



SH/XII/2024

07th May, 2024

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

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

Dear Sir/ Madam,

Sub: Earnings Presentation of Century Textiles and Industries Limited ('the Company')

Ref: Regulation 30 of Securities and Exchange Board of India (Listing Obligations & Disclosure Requirements) Regulations, 2015 ('Listing Regulations')

Please refer our earlier letter dated 02nd May, 2024, regarding earnings call to be held on Tuesday, 07th May, 2024 to discuss Q4-FY24 earnings. In this connection, please find enclosed herewith the Earnings Presentation for Q4-FY24.

This is for your information and record.

Thanking you,

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

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



Century Textiles and Industries Limited

Regd. Office: Century Bhavan, Dr. Annie Besant Road, Worli, Mumbai 400 030, India.

T: +91 22 2495 7000 | F: +91 22 2430 9491 / 2436 1980

E: ctil.ho@adityabirla.com | W: www.centurytextind.com

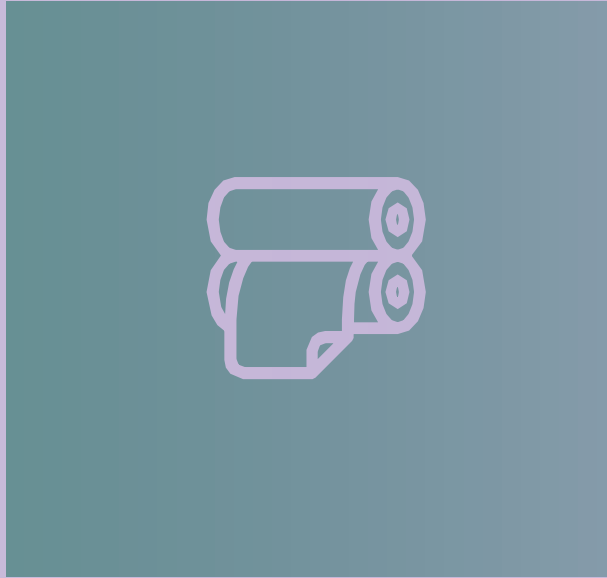
Corporate ID No.: L17120MH1897PLC000163



Century Textiles and Industries Limited

Earnings Presentation
Q4-FY24 / FY24

Q4 FY24: KEY OPERATIONAL HIGHLIGHTS



- ▶ Excellent overall business performance with Turnover increasing over 50% on YoY and QoQ basis for continuing businesses. EBITDA increased 81% YoY and 26% QoQ.
- ▶ 'Silas' the signature tower at Birla Niyaara became one of the fastest selling Uber luxury projects in Mumbai by clocking about Rs. 2400 crores worth of bookings at launch.
- ▶ Revenue recognition and handovers initiated for Birla Vanya - Kalyan and Birla Navya - Gurugram.

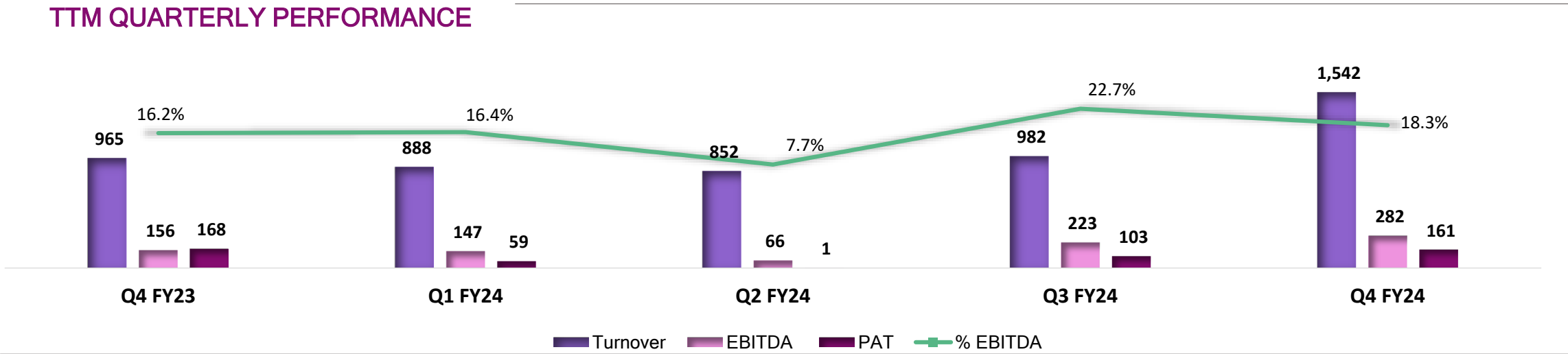
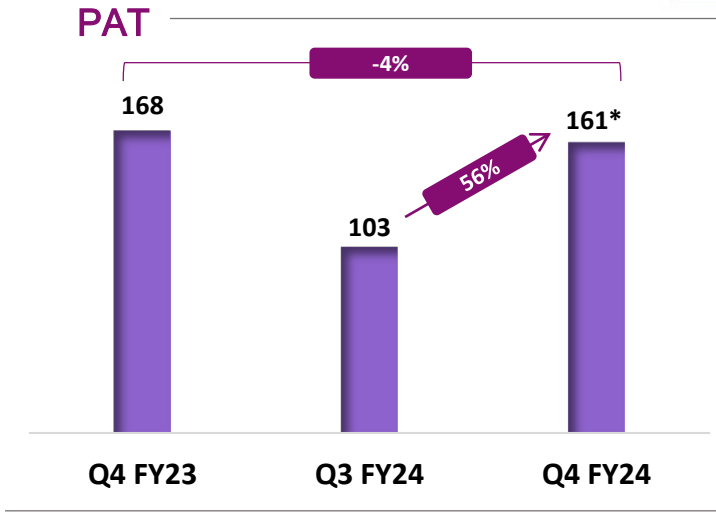
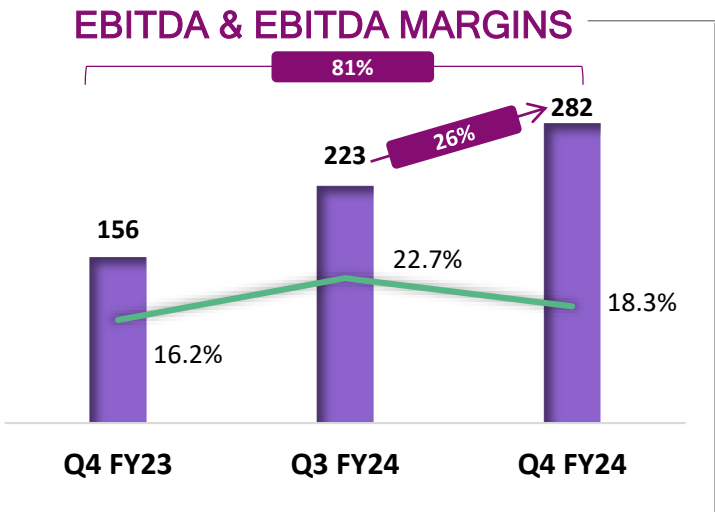
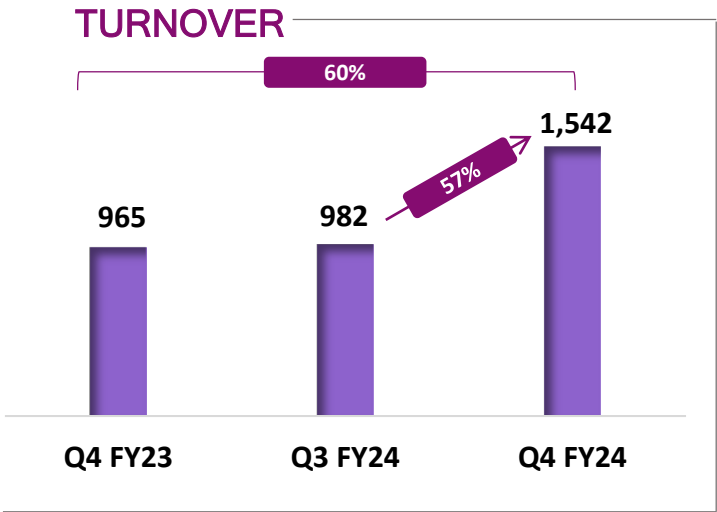


Thanks to stellar performances from both the Real Estate and Pulp & Paper divisions, the company has successfully reversed its fortunes and is now charting a course toward rapid growth

QUARTERLY CONSOLIDATED PERFORMANCE AT A GLANCE



For Continuing Operations



* PAT does not include Net Losses from discontinued operations of Rs. 140 Crs. in Q4 FY24

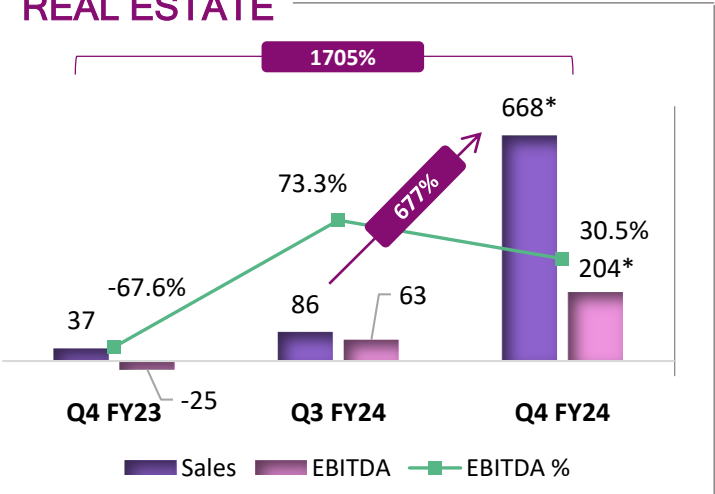
Total Debt Outstanding is ~Rs. 2,482 Cr. as on 31st March 2024

