

# CENTURY Textiles and Industries Limited

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E-Mail: ctil.ho@birlacentury.com Website: www.centurytextind.com  
CIN-L17120MH1897PLC000163

OUR REF. :

SH/XII/2021

08<sup>th</sup> March, 2022

Corporate Relationship Department  
**BSE Limited**  
1<sup>st</sup> Floor, Phiroze Jeejebhoy 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: Investor 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)**

Pursuant to Regulation 30 of Listing Regulations, please find attached herewith the Investor Presentation- March 2022 of the Company.

This is for the information of the investors and for your records.

Thanking you,

Yours truly

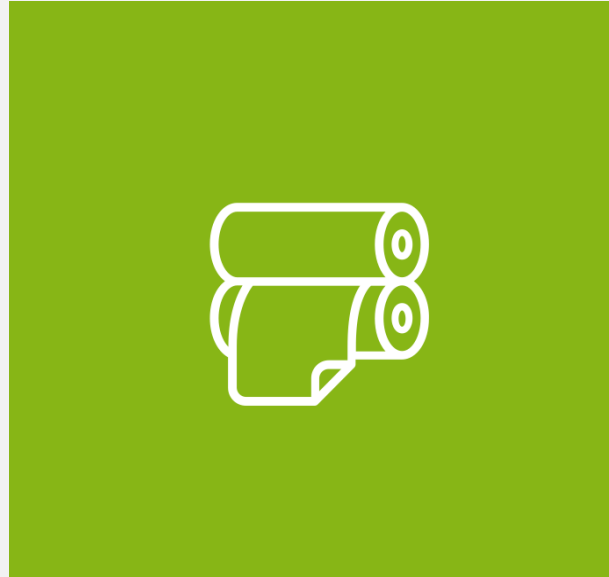
For **CENTURY TEXTILES AND INDUSTRIES LIMITED**



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

Encl: as above





Century  
Textiles  
and Industries  
Limited

# Investor Presentation – March 2022

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Company Overview



Real Estate



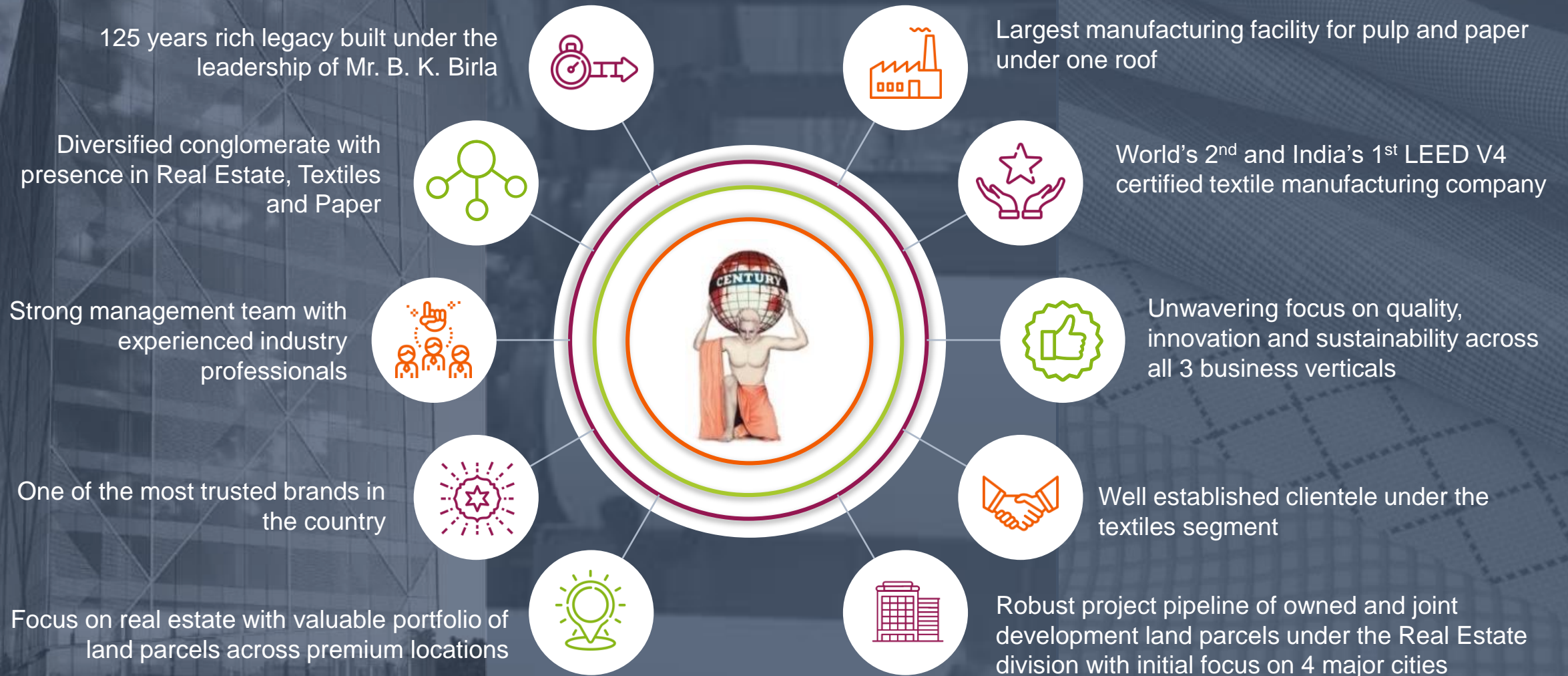
Pulp and Paper



Textiles



Financials



# 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.

## FY20 BUSINESS MIX (CONSOLIDATED)



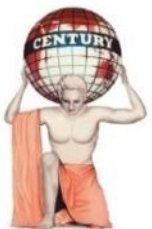
BIRLA ESTATES

**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.



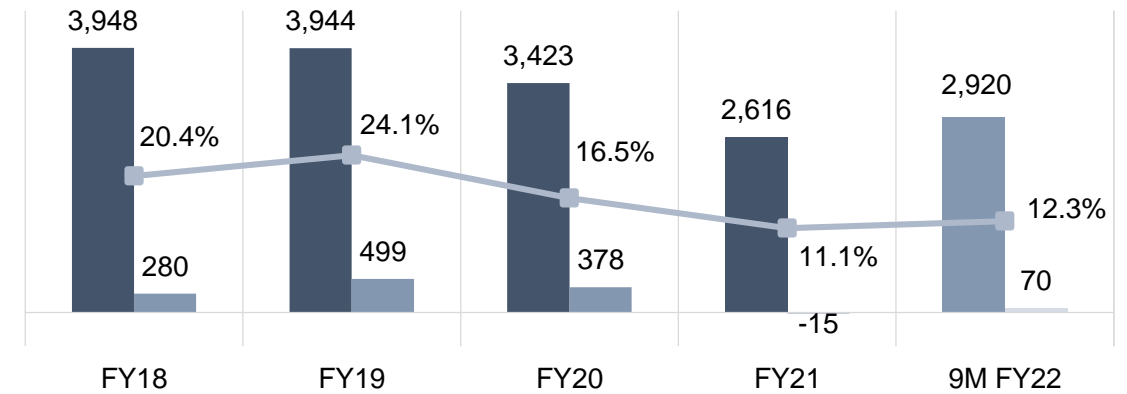
CENTURY  
PULP & PAPER

**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.

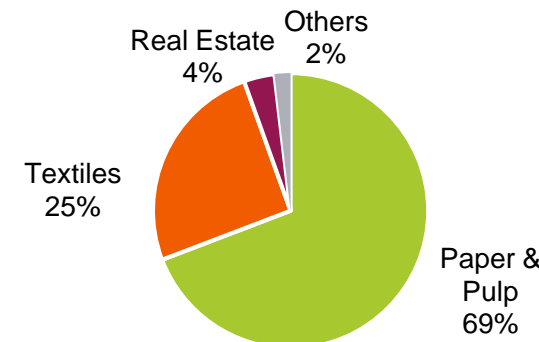
## REVENUE\* & PAT (RS. IN CRORES) EBITDA MARGIN (%)



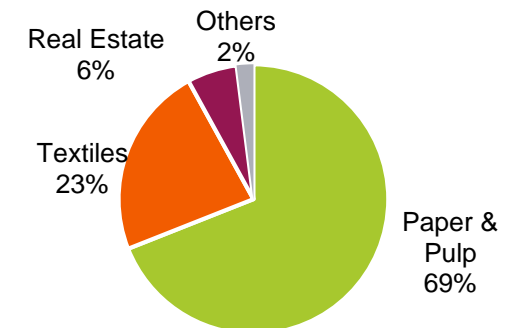
\* Revenue includes Other Operating Income

■ REVENUE ■ PAT ■ EBITDA MARGINS

### REVENUE MIX – 9M FY22



### REVENUE MIX – FY21



# BOARD OF DIRECTORS



**Mr. Kumar Mangalam Birla – Chairman** – Mr. Kumar Mangalam Birla is one of the most renowned and respectable figures in Indian industry. He spearheads the iconic global conglomerate, Aditya Birla Group (ABG). His visionary leadership has, over the years, helped Century Textiles' to grow from strength to strength.. An educationist, Mr. Birla is the Chancellor of Birla Institute of Technology & Science (BITS). He is Chairman of IIT-Delhi, IIM-Ahmedabad and Chairman of Rhodes India Scholarship Committee for Oxford University. He serves on London Business School's Asia Pacific Advisory Board and is an Honorary Fellow of the London Business School. A qualified Chartered Accountant, Mr. Birla also holds a management degree from the London Business School.

**Smt. Rajashree Birla** - As Chairperson of the Aditya Birla Centre for Community Initiatives and Rural Development, Mrs. Rajashree Birla spearheads the social and community welfare activities across 40 companies in the Aditya Birla Group (ABG). The centre's initiatives in education, healthcare, sustainable livelihood and social reform work have benefitted more than 3000 villages and created a positive difference in the lives of seven million people. Her vision to elevate the under-privileged sections of society has inspired her to lead social causes including eradication of female infanticide, providing healthcare to the needy and providing homes to the homeless and destitute. Mrs. Birla is an iconic leader and a role model for those who aspire to bring about a positive transformation in society.



**Mr. J. C. Laddha, Managing Director**- Mr. Jagdish Chandra Laddha has a vast and rich business leadership experience of over 38 years. He has been associated with the Aditya Birla Group for over three decades, with his last assignment being at Hindalco Industries Ltd, where he led the copper business as its CEO. He has handled leadership positions across diverse industry sectors and also specialized functions in his illustrious career. Apart from the Aditya Birla Group, Mr. Laddha also had stints with Hindustan Lever Ltd, National Rayon Corporation Ltd. and Mangalore Refineries and petrochemicals Limited. Mr. Laddha has been the member of London Metal Exchange (LME) Copper Committee (representing India, South East Asia and Middle East), Director of Indian Copper Development Centre (ICDC), Director of Fertilizer Association of India (FAI), and Director of Dahej Harbour Infrastructure Limited (DHIL). Mr. Laddha has written extensively in many publications in India and has presented many papers on diverse subjects in National/International Conferences. Mr. Laddha is a fellow Chartered Accountant (FCA) by qualification.

**Mr. R. K. Dalmia, Senior President, Century Textiles & Whole-time Director** - A Chartered Accountant by qualification, Mr. Dalmia has been with the Group since the last four decades. He started his stint as Vice-President in The Technological Institute of Textiles and Sciences, Haryana and subsequently ascended to the position of President in 1983. In 1985, he was assigned the responsibility of improving the technical performance of Century Textiles' mill. Under his stewardship, the mill went on to win numerous accolades from the textile industry. Mr. Dalmia played a vital role in setting up two new divisions of the Company, i.e. Century Yarn and Century Denim in 1993 and 1997 respectively. He was also instrumental in the establishment of a new ultra-modern textile mill, near Bharuch in Gujarat in the year 2008 with 300 looms and over one lac spindles.



