

CENTURY Textiles and Industries Limited

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CIN-L17120MH1897PLC000163

OUR REF. : SH/XII/2022

25th July, 2022

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

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

Dear Sir/ Madam,

**Sub: Earnings Presentation of Century Textiles and Industries Limited
(‘the Company’)**

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

As informed in our earlier letter dated 21st July, 2022, regarding earnings call to be held on Tuesday, 26th July, 2022 to discuss Q1- FY23 earnings.

In connection to the above, enclosed herewith the Earnings Presentation for Q1-FY23.

This for your information and record.

Thanking you

Yours faithfully

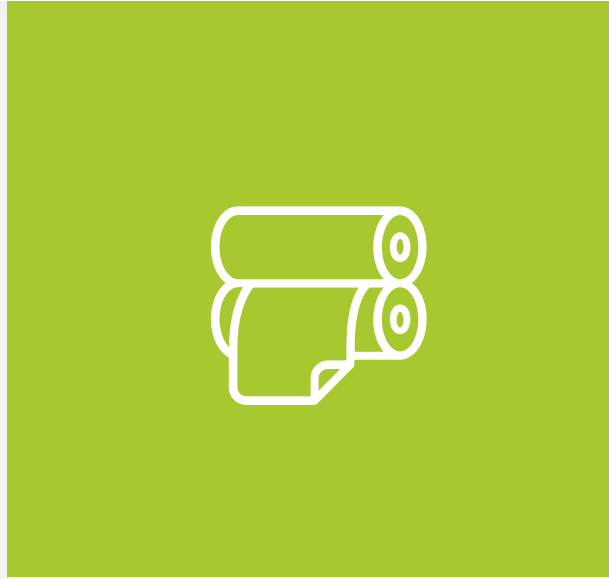
For **CENTURY TEXTILES AND INDUSTRIES LIMITED**



ATUL K. KEDIA
Company Secretary

Encl: as above





Century
Textiles
and Industries
Limited

Earnings Presentation – Q1 FY23

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Summary



Real Estate



Pulp and Paper



Textiles



Financials

Q1 FY23 KEY OPERATIONAL HIGHLIGHTS

- Strong financial performance across businesses in Q1 FY23 despite increasing input costs and geopolitical issues like Russia-Ukraine War.
- Real estate business saw steady sales due to a sustained demand momentum, with Birla Niyaara project sales reaching 58% of the launched inventory.
- Paper segment witnessing improved demand and higher NSRs although rising input costs remain a concern.
- Innovative cost-effective product launches lead to increased production, sales volumes and turnover in Textile Segment although rising input costs played a dampener.

Strong performance in Q1 FY23 across all financial parameters

COMPANY OVERVIEW

- Incorporated in 1897, Century Textiles and Industries Limited (CTIL) has evolved from a single unit textile mill into a diversified conglomerate under the visionary leadership of Mr. B. K. Birla.
- The company's 125-years-old legacy is built on a steadfast commitment to the development of the nation with an unwavering focus on quality and innovation, combined with agility and customer centricity, Century is in a good stead to capitalise on market opportunities.

Q1 FY23 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.

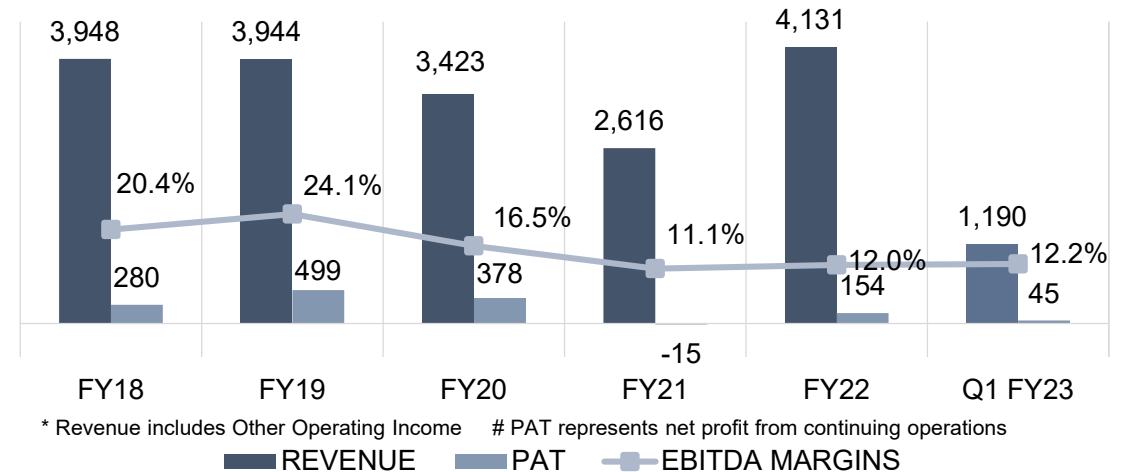


Century Pulp & Paper – is a producer of excellent quality writing and printing paper, and a leading manufacturer of tissue and board, as well as Rayon Grade Pulp products.

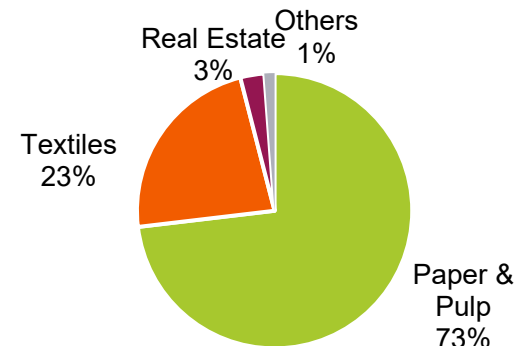


Birla Century - Produces a wide range of customised premium textiles which have applications in personal apparel and household linen.

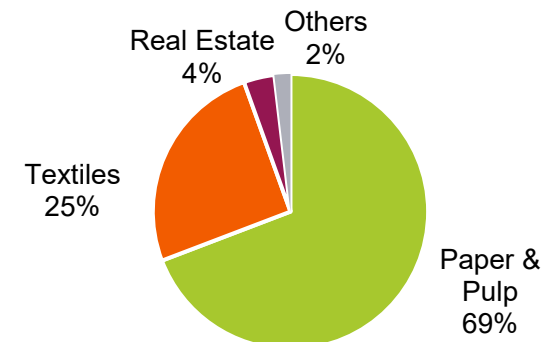
REVENUE* & PAT# (RS. IN CRORES) EBITDA MARGIN (%)



REVENUE MIX – Q1 FY23

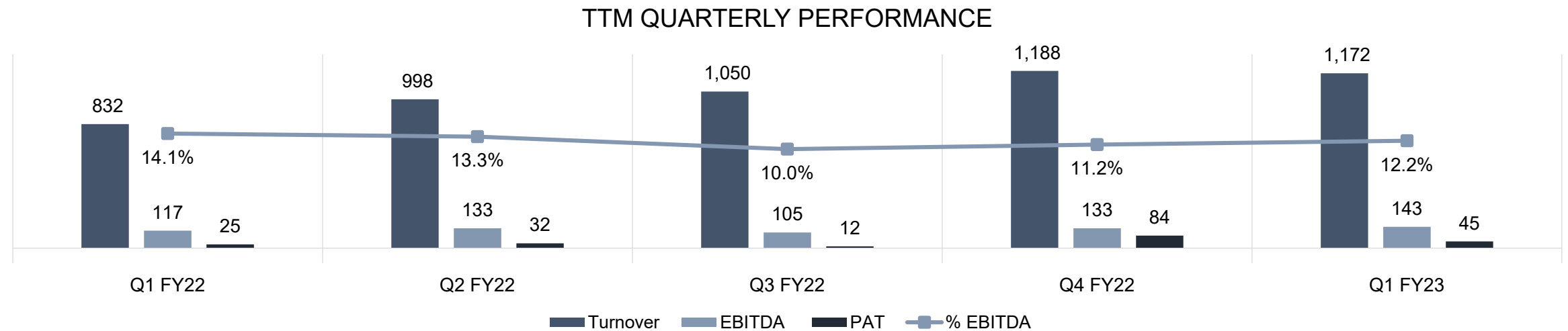
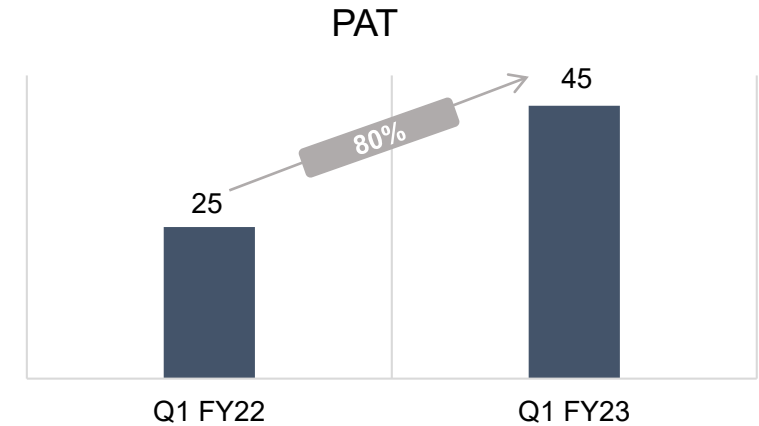
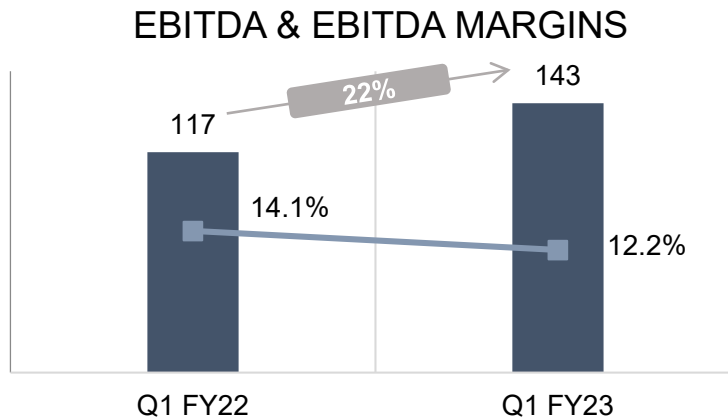
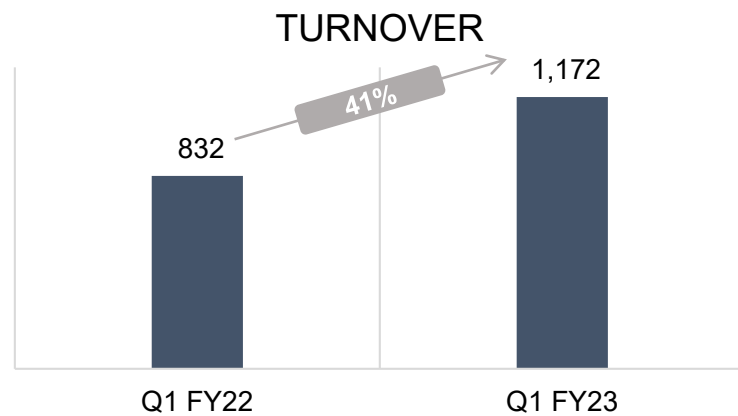


