

CENTURY Textiles and Industries Limited

REGD. OFFICE : "CENTURY BHAVAN", DR. ANNIE BESANT ROAD, WORLI, MUMBAI-400 030. INDIA.
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E-Mail: ctil.ho@birlacentury.com Website: www.centurytextind.com
CIN-L17120MH1897PLC000163

OUR REF. : SH/XII/2022

27th October, 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 25th October, 2022, regarding earnings call to be held on Thursday, 27th October, 2022 to discuss Q2- FY23 earnings.

In connection to the above, enclosed herewith the Earnings Presentation for Q2-FY23.

This for your information and record.

Thanking you

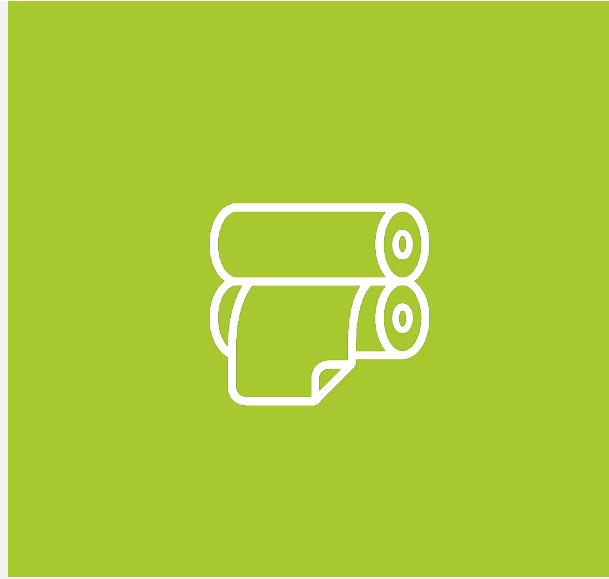
Yours faithfully

For **CENTURY TEXTILES AND INDUSTRIES LIMITED**

ATUL K. KEDIA
Company Secretary

Encl: as above





Century Textiles
and
Industries
Limited

Q2 FY23 Earnings Presentation



Summary



Real Estate



Pulp and Paper



Textiles



Financials

Q2 FY23: KEY OPERATIONAL HIGHLIGHTS

Excellent overall performance (YOY - 21% Revenue and 122% PAT) amidst uncertain geopolitical environment, high inflation, rising input costs and a slowdown in global markets.

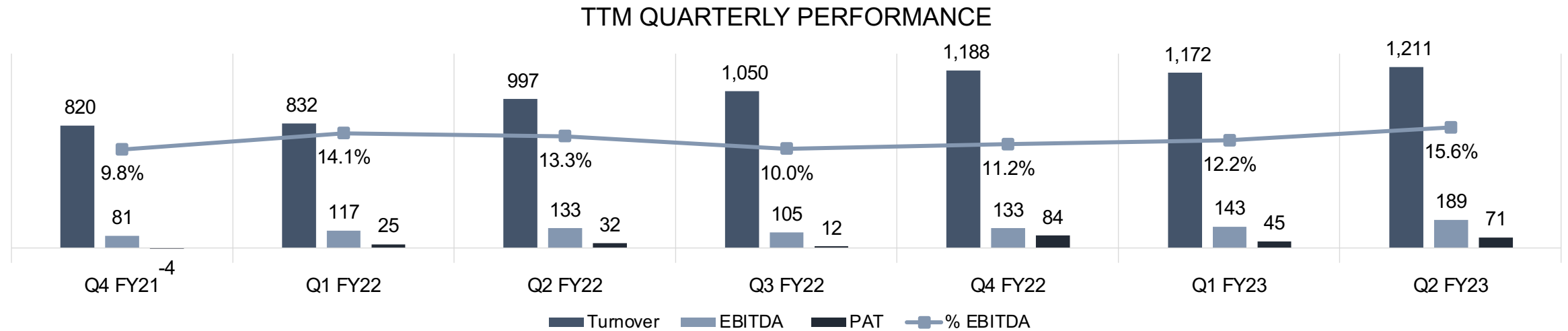
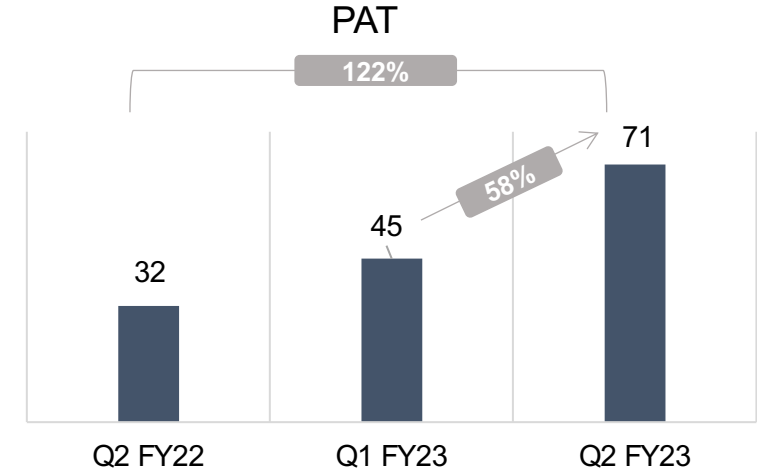
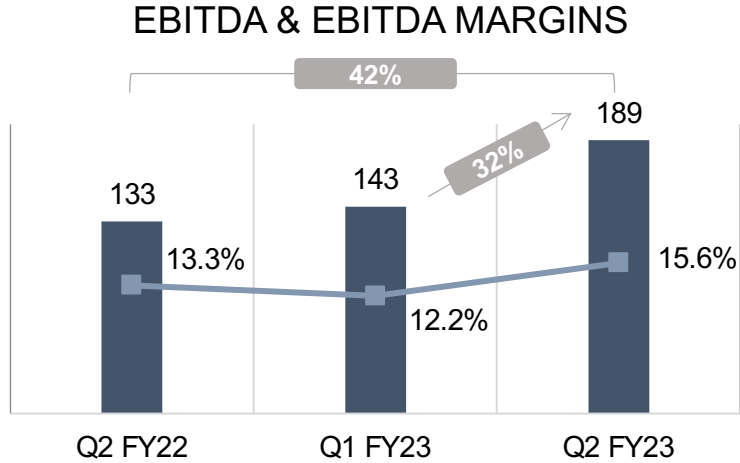
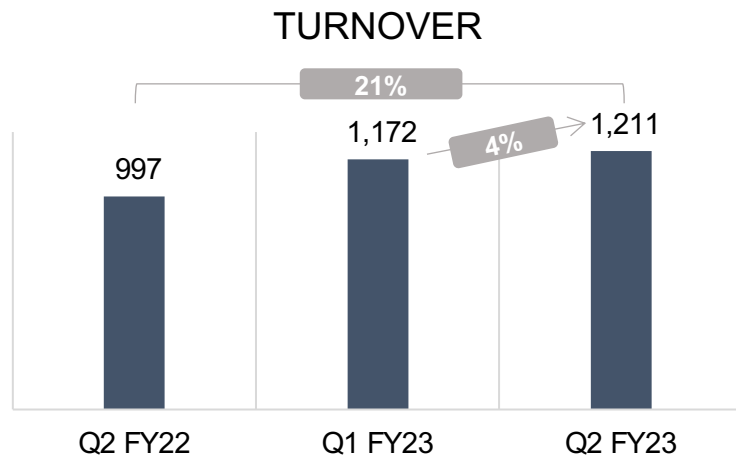
Exceptional performance by Paper, Tissue & Board segment (YOY – 37 % Revenue and 69% EBITDA) despite stiff competition from lower-priced imports.

Launched 2nd phase at Birla Navya, Gurugram and sold more than 60% of the launched inventory

Effective cost control, focus on operational efficiencies and exploring new markets would enable sustainable growth of businesses

QUARTERLY CONSOLIDATED PERFORMANCE AT A GLANCE

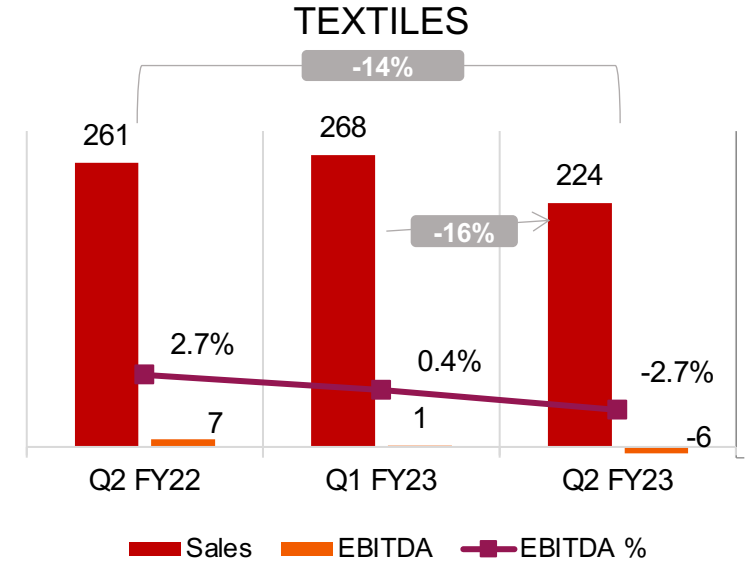
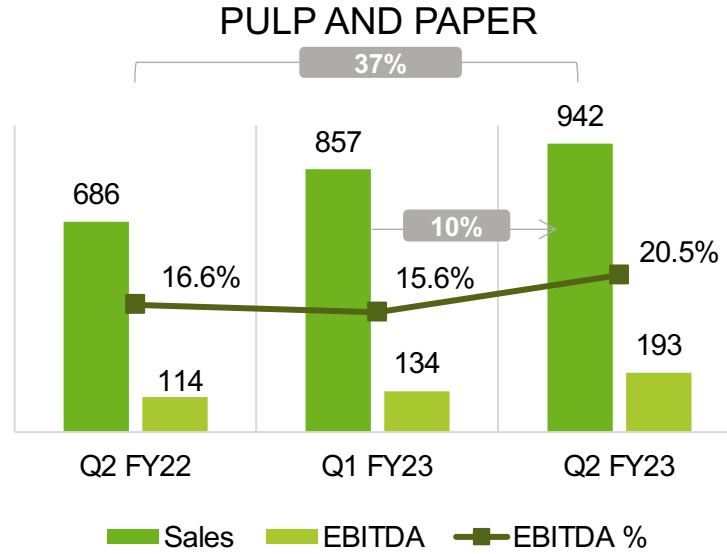
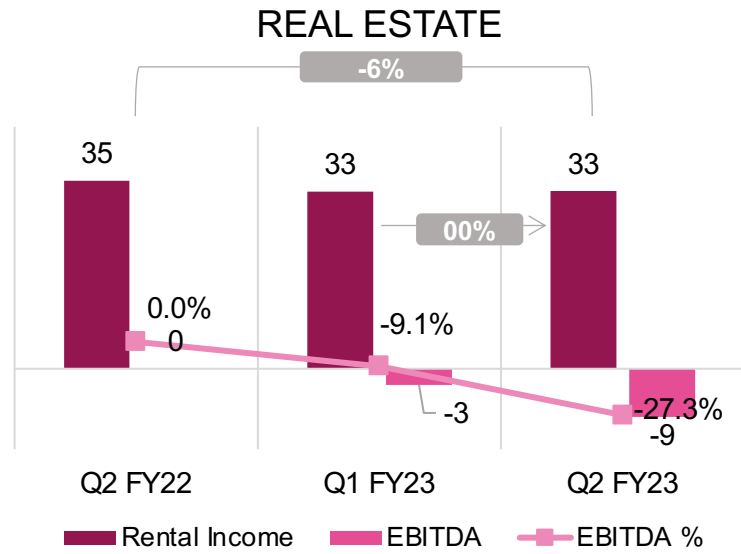
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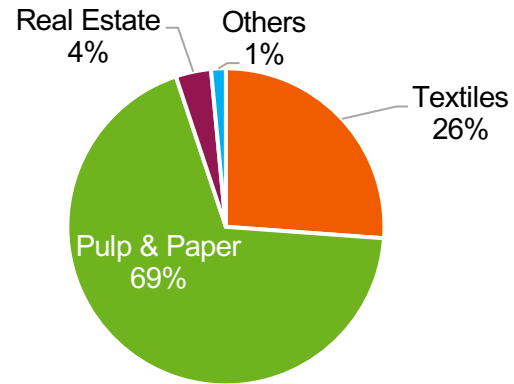
Total Net Debt Outstanding is ~Rs. 1,415 Cr. as on 30th September, 2022