**Mr. Sohanlal K. Jain**  
*Independent Director*

**Ms. Preeti Vyas**  
*Independent Director*

**Mr. Rajan A. Dalal**  
*Independent Director*

**Mr. Yazdi. P. Dandiwal**  
*Independent Director*

# KEY MANAGEMENT PERSONNEL



**Mr. K. T. Jithendran – Chief Executive Officer (CEO), Birla Estates** – Mr. K. T. Jithendran has over 26 years of work experience in the realty sector. One of his accomplishments includes taking a start-up company in the real estate sector to become one of the leading players in the category. Prior to joining Birla Estates, he was involved with Godrej Properties Limited (GPL) as an Executive Director. He has led most functions within the company while managing growth as well as building a strong talent team. A civil engineer from IIT Kharagpur, Mr. Jitendran also completed a Post Graduate Diploma in Management from IIM Kolkata and Advanced Management Program from Harvard Business School.

**Mr. Vijay Kaul – Chief Executive Officer (CEO), Century Pulp and Paper** – Mr. Vijay Kaul has worked with the Aditya Birla Group for close to four decades, during which he has handled many challenging assignments in Manufacturing and in Sales & Marketing. He has led manufacturing units and has set up various greenfield projects and has deep experience of commercialising new technologies. He holds a Bachelor's Degree in Engineering, also he has pursued various management programs at leading institutions such as Harvard Business School and Wharton School of Management to continuously upgrade his knowledge and managerial capabilities. He has also served as a member of IIM Indore Board and also on various committees of CII and FICCI.



**Mr. Arun Gaur – Chief Human Resources Officer** – Mr. Arun Gaur is a thoroughbred and versatile HR professional with close to 36 years of extensive experience. Having started his career in 1981 with DCM limited in their textile division, he swiftly rose to the position of Industrial Relations Manager in 1987. During his tenure there, he played a vital role in setting up a textile unit in Hisar, Haryana. In 1991, he joined the textile division of Aditya Birla Group (ABG) at Gwalior. In 2007, he was deputed as the Chief People Officer in the Carbon Black business of ABG and was stationed in Atlanta, USA. After a short stint as the Chief Human Resources Officer (CHRO) in the Pulp and Fiber Business of ABG, in 2016, he joined Century Textiles and Industries Limited in the same capacity. After graduating from St. Stephens College in Science, Mr. Gaur completed his post-graduation in social work from the Delhi School of Social Work.



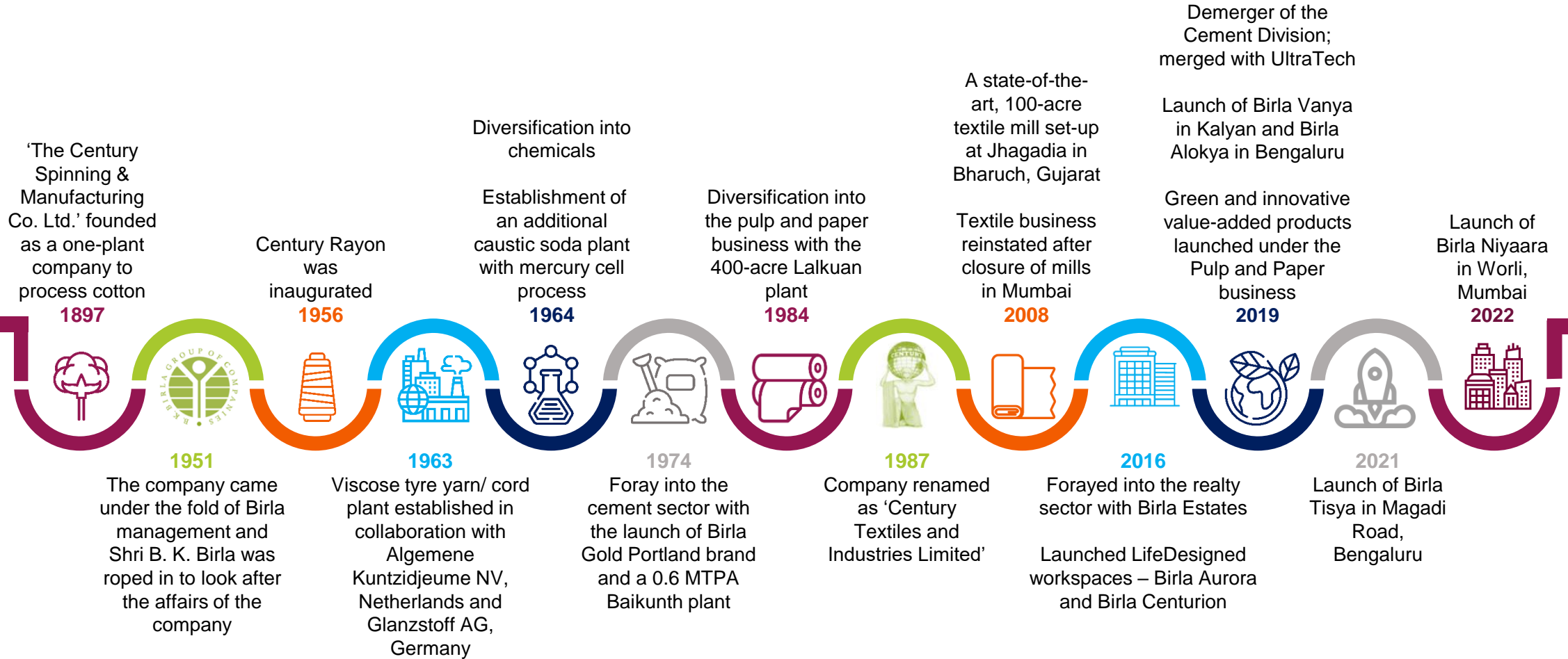
**Mr. Snehal Shah – Chief Financial Officer (CFO)** – Mr. Snehal Shah is a seasoned management professional specialising in business strategy with a cumulative experience of over 30 years in operations, business process, risk management MIS, administration, vendor management, and team building. His expertise spans across financial services, metals, cement, carbon black, textiles, chemicals and refineries. A Chartered Accountant by qualification, Mr. Shah headed the Corporate Management Services division at Aditya Birla Group for over four years; before donning the mantle of the CFO at Century Textiles and Industries Ltd. Mr. Shah was also part of Aditya Birla Capital for more than 12 years wherein he helmed the financial shared services operations, apart from the corporate operations of their life insurance wing. He also had a distinguished stint as a Senior General Manager in Birla Copper for over three years, managing the treasury desk for metals, forex and interest rate trading. In the early part of his career, he was closely involved with the Chairman's office at Aditya Birla Group in the capacity of Executive Assistant to the Chairman.



**Mr. Atul K. Kedia – Vice President (Legal) and Company Secretary** – Mr. Atul K. Kedia is Vice President (Legal), Company Secretary and Compliance Officer of the company. A Commerce and Law Graduate, he is a member of the Institute of Company Secretaries of India. He has been with the organisation for more than 30 years. He possesses vast experience in the field of investor relations apart from secretarial and legal matters.

# 7 OUR JOURNEY

Summary







# Real Estate

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



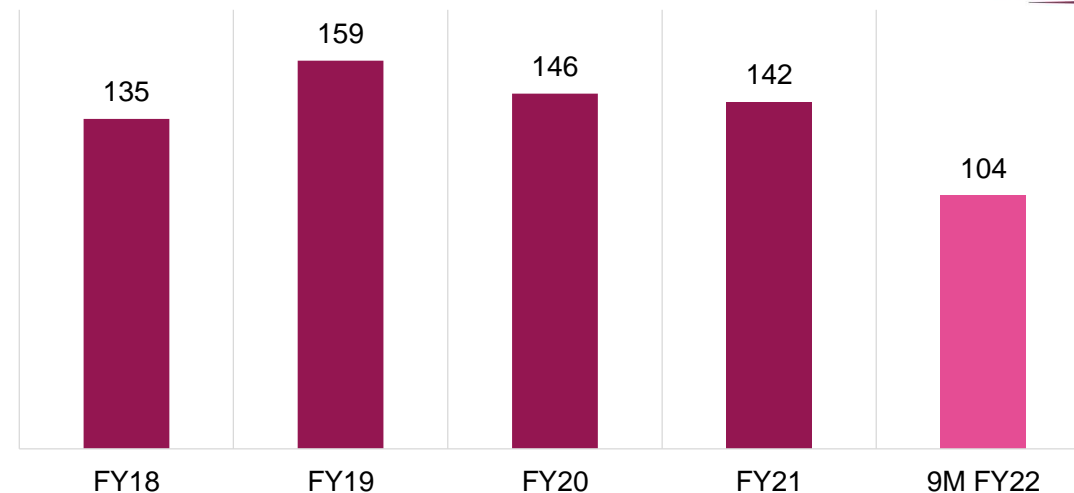
# EXECUTIVE SUMMARY - REAL ESTATE

- 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 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 74% of the total launched inventories is sold comprising of phase 1 & 2.
- **BIRLA ALOKYA** – The duplex homes project in Bengaluru has witnessed robust sales performance and till date 76% inventory is sold out in the project.
- **BIRLA NAVYA** - Birla Navya, a township project at Gurugram has witnessed staller performance wherein 98% inventory is sold of launched units which is more than INR 609 Crs. of booking value.
- **BIRLA TISYA** - Birla Tisya, a twin multi-storey towers residential project at Magadi Road, Bengaluru is new addition in the list. The project is launched in December 2021 and seen strong sales response with over 50% inventory sold in 4 days of launch.
- **BIRLA NIYAARA** – Birla Niyaara, will have 3 residential towers (Each tower will be of 75 floors above 5 level podium). The project has a planned residential development of 3mn sqft. It will be launched in phases over next 5-6 years.



# 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



# AWARDS & CERTIFICATIONS



**Green Project of the Year**  
National Infrastructure & Construction Awards



**Green Building Project of the Year**  
Times Network Presents National Awards for Marketing Excellence - For excellence in real estate & infrastructure



**Commercial Property of the Year**  
DNA Presents Real Estate & Infrastructure Round Table & Awards



**Commercial Property of the Year**  
ET Now Presents Real Estate Awards



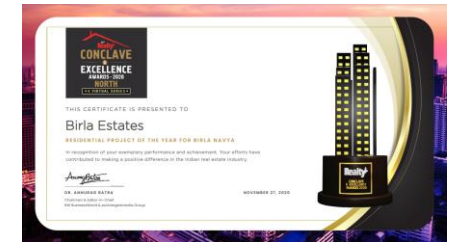
**Green Building Project of the Year**  
ET Now Presents Real Estate Awards



**Project Launch of the Year**  
The 11th Realty+ Excellence Awards 2019 West Zone



**Iconic Project of the Year - Birla Alokya**  
Realty+ Conclave & Excellence Awards 2020 (South)



**Residential Project of the Year - Birla Navya**  
Realty+ Conclave & Excellence Awards 2020 (North)



**Innovative Marketing Campaign of the Year**  
DNA Presents Real Estate & Infrastructure Round Table & Awards



**Iconic Marketing Campaign of the Year**  
Times Realty Icons Awards



**ACE Alliance Award 2019 by SAP**  
For customer excellence and delivery in SAP Product Support



**Iconic Emerging Developer, India**  
Mid-Day Real Estate & Infrastructure Icons



**Best Real Estate Company**  
Global Real Estate Congress Real Estate Awards



**Best Brand Marketing**  
Global Real Estate Congress Real Estate Awards



**Emerging Developer of the Year (North) – Birla Estates**  
RE/MAX Presents Estate Awards



**Luxury Project of the Year (North) – Birla Navya**  
RE/MAX Presents Estate Awards



# GEOGRAPHICAL PRESENCE

(C) - Commercial (R) Residential



**BIRLA CENTURION (C)**

Golf Course Extension,  
Gurugram, NCR



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



**BIRLA AURORA (C)**

Worli, Mumbai Kalyan, Maharashtra



**Birla TISYA (R)**

Magadi Road, Bengaluru Whitefield, Bengaluru



**Birla NIYAARA (R+C)**



**BIRLA VANYA (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 Phase I&II – 9.9	1,134	501	Residential – 1 BHK, 2 BHK, 3 BHK & 4 BHK	Own	Super structure under construction
<b>Birla Alokya</b>	Whitefield, Bengaluru	8	5.5	390	278	Duplex homes with 3 BHK and 4 BHK spread across 2 floors	Own	Super structure under construction
<b>Birla Navya (IF) + GH *</b>	Golf Course Extension, Gurugram, NCR	65	Total 36.5 Phase I – 5.7	4,415	609	Residential – 2 BHK, 3 BHK & 4 BHK	JV	Launched-Phase I
<b>Birla Niyaara</b>	Worli, Mumbai	14.2	Residential Phase I – 24	Res. – 10,000+	-	Residential – 2 BHK, 3 BHK, 4 BHK, large apartments and Penthouse	Own	Shore piling and excavation in progress
<b>Birla Tisya</b>	Magadi Road, Bengaluru	4.8	6.5	622	286	Residential – 2 BHK, 3 BHK & 4 BHK	JV	Excavation work is in progress