REVENUE MIX – FY22



QUARTERLY CONSOLIDATED PERFORMANCE AT A GLANCE

(RS. IN CRORES)

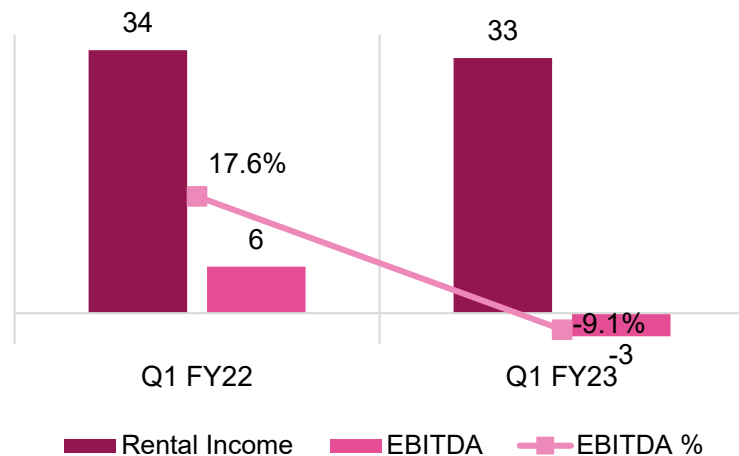


Total Net Debt Outstanding is ~Rs. 1,308 Cr. as on 30th June, 2022

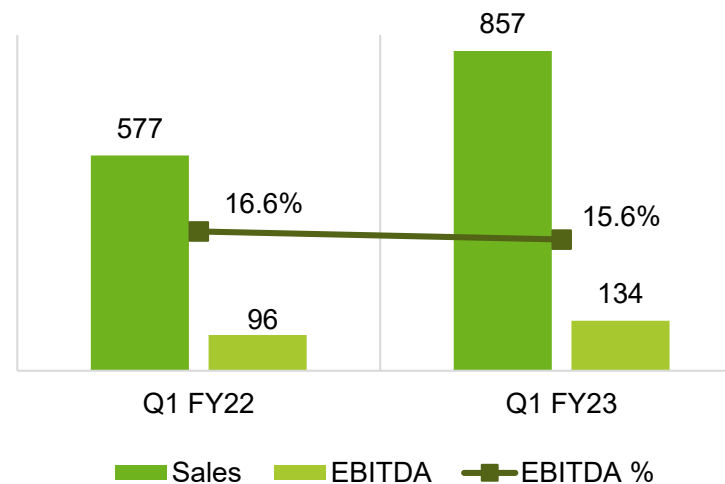
QUARTERLY SEGMENT WISE CONSOLIDATED PERFORMANCE

(RS. IN CRORES)

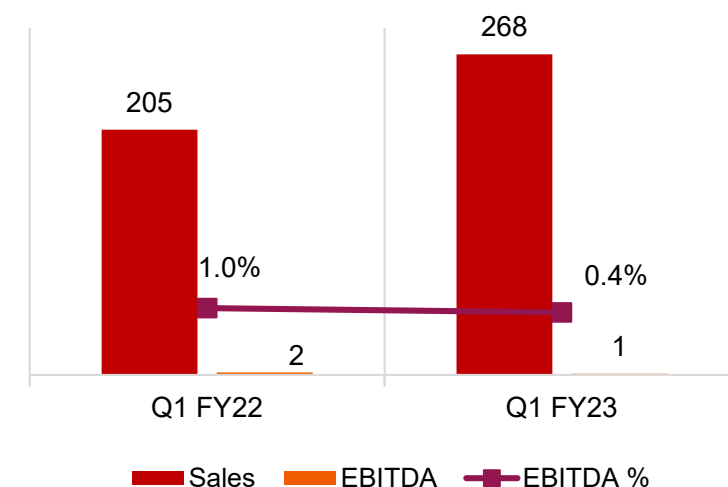
REAL ESTATE



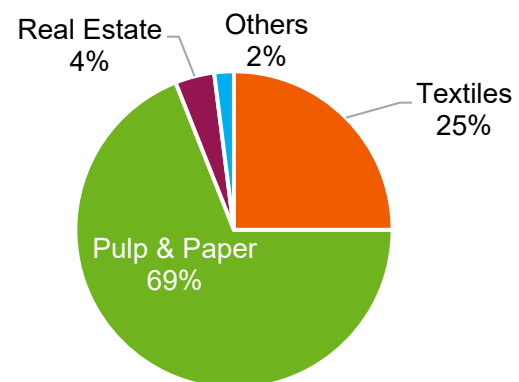
PULP AND PAPER



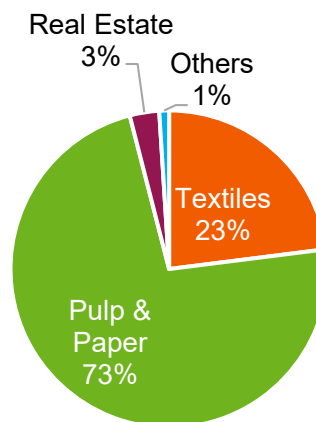
TEXTILES



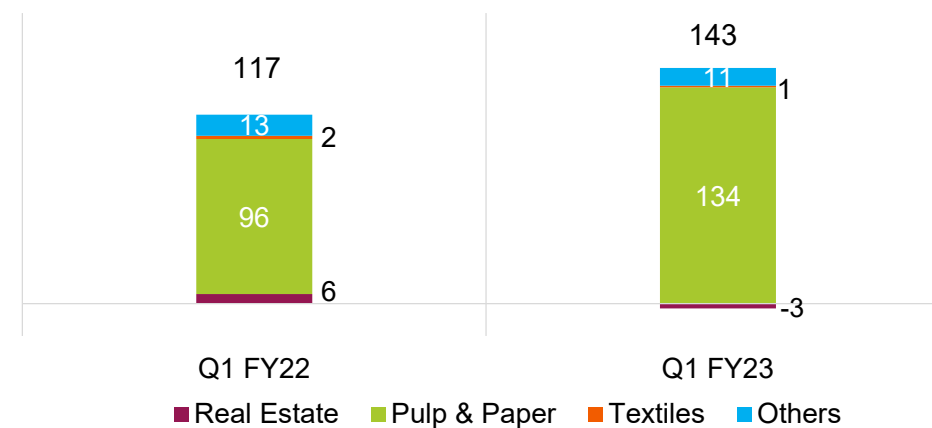
REVENUE PIE : Q1 FY22



REVENUE PIE : Q1 FY23



EBITDA BREAKUP - YoY





Real Estate

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

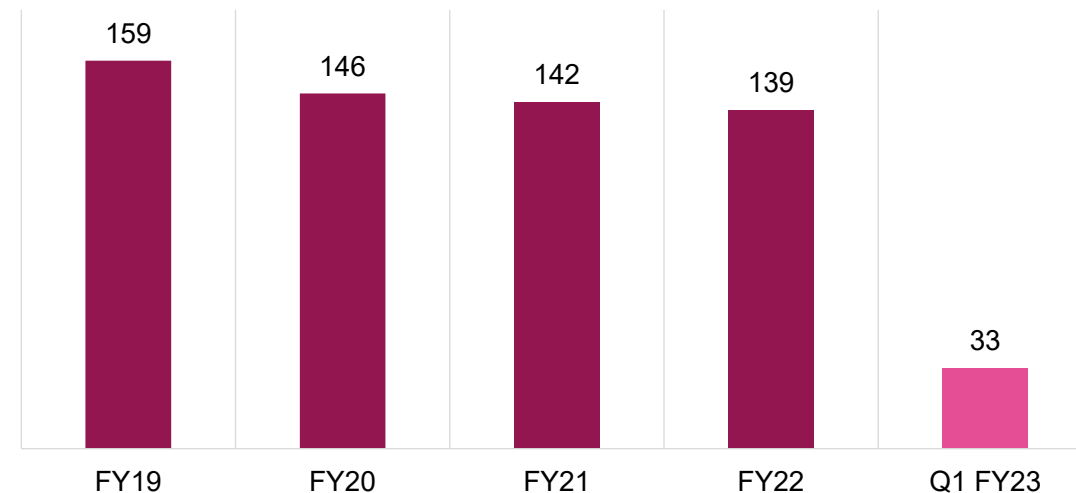
EXECUTIVE SUMMARY - REAL ESTATE

- The B. K. Birla Group forayed into the real estate sector in 2016 under the brand name 'Birla Estates'.
- The company is focused on developing land parcels owned by the Group, as well as growing the business with joint development agreements and strategic tie-ups across major cities in India.
- Furthering the Birla legacy of trust, excellence and leadership, the company aims to combine technology, innovation and sustainability to deliver premium real estate projects across commercial and residential segments.
- The vision is to transform the perception of the Indian real estate sector by delivering an exceptional experience and creating value; at every level, for every stakeholder.
- To start with, the company plans to focus on 4 markets – MMR, Bengaluru, NCR & Pune.

COMMERCIAL REAL ESTATE

- **BIRLA AURORA** - Birla Aurora is a 2.6 lakh square feet leasable property with distinctively refreshing architecture owing to an unconventional elliptical design. Birla Aurora houses some of the leading brands like General Atlantic, Siemens Ltd. and many more.
- **BIRLA CENTURION** - Birla Centurion is a 3.5 lakh square feet leasable property in a highly sought after business location with splendid architecture that inspires creativity. The sophisticated design incorporates minimalistic yet contemporary trends. Brands like Vodafone Idea, CoWrks, Hindalco Industries & Woori Bank have offices in this property.

REVENUE (RS. IN CRORES)



RESIDENTIAL REAL ESTATE

- **BIRLA VANYA** - Birla Estates launched its first residential project in FY 20 in Kalyan Maharashtra and till date over 79% of the total launched units are sold comprising of phase 1 & 2.
- **BIRLA ALOKYA** - The duplex homes project in Bengaluru has witnessed robust sales performance and till date 84% units are sold out in the project.
- **BIRLA NAVYA** - Birla Navya, a township project at Gurugram has witnessed staller performance wherein 100% inventory is sold of launched units of Phase 1 which is more than INR 624 Crs. of booking value.
- **BIRLA TISYA** - Birla Tisya, a multi-storey twin towers residential project at Magadi Road. The project has witnessed robust sales performance and till date approx. 65% inventory is sold out in the project and achieved booking value of Rs. 358 Crs.
- **BIRLA NIYAARA** - Birla Niyaara, strategically located project in Mumbai has received robust sales response. Till the end of Q1 FY23 approx. Rs. 1,600 Crores of booking value has been generated and around 58% of the units are sold from the launched units.