QUARTERLY SEGMENT-WISE CONSOLIDATED PERFORMANCE

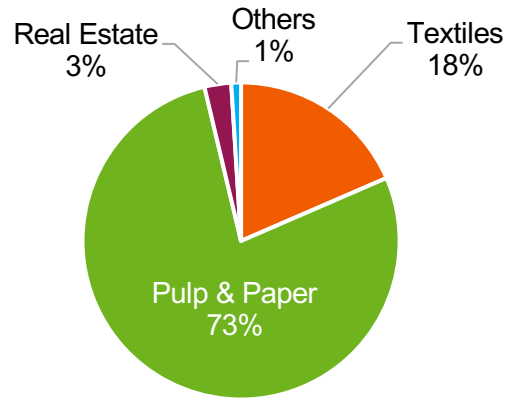
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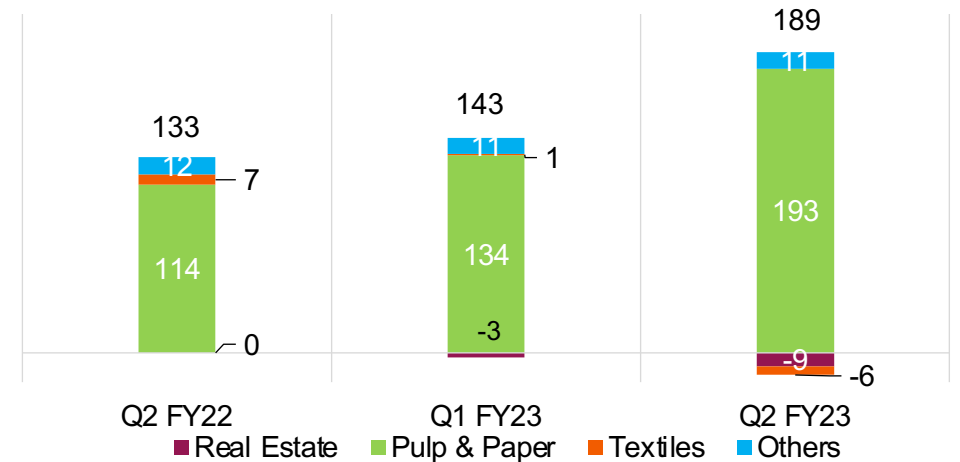
REVENUE PIE : Q2 FY22



REVENUE PIE : Q2 FY23

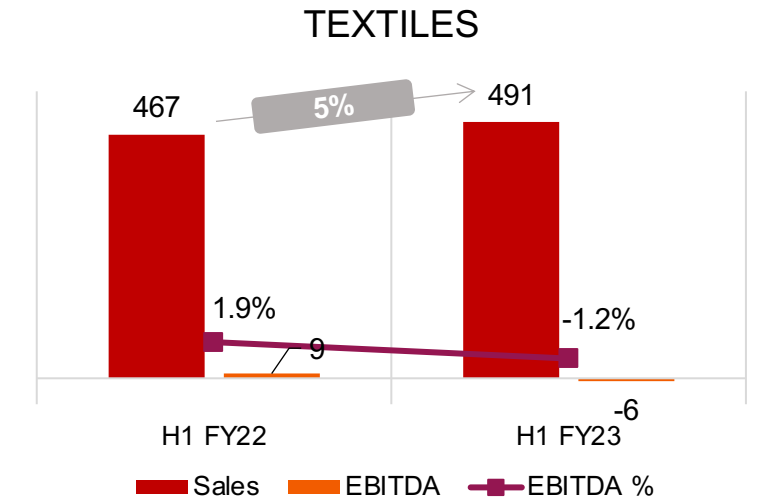
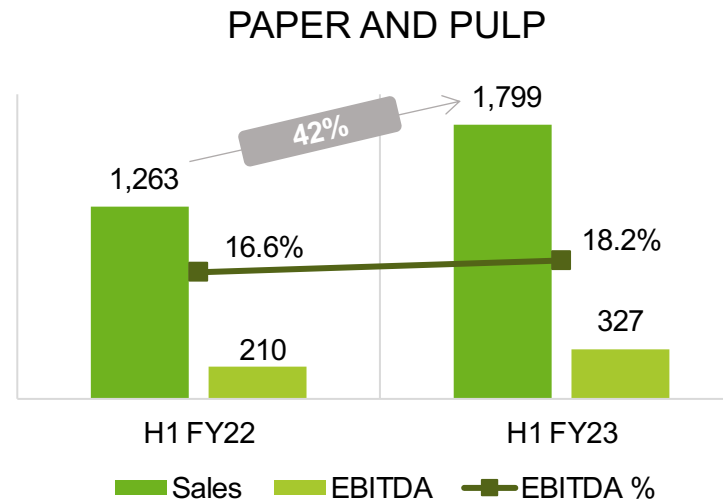
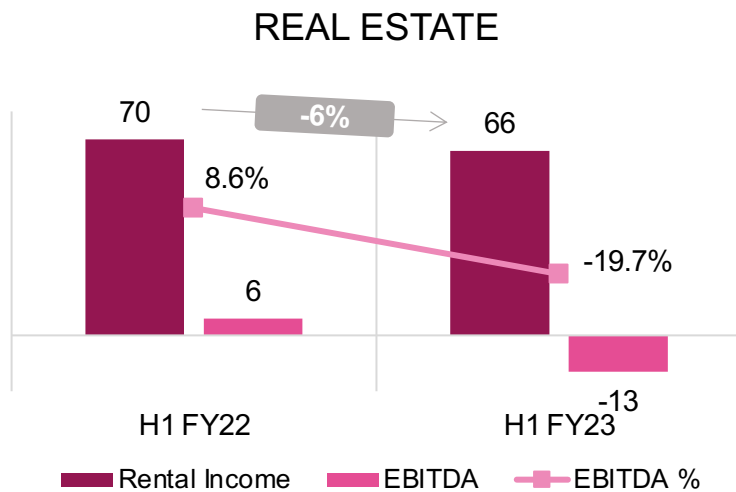
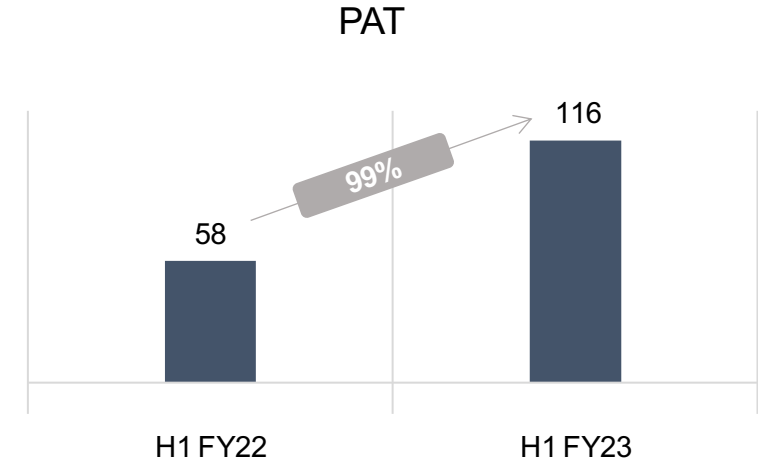
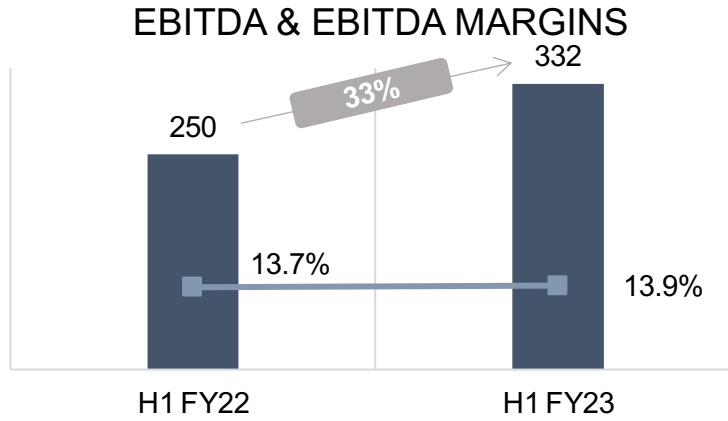
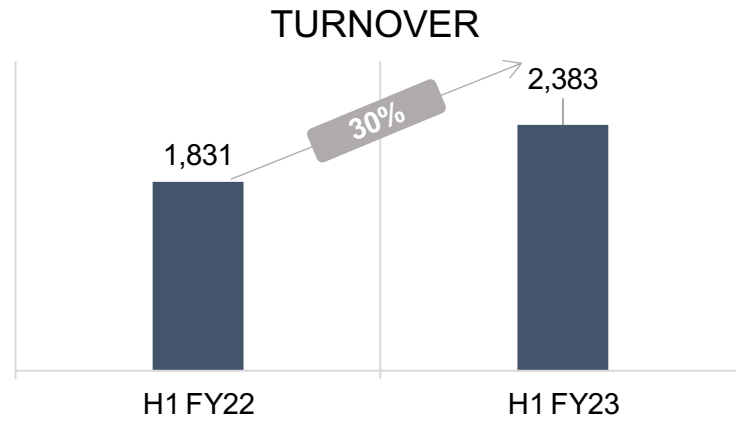


EBITDA BREAKUP – Y-o-Y



HALF-YEARLY CONSOLIDATED PERFORMANCE

(RS. IN CRORES)





Real Estate

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

MAJOR TAKEAWAYS

- Acquired around 10 acres of prime land in an upscale South Bengaluru location with a project potential of INR 840 Crs
- Achieved sales of INR 994 Crs in H1 FY 23 registering a growth of 306% compared to H1 FY 22
- Achieved sales of INR 561 Crs in Q2 FY 23 registering a growth of 180% compared to Q2 FY 22
- Completed cumulative ~13 million safe man-hours at project sites

