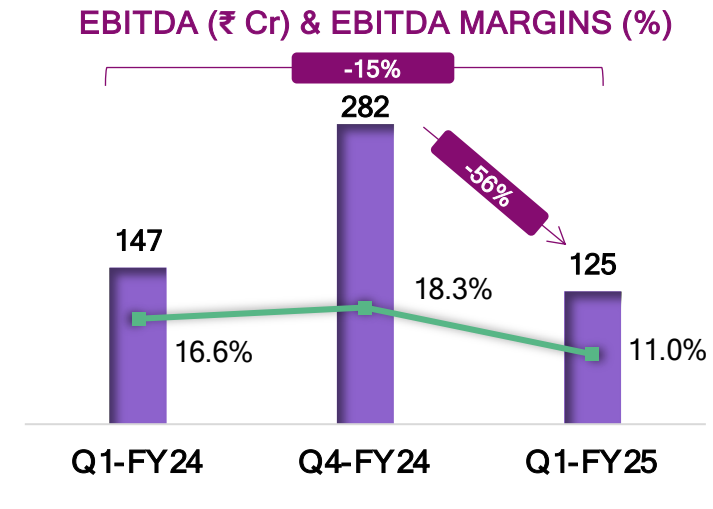
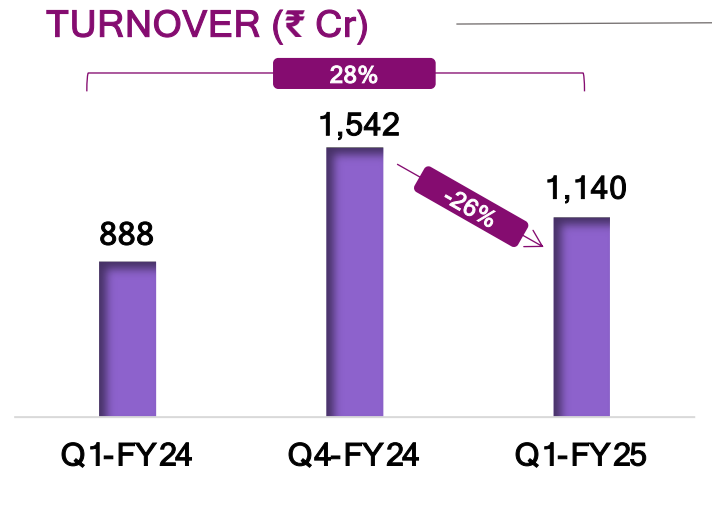


- ▶ Tepid overall business performance plagued by rising input costs and global supply chain crises despite Turnover increasing 28% YoY.
- ▶ Real Estate business performed well with booking value increasing by 27% YoY to Rs. 262 Crs and Collections increasing by 32% YoY to Rs. 488 Crs.
- ▶ Strategically expanding Real Estate portfolio, acquired two land parcels at Gurugram and Pune with Gross Development Potential of about Rs. 5300 Cr. and Rs. 2500 Cr. respectively.

With global and domestic optimism reflected through sustained demand and strong public investment our businesses are expected to perform well.

Q1 FY25: FINANCIAL HIGHLIGHTS

For Continuing Operations



* PAT does not include Net Losses from discontinued operations of Rs. 11 Crs. in Q1 FY25

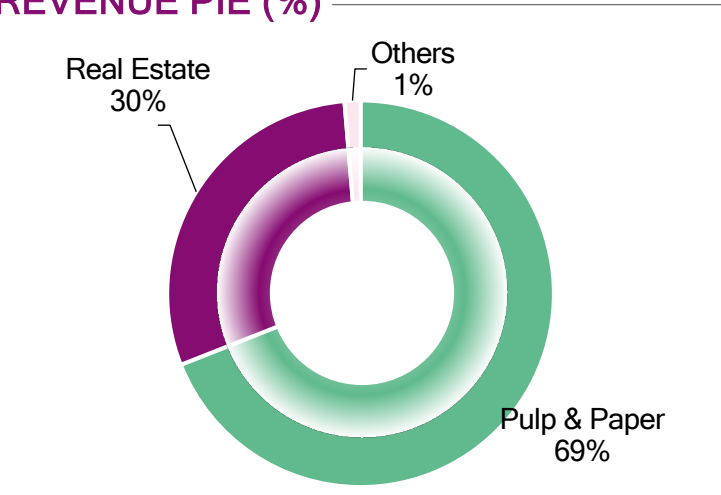
Total Net Debt Outstanding is ~Rs. 2,906 Cr as on 30th June 2024

Q1 FY25: BUSINESS SEGMENT CONTRIBUTION

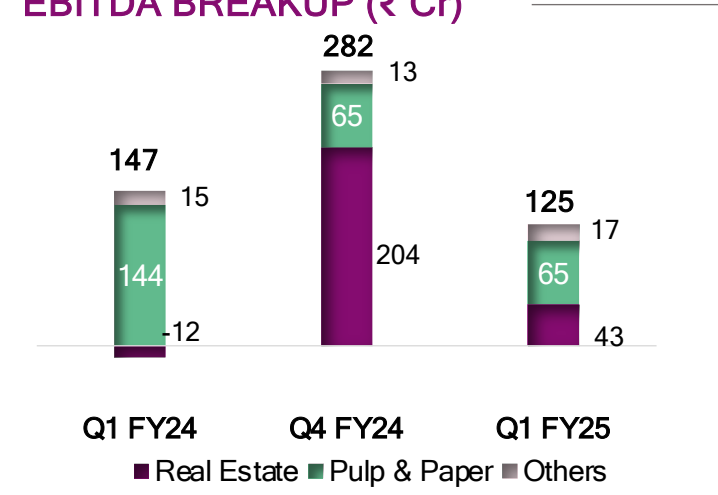


For Continuing Operations

REVENUE PIE (%)



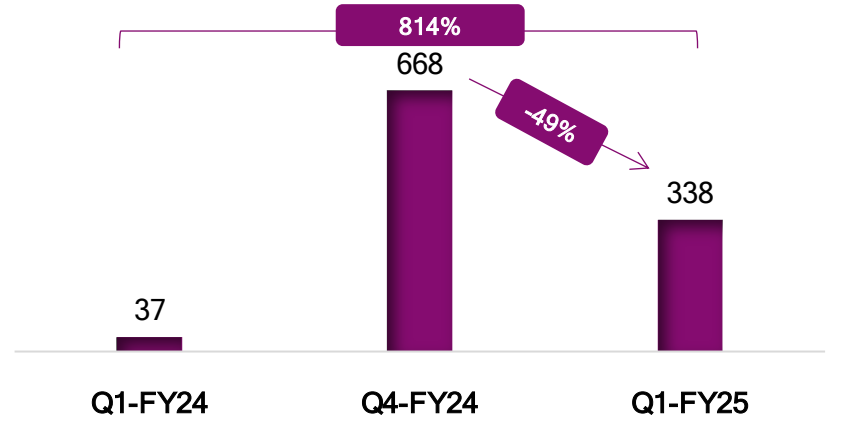
EBITDA BREAKUP (₹ Cr)



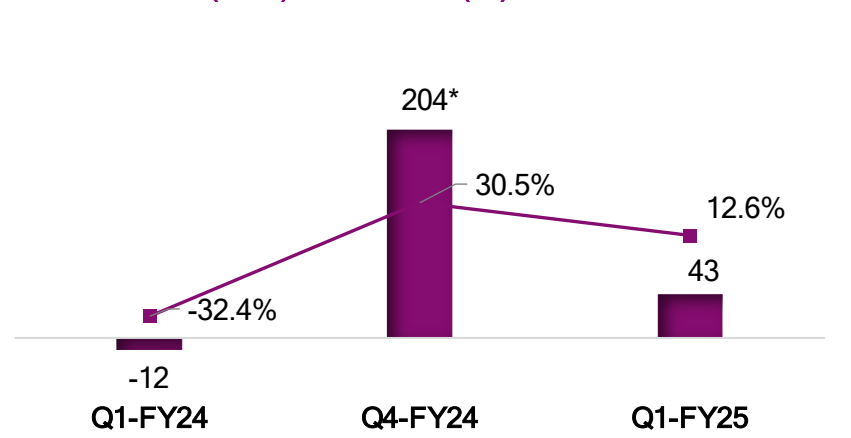
QUARTERLY SEGMENT-WISE PERFORMANCE

REAL ESTATE

REVENUE (₹ Cr)