STEP TOWARDS MORE FOCUS ON GROWING BUSINESS



Leveraging:

- The Birla Brand
- Valuable portfolio of premium land parcels
- Dynamic team with extensive real estate experience
- Robust project pipeline of owned and joint development land parcels
- Strong sales and execution capability

Encash on:

- Rapid urbanization and nuclearization of families
- Rising per capita income in the long term
- Government thrust on Housing for All
- Rapid shift to becoming a professional and organised business
- Strong governance standards driven by RERA and GST implementation

Strong focus on:

- Maintaining a capital efficient, asset light model
- Delivering an exceptional experience and creating value for stakeholders
- Residential development, opportunistic approach to commercial
- Premium / mid-income residential segment
- Mumbai, NCR, Bengaluru & Pune Markets

Q1 FY23 KEY OPERATIONAL HIGHLIGHTS – REAL ESTATE



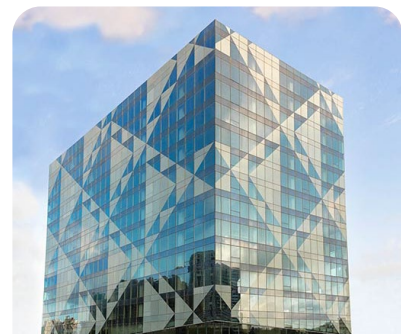
- Achieved sales of INR 434 Crs in Q1 FY23.
- Residential real estate saw steady sales due to a sustained demand momentum as buyer confidence remained positive due to stable overall economic scenario.
- Birla Niyaara project has achieved cumulative sales of INR 1,594 Crores or about 58% of the launched inventory.
- Maintained robust collections of about INR 135 Crores from all the projects during the quarter on the back of strong empathetic customer outreach.
- The two commercial assets, Birla Aurora and Birla Centurion continue to generate stable rentals.
- Implemented Robotic Process Automation in Procurement and CRM processes to reduce TAT, errors and improve overall customer experience
- Completed cumulative 10 million safe man-hours at all our under-construction project sites.



- The real estate market witnessed a stable quarter in line with seasonal trends.
- The industry outlook remains positive backed by residential upcycle buoyed by high absorption / low inventory scenario, sustained demand momentum and the ongoing consolidation trends.
- Sustained infrastructure investments, increased connectivity, and better job opportunities is fuelling real estate demand throughout the country.
- Repo rates in the country were increased twice recently but this has not affected the demand and the home loans largely remains affordable.
- Despite the short-term disruptions, the sector continues to attract interest from buyers and investors looking at the long-term horizon.
- The surge in commercial activities is also supporting increased housing demand.

Real Estate sector outlook remains positive on back of sustained demand, low inventory & high absorption

GEOGRAPHICAL PRESENCE



BIRLA CENTURION (C)



BIRLA AURORA (C)



BIRLA NIYAARA (R+C)



BIRLA VANYA (R)



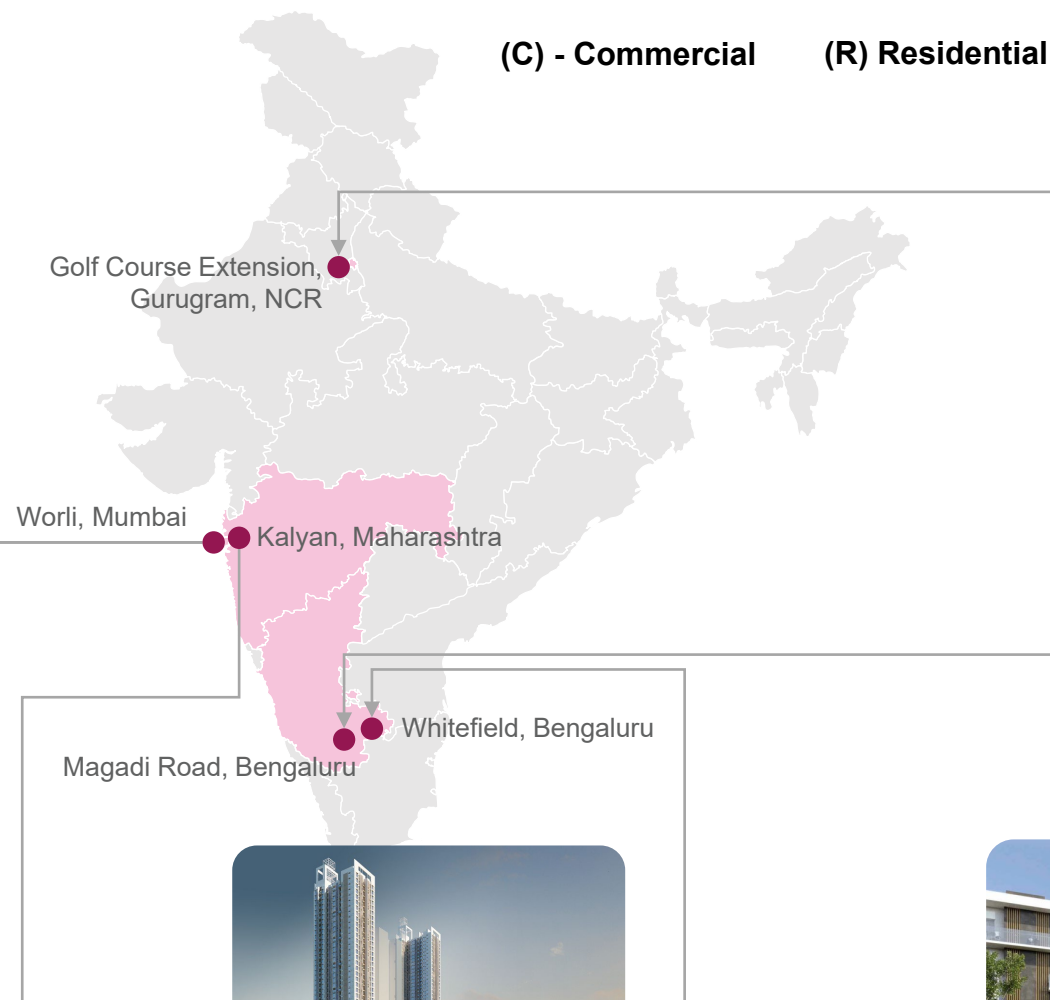
BIRLA NAVYA & GROUP HOUSING (R)



BIRLA TISYA (R)



BIRLA ALOKYA (R)



SUMMARY OF PRODUCT PORTFOLIO

COMMERCIAL

Name of the Project	Location	Area (Lakh sq. ft)	No. of Storeys	Annual Leasing Revenues
Birla Aurora	Worli	2.6	22	Approx. Rs. 125 Cr
Birla Centurion		3.5	12	

RESIDENTIAL

Project Name	Location	Area (acres)	Saleable Area (lakh sq. ft)	Revenue Potential (Rs. In Cr)	Cumulative Booking Value (Rs. In Cr)	Project Type	Classification	Status
Birla Vanya	Kalyan, Maharashtra	22	Total 13.2 Phase I&II – 9.9	1,134	538	Residential – 1 BHK, 2 BHK, 3 BHK & 4 BHK	Own	Super structure and Finishing under progress
Birla Alokya	Whitefield, Bengaluru	8.1	5.5	394	317	Duplex homes with 3 BHK and 4 BHK spread across 2 floors	Own	Super structure and Finishing under progress
Birla Navya-Independent Floors	Golf Course Extension, Gurugram, NCR	47	17.79	2,258	624	Residential – 2 BHK, 3 BHK & 4 BHK	JV	Super structure under construction
Birla Niyaara	Worli, Mumbai	14.2	Residential Phase I – 24	Res. – 10,000+	1,594	Residential – 2 BHK, 3 BHK, 4 BHK, large apartments and Penthouse	Own	Excavation work in progress
Birla Tisya	Magadi Road, Bengaluru	4.8	6.5	633	358	Residential – 2 BHK, 3 BHK & 4 BHK	JV	Excavation completed

RESIDENTIAL & COMMERCIAL SALES HIGHLIGHTS

Particulars	UOM	Q1 FY23	Q1 FY22	% chg YoY	Q4 FY22	% chg QoQ
Commercial						
Leasing Income	Rs. Cr.	29	31	(7.3)%	30	(2.8)%
Average Rent Realisation (BA&BC)	Rs./sq.ft.	146	156	(6.5)%	149	(2.0)%
Residential						
Booking Value	Rs. Cr.	434	45	860.3%	1,324	(67.2)%
Collection	Rs. Cr.	135	48	178.8%	158	(14.9)%

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



Location	Shahad, Kalyan
Area	22 acres
Saleable Area	13.2 lakh sq. ft. Phase 1 and 2 – 9.9 lakh sq. ft. launched
Revenue Potential	Rs. 1,134 Crs
Product Type	Residential – 1 BHK, 2 BHK, 3 BHK & 4 BHK
Cumulative Sales	Achieved Booking Value of Rs. 538 Crs
Construction	Super structure and Finishing under progress

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



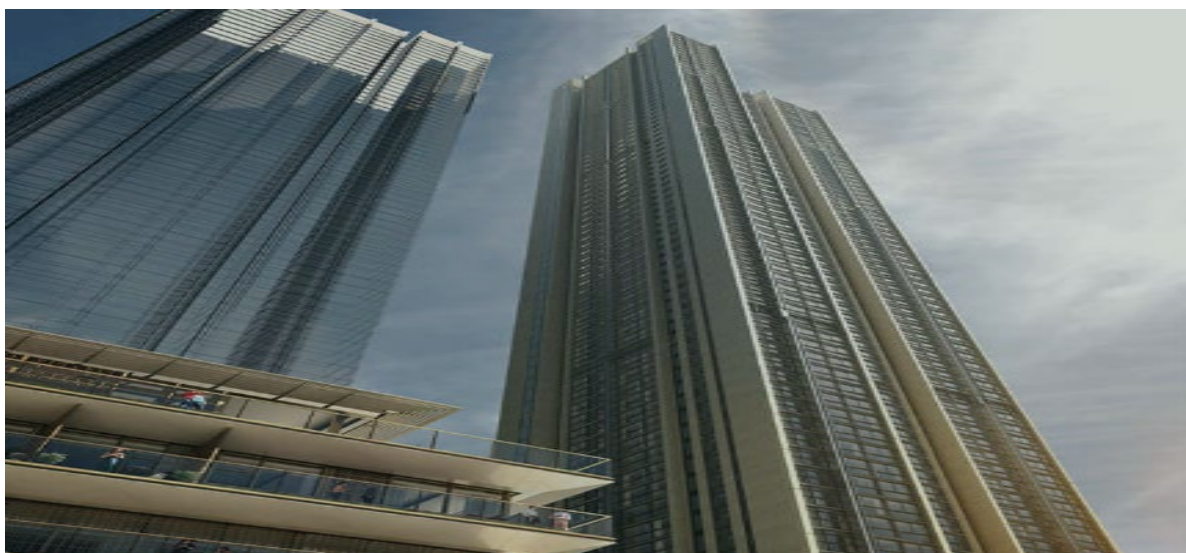
Location	Soukya Road, Bengaluru
Area	8.1 acres
Saleable Area	5.47 lakh sq. ft.
Revenue Potential	Rs. 394 Crs
Product Type	Residential – 3-Bed and 4-Bed Villaments
Cumulative Sales	Achieved Booking Value of Rs. 317 Crs
Construction	Super structure and Finishing under progress

