

# CENTURY Textiles and Industries Limited

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CIN-L17120MH1897PLC000163

OUR REF. : SH/XII/2020

19.10.2020

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

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

Dear Sir,

**Sub: Disclosure under Regulation 30 of the SEBI (Listing Obligations  
and Disclosure Requirements) Regulations, 2015 –  
Earnings Presentation – 2<sup>nd</sup> Quarter Financial Year 2020-21**

As informed to you earlier, there is a conference call today at 4.00 p.m. with investors to discuss 2<sup>nd</sup> quarter financial year 2020-21 earnings.


In connection to the above, please find attached herewith an earnings presentation for 2nd quarter financial year 2020-21.

Please upload the aforesaid presentation to your site for information of the investors.

Please acknowledge the receipt.

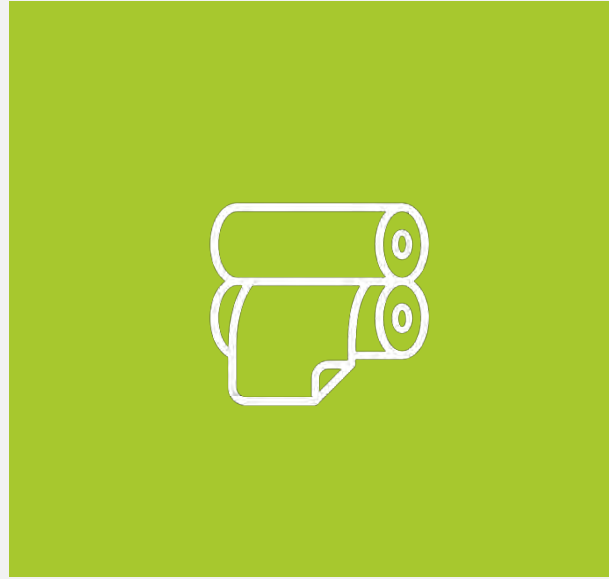
Thanking you,

Yours truly,  
For Century Textiles and Industries Ltd.,

  
Company Secretary

Encl : as above





Century  
Textiles  
and Industries  
Limited

# Earnings Presentation – Q2 FY21

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Summary



Real Estate



Pulp and Paper



Textiles



Financials

## KEY OPERATIONAL HIGHLIGHTS

- Business impact due to the pandemic continues despite gradual lift of lockdown hence the quarter is not comparable to other quarters
- Very good traction in real estate sales and collections across all three projects
  - Birla Vanya at Kalyan, Birla Alokya at Bengaluru and Birla Navya at Gurugram
- Pulp & Paper Division clocked a capacity utilization of 73% in Q2, despite low demand due to Covid19
- Textile Division reached 74% utilization towards the end of the quarter despite the pandemic
- Upcoming festive period is an opportunity for all businesses with demand likely going up

**Operational performance was overall good, business impacted by external factors**

**Real Estate:**

- Momentum regained at all project sites with gradual opening of the lockdown
- Only 2 cases of Covid-19 infection amongst staff and both have since recovered

**Paper & Pulp:**

- High dependency on global markets for exports has hit the sector hard due to Covid 19
- Disruptions in supply chain and subdued market conditions adversely impacted the overall demand and further on the net sales realizations
- A total of 45 individuals tested positive till September of which 43 recovered, however 2 lost their lives

**Textiles:**

- Segment faced huge operational challenges due to high number of positive cases around the plant
- Situation improved in September due to additional safety precautions to ensure safety of all employees
- 13 individuals tested positive till September end and all of them have recovered and rejoined

**Resilience and focus on creating safe and steady business environment**

# 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 123-year-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)



**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.



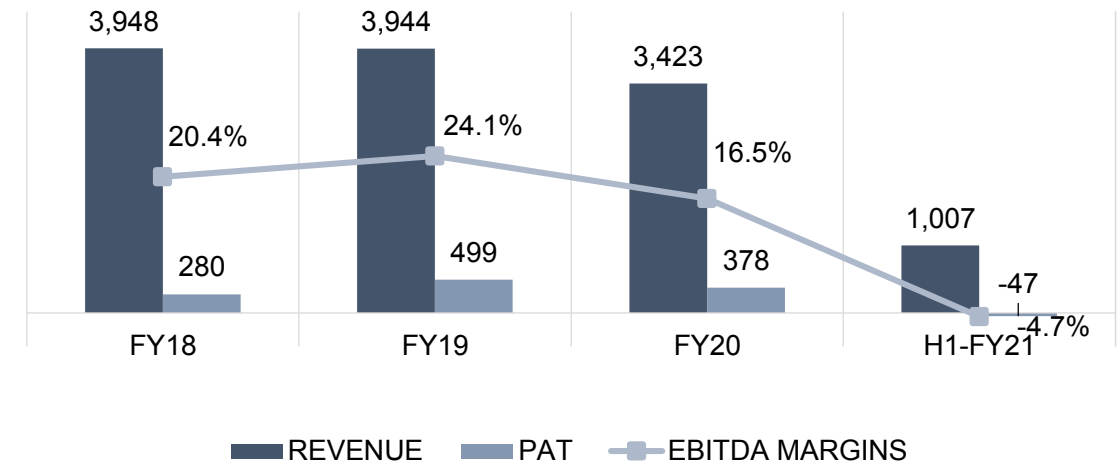
**Birla Century** - Produces a wide range of customised premium textiles which have applications in personal apparel and household linen.



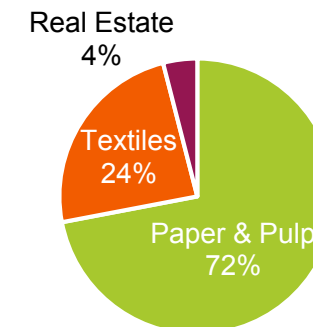
BIRLA ESTATES

**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.

## REVENUE (RS. IN CRORES) EBITDA MARGIN (%)

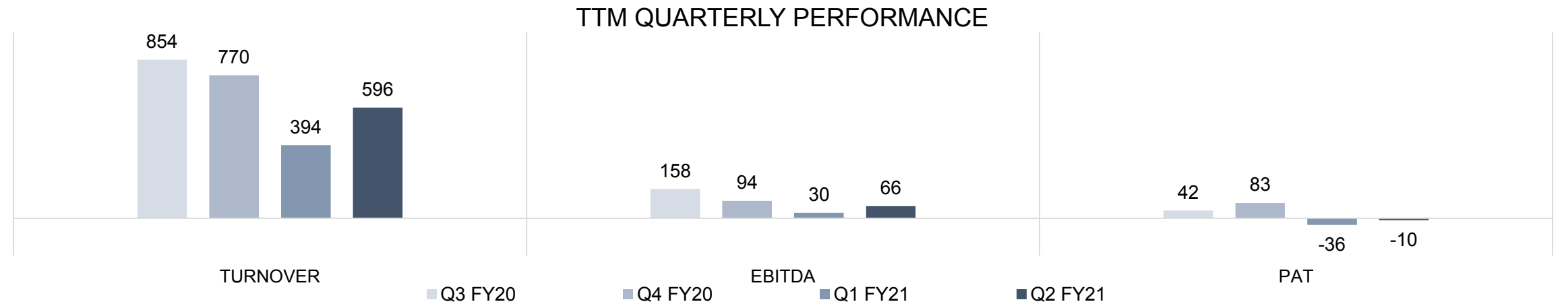
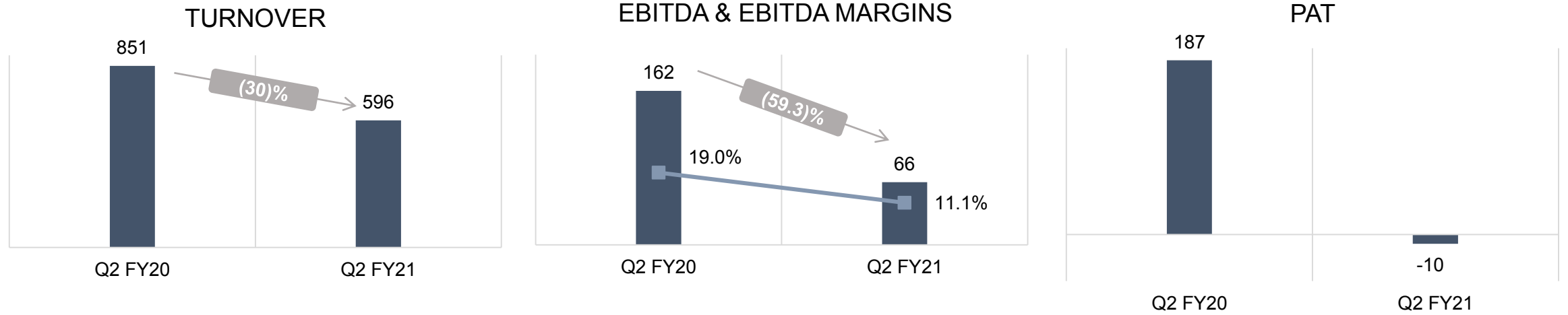


