



SH/XII/2023

02nd February, 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 30th January, 2024, regarding earnings call to be held on 02nd February, 2024 to discuss Q3-FY24 earnings. In this connection, please find enclosed herewith the Earnings Presentation for Q3-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



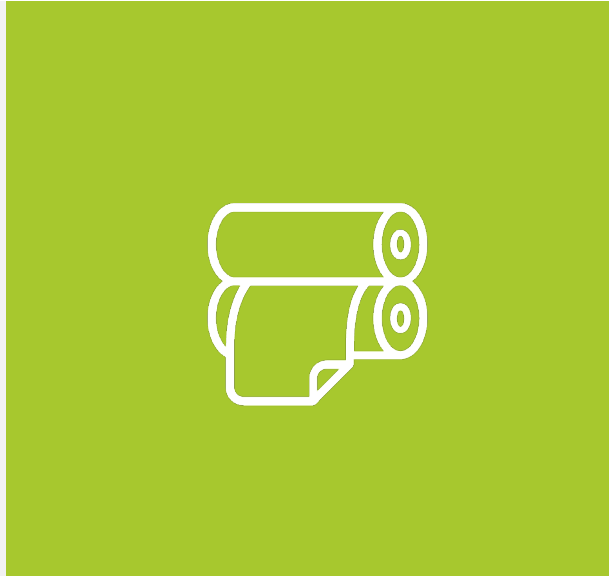
Century Textiles and Industries Limited

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

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Corporate ID No.: L17120MH1897PLC000163



Q3 FY24: Earnings Presentation

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Summary



Real Estate



Pulp and Paper



Textiles



Financials

Q3 FY24: KEY OPERATIONAL HIGHLIGHTS

Strong performance in this quarter by the company in all its operational and financial parameters with multifold rise in EBITDA and PAT (343% QoQ)

Excellent performance by Real Estate (115% QoQ) and great performance by Pulp & Paper segment (10% QoQ) despite stiff competition from lower-priced imports.

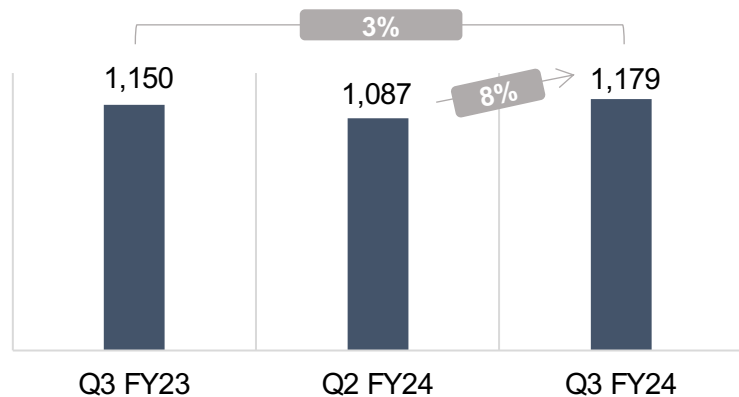
Initiated delivery process at Birla Alokya, Bengaluru and handed over 30 Units achieving an outstanding Net Promoter Score of 90%

Strong turnaround showcased by businesses despite adverse market conditions amidst surging tailwinds from geopolitical crises

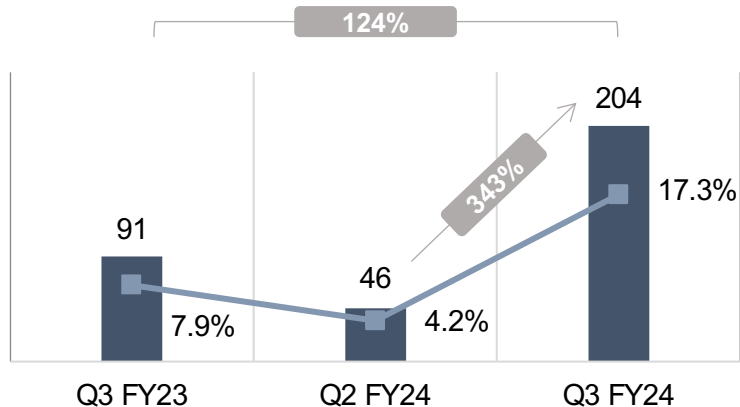
QUARTERLY CONSOLIDATED PERFORMANCE AT A GLANCE