BIRLA NAVYA, GURUGRAM (JV) – PROJECT UPDATE



Location	Sector 63 A, Gurugram, NCR
Area	47 acres
Saleable Area*	Total 17.8 lakh sq. ft. (Floors Project)
Revenue Potential	Rs. 2,258 Crs
Product Type	Residential – 2 BHK, 3 BHK & 4 BHK
Launch Year	October 2020
Cumulative Sales	Achieved Booking Value of Rs. 624 Crs
Construction	Sample flat completed. Super structure under construction

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



Location	Worli, Mumbai
Area	14.2 acres
Saleable Area*	24 lakh sq. ft.(Residential Phase – I)
Revenue Potential	Rs. 10,000 + Crs : Three Towers (Tower A: ~Rs 3,300 Crs)
Product Type	Residential – 2 BHK, 3 BHK, 4 BHK, Large Apartments, Penthouse
Launch Year	February 2022
Cumulative Sales	Achieved Booking Value of Rs. 1,594 Crs
Construction	Excavation work is completed, and shore piling work in progress

BIRLA TISYA, BENGALURU (JV) – PROJECT UPDATE



Location	Magadi Road, Bengaluru
Area	4.8 acres
Saleable Area*	6.5 lakh sq. ft.
Revenue Potential	Rs. 633 Crs
Product Type	Residential – 2 BHK, 3 BHK & 4 BHK
Launch Year	December 2021
Cumulative Sales	Achieved Booking Value of Rs. 358 Crs
Construction	Excavation completed

ENVIRONMENT SOCIAL GOVERNANCE (ESG) – REAL ESTATE



ENVIRONMENT

- ESG Roadmap for Birla Estates – Integrated Report documentation in progress
- BREEAM precertification for Worli Project – Technical prerequisite documentation is in progress
- GRESB Real Estate ESG Assessment – Submission completed. Results to be declared in Q3 FY 23
- Residential Project Certifications:
 - Birla Vanya : IGBC Gold Precertification
 - Birla Alokya : IGBC Gold Precertification
 - Birla Navya* : IGBC Gold Precertification
 - Birla Tisya : IGBC Platinum Precertification
 - Birla Niyaara : USGBC Platinum Precertification



SOCIAL

Predict and Win – a customer engagement event with IPL theme



Lose2Win – an initiative to improve employee fitness



Note: *the certification is for Phase 1

Governance - Robust compliances of all statutory regulations



Pulp & Paper

Flag bearer in Paper Industry

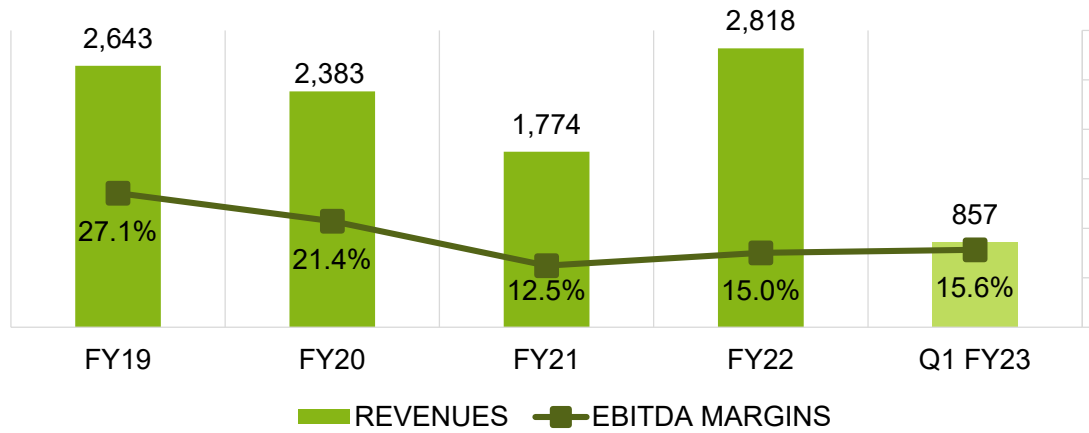
PULP & PAPER - EXECUTIVE SUMMARY

- Century Pulp and Paper (CPP) is a producer of excellent quality writing and printing paper, and a leading manufacturer of tissue and board, as well as Rayon Grade Pulp (RGP) products.
- Established in 1984, with relentless focus on quality, the company manufactures international-grade products and is now a leading player in India's pulp and paper industry.

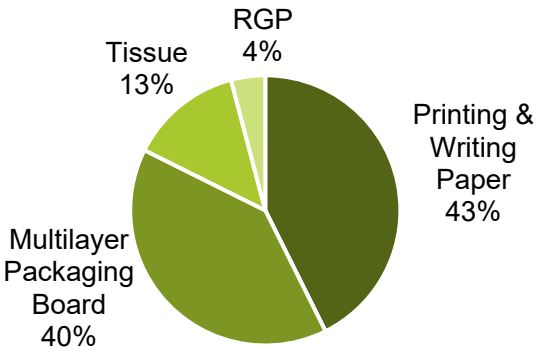
PRODUCT PORTFOLIO

- WRITING & PRINTING PAPER** - Century Pulp & Paper range of writing and printing paper is used to produce a wide range of stationery such as notebooks and envelopes. The current capacity for Paper stands at 550 ton per day
- MULTI LAYER PACKAGING BOARD** - With a capacity of 500 ton per day, the company manufactures packaging boards with applications in e-commerce, food, FMCG and pharma industries
- TISSUE** - Set up in 2009 & 2021, Century is the largest and most advanced manufacturer of Jumbo Soft Tissue Paper Rolls in India. Further product diversification include Facial Tissue, Towel Grade Tissue, Napkin Tissue and Toilet Tissue with a total capacity of 200 ton per day.
- RAYON GRADE PULP** - Rayon Grade Pulp is a highly purified form of cellulose made from wood and used in a wide variety of consumer applications including Viscose Staple Fiber, Viscose Filament Yarn and cellophane papers. The total capacity stands around 100 tons per day.

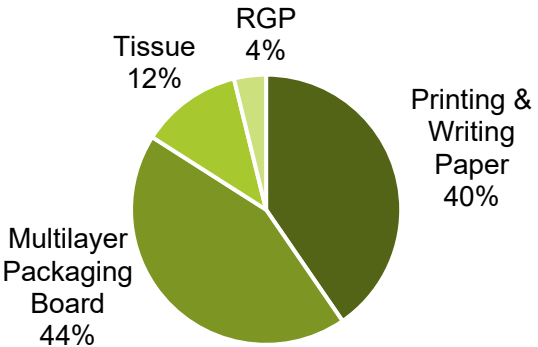
TURNOVER (RS. IN CRORES) & EBITDA MARGINS (%)



REVENUE MIX – Q1 FY23



REVENUE MIX – FY22



STEP TOWARDS MORE FOCUS ON GROWING BUSINESS



Leveraging:

- India's only integrated Pulp & Paper mill providing comprehensive solution from single location
- The Birla Brand
- Recent expanded capacity in the tissue paper segment
- In-house power generation of up to 94% of the total requirement

Encash on:

- Growth in tissue paper demand due to awareness towards hygiene & sanitation
- India's per capita paper consumption being one of the lowest compared to other developing economies like China & Indonesia
- Higher spends by Government on education and rising literacy levels
- Increased demand for packaging board for e-commerce, FMCG, Pharma & FMCD

Strong focus on:

- Cash Conservation and asset light model
- Increasing dealer network and improving working capital management
- Innovation & increasing exposure to specialty products like tissue and packaging Board
- Sustainable wood procurement

Q1 FY23 KEY OPERATIONAL HIGHLIGHTS – PULP & PAPER



- Q1 FY23 saw major impact on operation costs with sharp increase in input material prices such as coal and imported pulp.
- Multiple price increases were taken across product categories to balance increased input costs due to which our average realisations improved by 15.4% vs Q4 FY22.
- Writing & printing segment picked up in June due to government tenders and opening of schools, colleges, educational institutions, etc.
- Cup stock grade has shown positive trend in demand and market size due to proposed ban on single use plastic.
- Export demand accounted to major part of Tissue volumes with Spain being added to traditional export market.
- New tissue plant (TM-7) is still under stabilization, discussions are going on with OEM to take 3rd and final performance trail.
- Demand for Boards was good but started softening in June mainly due to slowdown in Pharma and FMCG sectors.