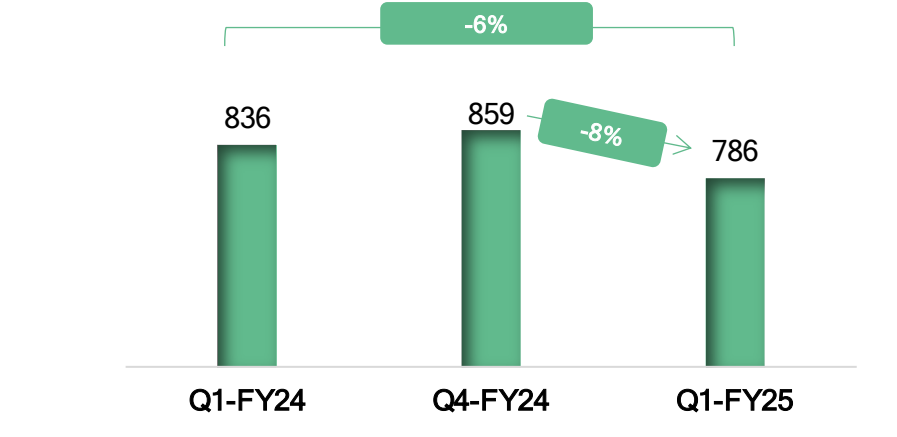


EBITDA (₹ Cr) & EBITDA (%)

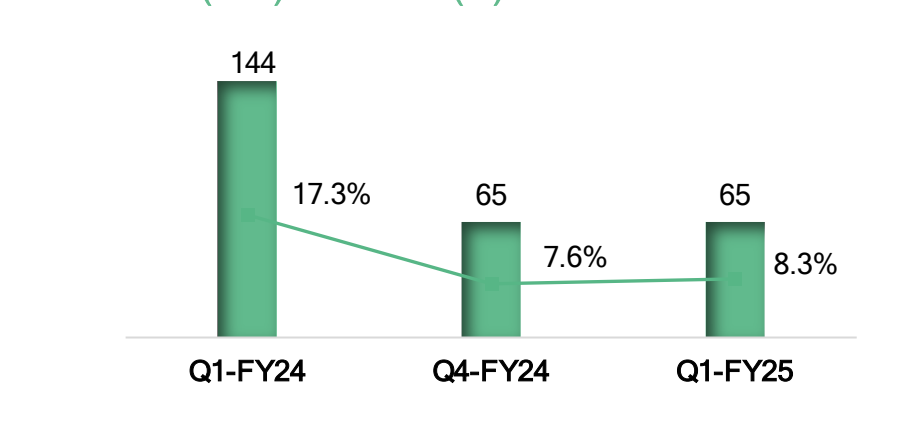


PULP AND PAPER

REVENUE (₹ Cr)



EBITDA (₹ Cr) & EBITDA (%)



* In Q4 FY24 Real Estate, Income from sale of TDR is included in EBITDA while not included in Sales



Real Estate

~ ₹ 53,000
Crores GDV
across 4 regions




Pan India Footprint



Mumbai Metropolitan Region

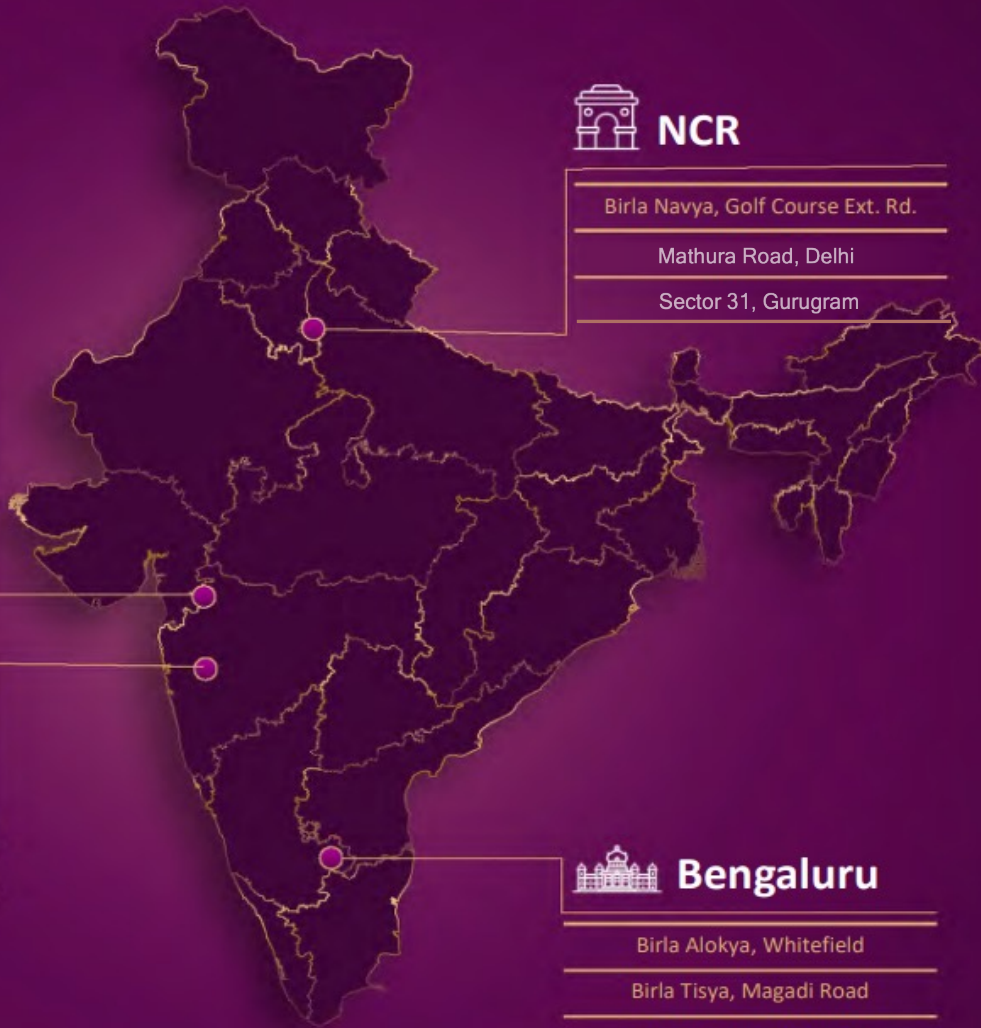
- Birla Vanya, Kalyan
- Birla Niyaara, Worli
- Birla Centurion, Worli (C)
- Birla Aurora, Worli (C)
- Walkeshwar, Mumbai
- Thane, MMR



Pune

- Wellesley Road
- Manjri, Pune

- Launched Projects
- Unlaunched Projects




NCR

- Birla Navya, Golf Course Ext. Rd.
- Mathura Road, Delhi
- Sector 31, Gurugram



Bengaluru

- Birla Alokya, Whitefield
- Birla Tisya, Magadi Road
- Birla Trimaya, Devanhalli,
- RR Nagar
- Sarjapur

Projects with a revenue potential of more than INR 53,000 Crs



Artistic image for presentation purpose only

Strong Brand Value

- One of the most trusted brands in local and global markets
- A Leading Conglomerate with Global Presence and Expertise
- Leveraging the Birla brand's legacy of trust and quality, to build the real estate business

Business Development Edge

- Access to large parcel of legacy land bank in prime locations
- Acquiring land parcels through outright purchases and asset-light joint ventures, fueling exponential growth
- Focused on maximizing Internal Rate of Return (IRR), optimizing profitability and operational benefits

Pan India Presence

- Significant presence in key macro markets i.e. Bangalore, Mumbai, NCR, and Pune
- Portfolio totaling 18 million square feet and expanding

Adequately Capitalised

- Enjoys strong brand goodwill
- Access to cheap capital owing to strong group credentials
- Paper business serves as a cash cow for the company, while commercial projects provide steady cash flow each year.

ESG Focused

- Received Green Building Project of the Year at ET Now Presents Real Estate Awards
- Best Real Estate Company awarded by the Global Real Estate Congress Real Estate Awards
- Green Building Project of the Year awarded by ET Now Presents Real Estate Awards



MAJOR TAKEAWAYS

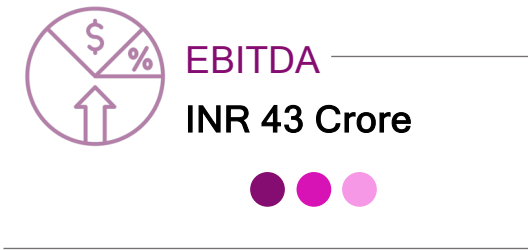
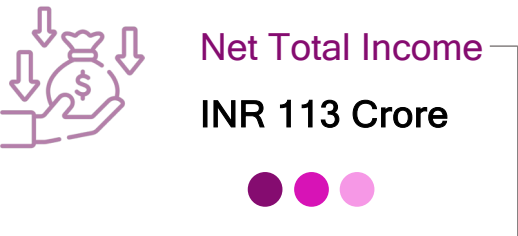
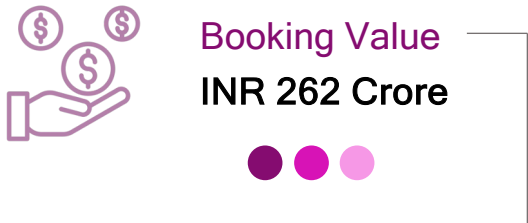
- Acquired 13.27 acres of land parcel in Gurugram on a revenue share basis with a GDV of INR 5,300 Cr.
- Acquired 16.5 acres of land parcel in Manjri, Pune with a GDV of INR 2,500 Cr.
- Birla Tisya, Bengaluru received an “Gold Award” at the 16th Edition of the Confederation of Indian Industry - Southern Region (CII-SR) Environment, Health and Safety (EHS) Excellence Awards 2023.
- Birla Navya, Gurugram received “Silver Award” at the ROSPA Health and Safety Awards 2024.