## REVENUE MIX – FY20 (RS. IN CRORES)



# QUARTERLY CONSOLIDATED PERFORMANCE AT A GLANCE

(RS. IN CRORES)

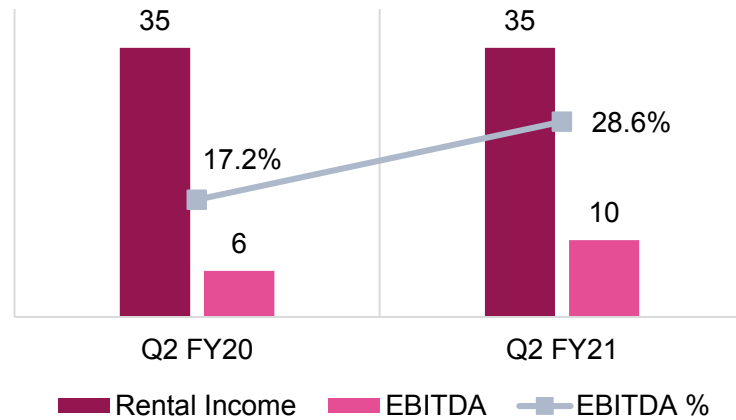


Total Net Debt Outstanding is ~Rs. 1,330 Crs. as on 30<sup>th</sup> September, 2020

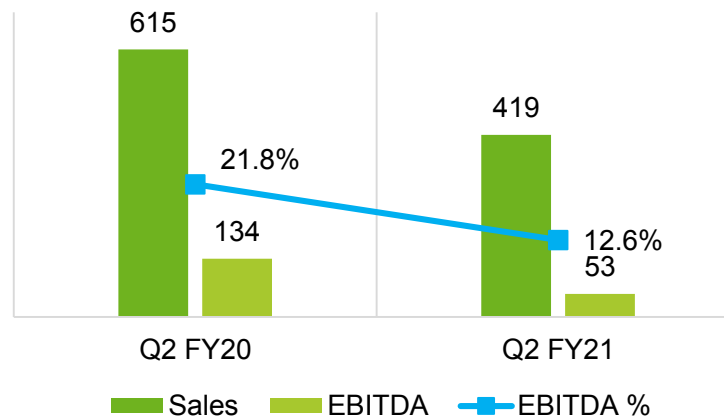
# SEGMENT WISE CONSOLIDATED PERFORMANCE

(RS. IN CRORES)

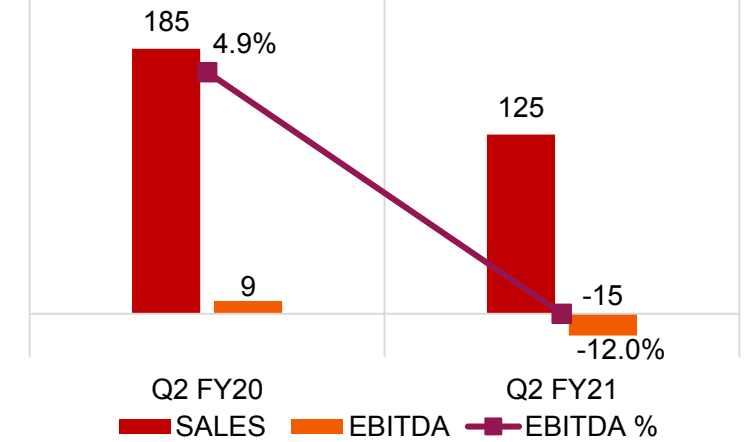
## REAL ESTATE



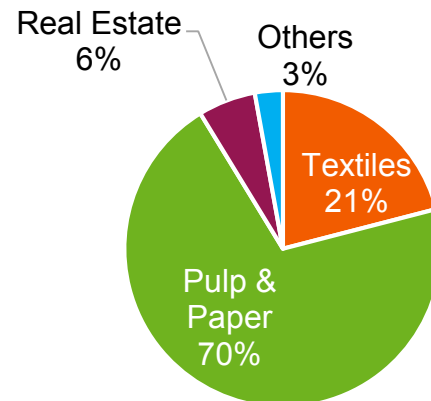
## PAPER AND PULP



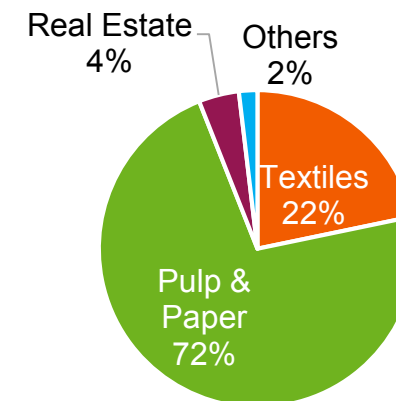
## TEXTILES



## REVENUE PIE – Q2 FY21



## REVENUE PIE – Q2 FY20

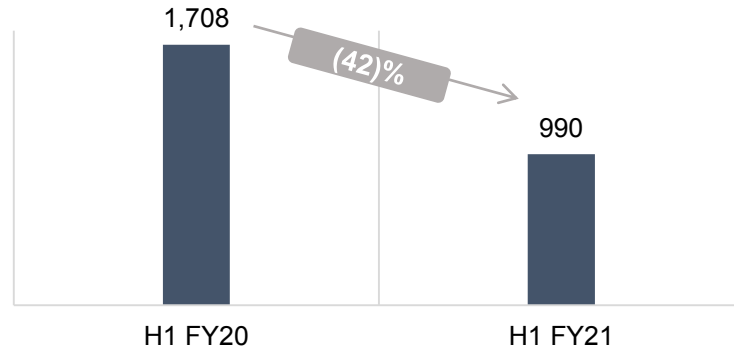




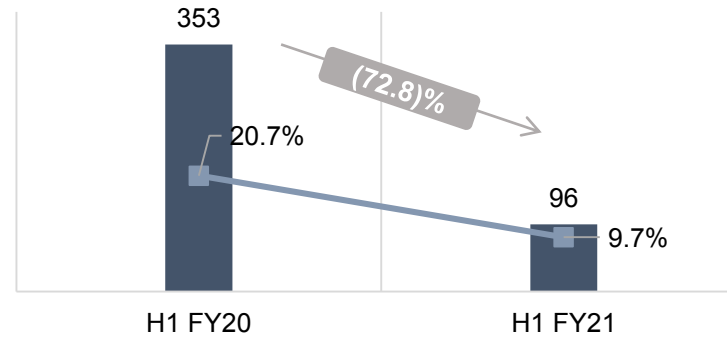
# HALF YEARLY CONSOLIDATED PERFORMANCE

(RS. IN CRORES)