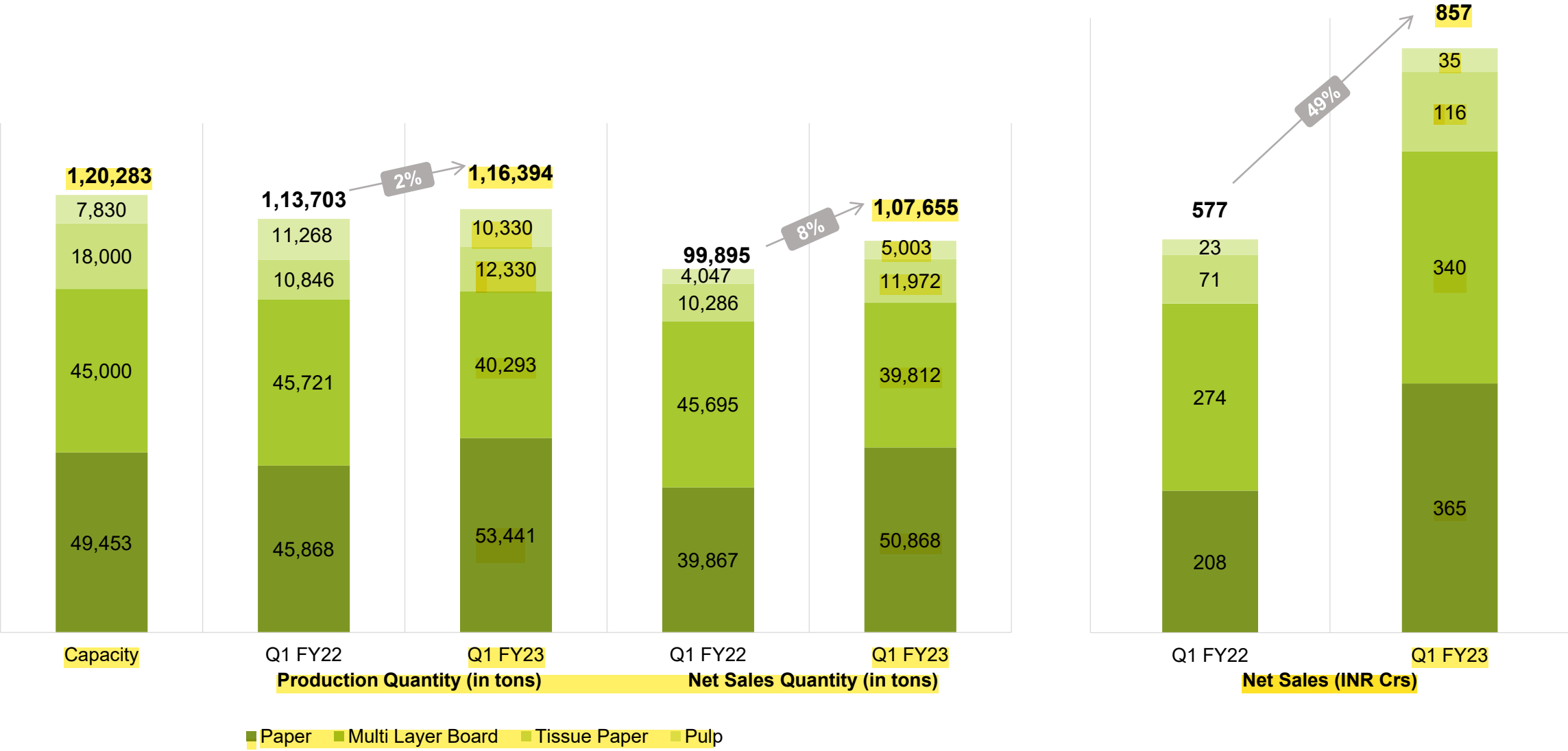
MARKET OUTLOOK – PULP & PAPER



- Starting Jul 1, 2022, Single-use plastic ban has been imposed. It presents a good opportunity for paper segment.
- For Writing & Printing paper (WPP), market is expected to perform better. However, cost pressures in domestic market are expected due to imports from China and price reduction in B-grade mills.
- For Board and Tissue segment, demand is expected to increase by end of Q2 FY23. However, export orders may be impacted due to competitive pricing from China and Indonesia.
- Considering present domestic and global economic scenario, short to medium term outlook for Indian Paper Industry appears to be mildly optimistic.

Positive Outlook due to good demand and higher NSRs in Paper and Tissue Segment

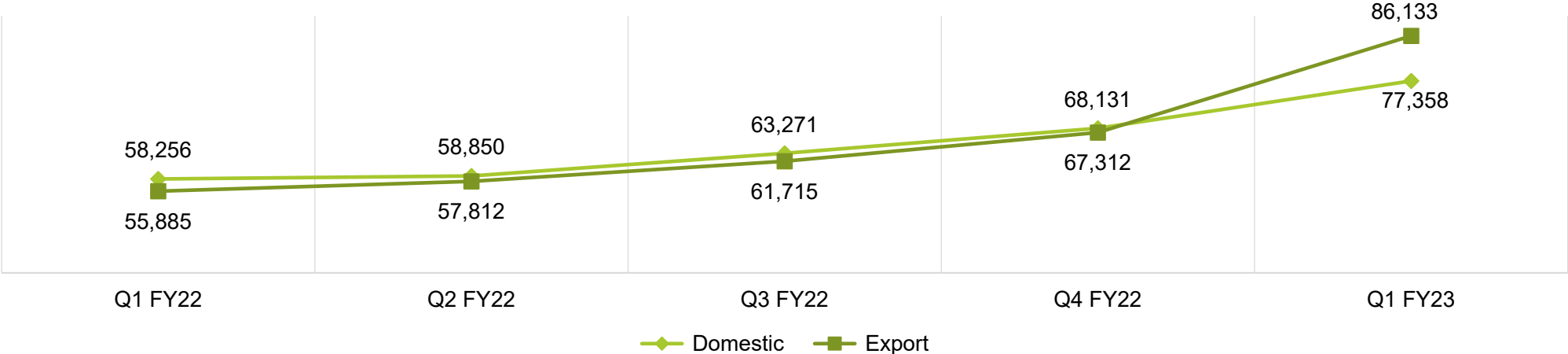
Q1 FY23 PRODUCTION & SALES



The Capacity Utilisation for Q1 FY23 was 97% as compared to 102% in Q1 FY22

MACROS

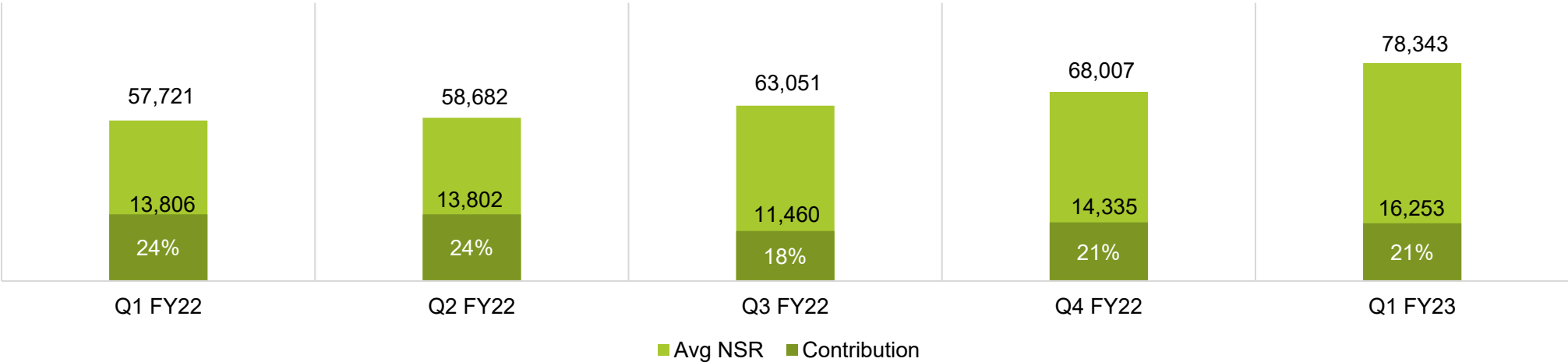
NSR MOVEMENT (INR/TONS)



YoY	QoQ
33%	14%

YoY	QoQ
54%	28%

NSR AND OVERALL CONTRIBUTION



ENVIRONMENT SOCIAL GOVERNANCE (ESG) – PULP & PAPER



ENVIRONMENT



SOCIAL



- ▶ Collection of fallen pine tree leaves (Perul), which may cause wildfire during summer, to be used as fuel in our Boilers. 54MT Perul received and processed during Q1 FY23. Also created employment (2500 Beneficiaries)
- ▶ Built 12 Nos. Catchment area (Capacity – 2.3 Cr. Ltrs) at Haldwani. Initiative will recharge groundwater reserves as well as serve as source of water for wildlife

- ▶ Reconstruction of houses (6 Nos.) damaged in flood of Oct'21 for Flood affected families at Bindukhatta, Lalkua
- ▶ Installation of India mark hand pumps (4 Nos.) at Bindukhatta to provide safe drinking water to nearby residents.(Beneficiaries – About 150 Nos.)
- ▶ Renovation of Government Primary School at Bindukhatta including repair of building and boundary wall painting.



Governance - Robust compliances of all regulatory requirements



Textiles

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



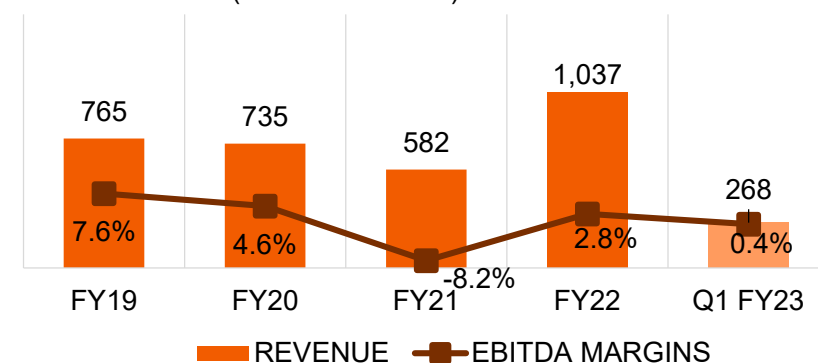
EXECUTIVE SUMMARY – CENTURY TEXTILES

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

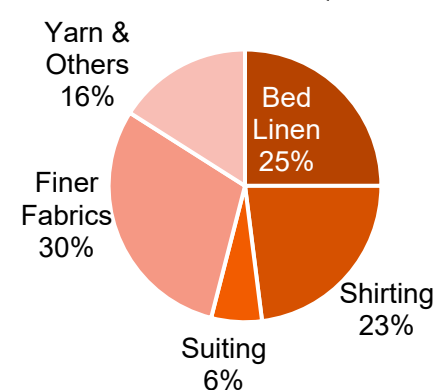
PRODUCT PORTFOLIO

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

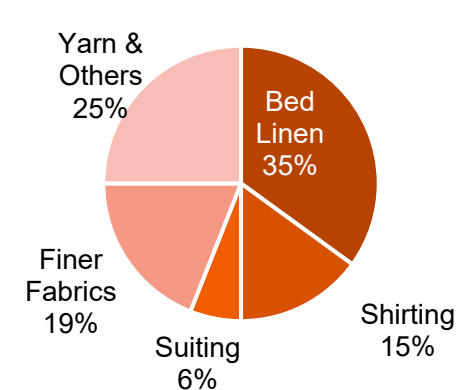
TURNOVER (RS. IN CRORES) & EBITDA MARGINS (%)



REVENUE MIX – Q1 FY23



REVENUE MIX – FY22





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
- Opened 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



Q1 FY23 KEY OPERATIONAL HIGHLIGHTS– TEXTILES



- On year-on-year basis the business performance was much better in this quarter with increased production, sales and sales turnover. Increased input costs kept margins low.
- In apparel fabrics although overall demand was good in domestic and international market the elevated input costs, especially cotton and fuel, affected margins.
- Bedlinens experienced good response to the newly launched product range in retail segment - brand “Hill & Glade” although demand in our main market USA was low.
- Scored 90.2% in recent Higg Index audit for Facility Environment Module 2021.



