

CENTURY Textiles and Industries Limited

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CIN-L17120MH1897PLC000163

OUR REF. :

SH/XII/2022

25th April, 2022

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')

As informed in our earlier letter dated 21st April, 2022, regarding earnings call to be held on Monday, 25th April, 2022 to discuss Q4- FY22 earnings.

In connection to the above, enclosed herewith the Earnings Presentation for Q4-FY22.

This for your information and record.

Thanking you

Yours faithfully

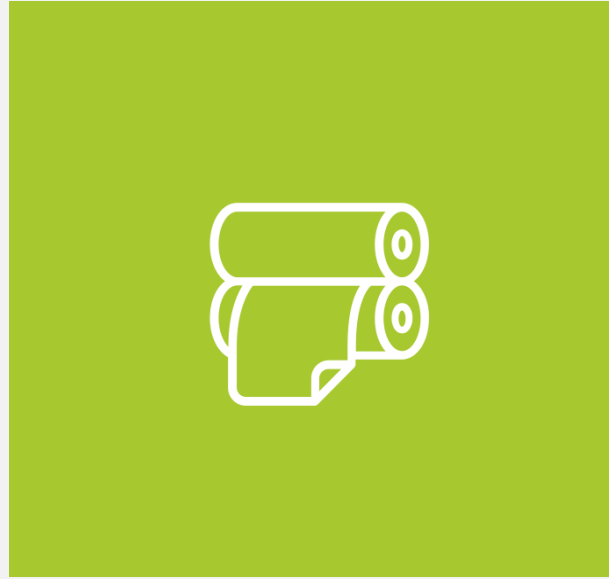
For **CENTURY TEXTILES AND INDUSTRIES LIMITED**



ATUL K. KEDIA
Company Secretary

Encl: as above





Century
Textiles
and Industries
Limited

Earnings Presentation – Q4 FY22/FY22

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Summary



Real Estate



Pulp and Paper



Textiles



Financials

Q4 FY22 & FY22 KEY OPERATIONAL HIGHLIGHTS

- Overall in FY22, company witnessed a very strong performance in all its operational and financial parameters across businesses, despite disruptions caused due to 2nd and 3rd wave of COVID-19.
- A major milestone was accomplished with the successful launch of our flagship project – Birla Niyaara at Century Mills, Worli in Feb'22, which received an overwhelming response.
- Pulp and Paper Business witnessed significant and consistent turnaround in demand and realisations throughout the year.
- Despite the uncertainties and volatilities during the financial year, achieved highest lifetime turnover in Textiles crossing Rs. 1,000 Crs, although with depressed margins due to constantly rising input costs.

Businesses are moving towards Pre-Covid-19 performance levels

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.

FY22 BUSINESS MIX (CONSOLIDATED)



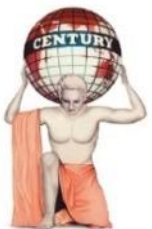
BIRLA ESTATES

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.



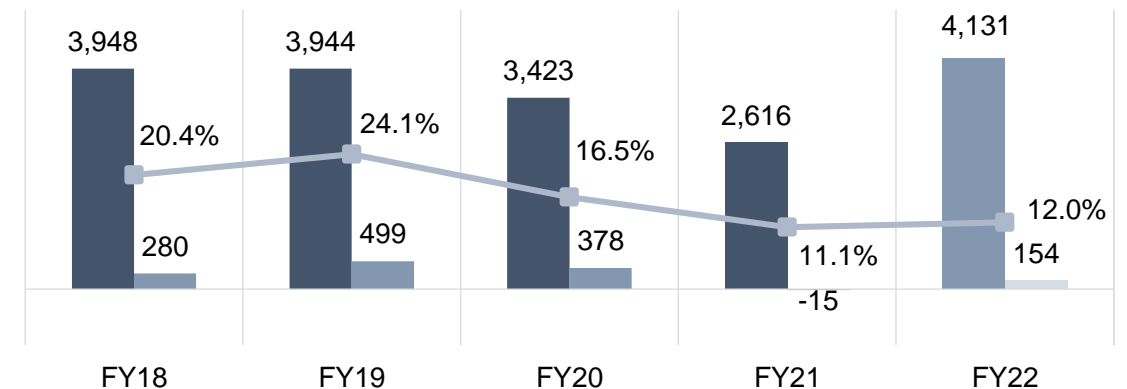
CENTURY
PULP & PAPER

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.

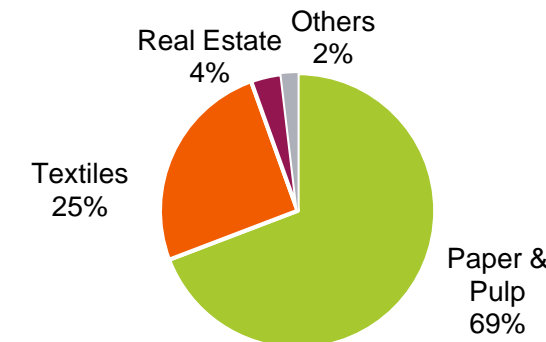
REVENUE* & PAT# (RS. IN CRORES) EBITDA MARGIN (%)



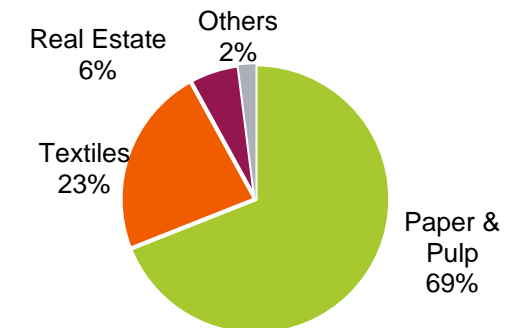
* Revenue includes Other Operating Income # PAT represents net profit from continuing operations

■ REVENUE ■ PAT — EBITDA MARGINS

REVENUE MIX – FY22

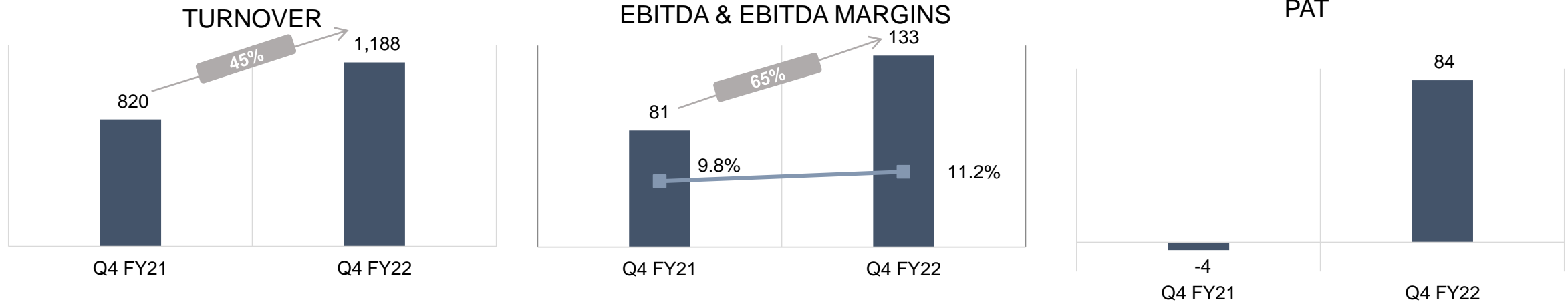


REVENUE MIX – FY21

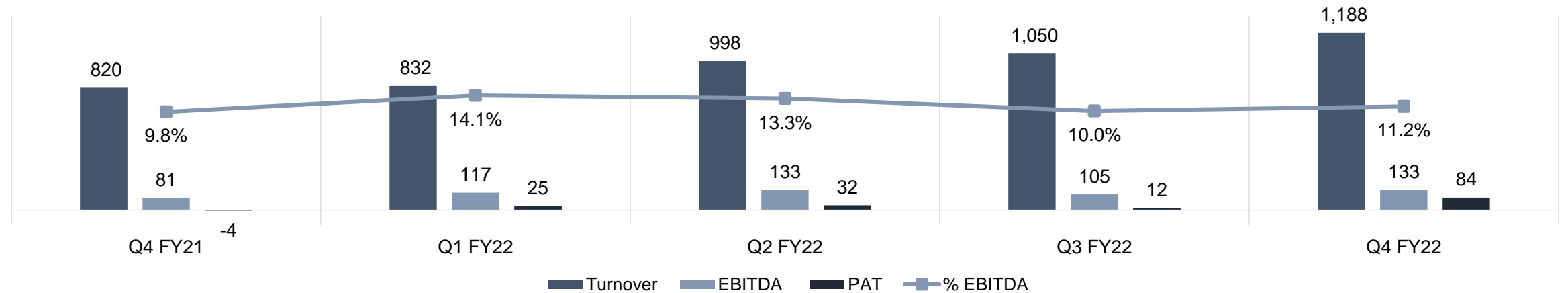


QUARTERLY CONSOLIDATED PERFORMANCE AT A GLANCE

(RS. IN CRORES)



TTM QUARTERLY PERFORMANCE

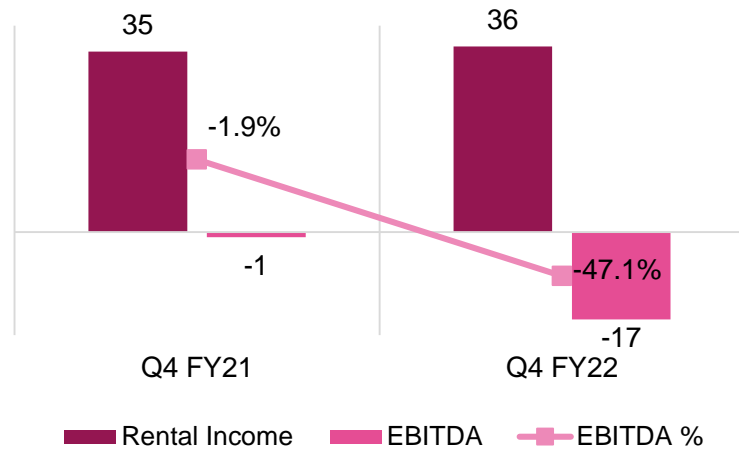


Total Net Debt Outstanding is ~Rs. 1,315 Cr. as on 31st March, 2022

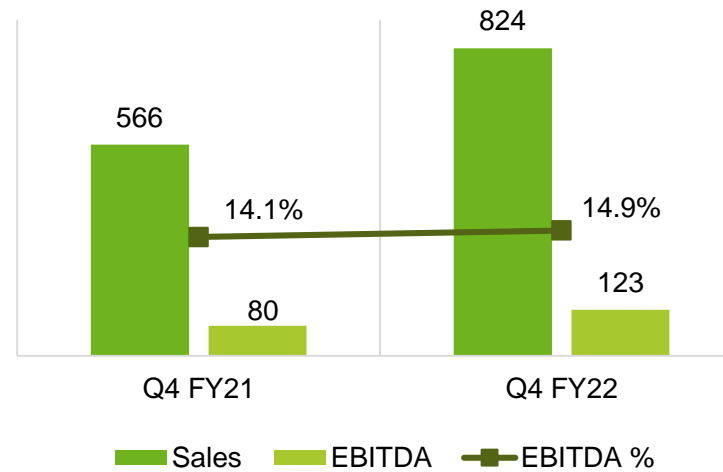
QUARTERLY SEGMENT WISE CONSOLIDATED PERFORMANCE

(RS. IN CRORES)