\* Currently Framework agreement is signed for group housing with revenue potential of Rs 2,150 Cr



# RESIDENTIAL & COMMERCIAL SALES HIGHLIGHTS

Particulars	UOM	Q3 FY22	Q3 FY21	% chg YoY	Q2 FY22	% chg QoQ	9M FY22	9M FY21	% chg YoY
<b>Commercial</b>									
Leasing Income	Rs. Cr.	29	32	-8.0%	31	-4.9%	91	95	-3.8%
Average Rent Realisation (BA&BC)	Rs./sq.ft.	149	164	-9.4%	158	-5.8%	154	161	-4.3%
<b>Residential</b>									
Booking Value	Rs. Cr.	344	159	116.2%	200	71.9%	589	287	104.9%
Collection	Rs. Cr.	69	31	123.1%	76	-10.0%	193	63	206.9%



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



Tower B

Tower A

Tower G

Tower F



<b>Location</b>	Shahad, Kalyan
<b>Area</b>	22 acres
<b>Saleable Area</b>	13.2 lakh sq. ft. 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. 501 Crs
<b>Construction</b>	Construction of super structure in full swing





<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. 390 Crs
<b>Product Type</b>	Residential – 3-Bed and 4-Bed Villaments
<b>Cumulative Sales</b>	Achieved Booking Value of Rs. 277.7 Crs
<b>Construction</b>	Construction of structure in full swing

# BIRLA NAVYA, GURUGRAM (JV) – PROJECT UPDATE



<b>Location</b>	Sector 63 A, Gurugram, NCR
<b>Area</b>	65 acres
<b>Saleable Area*</b>	36.5 lakh sq. ft. Phase 1 – 5.7 lakh sq. ft. launched
<b>Revenue Potential</b>	Rs. 4,415 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. 609.3 Crs
<b>Construction</b>	Sample flat completed. Foundation work in progress.

\* Includes Independent Floors and Group Housing

# BIRLA TISYA, BENGALURU (JV) – PROJECT UPDATE



<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. 622 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. 286 Crs
<b>Construction</b>	Sample flat completed. Excavation work in progress.



# 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
<b>Product Type</b>	Residential – 2 BHK, 3 BHK, 4 BHK, Large Apartments, Penthouse
<b>Launch Year</b>	February 2022
<b>Construction</b>	Shore piling and excavation in progress

# ENVIRONMENT SOCIAL GOVERNANCE (ESG) – REAL ESTATE



## ENVIRONMENT

- ESG Roadmap for Birla Estates – Kicked off the Project
- BREEAM precertification for Worli Project - documentation is in progress for certification
- Preventive measures to reduce air pollution impacts – Initiated the air purification solutions
- Sustainable Construction Initiatives - Construction & Demolition (C&D) Waste Utilization in concrete, Use of Ground Granulated Blast Furnace Slag (GGBS), Adopting Modular curing solution (MCS)
- Water saving solutions –
  - STP recycled water for flushing, landscaping , road cleaning purposes.
  - Ultra low flow fixtures
  - Automated Irrigation Systems
  - Rain Water Harvesting
  - Dishwasher for Premium Projects ( Century Mills, Worli)
  - Condensate drain water recycling wherever feasible. (Provided in Gurgaon Project)



## SOCIAL

**Capability Building:** Campaigns on Several Safety topic likes – BBS, Construction Safety Mgt, P&M Operator, Fire & Road Safety



**Governance - Robust compliances of all regulatory requirements**



# Pulp & Paper

Flag bearer in Paper Industry

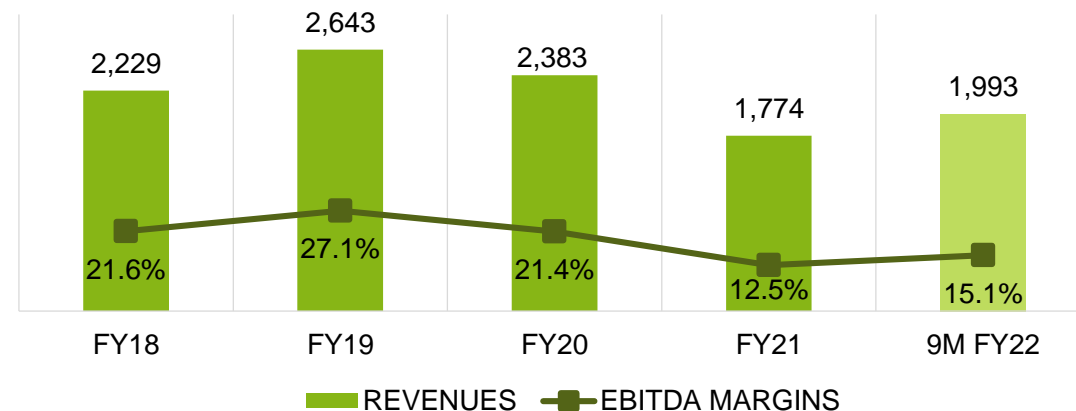
# PULP & PAPER - EXECUTIVE SUMMARY

- 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.

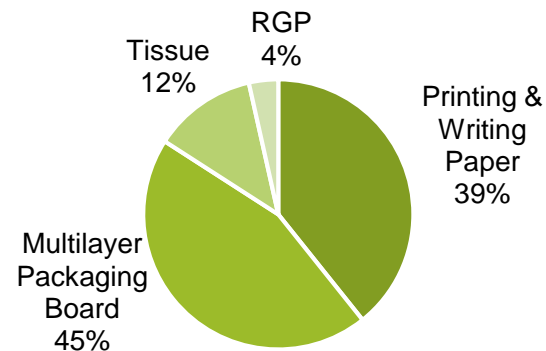
## PRODUCT PORTFOLIO

- **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.

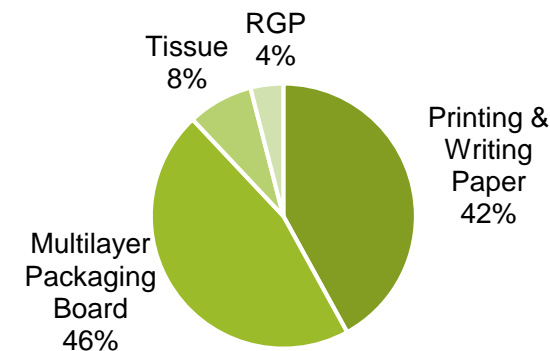
TURNOVER (RS. IN CRORES) & EBITDA MARGINS (%)



REVENUES MIX – 9M FY22



REVENUES MIX – FY21



# 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 95% of the total requirement

## Encash on:

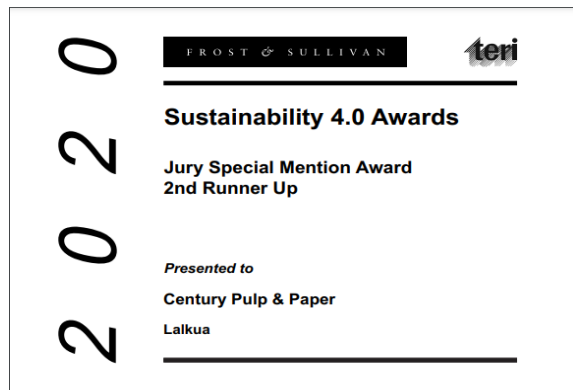
- Growth in tissue paper demand due to awareness towards hygiene & sanitation
- India's per capita paper consumption being one of the lowest compared to other developing economies like China & Indonesia
- Higher spends by Government on education and rising literacy levels
- Increased demand for packaging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



# AWARDS & CERTIFICATIONS (2020-21)



Century Pulp and Paper is the holder of following certifications:



ISO 9001



ISO 14001



OHSAS 18001



FSC C104223

- Sustainability 4.0 Challengers Award : Lalkuan Plant has been awarded “Sustainability 4.0 Challengers Award-2020” in a joint assessment conducted by Frost & Sullivan and Teri, covering various business aspects under 4 major pillars i.e. People, Partnership, Purpose and Planet.
- Sustainability 4.0 Power Plant Optimization Award : Lalkuan Plant has been awarded “Sustainability 4.0 Jury Special Award-2020” (2<sup>nd</sup> runner-up) towards various Energy Conservation efforts made by the plant. This evaluation has been made in a joint assessment conducted by Frost & Sullivan and Teri, covering various energy conservation parameters like – boiler & TG combined cycle efficiency improvements, coal & power saving initiatives and plant’s contribution towards Environment etc.
- Agro-Industrial Exhibition Award : In the 109<sup>th</sup> “All India Farmer’ Fair and Agro-Industrial Exhibition – 2021”, organised by and held at G B Pant University of Agriculture & Technology, Pantnagar, Uttarakhand, the Division has received First prize.

# GEOGRAPHICAL PRESENCE

Real Estate



Pulp & Paper



Textiles



Financials



- Writing and Printing paper
- Tissue
- Board

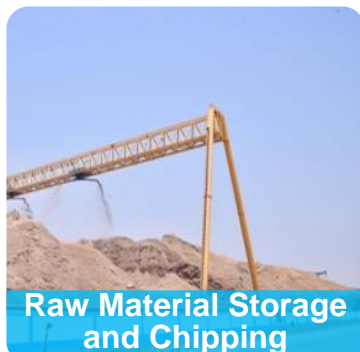
# CENTURY PULP & PAPER MILL – MANUFACTURING CAPACITIES

- Established in **1984**, the manufacturing facility is **India's only integrated Pulp and Paper mill** that delivers **comprehensive solutions in finest varieties** of Writing & Printing Paper, Virgin fiber grade fine tissue, Multilayer Packaging Board and Rayon Grade Pulp.
- Situated at the foothills of the Himalayas in Lalkua (Nainital), Century Pulp and Paper is a committed employer of the local community.