MARKET OUTLOOK

- Q2 FY 23 saw continued positive momentum in the real estate sector
- Residential real estate registered robust growth due to a renewed thrust towards home ownership despite moderate increase in overall interest rates
- Stable job market and steady infrastructure investments has further propped up demand
- With a significant part of the workforce returning to offices and active sourcing of new workspaces by companies, commercial is also seeing strong growth

AWARDS – REAL ESTATE

RoSPA (UK) Health & Safety Awards 2022



Birla Vanya & Birla Alokya

Apex India Occupational Health & Safety Award 2022



Birla Navya

PROJECTS UPDATE

Project	Birla Vanya, (Kalyan)	Birla Alokya, (Whitefield, Bengaluru)	Birla Navya, (Golf Course Extension, Gurugram)	Birla Niyaara, (Worli, Mumbai)	Birla Tisya, (Rajajinagar, Bengaluru)
Project Photo					
Launch Period	Q1 FY20	Q3 FY20	Q3 FY21	Q4 FY22	Q3 FY22
Land Area	22 acres (Own)	8 acres (Own)	48 acres (JV)	14 acres (Own)	5 acres (JV)
Total Saleable Area	13.3 lac sqft	5.5 lakh sqft	17.8 lakh sqft (Ph 1+2 – 9.4)	24 lakh sqft (Residential) (Ph 1 – 9.1)	6.5 lakh sqft
Revenue Potential	Rs. 1,139 Crs (1,205 units)	Rs. 394 Crs (218 units)	Rs. 2,363 Crs (Ph 1+2 – 1,154 Crs, 468 units)	Rs. ~10,000 Crs (Ph 1 – 3,360 Crs, 414 units)	Rs. 634 Crs (392 units)
Cum. Booking Value	Rs. 549 Crs (721 units)	Rs. 332 Crs (191 units)	Rs. 962 Crs (407 units)	Rs. 1,766 Crs (264 units)	Rs. 383 Crs (267 units)
Architect	Hafeez Contractor	Synergy	ARCOP	Foster & Partners	RSP
Construction Status	Super structure and Finishing under progress	Super structure and Finishing under progress	Super structure and Finishing under progress	Foundation under progress	Foundation under progress



RESIDENTIAL & COMMERCIAL SALES HIGHLIGHTS

Particulars	Units of Measurement	Q2 FY23	Q2 FY22	% change YoY	Q1 FY23	% change QoQ	H1 FY23	H1 FY22	% change YoY
Commercial									
Net Leasing Income	Rs. Cr.	24.4	26.6	-8%	27.5	-11%	51.9	54.0	-4%
Residential									
Booking Value	Rs. Cr.	560.9	199.9	180.5%	433.6	29.4%	994.5	245.1	305.8%
Collection	Rs. Cr.	293.8	76.1	286.1%	134.5	118.4%	428.3	124.4	244.4%

ENVIRONMENT SOCIAL GOVERNANCE (ESG) – REAL ESTATE

ENVIRONMENT

- ESG Roadmap for Birla Estates – Integrated Report documentation in progress
- BREEAM precertification for Worli Project – All reports submitted. Results to be declared in Q3 FY 23
- GRESB Real Estate ESG Assessment – Obtained GRESB Rating score for Development at 81/100
- 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+2

SOCIAL

Vanotsav – a customer engagement event with Green theme



Masterclass – an online customer engagement event promoting healthy living





Pulp & Paper

Flag bearer in Paper Industry

MAJOR TAKEAWAYS

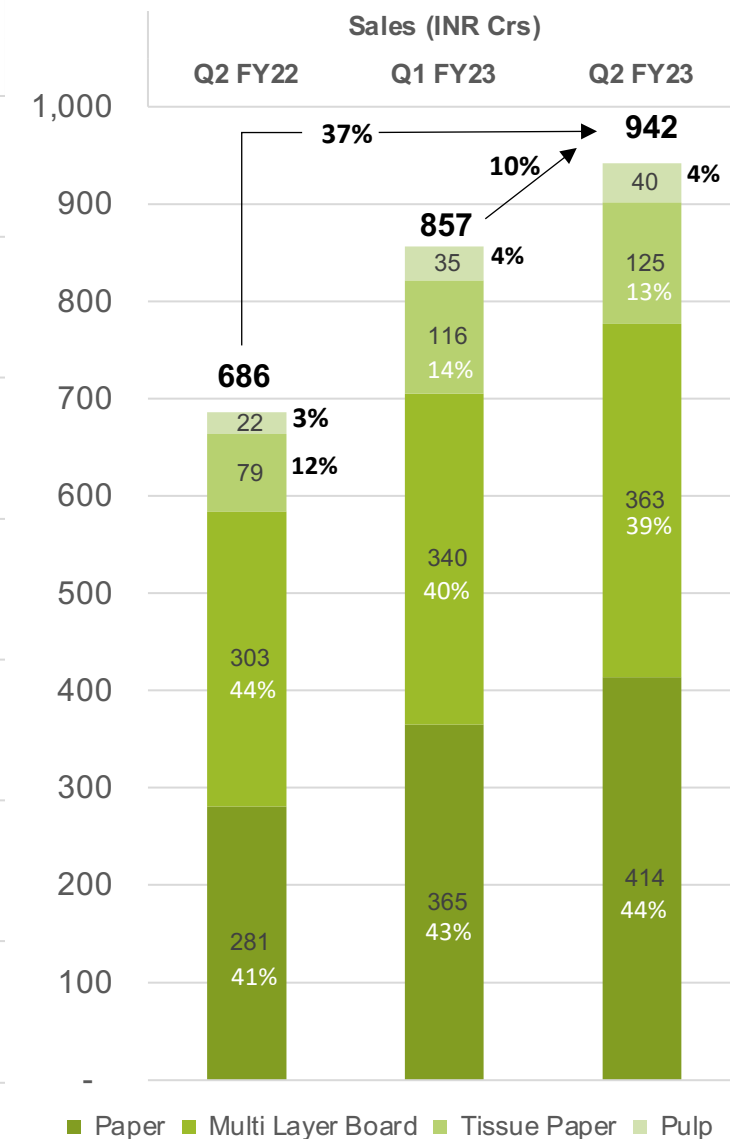
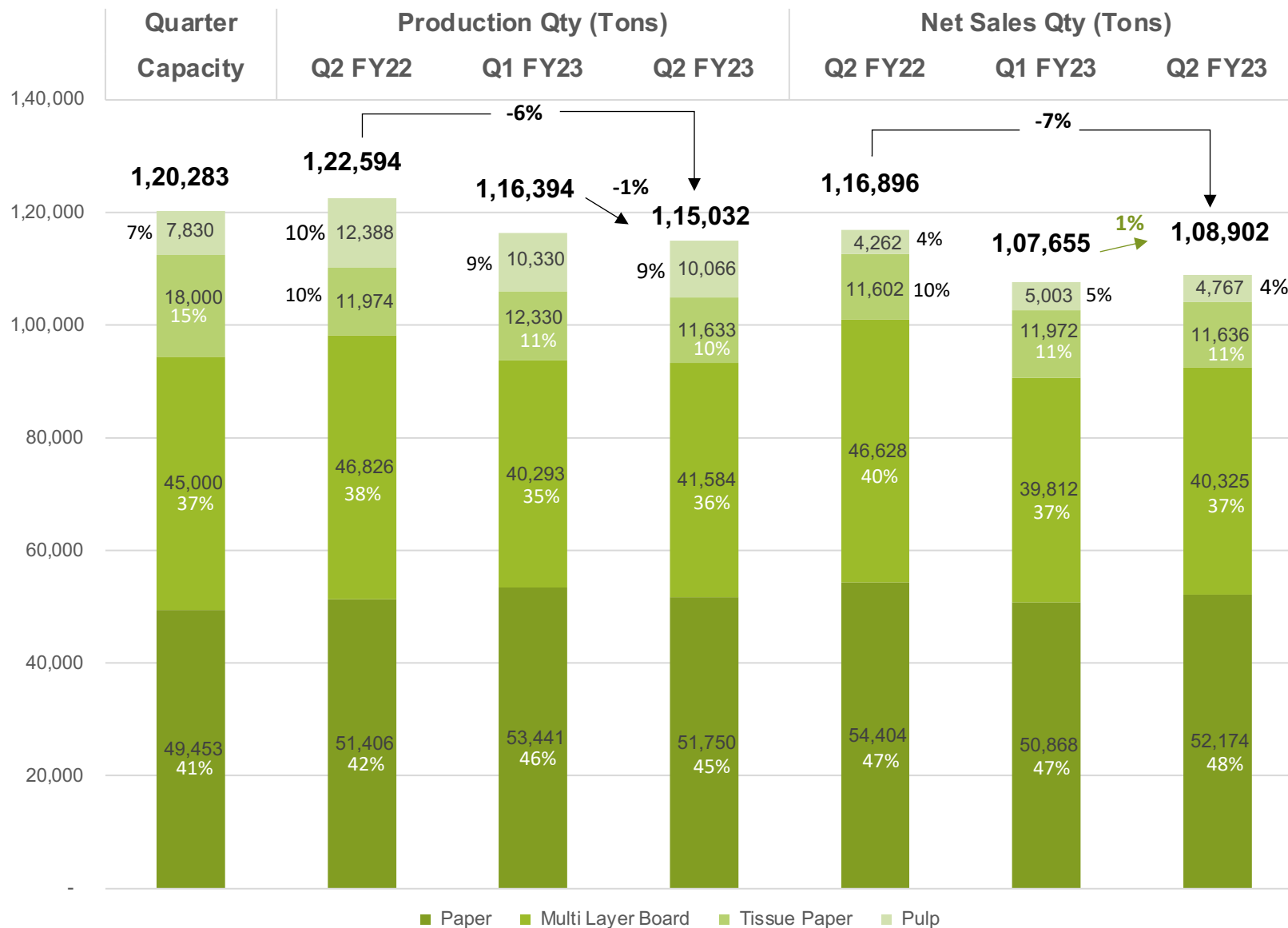
- Average NSR for the Q2 improved 8.4% over Q1 FY23. Rise in input costs i.e., coal, wood and imported pulp prices, have helped in upward price-corrections getting absorbed in the market across all segments.
- Various new initiatives like Digitalization of S&OP processes through implementation of CRM system, improvised machine shut planning have enhanced operational efficiency.
- Cost reduction initiatives like complete elimination of certain chemicals' consumption as well as reducing packaging cost have delivered results in Q2.
- Various sustainability initiatives like reduction of lime sludge generation by 50% would reduce additional operational cost of its disposal.
- Achieved FY23 target of 26 Lacs plantation in H1 FY23.