QUARTERLY SEGMENT-WISE CONSOLIDATED PERFORMANCE

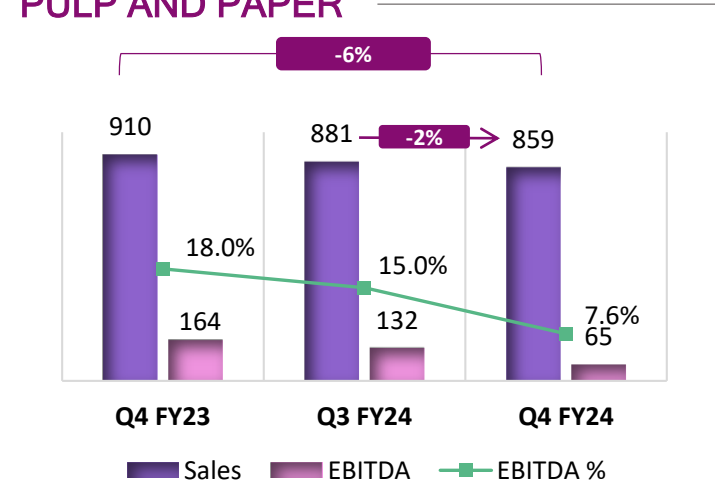


For Continuing Operations

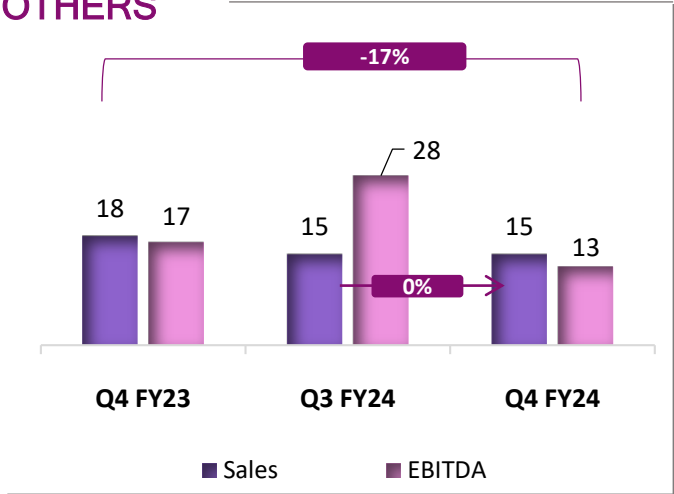
REAL ESTATE



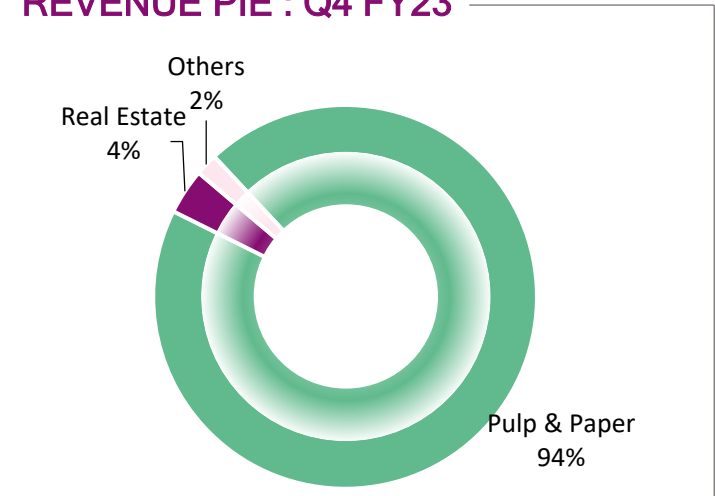
PULP AND PAPER



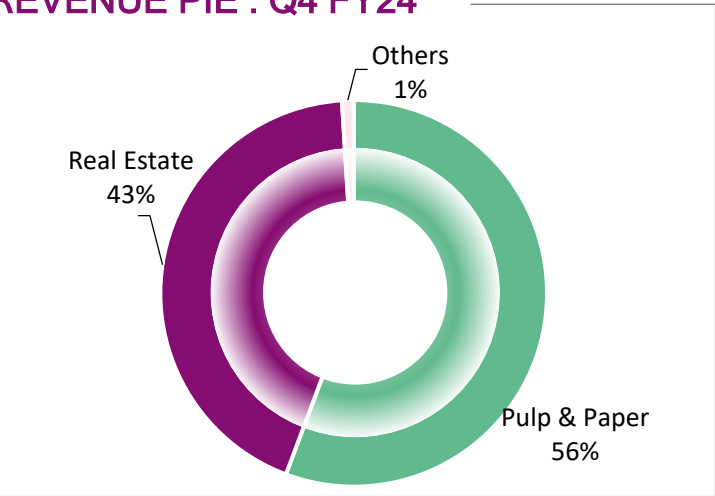
OTHERS



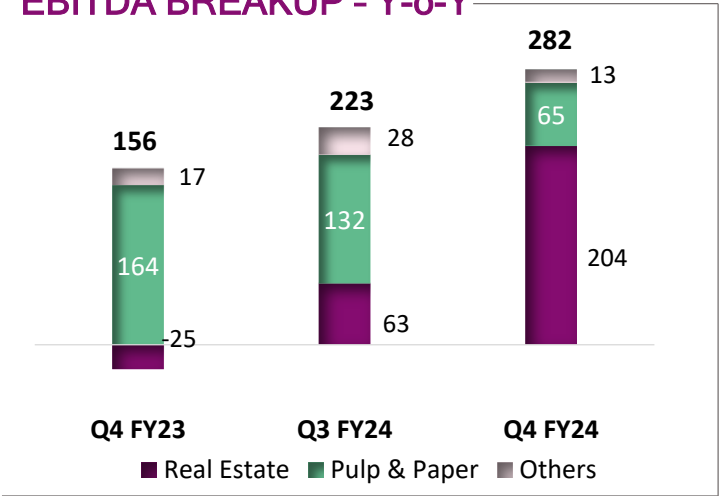
REVENUE PIE : Q4 FY23



REVENUE PIE : Q4 FY24



EBITDA BREAKUP - Y-o-Y



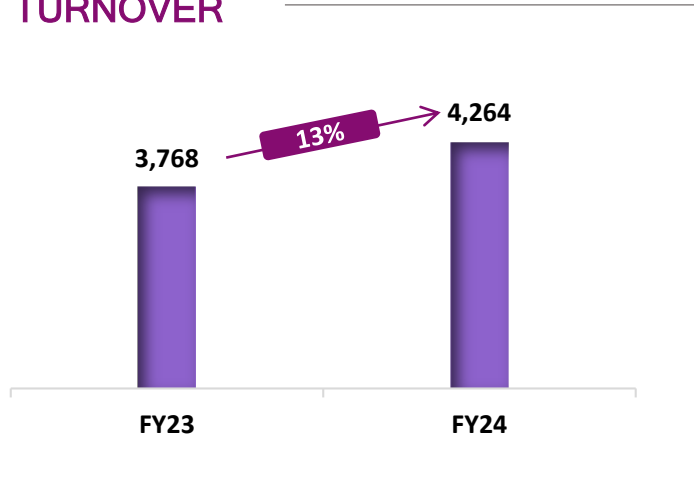
* In Q4 FY24 Real Estate, Income from sale of TDR is included in EBITDA while not included in Sales

FY24 CONSOLIDATED PERFORMANCE

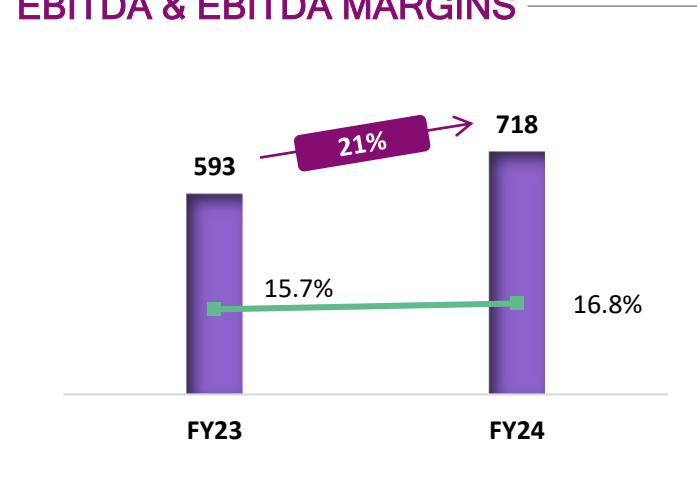
For Continuing Operations



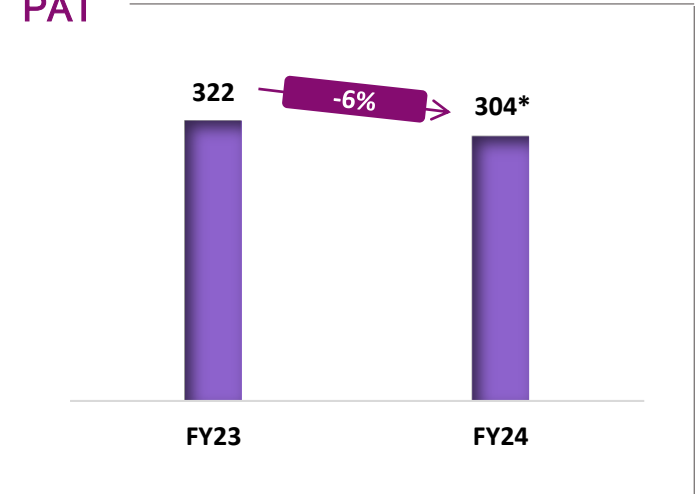
TURNOVER



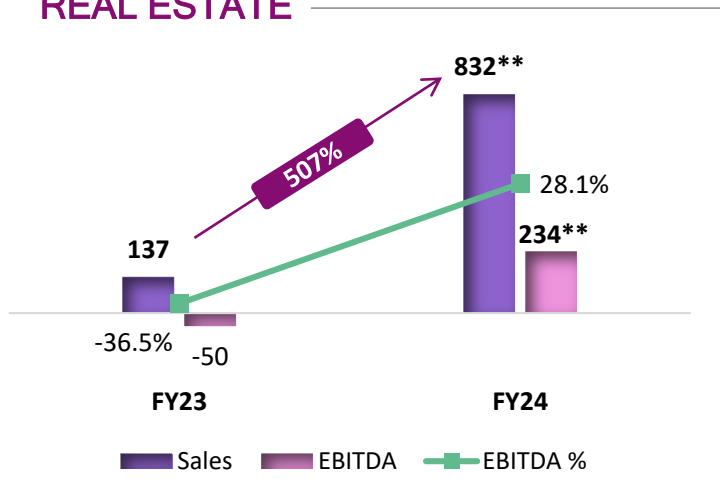
EBITDA & EBITDA MARGINS



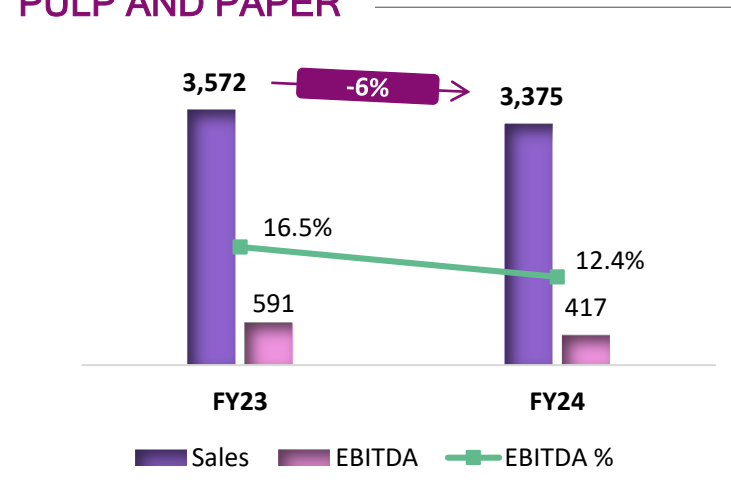
PAT



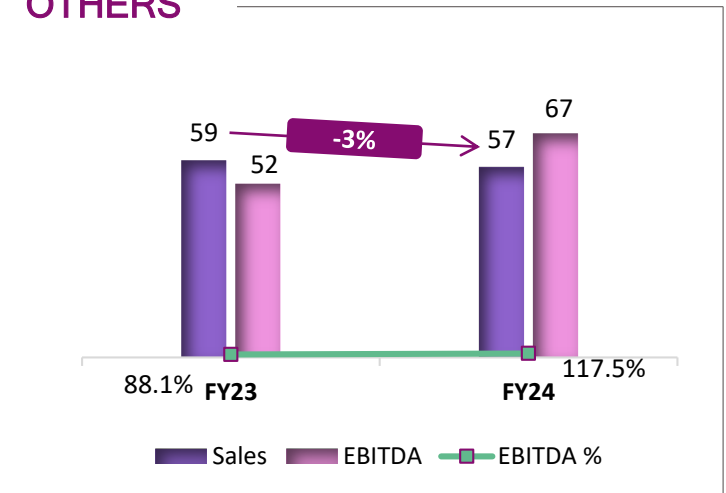
REAL ESTATE



PULP AND PAPER



OTHERS



* PAT does not include Net Losses from discontinued operations of Rs. 244 Crs. in FY24

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



Real Estate

Over 93 lakh sq.
ft. under
construction
across 6 projects





MAJOR TAKEAWAYS

- Birla Tisya, Bengaluru received “Safety Shield Award” from National Safety Council, India. The only Real Estate developer to receive this prestigious award.
- Birla Tisya, Bengaluru honoured with “5 Golden Stars Award” by National Safety Council recognizing exceptional excellence and performance in Occupational Safety and Health (OSH) Management System.
- Birla Niyaara, Mumbai awarded the winner of prestigious 15th CIDC Vishwakarma Safety Award 2024 for the best HSE practices.
- ‘Silas’ the signature tower at Birla Niyaara became one of the fastest selling Uber luxury projects in Mumbai by selling 68 units worth about Rs. 2400 crores at the time of launch.
- In Q4 FY 24, initiated the handover of our two projects: Birla Vanya in Kalyan and Birla Navya Phase I in Gurugram.



MARKET OUTLOOK

- ▶ The residential real estate market is expected to reach new heights in the upcoming financial year, driven by a surging demand and a strong consumption.
- ▶ FY25 is poised to be a transformative period, fuelled by urbanization trends, a growing rental market and consistent property value appreciation.
- ▶ The Industry’s growing demand for premium and luxury housing positions us well for rapid growth and scaling.
- ▶ Our unwavering focus on customer centricity, operational excellence and sustainability will propel us forward in the coming years.

GEOGRAPHICAL PRESENCE

1

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

2

- Wellesley Road, Central Pune

3

- Birla Navya, Golf Course Extension Road
- Mathura Road, Delhi

4

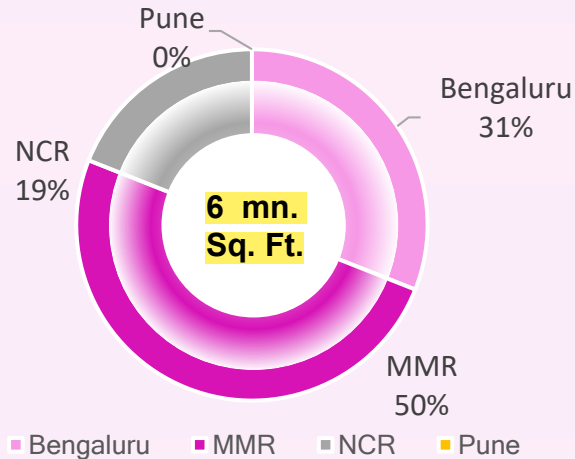
- Birla Alokya, Whitefield
- Birla Tisya, Magadi Road
- Raja Rajeshwari Nagar
- Birla Trimaya, North Bengaluru
- Sarjapur, Bengaluru

