

# CENTURY Textiles and Industries Limited

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CIN-L17120MH1897PLC000163

OUR REF. :

SH/XII/2021

06<sup>th</sup> May 2021

Corporate Relationship Department  
**BSE Limited**  
1<sup>st</sup> 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**

**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')**

Dear Sir/ Madam,

As informed in our earlier letter dated 04<sup>th</sup> May, 2021, regarding earnings call over video conferencing to be held on Friday, 07<sup>th</sup> May, 2021 to discuss Q4- FY 2020-21 earnings.

In connection to the above, enclosing herewith is the earnings presentation for Q4- FY 2020-21.

This for your information and record.

Thanking you,

Yours truly

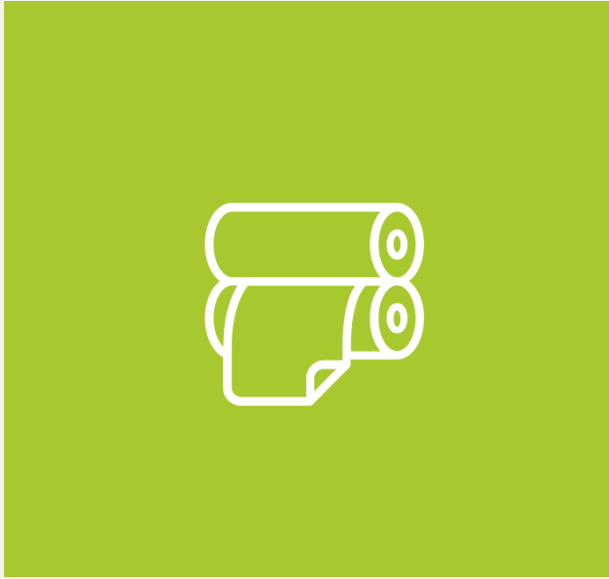
For CENTURY TEXTILES AND INDUSTRIES LIMITED



**ATUL K. KEDIA**  
Company Secretary

Encl: as above





# Earnings Presentation – Q4 FY21

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Summary



Real Estate



Pulp and Paper



Textiles



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## KEY OPERATIONAL HIGHLIGHTS

- Sales in Q4 FY21 saw a 6.5% growth compared to Q4 FY20 and 8.2% compared to Q3 FY21, however FY21 saw a 22.9% revenue decline YoY due to the pandemic induced market conditions
- Real Estate Business registered highest ever quarterly sales in Q4 FY21, garnered strong sales momentum in FY21. Successfully launched its biggest project Birla Navya in Gurugram during Covid ridden year and received robust response
- Pulp and Paper Business operated at 100% capacity in Q4 FY21 and 81% in FY 21. Sales grew by 4.6% in Q4 FY21 compared to Q4 FY20
- Textiles business operated at 90% capacity in Q4 FY21 and overall, 65% capacity in FY21. Sales grew by 15.6% in Q4 FY21 as compared to Q4 FY20
- Safety of our Employees remains the top focus in view of the second wave of the pandemic
- Company embarked on a comprehensive Enterprise Risk Management (ERM) Policy and framework, meeting International Standards such as COSO (Committee of Sponsoring Organization) and ISO 31000

**All business operations returned to normalcy**

# 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-years-old legacy is built on a steadfast commitment to the development of the nation with an unwavering focus on quality and innovation, combined with agility and customer centricity, Century is in a good stead to capitalise on market opportunities.

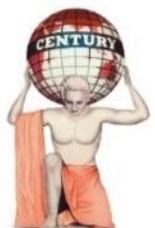
## FY20 BUSINESS MIX (CONSOLIDATED)



**Birla Estates** – with an aim to deliver exceptional and premium home and office spaces, the company marked its entry into the realty sector in 2016.

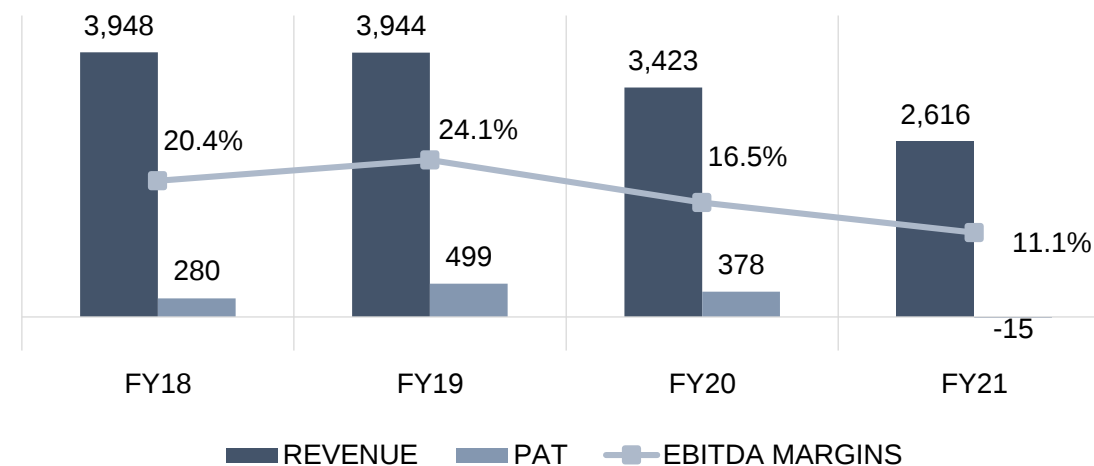


**Century Paper & Pulp** – is a producer of excellent quality writing and printing paper, and a leading manufacturer of tissue and board, as well as Rayon Grade Pulp products.

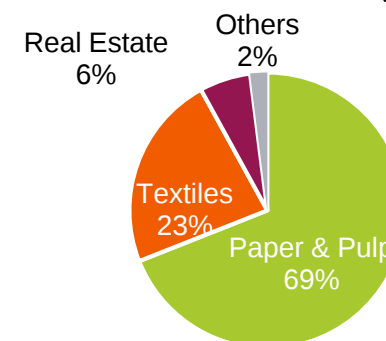


**Birla Century** - Produces a wide range of customised premium textiles which have applications in personal apparel and household linen.

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



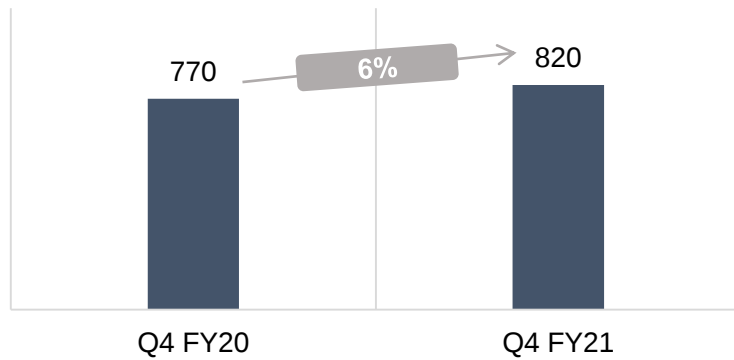
## REVENUE MIX – FY21 (RS. IN CRORES)



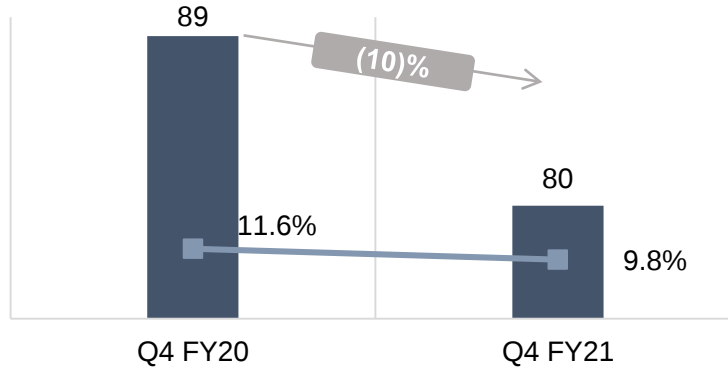
# QUARTERLY CONSOLIDATED PERFORMANCE AT A GLANCE

(RS. IN CRORES)