MARKET OUTLOOK

- The real estate sector is thriving, driven by positive indicators such as GDP growth boosting investments and strong consumer spending sustaining demand.
- Infrastructure development and the expansion of smart cities present new opportunities for growth.
- Investors are increasingly viewing the Indian real estate sector as a secure and profitable long-term investment, with the potential for substantial returns.

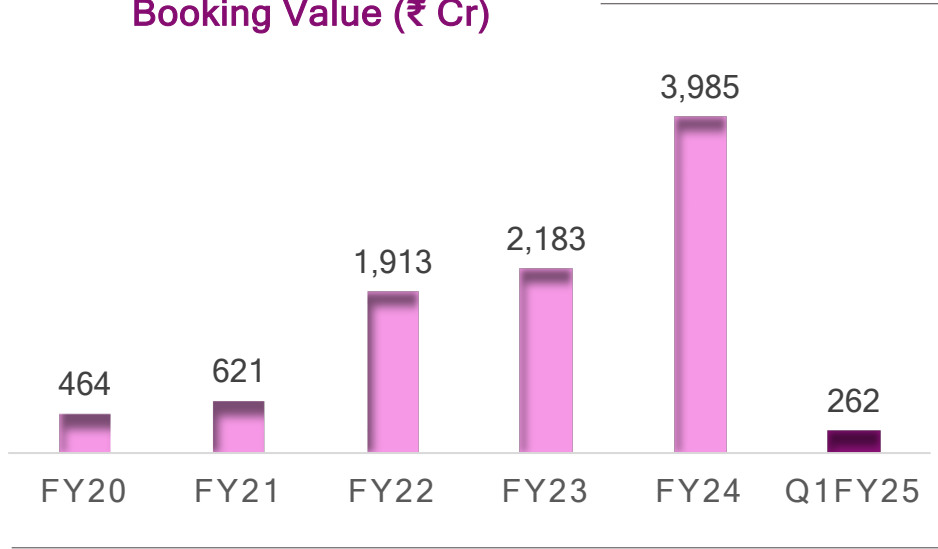
OPERATIONAL HIGHLIGHTS - Q1 FY25



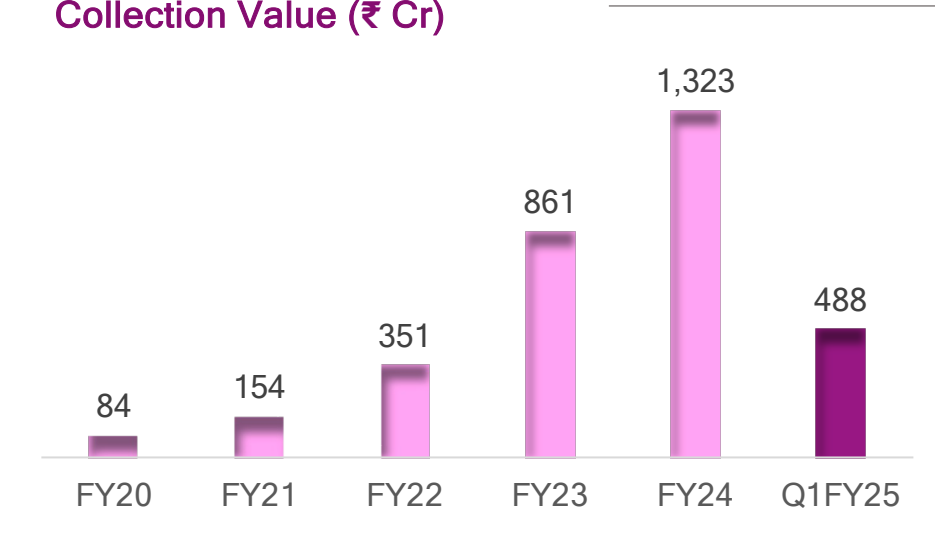
KEY QUARTERLY PERFORMANCE INDICATORS



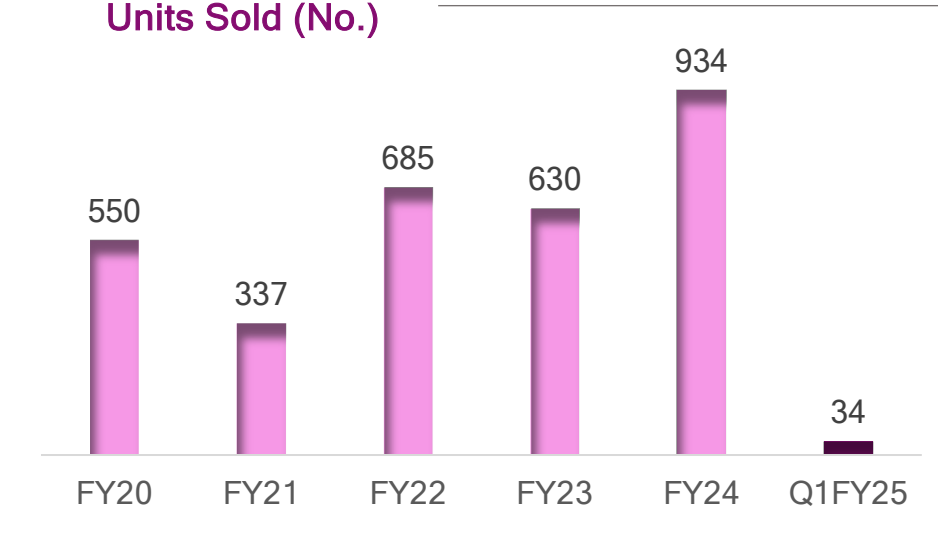
Booking Value (₹ Cr)



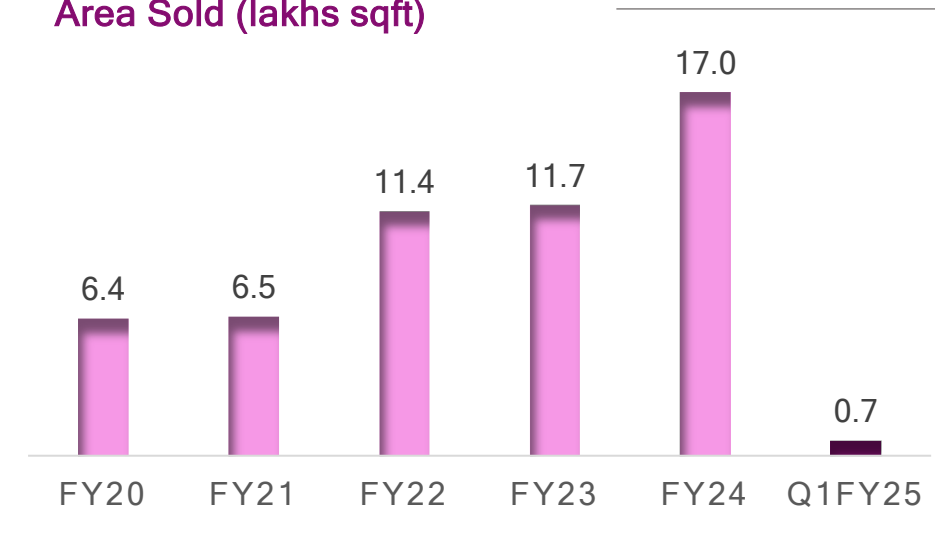
Collection Value (₹ Cr)



Units Sold (No.)