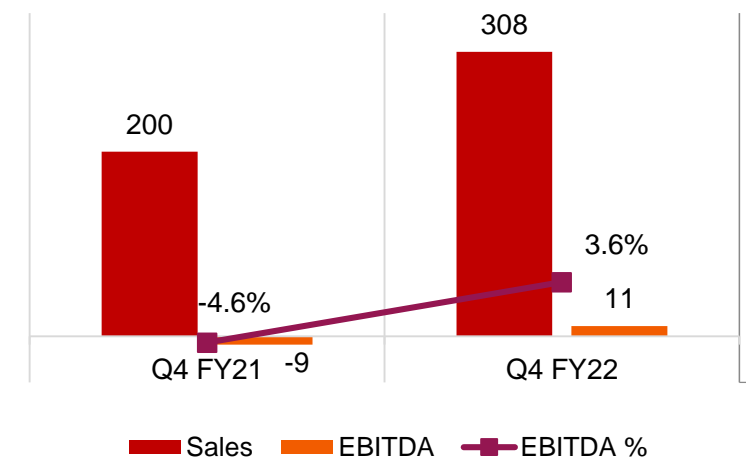
REAL ESTATE



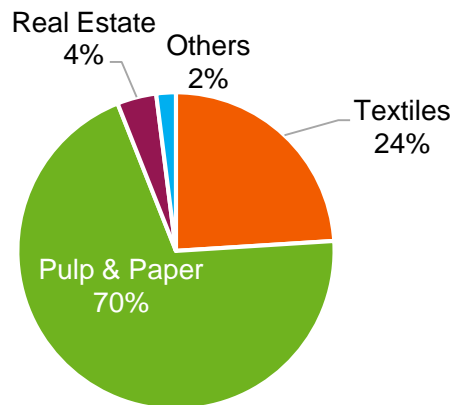
PULP AND PAPER



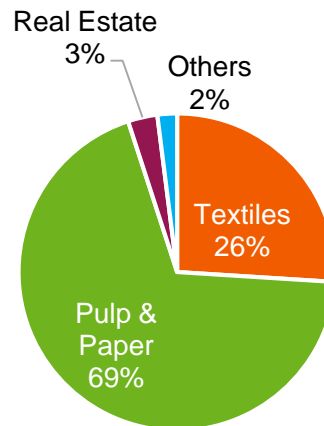
TEXTILES



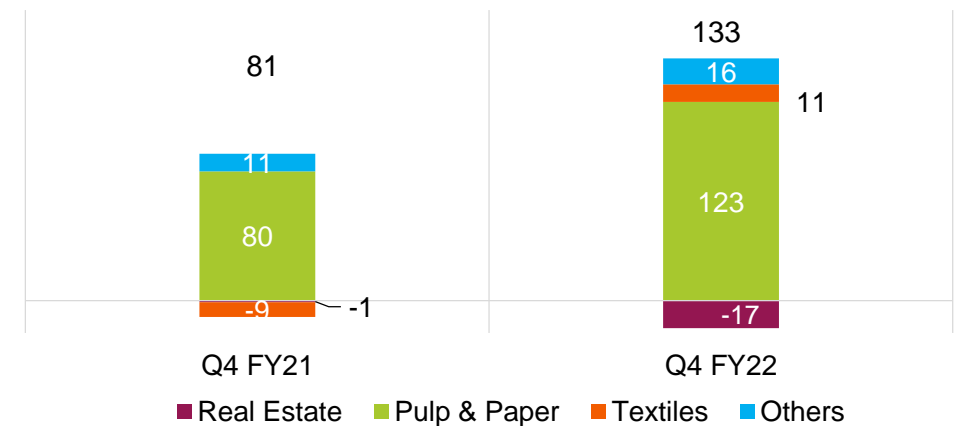
REVENUE PIE : Q4 FY21



REVENUE PIE : Q4 FY22

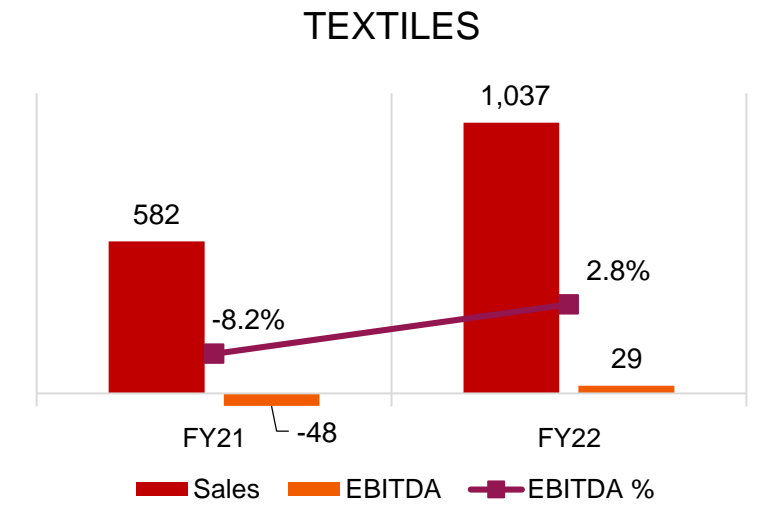
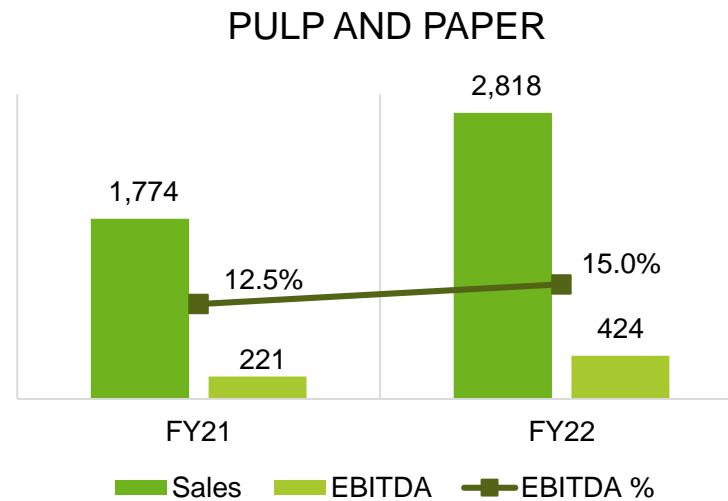
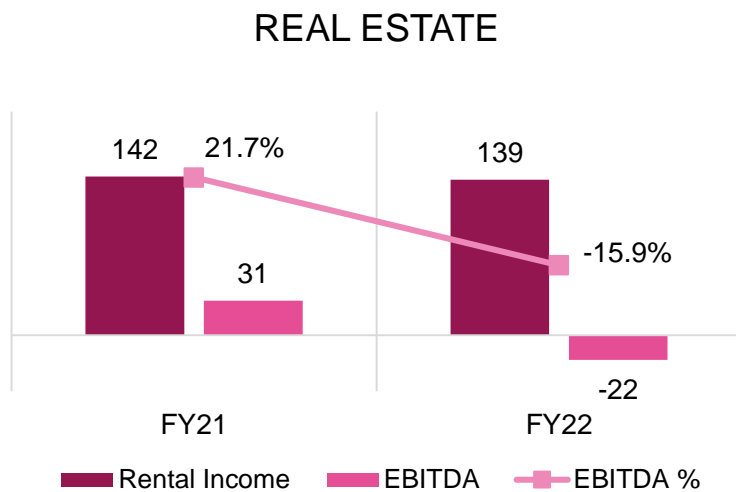
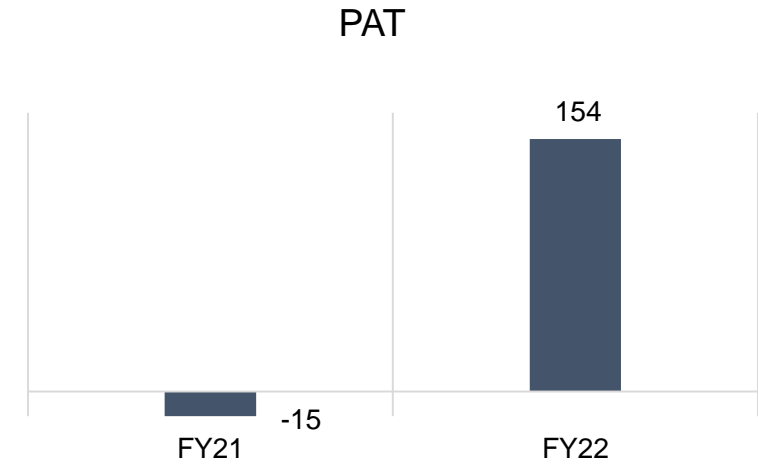
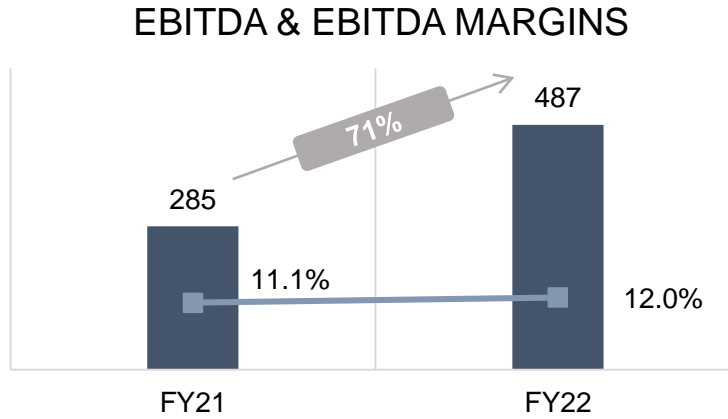
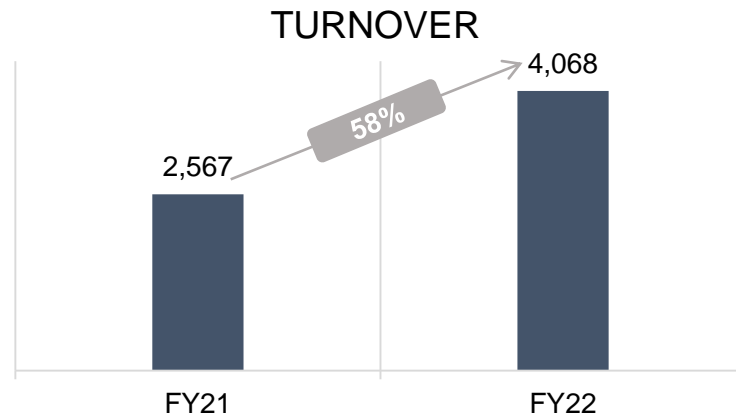


EBITDA BREAKUP - YoY



ANNUAL CONSOLIDATED PERFORMANCE

(RS. IN CRORES)