(RS. IN CRORES)

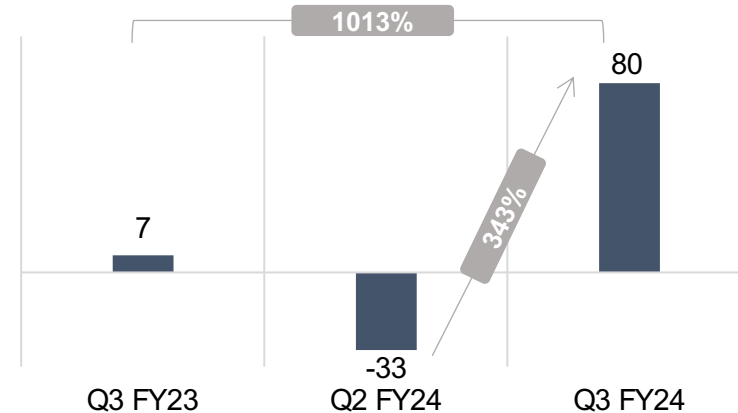
TURNOVER



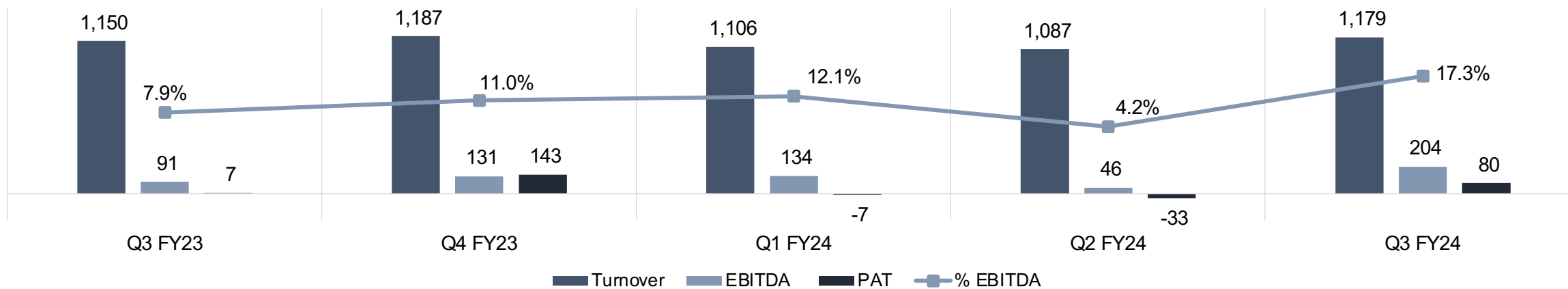
EBITDA & EBITDA MARGINS



PAT



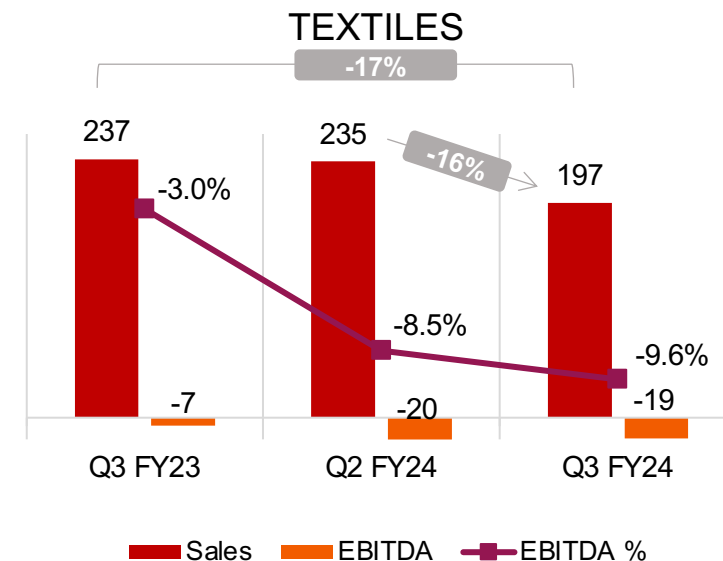
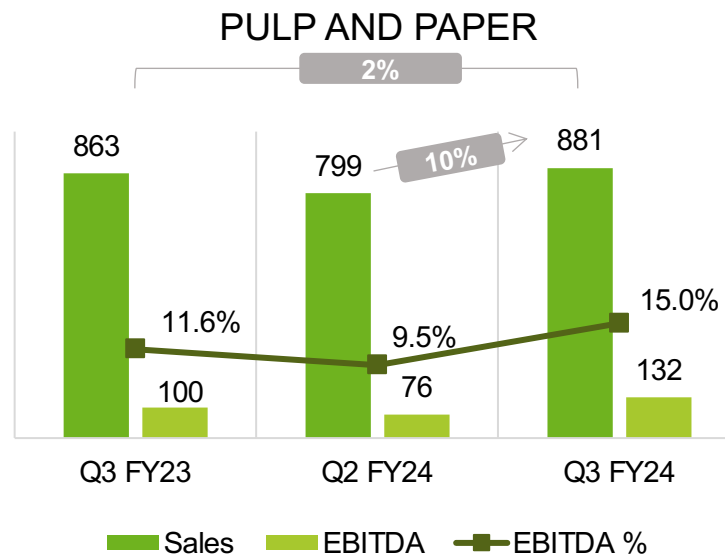
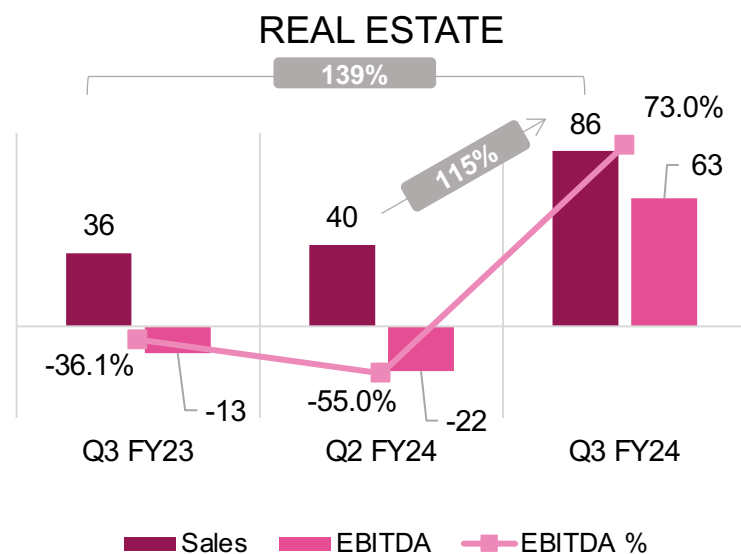