MARKET OUTLOOK

- Writing & Printing paper (WPP) demand is expected to increase on account of the single-use plastic ban despite heavy cost pressure in the domestic market due to imports and price corrections by B-grade mills.
- The tissue segment is expected to perform better in Q3, with major tissue consumption centers being fully operational.
- The board segment market is expected to be subdued due to lower demand and competitive low-priced imports.
- With the reopening of most paper consumption centres and subsiding high input prices, the short to medium term outlook for the Indian paper industry appears to be positive.
- Export demand from Europe/USA will remain low due to recession impact as well as competitive pricing from China & Indonesia

Strong performance by all segments due to timely price corrections despite rising input costs

Q2 FY23: PRODUCTION & SALES



The Capacity Utilisation for Q2 FY23 was **96%** as compared to **97%** in Q1 FY23

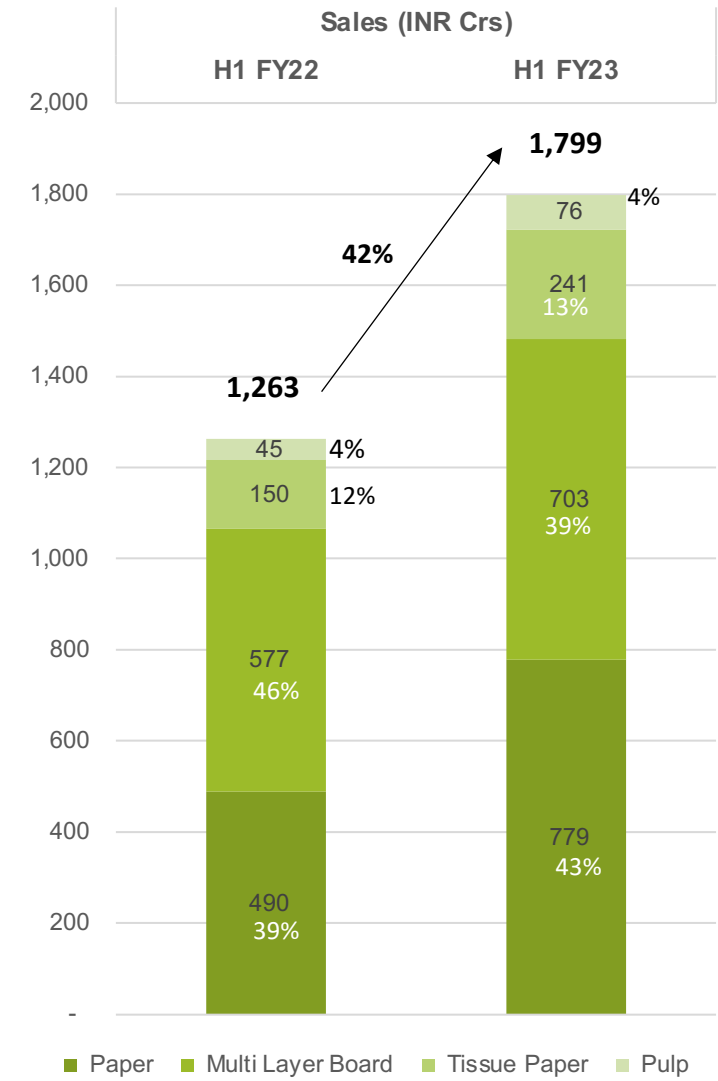
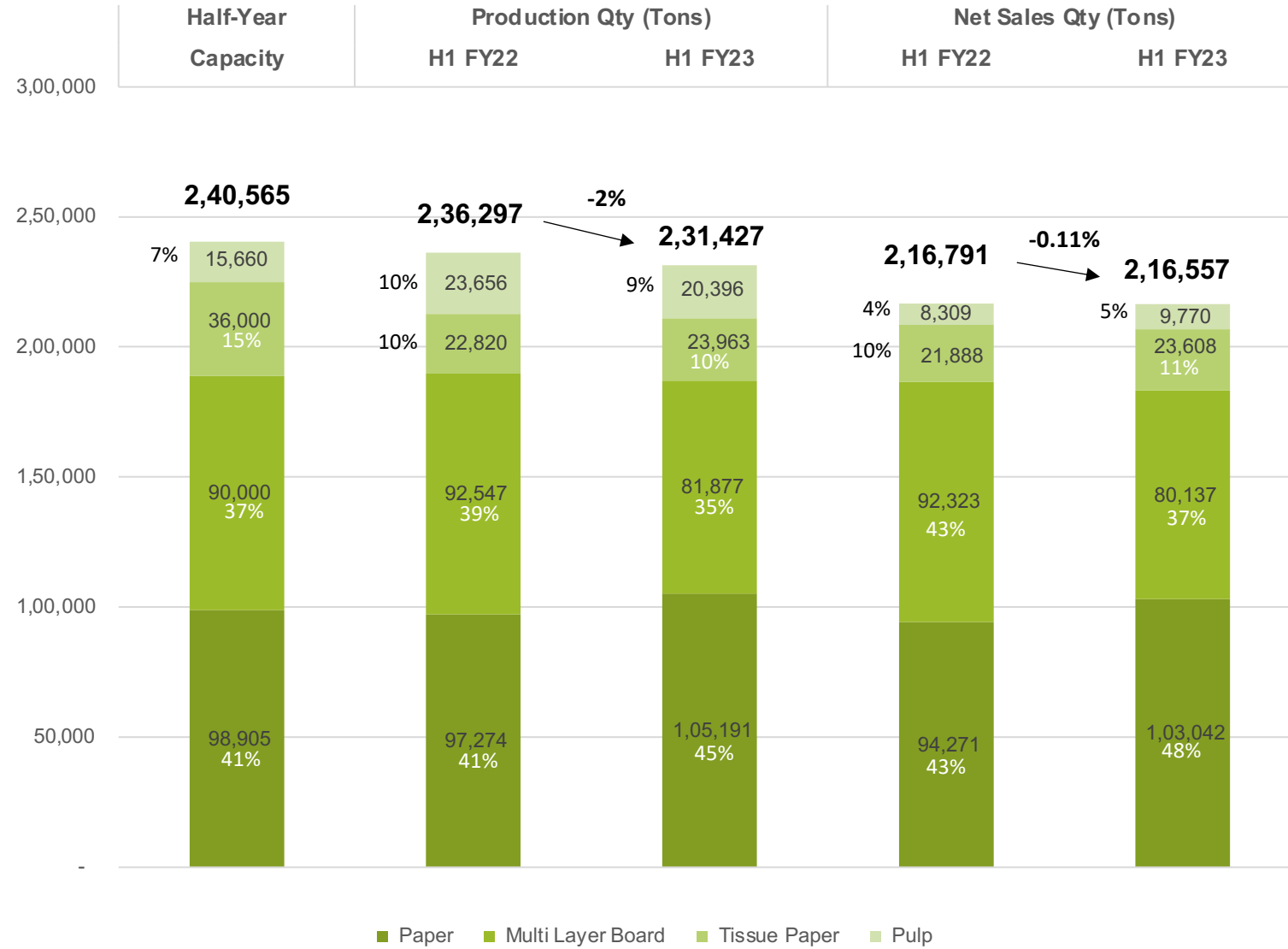
H1 FY23: PRODUCTION & SALES

Real Estate

Pulp & Paper

Textiles

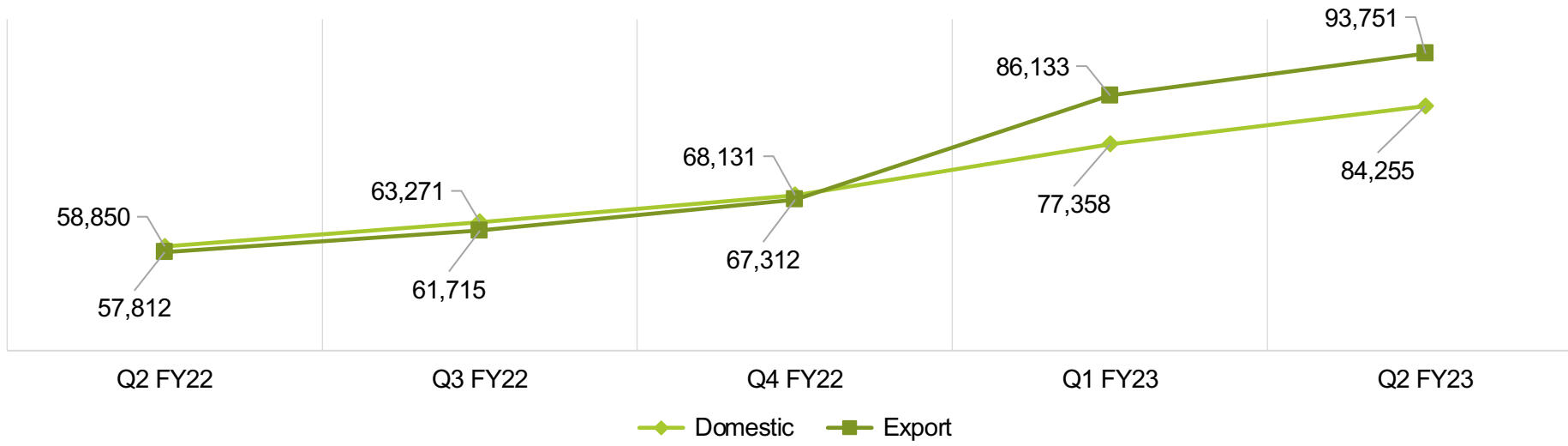
Financials



The Capacity Utilisation for H1 FY23 was **96%** as compared to 106% in H1 FY22

NET SALES REALIZATION (NSR) MOVEMENT

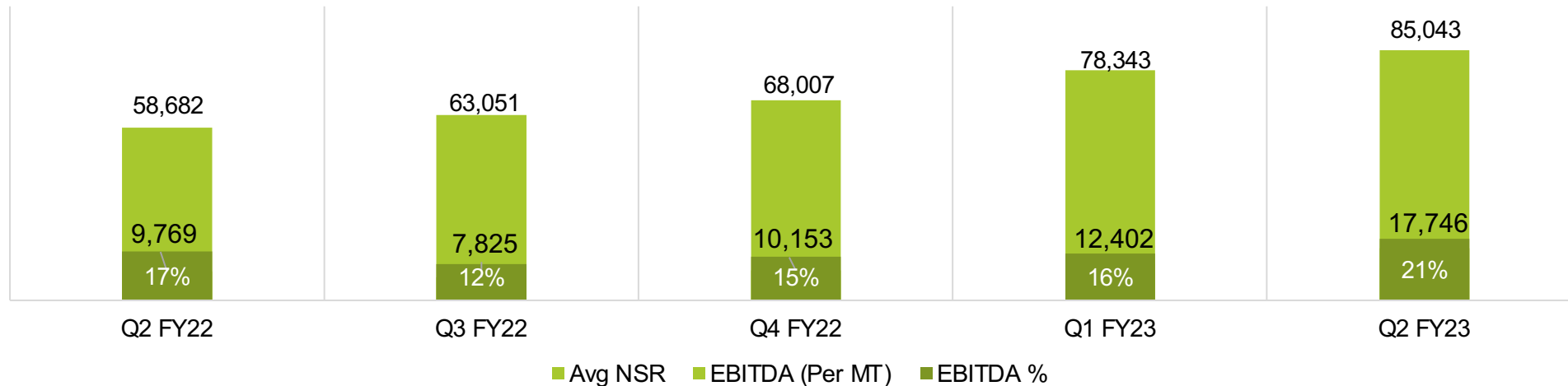
NSR MOVEMENT (INR/TONS)