Real Estate

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

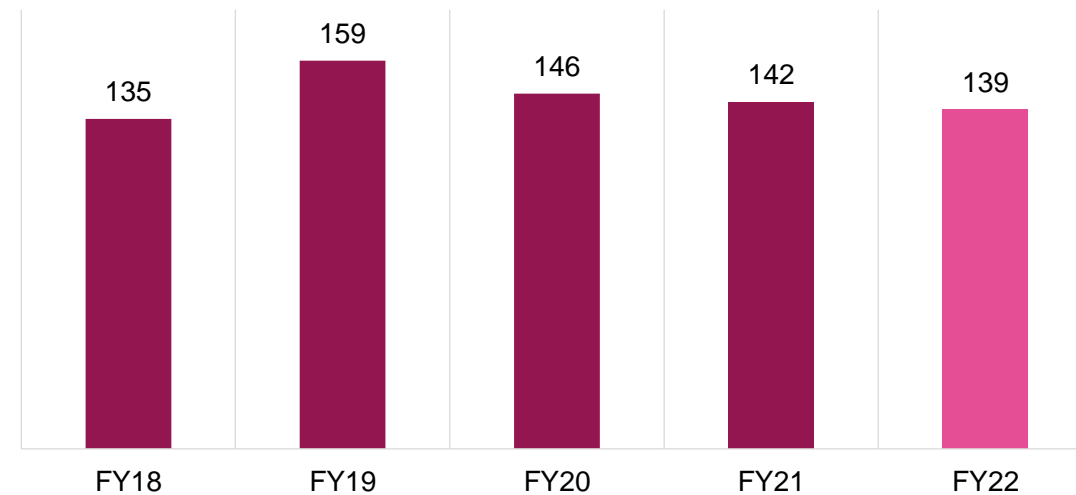
EXECUTIVE SUMMARY - REAL ESTATE

- 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 76% 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 80% 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 which is more than INR 624 Crs. of booking value.
- **BIRLA TISYA** - Birla Tisya, a twin multi-storey towers residential project at Magadi Road,. The project has witnessed robust sales performance and till date approx. 59% inventory is sold out in the project.
- **BIRLA NIYAARA** - Birla Niyaara, strategically located project in Mumbai has received robust sales response. With end of financial year approx. Rs. 1,238 Crores of booking value has been generated and around 45% 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

Q4 FY22 & FY22 KEY OPERATIONAL HIGHLIGHTS – REAL ESTATE



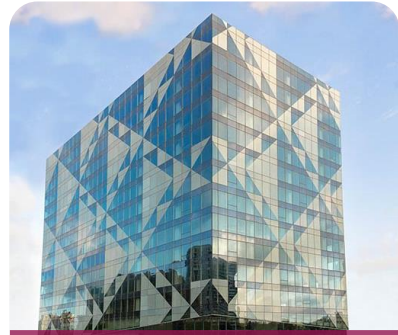
- Launched flagship project 'Birla Niyaara' at Worli, Mumbai which received an overwhelming market response of sales of approx. Rs. 1,238 Crs since launch making it one of the most successful launches in Mumbai Metropolitan Region in recent years.
- Achieved sales of 1.1 million sqft worth Rs. 1,913 Crs in FY 22 which is more than 3 times the sales for FY 21.
- Completely sold-out Phase 1 of Birla Navya, Gurugram.
- Signed an agreement to jointly develop a prime 52-acre land parcel in North Bengaluru with M S Ramaiah Realty LLP with an estimated revenue potential of approx. Rs. 2,800 Crs
- Robust collections of approx. Rs. 351 Crs from all the projects during FY22 on the back of strong customer outreach.



- The announcements in the Union Budget on boosting public infrastructure through enhanced capital expenditure are expected to augment growth and bring in private investment through large multiplier effects over the coming quarters.
- We are now at the cusp for a multi-year upcycle for the residential real estate market, which is evident from the YoY growth in sales numbers at pan India level.
- Global financial market volatility, elevated international commodity prices and continuing supply-side disruptions, continue to exert pressure on the economy.
- We would now be capitalizing on positive cycle to grow our presence and become one of the leading players in the real estate industry.
- With the launch of Birla Niyaara, we have established our reputation in our focus markets.

Real Estate sector witnessed highest ever yearly residential sales

GEOGRAPHICAL PRESENCE



BIRLA CENTURION (C)



BIRLA AURORA (C)



BIRLA NIYAARA (R+C)



BIRLA VANYA (R)



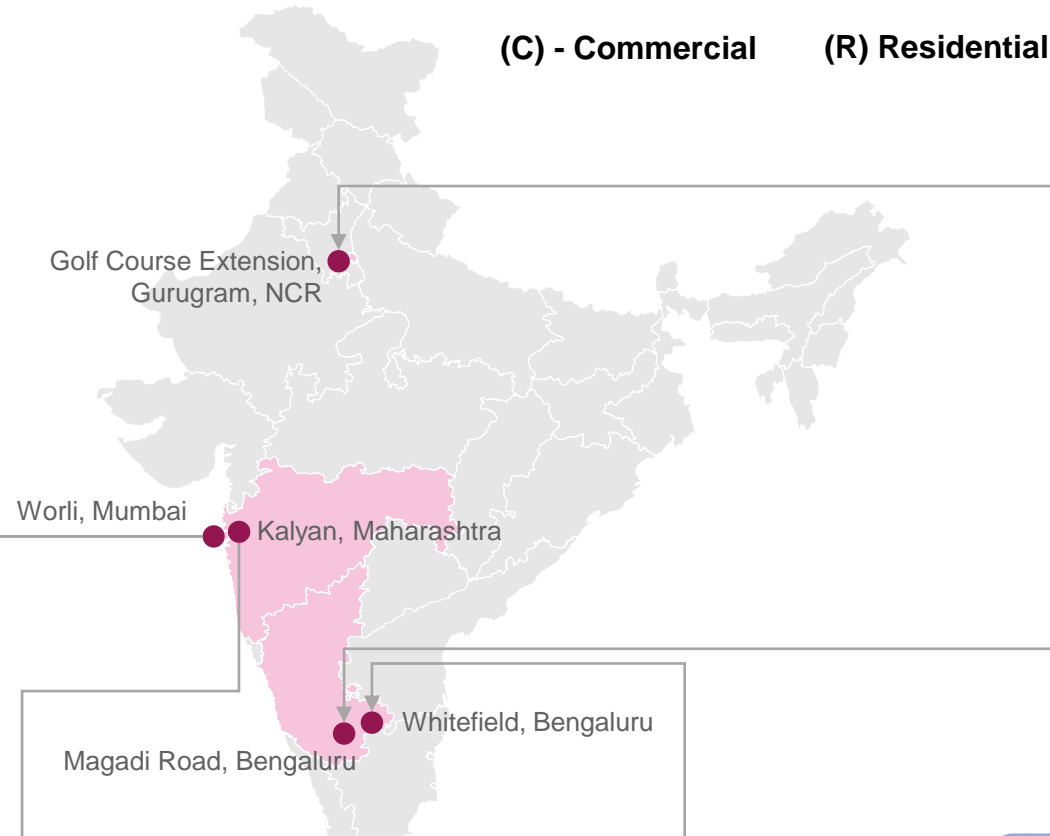
BIRLA NAVYA & GROUP HOUSING (R)



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
Birla Aurora	Worli	2.6	22	Approx. Rs. 125 Cr
Birla Centurion		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
Birla Vanya	Kalyan, Maharashtra	22	Total 13.2 Phase I&II – 9.9	1,134	514	Residential – 1 BHK, 2 BHK, 3 BHK & 4 BHK	Own	Super structure and Finishing under progress
Birla Alokya	Whitefield, Bengaluru	8	5.5	394	300	Duplex homes with 3 BHK and 4 BHK spread across 2 floors	Own	Super structure and Finishing under progress
Birla Navya-Independent Floors	Golf Course Extension, Gurugram, NCR	47	17.79	2,245	624	Residential – 2 BHK, 3 BHK & 4 BHK	JV	Super structure under construction
Birla Niyaara	Worli, Mumbai	14.2	Residential Phase I – 24	Res. – 10,000+	1,238	Residential – 2 BHK, 3 BHK, 4 BHK, large apartments and Penthouse	Own	Shore piling and excavation in progress
Birla Tisya	Magadi Road, Bengaluru	4.8	6.5	633	322	Residential – 2 BHK, 3 BHK & 4 BHK	JV	Excavation work is in progress

RESIDENTIAL & COMMERCIAL SALES HIGHLIGHTS

Particulars	UOM	Q4 FY22	Q4 FY21	% chg YoY	Q3 FY22	% chg QoQ	FY22	FY21	% chg YoY
Commercial									
Leasing Income	Rs. Cr.	30	30	4.3%	29	5.8%	121	125	-2.9%
Average Rent Realisation (BA&BC)	Rs./sq.ft.	151	149	6.5%	149	6.5%	154	158	-2.5%
Residential									
Booking Value	Rs. Cr.	1,324	334	296.8%	344	285.1%	1,913	621	208.0%
Collection	Rs. Cr.	158	91	73.2%	69	130.7%	351	154	127.7%

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

Real Estate



Pulp & Paper



Textiles



Financials



Location	Shahad, Kalyan
Area	22 acres
Saleable Area	13.2 lakh sq. ft. Phase 1 and 2 – 9.9 lakh sq. ft. launched
Revenue Potential	Rs. 1,134 Crs
Product Type	Residential – 1 BHK, 2 BHK, 3 BHK & 4 BHK
Cumulative Sales	Achieved Booking Value of Rs. 514 Crs
Construction	Super structure and Finishing under progress

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



Location	Soukya Road, Bengaluru
Area	8.1 acres
Saleable Area	5.47 lakh sq. ft.
Revenue Potential	Rs. 394 Crs
Product Type	Residential – 3-Bed and 4-Bed Villaments
Cumulative Sales	Achieved Booking Value of Rs. 300 Crs
Construction	Super structure and Finishing under progress

BIRLA NAVYA, GURUGRAM (JV) – PROJECT UPDATE



Location	Sector 63 A, Gurugram, NCR
Area	47 acres
Saleable Area*	Total 17.8 lakh sq. ft. (Floors Project)
Revenue Potential	Rs. 2,245 Crs
Product Type	Residential – 2 BHK, 3 BHK & 4 BHK
Launch Year	October 2020
Cumulative Sales	Achieved Booking Value of Rs. 624 Crs
Construction	Sample flat completed. Super structure under construction

BIRLA TISYA, BENGALURU (JV) – PROJECT UPDATE

Real Estate



Pulp & Paper



Textiles



Financials



Location	Magadi Road, Bengaluru
Area	4.8 acres
Saleable Area*	6.5 lakh sq. ft.
Revenue Potential	Rs. 633 Crs
Product Type	Residential – 2 BHK, 3 BHK & 4 BHK
Launch Year	December 2021
Cumulative Sales	Achieved Booking Value of Rs. 322 Crs
Construction	Sample flat completed. Excavation work in progress.

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



Location	Worli, Mumbai
Area	14.2 acres
Saleable Area*	24 lakh sq. ft.(Residential Phase – I)
Revenue Potential	Rs. 10,000 + Crs : Three Towers (Tower A: ~Rs 3,300 Crs)
Product Type	Residential – 2 BHK, 3 BHK, 4 BHK, Large Apartments, Penthouse
Launch Year	February 2022
Cumulative Sales	Achieved Booking Value of Rs. 1,238 Crs
Construction	Shore piling and excavation in progress

ENVIRONMENT SOCIAL GOVERNANCE (ESG) – REAL ESTATE



ENVIRONMENT

- ESG Roadmap for Birla Estates – Stakeholder Engagement & Materiality Assessment stage completed
- BREEAM precertification for Worli Project – Technical prerequisite documentation is in progress
- GRESB Real Estate ESG Assessment – Preparation of the submission documentation is in progress
- Preventive measures to reduce air pollution impacts – Initiated a study to develop project specific air purification solutions
- 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

Note: *the certification is for Phase 1



SOCIAL

National Safety Week 2022 at Construction Sites



Greenista – a customer event with sustainability theme at Birla Vanya





Pulp & Paper

Flag bearer in Paper Industry

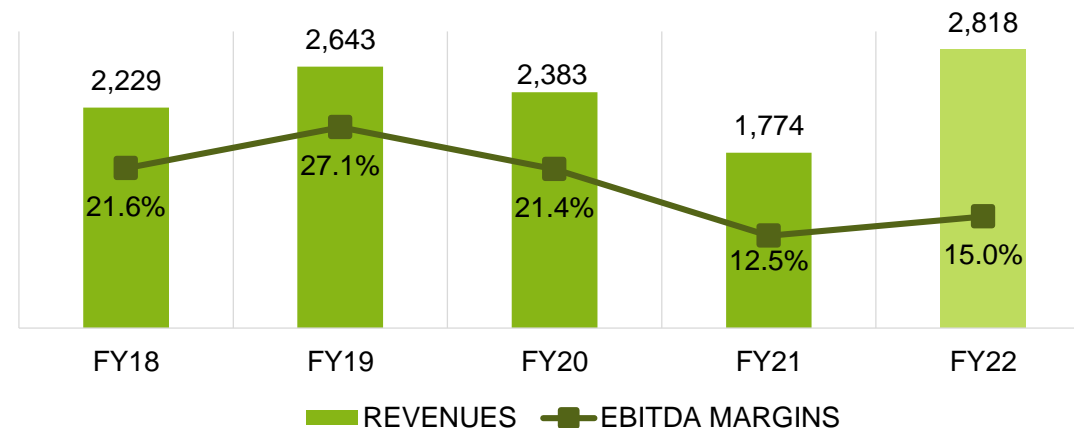
PULP & PAPER - EXECUTIVE SUMMARY

- 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.