Area Sold (lakhs sqft)



LAUNCHED RESIDENTIAL PROJECTS



Project	Birla Vanya, (Kalyan)	Birla Alokya, (Whitefield, Bengaluru)	Birla Navya, (Golf Course Extension, Gurugram)	Birla Niyaara, (Worli, Mumbai)	Birla Tisya, (Rajajinagar, Bengaluru)	Birla Trimaya, (Devanahalli, Bengaluru)
Project Photo						
Launch Period	Q1 FY20	Q3 FY19-20	Q3 FY 20-21	Q4 FY21-22 (Phase 1) Q4 FY23-24 (Phase 2)	Q3 FY21-22	Q2 FY23-24
Land Area	22 acres (Own)	8 acres	48 acres	14 acres	5 acres	52 acres
Total Saleable Area	13.3 lakh SFT	5.5 lakhs sqft	18.5 lakhs sqft (Ph 1+2+3-11.66)	24.8 lakhs sqft (Residential)	6.5 lakhs sqft	36.2 lakhs sqft
Saleable Area Launched (PTD)	13.3 lakhs sqft	5.5 lakhs sqft	11.7 lakhs sqft	18.0 lakhs sqft	6.5 lakhs sqft	7.2 lakhs sqft
Area Sold (PTD)	10.8 lakhs sqft (81%)	5.3 lakhs sqft (97%)	11.6 lakhs sqft (99%)	12.7 lakhs sqft (71%)	6.1 lakhs sqft (93%)	7.2 lakhs sqft (100%)
Booking Value (PTD)	₹ 861 Crores	₹ 380 Crores	₹ 1,583 Crores	₹ 5,525 Crores	₹ 593 Crore	₹ 486 Crores
Collection Value (PTD)	₹ 558 Crores	₹ 298 Crores	₹ 832 Crore	₹ 1,152 Crores	₹ 321 Crores	₹ 100 Crores
Share	100%	100%	50%	100%	40%	47%

PTD numbers are up to June 24

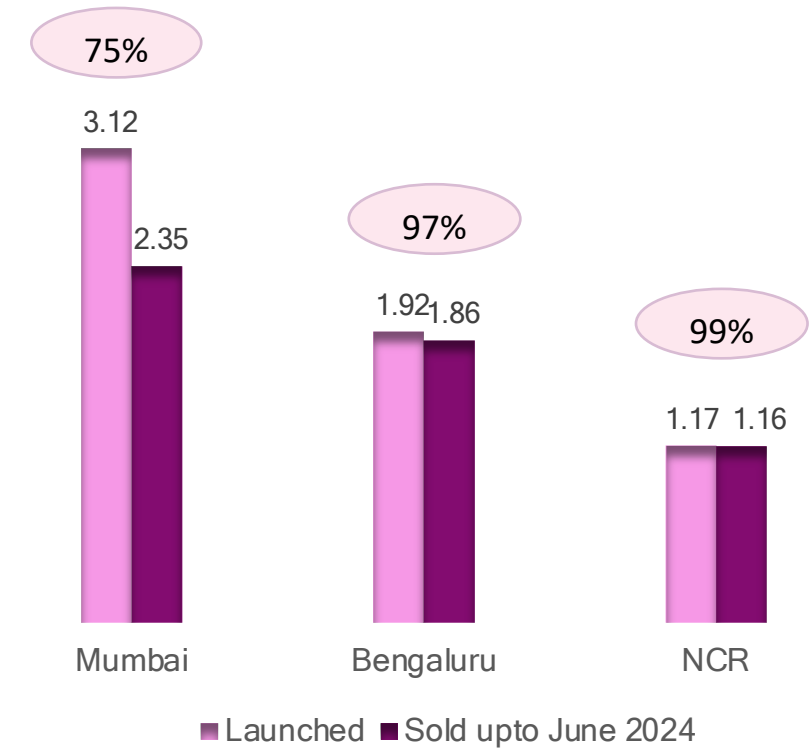
RESIDENTIAL PORTFOLIO

For launched projects



Particulars	Ongoing		Upcoming	
	Saleable Area (Mn Sqft)	GDV (Cr)	Saleable Area (Mn Sqft)	GDV (Cr)
MMR	3.1	9,734	7.7	19,403
Bengaluru	1.9	1,527	6.8	6,231
NCR	1.2	1,588	4.5	9,180
Pune	-	-	4.8	5,018
Total	6.2	12,849	23.7	39,832

City-wise Launch and Sales (million Sq. Ft.)



PROJECT LAUNCHES



● Launched/To be Launched

● Ongoing

● Delivery

The GDV below reflect the GDV of launched/to be launched projects

Total GDV
₹ 53,000 Crores

FY 20
GDV - ₹ 1,500 Crores

- Birla Vanya**
TSA - 13.3 lakhs sqft
- Birla Alokya**
TSA - 5.5 lakhs sqft

FY 21
GDV - ₹ 600 Crores

- Birla Navya (P1)**
TSA - 5.7 lakhs sqft
- Birla Vanya**
- Birla Alokya**

FY 22
GDV - ₹ 4,000 Crores

- Birla Niyaara (P1)**
TSA - 9 lakhs sqft
- Birla Tisya**
TSA - 6.5 lakhs sqft
- Birla Navya (P1)**
- Birla Vanya**
- Birla Alokya**

FY 23
GDV - ₹ 950 Crores

- Birla Navya (P2)**
TSA - 5.9 lakhs sqft
- Birla Niyaara (P1)**
- Birla Tisya**
- Birla Navya (P1)**
- Birla Vanya**
- Birla Alokya**

FY 24
GDV - ₹ 5,500 Crores

- Birla Niyaara (P2)**
TSA - 8.9 lakhs sqft
- Birla Trimaya (P1)**
TSA - 7.2 lakhs sqft
- Birla Navya (P2)**
- Birla Niyaara (P1)**
- Birla Tisya**
- Birla Navya (P1)1**
- Birla Vanya**
- Birla Alokya**

FY 25e
GDVe - ₹ 8,550 Crores

- RR Nagar, B'lore;
Walkeshwar, Mumbai;
Sangamwadi, Pune;
Sarjapur, B'lore;
Mathura Road, NCR;
Thane, MMR;
Birla Navya (P3);
Birla Trimaya (P2 & P3)
Manjri (P1)
- Birla Niyaara (P2)**
- Birla Trimaya (P1)**
- Birla Navya (P2)**
- Birla Niyaara (P1)**
- Birla Tisya**
- Birla Navya (P1)**
- Birla Vanya**
- Birla Alokya**



Century

Pulp & Paper

Turning a New
Leaf





MAJOR TAKEAWAYS

- ▶ In Q1 FY25, Production and Sales volumes increased by 7% YoY and 12%YoY respectively. Sales volumes were lower by 8% QoQ with general elections impacting tender orders from government.
- ▶ Q1 FY25 EBITDA is lower by 55% YoY, predominantly on account of lower realizations whereas it is at par with previous quarter. Overall NSR in Q1 FY25 was lower by 14% YoY.
- ▶ Cost-reduction Initiatives -
 - Increased usage of Bamboo (upto 25%) and Veneer Chips (at 5-10%) to reduce raw material cost.
 - Used Fiber plant pulp (at 40-50 TPD) instead of Imported pulp in Tissue machine aided by suitable chemical program to reduce input costs.
- ▶ Sustainability Initiatives -
 - Developed 80 nurseries in 11 districts to increase wood catchment areas. Achieved about 7.5 lac plantations in Q1 with an annual target of 1 crore plantations.
 - Implemented 5 water conservations schemes with approximate saving of 0.5 million Cu. M. of water.
 - Compressed Methane Gas (CMG) generated from wastewater utilized in Tissue paper machine in place of LPG



MARKET OUTLOOK

- ▶ Seasonal factors are expected to moderately revive Writing and Printing paper demand in Q2.
- ▶ In Q2 FY25, Order flow in Tissue segment is forecasted to be slightly lower in initial months on account of lean season, however, demand is expected to pickup towards the end of quarter.
- ▶ With upcoming festival season as well as FMCG and Pharma segment picking up, Board demand is likely to improve in Q2. Also, Imports are expected to remain subdued due to high ocean freight and issues with container availability.
- ▶ Export demand from Europe, USA and UK markets is likely to be impacted by high ocean freight.

Implementation of short-term strategic and cost-reduction initiatives would improve profitability