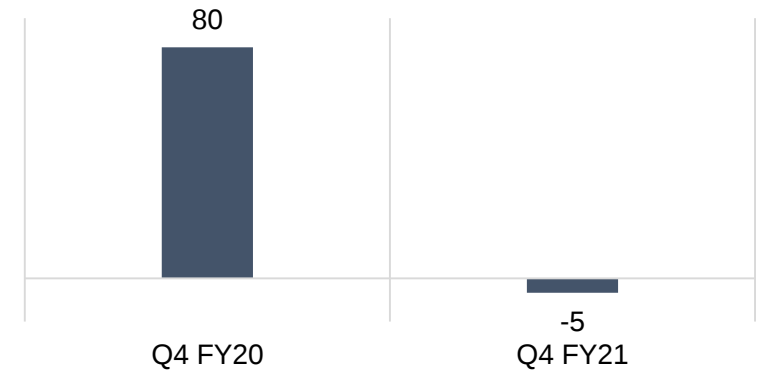
## TURNOVER



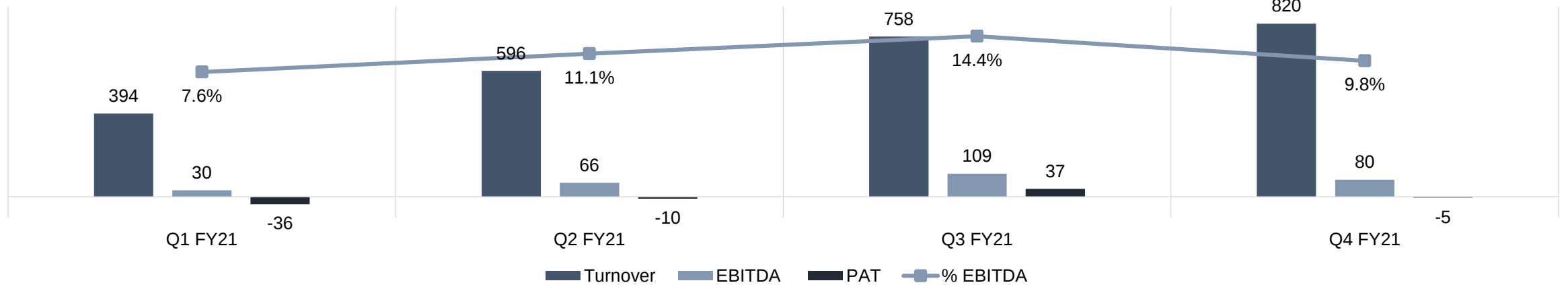
## EBITDA & EBITDA MARGINS



## PAT



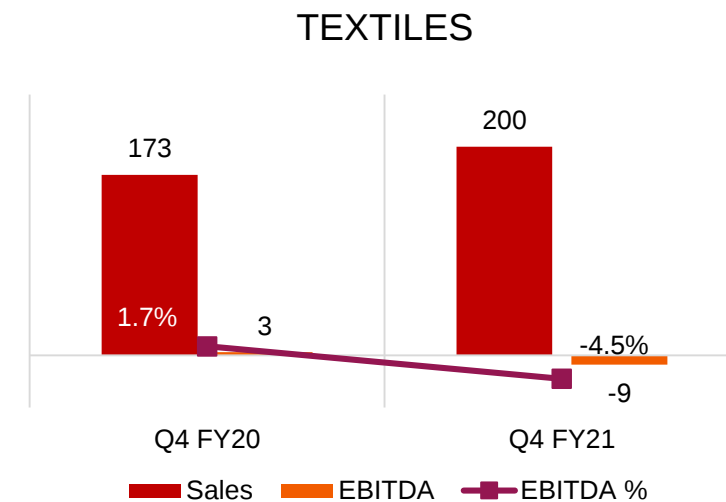
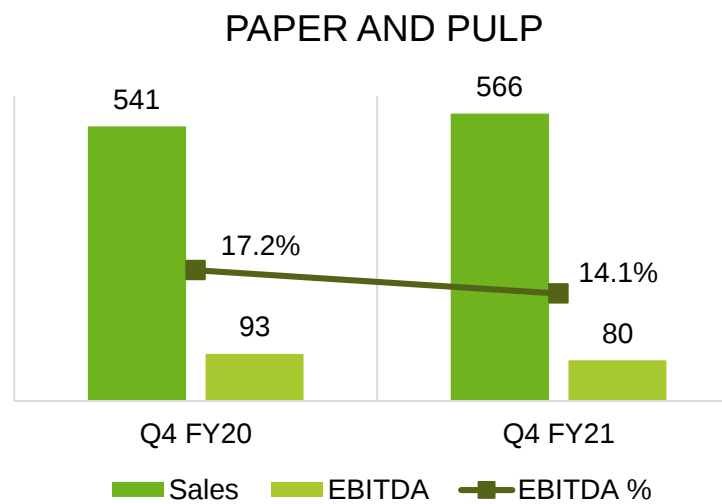
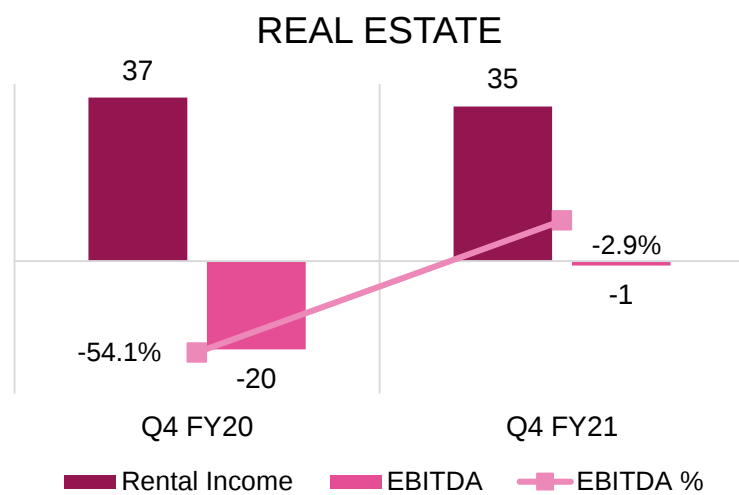
## TTM QUARTERLY PERFORMANCE



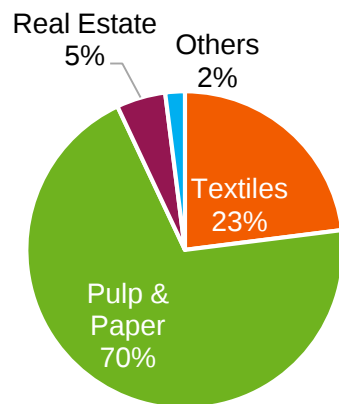
Total Net Debt Outstanding is ~Rs. 1,021 Cr. as on 31<sup>st</sup> March, 2021

# Q4 FY21 SEGMENT WISE CONSOLIDATED PERFORMANCE

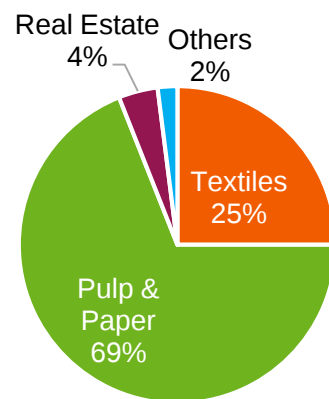
(RS. IN CRORES)



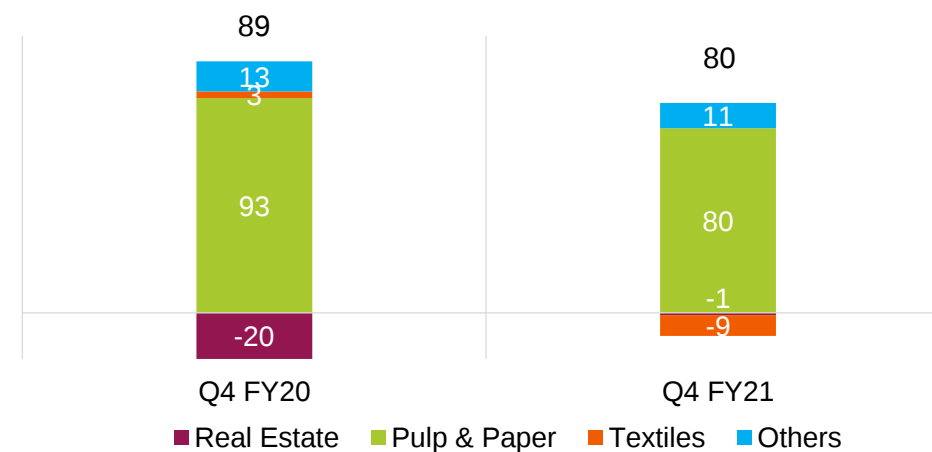
REVENUE PIE : Q4 FY20



REVENUE PIE : Q4 FY21



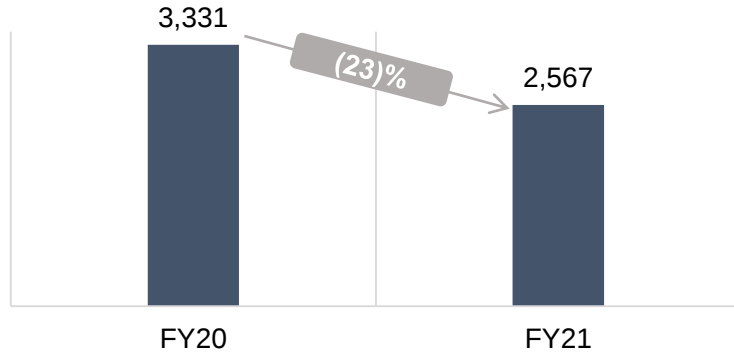
EBITDA BREAKUP - YoY



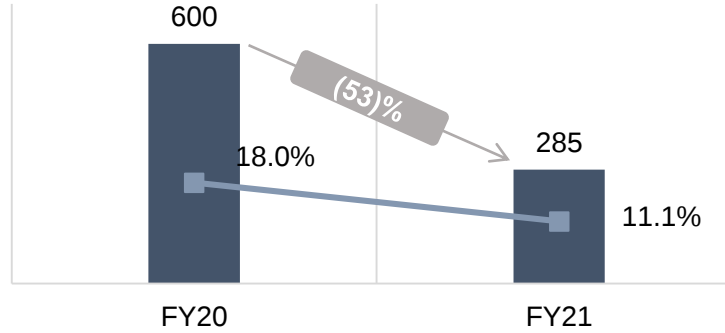
# FY21 CONSOLIDATED PERFORMANCE

(RS. IN CRORES)

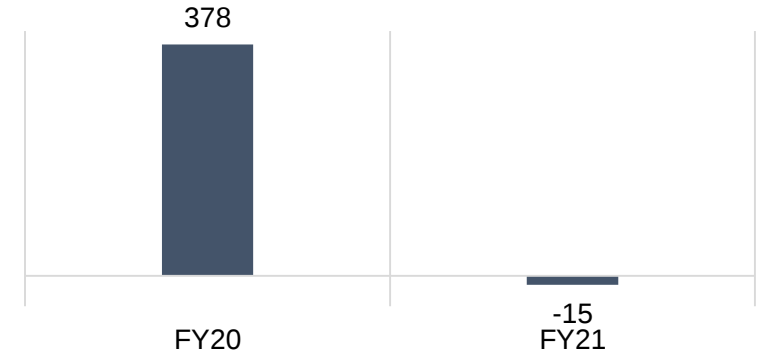
## TURNOVER



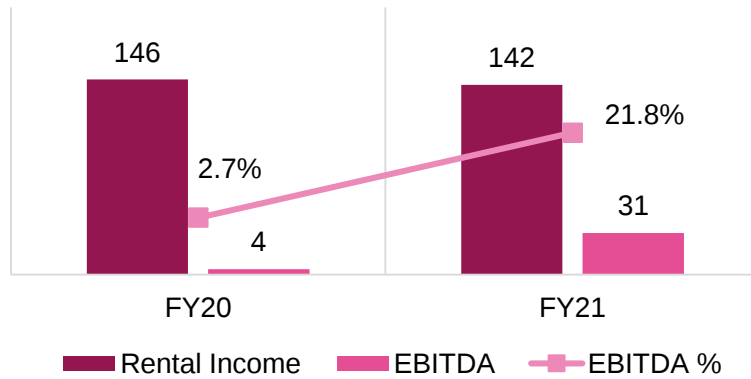
## EBITDA & EBITDA MARGINS



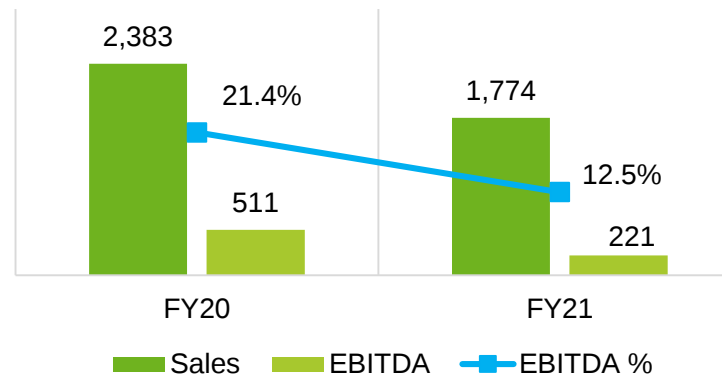
## PAT



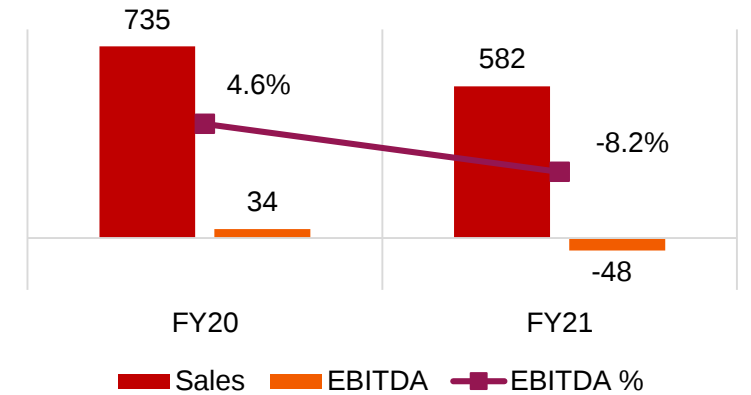
## REAL ESTATE



## 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 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 cities – Mumbai, Bengaluru, Gurugram & Pune.

REVENUE (RS. IN CRORES)



## 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, Grasim Industries, 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 Idea, CoWrks, Hindalco Industries & Woori Bank have offices in this property.

## RESIDENTIAL REAL ESTATE

- **BIRLA VANYA** - Birla Estates launched its first residential project, in FY 20 and within three days of the launch of thus 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 FY21.
- **BIRLA NAVYA** - Birla Navya is a township project in the Golf Course extension road at Gurugram with 300 premium floor residences.

# STEP TOWARDS MORE FOCUS ON GROWING BUSINESS

10

Real Estate

Pulp & Paper

Textiles

Financials



## 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-FY21 KEY OPERATIONAL HIGHLIGHTS – REAL ESTATE



- Business registered strong sales performance across all 3 projects on the back of the healthy demand in the residential real estate segment.
- Sold inventory worth INR 334 Cr during Q4 FY21 and INR 621 Cr during FY21 with collections touching INR 154 crs in the year
- Birla Navya, Gurugram crossed sales of INR 500 Cr and achieved milestone of cumulatively selling 1 Mn sqft worth more than INR 1,000 Cr in less than 2 years
- Started construction at the Birla Navya site in the quarter and all other site operations at launched projects are ongoing with safety precautions in place



- Expansion in the vaccination program and improving economic scenario has considerably improved the market sentiment.
- Continuous shift in preference towards branded developers from customers along with consolidation as landowners and smaller developers seek to partner with reputable developers
- The buoyant consumer sentiment, renewed appreciation for the need for owned spaces and the trust in the Birla Brand will hold us in good stead as we accelerate our growth plans.
- Growth in the commercial segment is expected to continue in the coming years as India remains a preferred destination for MNCs to setup global captive centres.