YoY	QoQ
43%	9%

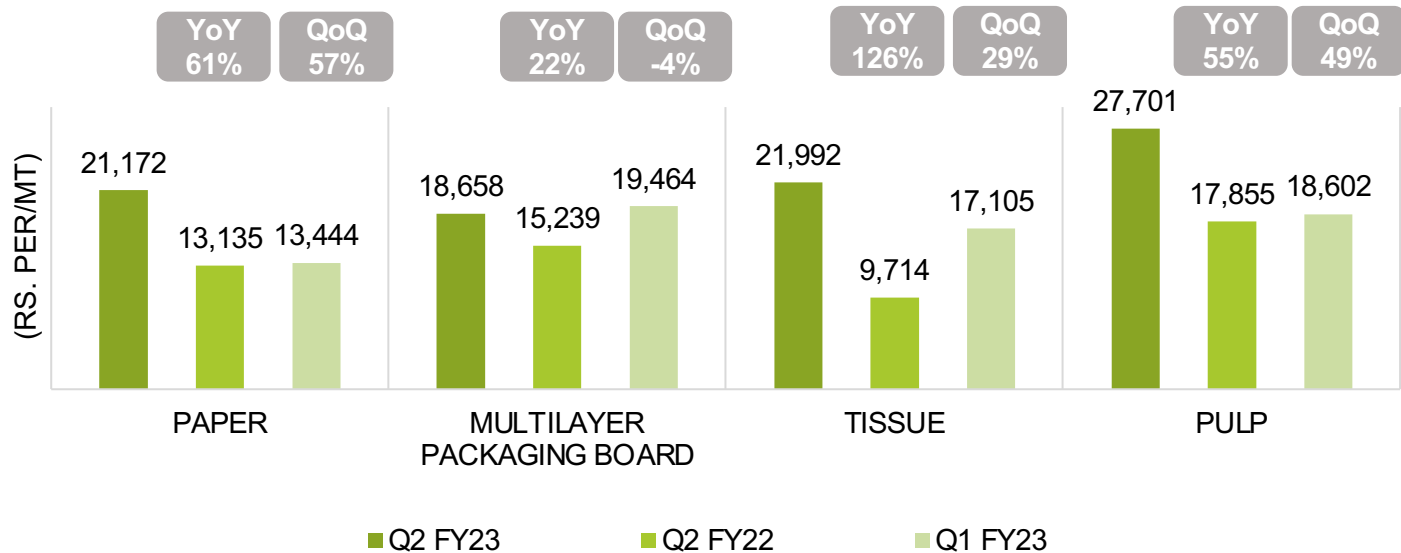
YoY	QoQ
62%	9%

NSR AND EBITDA

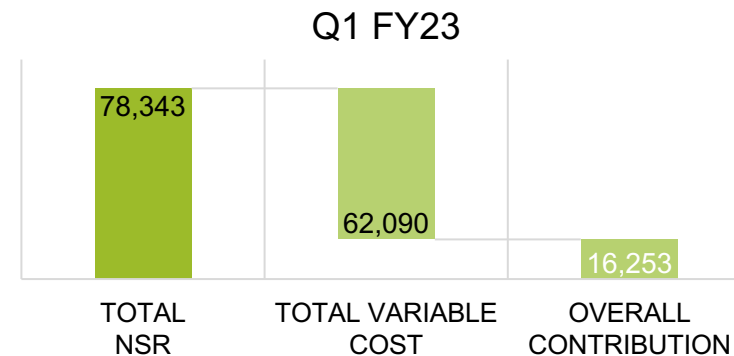
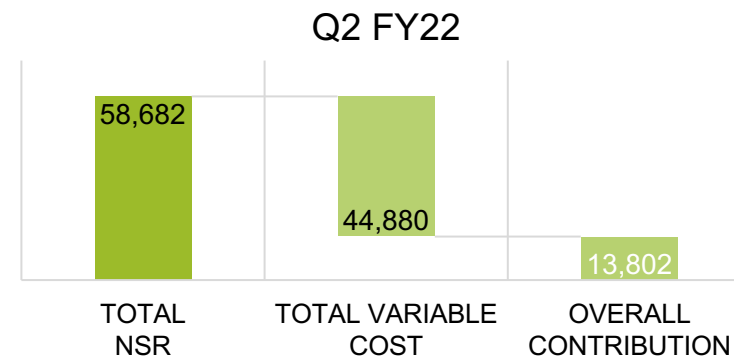
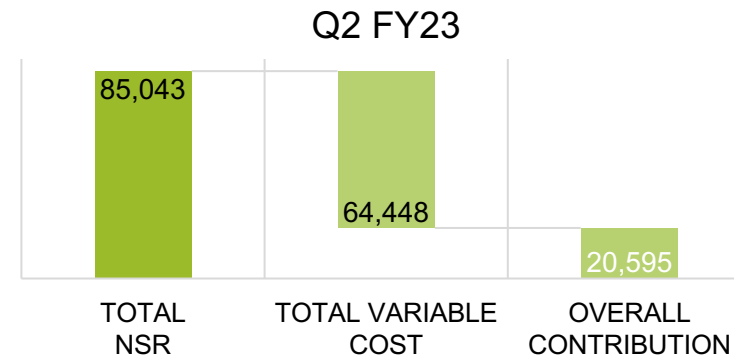


YoY	QoQ
45%	9%

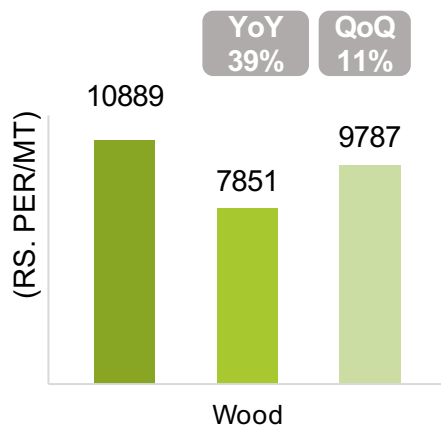
SEGMENTAL CONTRIBUTION



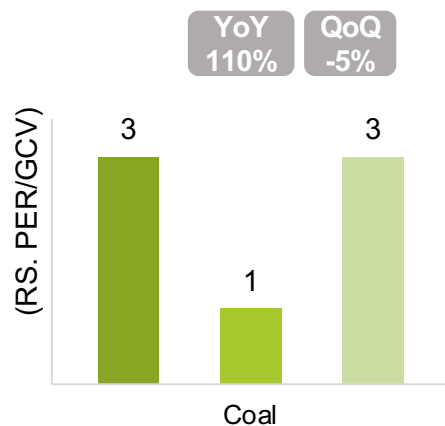
OVERALL CONTRIBUTION (RS. PER/MT)



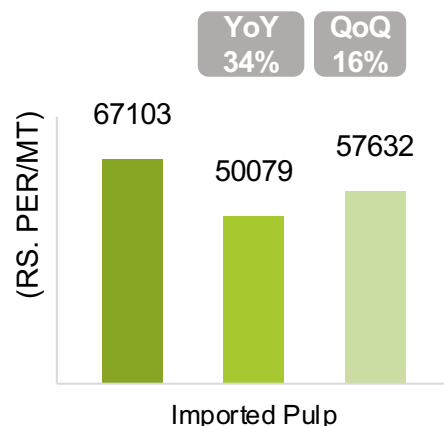
INPUT PRICE – Wood



INPUT PRICE – COAL



INPUT PRICE – IMPORTED PULP



ENVIRONMENT



- ▶ Collection of fallen pine tree leaves (Perul), which may cause wildfire during summer, utilized as fuel in our Boilers. 124 MT Perul received and processed during Q2, FY23. Also created employment (2500 Beneficiaries)
- ▶ Campaign for illumination of single use plastic at District Nainital & Champawat during August-22.

SOCIAL



- ▶ Construction of houses (6 nos.) has completed at Bindukhatta, Lalkua.
- ▶ Installation of India mark hand pumps (2 nos.) to provide safe drinking water to nearby residents.(Beneficiaries – About 60 nos.)
- ▶ Construction of 10 nos. toilets for poor people at Bhindukhatta.



Textiles

World's 2nd and India's 1st LEED V4 certified Textile Mfg. Co.