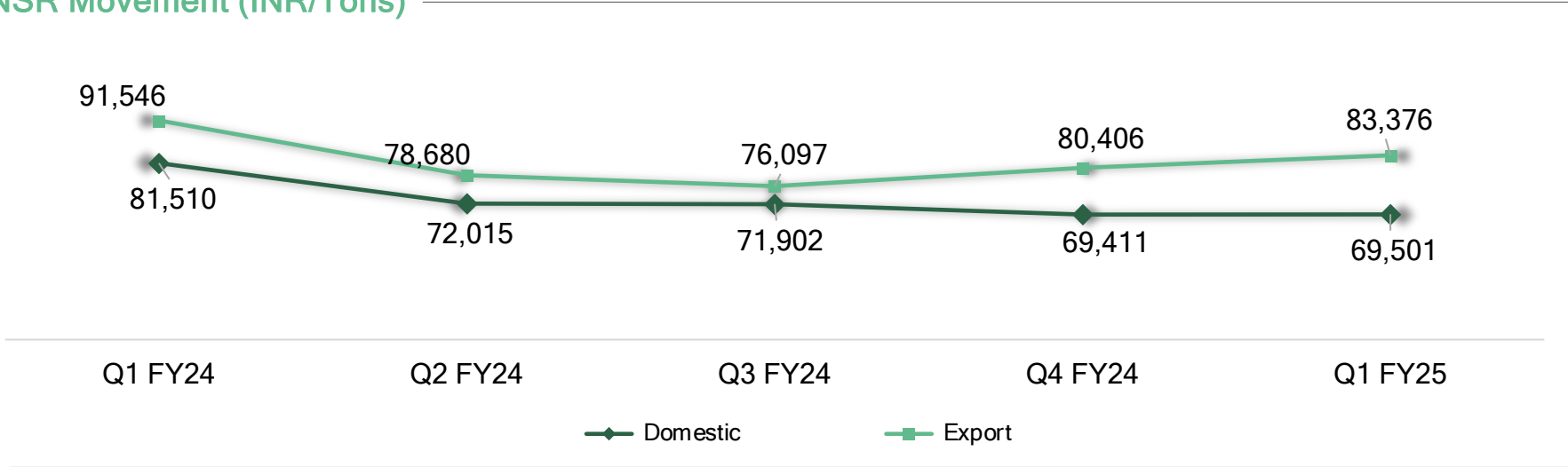
Q1 FY25: PRODUCTION & SALES

Particulars	Production (Tons)					Net Sales Qty (Tons)					Sales (INR Cr)				
	Q1 FY25	Q4 FY24	QoQ %	Q1 FY24	YoY %	Q1 FY25	Q4 FY24	QoQ %	Q1 FY24	YoY %	Q1 FY25	Q4 FY24	QoQ %	Q1 FY24	YoY %
Paper	54,579	58,768	-7%	52,237	4%	53,655	56,362	-5%	49,753	8%	354	393	-10%	427	-17%
Board	45,583	45,910	-1%	41,341	10%	43,567	48,604	-10%	37,696	16%	302	322	-6%	280	8%
Tissue	13,083	13,264	-1%	11,725	12%	12,355	13,896	-11%	10,646	16%	122	131	-6%	120	2%
Pulp	1,455	1,099	32%	1,844	-21%	1,391	2,200	-37%	1,364	2%	8	13	-38%	9	-12%
Total	1,14,700	1,19,041	-4%	1,07,147	7%	1,10,968	1,21,062	-8%	99,459	12%	786	859	-8%	836	-6%

The Capacity Utilisation for Q1 FY25 was 95% as compared to 89% in Q1 FY24

NET SALES REALIZATION (NSR) MOVEMENT

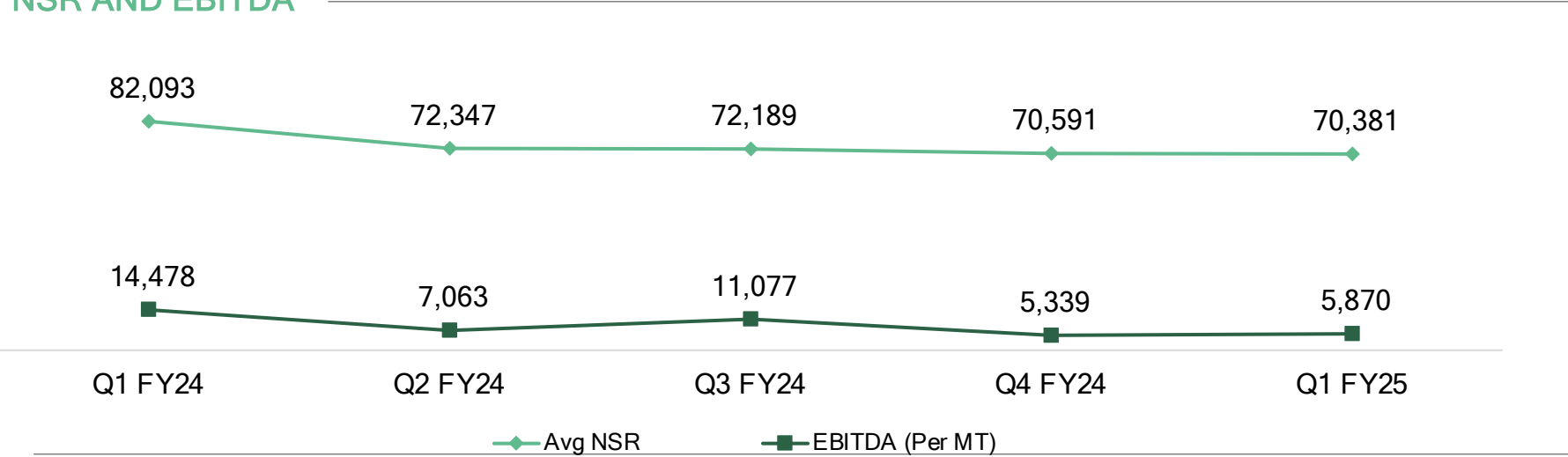
NSR Movement (INR/Tons)



YoY	QoQ
-15%	0%

YoY	QoQ
-9%	4%

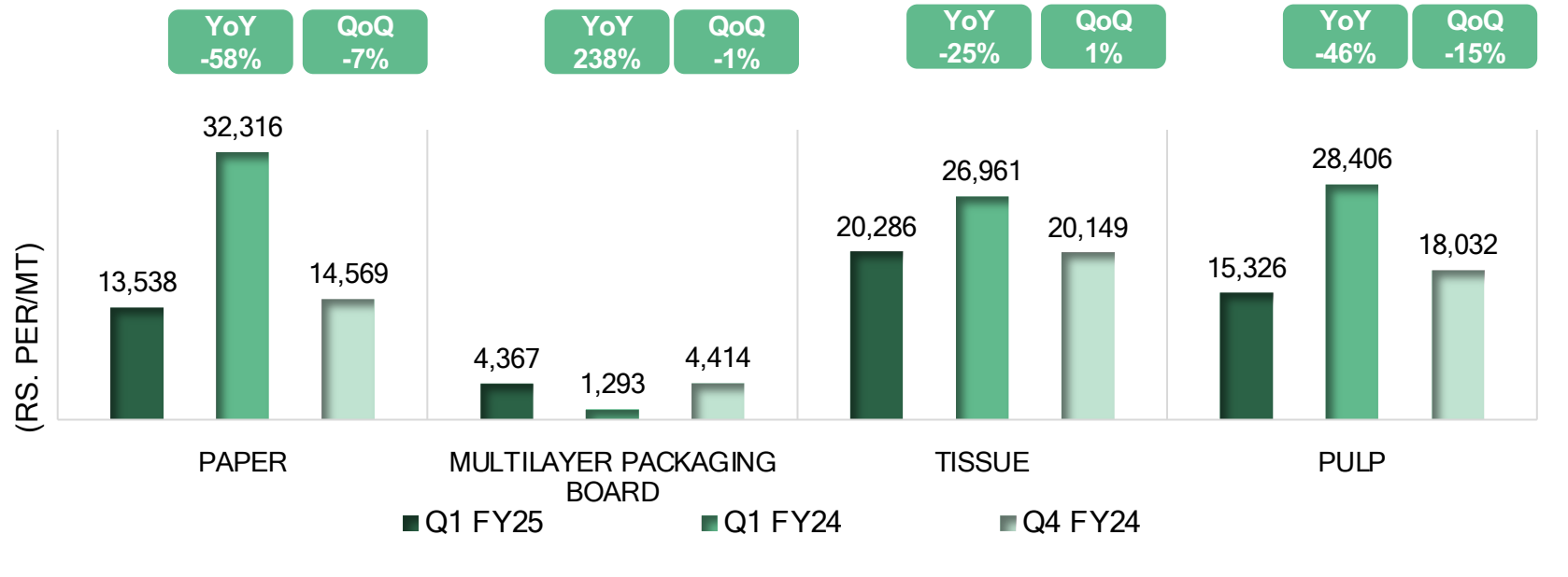
NSR AND EBITDA



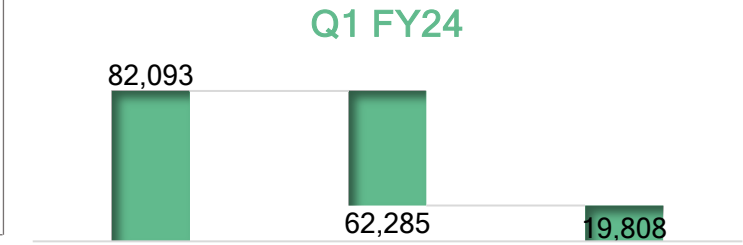
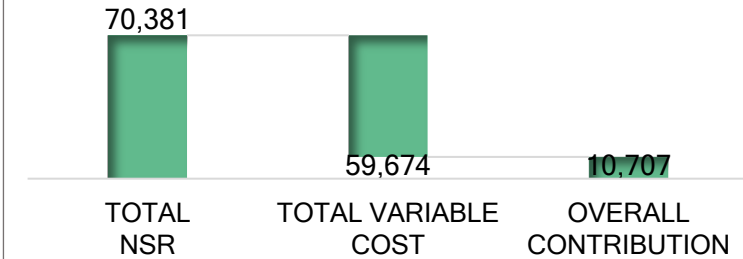
YoY	QoQ
-14%	0%