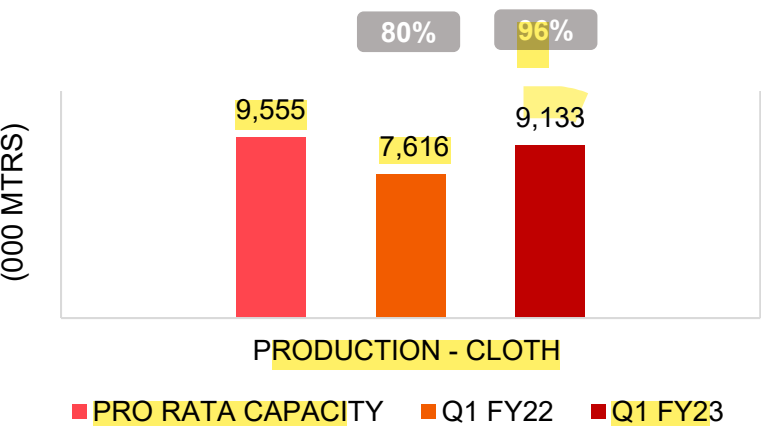
- High market uncertainty envisaged on account of high inflation, on-going war scenario and fluctuations in commodity prices. Expected to stabilize in H2 FY23.
- Grim home textile industry outlook due to drop in US demand. Apparel fabric in domestic market showing signs of revival.
- Slow down in Global economy (Growth rate revised to 3.6% for FY23 from 6.1%) driven by falling retail sales and lower consumer confidence, is expected to put pressure on margins.

Cost-effective innovative development to drive sales

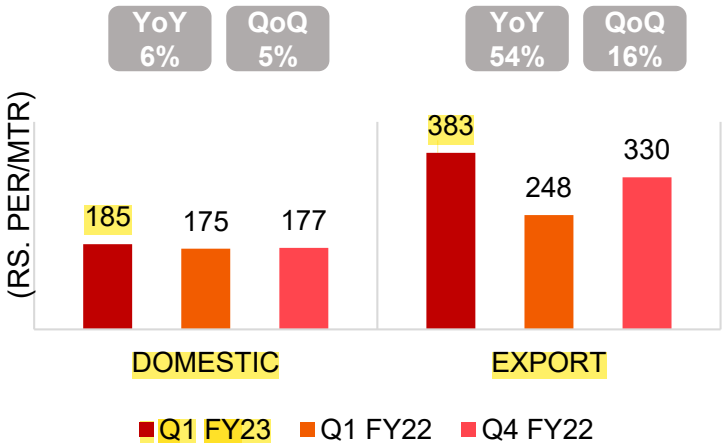


MACROS – Q1 FY23

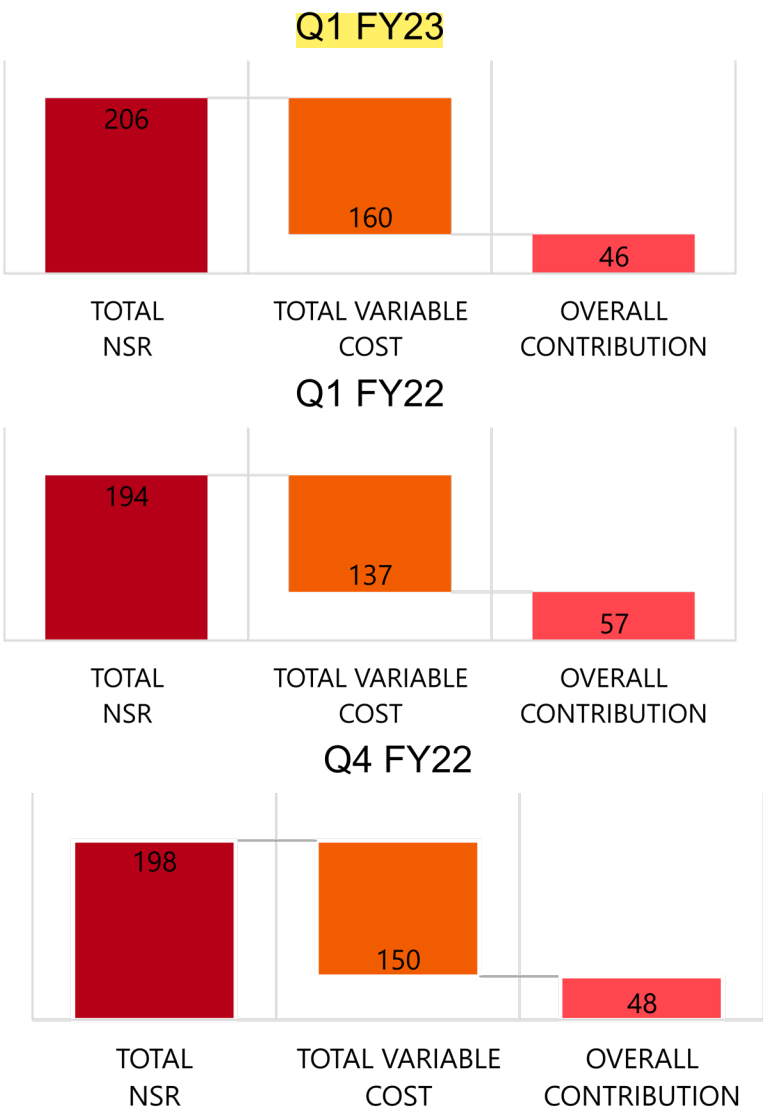
CLOTH – CAPACITY UTILISATION



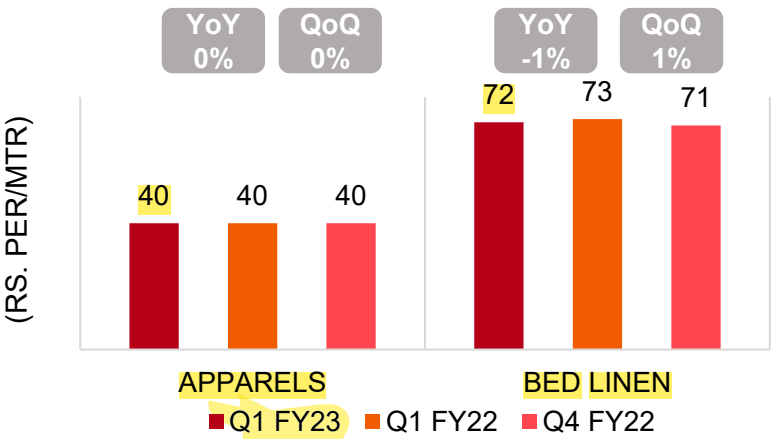
NET SALES REALISATIONS



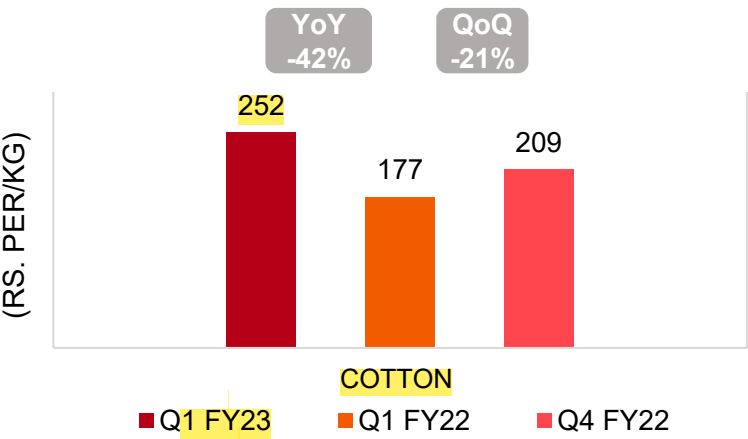
OVERALL CONTRIBUTION (RS. PER/MTR)