Fiber Line Pulp Mill

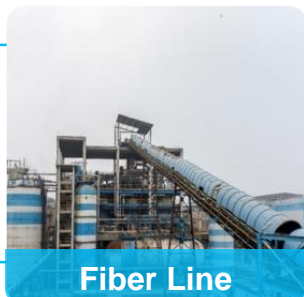
RGP Pulp Mill



Raw Material Storage and Chipping



Bagasse Pulp

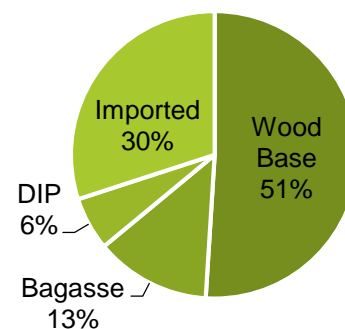


Fiber Line

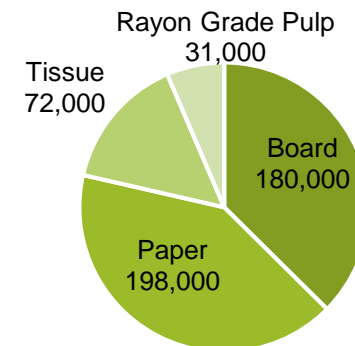


DIP

## RAW MATERIAL FLEXIBILITY (VOLUME IN MT)- 9MFY22



## PRODUCTION CAPACITY BREAK-UP (TONS/PER YEAR)



**4.81 Lakh MTPA**

**Total Capacity**

**87 MW**  
(Self Generation Turbine)

**Power**

**> 6,500**  
(Approx)

**Manpower**

**Rs. 2,446 Cr**  
(31<sup>st</sup> December 2021)

**Fixed Assets**

## PRINTING & WRITING PAPER



- Century Pulp & Paper range of writing and printing paper is used to produce a wide range of stationery such as notebooks and envelopes.
- Printing paper is specially designed for printing books, note books, publishing and printing due to its uniform, fast ink-trapping and drying qualities, as well as its dimensional stability.
- The products manufactures include Cream Wove, Maplitho and Specialty Paper



## INDUSTRIAL PAPER & PACKAGING BOARD

### INDUSTRIAL PAPER

- Century manufactures different type of paper used in Industrial use: wide range of packaging, cardboard, tissue, insulation and wrapping products.

### PACKAGING BOARD

- The company is a provider in primary and secondary packaging - offering ready to use material required by the pharmaceutical, food and FMCG sectors amongst others

## TISSUE PAPER & RAYON GRADE PULP



### TISSUE PAPER

- Set up in 2009 & 2021, Century is the largest and most advanced manufacturer of Jumbo Soft Tissue Paper Rolls in India.
- The Products include Facial Tissue, Towel Grade Tissue, Napkin Tissue and Toilet Tissue

### RAYON GRADE PULP

- A dissolving grade pulp, Rayon Grade Pulp is a highly purified form of cellulose made from wood and used in a wide variety of consumer applications.
- Uses of the pulp include Viscose Staple Fiber, Viscose Filament Yarn (for textiles and non woven products for household, hygiene, medical and industrial absorbent products) and cellophane papers. Rayon grade pulp (RGP) is prepared and supplied to filament yarn manufacturers.

# KEY INITIATIVES ENVISAGED

Real Estate



Pulp & Paper



Textiles



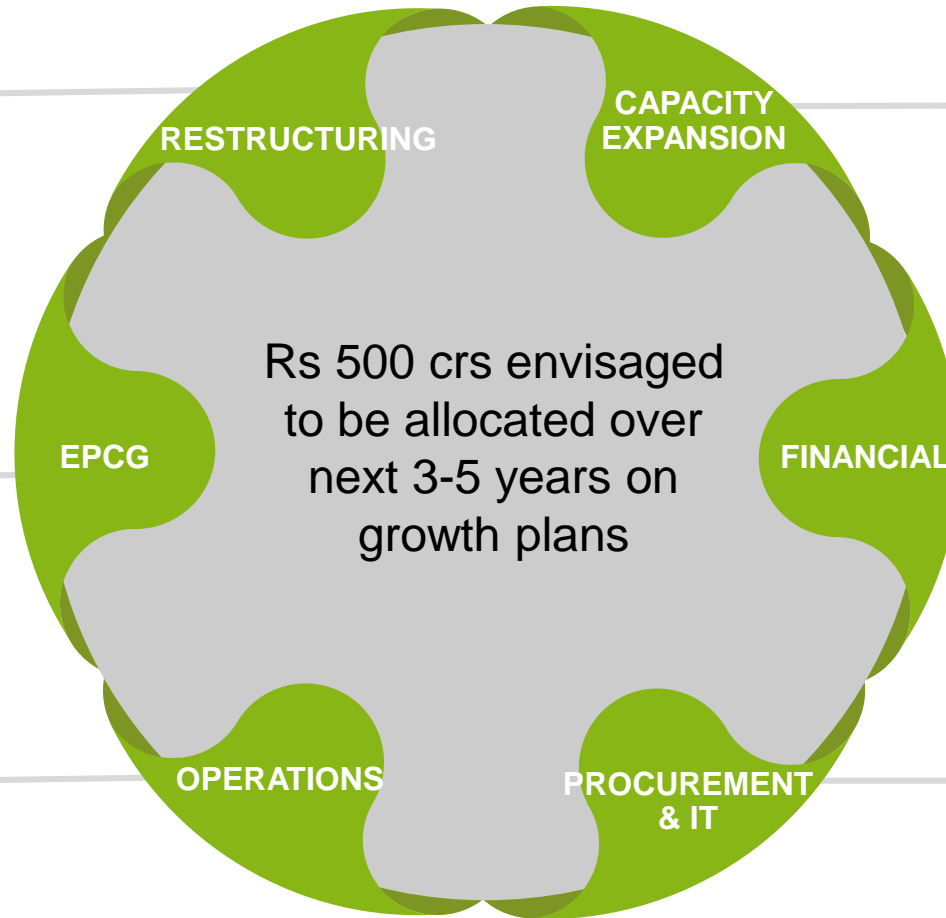
Financials



Workmen Optimization  
Marketing Function to be created along with sales function. Market intelligence set up to be created. Fresh blood to be inducted to create Nomination/ Direct customer/ Dealer business segment. Plant to have focus on pulp & paper separately.

Increased Exports  
Plan to fulfill licenses by 2022

Sweating of existing assets  
Efficiency Drive  
Effective utilization of Power/Steam  
Debottlenecking of key ingredient - White Liquor (wherever possible)  
Asset Care Process Implementation – condition monitoring, MTBF/MTTR  
Continuous Cost Reduction Processes



Evaporator PM 3 & 4 Upgradation  
Fibreline & Rec Boiler BCTMP Plant  
New Recovery Boiler/Turbine  
43MW Turbine Energy Savings Projects

Working Capital Optimization  
Effective Management of debtors  
Inventory Management based on per ton/ per day consumption

Sustainable Wood Procurement  
Cost Effective Pulp combination  
VMI – Vendor Managed Inventory

## FUTURE AHEAD

B2C Channel



Increase Dealer Network



Innovation



Asset Light Model (Outsourcing)



Working Capital Management



Reduce Logistic Cost





## Energy Management

Century Pulp & Paper takes every effort to reduce its carbon footprint and impact to the environment. This is achieved by constantly making improvements to its operations in the following key areas :

- Power Consumption
- Waste Management
- Usage of Raw Materials and Conservation.

### Power Consumption

The plant consumes approximately 14.0 lacs units per day, of which an estimated 95% of power is generated internally. Out of this, 40% of CPP's power needs are met through the process of biomass waste in the form of black liquor, pith and sawdust.



## Other Initiatives for conservation of energy include:

### A) Conservation of Energy:

- (a) Steps taken on conservation of energy:
  - i) Blow Heat Recovery utilized to generate heat from digester,
  - ii) For steam saving, installed efficient secondary air heater,
  - iii) Installed burner at lime kiln for higher utilization of PG gas, in place of FO,
  - iv) Installed Centralized Refining System to feed pulp at multiple plant's need,
  - v) Improved turbine vacuum,
  - vi) Optimised PGP's consistency to save refining energy,
  - vii) Steam valve optimization to minimize MP steams peaks in various pulp mills.
- (b) Steps taken for utilizing alternative sources of energy:
  - i) Continued usage of Black Liquor & Pith (Bio mass product) for steam generation
  - ii) Continue usage of CMG at Tissue plant in place of LPG,
  - iii) Increased usage of Producer Gas in place of furnace oil in lime kiln
  - iv) Utilization of solar Energy.

### B) Technology Absorption:

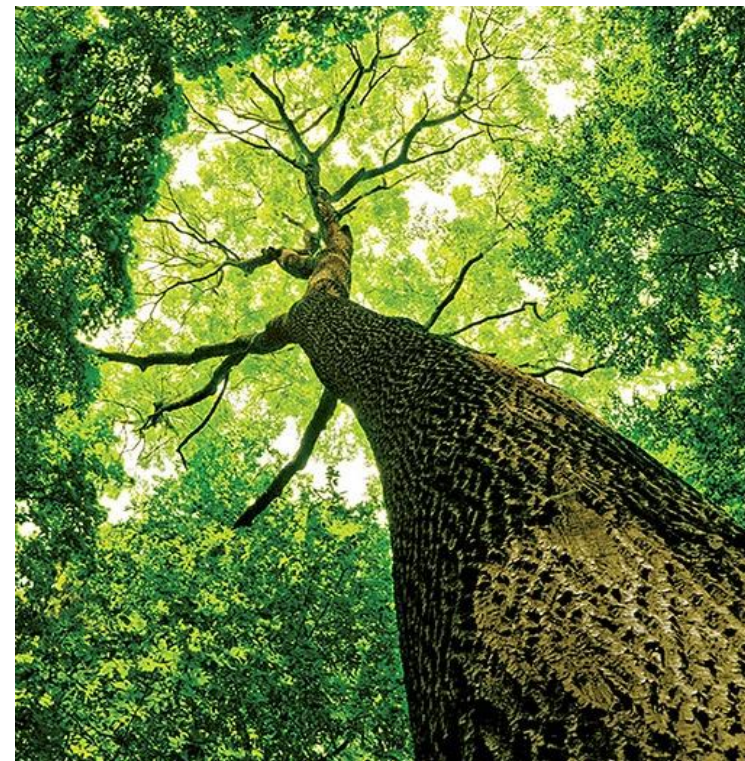
- (a) Efforts made towards technology absorption:
  - i) Upgradation of COL system at PM#3
  - ii) WPP Calendar upgradation
  - iii) Industry 4.0 at PM#4
- (b) Benefits derived as a result of above efforts.
  - i) Reduction in Power consumption
  - ii) Quality Improvement.
  - iii) Reduction in Steam consumption

## CONSERVATION ACTS

Century Pulp & Paper runs a number of forest and water conservation initiatives in line with its corporate philosophy.

### Forest conservation

- Bagasse and recycled waste paper used as a raw material eventually helps in conservation of forests
- ECF pulping at the new fibre line (pulp mill) is chlorine-free
- Installation of screw presses for effluent solids to be reused
- Steam prehydrolysis process at fibre line acts as an energy saver, helping in water conservation and reduction in effluent load
- Reuse of machine back water in the pulp mill after clarification and filtration process
- Reuse of RGP bleaching back water for washing of bagasse
- PH liquor is mixed with weak black liquor, concentrated in the evaporator, and finally fired in the recovery boiler to curb pollution and generation of steam.



## RAW MATERIALS

- Century Pulp & Paper follows local legislations closely as it is committed in the conservation of the environment and the protection of its stakeholders' interests. As a result, we adhere to major raw material requirements set by the Agro-forestry sector.
- Century Pulp & Paper uses a variety of raw materials and pulpable raw material species such as eucalyptus, poplar, vineer waste, bamboo, bagasse and recycled waste paper to manufacture its products.
- As a technologically advanced company, Century Pulp & Paper generates its own plantation activities by preparing high-yielding eucalyptus clones on one of the best soils in India. This increases the size of the catchment areas and fulfils our own raw material requirements.
- Century Pulp & Paper has its own chemical recovery process where we treat black liquor into white liquor and recycled to pulping process. This is done as black liquor is harmful to the environment when left as an effluent. The company also adopts wood-free paper manufacturing, where a chemical pulping process is used to create our products. Made from pulpwood, chemical pulp is not considered wood as most of the lignin is removed and separated from the cellulose fibres during processing. This is unlike mechanical pulp where it retains most of its wood components. In addition, wood-free paper is not as prone to yellowing as papers made of mechanical pulp.
- Due to its numerous capabilities, Century Pulp & Paper is known to house one of the most complex manufacturing setups under one roof.