TTM QUARTERLY PERFORMANCE



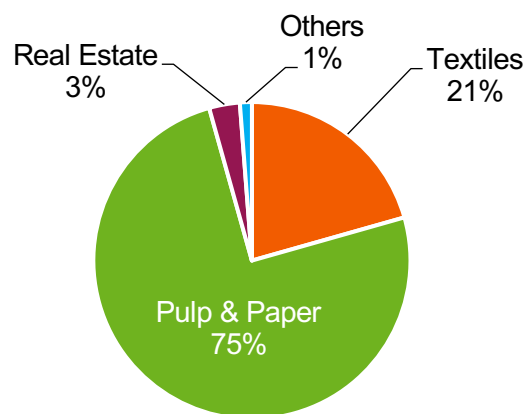
Total Net Debt Outstanding is ~Rs. 2,356 Cr. as on 31st December 2023

QUARTERLY SEGMENT-WISE CONSOLIDATED PERFORMANCE

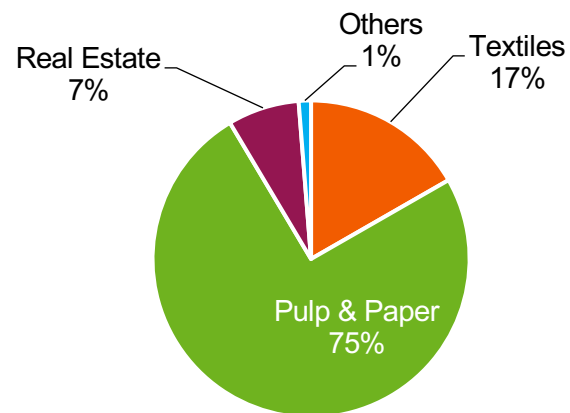
(RS. IN CRORES)