- Launched
 - Upcoming
- (C) - Commercial
- Completed/ Handover initiated

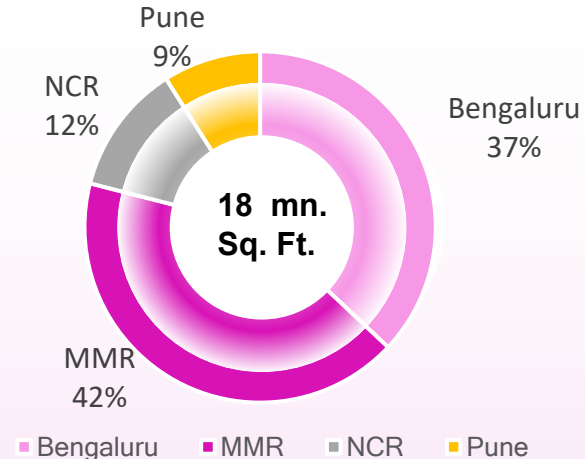


Saleable Area

Ongoing/Launched Projects

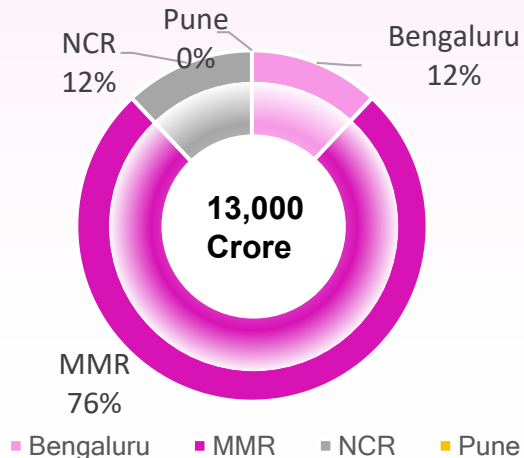


Forthcoming Projects

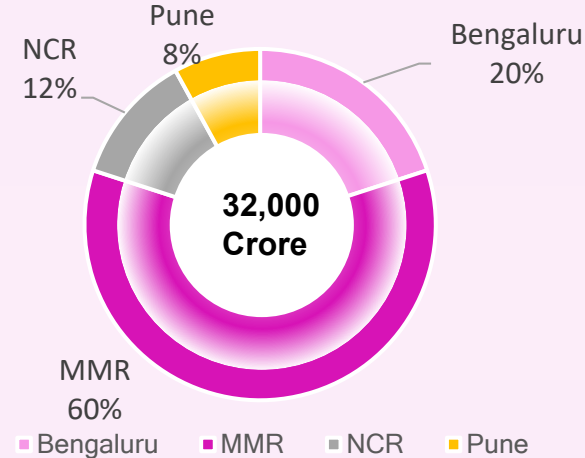


Gross Development Value

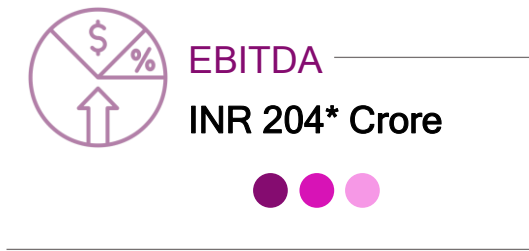
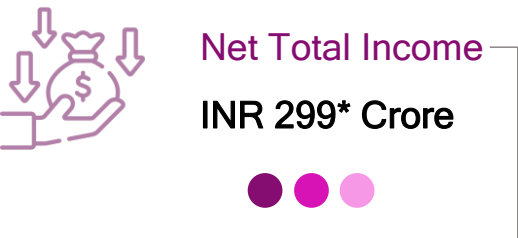
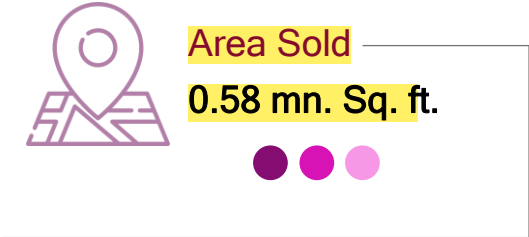
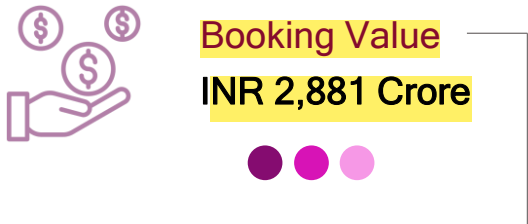
Ongoing/Launched Projects



Forthcoming Projects

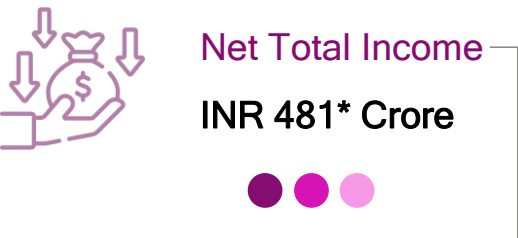
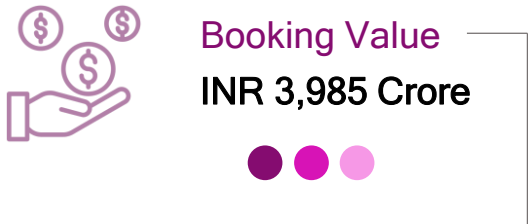


OPERATIONAL HIGHLIGHTS - Q4 FY24



* Includes INR 124 Cr from sale of TDR

OPERATIONAL HIGHLIGHTS - FY24

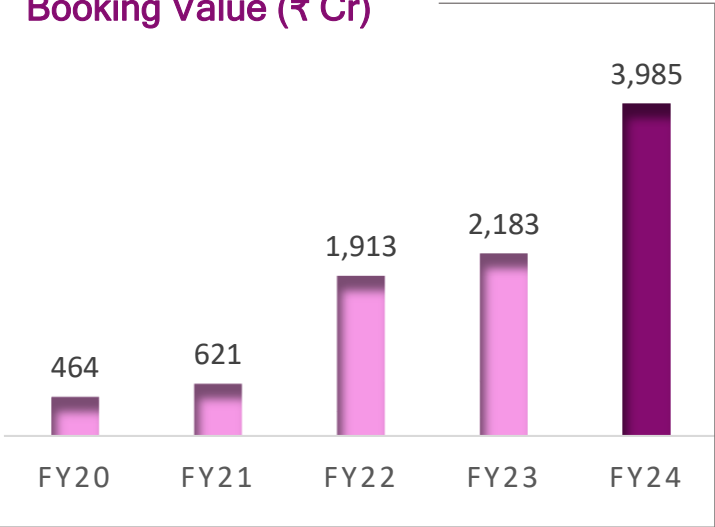


* Includes INR 202 Cr from sale of TDR

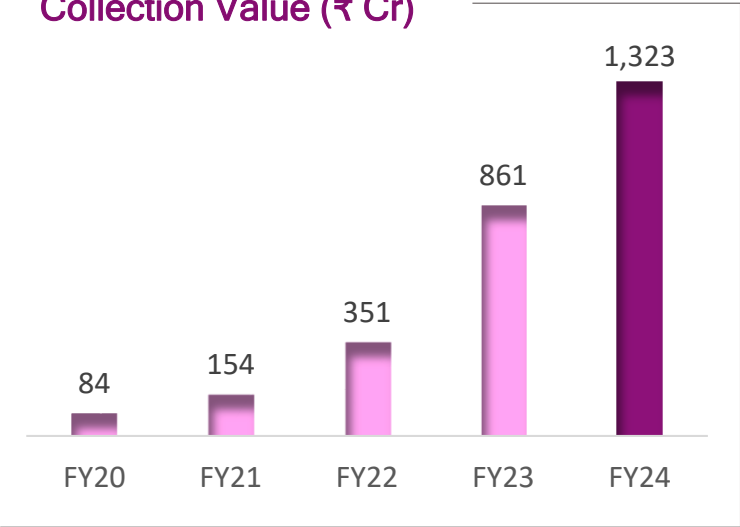
KEY QUARTERLY PERFORMANCE INDICATORS



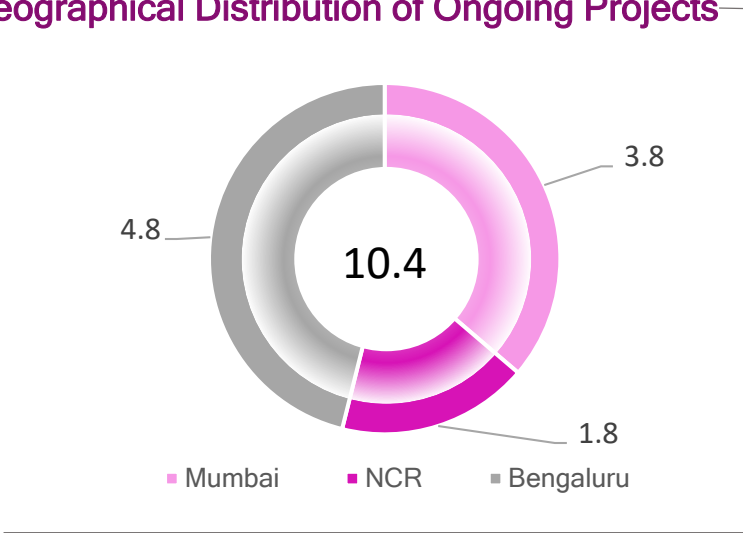
Booking Value (₹ Cr)



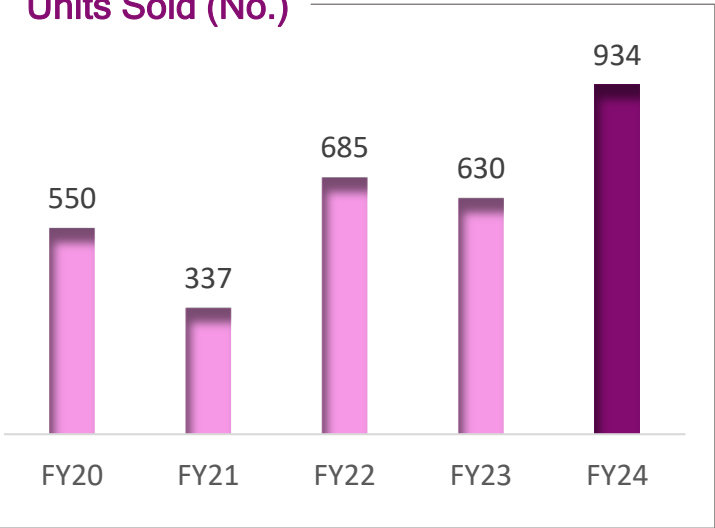
Collection Value (₹ Cr)



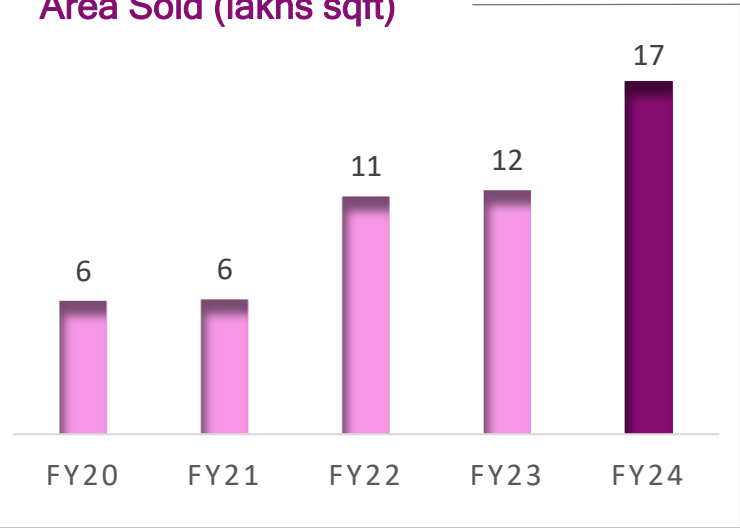
Geographical Distribution of Ongoing Projects



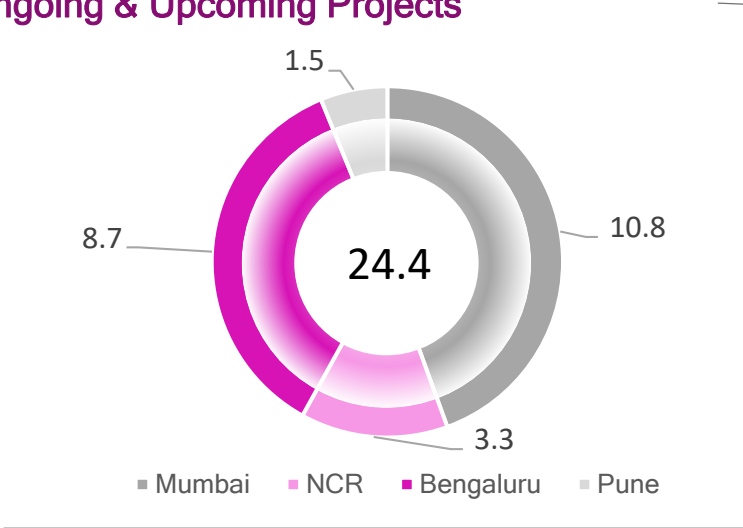
Units Sold (No.)