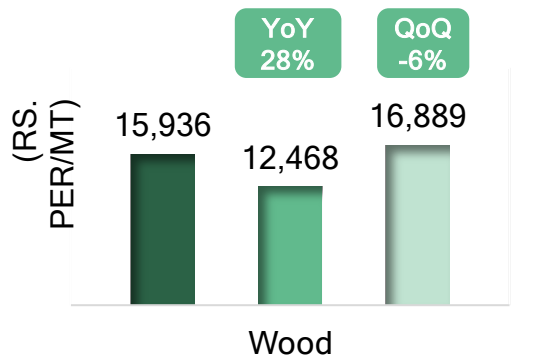
SEGMENTAL CONTRIBUTION



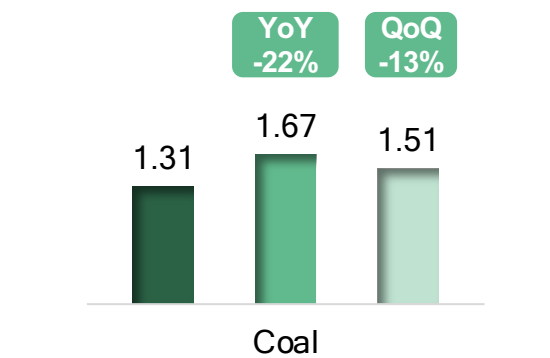
OVERALL CONTRIBUTION (Rs. Per/MT)



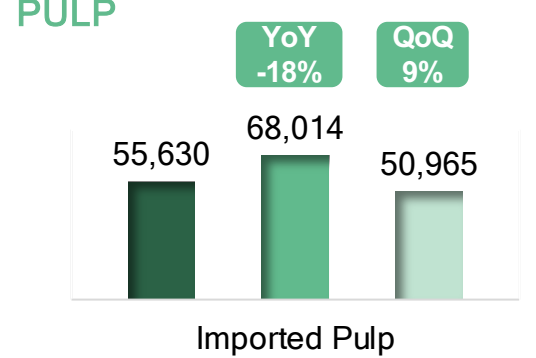
INPUT PRICE - WOOD



INPUT PRICE - COAL



INPUT PRICE - IMPORTED PULP





ENVIRONMENT



- ▶ Our dedicated team is working to increase plantation through farmers in our wood catchment area by distributing eucalyptus & poplar clones and seedlings. Total 7,61,812 plantations (Eucalyptus clones -1,23,590 & Eucalyptus seedling-6,38,222) have been done in Q1-FY25.
- ▶ 05 nos. water conservations schemes implemented and approximately 4,90,000 m³ /annum water has been saved.
- ▶ 165.500 MT Compressed Methane Gas (CMG) generated from wastewater and utilized in tissue paper machine in place of LPG during Q1 FY-25.



SOCIAL



- ▶ Blood donation camp was organized on Jun 14, 2024. Total 195 people donated blood through this camp.
- ▶ Fogging using mosquito repellent sprays is also regularly being carried to prevent malaria and dengue.
- ▶ Cleaning & shifting of garbage from Hathikhana, Rajeev Nagar Colony, Bengali Colony slum areas is being carried out on regular basis.

Governance - Robust Compliances of All Regulatory Requirements



Financial Summary

Moderate
performance in
Q1- FY25



PROFIT & LOSS : Q1 FY25



(₹ In Crores)

Particulars	Q1 FY24	Q4 FY24	Q1 FY25	YoY %	QoQ %
Continuing Operations					
Total Income	901	1700	1168	30%	-31%
Total Sales	888	1542	1140	28%	-26%
Total EBITDA	147	282	125	-15%	-56%
Less: Finance cost	6	12	12	100%	0%
Less: Depreciation	50	55	55	10%	0%
PBT	91	215	58	-36%	-73%
Share of Profit in JV-(BAKPL)	-5	-5	-8		
Exceptional Items*	0	0	0		
Tax (Asset - / Liability +)	33	50	22	-32%	-56%
PAT	53	160	28	-48%	-83%
Discontinuing Operations					
Net Loss for the period from discontinuing operations	-60	-140	-11		
PAT (After discontinuing operations)	-7	21	17	-349%	-18%