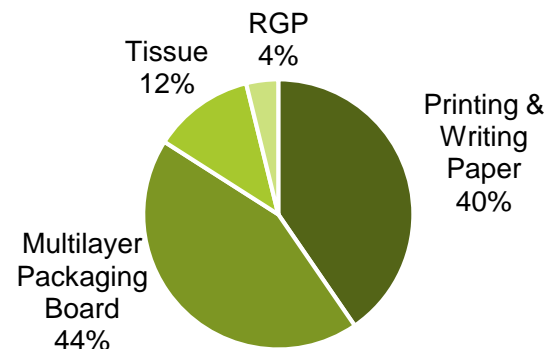
PRODUCT PORTFOLIO

- **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.

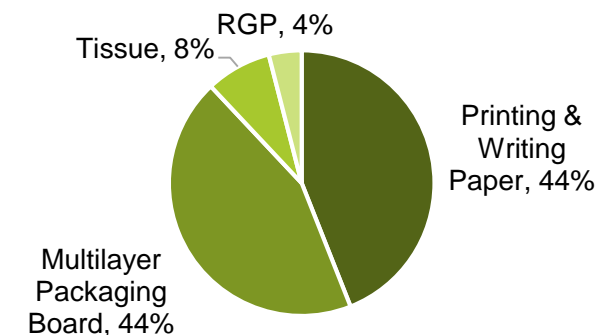
TURNOVER (RS. IN CRORES) & EBITDA MARGINS (%)



REVENUE MIX – FY22



REVENUE 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 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

Q4 FY22 & FY22 KEY OPERATIONAL HIGHLIGHTS – PULP & PAPER

25

Real Estate



Pulp & Paper



Textiles



Financials



- Achieved highest lifetime quarterly sales quantity in Q4 FY22.
- Copier grade paper remained in high demand in Q4 FY22 due to opening up of offices, slowdown in Omicron cases and initiatives by various State Governments to reopen educational institutions etc.
- Consumption of tissue in “Away From Home” (AFH) segment improved due to partial opening of tissue consumption centres.
- In Paper Board segment Order flow from Pharma, FMCG and Food Packaging sector improved, while Non-packaging sector, also observed progressive demand and Export market demand was also good, with increased price realisation.
- Operational costs witnessed sharp increase in raw material prices – wood, imported pulp, waste paper, coal, chemicals & increased freight cost due to containers’ unavailability and to balance out costs, multiple price increases were undertaken in all our segments, which have been absorbed in the market.



- Domestic market is witnessing strong demand revival across all paper segments, post re-start of major paper consumption centers and due to an increased hygiene awareness leading to increase in 'At Home' sales.
- AFH (Away from Home) demand especially in tissue segment is expected to regain with partial relaxation in cinemas, theatres, restaurants & entertainment parks.
- Traders have also started building channel inventories, thereby signifying uptick in demand.
- Going forward, medium to long-term outlook of the Indian paper industry is positive and is expected to grow in parallel with the country's economy.