Area Sold (lakhs sqft)



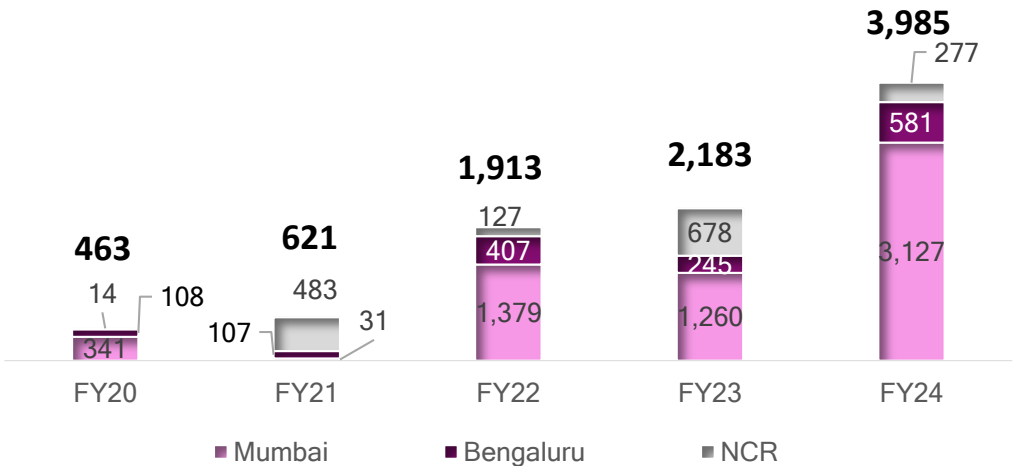
Ongoing & Upcoming Projects



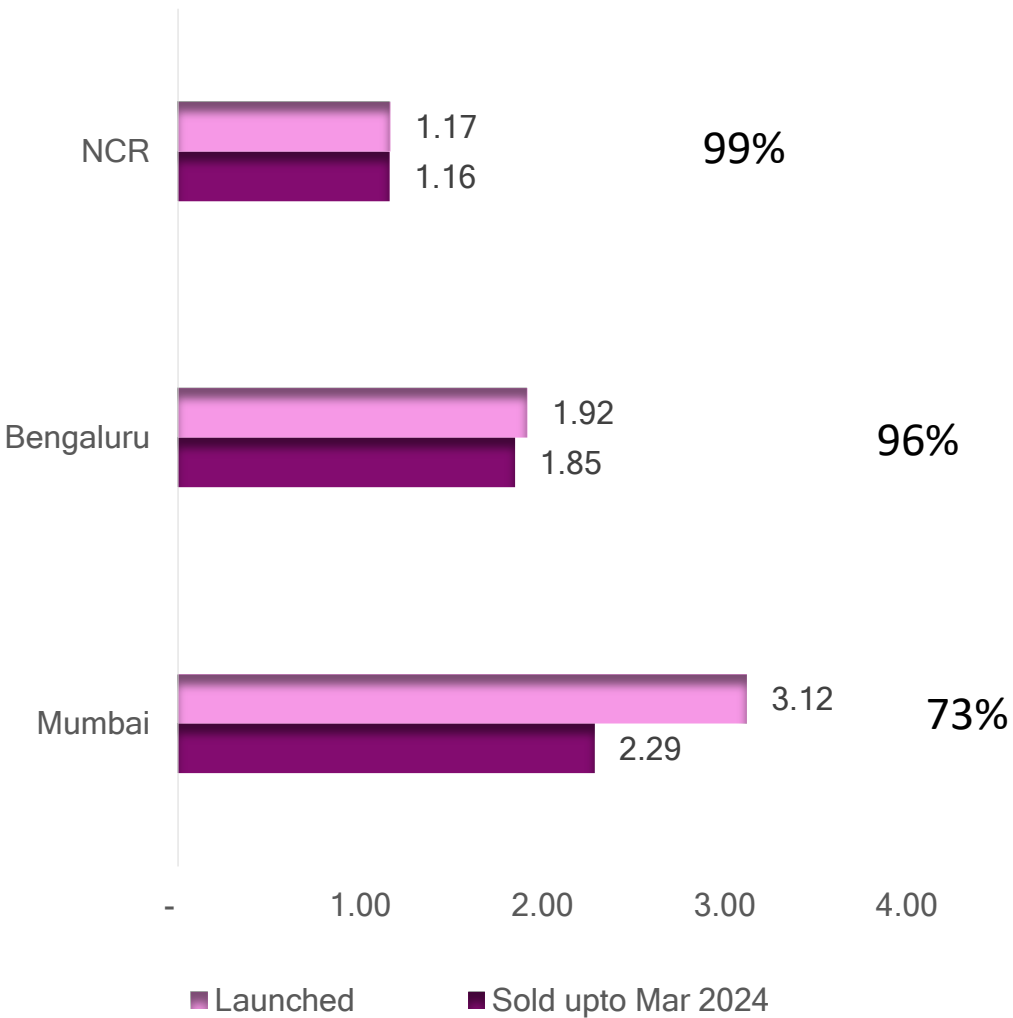
SUMMARY (REGION-WISE INFORMATION)



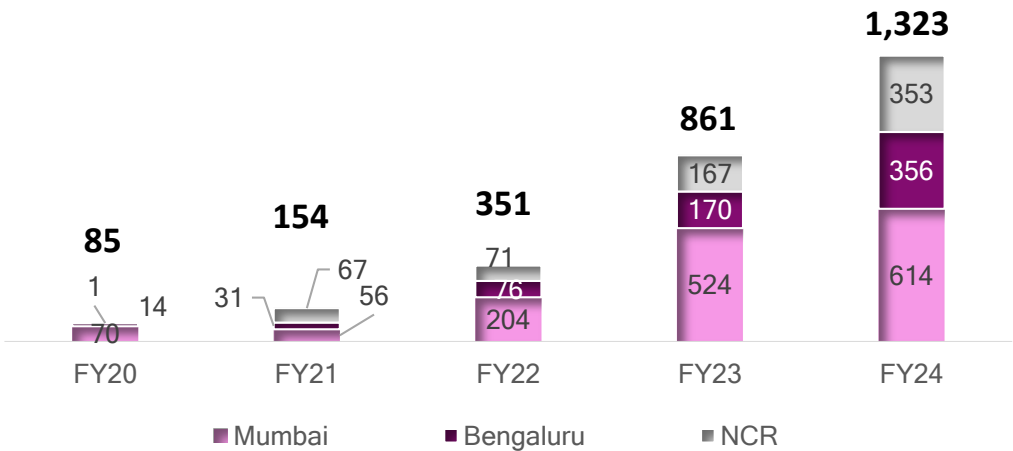
City-Wise Historical Pre-sales (in Crores)



Area (million Sq. Ft.)



City-Wise Historical Collections (in Crores)



LAUNCHED RESIDENTIAL PROJECTS



**Birla Vanya,
(Kalyan)**



Launch Period
Q1 FY19-20



Land Area
22 acres



Booking Value (PTD)
₹ 839 Crores



Collection Value (PTD)
₹ 513 Crores



Total Saleable Area
13.3 lakhs sqft



Share
100%



Saleable Area
Launched (PTD)
13.3 lakhs sqft



Saleable Area
Sold (PTD)
10.6 lakhs sqft (80%)



**Birla Alokya,
(Whitefield,
Bengaluru)**



Launch Period
Q3 FY19-20



Land Area
8 acres



Booking Value (PTD)
₹ 386 Crores



Collection Value (PTD)
₹ 275 Crores



Total Saleable Area
5.5 lakhs sqft



Share
100%



Saleable Area
Launched (PTD)
5.5 lakhs sqft



Saleable Area
Sold (PTD)
5.4 lakhs sqft (98%)



**Birla Navya,
(Golf Course
Extension,
Gurugram)**



Launch Period
Q3 FY 20-21



Land Area
48 acres



Booking Value (PTD)
₹ 1,580 Crores



Collection Value (PTD)
₹ 660 Crores



Total Saleable Area
18.5 lakhs sqft
(Ph 1+2+3-11.66)



Share
50%



Saleable Area
Launched (PTD)
11.7 lakhs sqft



Saleable Area
Sold (PTD)
11.6 lakhs sqft (99%)

*All PTD numbers are as on Mar-24

LAUNCHED RESIDENTIAL PROJECTS



Birla Niyaara, (Worli, Mumbai)



Launch Period
Q4 FY21-22 (Phase 1)
Q4 FY23-24 (Phase 2)



Land Area
14 acres



Booking Value (PTD)
₹ 5,300 Crores



Collection Value (PTD)
₹ 954 Crores



Total Saleable Area
24.8 lakhs sqft
(Residential)



Share
100%



**Saleable Area
Launched (PTD)**
18.0 lakhs sqft



**Saleable Area
Sold (PTD)**
12.3 lakhs sqft (68%)



Birla Tisya, (Rajajinagar, Bengaluru)



Launch Period
Q3 FY21-22



Land Area
5 acres



Booking Value (PTD)
₹ 575 Crores



Collection Value (PTD)
₹ 284 Crores



Total Saleable Area
6.5 lakhs sqft



Share
40%



**Saleable Area
Launched (PTD)**
6.5 lakhs sqft



**Saleable Area
Sold (PTD)**
6.0 lakhs sqft (91%)



Birla Trimaya, (Devanahalli, Bengaluru)



Launch Period
Q2 FY23-24



Land Area
52 acres



Booking Value (PTD)
₹ 486 Crores



Collection Value (PTD)
₹ 88 Crores



Total Saleable Area
36.2 lakhs sqft



Share
47%



**Saleable Area
Launched (PTD)**
7.2 lakhs sqft



**Saleable Area
Sold (PTD)**
7.2 lakhs sqft (100%)

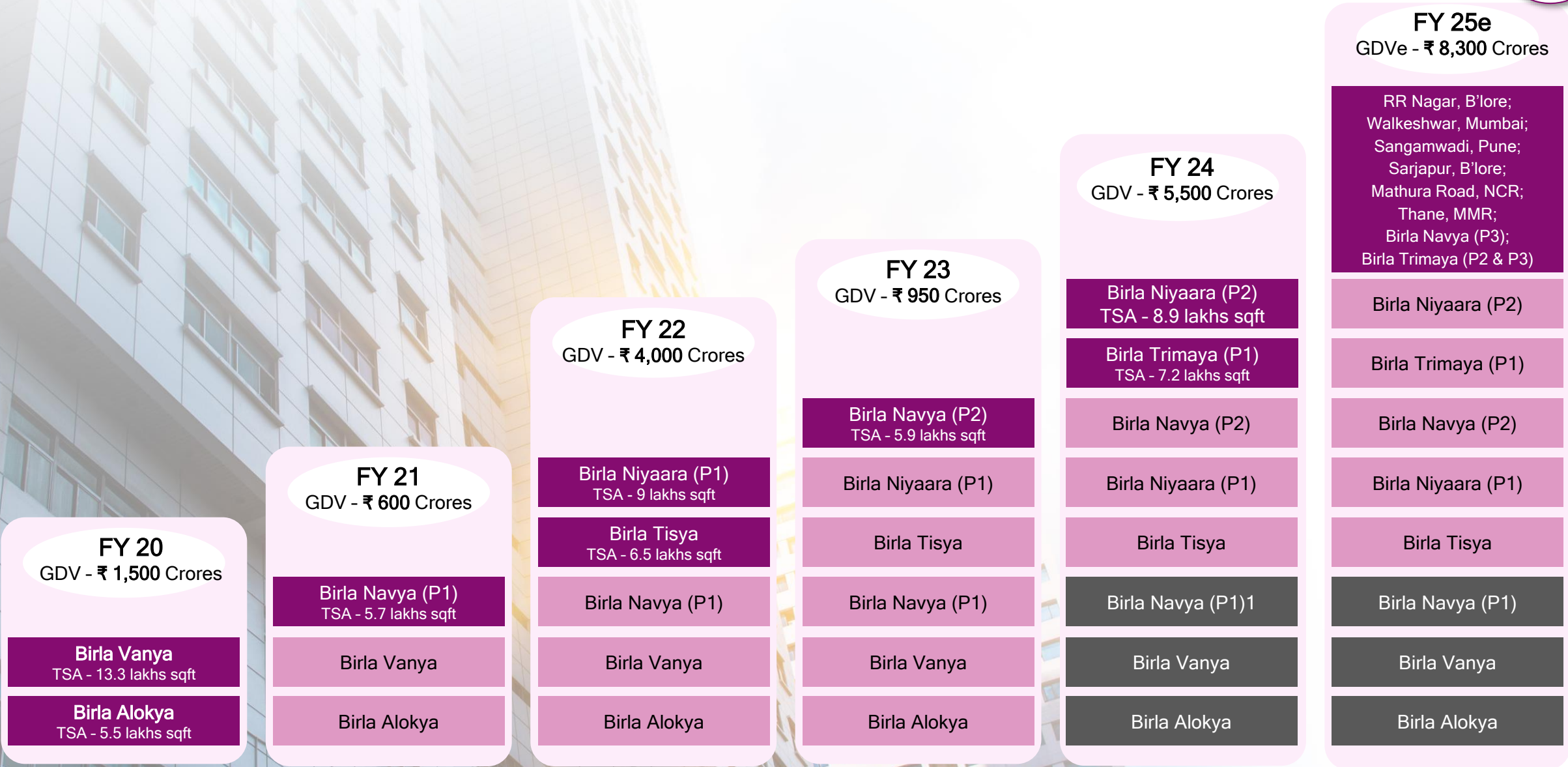
*All PTD numbers are as on Mar-24

PROJECT LAUNCHES

● Launched/To be Launched ● Ongoing ● Delivery



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





ENVIRONMENT



IGBC Certification: First draft for Indian Green Building Council (IGBC) for Birla Aurora and Centurion submitted in February 2024. IGBC Certification for operations of Birla Aurora and Centurion to be attained in Q1 of FY 24-25.

Climate Risk Assessment Study for BEPL initiated:
This Study is conducted to assess the physical and transitional risks due to climate change. The Scope of Study involved 2 commercial projects and 5 residential projects.

Life Cycle Assessment study being conducted for **Birla Niyaara Tower – B** to assess the embodied **carbon emissions generated** during the design, construction, operational and the End of Life stage.



SOCIAL



- ▶ An informative online session was conducted, focusing on the topic of gardening in limited spaces.
- ▶ During the masterclass, more than 80 people actively participated, eager to learn about techniques and tips for cultivating plants in constrained environments.



Governance

Robust compliances of all statutory regulations

The Century logo is a white circle containing the word "Century" in a green, serif font. It is positioned in the top right corner of the image.

Century

Pulp & Paper

Turning a New
Leaf





MAJOR TAKEAWAYS

- ▶ In Q4 FY24, overall production volumes increased by 6% YoY, however, were 4% lower than previous quarter. Sales volumes increased by 13%YoY. However, consistently reducing NSR impacted Sales Turnover and EBITDA.
- ▶ Board and Tissue sales were better than Q4 FY23 as compared to Paper and CGP sales.
- ▶ Supply chain disruptions in the Red Sea and Suez canal have contributed to increase in prices of key raw materials. Increasing price of Imported Pulp and challenges in wood availability have also impacted cost of production.
- ▶ Export demand was good in Tissue segment with upward price corrections. Domestic realizations were significantly higher than exports in tissue segments.
- ▶ Various cost reduction initiatives envisaged in Pulp and Recovery, Power Block and machine replacements in PM3 which would help improve machine productivity and reduce overall costs.
- ▶ As a part of sustainability initiatives, 80 nurseries have been developed in 11 districts to provide seedlings and clones to farmers and a total of 52,97,217 plantations completed in FY24.