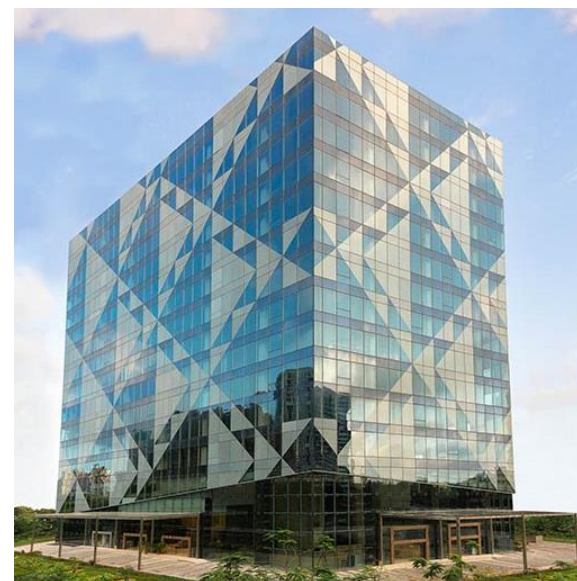
Digitization and customer predisposition towards branded developers would continue over the coming quarters

# BIRLA ESTATES HAS CREATED LANDMARK COMMERCIAL PROJECTS



## 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 fully leased commanding best rentals in the Worli micro-market
- Rs. 125 Crs annual leasing revenue from assets

# SUMMARY OF PORTFOLIO UNDER DEVELOPMENT

| Location                                        | Land Area     | Area under Development | Revenue Potential |
|-------------------------------------------------|---------------|------------------------|-------------------|
|                                                 | (in Acres)    | (in lakh sq. ft.)      | (in INR 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 & COMMERCIAL SALES HIGHLIGHTS

| Particulars                      | UOM     | Q4 FY21  | Q4 FY20 | % chg YoY | Q3 FY21  | % chg QoQ | FY21     | FY20     | % chg YoY |
|----------------------------------|---------|----------|---------|-----------|----------|-----------|----------|----------|-----------|
| <b>Commercial</b>                |         |          |         |           |          |           |          |          |           |
| Leasing Income                   | Rs. Cr. | 29.7     | 32.4    | (9)%      | 31.6     | (6)%      | 125.7    | 134.6    | (7)%      |
| Average Rent Realisation (BA&BC) | Rs./sft | 148.9    | 165.0   | (10)%     | 162.0    | (8)%      | 159.7    | 171.2    | (7)%      |
| <b>Residential</b>               |         |          |         |           |          |           |          |          |           |
| Area Sold                        | Sq. Ft. | 3,31,527 | 48,939  | 577%      | 1,66,212 | 96%       | 6,47,376 | 6,39,895 | 1%        |
| Booking Value                    | Rs. Cr. | 333.6    | 37.6    | 788%      | 159.02   | 110%      | 621.0    | 464.2    | 34%       |
| Collections                      | Rs. Cr. | 91.3     | 20.4    | 201%      | 30.0     | 205%      | 154.2    | 84.0     | 83%       |
| Units Sold                       | Nos.    | 164      | 26      | 531%      | 96       | 71%       | 337      | 550      | (39)%     |

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



|                   |                                                            |
|-------------------|------------------------------------------------------------|
| Location          | Shahad, Kalyan                                             |
| Area              | 22 acres                                                   |
| Saleable Area     | 13.12 lakh sq. ft.<br>Phase 1 – 5.24 lakh sq. ft. launched |
| Revenue Potential | Rs. 1,134 Crs                                              |
| Architect         | Arch. Hafeez Contractor                                    |
| Product Type      | Residential – 1 BHK, 2 BHK, 3 BHK & 4 BHK                  |
| Cumulative Sales  | Achieved Booking Value of Rs. 373 Crs                      |
| Construction      | Construction of super structure in full swing              |

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



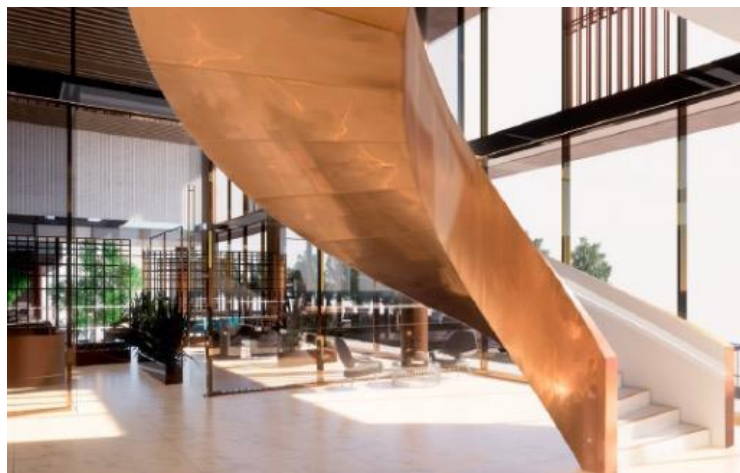
|                   |                                          |
|-------------------|------------------------------------------|
| Location          | Soukya Road, Bengaluru                   |
| Area              | 8.1 acres                                |
| Saleable Area     | 5.47 lakh sq. ft.                        |
| Revenue Potential | Rs. 393 Crs                              |
| Architect         | Synergy                                  |
| Product Type      | Residential – 3-Bed and 4-Bed Villaments |
| Cumulative Sales  | Achieved Booking Value of Rs. 215 Crs    |
| Construction      | Construction of structure in full swing  |

# BIRLA NAVYA, GURUGRAM (JV) – PROJECT UPDATE



|                          |                                                |
|--------------------------|------------------------------------------------|
| <b>Location</b>          | Sector 63 A, Gurugram, NCR                     |
| <b>Area</b>              | 65 acres                                       |
| <b>Saleable Area</b>     | 36.5 lakh sq. ft.                              |
| <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>       | October 2020                                   |
| <b>Cumulative Sales</b>  | Achieved Booking Value of Rs. 498 Crs          |
| <b>Construction</b>      | Sample flat completed and opened for customers |

# CENTURY MILLS, WORLI – PROJECT UPDATE



|                   |                                                       |
|-------------------|-------------------------------------------------------|
| Location          | Worli, Mumbai                                         |
| Area              | 20 acres                                              |
| Saleable Area     | 30 lakh sq. ft.                                       |
| Revenue Potential | Rs. 10,000 Crs                                        |
| Architect         | Foster & Partners                                     |
| Product Type      | Residential – 2 BHK, 3 BHK, 4 BHK and 5 BHK Penthouse |
| Launch Year       | FY 22                                                 |
| Current Update    | Prelaunch activities ongoing                          |

# TISYA (MAGADI ROAD), BENGALURU (JV) – PROJECT UPDATE



|                   |                                             |
|-------------------|---------------------------------------------|
| Location          | Magadi Road, Bengaluru                      |
| Area              | 4.75 acres                                  |
| Saleable Area     | 5.97 lakh sq. ft.                           |
| Revenue Potential | Rs. 589 Crs                                 |
| Architect         | RSP                                         |
| Product Type      | Residential – 2 BHK, 2.5 BHK, 3 BHK & 4 BHK |
| Launch Year       | FY 22                                       |
| Current Update    | Prelaunch activities ongoing                |



# Pulp & Paper

Flag bearer in Paper Industry

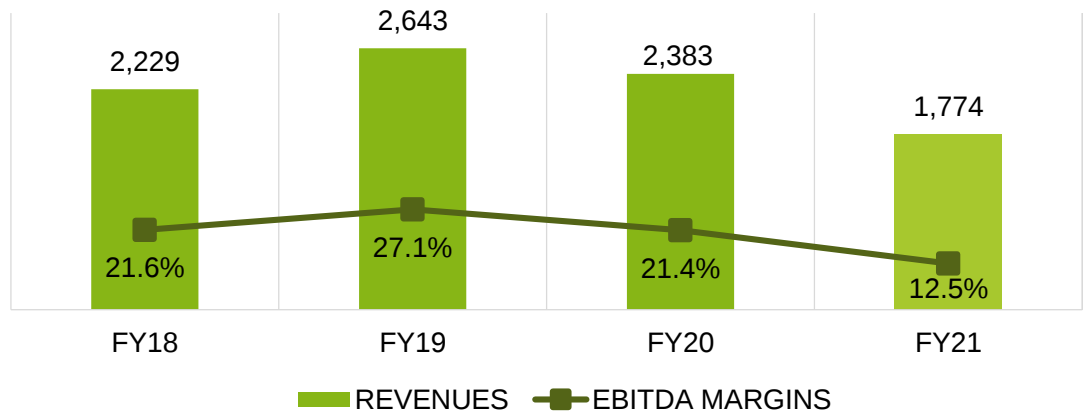
# PULP & PAPER - EXECUTIVE SUMMARY

- 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.

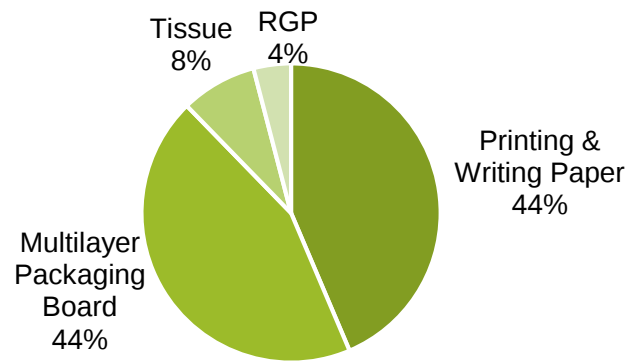
## PRODUCT PORTFOLIO

- **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, 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 around 100 tons per day.

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



REVENUES MIX – FY21 (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 96% 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-FY21 KEY OPERATIONAL HIGHLIGHTS – PULP & PAPER



- Q4 FY21 performed better than the previous quarters of FY21. Sales volumes witnessed growth of 15.7% in Q4 FY21 as compared to Q3 FY21 and 4.6% growth compared to Q4 FY20
- Demand for non-copier paper increased due to proposed offline examinations. Also, order flow for BOARD segment improved compared to previous quarters mainly from pharma sector and E-commerce sector
- Consumption of tissue saw an uptake due to opening of consumption centres, however export business got negatively impacted due to disruptions in supply chain and logistics services
- In the International market, sharp increase in the soft-wood Pulp prices resulted in higher paper manufacturing costs
- New Tissue Plant commissioned in March'21, thereby increasing the tissue manufacturing capacity by 100%

# MARKET OUTLOOK – PULP & PAPER

- Second wave of the mutated Covid-19 virus can affect demand in the domestic, as well as global market.
- Partially re-started paper consumption centres like schools, colleges, offices, judiciary, restaurants, and hotels are being closed by the authorities in the country. However, ongoing vaccination drive will help in reducing fear among the people.
- People are preferring to transact online, resulting in a sharp increase in E-commerce trade transactions, that bodes well for the packaging industry.
- Tissue Paper demand grew, because post-Lockdown even general public gives much higher importance to hygiene and sanitation awareness aspect.