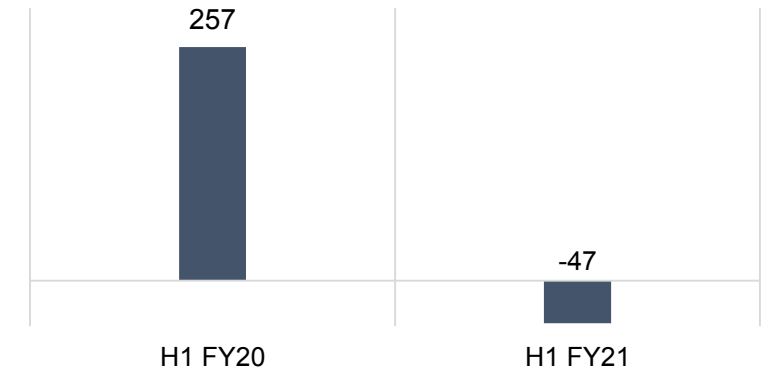
## TURNOVER



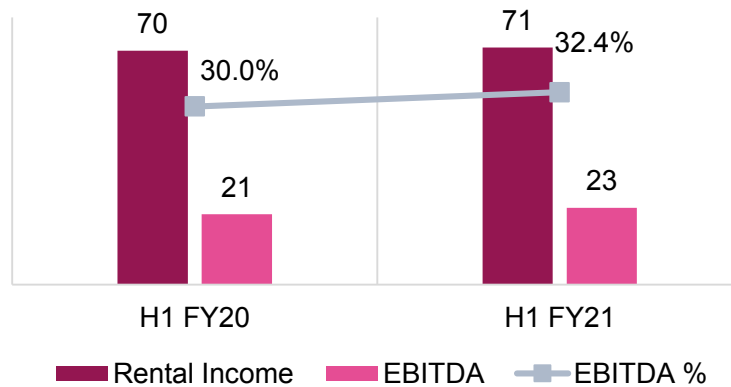
## EBITDA & EBITDA MARGINS



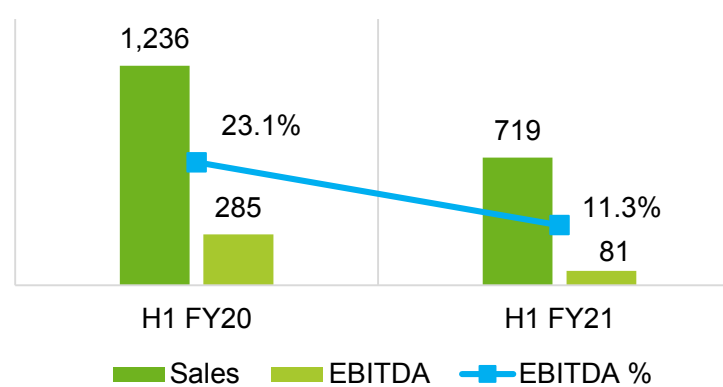
## PAT



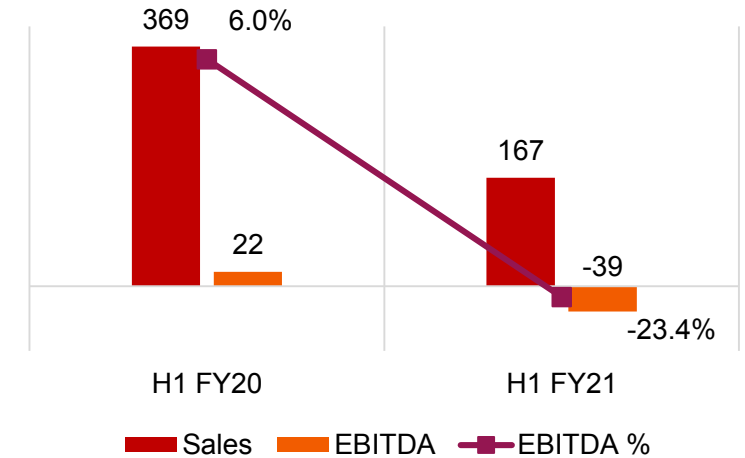
## REAL ESTATE



## PAPER AND PULP



## TEXTILES





# Real Estate

Over 34 lakh sq. ft. under construction across 3 projects

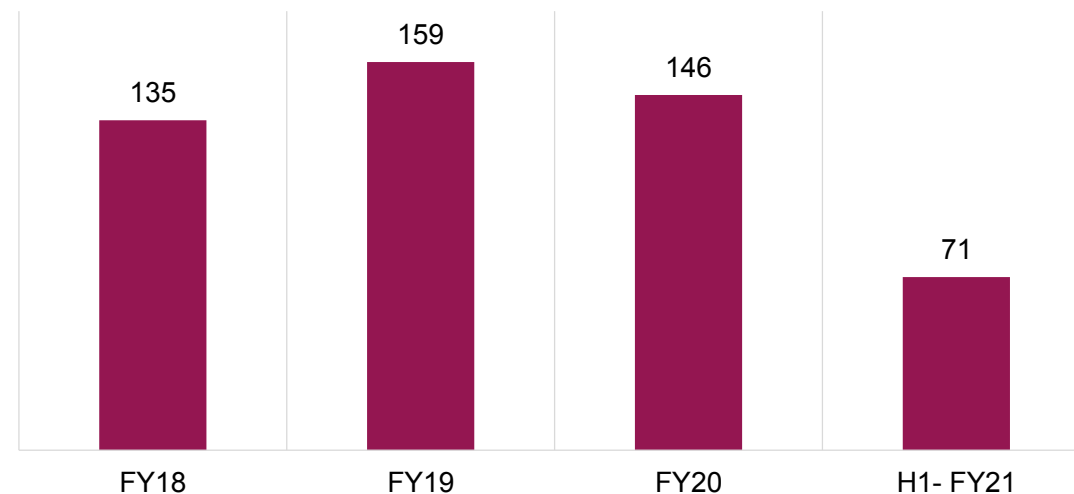
# EXECUTIVE SUMMARY - REAL ESTATE

- The B. K. Birla Group forayed into the real estate sector in 2016 with Birla Estates Private Limited.
- 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.

## COMMERCIAL REAL ESTATE

- **BIRLA AURORA** - Birla Aurora is a 22-storied structure with distinctively refreshing architecture owing to an unconventional elliptical design. Birla Aurora houses some of the leading brands like General Atlantic, Grasim Industries, Actis Capital and many more.
- **BIRLA CENTURION** - Birla Centurion, a highly sought after business location with splendid architecture that inspires creativity. The sophisticated design incorporates minimalistic yet contemporary trends. Brands like Idea Cellular, Hindalco Industries & Woori Bank have office in this property.

REVENUE (RS. IN CRORES)



## RESIDENTIAL REAL ESTATE

- **BIRLA KALYAN** - Birla Estates launched its first residential project, in FY 20 and within three days of the launch of this project in Kalyan, Maharashtra, it had sold over 400 units or 86% of the total inventories.
- **BIRLA ALOKYA** – This project in Bengaluru is a combination of villas and Apartments, also saw a robust sales performance in FY20.
- Upcoming project launches include Birla Navya in Gurugram, Century Mills in Worli and Magadi Road in Bengaluru.

# 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

# Q2-FY21 KEY OPERATIONAL HIGHLIGHTS – REAL ESTATE



- Achieved highest quarterly sales as compared to past 5 quarters with booking Value of Rs. 96.1 Crs
- Labour attendance at sites almost back to full strength enabling ramp up of construction activities
- Strong lease rental collections on commercial properties
- Various activities undertaken as part of the 'Customer Connect' initiatives



- Customer sentiments are gradually picking up with relaxation of lockdown
- Home loan interest rates at an all time low due to reduction in REPO rate
- Developers across the country are offering lucrative payment plans and price cuts
- Early emerging trends point towards increased customer preference for “plotted developments” and upgradation to larger apartments
- NRI interest and investments in real estate is also looking promising

# BIRLA ESTATES HAS CREATED LANDMARK COMMERCIAL PROJECTS

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Real Estate

Pulp &amp; Paper

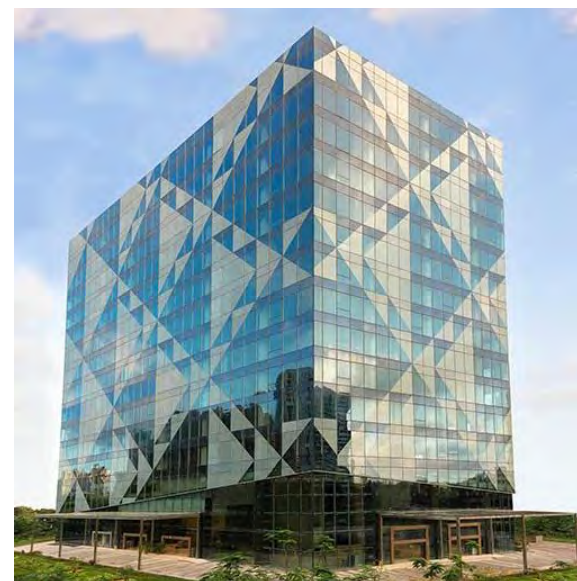
Textiles

Financials



## Birla Aurora, Worli

- 2.55 Lakh sq. ft. of commercial space
- 22-storey building



## Birla Centurion, Worli

- 3.5 Lakh sq. ft. of commercial space
- 13-storey building

## Overview of the Buildings

- Superior Quality
- LEED Platinum certified Buildings
- Strong execution abilities
- Assets almost 100% leased, commanding high rentals
- Rs. 125 Crs annual leasing revenue from assets
- Commanding best rentals in Worli micro market (~ Rs.185 /sq. ft.)



# SUMMARY OF PORTFOLIO UNDER DEVELOPMENT

Location	Land Area	Area under Development	Revenue Potential
	(in Acres)	(in lakh sq. ft.)	(in Rs. Crs)
Worli – Residential	20.0	30.0*	9,500
Kalyan	22.0	13.1*	1,125
<b>Total - Owned Parcels under development</b>	<b>42.0</b>	<b>43.1</b>	<b>10,625</b>
Sec 63 A, Gurugram (JDA)	65.0	36.5	4,415
Birla Alokya, Soukya Road, Bengaluru (Outright)	8.1	5.5	385
Magadi Road, Bengaluru (JDA)	4.75	6.0	559
<b>Total – New Business Development</b>	<b>77.85</b>	<b>48.0</b>	<b>5,359</b>
<b>TOTAL</b>	<b>119.85</b>	<b>91.1</b>	<b>15,984</b>







## RESIDENTIAL &amp; COMMERCIAL SALES HIGHLIGHTS

Particulars	UOM	Q2 FY21	Q2 FY20	% chg YoY	Q1 FY21	% Chg QoQ	YTD FY21	YTD FY20	% chg YoY
<b>Commercial</b>									
Leasing Income	Rs/Cr	31.6	33.4	-5%	32.9	-4%	64.5	67.9	-5%
Average Rent Realisation(BA&BC)	Rs/sft	161.0	169.7	-5%	167.4	-4%	164.2	172.9	-5%
<b>Residential</b>									
Area Sold	Sq. Ft.	1,06,63	46,429	130%	39,992	167%	1,46,630	4,87,238	-70%
Booking Value	Rs. Crs.	96.1	29.5	226%	32.29	198%	128.42	357.27	-64%