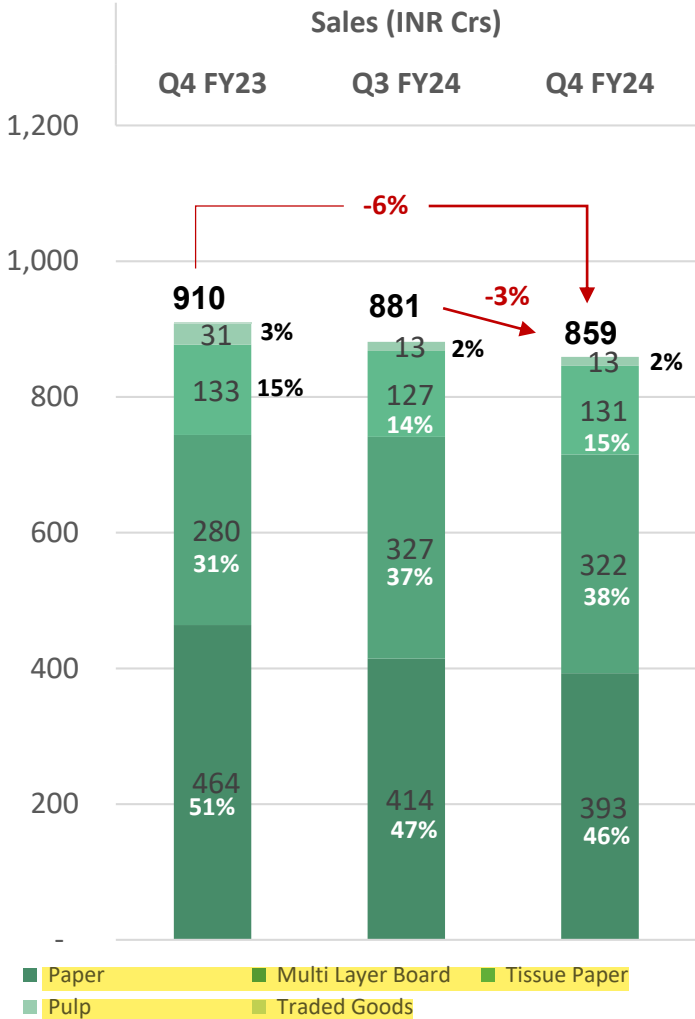
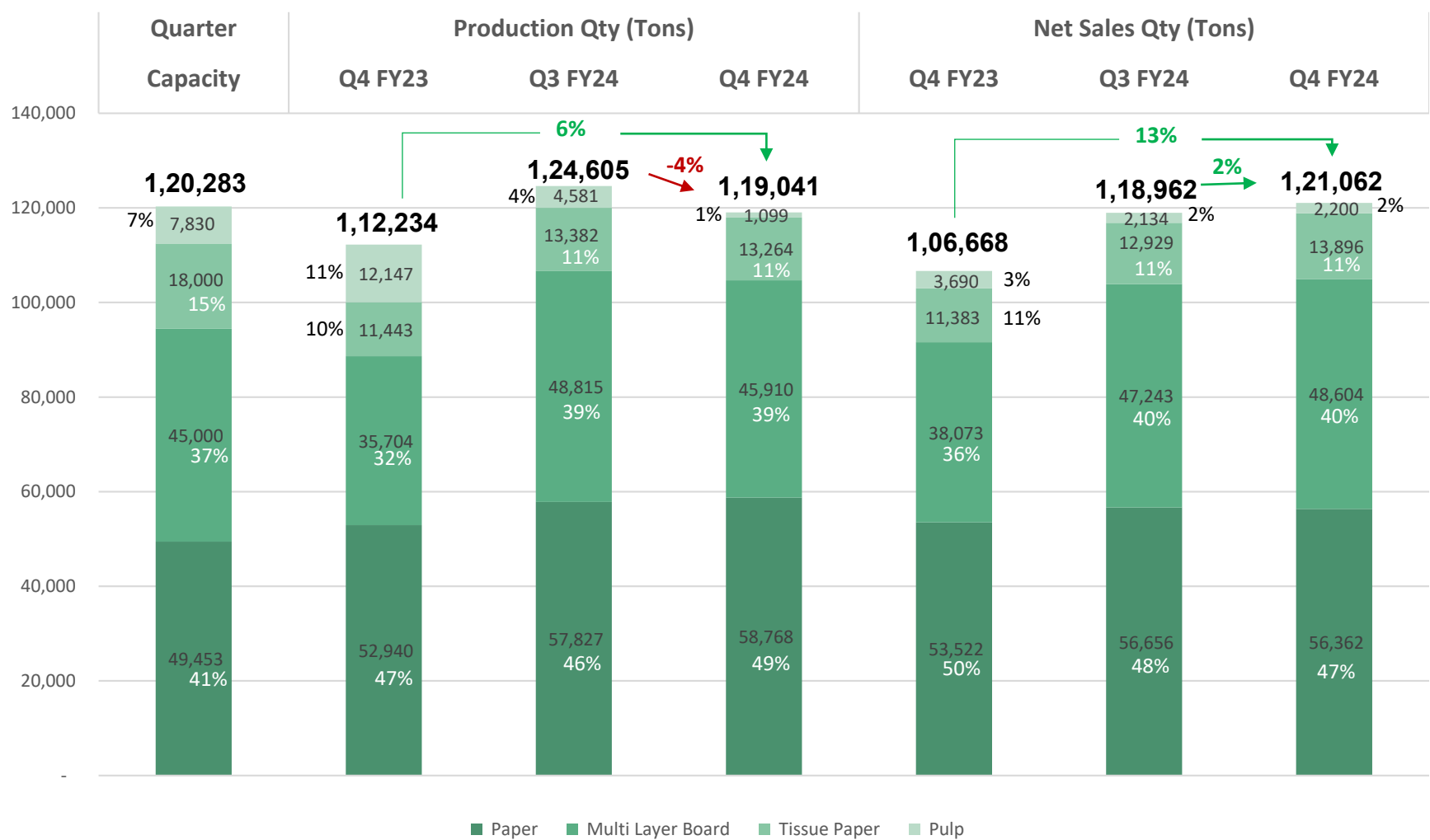


MARKET OUTLOOK

- ▶ Writing & Printing and Copier paper demand is expected to improve post elections with government tenders opening in Q1 FY25. Seasonal factors are expected to moderately revive demand with an increase in exports offering improved realizations and greater price stability.
- ▶ Tissue demand to remain stable in FY25. Domestic realizations continue to be higher than in export markets. Hence, our focus is to prioritize growth in the domestic market.
- ▶ Board demand is likely to improve in Q1 FY25 with Pharma segment gearing up for summer medicines with added price increase announced by International Paper Mills.
- ▶ Export demand from Europe, USA and UK markets is consistent and is expected to improve in FY25. However, Oversupply in market is likely to continue in FY25 as the market growth is lower than the capacity being added by domestic as well as international mills.

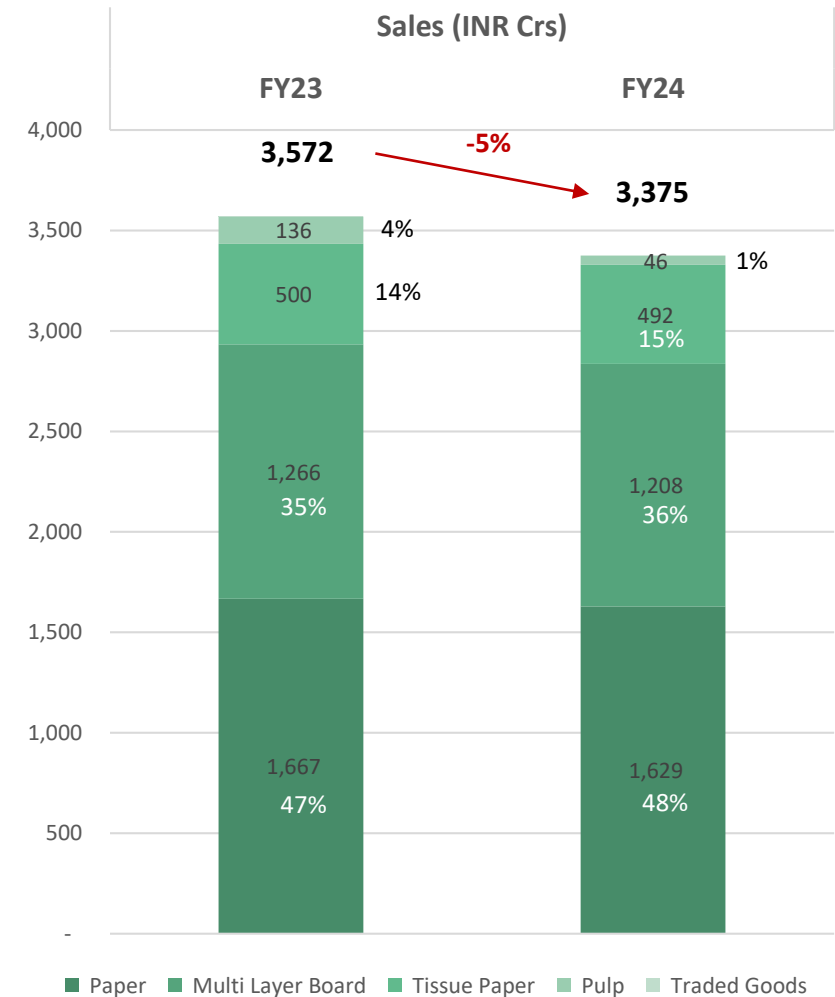
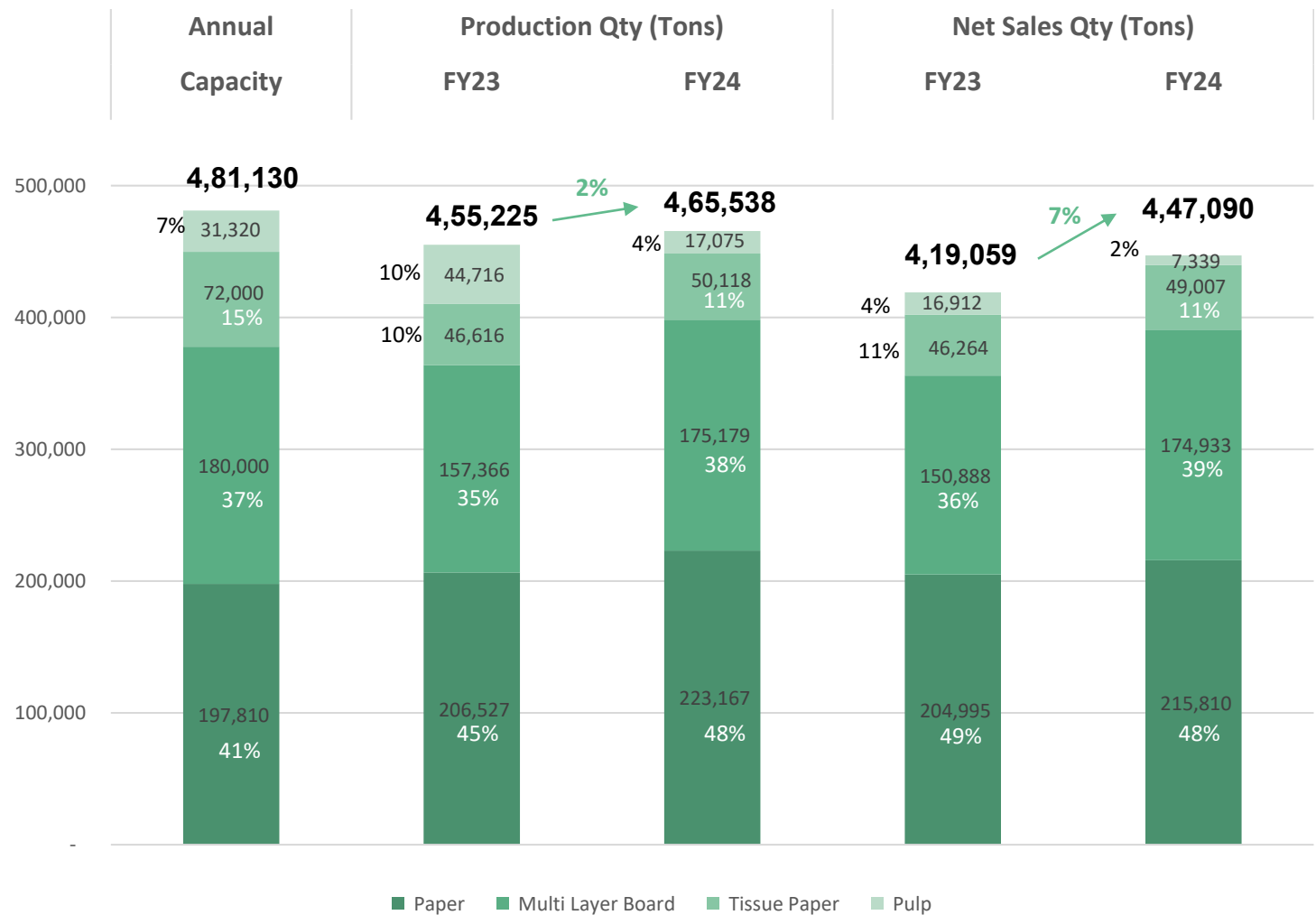
Focus on marketing, branding and cost-reduction initiatives will lead to improved overall performance