MAJOR TAKEAWAYS

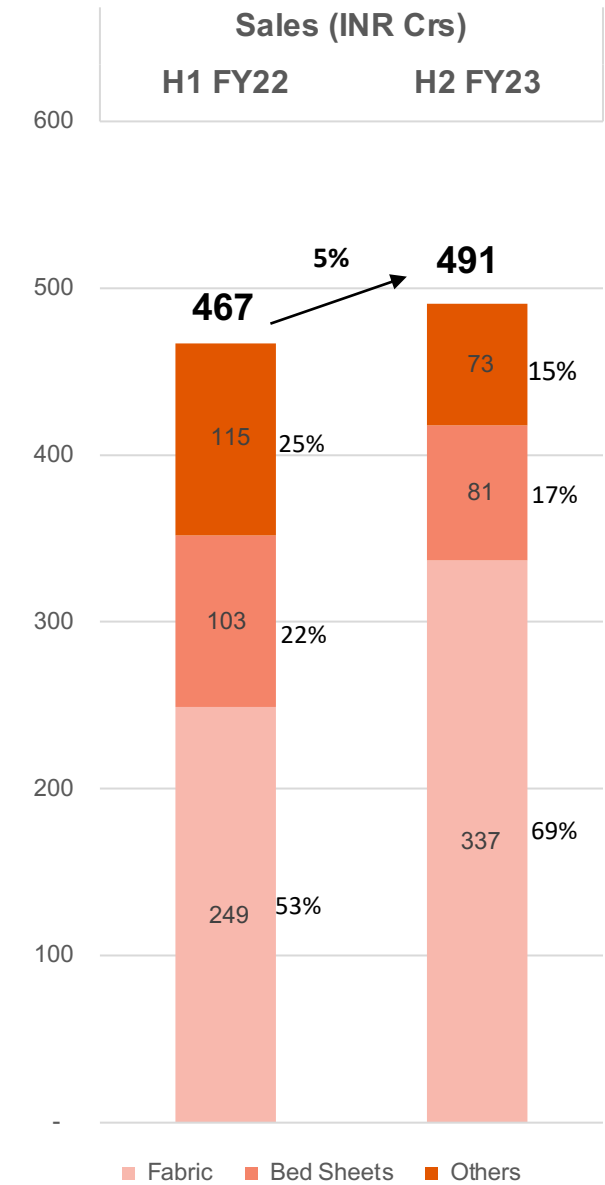
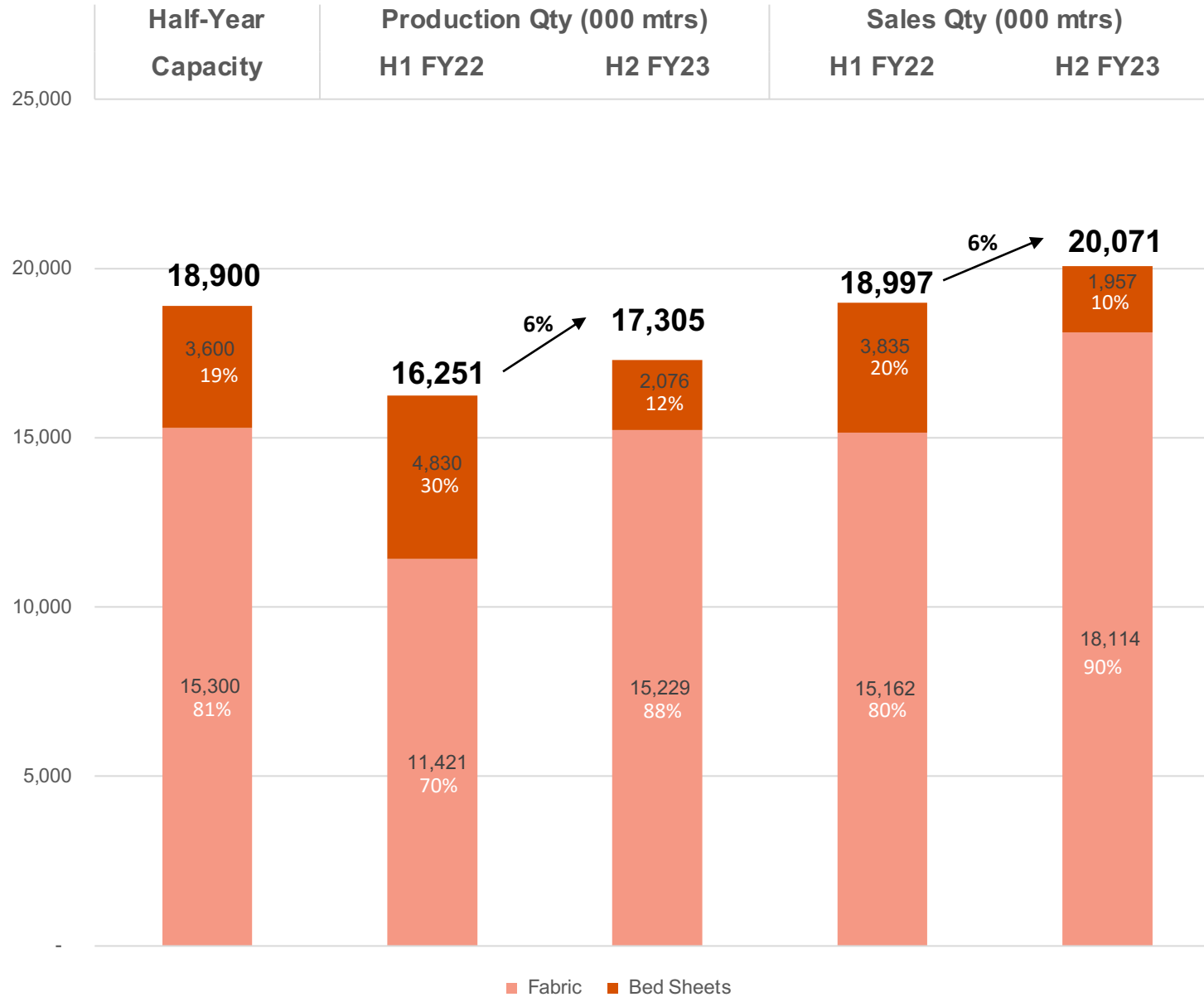
- Textile business is facing challenging times; however, apparel fabric demand has been stable in the domestic market. Export enquiries / orders declined considerably due to high inflation and expected low demand in USA and EU.
- Demand for printed segment was stable on account of long delivery period and higher cost of yarn-dyed fabrics.
- Developed Cost-effective FIR (Far Infrared Reflective) functional fabric with ABSTC. Patent to be shortly filed in USA jointly with ABSTC.
- As a part of CSR drive, Dev foundation engaged for development of Vermi Compost for organic farming among 200 farmers.
- Launched 'GYAANPATH', a training center for employees to pursue various ESG based GVC courses.

MARKET OUTLOOK

- Rising interest rates, increased borrowing costs, along with high spike in Gas charges are weighing on economic activity of the final home textile consumers in USA and European Union.
- Prices will be under pressure due to decreasing cotton rates and expected low demand in international markets.
- Overall Indian economy is doing well and in our main market i.e. domestic in apparel division, we expect steady demand and regular business from Q4.

Innovative product developments and tapping new markets will provide better profit margins in future

H1 FY23 PRODUCTION & SALES

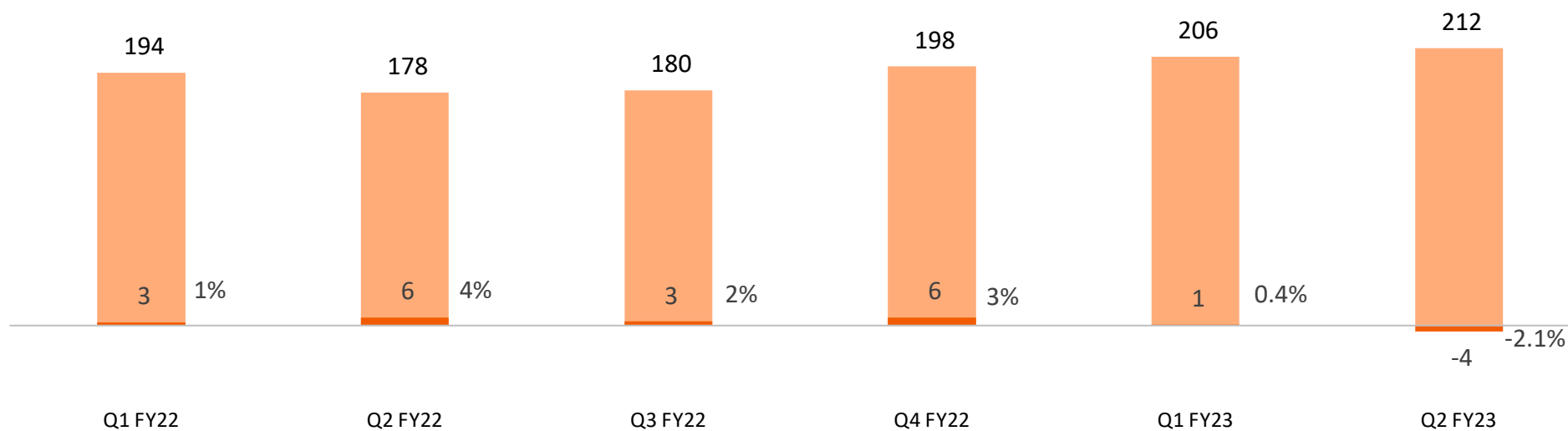


The Capacity Utilization for H1 FY23 increased to **91%** as compared to **86%** in H1 FY22

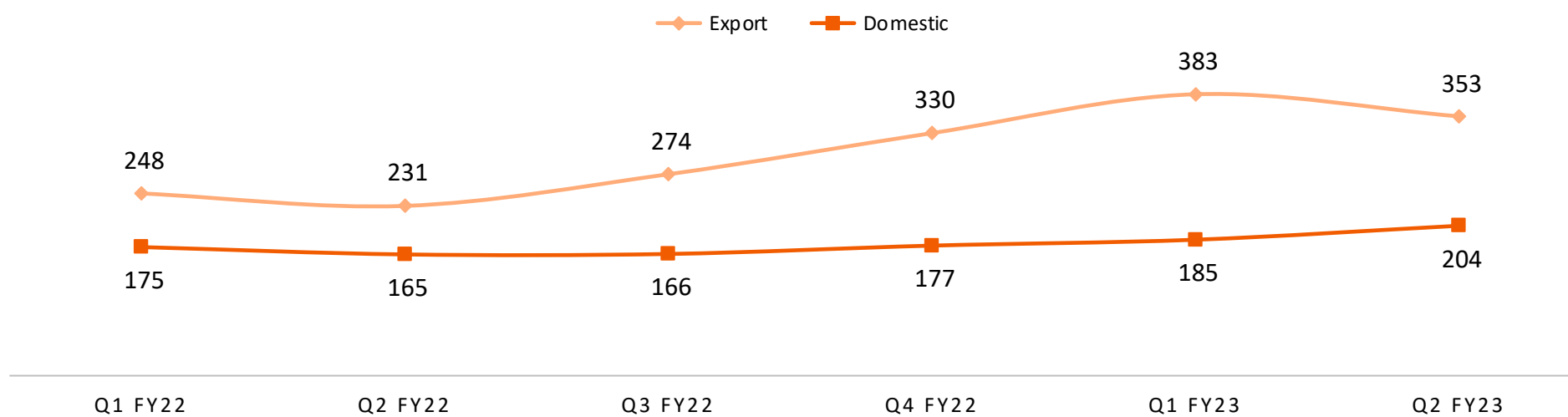
NET SALES REALIZATION (NSR) MOVEMENT*

Avg NSR EBITDA per Mtr % EBITDA

(INR / Mtr)