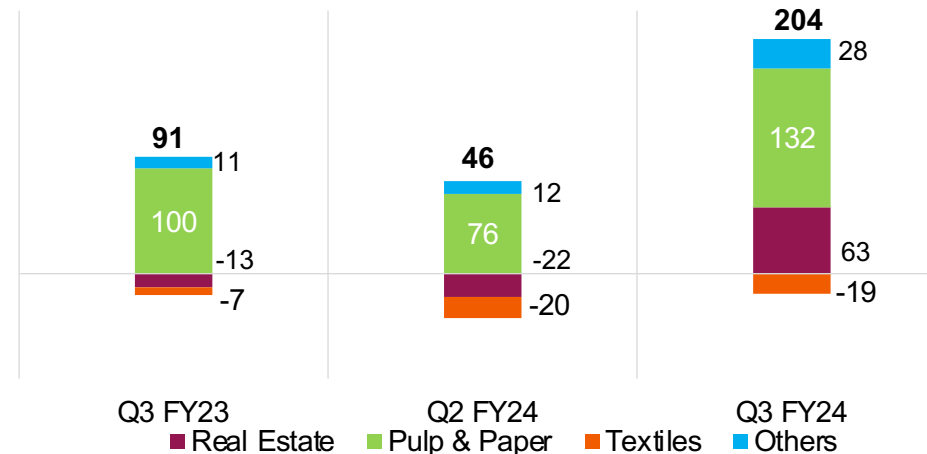
REVENUE PIE : Q3 FY23



REVENUE PIE : Q3 FY24

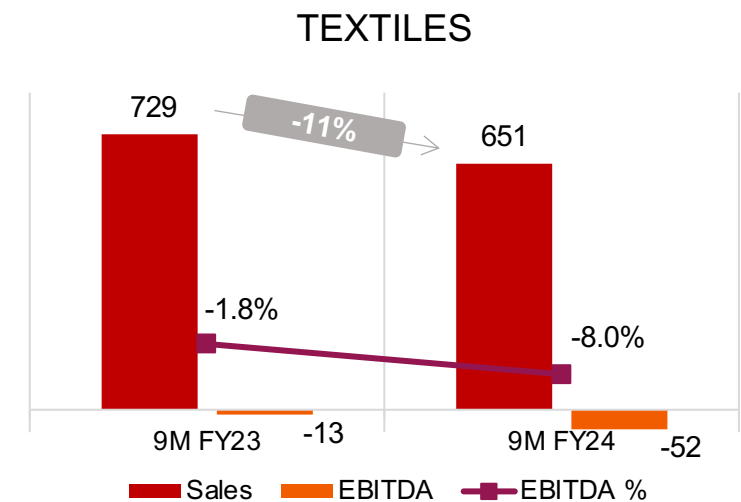
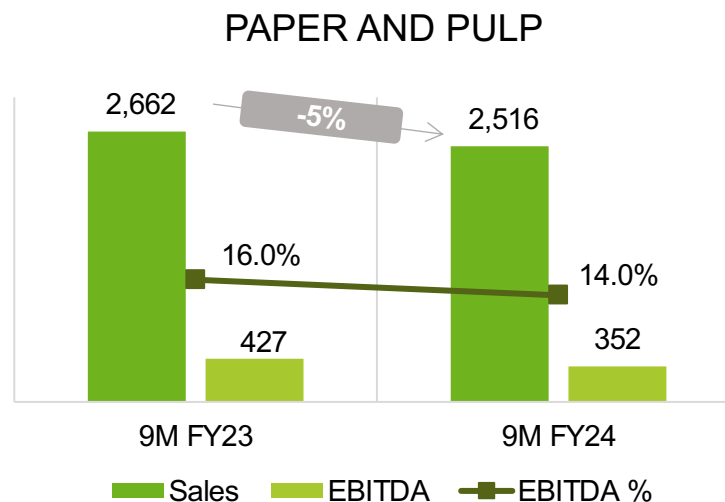
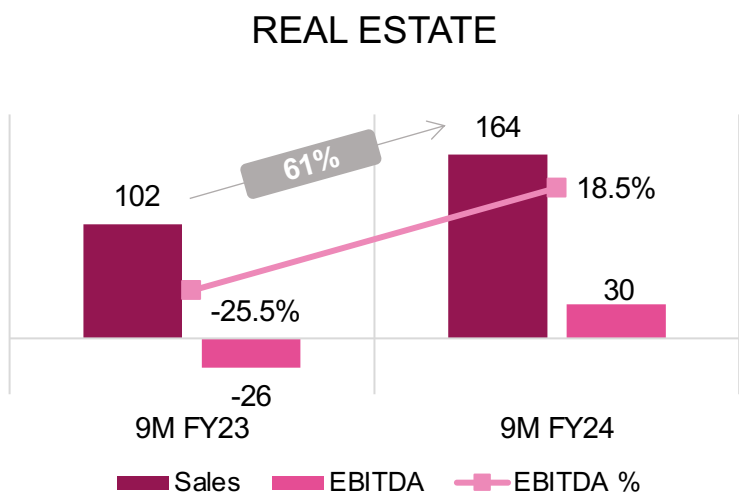
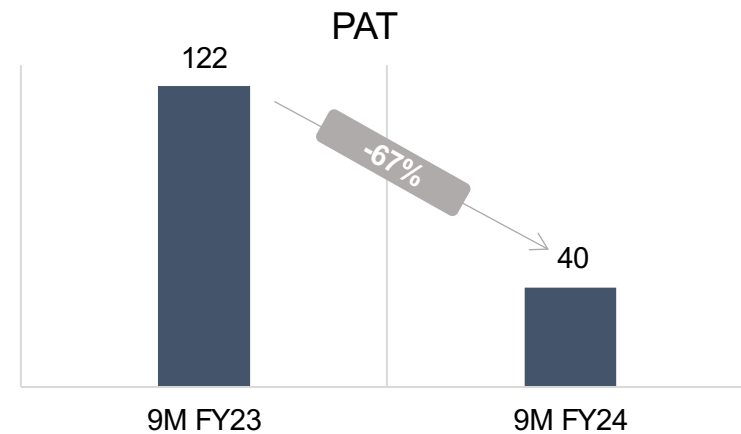
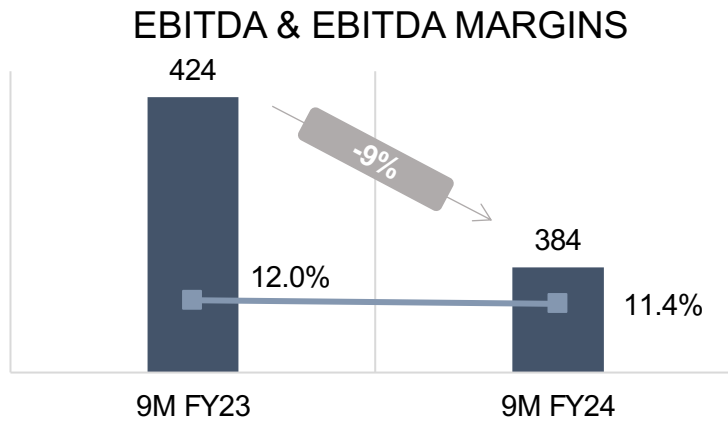
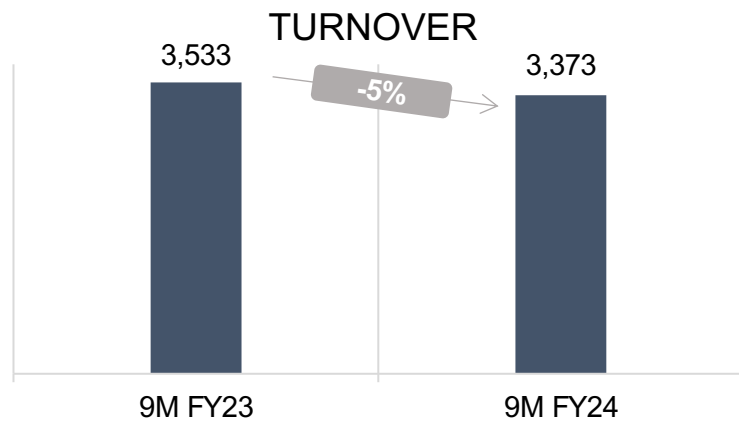


EBITDA BREAKUP – Y-o-Y



9 MONTHS CONSOLIDATED PERFORMANCE

(RS. IN CRORES)





Real Estate

Over 76 lakh sq. ft. under construction across 6 projects

KEY HIGHLIGHTS – REAL ESTATE

MAJOR TAKEAWAYS

- Birla Navya, Gurugram received “National EHS Award” from Global Safety Summit (GSS) hosted by World Safety forum, London (UK)
- OC has been received for two phases of Birla Alokya, Bengaluru, where we have initiated our first set of handovers, marking a major milestone in our journey.
- Our commercial project, Birla Aurora completed a 100% transition to green energy, reiterating our commitment to a more environmentally sustainable future .