Q4 FY24: PRODUCTION & SALES



The Capacity Utilisation for Q4 FY24 was 99% as compared to 93% in Q4 FY23

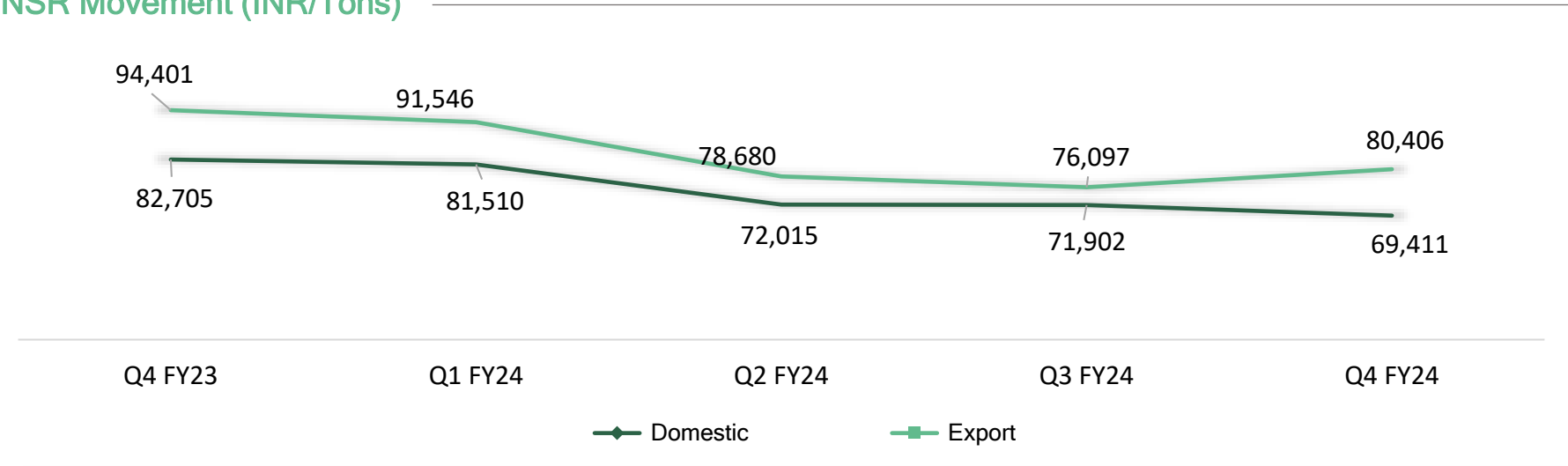
FY24: PRODUCTION & SALES



The Capacity Utilisation for FY24 was 97% as compared to 95% in FY23

NET SALES REALIZATION (NSR) MOVEMENT

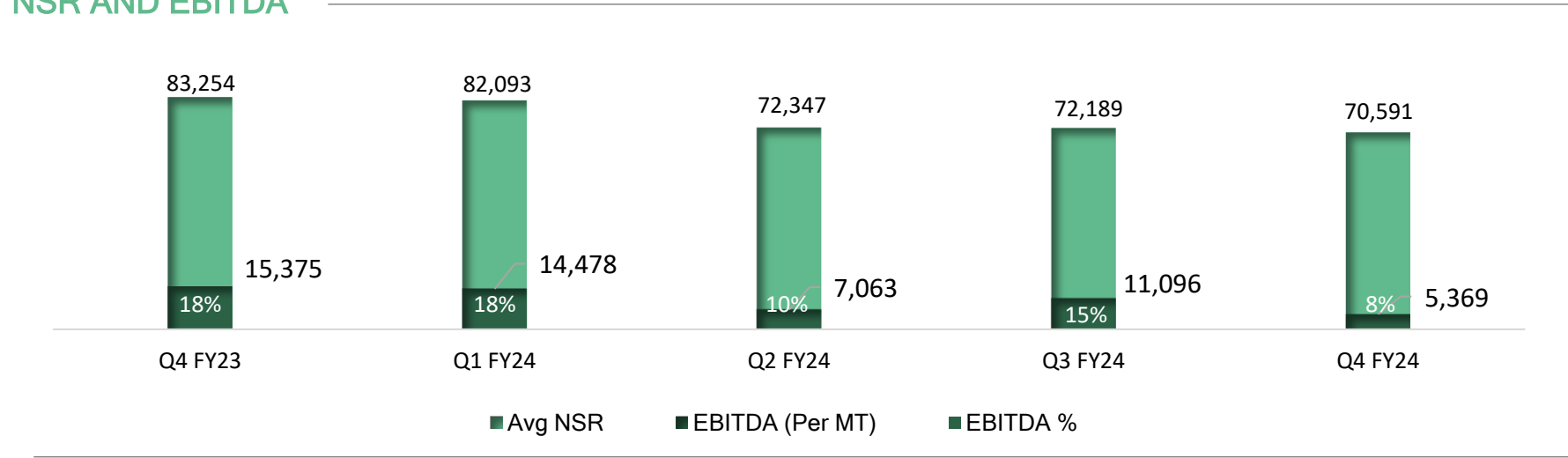
NSR Movement (INR/Tons)



YoY	QoQ
-16%	-3%

YoY	QoQ
-15%	-6%

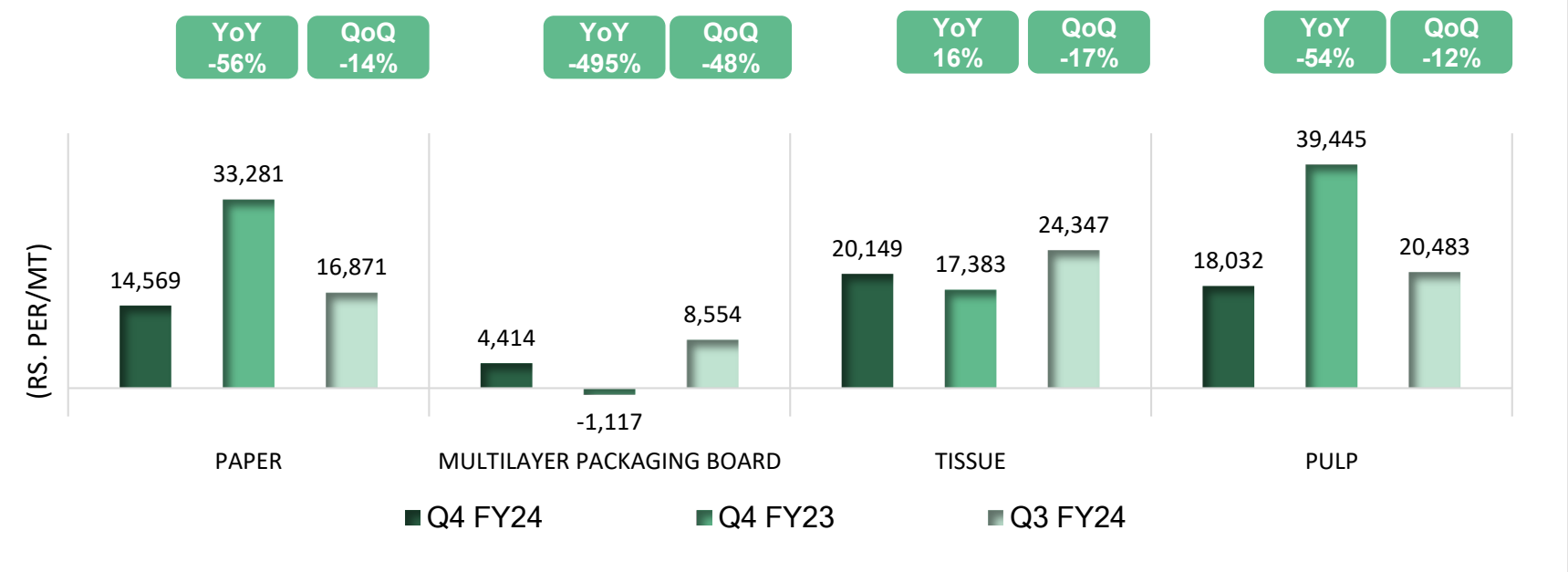
NSR AND EBITDA



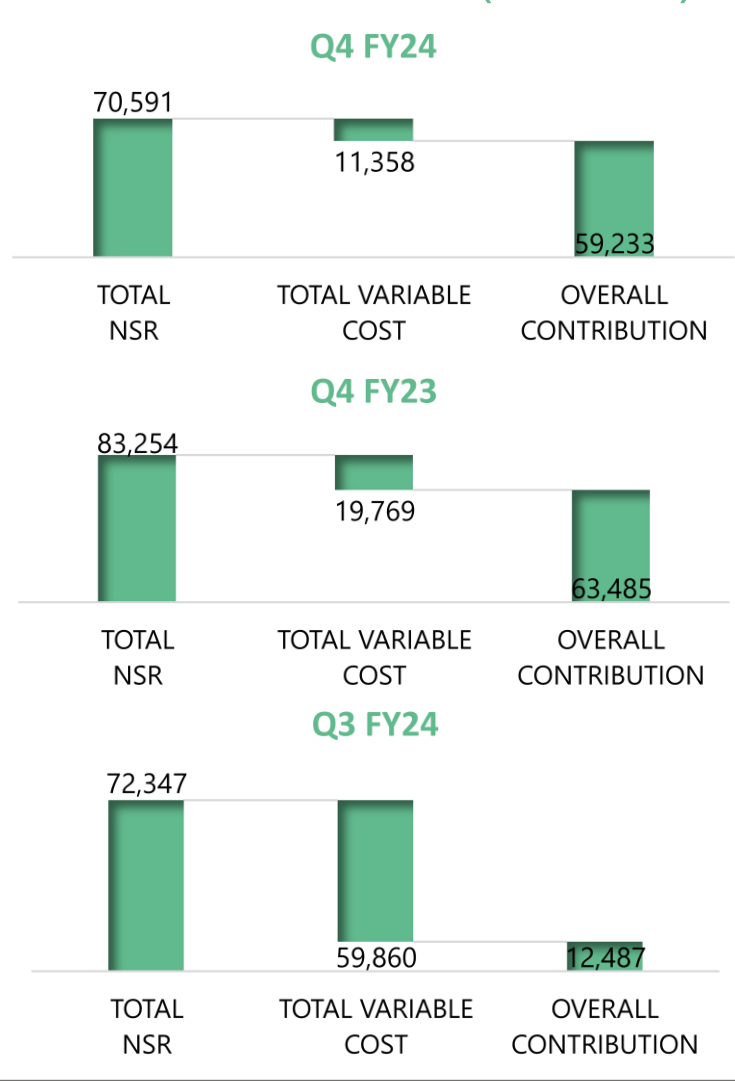
YoY	QoQ
-15%	-2%



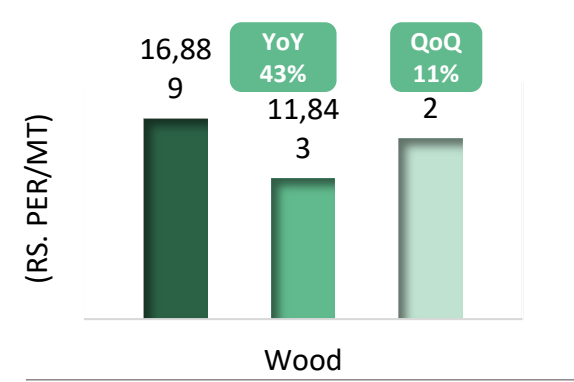
SEGMENTAL CONTRIBUTION



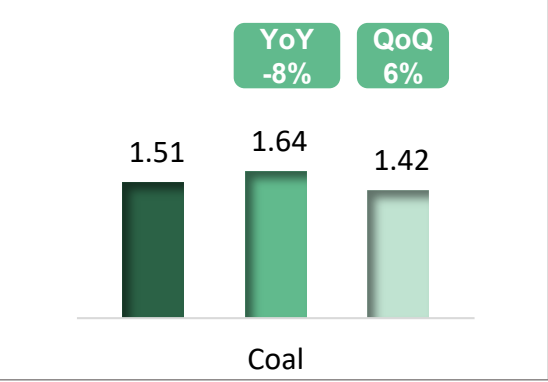
OVERALL CONTRIBUTION (Rs. Per/MT)



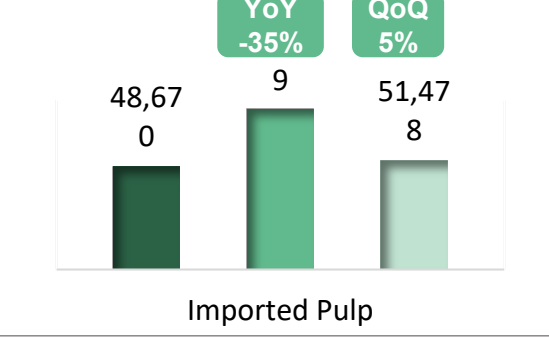
INPUT PRICE - WOOD



INPUT PRICE - COAL



INPUT PRICE - IMPORTED PULP





ENVIRONMENT



- Our dedicated team is working to increase plantation through farmers in our wood catchment area by distributing eucalyptus & poplar clones and seedlings. Total 52.97 lacs plantation have been done during FY24.