FABRIC CONTRIBUTION



INPUT PRICE – COTTON

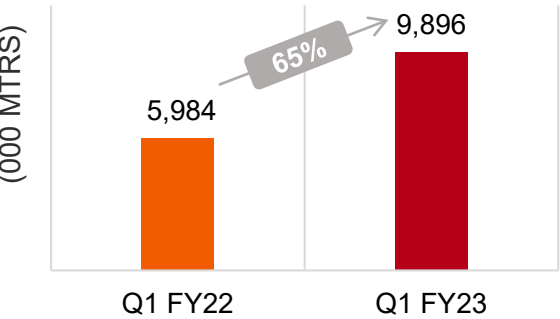




SALES – Q1 FY23

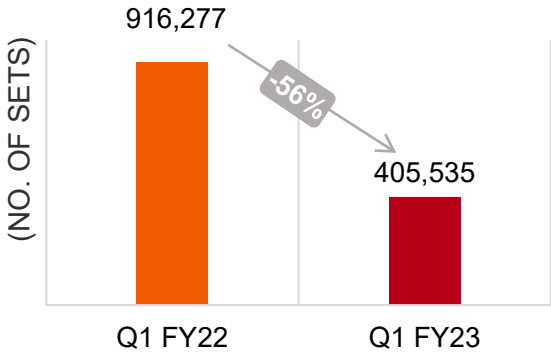
CLOTH

NET SALES QUANTITY



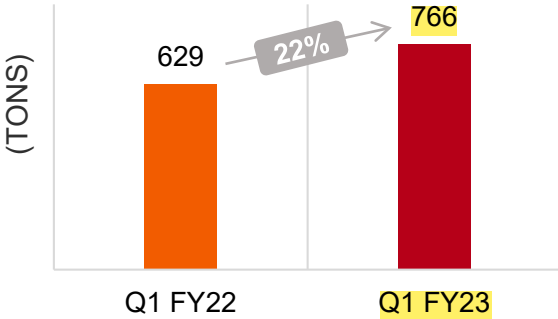
BED SHEETS

NET SALES QUANTITY



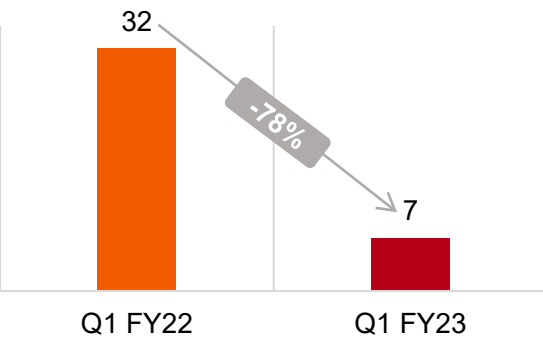
YARN

NET SALES QUANTITY

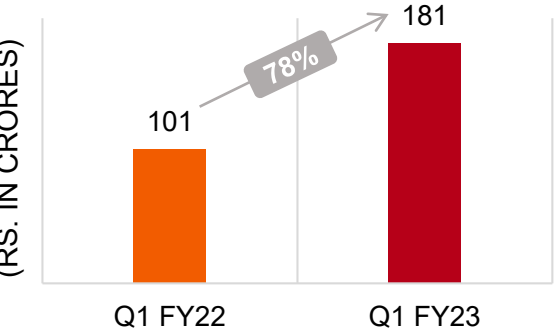


OTHERS

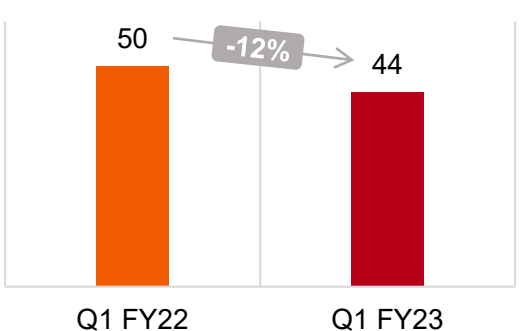
NET SALES



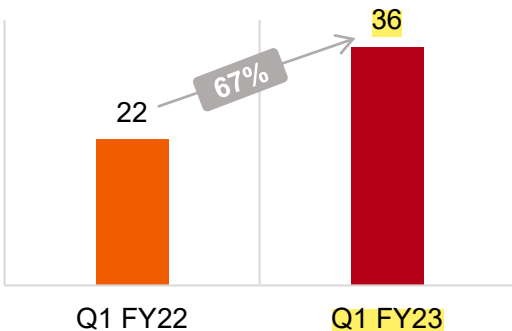
NET SALES



NET SALES



NET SALES

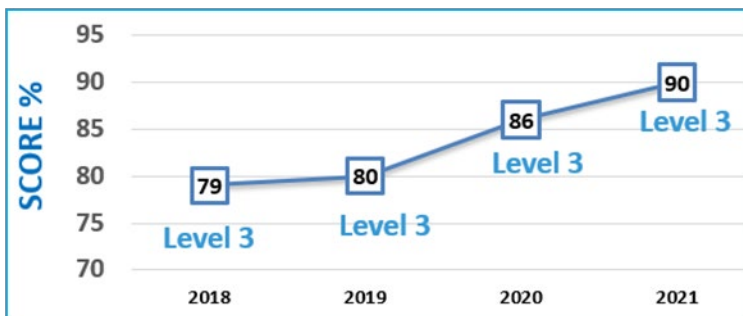




ENVIRONMENT SOCIAL GOVERNANCE (ESG) – TEXTILES



ENVIRONMENT



We have successfully completed Higg-FEM-21.

- Facility Environmental Module of Higg, i.e. successfully completed with a score of 90%. It is the highest score in our journey of Higg Index implementation.
- The Higg Index delivers a holistic overview that empowers businesses to make meaningful improvements that protect the well-being of factory workers, local communities, and the environment.



SOCIAL



- Women Health and Hygiene Camp was organized in Fulwadi and Talodra Villages in proximity of Birla Century.
- Key objective of this initiative is to spread the awareness about Women Health & Hygiene among Tribal Women in nearby villages.
- Sanitary Napkins were distributed to 1400 Women of these villages



GOVERNANCE



- We have received our new certification, FT-USA towards social responsibility.
- Fairtrade certification will serve specially Home Textile business segment related to US-Market like Macy's, Williams Sonoma
- Fair Trade USA™ is building an innovative model of responsible business, conscious consumerism, and shared value to eliminate poverty and enable sustainable development for farmers, workers, their families, and communities around the world.



Financial Summary

Excellent financial performance during the quarter as compared to Q1 FY22

QUARTERLY FINANCIAL PERFORMANCE

(RS. IN CRORES)

Particulars	Q1 FY 22	Q4 FY 22	Q1 FY 23	Variance Q on Q		Variance Y on Y	
				Amount	%	Amount	%
Continuing Operations							
Sales							
Textiles	205	308	268	-40	-13%	63	31%
Pulp & Paper	577	824	857	33	4%	280	49%
Real Estate	34	36	33	-3	-7%	-1	-3%
Others	16	20	14	-6	-30%	-2	-13%
Total Sales	832	1,188	1,172	-16	-1%	340	41%
EBITDA							
Textiles	2	11	1	-10	-91%	-1	-50%
Pulp & Paper	96	123	134	11	9%	38	40%
Real Estate	6	-17	-3	14	82%	-9	-150%
Others	13	16	11	-5	-31%	-2	-15%
Total EBITDA	117	133	143	10	8%	26	22%
Less : Finance Cost	13	15	11	4	27%	2	15%
PBDT	104	118	132	14	12%	28	27%
Less : Depreciation	57	57	56	1	2%	1	2%
PBT	47	61	76	15	25%	29	62%
Tax	22	-23	31	-54	-	-9	-41%
Net Profit after Tax	25	84	45	-39	-46%	20	80%
Discontinuing Operations							
Profit after Tax	-4	-	-				
Total Net Profit after Tax	21	84	45	-39	-46%	24	114%

HISTORICAL CONSOLIDATED FINANCIAL PERFORMANCE

(RS. IN CRORES)

Particulars	FY19	FY20	FY21	FY22	Q1 FY23
Continuing Operations					
Sales					
Textiles	765	735	582	1,037	268
Pulp & Paper	2,643	2,383	1,774	2,818	857
Real Estate	159	146	142	139	33
Others	66	67	69	74	14
Total Sales	3,633	3,331	2,567	4,068	1,172
EBITDA					
Textiles	58	34	-48	29	1
Pulp & Paper	716	511	221	424	134
Real Estate	232	4	31	-22	-3
Others	55	51	48	56	11
Interest income of income tax refund	-	-	33	-	-
Total EBITDA	1,061	600	285	487	143
Less : Finance Cost	102	87	71	52	11
PBDT	959	513	214	434	132
Less : Depreciation	193	229	230	231	56
PBT	766	284	-16	204	76
Tax	266	-94	-1	50	31
Net Profit after Tax	500	378	-15	154	45
Discontinuing Operations					
Profit after Tax	-30	-17	-19	8	-
Total Net Profit after Tax	470	361	-34	162	45

CASH FLOW – Q1 FY23

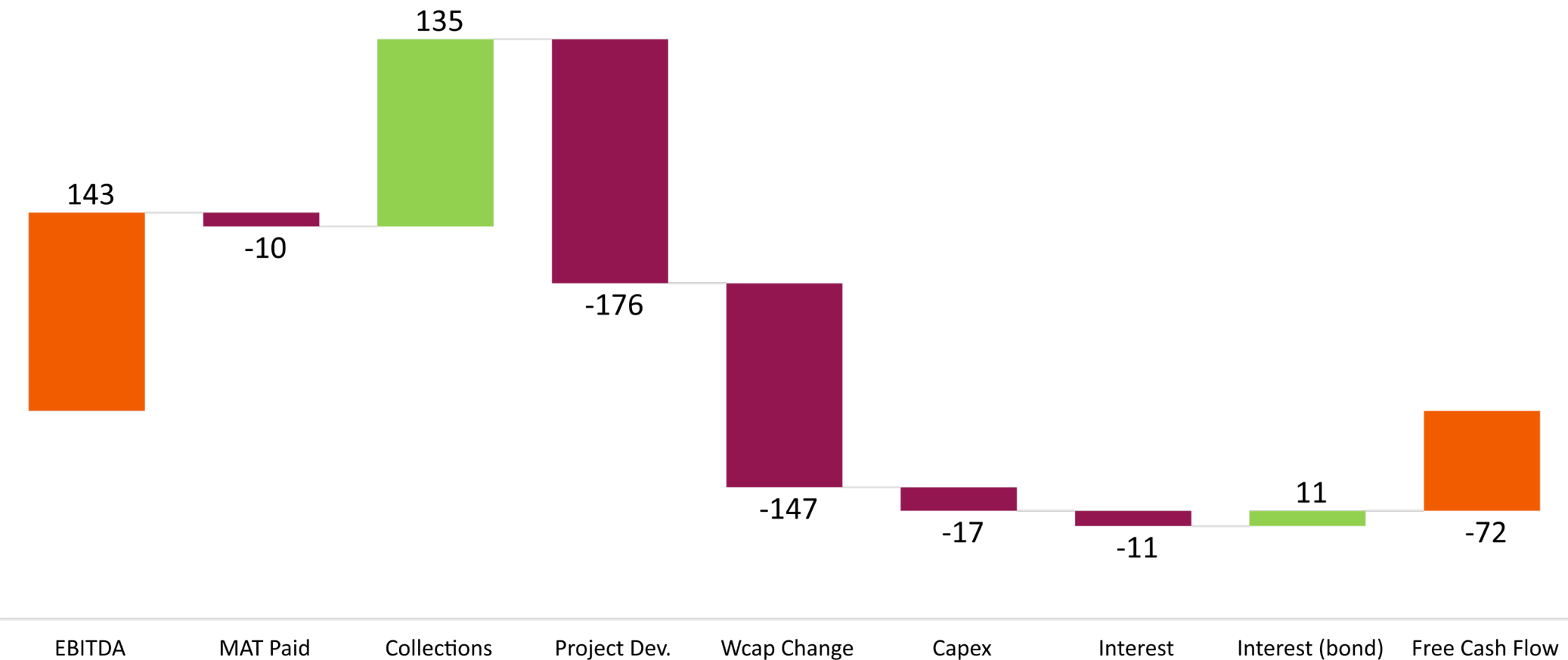
(RS. IN CRORES)

	Particulars	Textile	Rayon	Pulp & Paper	Birla Estates	H.O.	Grand Total
	EBITDA	1	11	134	(3)	-	143
	MAT Paid	-	-	-	-	(10)	(10)
	Collections - Real Estate	-	-	-	135	-	135
	Project Development Cost - Real Estate	-	-	-	(176)	-	(176)
	Net Change in Working Capital	(25)	(10)	(129)	17	-	(147)
A)	Operating Cash Flow	(24)	1	5	(28)	(10)	(55)
	Capital Expenditure	(1)	-	(15)	(1)	-	(17)
B)	Investing Cash Flow	(1)	-	(15)	(1)	-	(17)
	Interest	(4)	-	(3)	(5)	1	(11)
	Interest accrued on bond	-	-	-	-	11	11
C)	Financing Cash Flow	(4)	-	(3)	(5)	12	-
D)	Free Cash Flow (A+B+C)	(29)	1	(13)	(34)	2	(72)
	<u>Sources of Fund Required</u>						
	Loan Taken / (Repaid)						(7)
	Bank Balance & Investment Reduced /(Increase)						79
	Net						72

CASH FLOW : Q1 FY23

(INR CRORES)