All paper segments are showing healthy demand

Q4 FY22 PRODUCTION & SALES

Real Estate



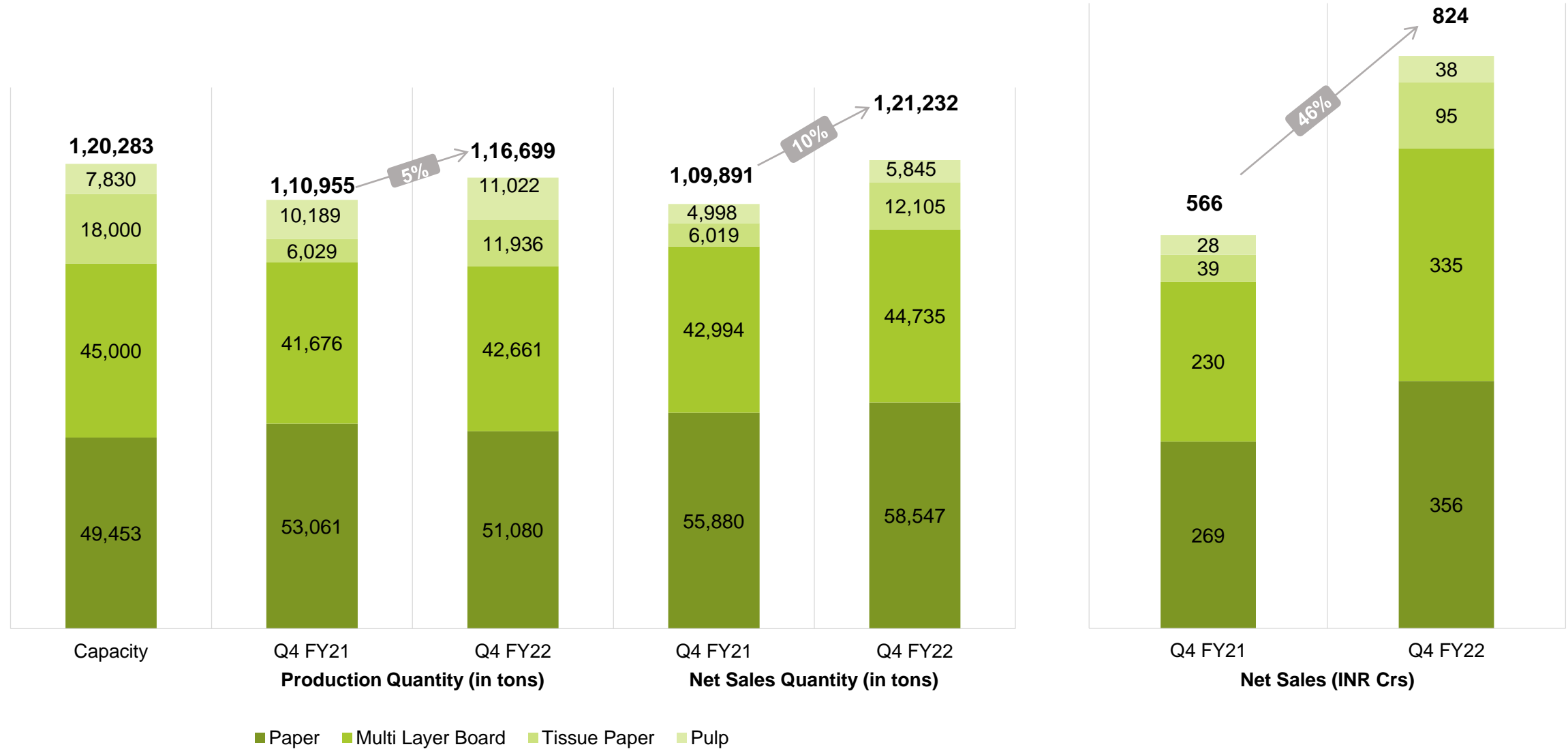
Pulp & Paper



Textiles



Financials



The Capacity Utilisation for Q4 FY22 was 97% as compared to 100% in Q4 FY21

FY22 PRODUCTION & SALES

Real Estate



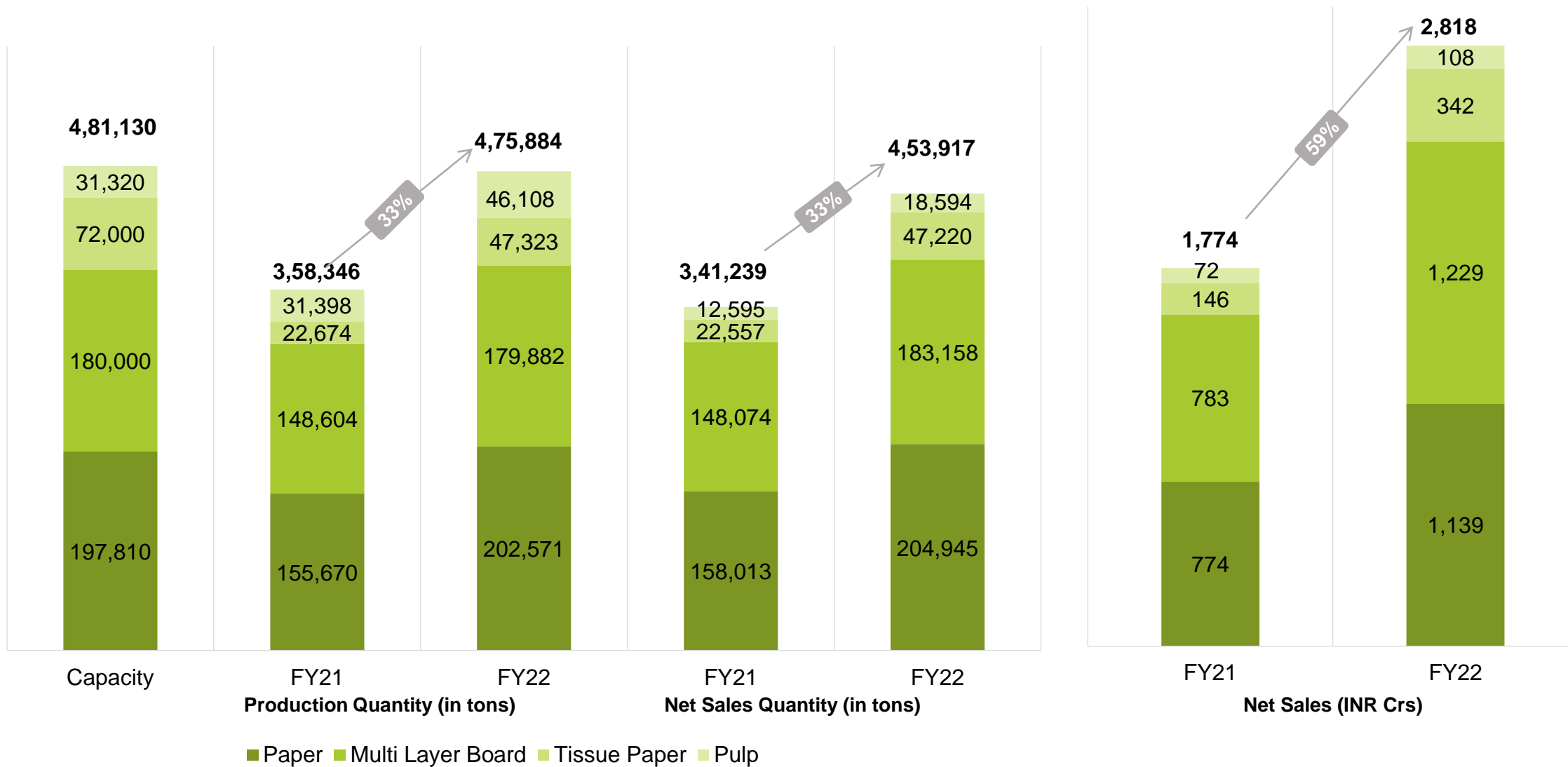
Pulp & Paper



Textiles

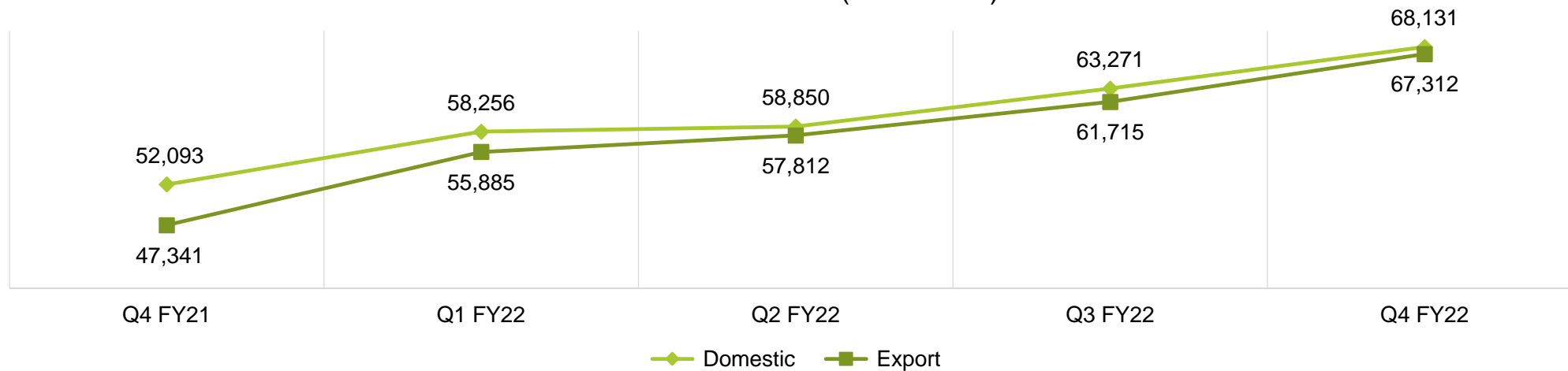


Financials



The Capacity Utilisation for FY22 was 99% as compared to 81% in FY21

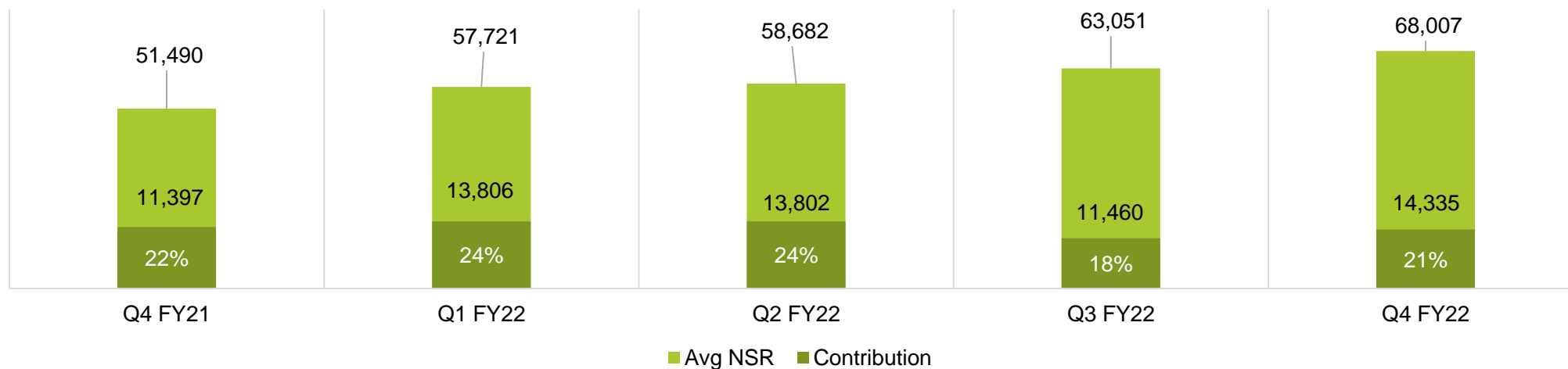
NSR MOVEMENT (INR/TONS)



YoY	QoQ
31%	8%

YoY	QoQ
42%	9%

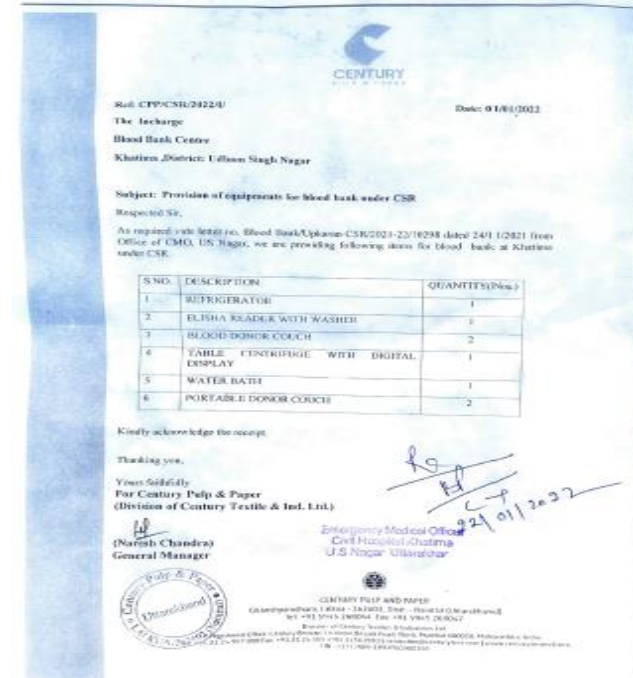
NSR AND OVERALL CONTRIBUTION



ENVIRONMENT



SOCIAL



- ▶ CPP has continued its program to use wood bark as fuel in Boilers replacing substantial portion of virgin coal, thereby reducing carbon footprints.
- ▶ 2,458 MT of wood bark was used as fuel in boilers, which resulted in saving of approx. 1,098 MT of coal in Q4 FY22.
- ▶ During Q4, 8,72,540 KWh of solar power was generated, helping replace electricity generated from Power Plant.

- ▶ Repairing, water proofing & painting work has been done at Janta Inter College, Bindukhatta, Lalkua Distt. Nainital. Beneficiaries ~ 450.
- ▶ 20 no. hand pumps were installed at Shantipuri for provision of drinking water. Beneficiaries ~ 600.
- ▶ Provision of equipment was made for blood bank at Govt. Hospital, Khatima, Distt. U.S. Nagar on request of Chief Minister, Uttarakhand. Beneficiaries ~7,500.



Textiles

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



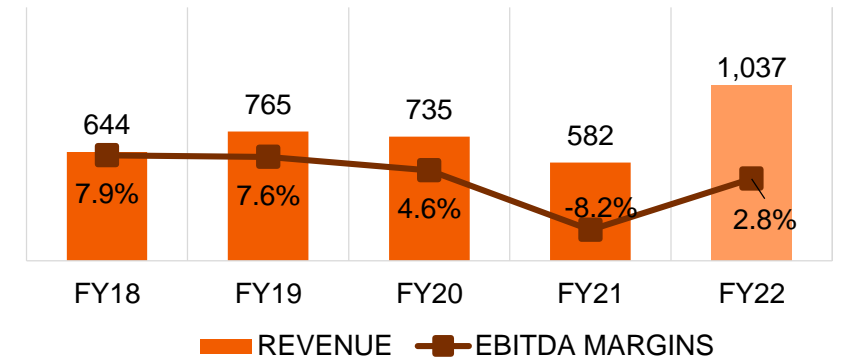
EXECUTIVE SUMMARY – CENTURY TEXTILES

- 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.

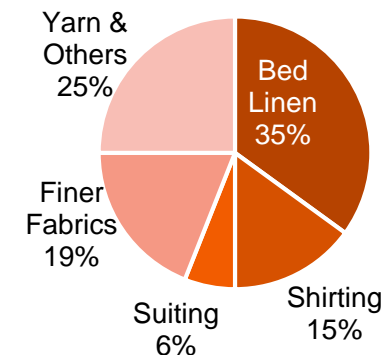
PRODUCT PORTFOLIO

- **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.

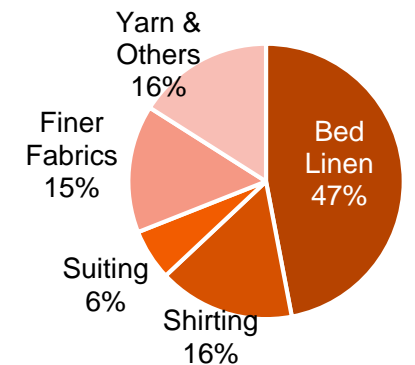
TURNOVER (RS. IN CRORES) & EBITDA MARGINS (%)



REVENUE MIX – FY22



REVENUE MIX – FY21





STEP TOWARDS MORE FOCUS ON GROWING BUSINESS



- State-of-the-Art Vertically Integrated Plant (Fibre to Finishing)
- Birla Century Brand
- Fine spinning up to count 200 ne
- Legacy of Textile for more than 100 years
- STEP Certification – 1st fabric manufacturing company in India to receive this for sustainability

- US-China trade war has increased demand of Indian products in USA
- RCEP (Regional Comprehensive Economic Partnership) non signing at present helps India's domestic market
- Go-green & zero discharge at Bharuch unit, justifies parameters of global brand
- Opened LLC at USA to cater big brands, regional retailers, hospitality industries, etc.

- Increased penetration of organised retail, better demographics and rising income levels
- Abundant availability of raw material - cotton
- Growing exports demand and direct catering to big brands in USA



Q4 FY22 KEY OPERATIONAL HIGHLIGHTS– TEXTILES

34

Real Estate



Pulp & Paper



Textiles



Financials



- Despite the uncertainties and volatilities during the financial year, achieved highest lifetime turnover although with depressed margins due to constantly rising input costs.
- In Q4 FY22, Apparel Fabrics witnessed good retail demand, but margins got impacted by the steep rise in cotton prices coupled with increase in power and chemical prices.
- In Bed Linen segment, due to increase in cotton prices and higher inventory levels in US, orders slowed down during 2nd half of the year, causing significant drop in market prices. Prices are expected to be a point of concern till the cotton market settles down.



- The cotton price trend increased throughout FY22 with prices reaching record high levels, which made it very challenging to absorb in yarn prices; FY23 will be challenging with respect to realisations.
- Focus in FY23 would be on offering new price sensitive products and blending with manmade fibers, which can fit into the customer price brackets.
- Furthermore, increasing geographic presence and adding new markets like Australia, Saudi Arabia and Russia would be explored.
- With the Launch of a home-textile domestic brand, “Hill & Glade”, a major portion of domestic print business is expected to be covered by that in the coming year.