## ENVIRONMENT




## SOCIAL



- ▶ CPP has embarked on a program to use wood bark, earlier discarded, as fuel in Boilers after being fed to chipper as shown above.
- ▶ 1,278 MT of wood bark was used as fuel in boilers, which resulted in saving of approximately 543 MT of coal during Q3 FY22.

- ▶ Repairing, water proofing & painting work done at Govt. Girls High School, Lalkuan & Adarsh Inter College, Bindukhatta Distt. Nainital. Beneficiaries ~525
- ▶ 25 no. toilets constructed at Bindukhatta for poor people & 1 toilet block at Govt. Girls School, Baddi. Beneficiaries ~1500.
- ▶ Development of Ambedkar park at Sanjay Nagar, Bindukhatta. Beneficiaries ~10,000.



# STRATEGIC PERFORMANCE (2015-2022)

Real Estate

Pulp & Paper



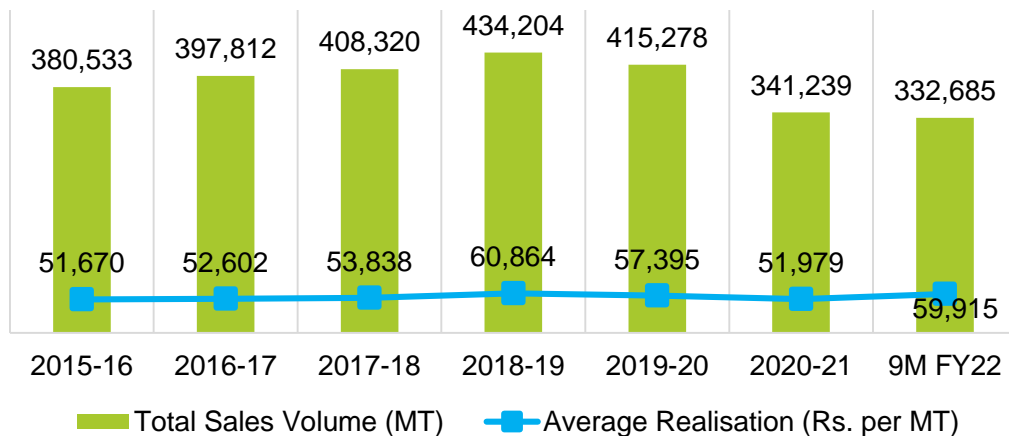
Textiles



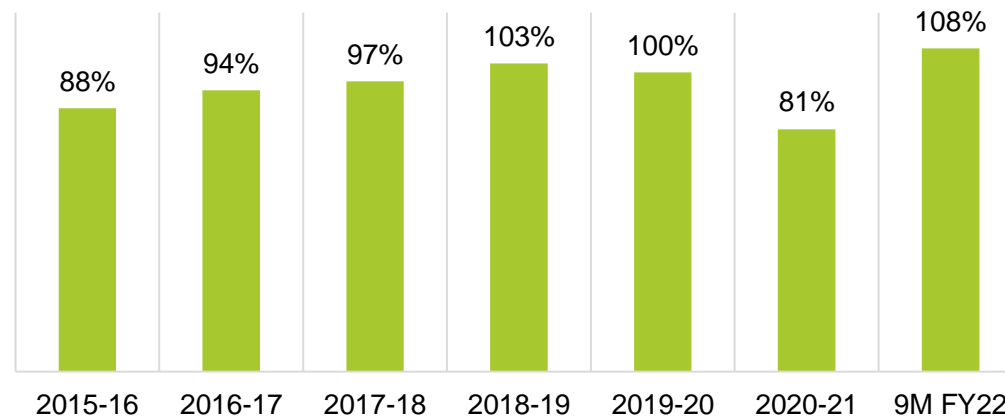
Financials



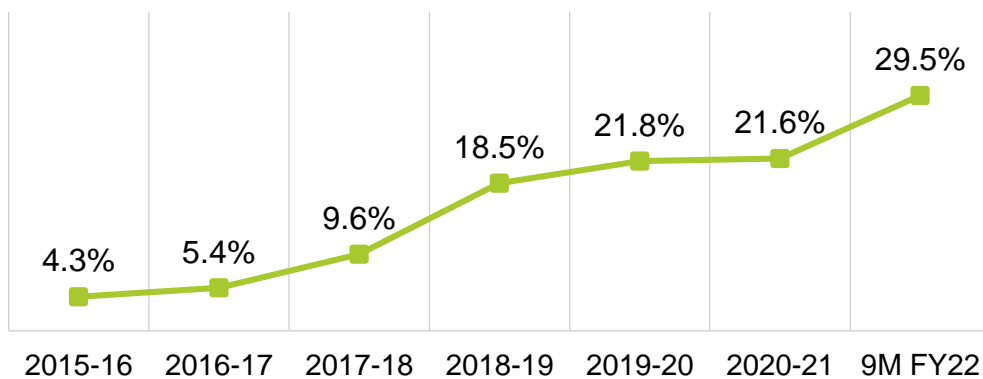
### HISTORICAL SALES VOLUMES AND REALISATIONS



### CAPACITY UTILIZATION PERCENTAGE

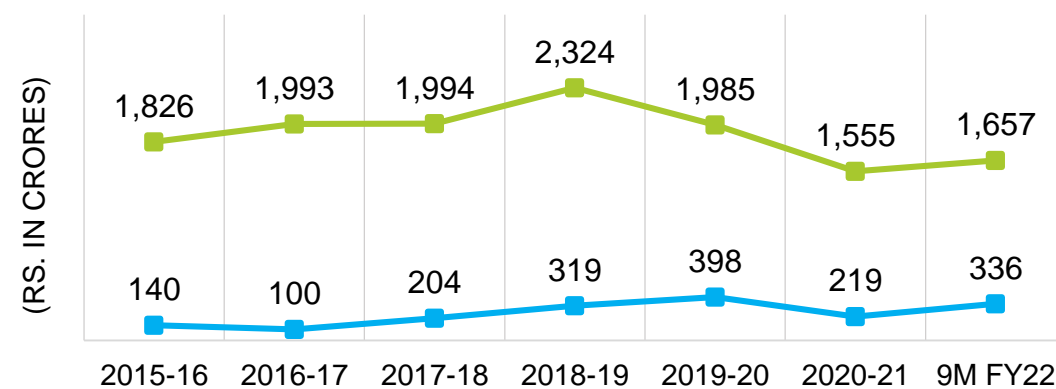


### VOLUMES FROM VALUE ADDED PRODUCTS (%)



### SALES TURNOVER

DOMESTIC EXPORTS





# Textiles

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



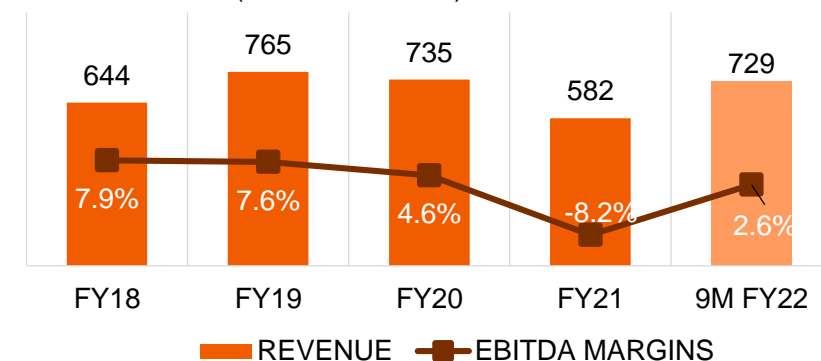
# EXECUTIVE SUMMARY – CENTURY TEXTILES

- 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.

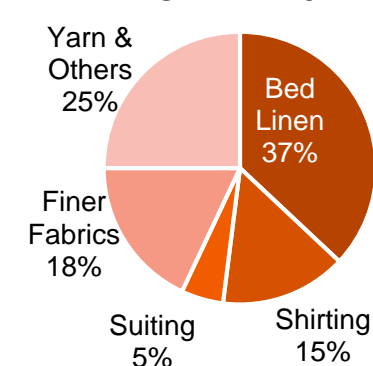
## PRODUCT PORTFOLIO

- **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.

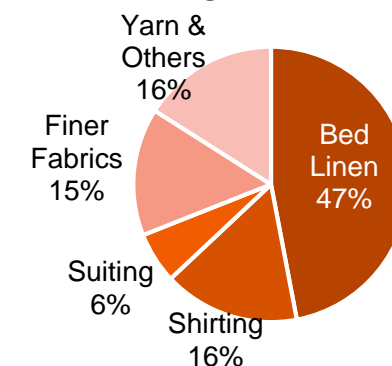
TURNOVER (RS. IN CRORES) & EBITDA MARGINS (%)



REVENUE MIX – 9M FY22



REVENUE MIX – FY21





# STEP TOWARDS MORE FOCUS ON GROWING BUSINESS



## 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



# BIRLA CENTURY - JOURNEY OF BUSINESS SUSTAINABILITY



Oeko-Tex Standard 100



NABL Accreditation for our Testing Laboratory of Birla Century



STeP– Certification



MIG Tags



SA 8000- 2014



LEED (Leadership in Energy and Environmental Design)



BCI Registered Member (Better cotton Initiative)



Global Organic textile Standards (GOTS)