YoY	QoQ
19%	3%

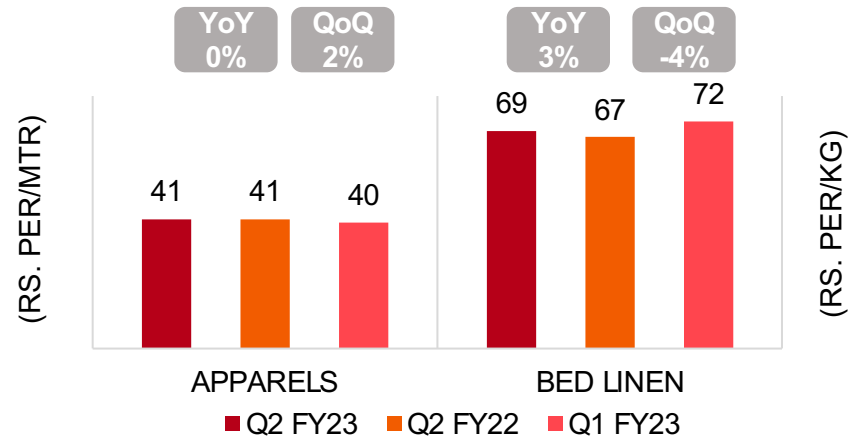


YoY	QoQ
53%	-8%

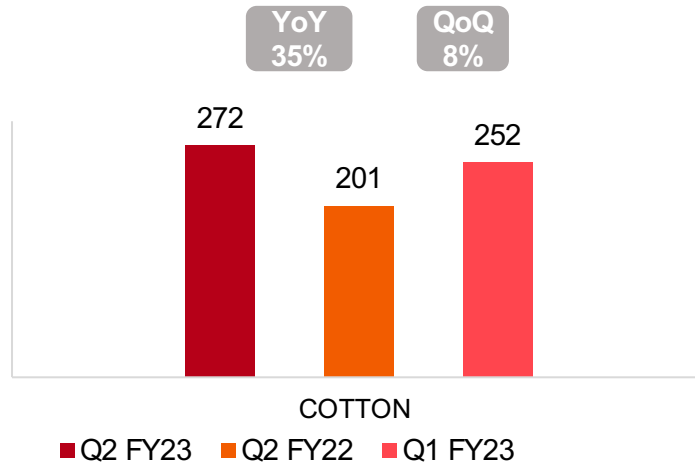
YoY	QoQ
24%	10%

*Avg NSR & EBITDA are for main Textile products

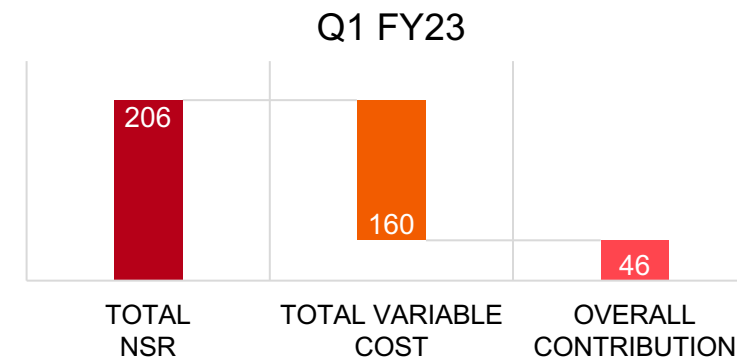
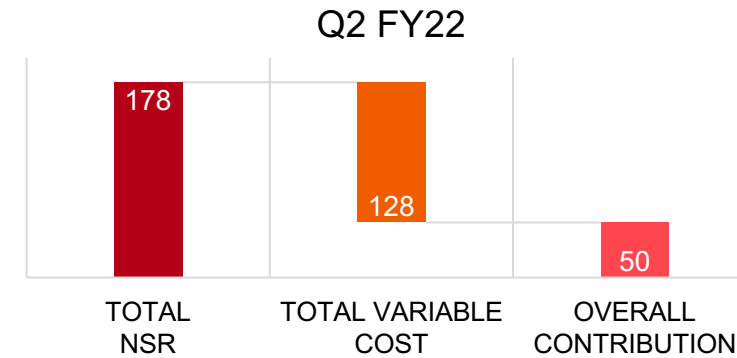
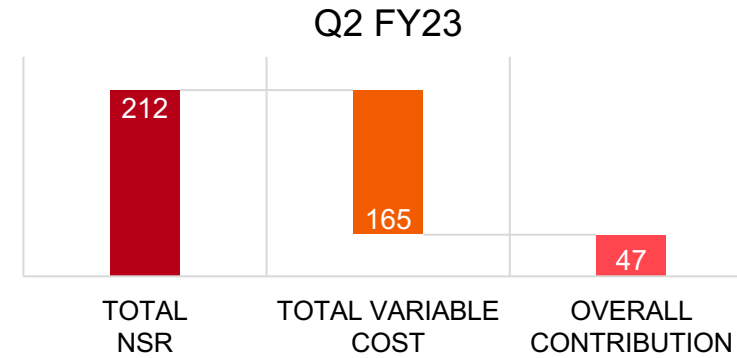
FABRIC CONTRIBUTION



INPUT PRICE – COTTON



OVERALL CONTRIBUTION (RS. PER/MTR)





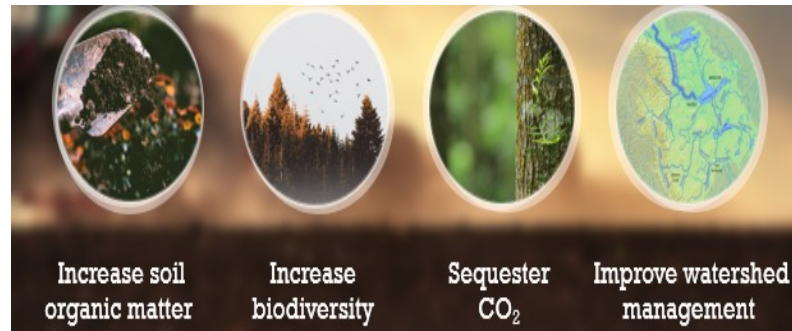
ENVIRONMENT



SOCIAL



GOVERNANCE



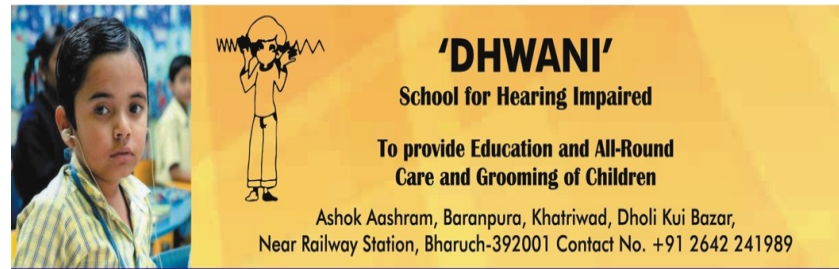
Increase soil
organic matter

Increase
biodiversity

Sequester
CO₂

Improve watershed
management

"To provide basic education, Life skill &
Vocational skill To hearing impaired children"



**European
Flax** Premium
linen fibre

- We took one more step towards Environmental Sustainability. We are in the process of Regenagri certification & aim of this initiative is securing the health of the land (Soil) and the wealth of those who live on it. We have initiated manufacturing products with this category of fiber for Brands.
- It supports farms and organizations transitioning to holistic farming, increasing soil health, encouraging biodiversity, reducing green house gas emissions and sequestering CO₂.

- CSR Fund is allotted to DHWANI Foundation, Bharuch for developing life Skill & Vocation Skills to hearing impaired children in Bharuch District
- Key objective of this initiative is to spread the awareness for development of life skill among hearing impaired children.

- We have received our new certification , European Flax for achieving ESG goal i.e., maximize usage of sustainable fiber.
- European flax is grown in a wide coastal band of Western Europe stretching from the South of Normandy in Northern France through Belgium and the Netherlands, it is a natural sustainable fibre, cultivated without irrigation and GMO free. This certification provides traceability & transparency assurance to all big Brands & Retailers.



Financial Summary

Excellent financial performance during the quarter as compared to Q1 FY23



(INR CRORES)

PROFIT & LOSS : Q2 FY23

Particulars	Q2 FY22	Q1 FY23	Q2 FY23	Variance	
	Act			YoY %	QoQ %
Continuing Operations					
Total Income	1,034	1,194	1,242	20%	4%
Total Sales	997	1,172	1,211	21%	3%
Total EBITDA	133	143	189	42%	32%
Less: Finance cost	13	11	15	15%	36%
Less: Depreciation	58	56	57	-2%	2%
PBT	62	76	117	89%	54%
Tax (Asset - / Liability +)	30	31	46	53%	48%
PAT	32	45	71	122%	58%
After Discontinued operations of Century Yarn/ Century Denim *					
EBITDA	150	143	189	26%	32%
PAT	44	45	71	61%	58%

Outstanding performance in Q2 FY23 mainly driven by the Pulp & Paper business

* Company has sold in Q2 FY22 assets of its Yarn and Denim division ('Y&D') to a third party at the consideration of Rs. 62 crore. Company recognized a gain of Rs. 17.63 crores in total.

HISTORICAL CONSOLIDATED FINANCIAL PERFORMANCE

(RS. IN CRORES)

Particulars	FY19	FY20	FY21	FY22	H1 FY23
Continuing Operations					
Sales					
Textiles	765	735	582	1,037	491
Pulp & Paper	2,643	2,383	1,774	2,818	1,799
Real Estate	159	146	142	139	66
Others	66	67	69	74	80
Total Sales	3,633	3,331	2,567	4,068	2,436
EBITDA					
Textiles	58	34	-48	29	-6
Pulp & Paper	716	511	221	424	327
Real Estate	232	4	31	-22	-13
Others	55	51	48	56	24
Interest income of income tax refund	-	-	33	-	-
Total EBITDA	1,061	600	285	487	332
Less : Finance Cost	102	87	71	52	27
PBDT	959	513	214	434	305
Less : Depreciation	193	229	230	231	113
PBT	766	284	-16	204	192
Tax	266	-94	-1	50	76
Net Profit after Tax	500	378	-15	154	116
Discontinuing Operations					
Profit after Tax	-30	-17	-19	8	-
Total Net Profit after Tax	470	361	-34	162	116



(RS. IN CRORES)

No	Particulars	Textile	Rayon	Pulp & Paper	Birla Estates	H.O.	Grand Total
	EBITDA	(6)	11	193	(9)	-	189
	MAT Paid					(22)	(22)
	Dividend Paid (Including Tax)					(45)	(45)
	Collections				294		294
	Project Development Cost				(212)		(212)
	Net Change in Working Capital	(2)	(6)	(31)	(118)	-	(157)
A)	Operating Cash Flow	(8)	5	162	(45)	(67)	47
	Capital Expenditure	(1)	-	(25)	(1)	-	(27)
B)	Investing Cash Flow	(1)	-	(25)	(1)	-	(27)
	Interest	(4)	(4)	(3)	(4)		(15)
	Interest Accrued on bond					11	11
C)	Financing Cash Flow	(4)	(4)	(3)	(4)	11	(4)
D)	Free Cash Flow (A+B+C)	(13)	1	134	(50)	(56)	16
E)	Capex done on behalf of BAKPL						(5)
F)	Free Cash Flow-CTIL & BAKPL (D+E)						11
	Sources of Fund Required						
	Loan Taken / (Repaid)						107
	Bank Balance & Investment Reduced /(Increase)						(118)
	Net						(11)



(RS. IN CRORES)

No	Particulars	Textile	Rayon	Pulp & Paper	Birla Estates	H.O.	Grand Total
	EBITDA	(6)	24	327	(13)		332
	MAT Paid					(32)	(32)
	Dividend Paid (Including Tax)					(45)	(45)
	Collections				428		428
	Project Development Cost				(388)		(388)
	Net Change in Working Capital	(27)	(19)	(160)	(98)		(304)
A)	Operating Cash Flow	(33)	5	167	(71)	(77)	(9)
	Capital Expenditure	(3)	-	(40)	(2)	-	(45)
B)	Investing Cash Flow	(3)	-	(40)	(2)	-	(45)
	Interest	(9)	(3)	(5)	(10)		(27)
	Interest Accrued on bond					23	23
C)	Financing Cash Flow	(9)	(3)	(5)	(10)	23	(4)
D)	Free Cash Flow (A+B+C)	(45)	2	122	(83)	(54)	(58)
E)	Capex done on behalf of BAKPL						(9)
F)	Free Cash Flow-CTIL & BAKPL (D+E)						(67)
	<u>Sources of Fund Required</u>						
	Loan Taken / (Repaid)						100
	Bank Balance & Investment Reduced /(Increase)						(33)
	Net						67



OUTSTANDING LOAN

(RS. IN CRORES)