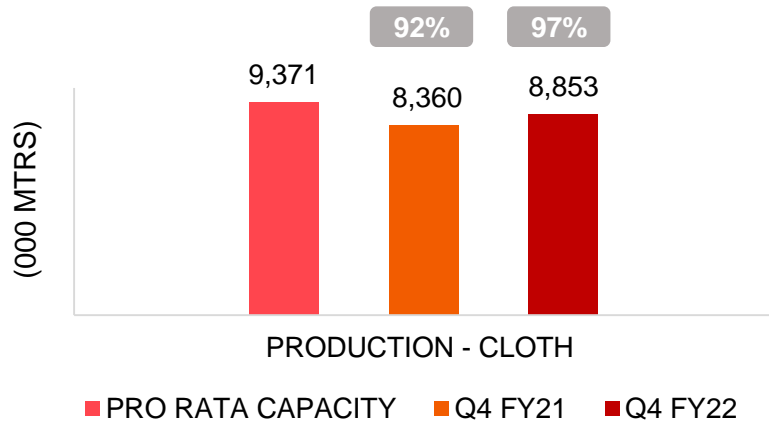
New products and geographical expansion will be our focus going forward



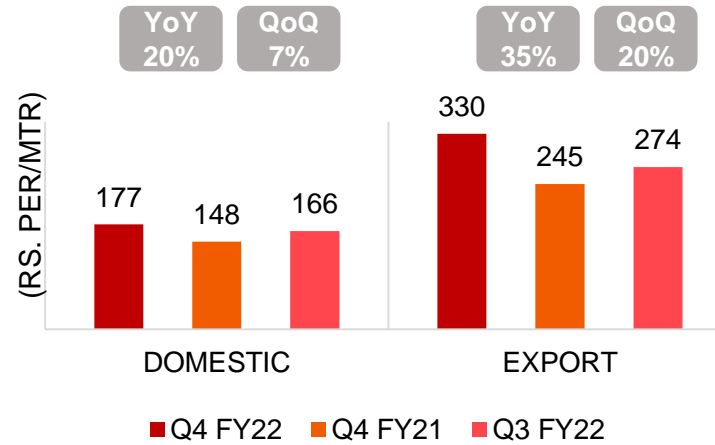


MACROS – Q4 FY22

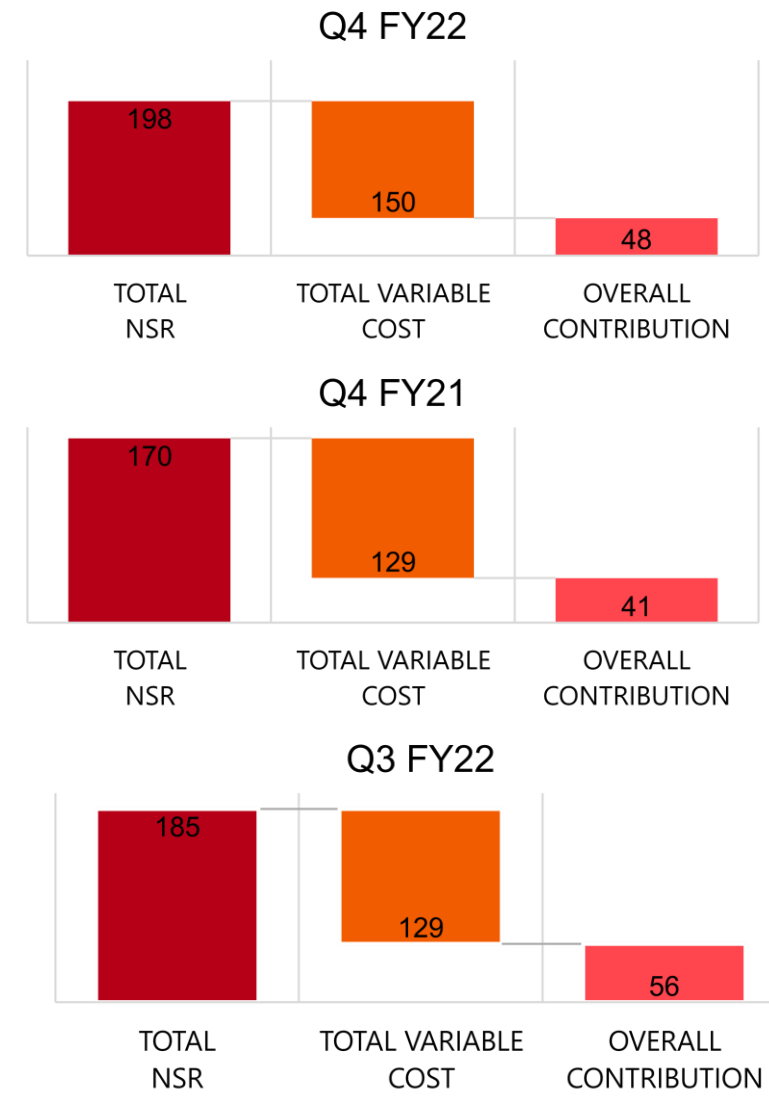
CLOTH – CAPACITY UTILISATION



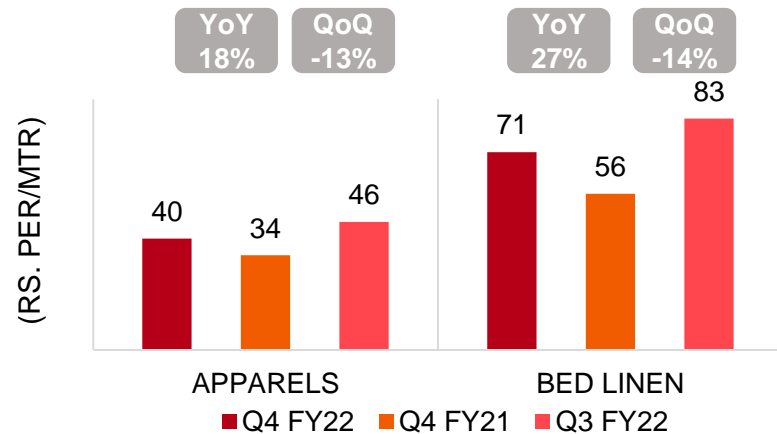
NET SALES REALISATIONS



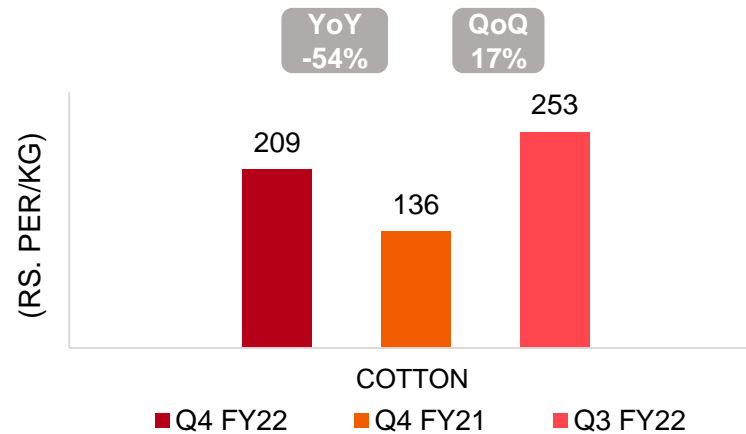
OVERALL CONTRIBUTION (RS. PER/MTR)



FABRIC CONTRIBUTION



INPUT PRICE – COTTON

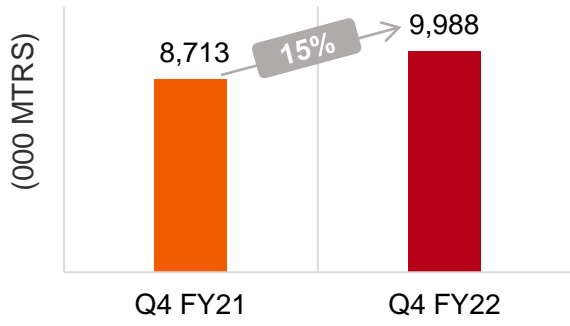




SALES – Q4 FY22

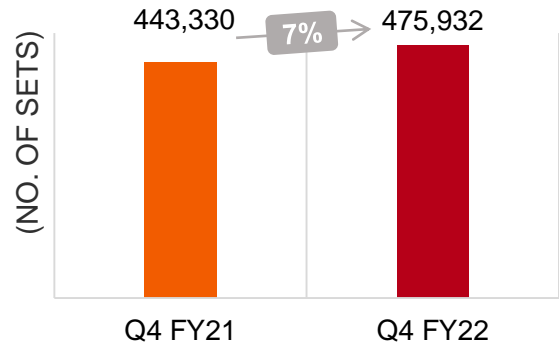
CLOTH

NET SALES QUANTITY



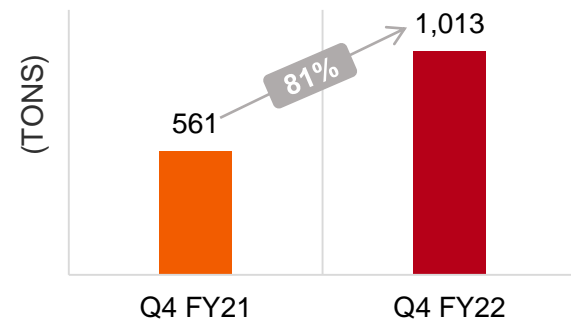
BED SHEETS

NET SALES QUANTITY



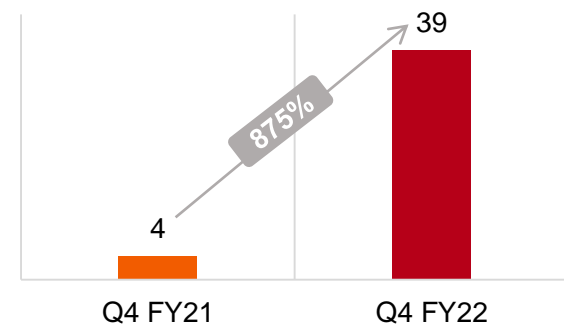
YARN

NET SALES QUANTITY

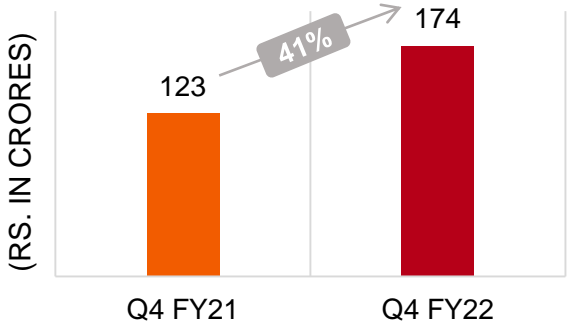


OTHERS

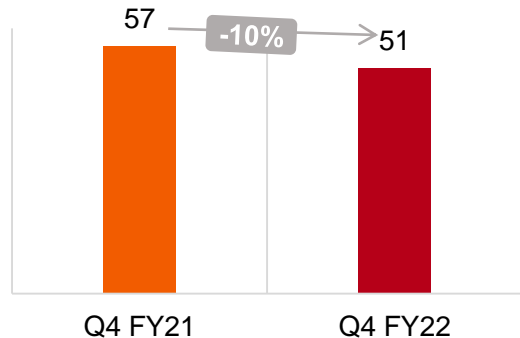
NET SALES



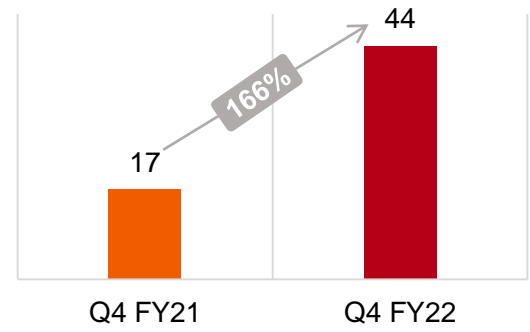
NET SALES



NET SALES



NET SALES





ENVIRONMENT SOCIAL GOVERNANCE (ESG) - TEXTILES



ENVIRONMENT

SOCIAL

GOVERNANCE



YEAR: 2022

STATE OF UTAH

No: 1101-232265

DEPARTMENT OF AGRICULTURE AND FOOD

MANUF. OF BEDDING &/OR UPHLSTRD FURN.