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



<b>Location</b>	Shahad, Kalyan
<b>Area</b>	22 acres
<b>Saleable Area</b>	13.12 lakh sq. ft. Phase 1 – 5.24 lakh sq. ft. launched
<b>Revenue Potential</b>	Rs. 1,125 Crs
<b>Architect</b>	Arch. Hafeez Contractor
<b>Product Type</b>	Residential – 1 BHK, 2 BHK, 3 BHK & 4 BHK
<b>Cumulative Sales</b>	Achieved Booking Value of Rs. 342 Crs
<b>Construction</b>	<ul style="list-style-type: none"> <li>Phase 1 – 4<sup>th</sup> Podium completed</li> <li>Work reinitiated at site in May after shut down due to Covid-19</li> </ul>

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

Real Estate



Pulp & Paper



Textiles



Financials



<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. 385 Crs
<b>Architect</b>	Synergy
<b>Product Type</b>	Residential – 3-Bed and 4-Bed Villaments
<b>Cumulative Sales</b>	Achieved Booking Value of Rs. 114 Crs
<b>Construction</b>	<ul style="list-style-type: none"> <li>• Foundation work completed as planned</li> <li>• Work reinitiated at site in May after shut down due to Covid-19</li> </ul>

# BIRLA NAVYA, GURUGRAM (JV) – PROJECT DETAILS



<b>Location</b>	Sector 63 A, Gurugram, NCR
<b>Area</b>	65 acres
<b>Saleable Area</b>	36.5 lakh sq. ft.
<b>Revenue Potential</b>	Rs. 4,415 Crs
<b>Architect</b>	R Corp
<b>Product Type</b>	Residential – 2 BHK, 3 BHK & 4 BHK
<b>Launch Year</b>	FY 21
<b>Current Update</b>	RERA Approval obtained and Project ready for launch

# CENTURY MILLS, WORLI – PROJECT DETAILS



<b>Location</b>	Worli, Mumbai
<b>Area</b>	20 acres
<b>Saleable Area</b>	30 lakh sq. ft.
<b>Revenue Potential</b>	Rs. 9,500 Crs
<b>Architect</b>	Foster & Partners
<b>Product Type</b>	Residential – 2 BHK, 3 BHK, 4 BHK and 5 BHK Penthouse
<b>Launch Year</b>	FY 22
<b>Current Update</b>	Pre launch activities ongoing

# MAGADI ROAD, BENGALURU (JV) – PROJECT DETAILS



<b>Location</b>	Magadi Road, Bengaluru
<b>Area</b>	4.75 acres
<b>Saleable Area</b>	5.97 lakh sq. ft.
<b>Revenue Potential</b>	Rs. 559 Crs
<b>Architect</b>	RSP
<b>Product Type</b>	Residential – 2 BHK, 2.5 BHK, 3 BHK & 4 BHK
<b>Launch Year</b>	FY 22
<b>Current Update</b>	Pre launch activities ongoing



- Revival measures announced by RBI and Government is expected to provide relief to the sector
- Improved customer demand, shift in the customer preference for branded players and trust in the Birla Brand will help achieve annual goals
- Pressure on lease rentals and occupancy are expected in the commercial assets with increasing trends of organizations adopting work from home
- Financial distress of small localized players are expected to provide opportunities to capitalize on

**Revival measures and improving customer sentiments will increase the demand**



# Pulp & Paper

Flag bearer in Paper Industry



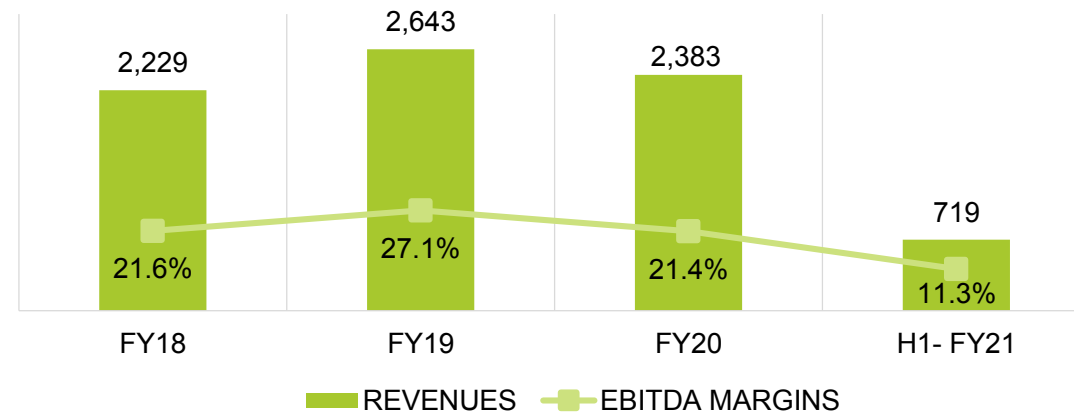
# PULP & PAPER - EXECUTIVE SUMMARY

- 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.

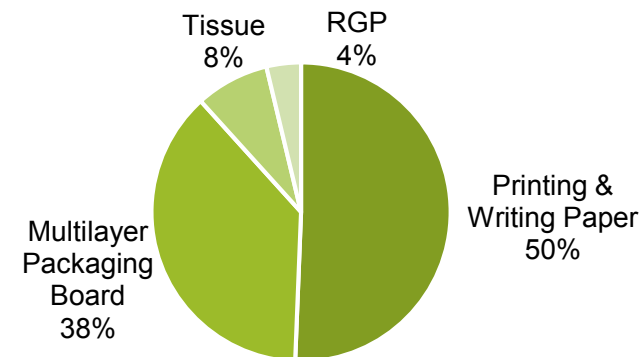
## PRODUCT PORTFOLIO

- **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 650 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, 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 100 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 at 100 tons per day.

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



REVENUES MIX – FY20 (CONSOLIDATED)



# 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

# Q2-FY21 KEY OPERATIONAL HIGHLIGHTS – PULP & PAPER

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Real Estate



Pulp & Paper



Textiles



Financials



- Consumption and demand for paper was at its lowest levels due to the lockdown as major consumption centers were shut
- Overall demand continued to be low in all the three segments of paper – writing & printing, boards and tissues
- Positive sentiments in the market for boards and tissues
- Proactive participation in the Government tenders have been initiated in order to keep the capacity utilisation going



- Short term market conditions are gloomy with worldwide paper & paper products' consumption and demand having slowed down
- Closure of educational institutes, schools and colleges are adversely affecting consumption of paper
- Low global demand saw various European, Chinese and Indonesian paper manufacturers carrying excessive stocks leading to pressure on Realisations
- No new orders as Materials are stuck at various international ports
- Domestic market sees challenges in writing & printing segment in terms of demand, although boards and tissues outlook remains positive
- Major publication hubs in the Northern part of the country i.e. Agra, Mathura and Meerut were under extended lockdown environment
- Dealers were reluctant to place big orders and keep inventory to avoid quality related issues i.e. shrinking, stretching and printing problems
- Dealers expecting 'extended' credit period between 60 to 90 days
- Medium to Long-term scenario looks positive due to recently announced New Education Policy by the Government

# PRODUCTION & SALES

Real Estate



Pulp & Paper



Textiles

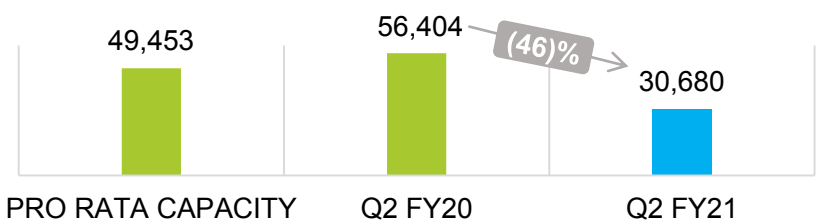


Financials

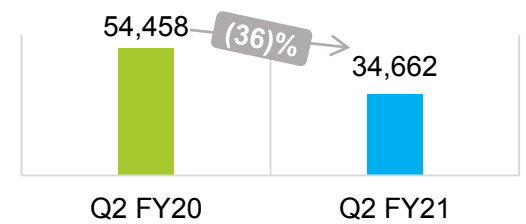


PAPER

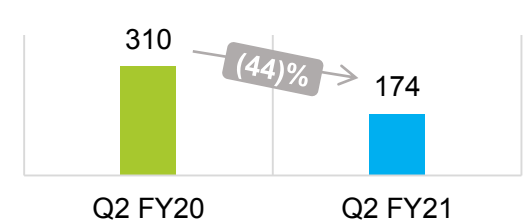
PRODUCTION QUANTITY (IN TONS)