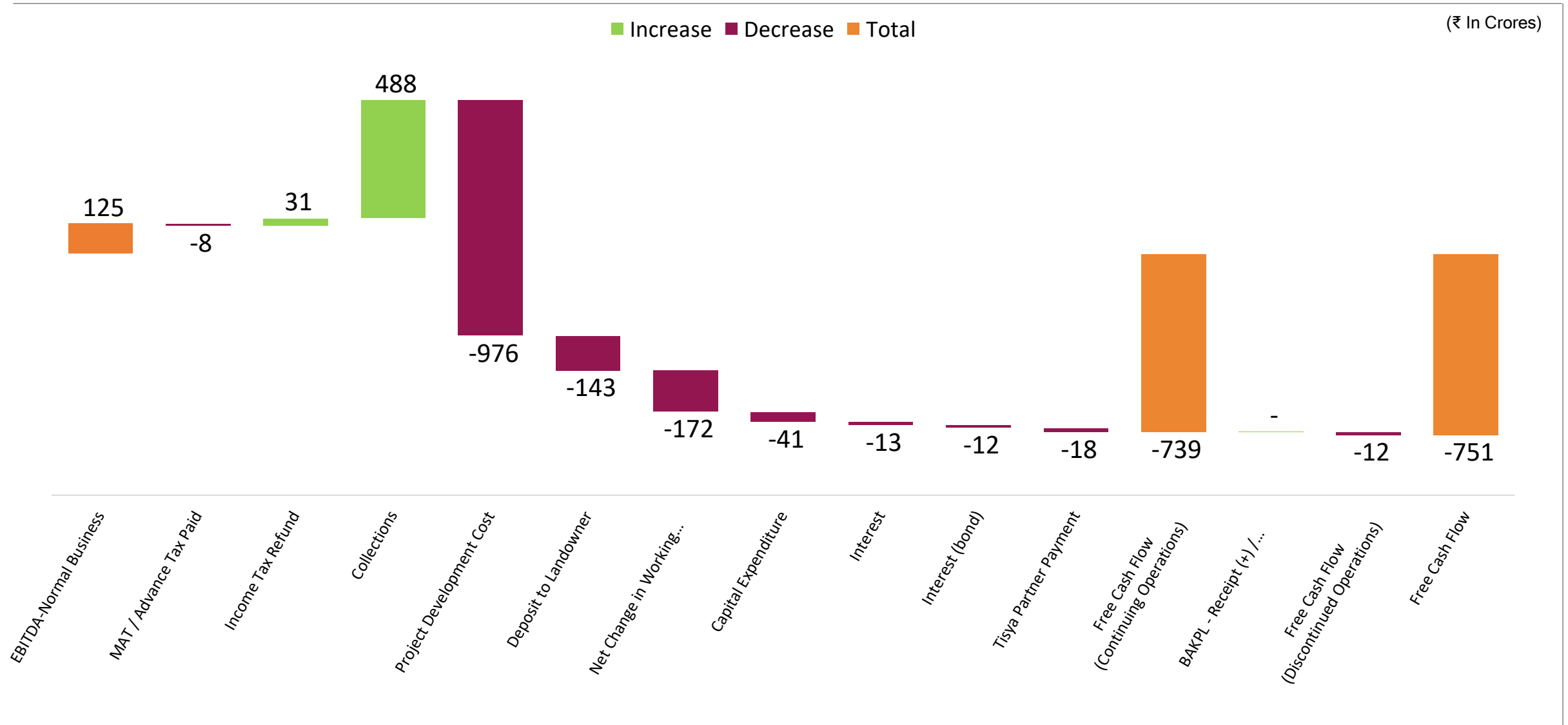
CASH FLOW - Q1 FY25



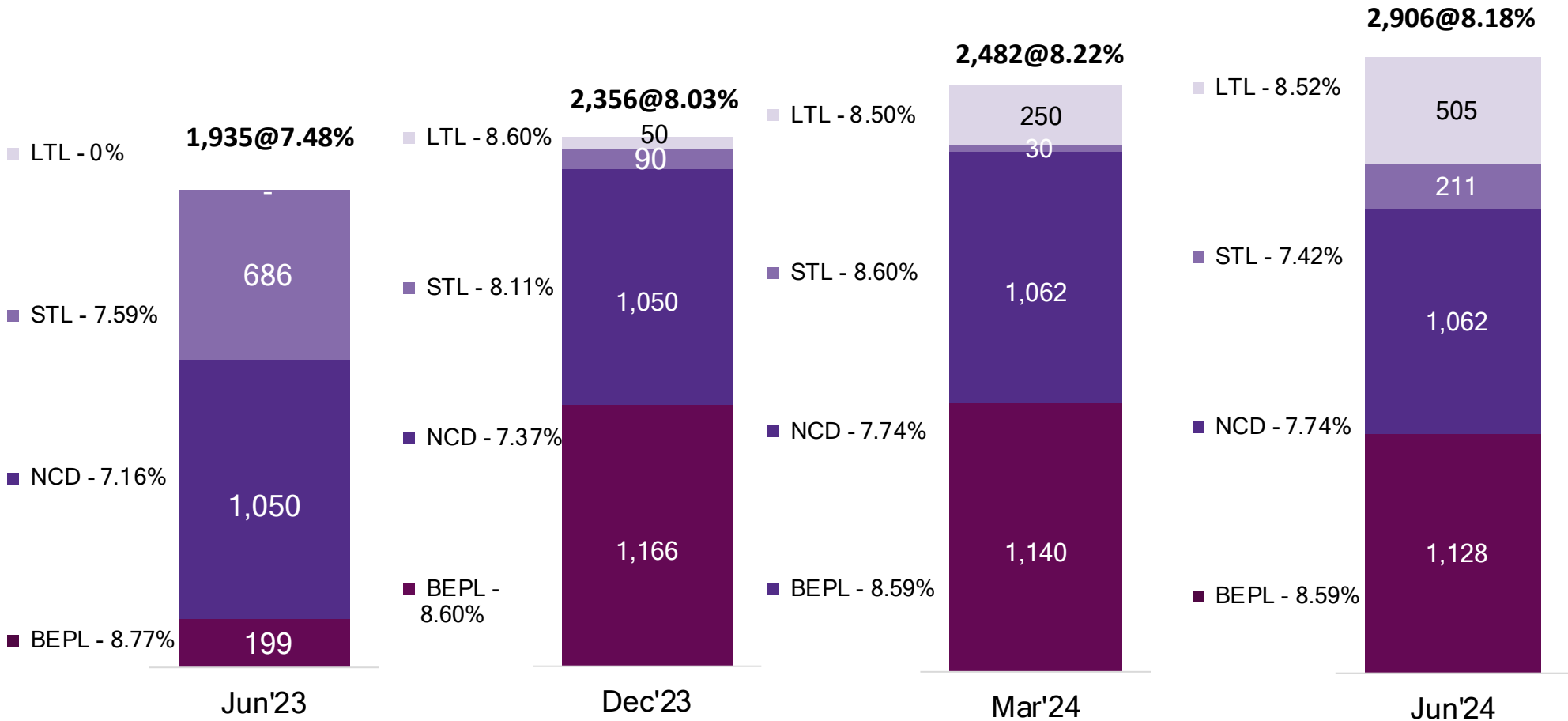
(₹ In Crores)

No	Particulars	Birla Estates	Pulp & Paper	Rayon	H.O.	Total Continuing operations	Textiles	Grand Total
	EBITDA-Normal Business	43	65	14	3	125	-14	111
	MAT / Advance Tax Paid	0	-	-	-8	-8	-	-8
	Income Tax Refund	0	-	-	31	31	-	
	Collections	488	-	-	-	488	-	488
	Project Development Cost	-976	-	-	-	-976	-	-976
	Deposit to Landowner	-143	-	-	-	-143	-	-143
	Net Change in Working Capital	50	-205	-17	-	-172	-54	-226
A)	Operating Cash Flow	-539	-140	-3	26	-655	-68	-723
	Capital Expenditure	-5	-36	-	0	-41	-	-41
	Sale of Assets	0	0	0	0	0	57	57
B)	Investing Cash Flow	-5	-36	0	0	-41	57	16
	Interest	-7	-3	-2	-	-13	-1	-14
	Interest on bond	0	-	-	-12	-12	-	-12
	Tisya Partner Payment	-18	0	0	0	-18	0	-18
C)	Financing Cash Flow	-25	-3	-2	-12	-43	-1	-44
D)	Free Cash Flow (A+B+C)	-569	-179	-5	14	-739	-12	-751
E)	BAKPL – Receipt (+) / Payment (-)	-	-	-	-	-	0	0
F)	Free Cash Flow-CTIL & BAKPL (D+E)	-569	-179	-5	14	-739	-12	-751

CASH FLOW : Q1 FY25



OUTSTANDING LOAN

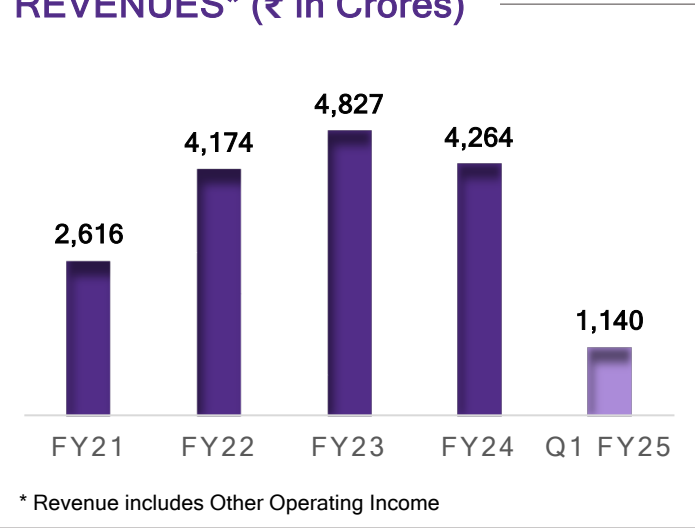


FINANCIAL PERFORMANCE

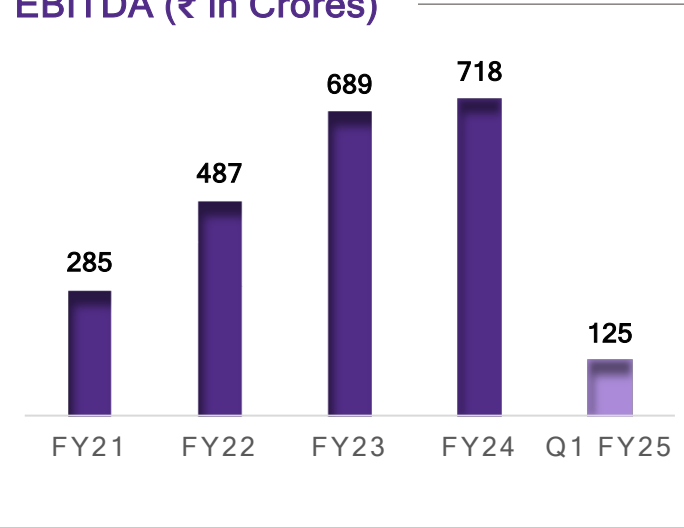
For Continuing Operations



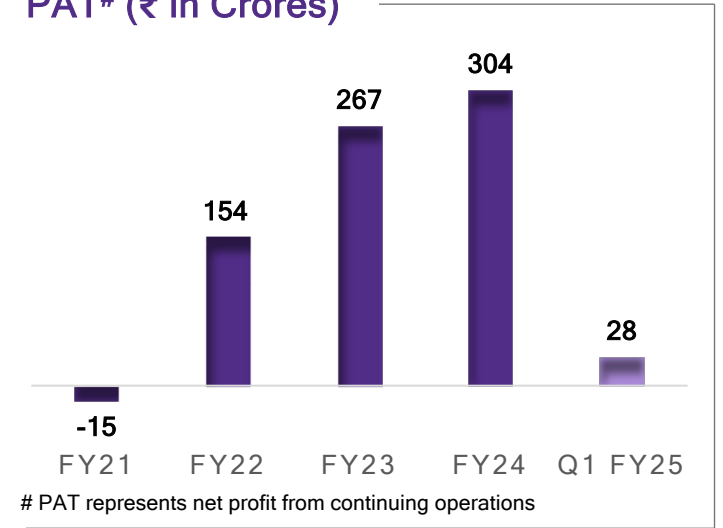
REVENUES* (₹ in Crores)



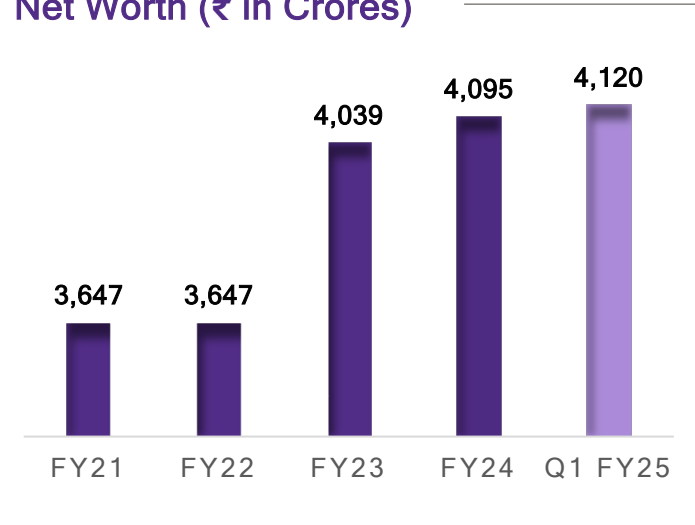
EBITDA (₹ in Crores)