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



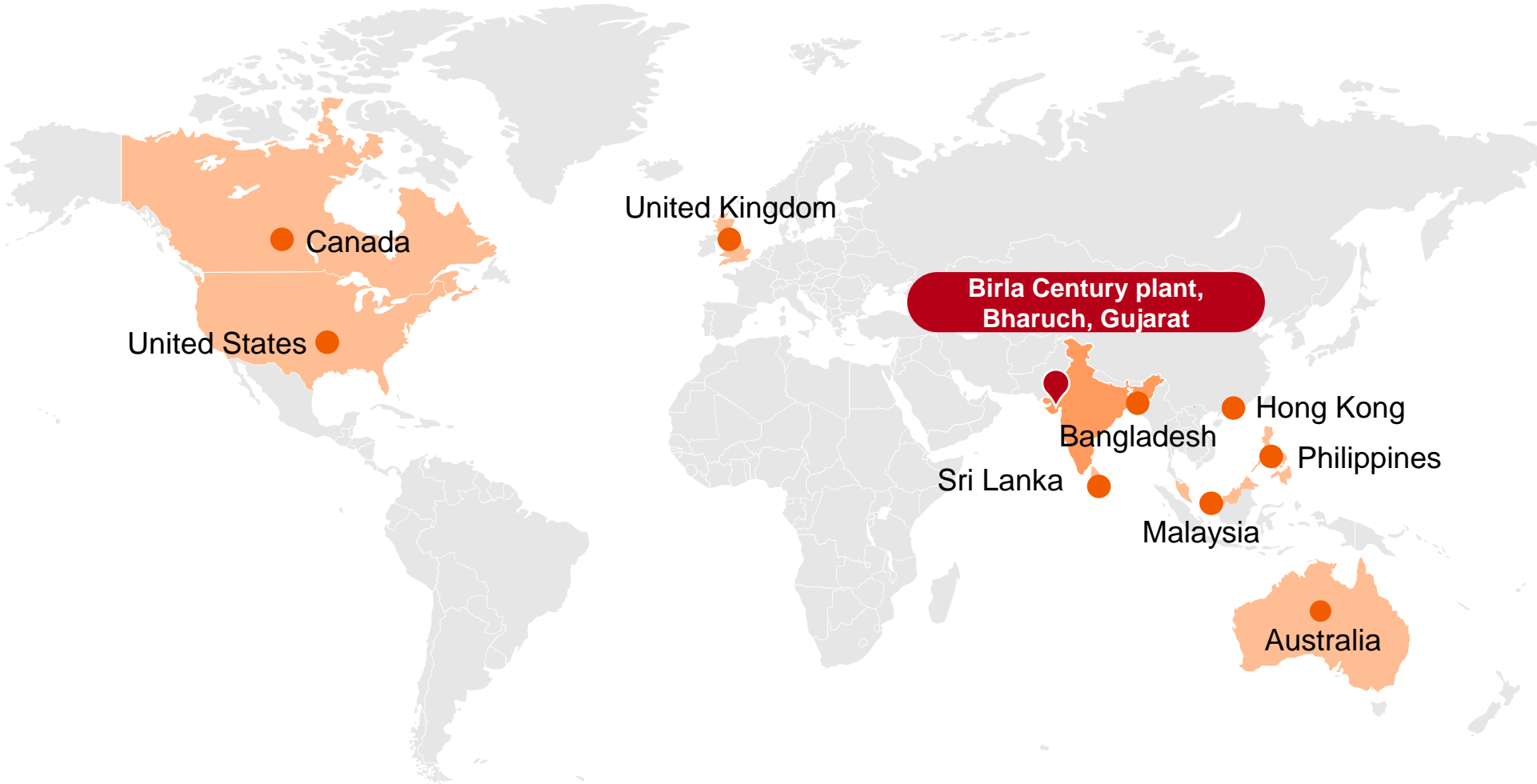
# GEOGRAPHICAL PRESENCE

Real Estate

Pulp & Paper

Textiles

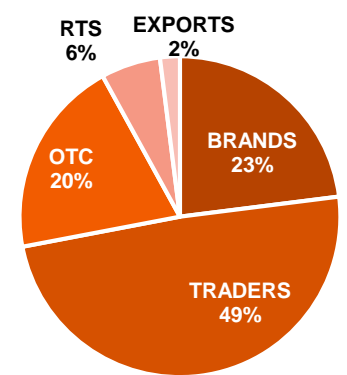
Financials



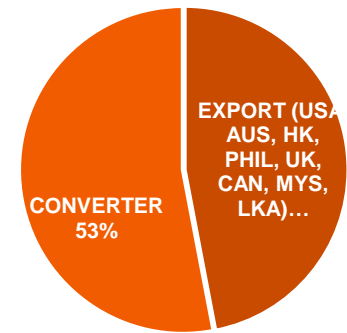
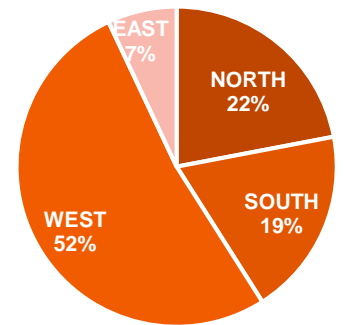
APPARELS

HOME TEXTILES

### SEGMENT-WISE



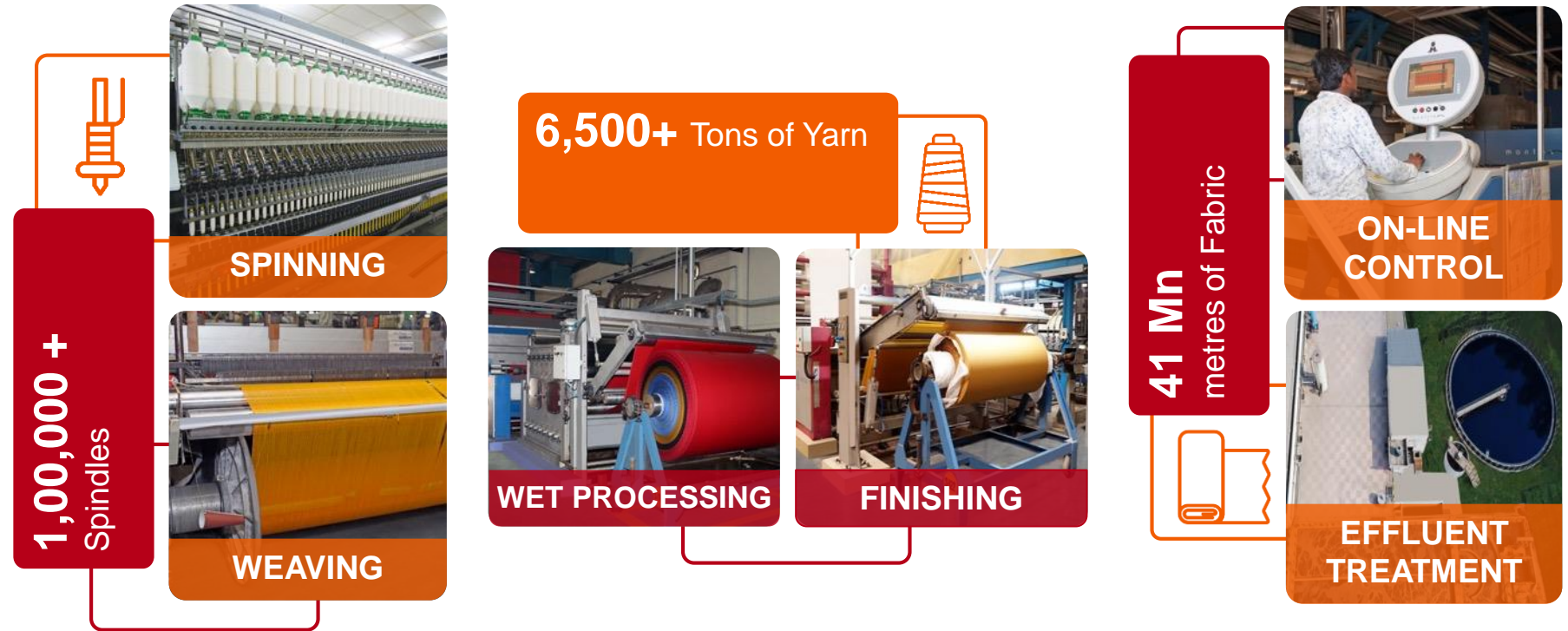
### ZONE WISE





# INTEGRATED MANUFACTURING FACILITY & PROCESS

- Century Textiles & Industries Limited invested about US\$180 million (Rs. 850 Crore) in setting up, a Greenfield project in Jhagadia, Bharuch, Gujarat known as "BIRLA CENTURY" to manufacture textile products.
- Spread over an area of 42.56 mn Sq. Ft (100 acres) of land, it's strategic location provides it logistical advantage in terms of easy connectivity and accessibility via rail, air and road links.
- Our manufacturing technology compares with the best across the globe, offering speed, versatility and quality. Most of the technology procured for the plant is from the best manufacturers of equipment in their respective fields.



## INNOVATION THROUGH RESEARCH & DEVELOPMENT

The company has an established design studio at our corporate office in Mumbai and at the plant in Bharuch, Gujarat, equipped with an active library of designs for weaves. Designers continue to add new designs to this portfolio every day and this ongoing design development and the extensive design database enables us to be a trendsetter in the market.

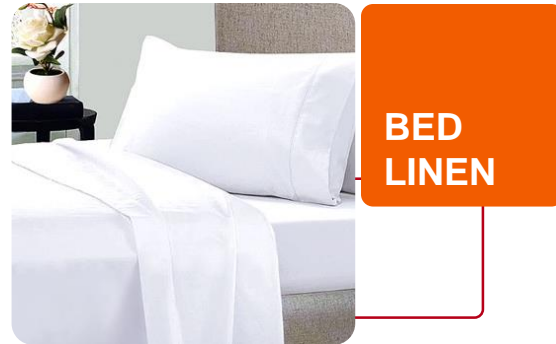




# PRODUCT PORTFOLIO



- The company manufactures premium range elite shirting in elegant designs, weaves and colours.
- Birla Century's shirting with 100% Indian and Egyptian cotton with various blends etc. comes in innovative finishes like Bio-polish, Wrinkle free and Crease resistance



- Birla Century is one of the leading bed and bath linen manufacturers in India.
- Birla Century's bed linen products come in innovative finishes like MXL, easy iron, easy care, anti-wrinkle, aroma, water repellent, anti-bacterial etc.
- The products are manufactured with yarn made of 100 per cent cotton i.e. Indian, Suvin, Giza, Pima, Organic etc and blends of linen, Modal, Excel, bamboo, etc.

### MARQUEE CLIENTS

- Macy's
- Costco
- CHF
- Hometex
- Royal Linen



- 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 addition to products with cotton, fibres like modal, excel, viscose etc. are manufactured along with a range of traditional sarees and dhotis.

### MARQUEE CLIENTS

- US Polo
- Arrow
- Louis Philippe
- Van Heusen
- Allen Solley



- Birla Century offers luxury suiting fabrics (bottom-weight fabrics) in myriad shades and textures to suit every taste.
- As one of the leading bottom-weight fabric manufacturers in India, our suiting is characterised by high dimensional stability, or, in other words, the ability to retain its size and form. It is wrinkle-free, crease recoverable, amazingly smooth, and exudes a brilliant lustre.





# ENVIRONMENT SOCIAL GOVERNANCE (ESG) - TEXTILES

Real Estate

Pulp & Paper

Textiles

Financials



## ENVIRONMENT



- ▶ Towards sustainable sourcing, we have taken one more step to strengthen our journey of manufacturing excellence by initiating to purchase wind power as a renewable power source.
- ▶ We have initiated to take 3 MW wind power per day from renewable power sources
- ▶ It will further help us in gradually decreasing carbon footprint.

## SOCIAL



- ▶ Construction of Training Centre Building at VGTK, Sewa Rural Jhagadia.
- ▶ Key objective of this initiative is to set up a high-quality training center at Seva Rural to impart training & improving technical skill in tribal community of nearby villages.
- ▶ This activity will also help us in getting trained workforce for our present set up as well as for coming new factory.

## GOVERNANCE



The image shows the Higg Index logo, which consists of the text 'Higg Index' next to a stylized leaf icon. Below it is a circular badge from the Sustainable Apparel Coalition. The badge is green and white with a blue ribbon at the bottom. It contains the text 'Sustainable Apparel Coalition', 'Higg Index', 'Higg Facility Social & Labor Module', and 'VERIFIED MODULE'.

- ▶ We have successfully completed FSLM – Facility Social Labour Module of Higg Index with score of 72%.
- ▶ The Higg facility social & labour module (FSLM) measures the social impact of manufacturing across area such as wages, working hours, health and safety and employee treatment.
- ▶ This is the first time when FSLM score is verified by 3<sup>rd</sup> party auditing agency, Teks Tech to fulfil Brand requirement.