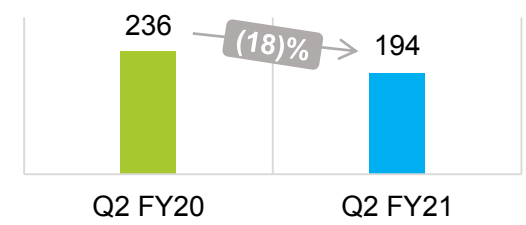
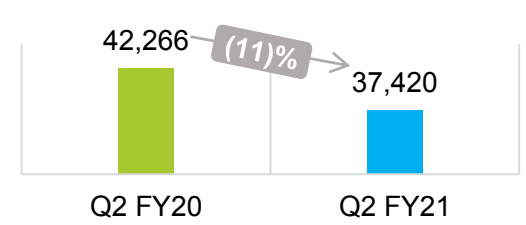
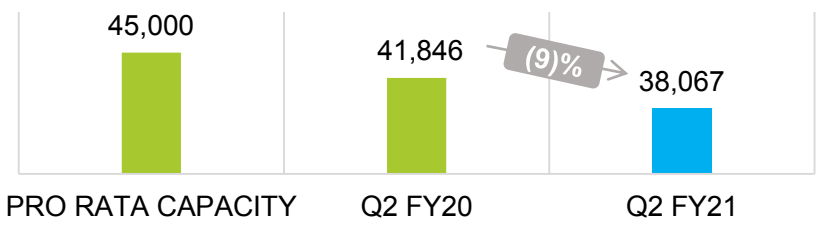
NET SALES QUANTITY (IN TONS)



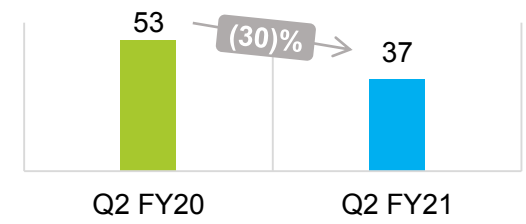
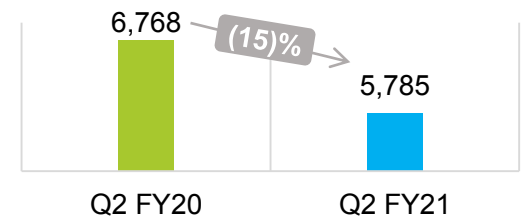
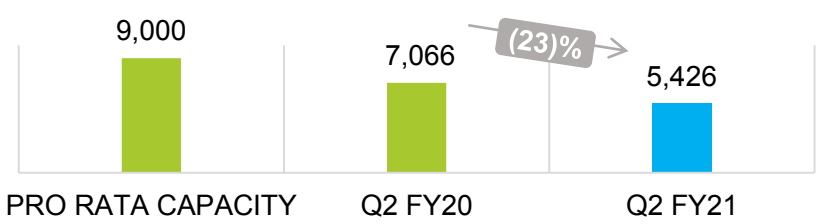
NET SALES (RS. IN CRORES)



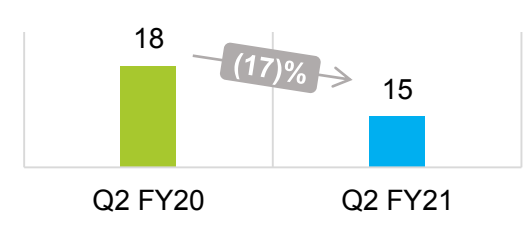
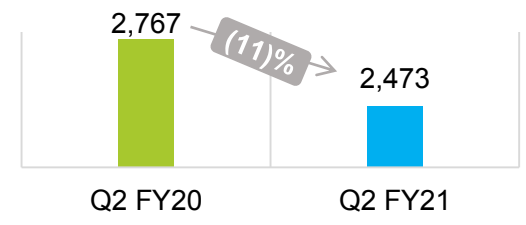
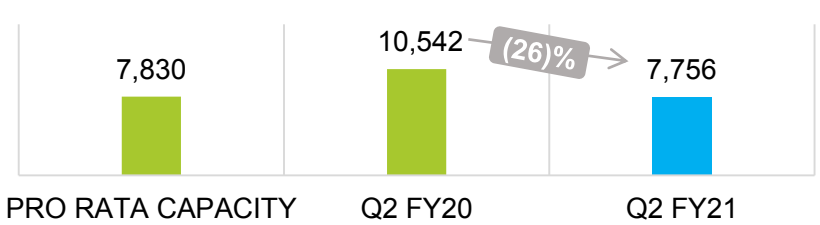
MULTI LAYER BOARD



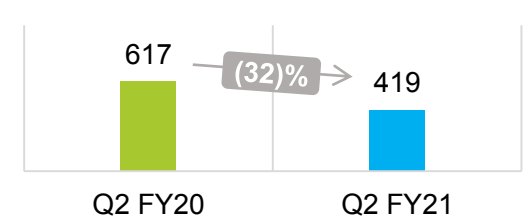
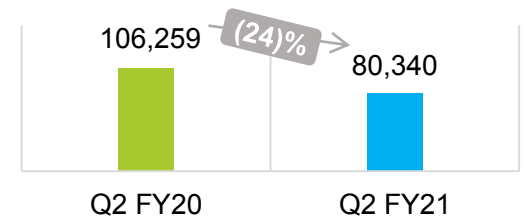
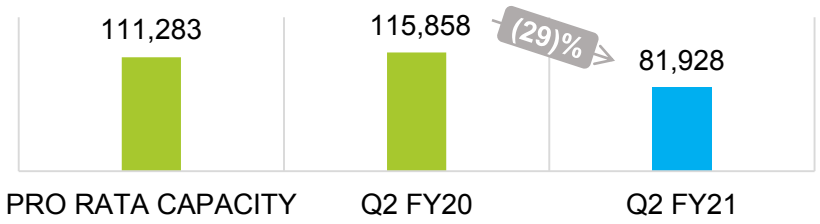
TISSUE PAPER



PULP

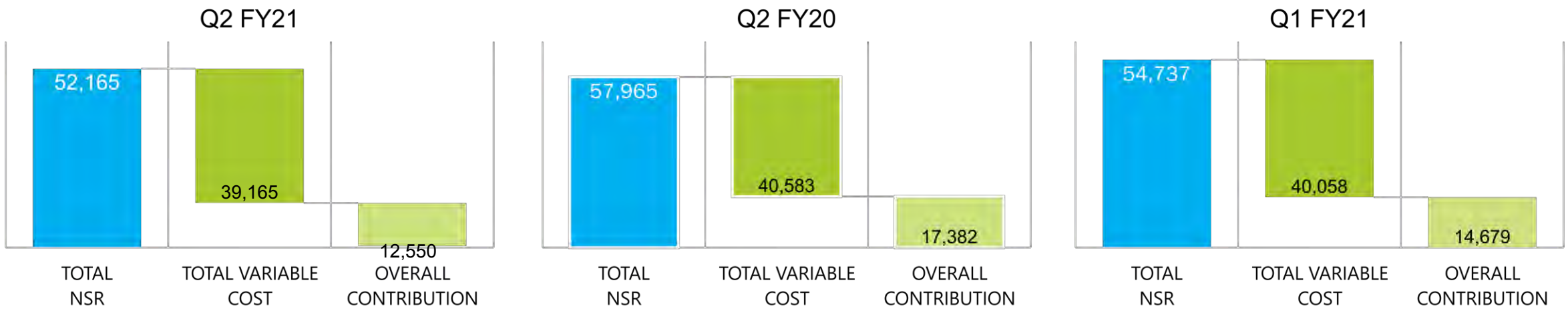
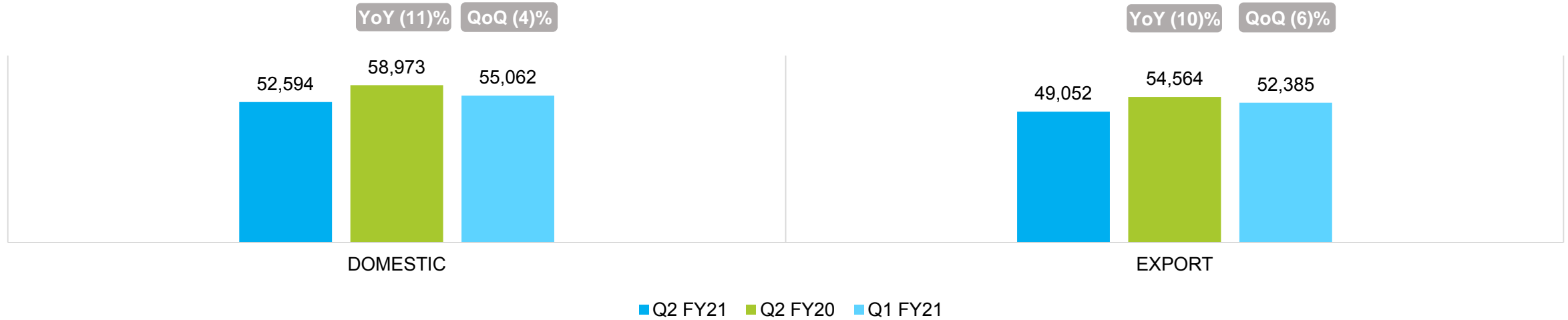