**Medium to Long term outlook for Indian paper industry remains strong**

# Q4 FY21 PRODUCTION & SALES



The Capacity Utilisation for Q4 FY21 was 100% as compared to 95% in Q4 FY20

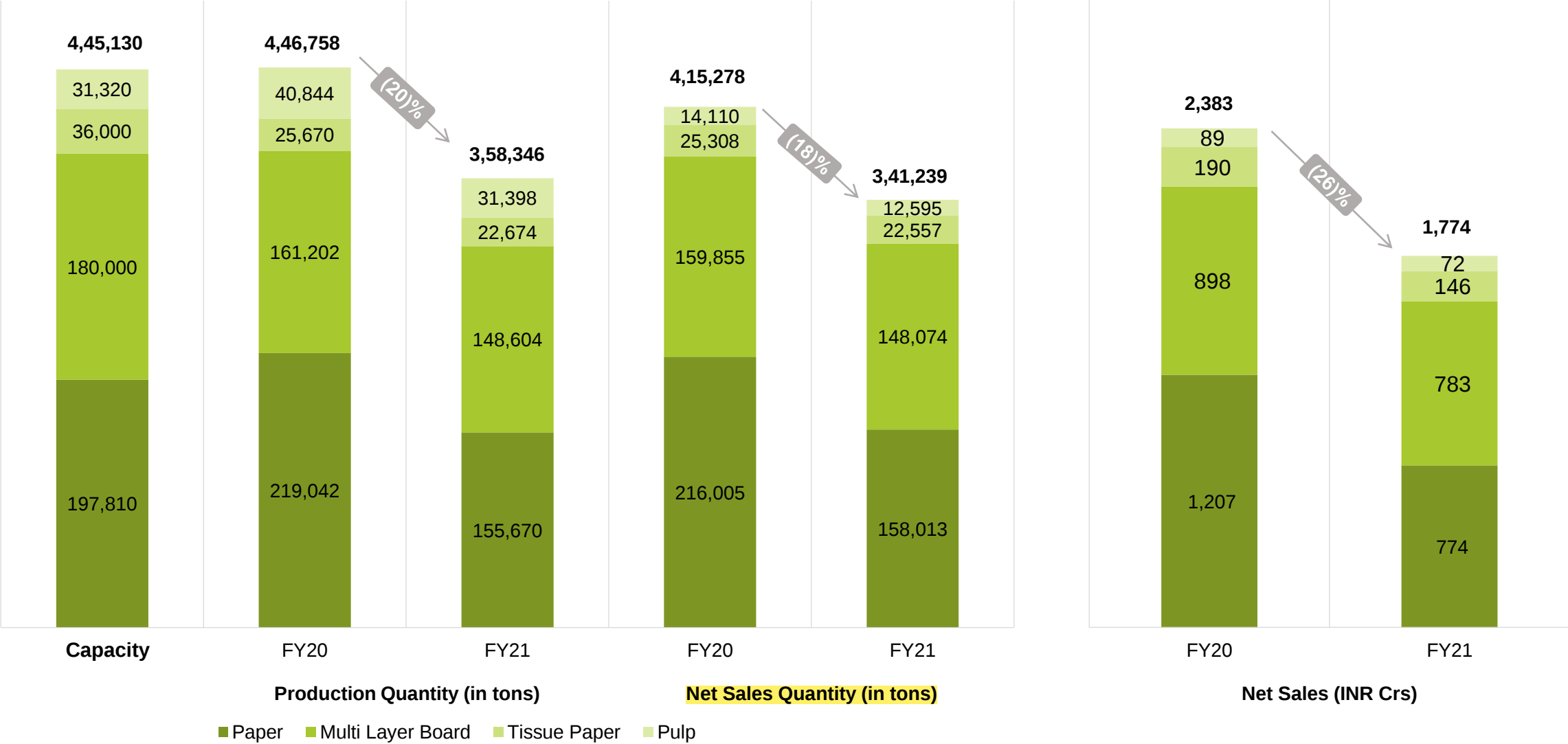
# FY21 PRODUCTION & SALES

Real Estate

Pulp & Paper

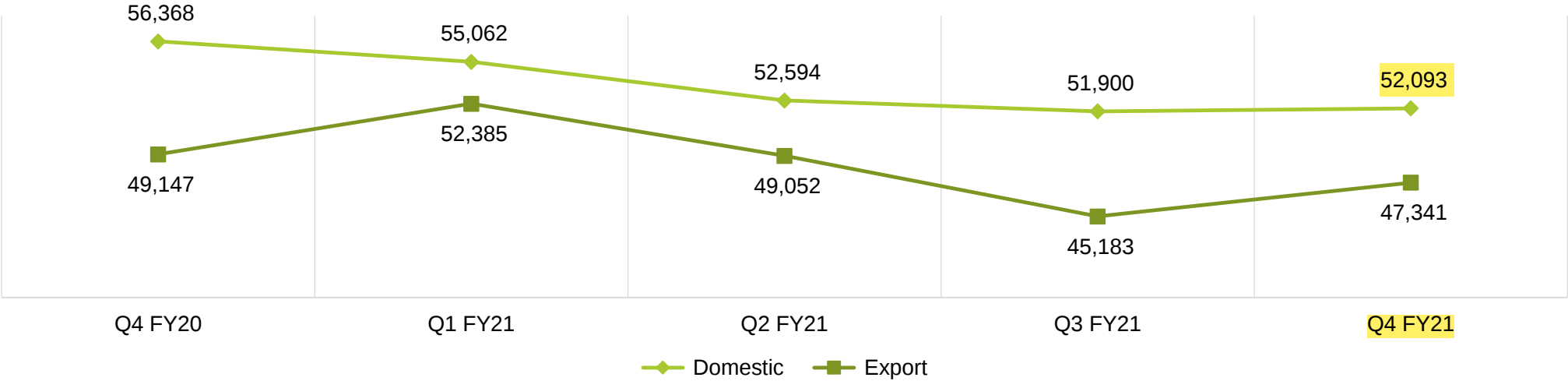
Textiles

Financials



# MACROS

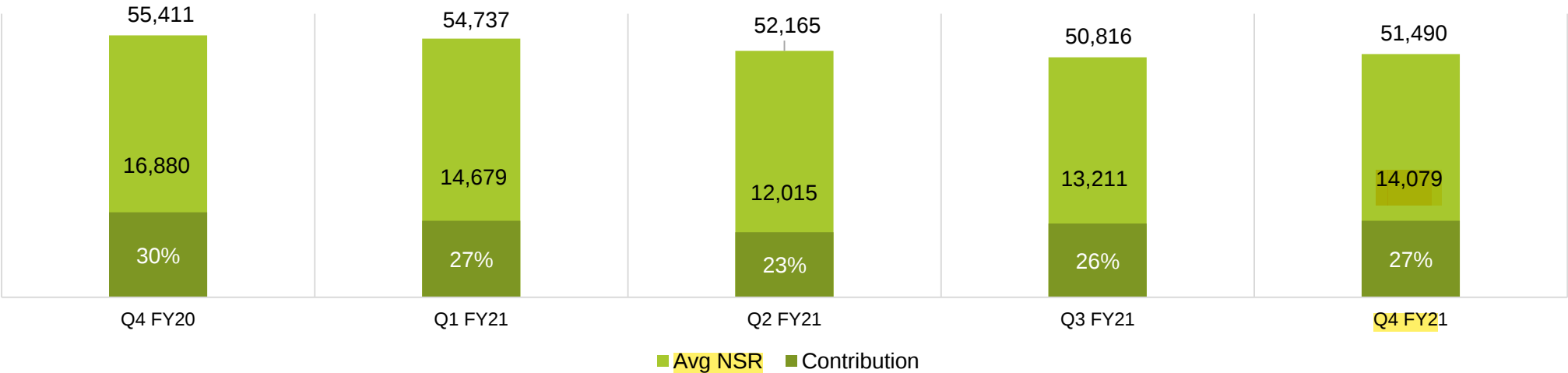
NSR MOVEMENT (INR/ TONS)



| YoY  | QoQ |
|------|-----|
| (8)% | 0%  |

| YoY  | QoQ |
|------|-----|
| (4)% | 5%  |

OVERALL CONTRIBUTION





# Textiles

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



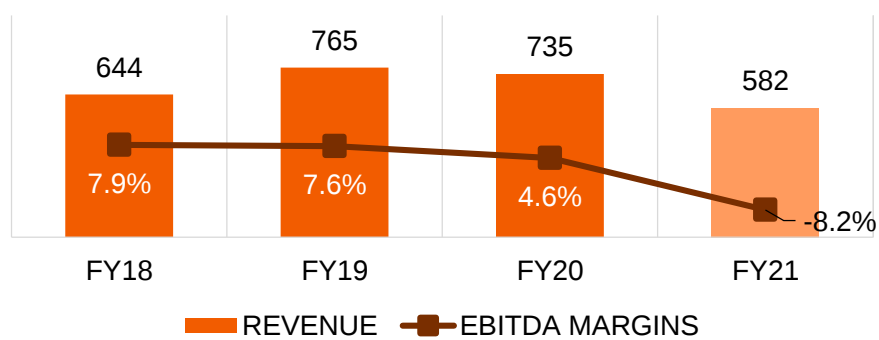
# EXECUTIVE SUMMARY – CENTURY TEXTILES

- Century Textiles and Industries Limited (CTIL), was incorporated in Mumbai, India, in 1897. A state-of-the-art, vertically integrated plant, Birla Century (A Division of CTIL) was set up at Jhagadia, Bharuch, Gujarat, in the year 2008, using the best modern machinery to produce a wide range of premium textiles.
- The company’s USP is the customisation it offers clients in terms of the weave, design and texture of products. It has an extensive network of distributors and dealers in India and we also sell our exclusive range of home-textiles and other products in the global market.
- The focus is on manufacturing products of excellent and consistent quality; adding value by offering a variety of weaves, designs, and finishes; innovating continuously to create new products; and satisfying our customers with our excellent service and timely delivery.

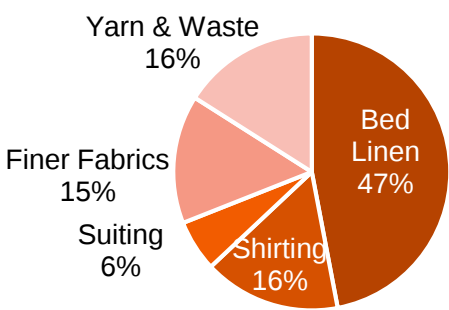
## PRODUCT PORTFOLIO

- **SHIRTINGS** - Manufactures premium range elite shirting in elegant designs, weaves and colours in the range of Ne 40 to Ne 150 in singles and Ne 2/80 to Ne 2/200 in 2 plys.
- **BOTTOM WEIGHT** - As one of the leading bottom-weight fabric manufacturers in India, the company manufactures luxury bottom weights in the range of Ne 10 to Ne 4/100 and is available in whites, solids, prints, and yarn dyed with special weaves and designs.
- **FINER FABRICS** - The Birla Century range of Finer Fabrics i.e. dress materials are available in a variety of contemporary designs, weaves and colours. Poplin, cambric, lawn, twill, satin, mull, voile, dobby and slub dress materials are manufactured at the technologically-advanced factory in the range from Ne 40 to Ne 150 in singles and doubles.
- **BED LINEN** - Premium quality household linen from Birla Century includes a wide range of elegantly tailored sheets, and bed and bath coordinate pieces. Suited perfectly for domestic as well as international markets, the 100% cotton products are available in varied styles and designs in the range of 180 TC to 2000 TC.