■ Increase ■ Decrease ■ Total



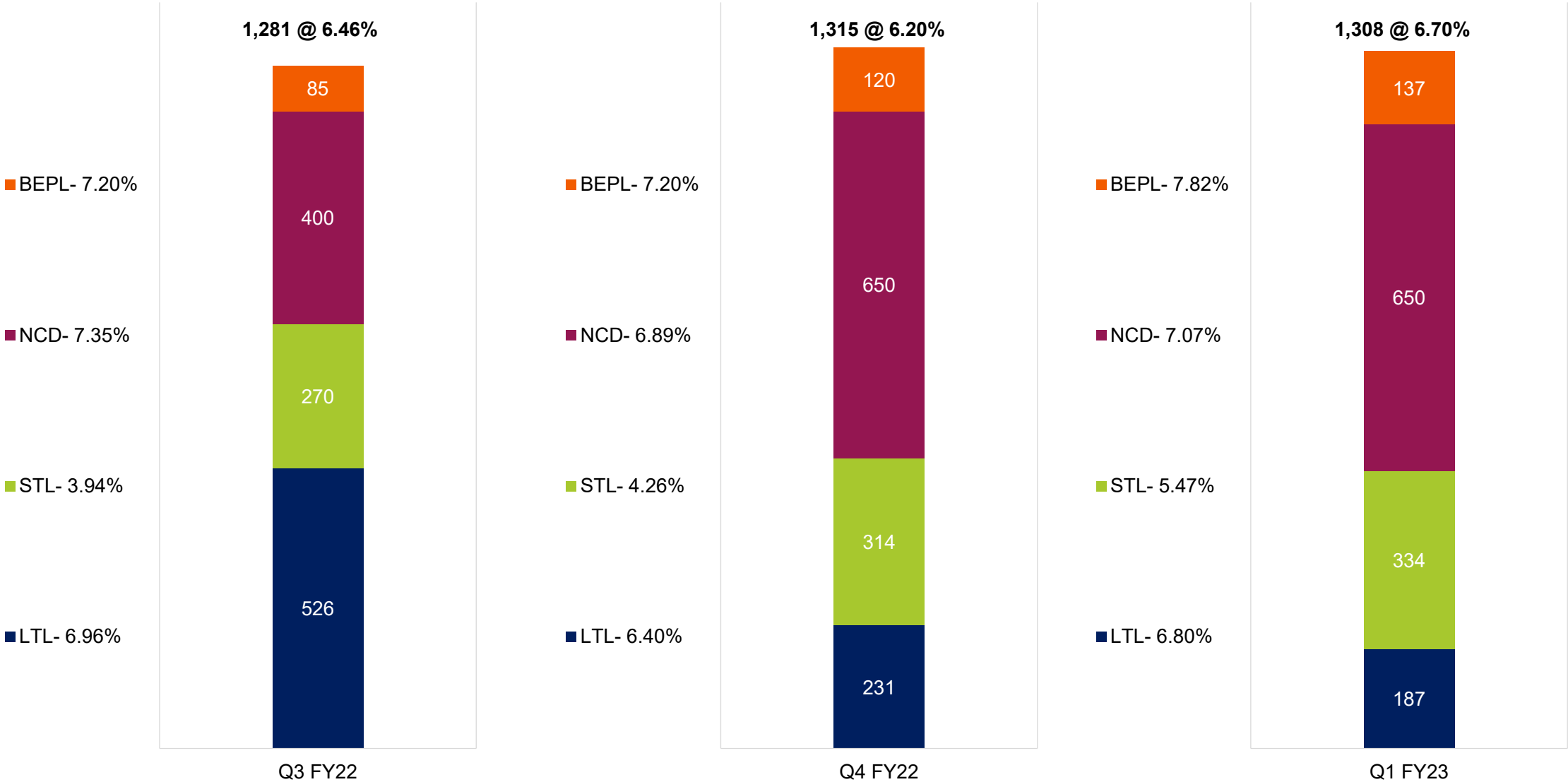
STATEMENT OF OUTSTANDING LOAN

(RS. IN CRORES)

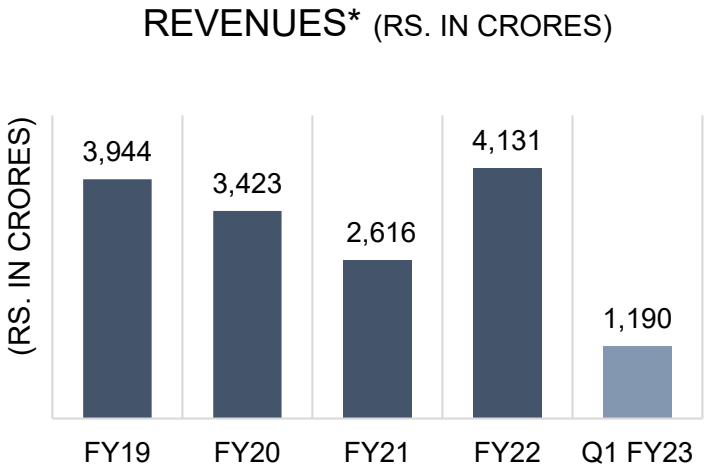
Particulars	O/s as on 31-12-2021	O/s as on 31-03-2022	O/s as on 30-06-2022
Long Term Loans	526	231	187
Average Rate of Interest	6.96%	6.40%	6.80%
Short Term and Working Capital Loans	270	313	334
Average Rate of Interest	3.94%	4.25%	5.47%
NCD	400	650	650
Average Rate of Interest	7.35%	6.89%	7.07%
Total CTIL Loans	1,196	1,194	1,171
Average Rate of Interest as on date	6.41%	6.10%	6.57%
Standalone Loan Taken by Birla Estate Pvt.Ltd	85	121	137
	7.20%	7.28%	7.82%
Total Consolidated Loans	1,281	1,315	1,308
Average Interest for Quarter	6.46%	6.21%	6.70%

OUTSTANDING LOAN

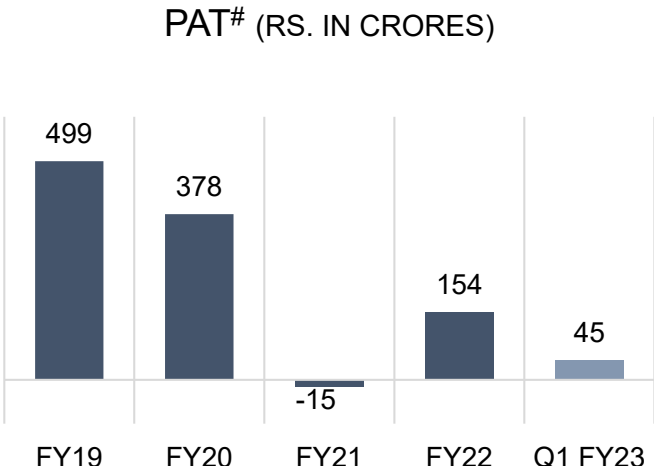
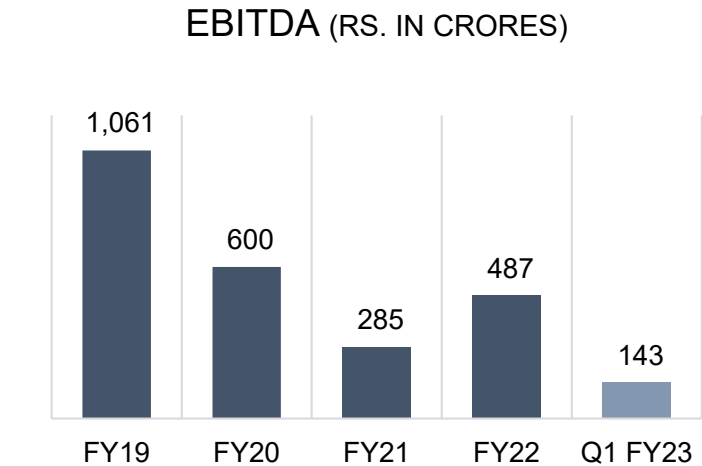
(RS. IN CRORES)



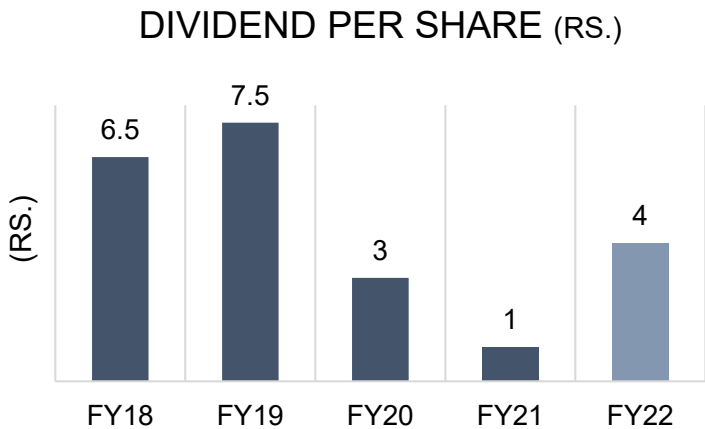
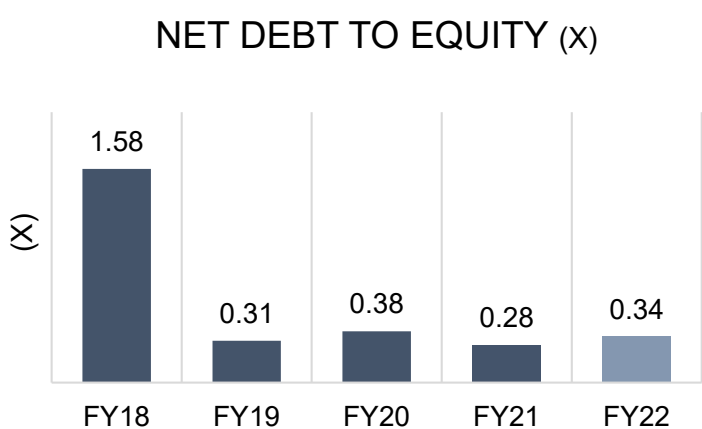
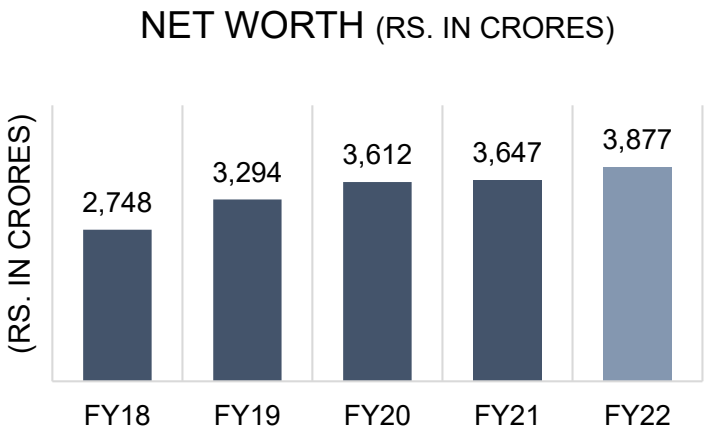
FINANCIAL PERFORMANCE



* Revenue includes Other Operating Income



PAT represents net profit from continuing operations



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Thank You