TOTAL



The Capacity Utilisation for Q2 FY21 was 74% as compared to 104% in Q2 FY20

## NET SALES REALISATIONS (RS. PER/T)





- Order flows expected to improve due to partial opening of Education Institutions, multiplexes, entertainment parks and relaxation in social gathering
- Increase in demand due to forthcoming festive season, may give some relief to Boards business
- Commissioning of our New Tissue Plant hopeful in the month of November 2020
- The Short-term outlook for Indian paper industry appears to be weak and flat

**Overall outlook is cautiously optimistic in medium to long term**



# Textiles

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





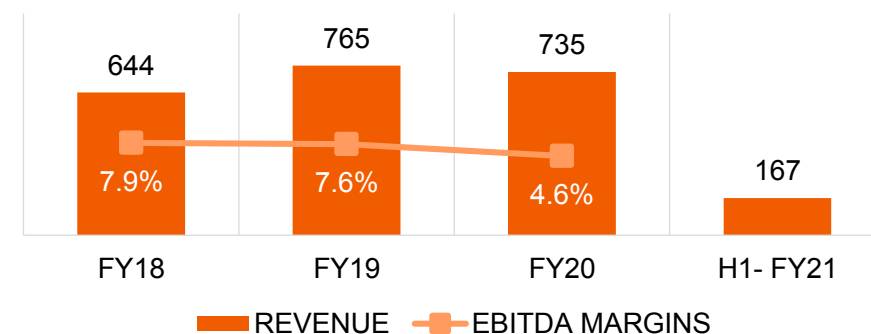
# EXECUTIVE SUMMARY – CENTURY TEXTILES

- 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 2009, 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.

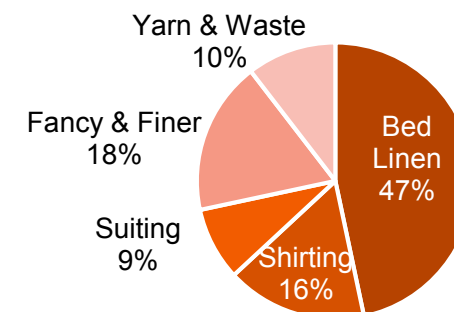
## PRODUCT PORTFOLIO

- **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 – FY20 (CONSOLIDATED)





# 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
- Open 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



## Q2-FY21 KEY OPERATIONAL HIGHLIGHTS– TEXTILES

34

Real Estate



Pulp & Paper



**Textiles**



Financials



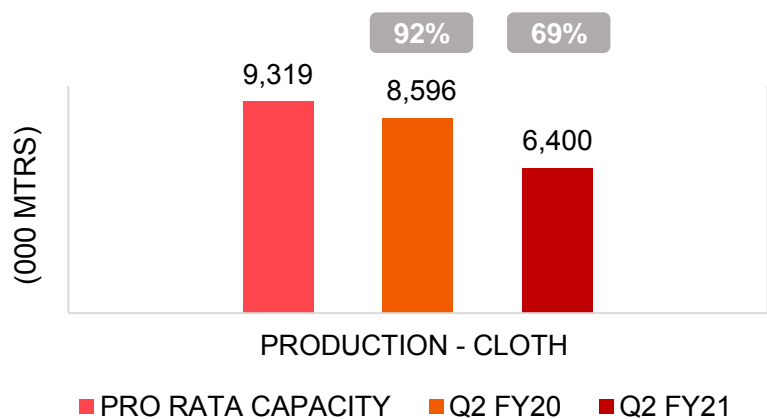
- Aggressive efforts to maintain optimum capacity utilization resulted in the plant running around 74% capacity in September
- Orders from the export market for Bed Linen improved and capacity is fully utilized with innovative, healthcare products in pipeline
- Focus is on low margin products as demand in the apparel fabric segment is low with retail demand and fashion wear/formal wear being low
- R&D remains to be in focus during second quarter with new range of sustainable and recycled product ranges with blend of cotton, viscose, modal, linen, etc.



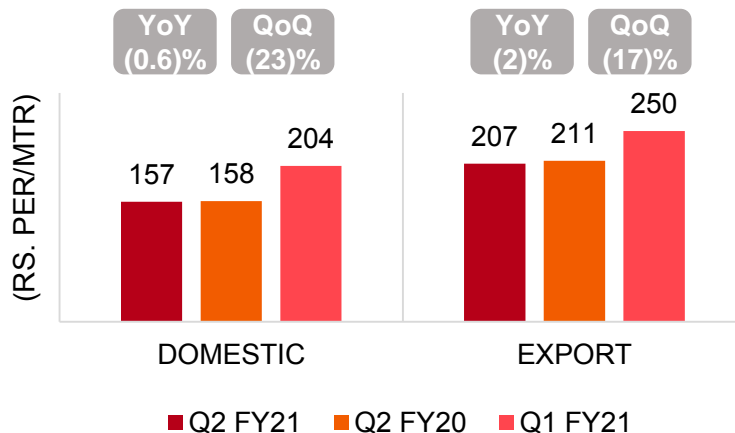
- Bed Linen orders from USA are flowing to India considering anti-China sentiments
- Sheet sets consumption increased in USA due to more home stays and psychological effects
- Domestic demand is low and overall realizations are under pressure despite gradual unlocking
- Local brands are carrying excessive inventories as demand in retail is more for at home casuals with people working from home
- Fashion market and fabric retail market expected to show some movement in upcoming festive season
- Present capacity is being utilized mainly from export orders
- High pressure on pricing due to idle capacity of around 50% in the market
- Collections are good and overall working capital is managed well in both the segment



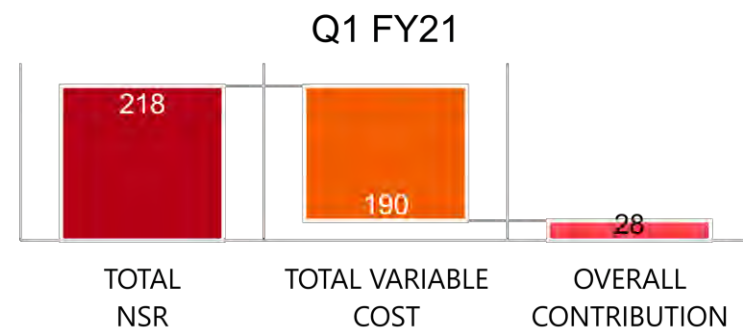
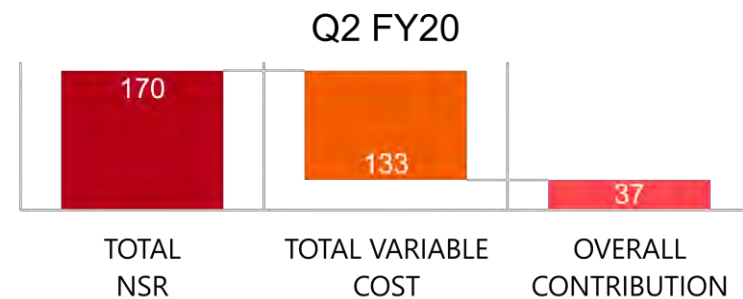
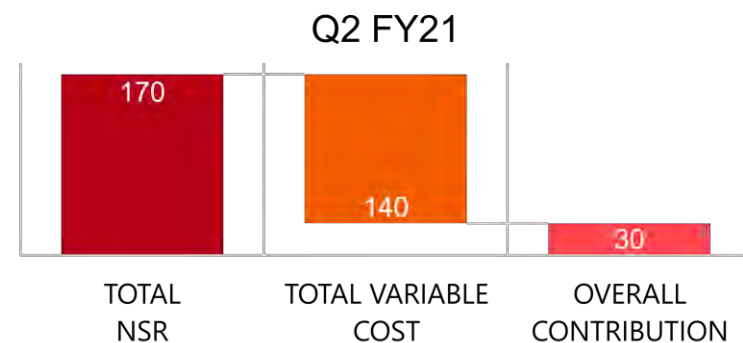
## CLOTH – CAPACITY UTILISATION