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



REVENUE MIX – FY21 (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



- Overall business environment and production across India returned to normalcy. Fourth quarter closed overall with good demand in retail, domestic and international brands
- Supply was lower than demand causing inventories to decrease and subsequently healthy increase in order booking
- Increasing demand in US for home linen led to full capacity utilization in this quarter too, but emphasis on organic and imported cotton by international brands dented the profitability
- Apparel business order booking was good throughout the quarter leading to 100% capacity utilization, however sharp increase in yarn prices led to margin pressure

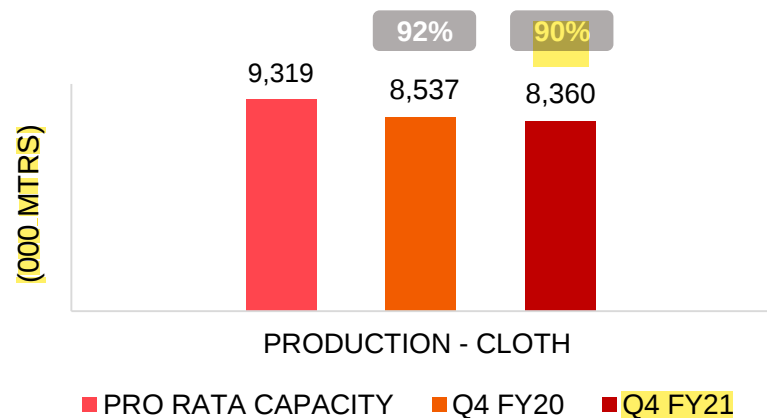


- In FY 22, increase in demand is expected as some export customers have started shifting their orders from China to India. However, the global market outlook is still not clear because of the new virus strain of Corona world-wide.
- Apparel fabric product demand is gradually picking up, however, disproportionate increase in raw material prices (mainly yarn) cannot be fully passed on to fabric customers, hence margin is still under pressure.
- Home textile demand is good locally as well as internationally, however demand majorly requires usage of organic cotton & imported cotton, where prices are disproportionately increasing on day-to-day basis which can't be passed to customers.
- Current Product mix is now more focused on sustainability, having innovative finishes to cater to the market once domestic and international markets reopen in full swing.
- The overall market outlook is not clear at present because of new virus strand of Corona world-wide. However, vaccination drive has started we are hopeful of a return to normalcy by H1FY22.

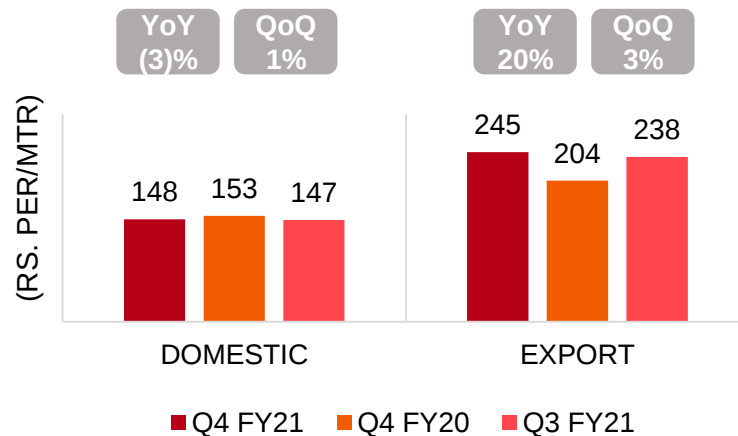
**Focus remains on sustainability and innovation**



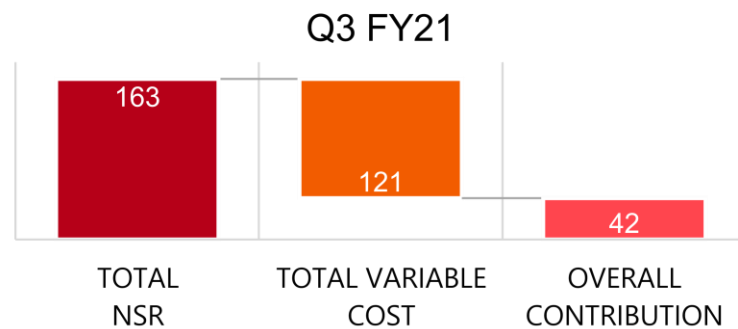
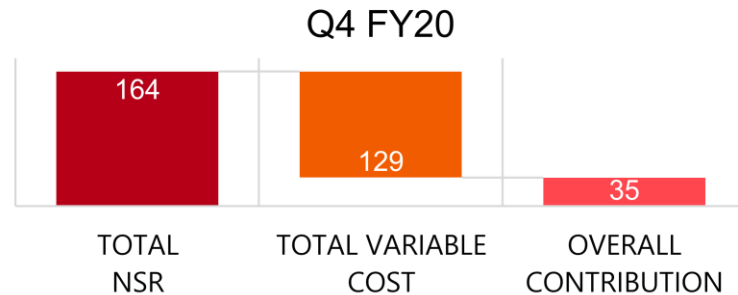
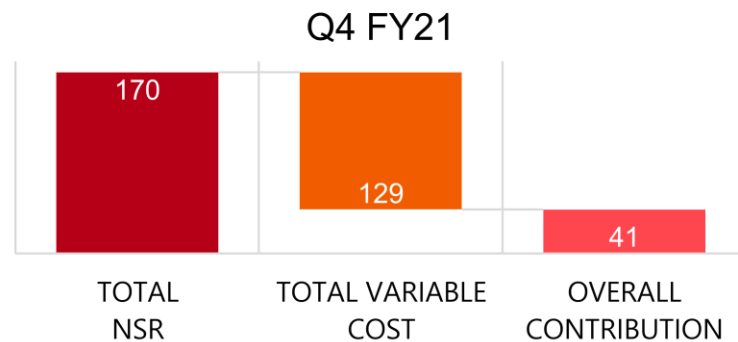
## CLOTH – CAPACITY UTILISATION



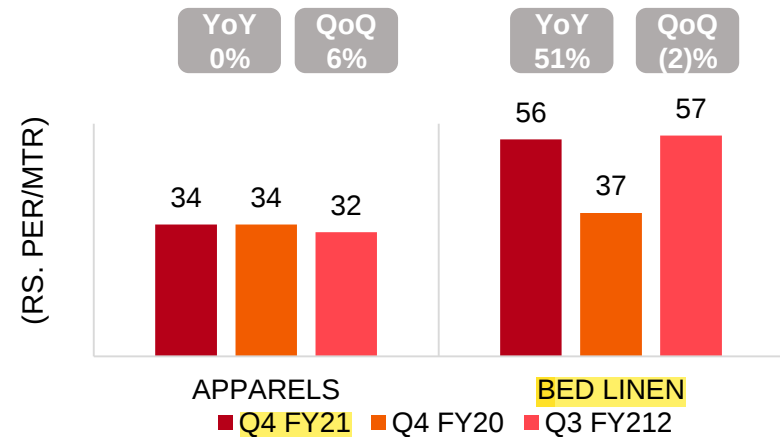
## NET SALES REALISATIONS



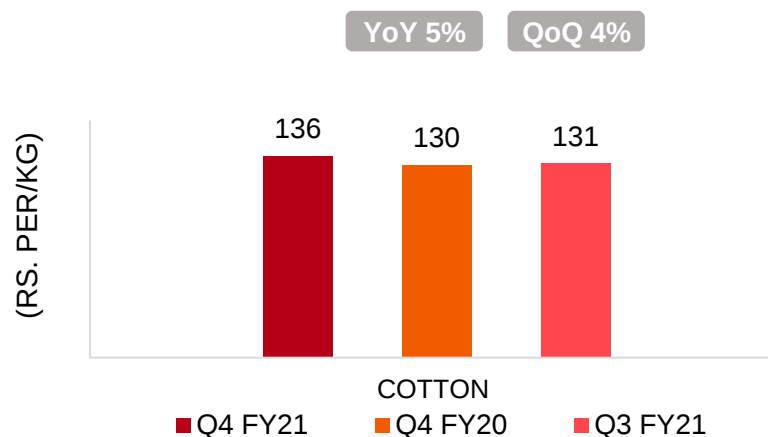
## OVERALL CONTRIBUTION (RS. PER/MTR)