SOCIAL



- ▶ Medical camp was organized on dated 25th February 2024. Expert Doctors team inclusive of Physicians, Eye Specialist, Orthopedic, Skin Diseases, Heart Specialist, Gynecologist, Child Specialist, Neurologist & Pathologist. Medicines were also provided free of cost along with required check-up. Approx. nos. beneficiaries were 782.
- ▶ Two nos. cowshed were constructed for the stray cows at Thakurdwara which helps cows to stay at these cowshed which will also reduce road accidents. Total nos. beneficiaries are 1000

Governance - Robust Compliances of All Regulatory Requirements

Textile





MAJOR TAKEAWAYS

- ▶ In the beginning of FY24, the company took a decision to initiate process of restructuring company's Textile Business operations at Birla Century Bharuch Plant.
- ▶ As a part of restructuring plan, Spinning and Weaving departments at the plant were discontinued. However, with a view to optimize the utilization of the process house, it was proposed to increase outsource of specialized greige fabric from 45,000 meters per day to 1,05,000 meters per day. Simultaneously, a VRS scheme was also implemented for the worker/employees working at these discontinued units and majority of workers/ employees at the Spinning and Weaving departments opted for the scheme.



MARKET OUTLOOK

- ▶ On Mar 22, 2024, the Board of Directors of the company reviewed the operations of the Textile division. In view of unsatisfactory performance of the Unit with continued operational losses despite attempts of possible turnaround as well as considering the adverse market conditions and non-availability of viable orders to cover the cost, it was decided to discontinue operations of the process house after completion of orders in hand.
- ▶ After careful consideration and deliberation, the board approved the proposal to discontinue all operations at the Birla Century Bharuch unit except some minor manufacturing operations and other allied activities relating to supply of Yarn to Birla Advanced Knits Private Limited, a joint venture of the company and Grasim Industries limited.
- ▶ The update on the status of the Textile Division is mentioned in subsequent slides.

During the quarter and the year ended FY 24 Production and Sales data are as under:-

Particulars	Production		Sales		Sales in Rs. Crore	
	Q4'24	FY'24	Q4'24	FY'24	Q4'24	FY'24
Cloth'000 Mtr	2947	27634	6116	31296	88	508
Made-ups Set	254389	2139495	216861	1206716	38	179
Yarn MT	305	1123	305	1902	7	77
Other	-	-	-	-	2	22
Total					135	786

Q4 & FY24: PROFIT AND LOSS SUMMARY

Particulars	Budget FY24			Actual FY24		
	9M	Q4	12M	9M	Q4	12M
A. EBIDTA	-46	-4	-50	-54	-28	-82 #
B. Exceptional Items						
a) Plant & Machinery Impairing	-40	-60	-100*	-40	-160	-200
b) VRS	-17	-51	-68	-17	-8	-25
c) Debtors w/off	-1	-9	-10	-	-5	-5
d) Inventory W/off	-7	-8	-15	-7	-2	-9
Total (B)	-65	-128	-193	-64	-175	-239
C. Total (A + B)	-111	-132	-243	-118	-203	-321

EBIDTA in Actual FY24 includes

1. Ex-gratia and 3-month notice pay paid to workers
2. 3-month notice pay paid to staff
3. Other incidental expenses of around Rs.15 Crore.

*Assignment of leasehold land of 104 acres to other parties at Rs. 70 Lakh per acre was considered in budget, but the same was not accounted in Actual FY24 while working on impairment of the full plant.



ENVIRONMENT



SOCIAL



GOVERNANCE



- ▶ We have adopted new version 4.0 for Higg FEM 4.0 assessment 2023.
- ▶ 2018: **79%**,
- ▶ 2019: **80%**
- ▶ 2020: **86%**,
- ▶ 2021: **90.2%**,
- ▶ 2022: **91.2%**
- ▶ 2023: **Self assessment completed, and Verification audit is under process.**
- ▶ Greenbelt Development and plantation of trees in 21000 Sq Ft area at Nanasnja village



- ▶ Awareness program for Women Health & Hygiene were conducted in 3 Villages of Jhagadia Taluka.
- ▶ Cervical Cancer Stethoscope provided to Rotary club of Bharuch.
- ▶ Skill Enhancement program conducted for 150 rural artisans in Jhagadia Tehsil.
- ▶ Development of Mini Science Centre (MSC) at Jhagadia Higher secondary school and Talodra Primary school.



- ▶ Birla century received "21st Annual Greentech Safety Award 2023" under the category **SAFETY EXCELLENCE.**

Financial Summary

Good overall
financial
performance in Q4
& FY24



PROFIT & LOSS : Q4 FY24



(₹ In Crores)

Particulars	Q4 FY23	Q3 FY24	Q4 FY24	YoY %	QoQ %
Continuing Operations					
Total Income	991	1096	1700	72%	55%
Total Sales	965	982	1542	60%	57%
Total EBITDA	156	223	282	81%	26%
Less: Finance cost	9	8	12	33%	50%
Less: Depreciation	48	53	54	13%	2%
PBT	99	162	216	118%	33%
Share of Profit in JV-(BAKPL)	-1	-6	-5		
Exceptional Items*	134	0	0		
Tax (Asset - / Liability +)	64	53	50	-22%	-6%
PAT	168	103	161	-4%	56%
Discontinuing Operations (Including BCEPL & BCLLC)					
Net Loss for the period from discontinuing operations	-25	-23	-140		
PAT (After discontinuing operations)	143	80	21	-85%	-73%

*Q4 FY23 exceptional item consists of Rs 134 Crs profit made on sale of land at- GIDC Dahej, Gujarat.

PROFIT & LOSS : FY24



(₹ In Crores)

Particulars	FY23	FY24	YoY %
Continuing Operations			
Total Income	3856	4570	19%
Total Sales	3768	4264	13%
Total EBITDA	593	718	21%
Less: Finance cost	34	36	6%
Less: Depreciation	196	211	8%
PBT	363	471	30%
Share of Profit in JV-(BAKPL)	-2	-22	
Exceptional Items	134	0	
Tax (Asset - / Liability +)	173	145	-16%
PAT	322	304	-6%
Discontinuing Operations (Including BCEPL & BCLLC)			
Net Loss for the period from discontinuing operations	-58	-244	
PAT (After discontinuing operations)	264	60	-77%

*FY23 exceptional item consists of Rs 134 Crs profit made on sale of land at- GIDC Dahej, Gujarat.

Better overall financial performance in FY24 buoyed by Real Estate and Pulp & Paper businesses

CASH FLOW - Q4 FY24

(₹ In Crores)

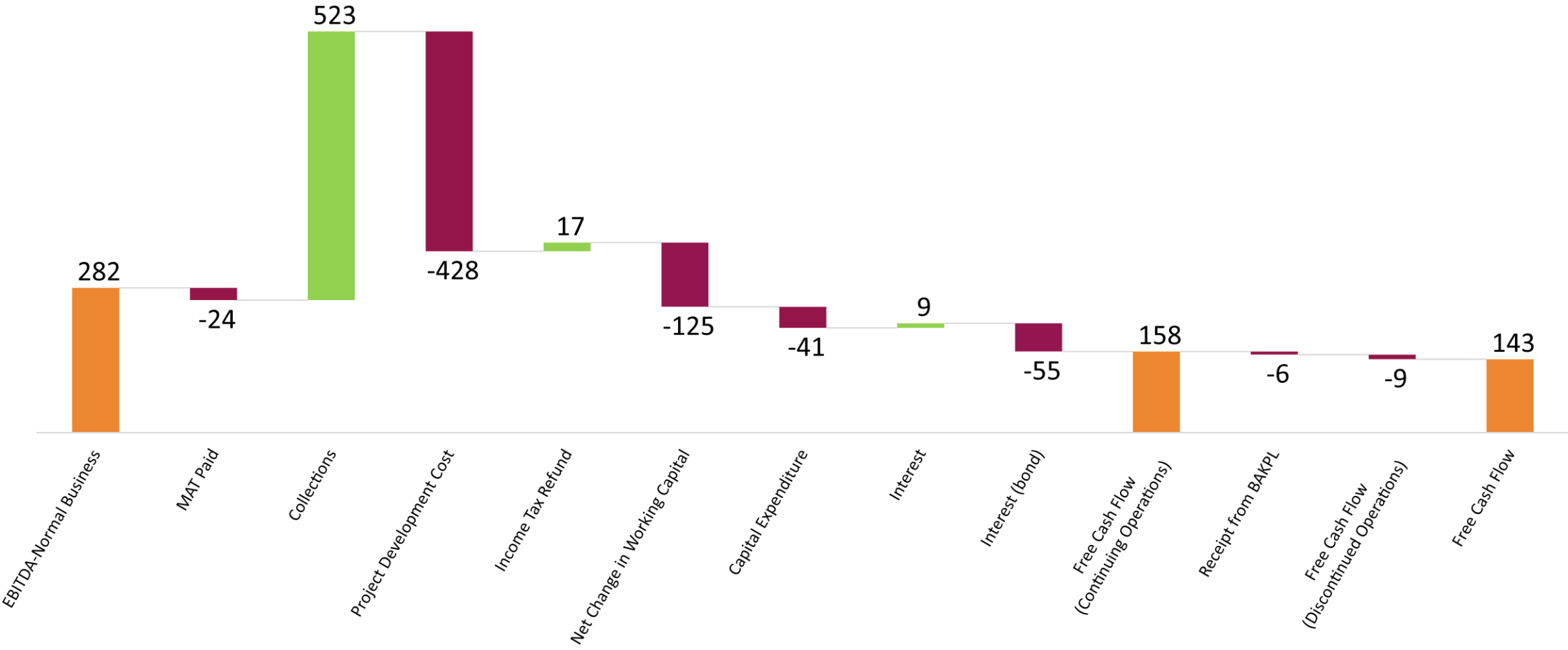
No	Particulars	Birla Estates	Pulp & Paper	Rayon	H.O.	Total Continuing operations	Textiles	Grand Total
	EBITDA-Normal Business	204	65	13	-	282	-28	254
	Exceptional Item	-	-	-	-	-	-7	-7
	MAT Paid	-19	-	-	-5	-24	-	-24
	Collections	523	-	-	-	523	-	523
	Project Development Cost	-428	-	-	-	-428	-	-428
	Income Tax Refund	0	-	-	17	17	-	17
	Net Change in Working Capital	-47	-67	-11	-	-125	30	-95
A)	Operating Cash Flow	233	-2	2	12	245	-5	240
	Capital Expenditure	-15	-26	-	-	-41	-	-41
B)	Investing Cash Flow	-15	-26	0	0	-41	0	-41
	Interest	13	-1	-3	-	9	-4	5
	Contribution to CTIL Emp Welfare Trust (ESOP)	-	-	-	-	-	-	-
	Interest Accrued on bond	-	-	-	-55	-55	-	-55
C)	Financing Cash Flow	13	-1	-3	-55	-46	-4	-50
D)	Free Cash Flow (A+B+C)	231	-29	-1	-43	158	-9	149
E)	BAKPL – Receipt (+) / Payment (-)	-	-	-	-	-	-6	-6
F)	Free Cash Flow-CTIL & BAKPL (D+E)	231	-29	-1	-43	158	-15	143

CASH FLOW : Q4 FY24



■ Increase ■ Decrease ■ Total

(₹ In Crores)