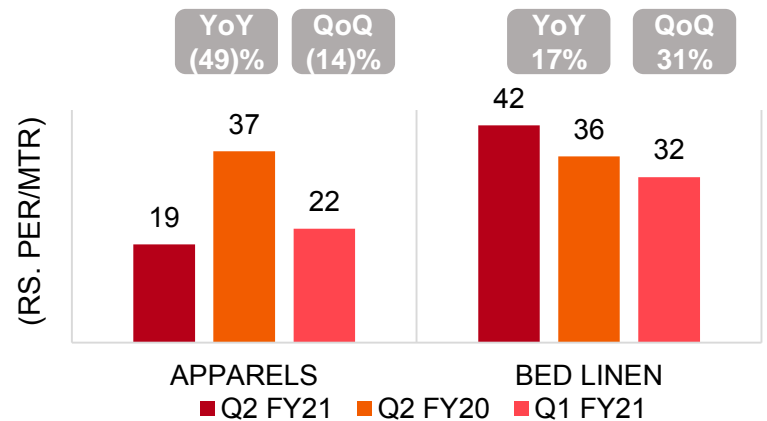
## NET SALES REALISATIONS



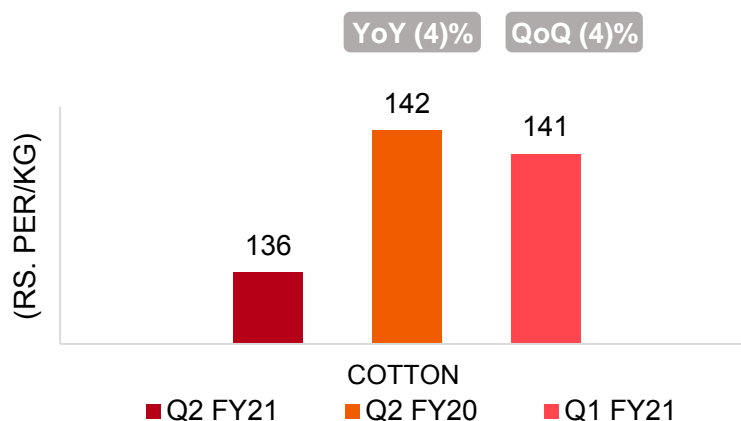
## OVERALL CONTRIBUTION (RS. PER/MTR)



## FABRIC CONTRIBUTION



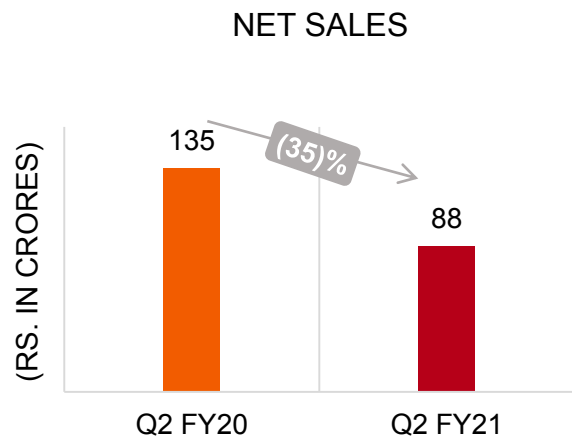
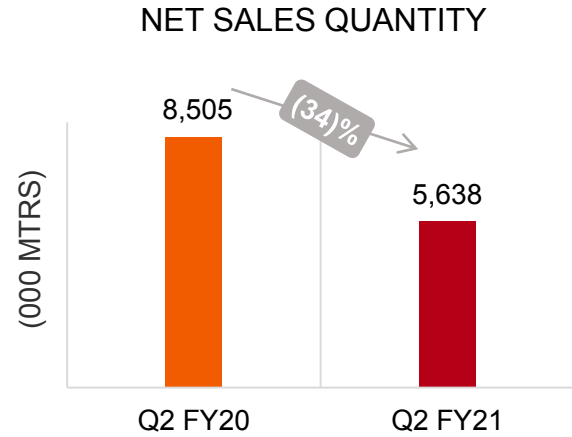
## INPUT PRICE – COTTON



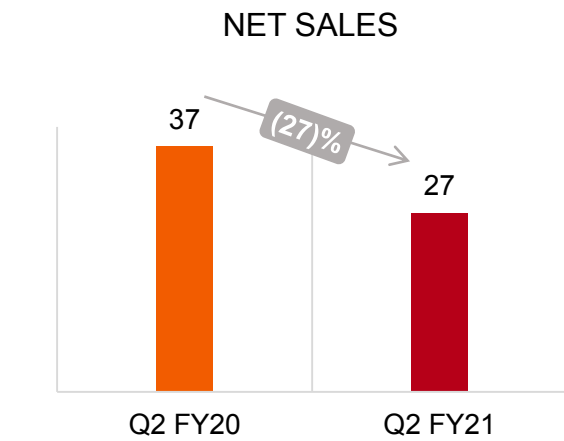
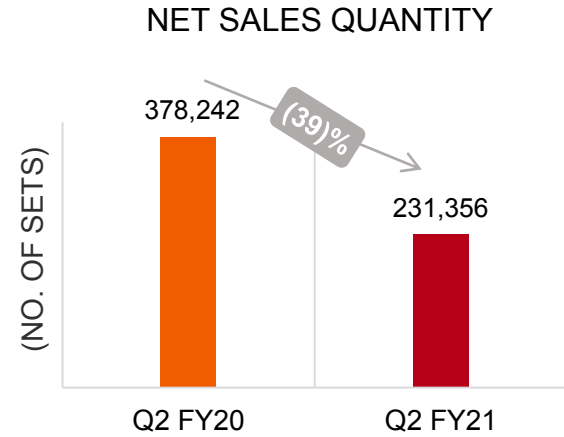


# SALES

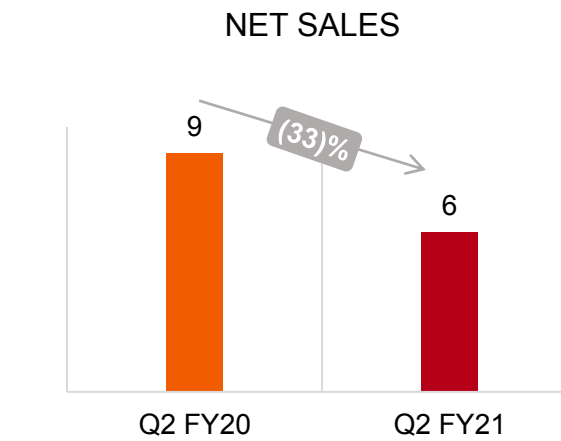
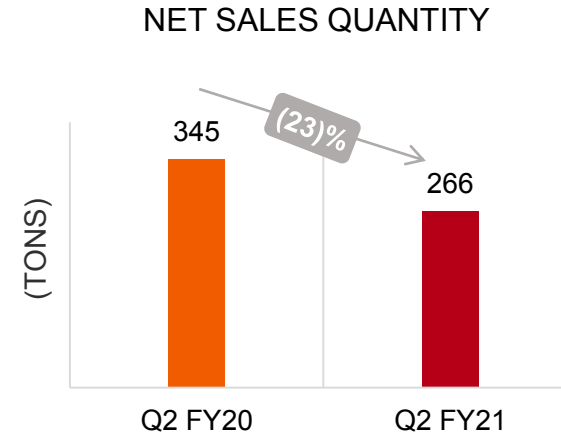
## CLOTH



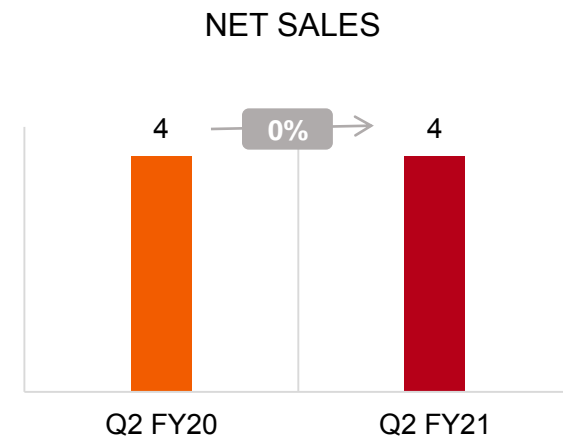
## BED SHEETS



## YARN



## OTHERS





- Overall demand is expected to improve in retail and export as people accept moving with the new normal
- Market is expected to open up towards the end of the 4<sup>th</sup> quarter and normalize by mid of FY 22.
- Positive response for 'Birla Care' products in health and hygiene segment for International Brands and domestic markets
- Launched anti-microbial and anti-viral products in collaboration with HEIQ and Dupont.
- Received and supplied an order for anti-viral sheets to DRDO.