# BIRLA CENTURY, STRATEGIC PERFORMANCE

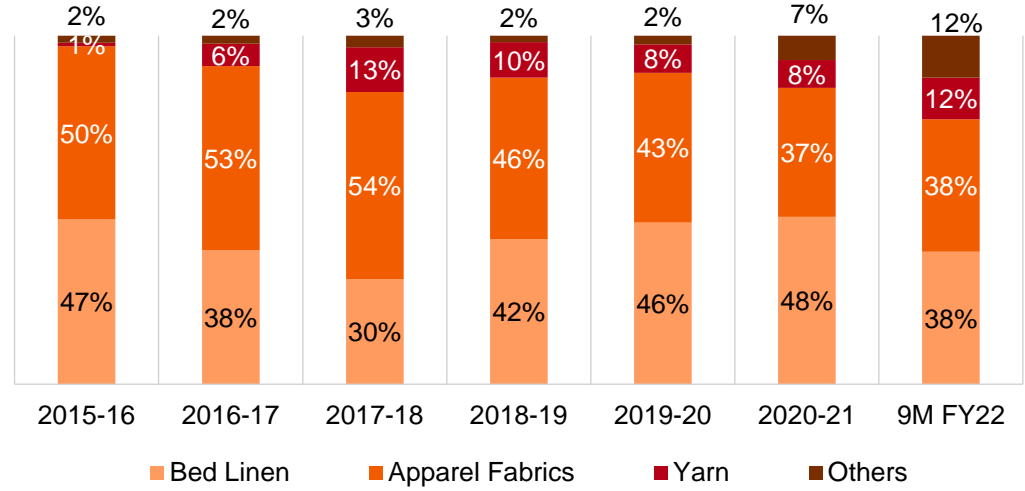
Real Estate

Pulp & Paper

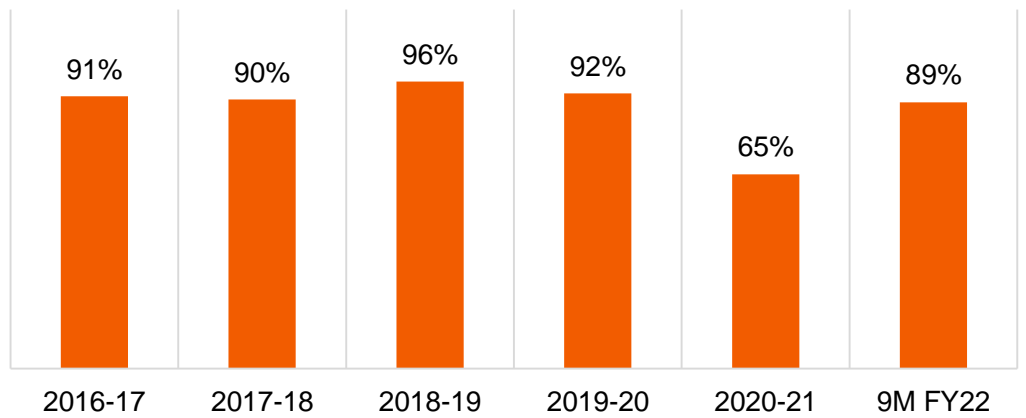
Textiles

Financials

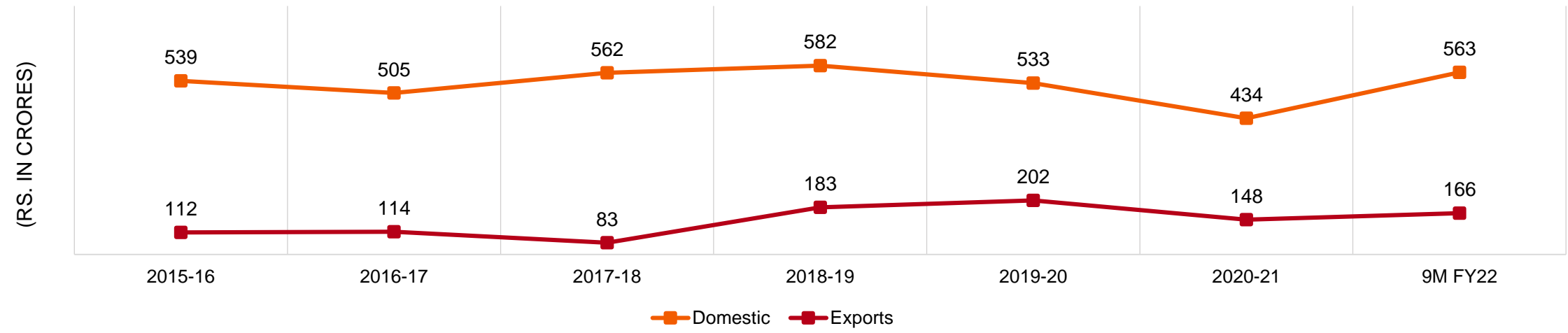
### BUSINESS MIX



### CAPACITY UTILIZATION PERCENTAGE



### SALES TURNOVER





# Financial Summary

# QUARTERLY FINANCIAL PERFORMANCE

(RS. IN CRORES)

Particulars	Q3 FY 21	Q2 FY 22	Q3 FY 22 Actual	Variance Q on Q		Variance Y on Y	
				Amount	%	Amount	%
<b>Continuing Operations</b>							
<b>Sales</b>							
Textiles	216	261	263	2	1%	47	22%
Pulp & Paper	489	686	731	45	7%	242	49%
Real Estate	36	36	34	-2	-6%	-2	-6%
Others	17	15	22	7	43%	5	27%
<b>Total Sales</b>	<b>758</b>	<b>998</b>	<b>1,050</b>	<b>52</b>	<b>5%</b>	<b>292</b>	<b>38%</b>
<b>EBITDA</b>							
Textiles	1	7	10	3	43%	9	NA
Pulp & Paper	60	114	91	-23	-20%	31	52%
Real Estate	8	0	-12	-12	NA	-20	NA
Others	12	12	16	4	37%	4	37%
Interest income of income tax refund	28	-	-				
<b>Total EBITDA</b>	<b>109</b>	<b>133</b>	<b>105</b>	<b>-28</b>	<b>-21%</b>	<b>-3</b>	<b>-3%</b>
Less : Finance Cost	16	12	12	NA	-3%	4%	23%
<b>PBDT</b>	<b>93</b>	<b>121</b>	<b>93</b>	<b>-28</b>	<b>-23%</b>	<b>1</b>	<b>1%</b>
Less : Depreciation	58	58	59	-1	-2%	-1	-2%
<b>PBT</b>	<b>35</b>	<b>62</b>	<b>34</b>	<b>-28</b>	<b>-45%</b>	<b>-1</b>	<b>-1%</b>
Tax	-2	30	22	8	27%	-25	NA
<b>Net Profit after Tax</b>	<b>37</b>	<b>32</b>	<b>12</b>	<b>-20</b>	<b>-62%</b>	<b>-25</b>	<b>-67%</b>
<b>Discontinuing Operations</b>							
<b>Profit after Tax</b>	<b>-5</b>	<b>12</b>	<b>-</b>				
<b>Total Net Profit after Tax</b>	<b>31</b>	<b>44</b>	<b>12</b>	<b>-32</b>	<b>-72%</b>	<b>-19</b>	<b>-62%</b>

# HISTORICAL CONSOLIDATED FINANCIAL PERFORMANCE

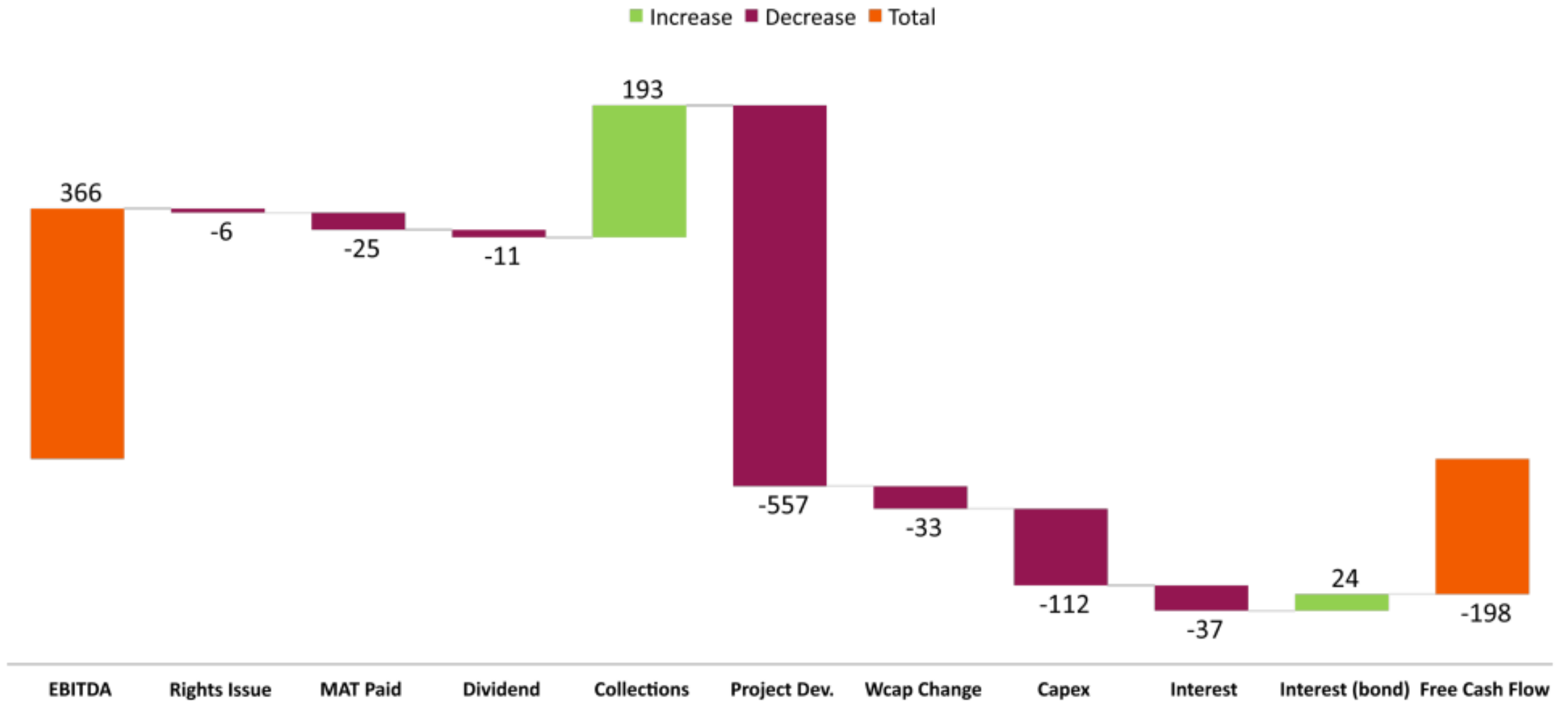
(RS. IN CRORES)

Particulars	FY19	FY20	FY21	9M FY22
<b>Continuing Operations</b>				
<b>Sales</b>				
Textiles	765	735	582	729
Pulp & Paper	2,643	2,383	1,774	1,993
Real Estate	159	146	142	104
Others	66	67	69	54
<b>Total Sales</b>	<b>3,633</b>	<b>3,331</b>	<b>2,567</b>	<b>2,880</b>
<b>EBITDA</b>				
Textiles	58	34	-48	19
Pulp & Paper	716	511	221	301
Real Estate	232	4	31	-5
Others	55	51	48	40
Interest income of income tax refund			33	
<b>Total EBITDA</b>	<b>1,061</b>	<b>600</b>	<b>285</b>	<b>355</b>
Less : Finance Cost	102	87	71	37
<b>PBDT</b>	<b>959</b>	<b>513</b>	<b>214</b>	<b>318</b>
Less : Depreciation	193	229	230	174
<b>PBT</b>	<b>766</b>	<b>284</b>	<b>-16</b>	<b>143</b>
Tax	266	-94	-1	73
<b>Net Profit after Tax</b>	<b>500</b>	<b>378</b>	<b>-15</b>	<b>70</b>
<b>Discontinuing Operations</b>				
<b>Profit after Tax</b>	<b>-30</b>	<b>-17</b>	<b>-19</b>	<b>8</b>
<b>Total Net Profit after Tax</b>	<b>470</b>	<b>361</b>	<b>-34</b>	<b>77</b>



## CASH FLOW - 9M FY22

(INR CRORES)



Activate Windows  
Go to Settings to activate Windows.