## FABRIC CONTRIBUTION



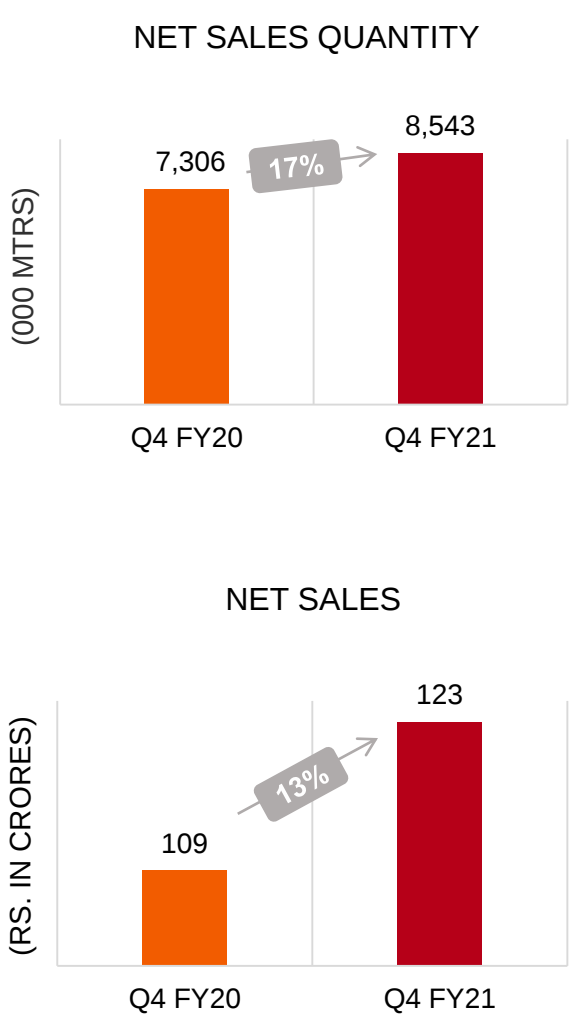
## INPUT PRICE – COTTON



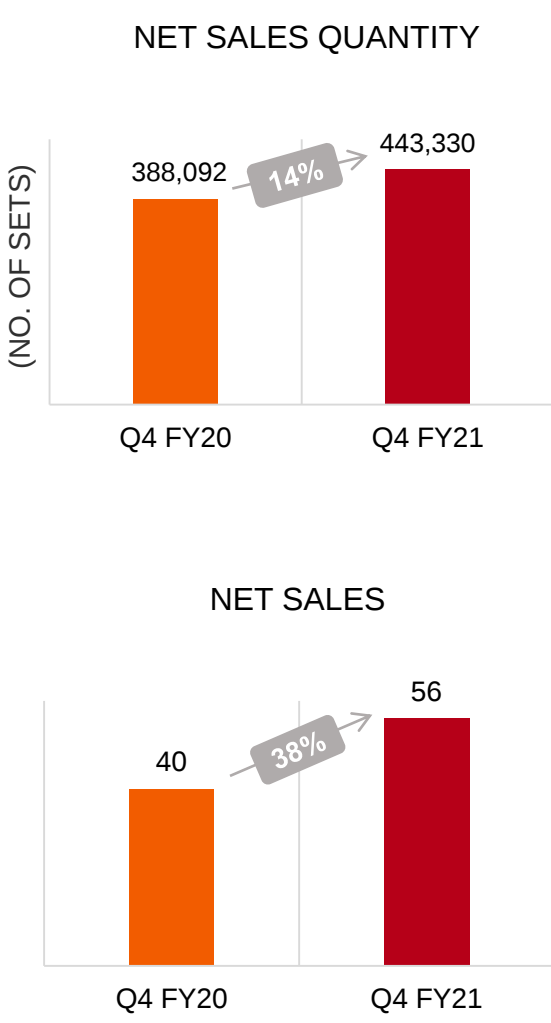
# SALES – Q4 FY21



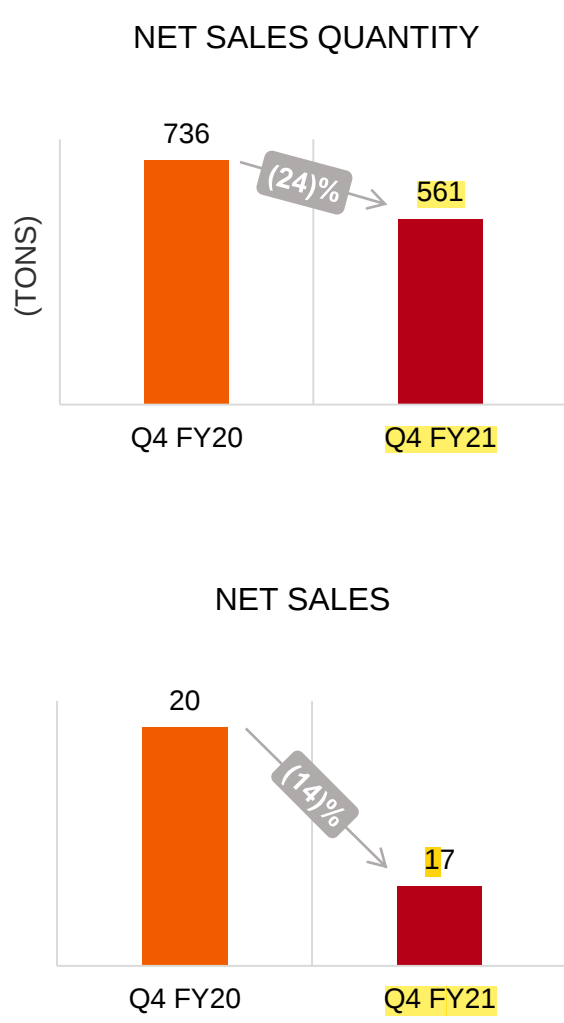
## CLOTH



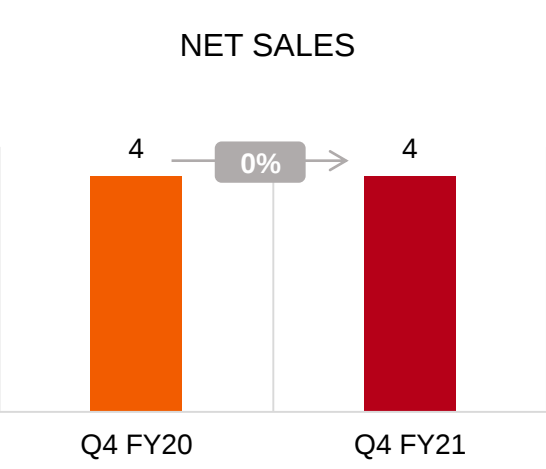
## BED SHEETS



## YARN

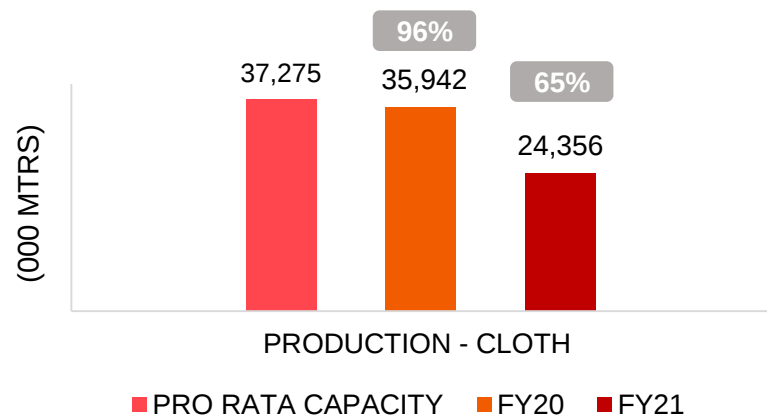


## OTHERS

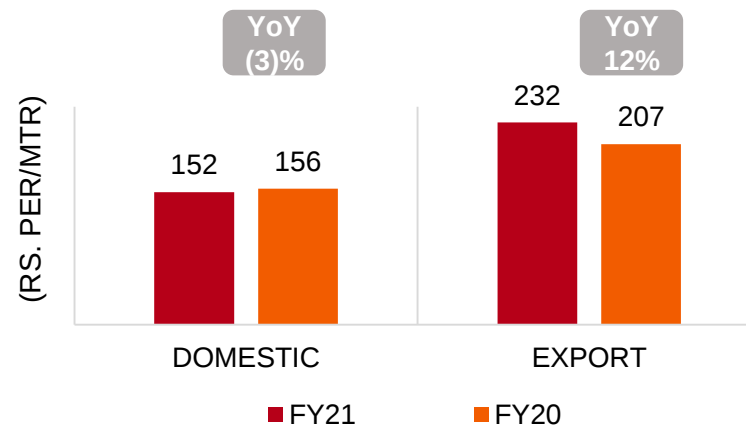




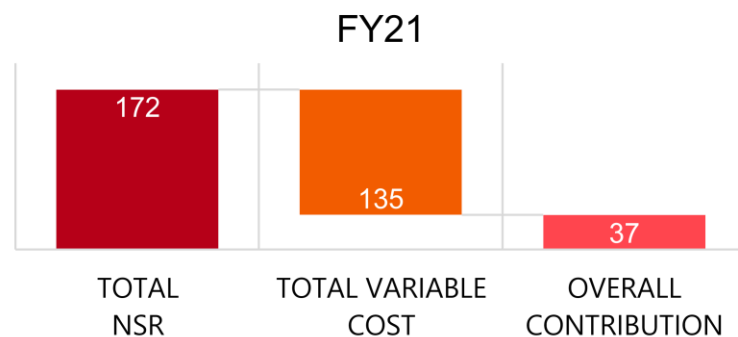
## CLOTH – CAPACITY UTILISATION



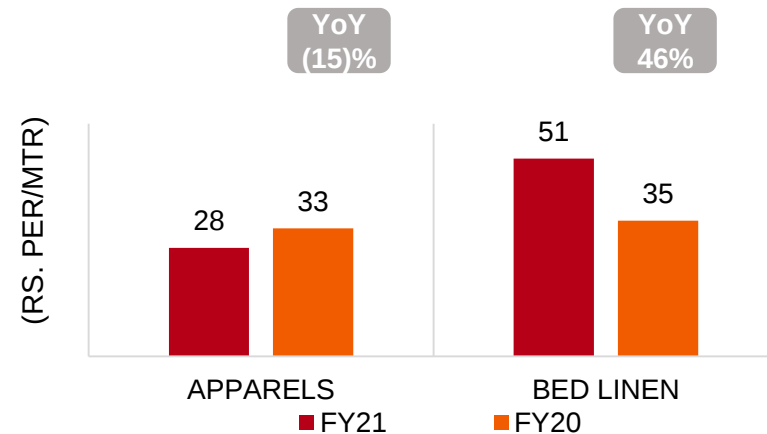
## NET SALES REALISATIONS



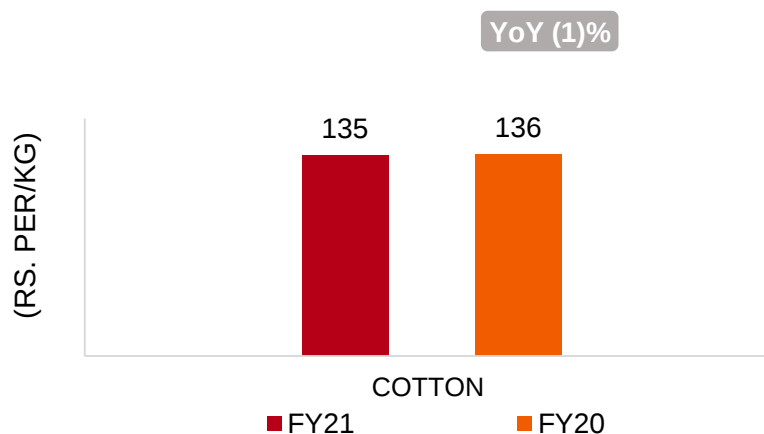
## OVERALL CONTRIBUTION (RS. PER/MTR)