MARKET OUTLOOK

- The Indian real estate sector continues to experience consistent growth owing to robust economic growth and enthusiastic consumer demand wherein a significant trend of rising demand for luxury homes, offering superior amenities and exquisite designs.
- The luxury residential market is witnessing a remarkable surge in demand. Steady interest rates and positive consumer sentiment towards upgrading configuration and lifestyle are poised to drive sales.
- Our endeavour of building a superior brand with focus on the premium and luxury segment perfectly aligns with the escalating interest of buyers in premium housing.

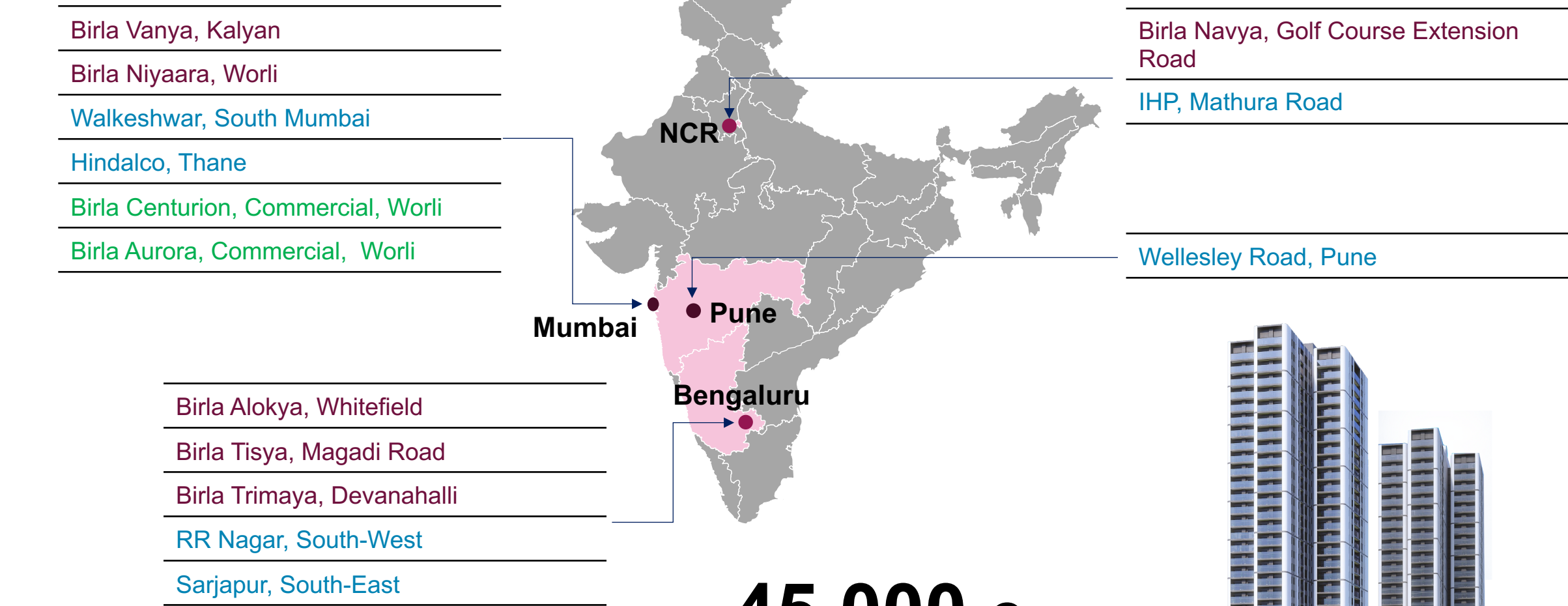
AWARDS AND RECOGNITIONS

- Birla Navya, Gurugram has achieved the “**National EHS Award**” at the GSS (Global Safety Summit) hosted by World Safety Forum, London.