**Major Focus on health & hygiene products which are seeing increase in demand due to current pandemic**



# Financial Summary



## PROFIT &amp; LOSS – Q2 FY21

(RS. IN CRORES)

Particulars	Q2 FY 20	Q1 FY 21	Q2 FY 21 Actual	Variance Q on Q		Variance Y on Y	
				Amount	%	Amount	%
<b>Continuing Operations</b>							
<b>Sales</b>							
Textiles	185	42	125	83	198%	-60	-32%
Pulp & Paper	615	300	419	119	40%	-196	-32%
Real Estate	35	36	35	-1	-3%	0	0%
Others	16	16	17	1	6%	1	6%
<b>Total Sales</b>	<b>851</b>	<b>394</b>	<b>596</b>	<b>202</b>	<b>51%</b>	<b>-255</b>	<b>-30%</b>
<b>EBITDA</b>							
Textiles	9	-24	-15	9	-38%	-24	-267%
Pulp & Paper	134	28	53	25	89%	-81	-60%
Real Estate	6	13	10	-3	-23%	4	67%
Others	12	13	13	0	0%	1	8%
Interest income of income tax refund			5				
<b>Total EBITDA</b>	<b>161</b>	<b>30</b>	<b>66</b>	<b>31</b>	<b>120%</b>	<b>-100</b>	<b>-59%</b>
Less : Finance Cost	16	21	17	4	19%	-1	-6%
<b>PBDT</b>	<b>145</b>	<b>9</b>	<b>49</b>	<b>40</b>	<b>444%</b>	<b>-96</b>	<b>-66%</b>
Less : Depreciation	58	57	58	-1	-2%	0	0%
<b>PBT</b>	<b>87</b>	<b>-48</b>	<b>-9</b>	<b>39</b>	<b>-81%</b>	<b>-96</b>	<b>-110%</b>
Tax	-100	-12	1	13	108%	-101	101%
<b>Net Profit</b>	<b>187</b>	<b>-36</b>	<b>-10</b>	<b>26</b>	<b>-72%</b>	<b>-197</b>	<b>-105%</b>
<b>Discontinuing Operations</b>							
Century Yarn & Denim	-4	-4	-5	1	25%	-1	-25%
<b>Net Profit after Tax</b>	<b>183</b>	<b>-40</b>	<b>-15</b>	<b>25</b>	<b>-63%</b>	<b>-198</b>	<b>-108%</b>

## CASH FLOW – Q2 FY21

(RS. IN CRORES)

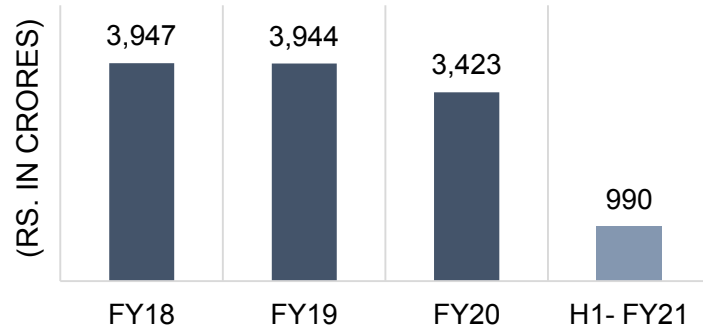
	Particulars	Textile	Rayon	Pulp & Paper	Birla Estates	H.O.	Sub Total	Yarn & Denim	Grand Total
	<b>EBITDA</b>	(15)	13	53	10	5	66	(7)	59
	<b>MAT Paid</b>						-		-
	<b>Dividend Paid (Including Tax)</b>					(34)	(34)		(34)
	<b>Net Change in Working Capital</b>	26	(11)	86	(33)		68	-	68
	<b>Income Tax Refund</b>					71	71		71
<b>A)</b>	<b>Operating Cash Flow</b>	11	2	139	(23)	42	171	(7)	164
	Capital Expenditure	-		(21)		-	(21)	-	(21)
	<b>Sale of Assets</b>	-							-
<b>B)</b>	<b>Investing Cash Flow</b>	-	-	(21)	-	-	(21)	-	(21)
	Interest	(5)	(2)	(5)	(5)		(17)	-	(17)
	Interest Paid on bond					8	8		8
<b>C)</b>	<b>Financing Cash Flow</b>	(5)	(2)	(5)	(5)	8	(9)	-	(9)
<b>D)</b>	<b>Free Cash Flow (A+B+C)</b>	6	-	113	(28)	50	141	(7)	134
	<u>Sources of Fund Required</u>								
	Loan Taken / (Repaid)								(144)
	Bank Balance & Investment Reduced /(Increase)								10
	<b>Net</b>								(134)

## STATEMENT OF OUTSTANDING LOAN

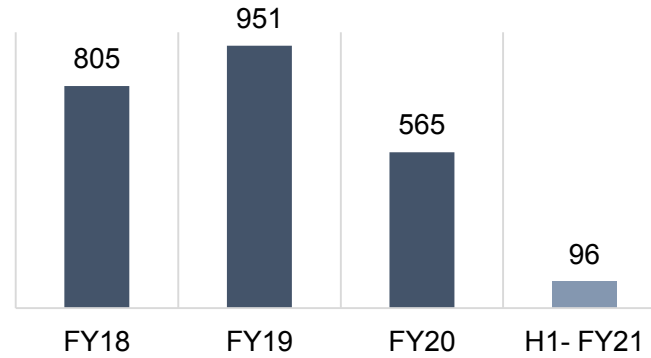
(RS. IN CRORES)

Particulars	O/s as on 3/31/20	O/s as on 31/06/2020	O/s as on 30/9/2020
<b>Long Term Loans</b>	202	465	465
<i>Average Rate of Interest</i>	7.79%	7.55%	6.85%
<b>Short Term and Working Capital Loans</b>	57	586	440
<i>Average Rate of Interest</i>	6.48%	5.28%	4.04%
<b>NCD</b>	1100	400	400
<i>Average Rate of Interest</i>	7.87%	7.65%	7.65%
<b>Total CTIL Loans</b>	1,359	1,451	1,305
<i>Average Rate of Interest as on date</i>	7.80%	6.66%	6.15%
<b>Standalone Loan Taken by Birla Estate Pvt.Ltd</b>	23	23	25
<b>Total Consolidated Loans</b>	1,382	1,474	1,330
<b>Average Interest for Quarter</b>	7.35%	6.87%	6.32%

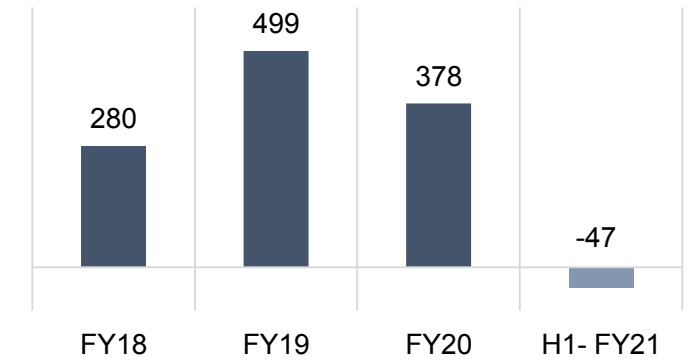
REVENUES (RS. IN CRORES)



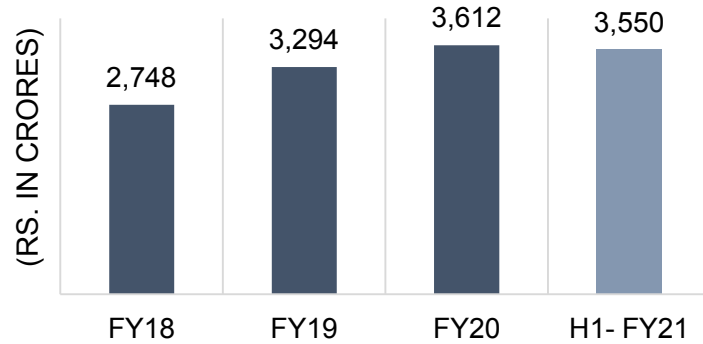
EBITDA (RS. IN CRORES)



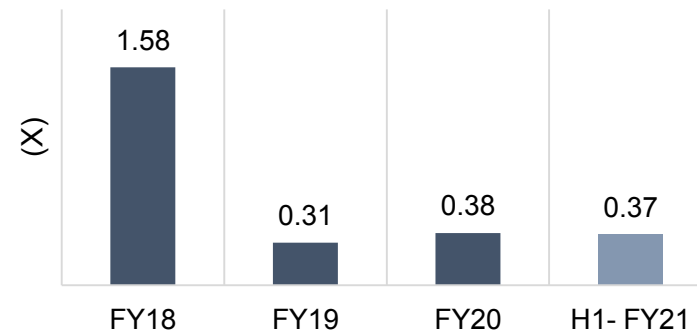
PAT (RS. IN CRORES)



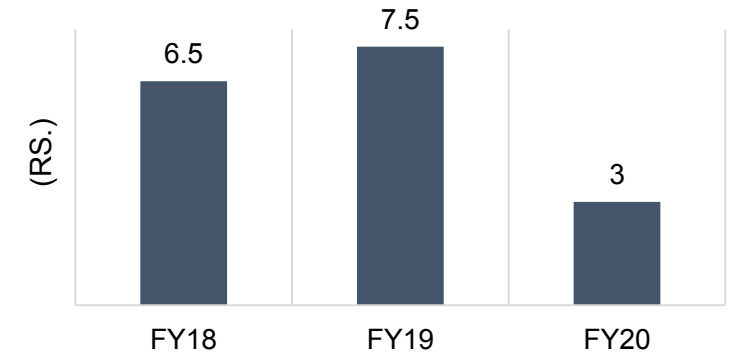
NET WORTH (RS. IN CRORES)



NET DEBT TO EQUITY (X)



DIVIDEND PER SHARE (RS.)



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