Real Estate



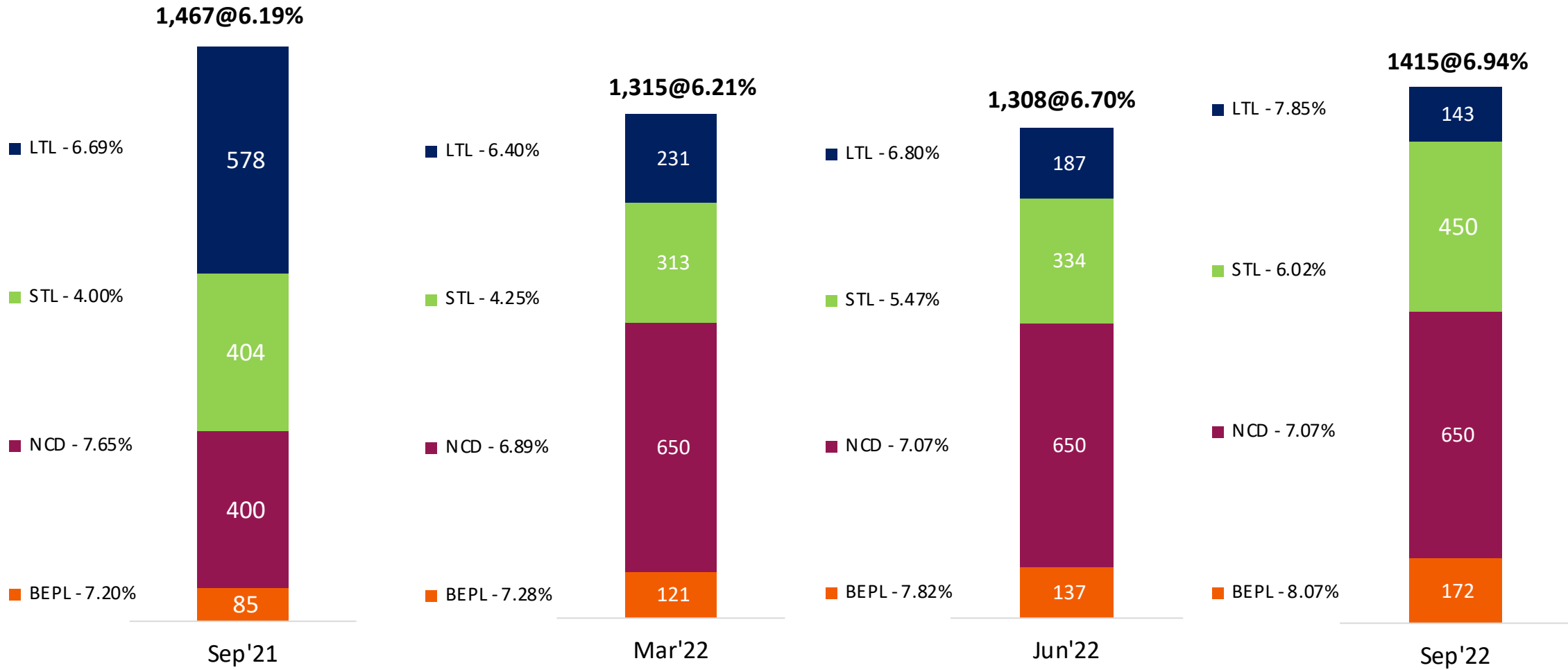
Pulp & Paper



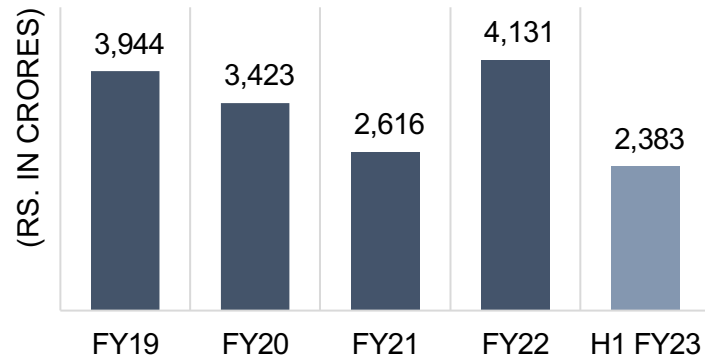
Textiles



Financials

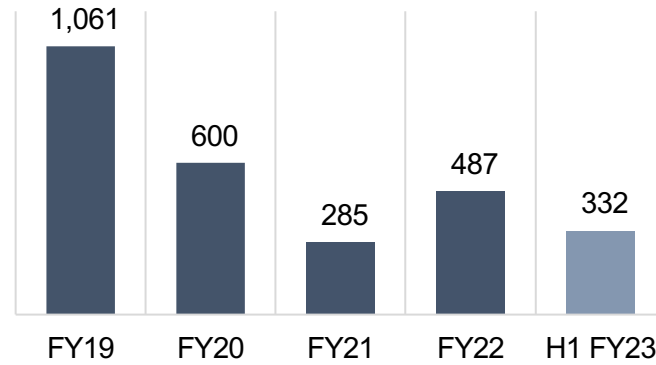


REVENUES* (RS. IN CRORES)

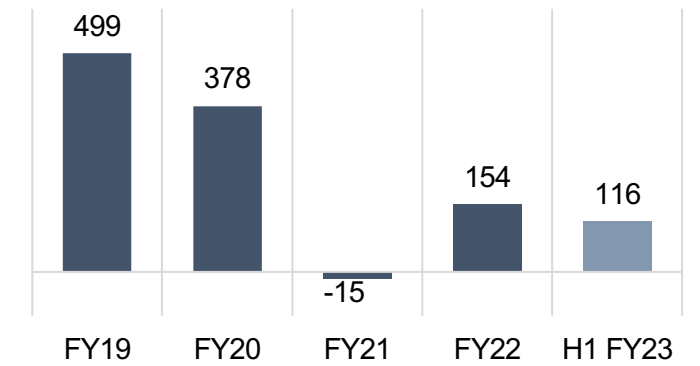


* Revenue includes Other Operating Income

EBITDA (RS. IN CRORES)

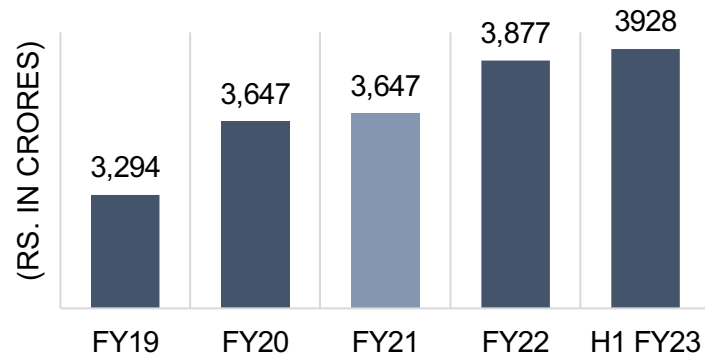


PAT# (RS. IN CRORES)

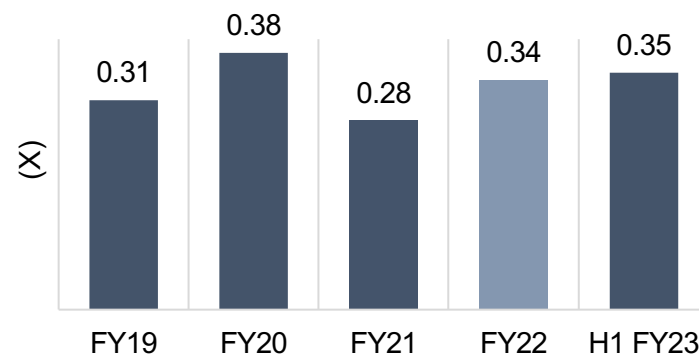


PAT represents net profit from continuing operations

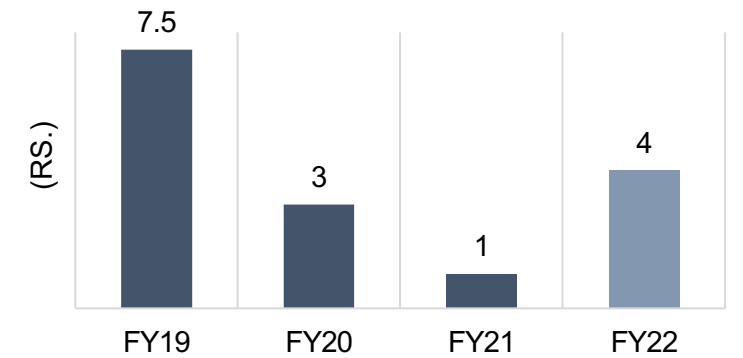
NET WORTH (RS. IN CRORES)



NET DEBT TO EQUITY (X)



DIVIDEND PER SHARE (RS.)



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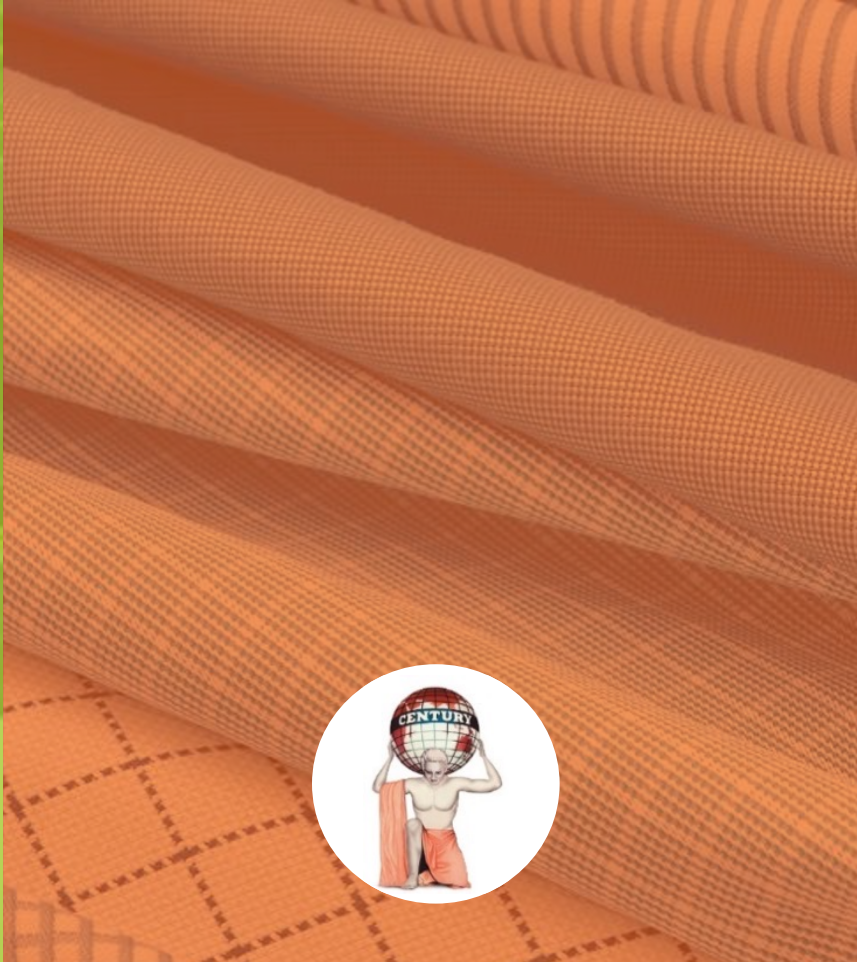
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Thank You