PERMIT

BIRLA CENTURY

- ▶ Towards sustainable journey of Birla Century, we have successfully completed Up-cycling of waste (to manufacture bricks from Fly Ash) project.

Benefits:

- ▶ Utilization of waste through upcycling is a key activity of circular economy to save environment.
- ▶ Supports sustainability drive (reuse of waste & reduction of solid waste).
- ▶ Prepared bricks will be used in knits project running at site.

- ▶ Covid awareness and health check-up camps in villages nearby plant.
- ▶ Key objective of this initiative is to spread awareness about health and hygiene among villagers in tribal Area.
- ▶ This activity also helped villagers to identify the abnormality in their body profile and take preventive action for the same.

- ▶ Successfully completed registration process of law label & now we can sell stuffed item in USA.
- ▶ Law label is a legally required tag/ label on new items describing the fabric & filling regulating the US mattress, upholstery & stuffed article's industry.
- ▶ The purpose of a law label (sometimes called a Do Not Remove label) is to inform consumers of the hidden contents, or "filling materials", inside bedding, furniture and other products.



Financial Summary

QUARTERLY FINANCIAL PERFORMANCE

(RS. IN CRORES)

Particulars	Q4 FY 21	Q3 FY 22	Q4 FY 22	Variance Q on Q		Variance Y on Y	
				Amount	%	Amount	%
Continuing Operations							
Sales							
Textiles	200	263	308	45	17%	108	54%
Pulp & Paper	566	731	824	93	13%	258	46%
Real Estate	35	34	36	2	5%	1	1%
Others	19	22	20	-2	-7%	1	7%
Total Sales	820	1,050	1,188	138	13%	368	45%
EBITDA							
Textiles	-9	10	11	1	10%	20	NA
Pulp & Paper	80	91	123	32	35%	43	54%
Real Estate	-1	-12	-17	-5	-40%	-16	NA
Others	11	16	16	0	-3%	5	50%
Total EBITDA	81	105	133	28	26%	52	65%
Less : Finance Cost	16	12	15	-3	-19%	1	6%
PBDT	65	93	119	26	27%	53	82%
Less : Depreciation	58	58	57	1	2%	1	1%
PBT	7	35	61	26	77%	54	NA
Tax	-11	22	-23	45	NA	11	NA
Net Profit after Tax	-4	13	84	71	NA	88	NA
Discontinuing Operations							
Profit after Tax	-5	-	-			5	
Total Net Profit after Tax	-9	13	84	71	NA	93	NA

HISTORICAL CONSOLIDATED FINANCIAL PERFORMANCE

(RS. IN CRORES)

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

CASH FLOW – Q4 FY22

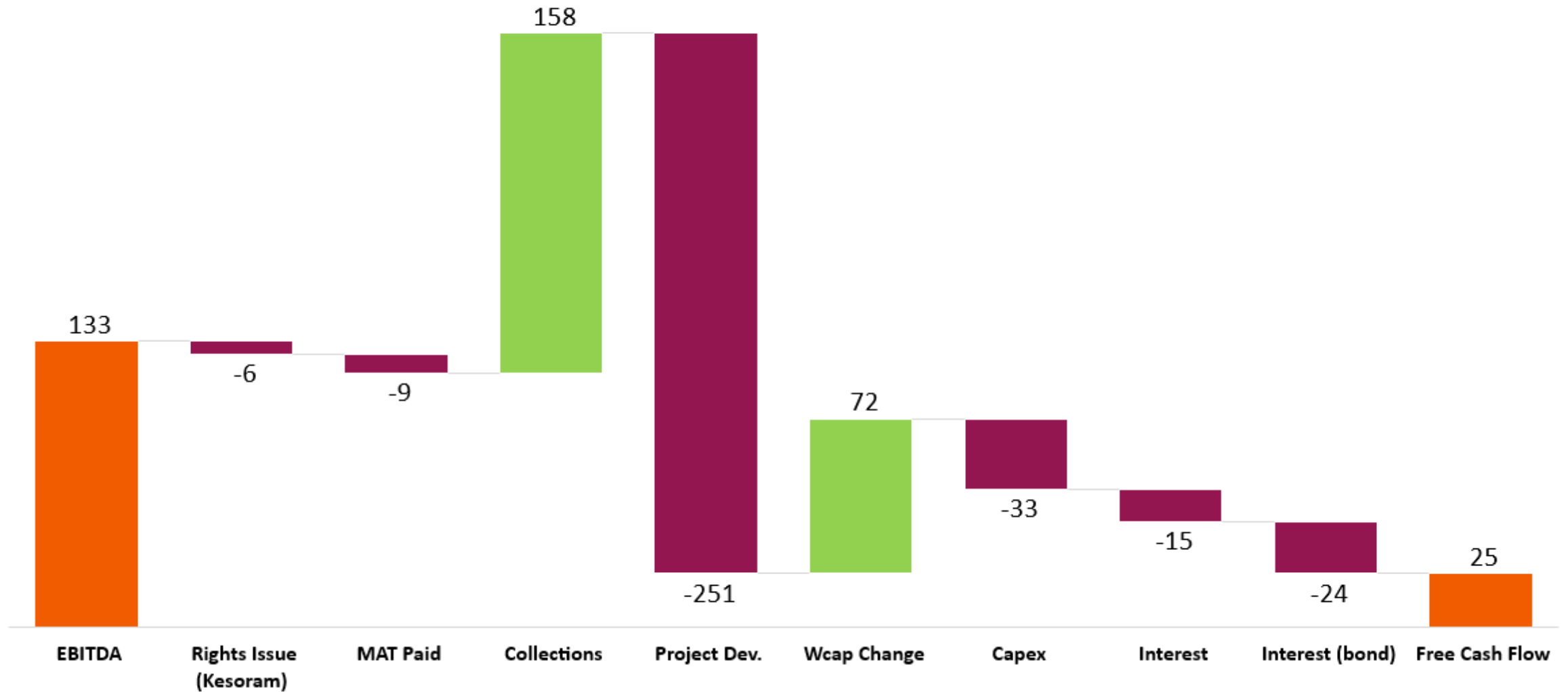
(RS. IN CRORES)

Particulars	Textile	Rayon	Pulp & Paper	Birla Estates	H.O.	Grand Total
EBITDA	11	16	123	(17)		133
MAT Paid					(9)	(9)
Rights Issue of Kesoram Industries Limited					(6)	(6)
Collections - Real Estate				158		158
Project Development cost - Real Estate				(251)		(251)
Net Change in Working Capital	61	(13)	13	11	-	72
A) Operating Cash Flow	72	3	136	(99)	(15)	97
Capital Expenditure	(7)	-	(14)	(12)	-	(33)
B) Investing Cash Flow	(7)	-	(14)	(12)	-	(33)
Interest	(5)	(1)	(3)	(6)	-	(15)
Interest accrued on bond					(24)	(24)
C) Financing Cash Flow	(5)	(1)	(3)	(6)	(24)	(39)
D) Free Cash Flow (A+B+C)	60	2	119	(117)	(39)	25
<u>Sources of Fund Required</u>						
Loan Taken / (Repaid)						19
Bank Balance & Investment Reduced /(Increase)						(43)
Net						(25)

CASH FLOW : Q4 FY22

■ Increase ■ Decrease ■ Total

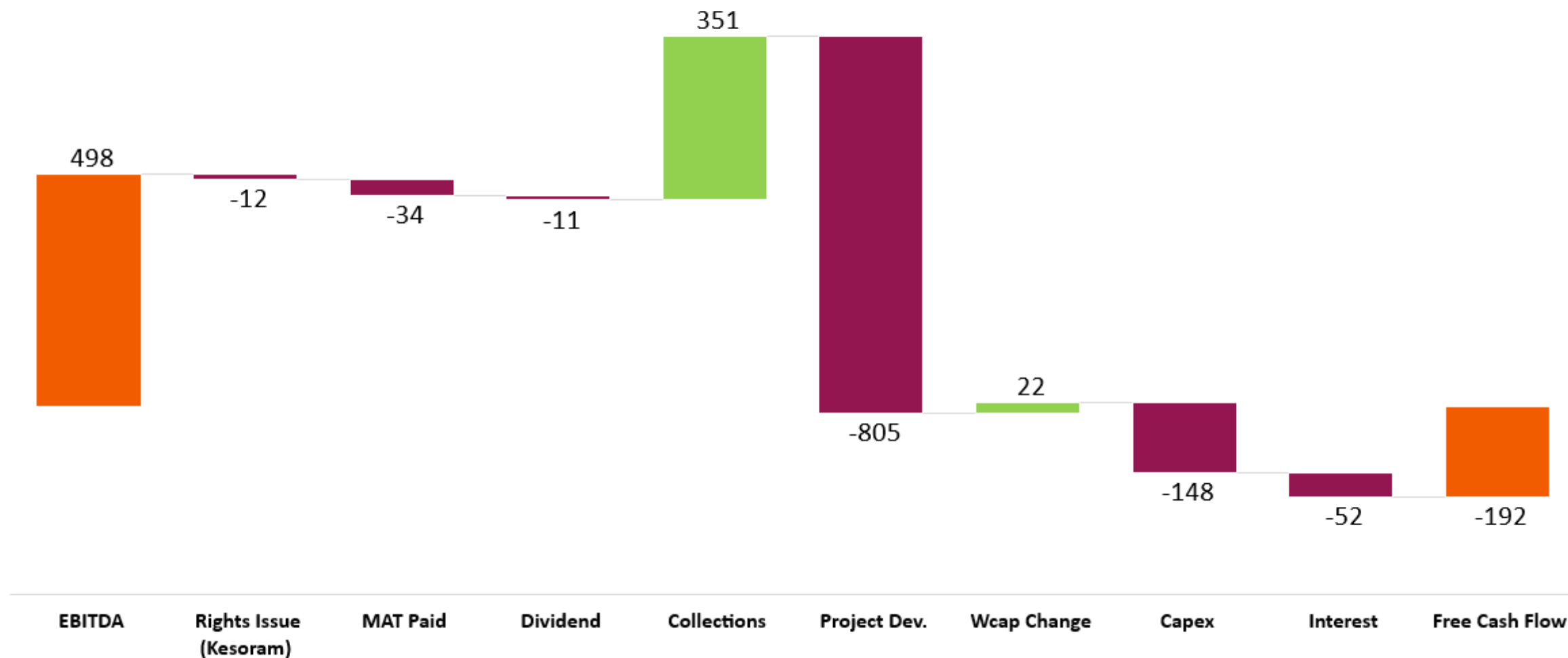
(RS. IN CRORES)



CASH FLOW : FY22

■ Increase ■ Decrease ■ Total

(RS. IN CRORES)