OUR PRESENCE

Focus on 4 key Regions



Completed

Ongoing/Launched

Forthcoming

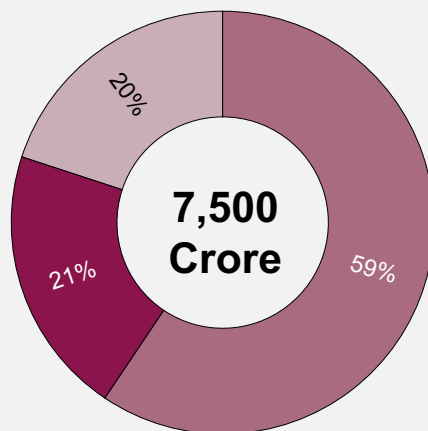
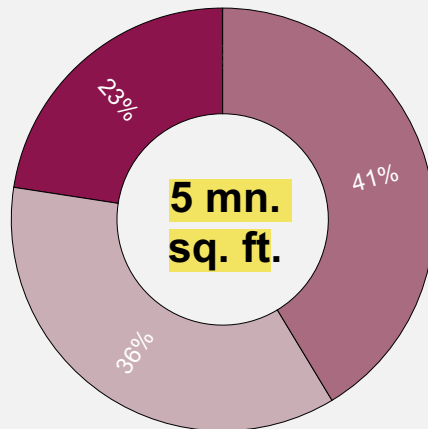
45,000 Crs
of Development Potential



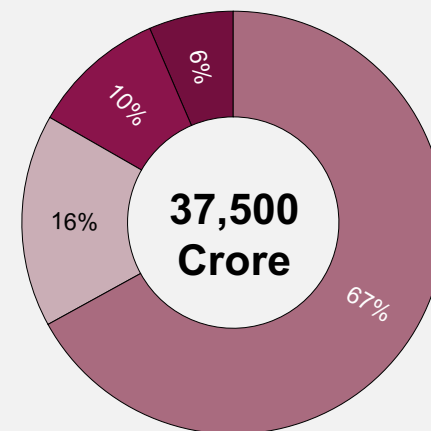
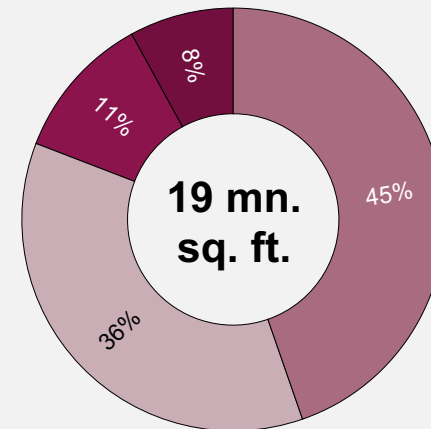
RESIDENTIAL PORTFOLIO

5 projects with a GDV of INR 16,000 Crore added

Ongoing/Launched Projects



Forthcoming Projects



Saleable Area

Gross Development Value

■ Bengaluru ■ MMR ■ NCR ■ Pune

OPERATIONAL HIGHLIGHTS – 9M FY24



Booking Value

INR 1,104 Crore

Collections

INR 802 Crore

Area Sold

1.11 mn. Sq. ft.

Net Total Income

INR 182 Crore

Net Leasing
Income

INR 86 Crore

EBITDA

INR 29 Crore

OPERATIONAL HIGHLIGHTS – Q3 FY24



Booking Value

INR 189 Crore

Collections

INR 182 Crore

Area Sold

0.14 mn. Sq. ft.