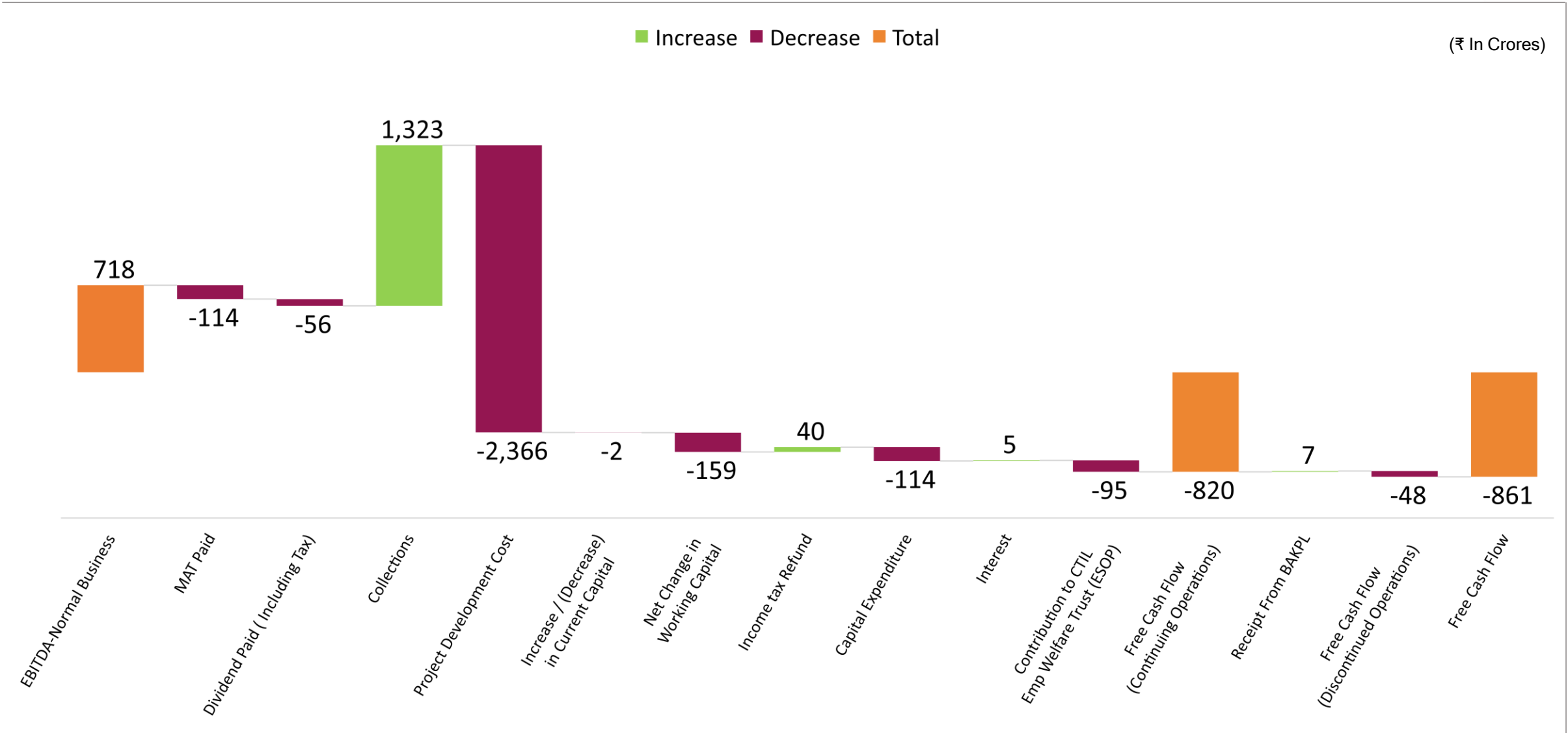
CASH FLOW - FY24



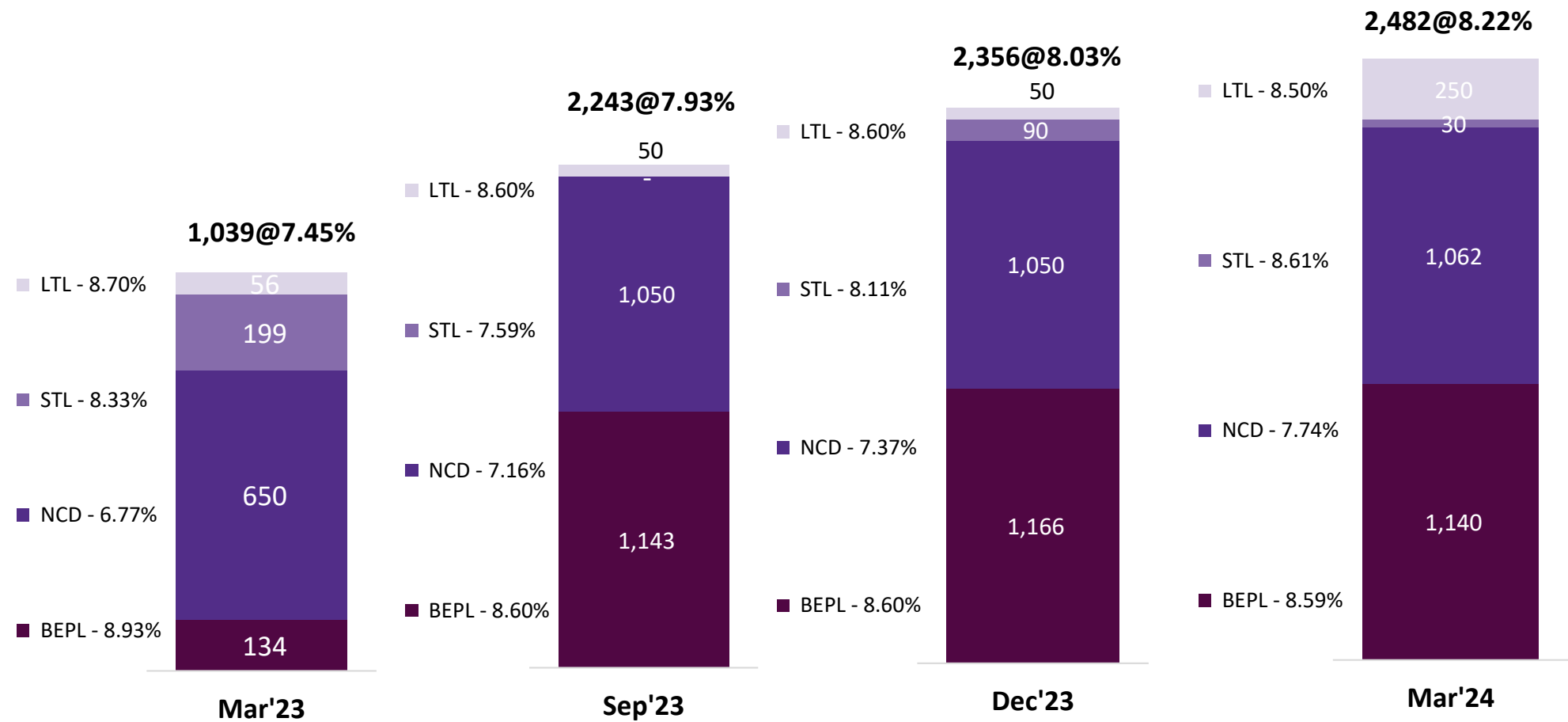
(₹ In Crores)

No	Particulars	Birla Estates	Pulp & Paper	Rayon	H.O.	Total Continuing Operations	Textile	Grand Total
	EBITDA-Normal Business	234	417	67	-	718	-82	636
	Exceptional Item	-	-	-	-	-	-17	-17
	MAT Paid	-53	-	-	-61	-114	-	-114
	Dividend Paid (Including Tax)	-	-	-	-56	-56	-	-56
	Collections	1323	-	-	-	1323	-	1323
	Project Development Cost	-2366	-	-	-	-2366	-	-2366
	Increase / (Decrease) in Current Capital	-2	-	-	-	-2	-	-2
	Net Change in Working Capital	-25	-72	-62	-	-159	83	-76
	Income tax Refund	0	-	-	40.00	40	-	40
A)	Operating Cash Flow	-889	345	5	-77	-616	-16	-632
	Capital Expenditure	-20	-92	0	-2	-114	-7	-121
B)	Investing Cash Flow	-20	-92	0	-2	-114	-7	-121
	Interest	22	-10	-7	0	5	-25	-20
	Contribution to CTIL Emp Welfare Trust (ESOP)	0	0	0	-95	-95	0	-95
C)	Financing Cash Flow	22	-10	-7	-95	-90	-25	-115
D)	Free Cash Flow (A+B+C)	-887	243	-2	-174	-820	-48	-868
E)	BAKPL – Receipt (+) / Payment (-)					0	7	7
F)	Free Cash Flow-CTIL & BAKPL (D+E)	-887	243	-2	-174	-820	-41	-861

CASH FLOW : FY24



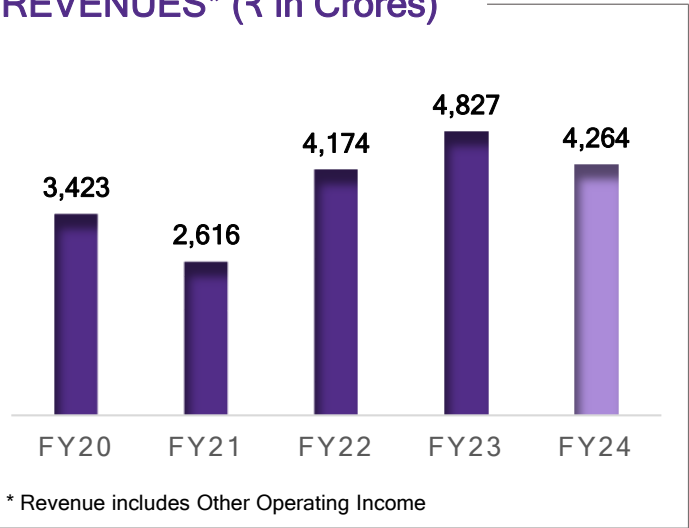
OUTSTANDING LOAN



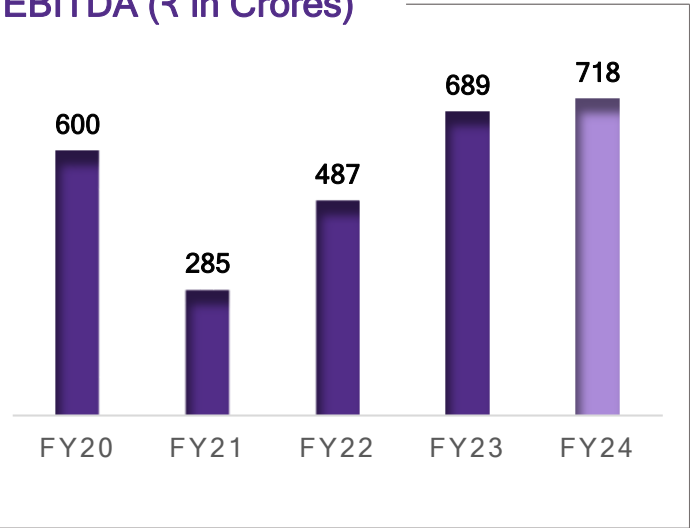
FINANCIAL PERFORMANCE



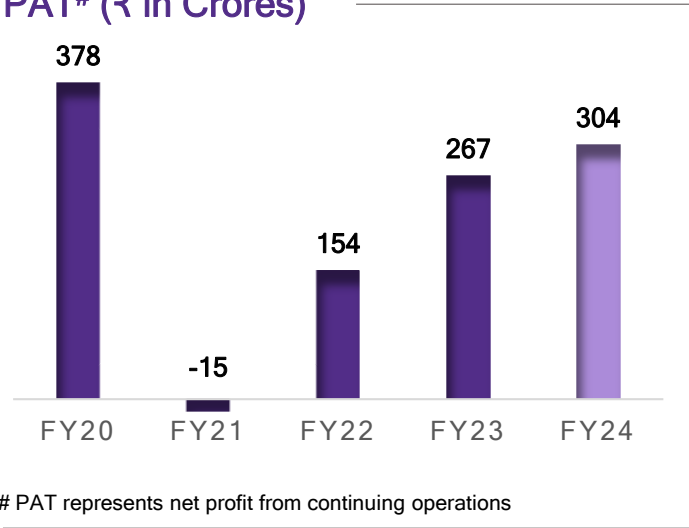
REVENUES* (₹ in Crores)



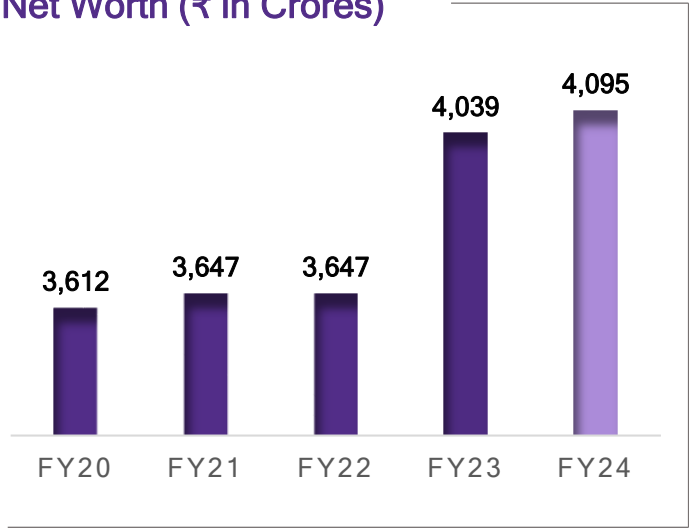
EBITDA (₹ in Crores)



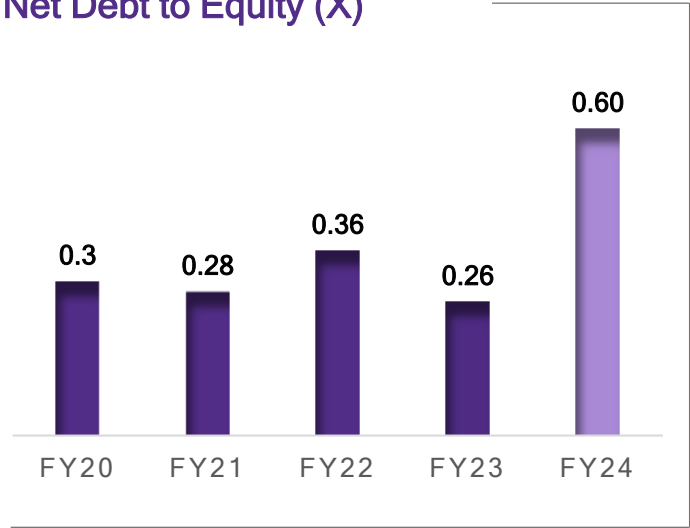
PAT# (₹ in Crores)



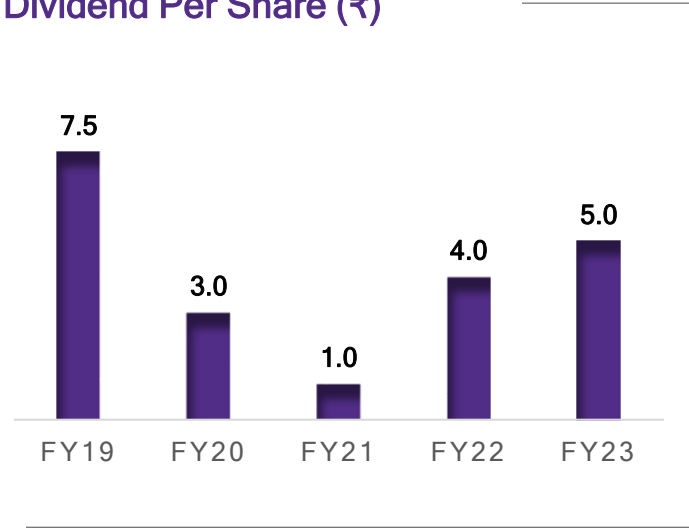
Net Worth (₹ in Crores)



Net Debt to Equity (X)



Dividend Per Share (₹)



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