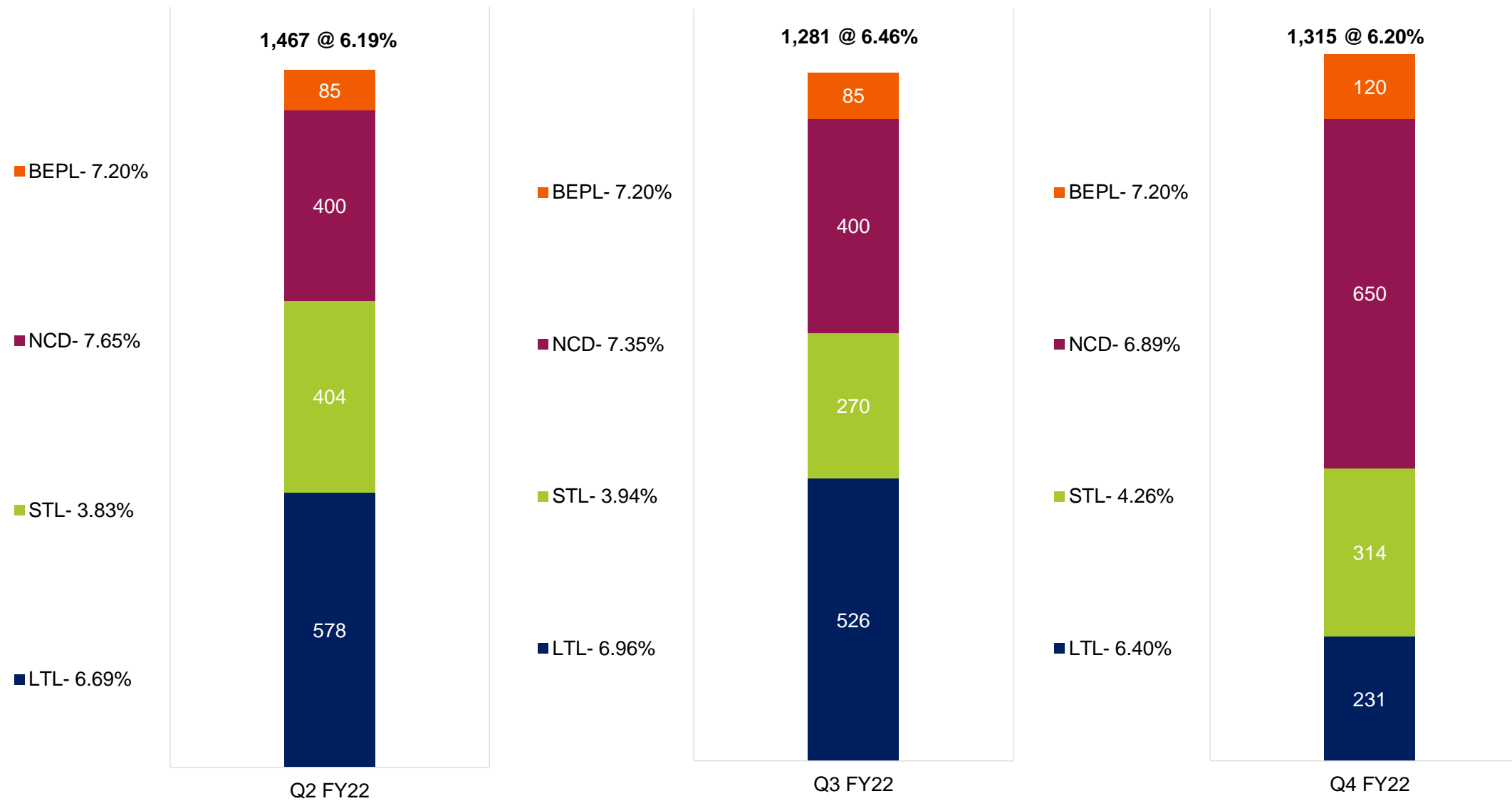
STATEMENT OF OUTSTANDING LOAN

(RS. IN CRORES)

Particulars	O/s as on 30/09/21	O/s as on 31/12/21	O/s as on 31/03/22
Long Term Loans	578	526	231
<i>Average Rate of Interest</i>	6.69%	6.96%	6.40%
Short Term and Working Capital Loans	404	270	314
<i>Average Rate of Interest</i>	3.83%	3.94%	4.26%
NCD	400	400	650
<i>Average Rate of Interest</i>	7.65%	7.35%	6.89%
Total CTIL Loans	1,382	1,196	1,195
<i>Average Rate of Interest as on date</i>	6.13%	6.41%	6.10%
Standalone Loan Taken by Birla Estate Pvt.Ltd	85	85	120
	7.20%	7.20%	7.20%
Total Consolidated Loans	1,467	1,281	1,315
Average Interest for Quarter	6.19%	6.46%	6.20%

OUTSTANDING LOAN

(RS. IN CRORES)



FINANCIAL PERFORMANCE

Real Estate

Pulp & Paper

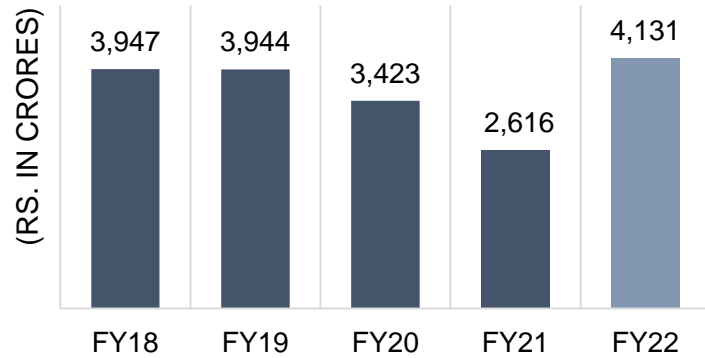
Textiles

Textiles

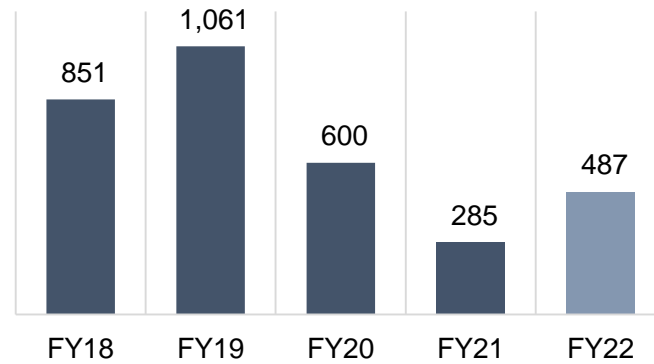
Financials

Financials

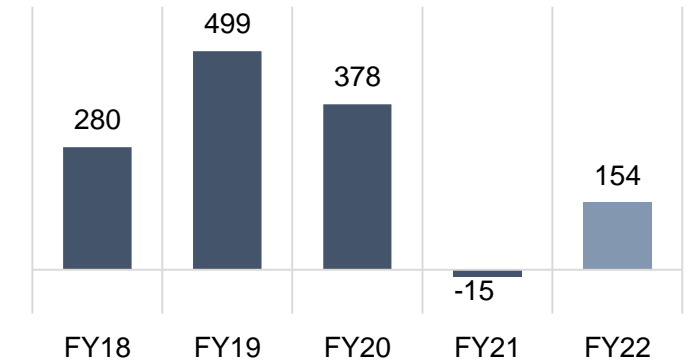
REVENUES (RS. IN CRORES)



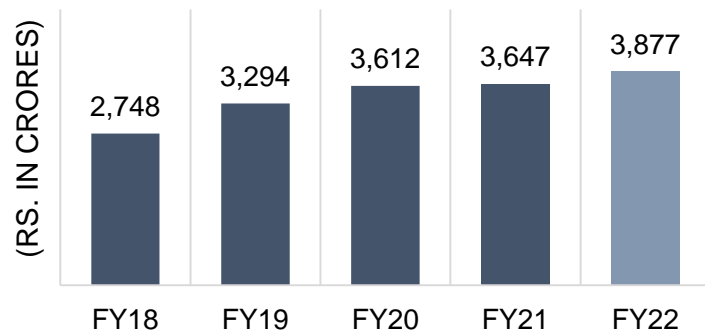
EBITDA (RS. IN CRORES)



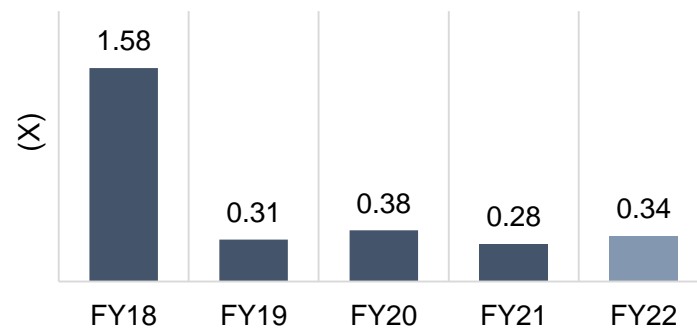
PAT (RS. IN CRORES)



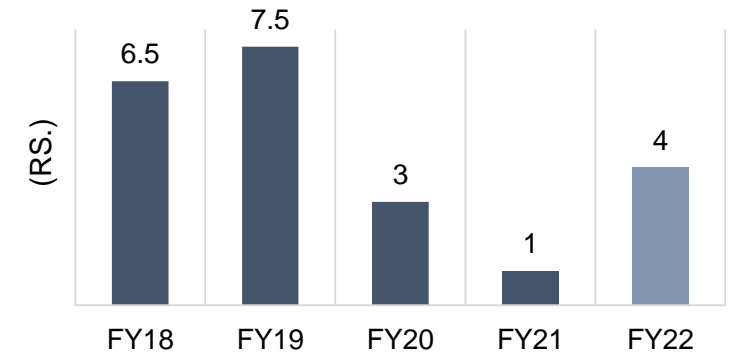
NET WORTH (RS. IN CRORES)



NET DEBT TO EQUITY (X)



DIVIDEND PER SHARE (RS.)



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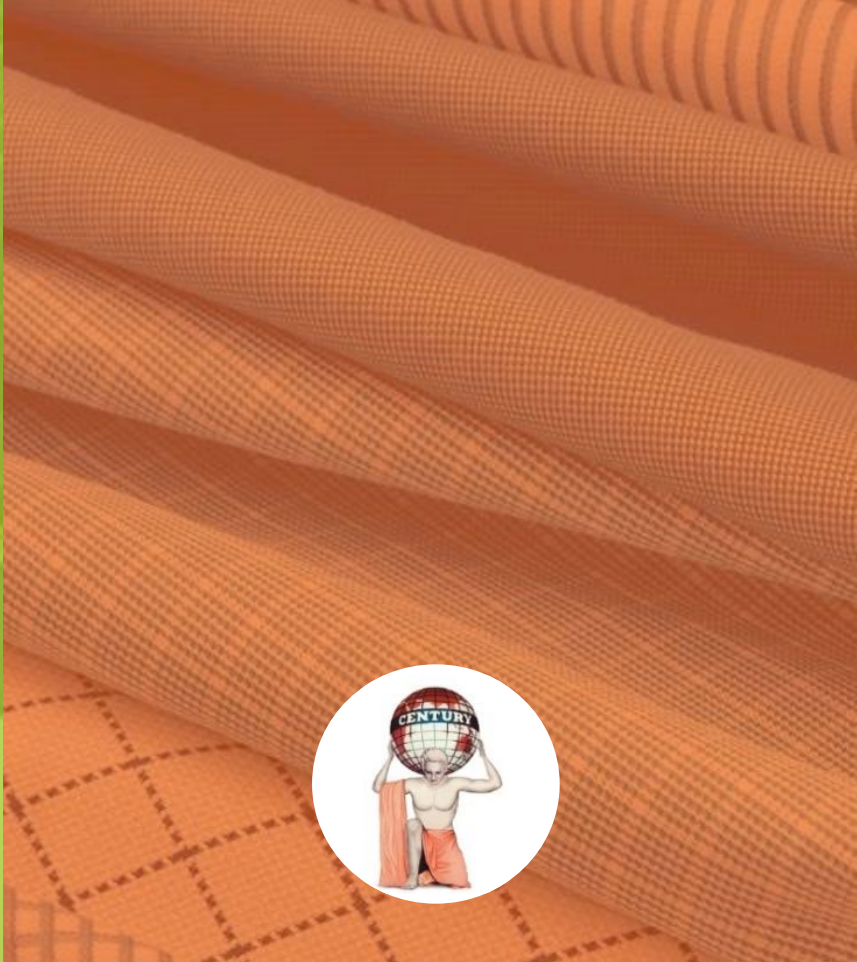
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Email: century@valoremadvisors.com



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