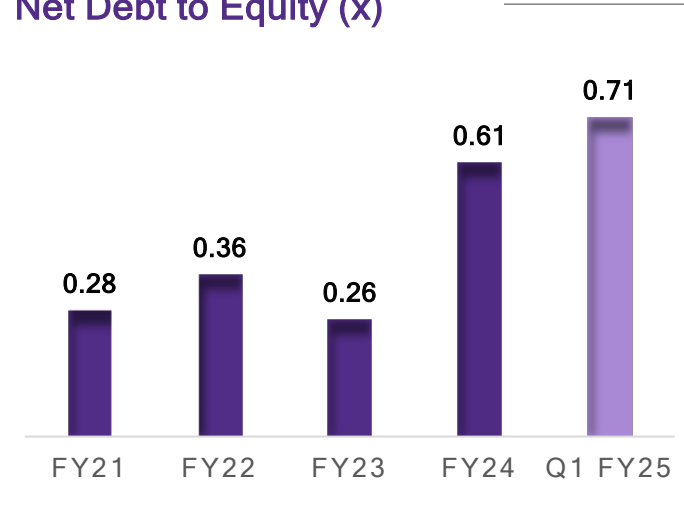
PAT# (₹ in Crores)



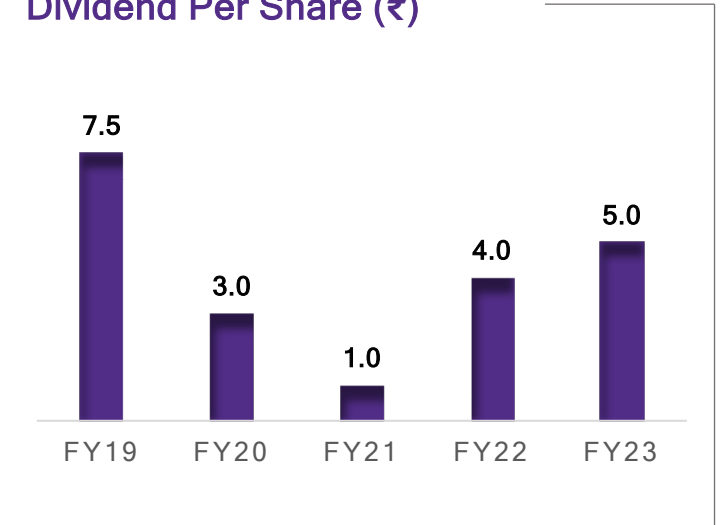
Net Worth (₹ in Crores)



Net Debt to Equity (x)

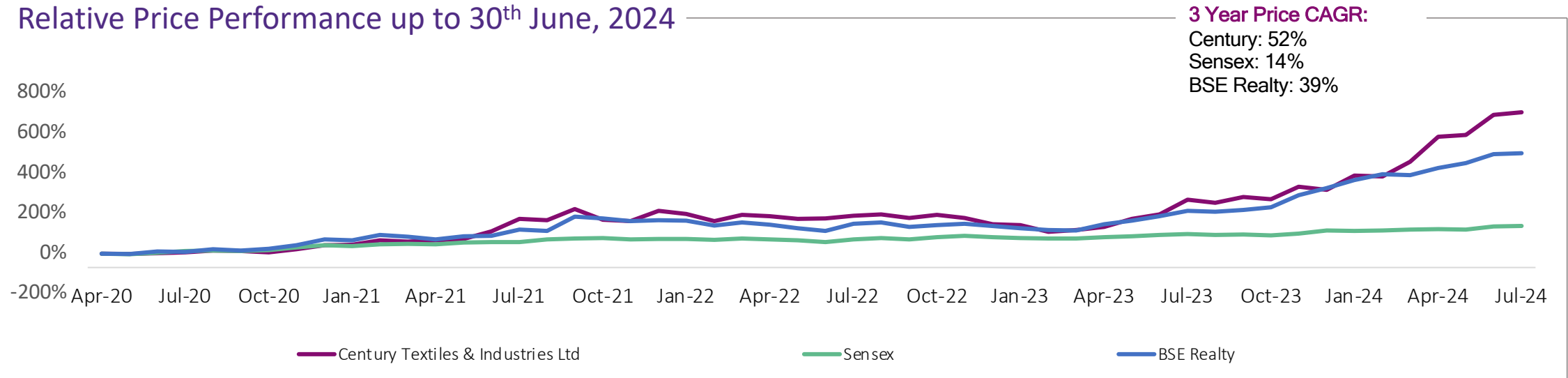


Dividend Per Share (₹)

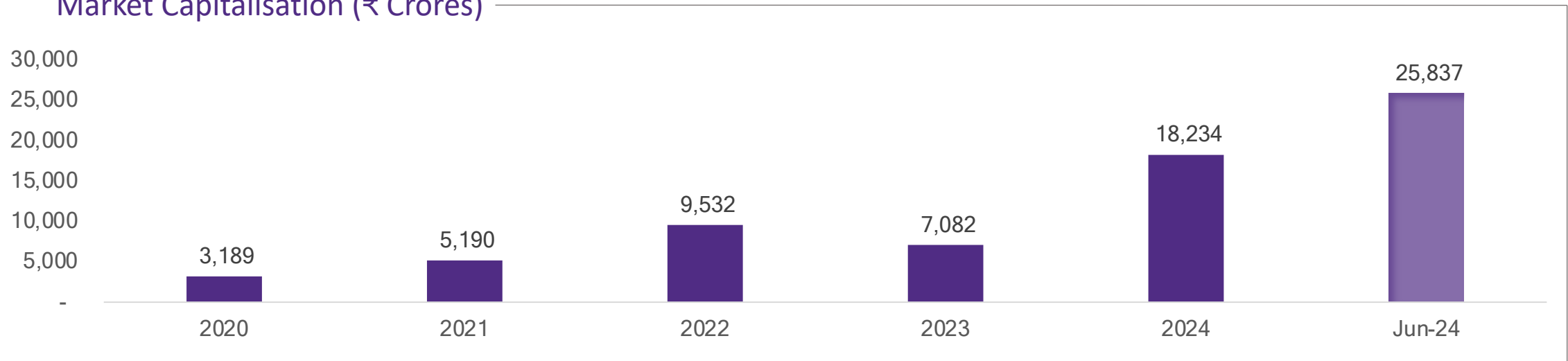


CREATING SHAREHOLDER VALUE: A TRANSFORMATIVE JOURNEY

Relative Price Performance up to 30th June, 2024



Market Capitalisation (₹ Crores)



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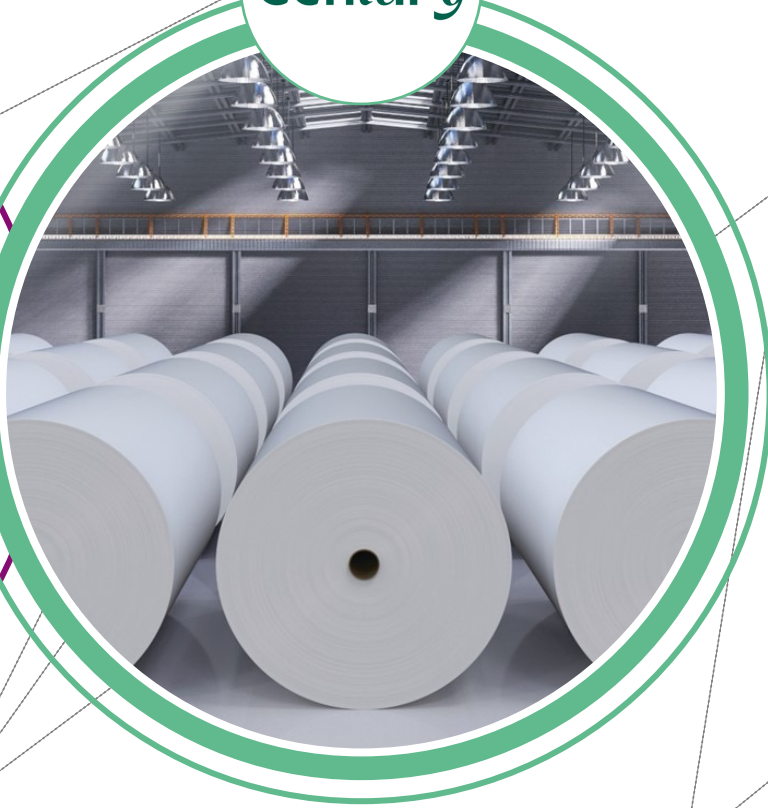
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Mr. Anuj Sonpal
Valorem Advisors
Tel: +91-22-4903 9500
Email: century@valoremadvisors.com

THANK YOU



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