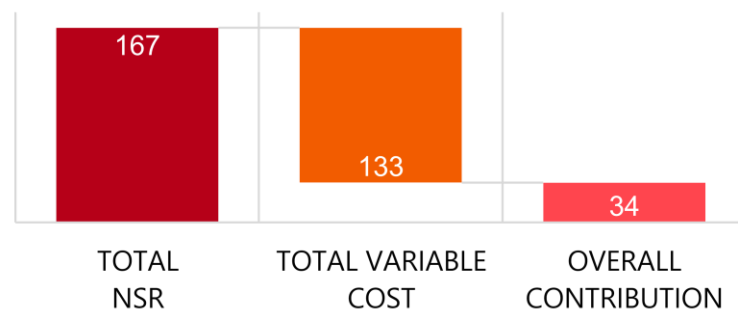
## FABRIC CONTRIBUTION



## INPUT PRICE – COTTON



## FY20





# SALES – FY21

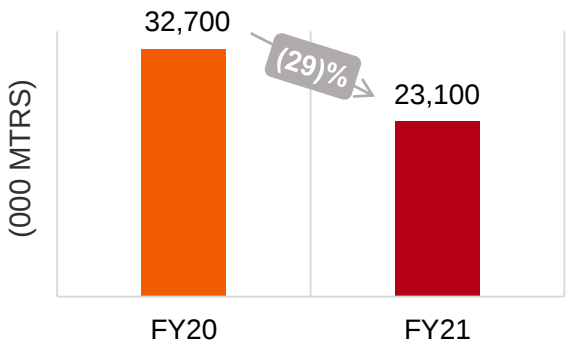
## CLOTH

## BED SHEETS

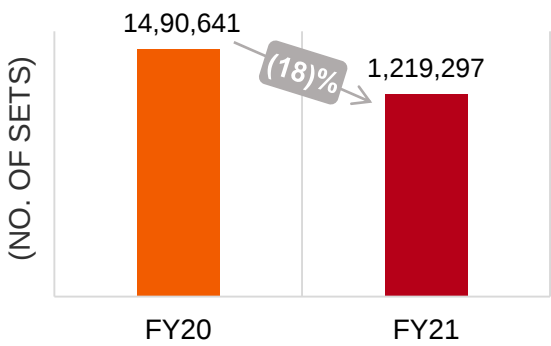
## YARN

## OTHERS

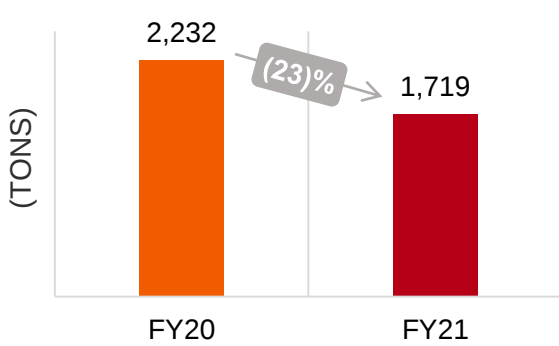
NET SALES QUANTITY



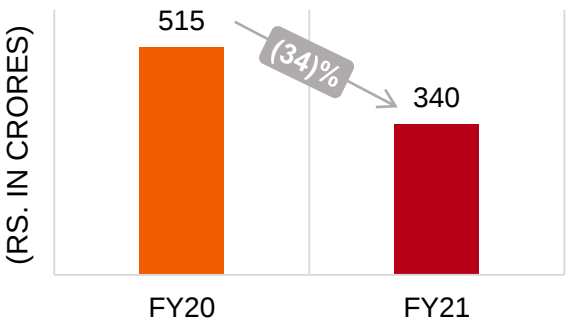
NET SALES QUANTITY



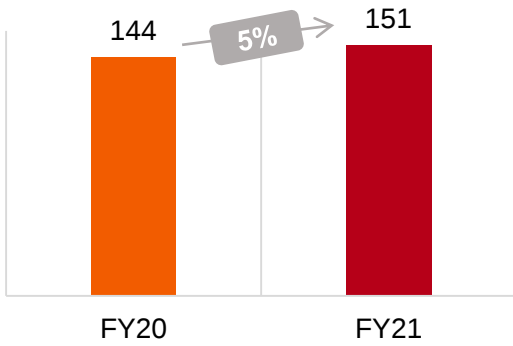
NET SALES QUANTITY



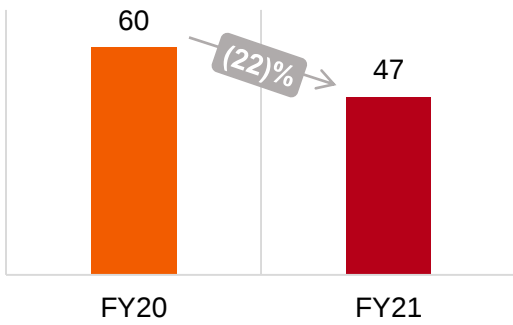
NET SALES



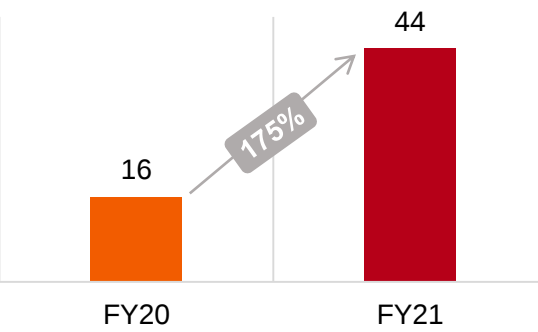
NET SALES



NET SALES



NET SALES





# Financial Summary

PROFIT & LOSS – Q4 FY21

| (RS. IN CRORES)                      |          |          |                    |                 |      |                 |      |
|--------------------------------------|----------|----------|--------------------|-----------------|------|-----------------|------|
| Particulars                          | Q4 FY 20 | Q3 FY 21 | Q4 FY 21<br>Actual | Variance Q on Q |      | Variance Y on Y |      |
|                                      |          |          |                    | Amount          | %    | Amount          | %    |
| Continuing Operations                |          |          |                    |                 |      |                 |      |
| Sales                                |          |          |                    |                 |      |                 |      |
| Textiles                             | 173      | 216      | 200                | -16             | -7%  | 27              | 16%  |
| Pulp & Paper                         | 541      | 489      | 566                | 77              | 16%  | 25              | 5%   |
| Real Estate                          | 37       | 36       | 35                 | -1              | -2%  | -2              | -4%  |
| Others                               | 19       | 17       | 19                 | 2               | 10%  | NA              | NA   |
| Total Sales                          | 770      | 758      | 820                | 62              | 8%   | 51              | 7%   |
| EBITDA                               |          |          |                    |                 |      |                 |      |
| Textiles                             | 3        | 1        | -9                 | NA              | NA   | NA              | NA   |
| Pulp & Paper                         | 93       | 60       | 80                 | 20              | 33%  | -13             | -14% |
| Real Estate                          | -20      | 8        | -1                 | NA              | NA   | NA              | NA   |
| Others                               | 13       | 12       | 11                 | -1              | -11% | -2              | -18% |
| Interest income of income tax refund |          | 28       |                    |                 |      |                 |      |
| Total EBITDA                         | 89       | 109      | 80                 | -29             | -27% | -9              | -10% |
| Less : Finance Cost                  | 25       | 16       | 16                 | 0               | 0%   | -9              | -37% |
| PBDT                                 | 64       | 92       | 64                 | -28             | -30% | 0               | 0%   |
| Less : Depreciation                  | 58       | 58       | 58                 | 0               | 0%   | 0               | 0%   |
| PBT                                  | 6        | 34       | 6                  | -28             | -82% | 0               | 0%   |
| Tax                                  | -74      | -3       | -11                | NA              | NA   | NA              | NA   |
| Net Profit after Tax                 | 81       | 37       | -5                 | NA              | NA   | NA              | NA   |
| Discontinuing Operations             |          |          |                    |                 |      |                 |      |
| Profit after Tax                     | -2       | -6       | -6                 | NA              | NA   | NA              | NA   |
| Total Net Profit after Tax           | 78       | 31       | -10                | NA              | NA   | NA              | NA   |

(RS. IN CRORES)

| Particulars                          | FY20  | FY21  | Variance Y on Y |      |
|--------------------------------------|-------|-------|-----------------|------|
|                                      |       |       | Amount          | %    |
| Continuing Operations                |       |       |                 |      |
| Sales                                |       |       |                 |      |
| Textiles                             | 735   | 582   | -153            | -21% |
| Pulp & Paper                         | 2,383 | 1,774 | -609            | -26% |
| Real Estate                          | 146   | 142   | -4              | -3%  |
| Others                               | 67    | 69    | 2               | 3%   |
| Total Sales                          | 3,331 | 2,567 | -764            | -23% |
| EBITDA                               |       |       |                 |      |
| Textiles                             | 34    | -48   | NA              | NA   |
| Pulp & Paper                         | 511   | 221   | -290            | -57% |
| Real Estate                          | 4     | 31    | 27              | 675% |
| Others                               | 51    | 48    | -3              | -6%  |
| Interest income of income tax refund |       | 33    | NA              | NA   |
| Total EBITDA                         | 600   | 285   | -315            | -53% |
| Less : Finance Cost                  | 87    | 71    | -16             | -18% |
| PBDT                                 | 513   | 214   | -299            | -58% |
| Less : Depreciation                  | 229   | 230   | -1              | 0%   |
| PBT                                  | 284   | -16   | NA              | NA   |
| Tax                                  | -94   | -1    | NA              | NA   |
| Net Profit after Tax                 | 378   | -15   | NA              | NA   |
| Discontinuing Operations             |       |       |                 |      |
| Profit after Tax                     | -17   | -19   | NA              | NA   |
| Total Net Profit after Tax           | 361   | -34   | NA              | NA   |

CASH FLOW – Q4 FY21

(RS. IN CRORES)

|    | Particulars                                   | Textile | Rayon | Pulp & Paper | Birla Estates | H.O. | Sub Total | Yarn & Denim | Grand Total |
|----|-----------------------------------------------|---------|-------|--------------|---------------|------|-----------|--------------|-------------|
|    | EBITDA                                        | (9)     | 11    | 80           | (1)           | -    | 80        | (8)          | 73          |
|    | MAT Paid                                      |         |       |              |               |      | -         |              | -           |
|    | Dividend Paid (Including Tax)                 |         |       |              |               |      | -         |              | -           |
|    | Net Change in Working Capital                 | 19      | (8)   | 54           | 11            | -    | 76        | 2            | 78          |
|    | Income Tax Refund                             |         |       |              |               |      | -         |              | -           |
| A) | Operating Cash Flow                           | 10      | 3     | 134          | 10            | -    | 157       | (6)          | 151         |
|    | Capital Expenditure                           | (2)     | -     | (8)          | (1)           | -    | (11)      | -            | (11)        |
| B) | Investing Cash Flow                           | (2)     | -     | (8)          | (1)           | -    | (11)      | -            | (11)        |
|    | Interest                                      | (3)     | (2)   | (5)          | (4)           | (2)  | (16)      |              | (16)        |
|    | Interest paid on bond                         |         |       |              |               | (24) | (24)      |              | (24)        |
| C) | Financing Cash Flow                           | (3)     | (2)   | (5)          | (4)           | (26) | (40)      | -            | (40)        |
| D) | Free Cash Flow (A+B+C)                        | 5       | 1     | 121          | 5             | (26) | 106       | (6)          | 100         |
|    | Sources of Fund Required                      |         |       |              |               |      |           |              |             |
|    | Loan Taken / (Repaid)                         |         |       |              |               |      |           |              | (70)        |
|    | Bank Balance & Investment Reduced /(Increase) |         |       |              |               |      |           |              | (30)        |
|    | Net                                           |         |       |              |               |      |           |              | (100)       |

# CASH FLOW – Q4 FY21

(INR CRORES)

Real Estate



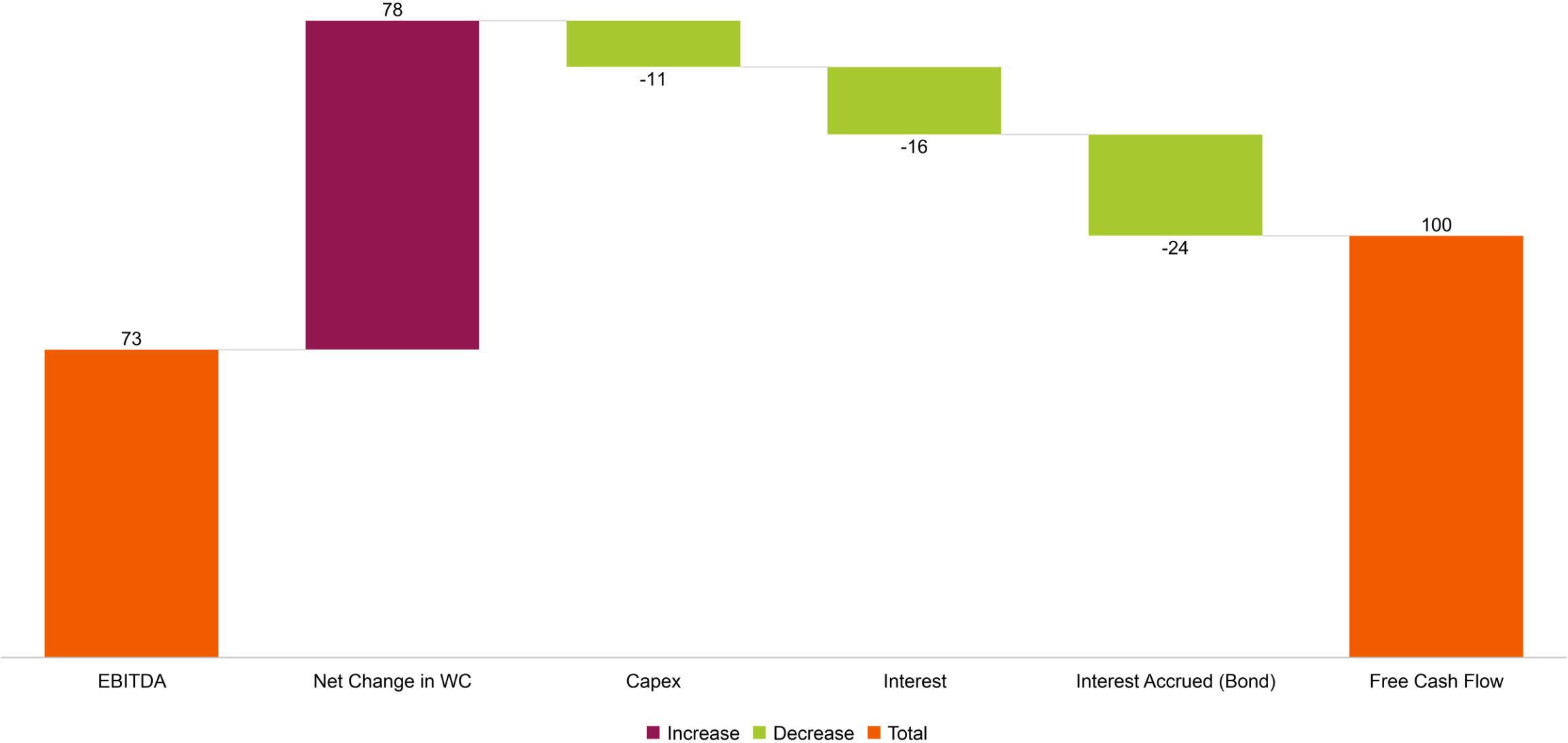
Pulp & Paper



Textiles



Financials



CASH FLOW – FY21

(RS. IN CRORES)

|    | Particulars                                   | Textile | Rayon | Pulp & Paper | Birla Estates | H.O. | Sub Total | Yarn & Denim | Grand Total |
|----|-----------------------------------------------|---------|-------|--------------|---------------|------|-----------|--------------|-------------|
|    | EBITDA                                        | (48)    | 48    | 221          | 31            | 33   | 285       | (29)         | 256         |
|    | MAT Paid                                      |         |       |              |               | (2)  | (2)       |              | (2)         |
|    | Dividend Paid (Including Tax)                 |         |       |              |               | (34) | (34)      |              | (34)        |
|    | Net Change in Working Capital                 | 93      | (36)  | 149          | (60)          | -    | 146       | 2            | 148         |
|    | Income Tax Refund                             |         |       |              |               | 172  | 172       |              | 172         |
| A) | Operating Cash Flow                           | 45      | 12    | 370          | (29)          | 169  | 567       | (27)         | 540         |
|    | Capital Expenditure                           | (6)     | -     | (49)         | (3)           | -    | (58)      | -            | (58)        |
| B) | Investing Cash Flow                           | (6)     |       | (49)         | (3)           | -    | (58)      | -            | (58)        |
|    | Interest                                      | (17)    | (7)   | (22)         | (23)          | (2)  | (71)      |              | (71)        |
| C) | Financing Cash Flow                           | (17)    | (7)   | (22)         | (23)          | (2)  | (71)      | -            | (71)        |
| D) | Free Cash Flow (A+B+C)                        | 22      | 5     | 299          | (55)          | 167  | 439       | (27)         | 411         |
|    | Sources of Fund Required                      |         |       |              |               |      |           |              |             |
|    | Loan Taken / (Repaid)                         |         |       |              |               |      |           |              | (361)       |
|    | Bank Balance & Investment Reduced /(Increase) |         |       |              |               |      |           |              | (50)        |
|    | Net                                           |         |       |              |               |      |           |              | (411)       |