## STATEMENT OF OUTSTANDING LOAN

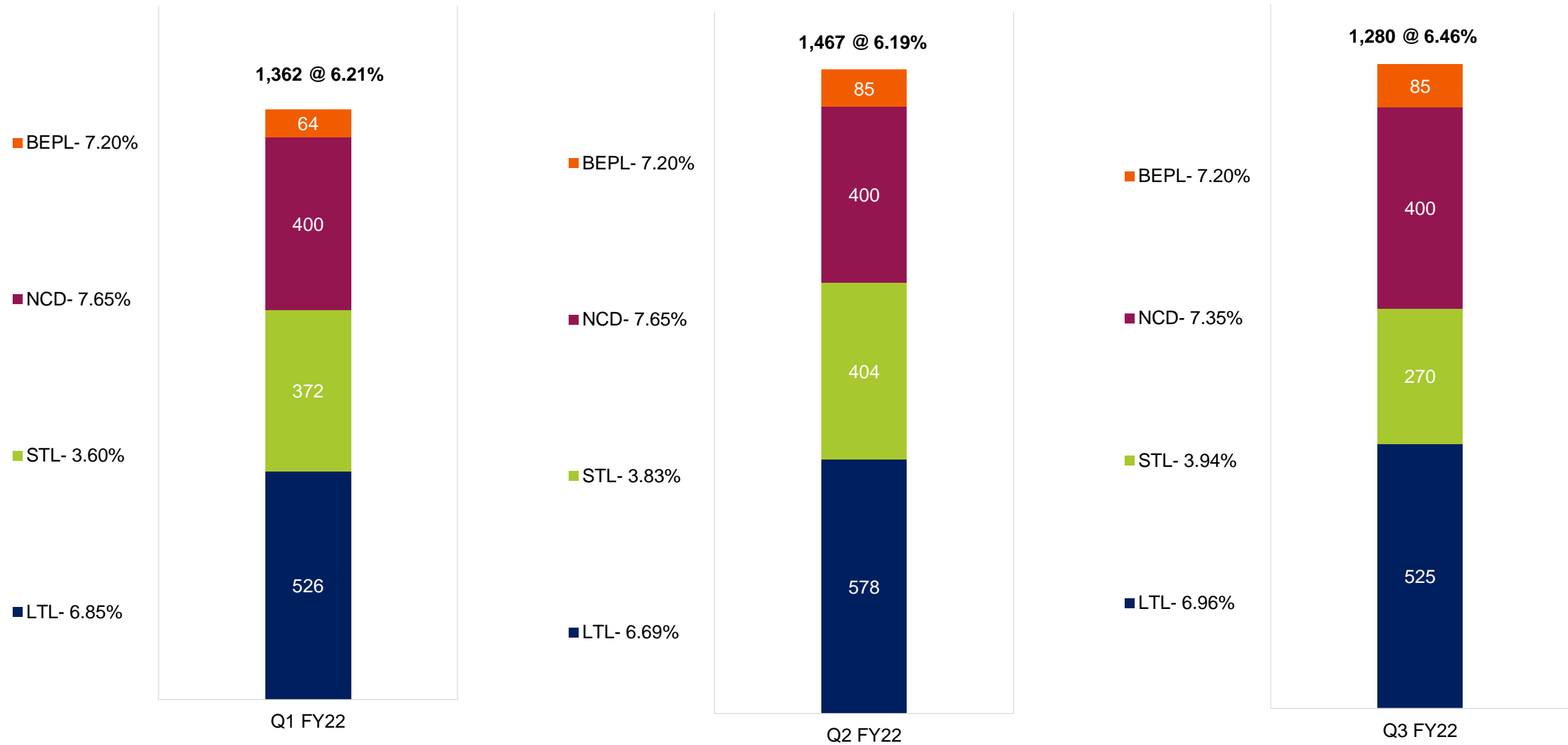
(INR CRORES)

Particulars	O/s as on 30-06-2021	O/s as on 30-09-2021	O/s as on 31-12-2021
<b>Long Term Loans</b>	<b>526</b>	<b>578</b>	<b>525</b>
<i>Average Rate of Interest</i>	6.85%	6.69%	6.96%
<b>Short Term and Working Capital Loans</b>	<b>372</b>	<b>404</b>	<b>270</b>
<i>Average Rate of Interest</i>	3.60%	3.83%	3.94%
<b>NCD</b>	<b>400</b>	<b>400</b>	<b>400</b>
<i>Average Rate of Interest</i>	7.65%	7.65%	7.35%
<b>Total CTIL Loans</b>	<b>1,298</b>	<b>1,382</b>	<b>1,195</b>
<i>Average Rate of Interest as on date</i>	6.17%	6.13%	6.41%
<b>Standalone Loan Taken by Birla Estate Pvt.Ltd</b>	<b>64</b>	<b>85</b>	<b>85</b>
	7.20%	7.20%	7.20%
<b>Total Consolidated Loans</b>	<b>1,362</b>	<b>1,467</b>	<b>1,280</b>
<b>Average Interest for Quarter</b>	<b>6.21%</b>	<b>6.19%</b>	<b>6.46%</b>



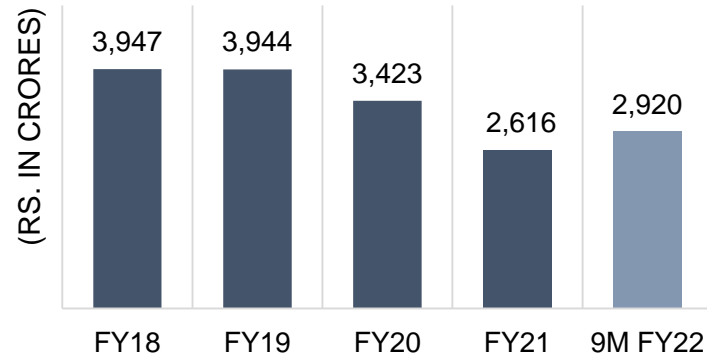


# OUTSTANDING LOAN

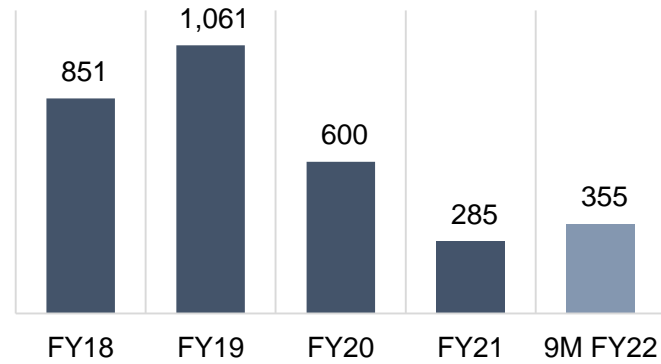


# FINANCIAL PERFORMANCE

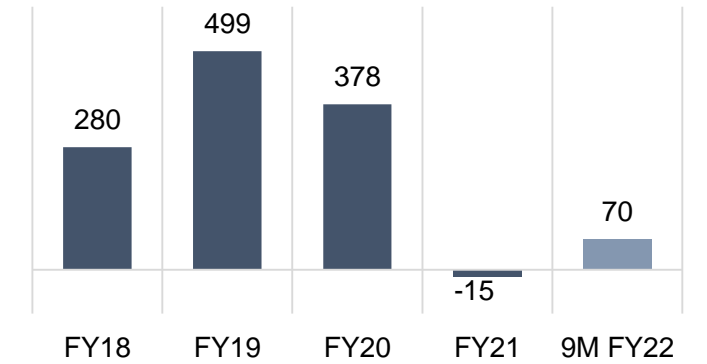
## REVENUES (RS. IN CRORES)



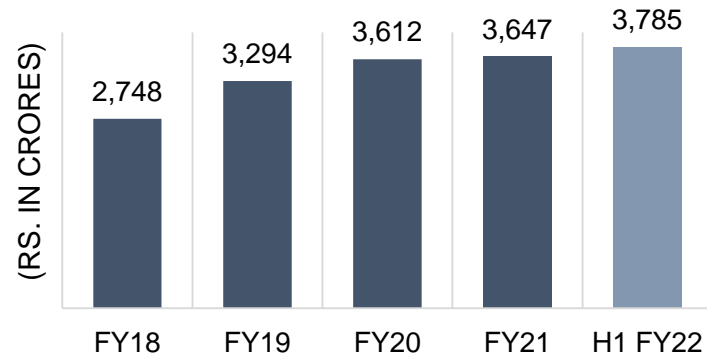
## EBITDA (RS. IN CRORES)



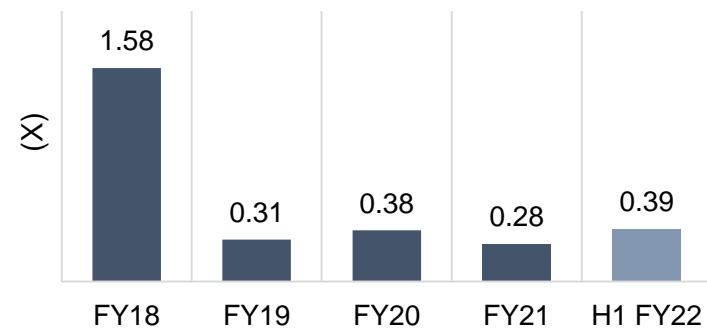
## PAT (RS. IN CRORES)



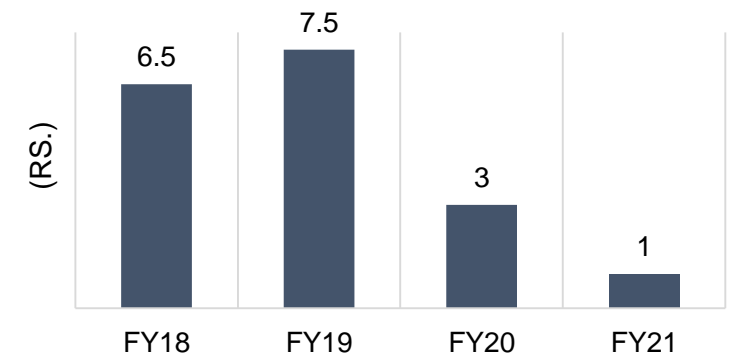
## NET WORTH (RS. IN CRORES)



## NET DEBT TO EQUITY (X)



## DIVIDEND PER SHARE (RS.)



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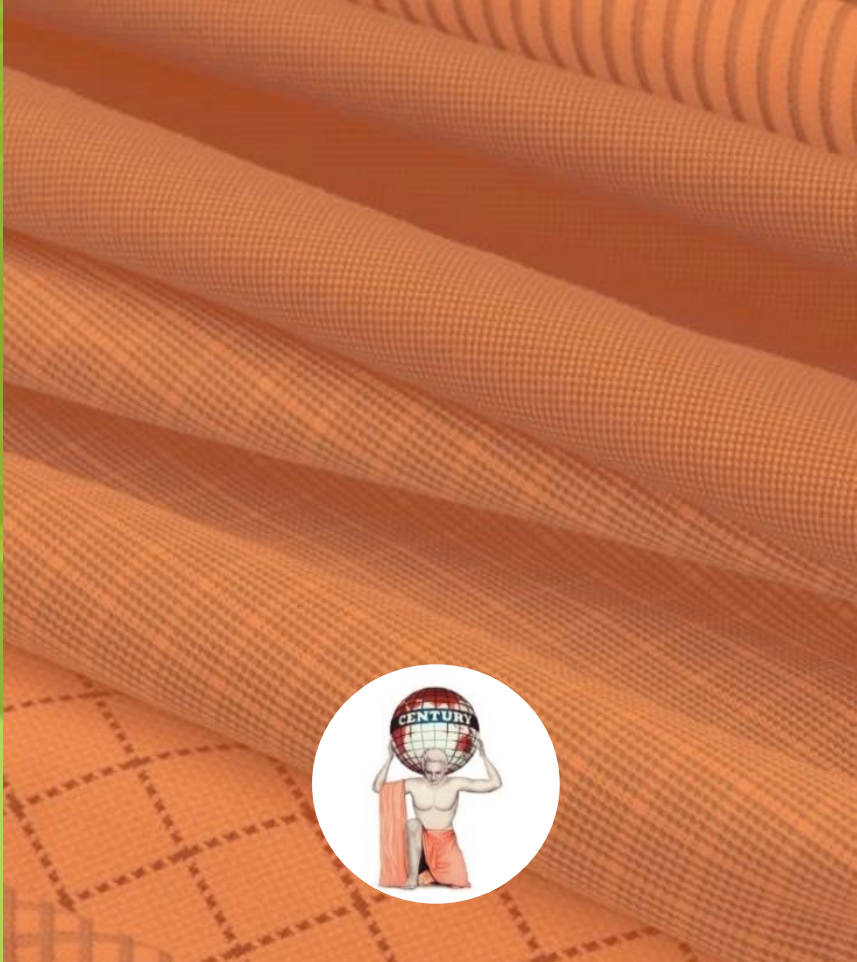
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