# CASH FLOW – FY21

(INR CRORES)

Real Estate



Pulp & Paper



Textiles



Financials



STATEMENT OF OUTSTANDING LOAN

(RS. IN CRORES)

| Particulars                                   | O/s as on<br>31/03/20 | O/s as on<br>31/12/20 | O/s as on<br>31/12/21 |
|-----------------------------------------------|-----------------------|-----------------------|-----------------------|
| Long Term Loans                               | 200                   | 580                   | 580                   |
| Average Rate of Interest                      | 7.80%                 | 6.85%                 | 6.85%                 |
| Short Term and Working Capital Loans          | 59                    | 79                    | 2                     |
| Average Rate of Interest                      | 6.45%                 | 3.07%                 | 2.00%                 |
| NCD                                           | 1100                  | 400                   | 400                   |
| Average Rate of Interest                      | 7.87%                 | 7.65%                 | 5.04%                 |
| Total CTIL Loans                              | 1,359                 | 1,059                 | 982                   |
| Average Rate of Interest as on date           | 7.80%                 | 6.87%                 | 6.10%                 |
| Standalone Loan Taken by Birla Estate Pvt.Ltd | 23                    | 32                    | 39                    |
| Total Consolidated Loans                      | 1,382                 | 1,091                 | 1,021                 |
| Average Interest for Quarter                  | 7.80%                 | 6.88%                 | 6.14%                 |

# OUTSTANDING LOAN

Real Estate



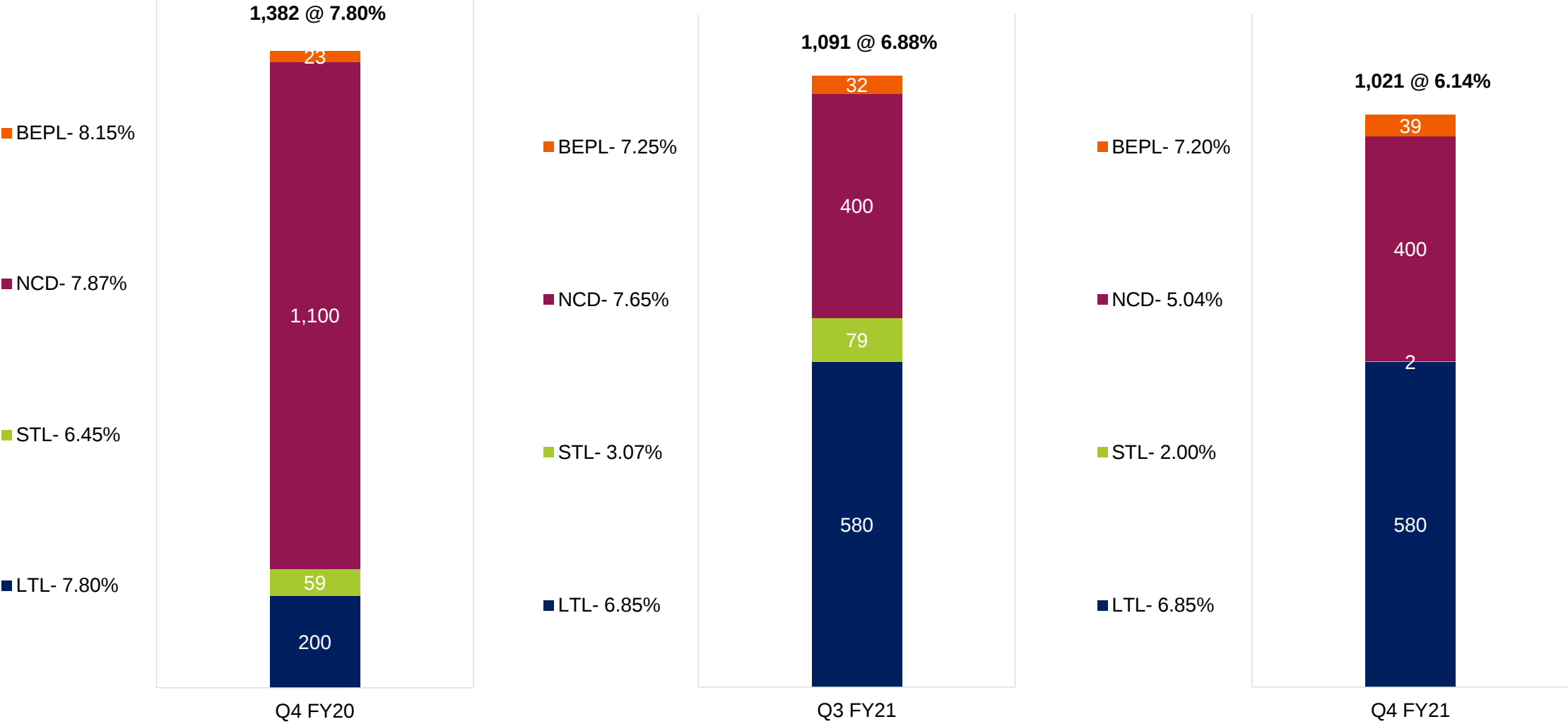
Pulp & Paper



Textiles



Financials



# FINANCIAL PERFORMANCE

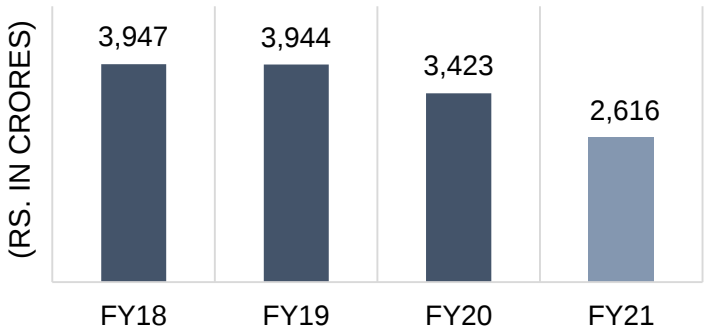
Real Estate

Pulp & Paper

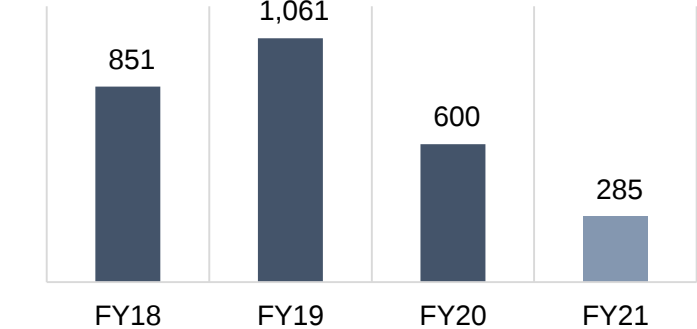
Textiles

Financials

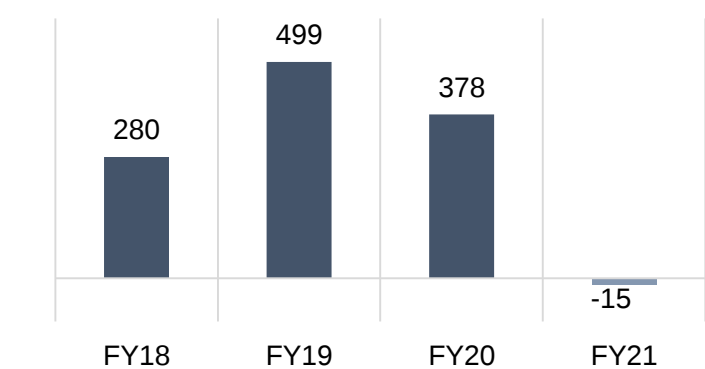
REVENUES (RS. IN CRORES)



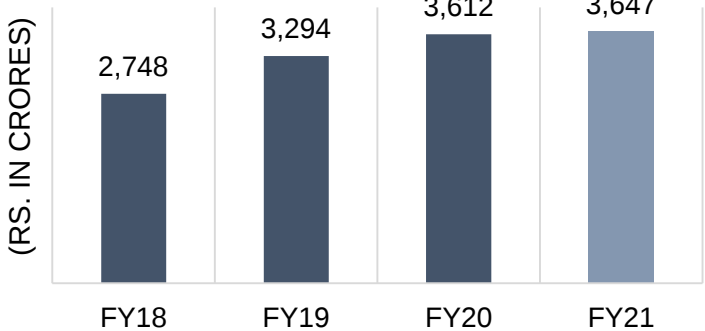
EBITDA (RS. IN CRORES)



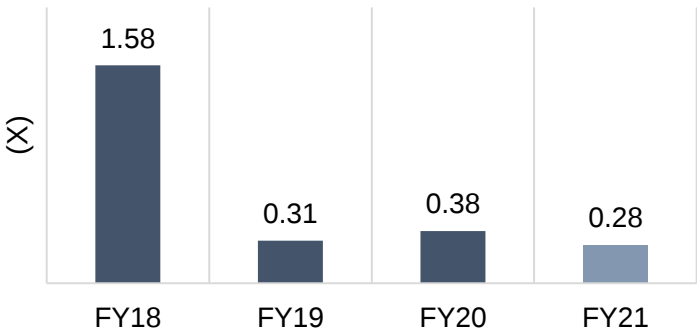
PAT (RS. IN CRORES)



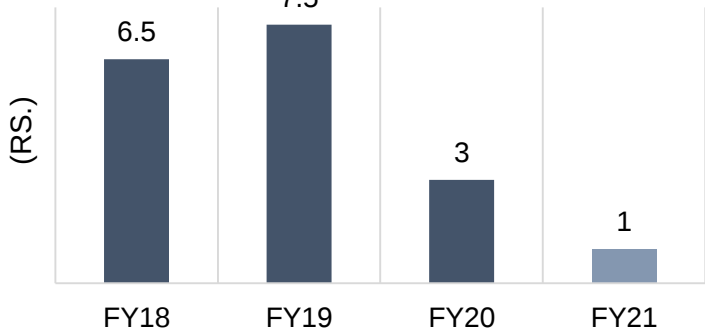
NET WORTH (RS. IN CRORES)



NET DEBT TO EQUITY (X)



DIVIDEND PER SHARE (RS.)



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**Thank You**