Net Total Income

INR 120 Crore

Net Leasing
Income

INR 27 Crore

EBITDA

INR 63 Crore

PROJECTS UPDATE

Project	Birla Vanya, (Kalyan)	Birla Alokya, (Whitefield, Bengaluru)	Birla Navya, (Golf Course Extension, Gurugram)
Project Photo			
Launch Period	Q1 FY19-20	Q3 FY19-20	Q3 FY20-21
Land Area	22 acres	8 acres	48 acres
Share	100%	100%	50%
Total Saleable Area	13.3 lakh sqft	5.5 lakh sqft	18.5 lakh sqft (Ph 1+2+3 – 11.66)
Saleable Area Launched (PTD)	13.3 lakh sqft	5.5 lakh sqft	11.7 lakh sqft
Saleable Area Sold (PTD)	10.2 lakh sqft (77%)	5.3 lakh sqft (97%)	11.3 lakh sqft (97%)
Booking Value (PTD)	Rs. 807 Crs	Rs. 379 Crs	Rs. 1,526 Crs
Collection Value (PTD)	Rs. 427 Crs	Rs. 218 Crs	Rs. 510 Crs

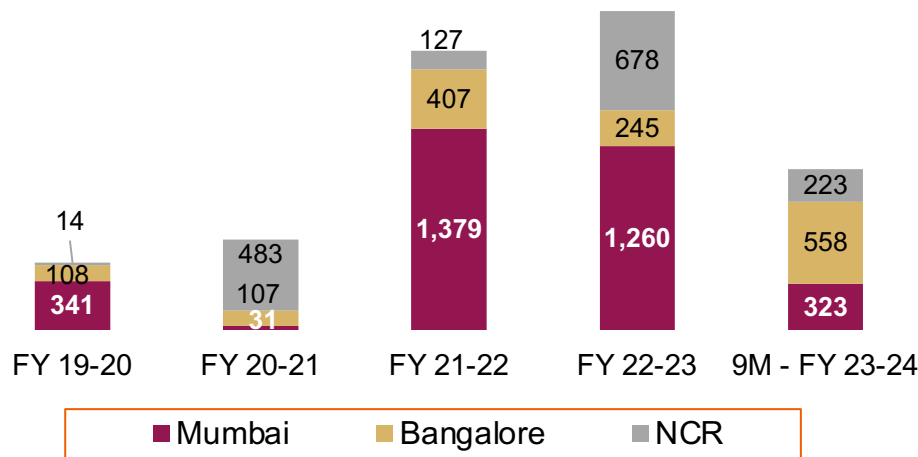
PROJECTS UPDATE

Project	Birla Niyaara, (Worli, Mumbai)	Birla Tisya, (Rajajinagar, Bengaluru)	Birla Trimaya, (Devanahalli, Bengaluru)
Project Photo			
Launch Period	Q4 FY21-22	Q3 FY21-22	Q2 FY23-24
Land Area	14 acres	5 acres	52 acres
Share	100%	40%	53%
Total Saleable Area	24.8 lakh sqft (Residential)	6.5 lakh sqft	36.2 lakh sqft
Saleable Area Launched (PTD)	9.1 lakh sqft	6.5 lakh sqft	7.2 lakh sqft
Saleable Area Sold (PTD)	7.4 lakh sqft (81%)	5.9 lakh sqft (90%)	7.1 lakh sqft (99%)
Booking Value (PTD)	Rs. 2,528 Crs	Rs. 565 Crs	Rs. 481 Crs
Collection Value (PTD)	Rs. 763 Crs	Rs. 262 Crs	Rs. 73 Crs

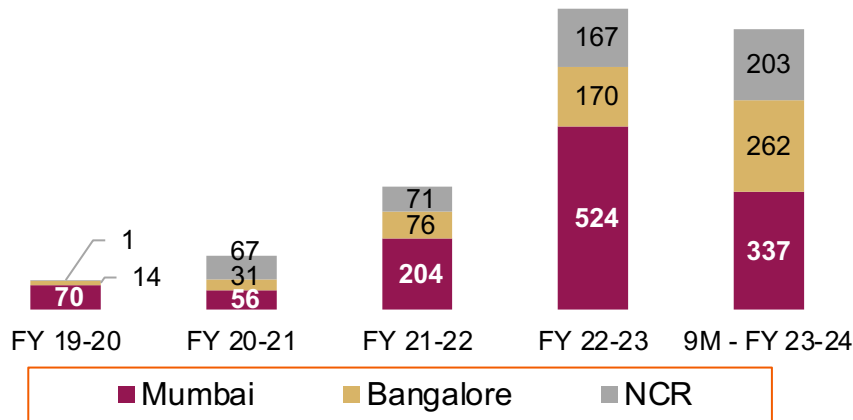
All PTD Information above is as on Dec 2023

REGION WISE INFORMATION

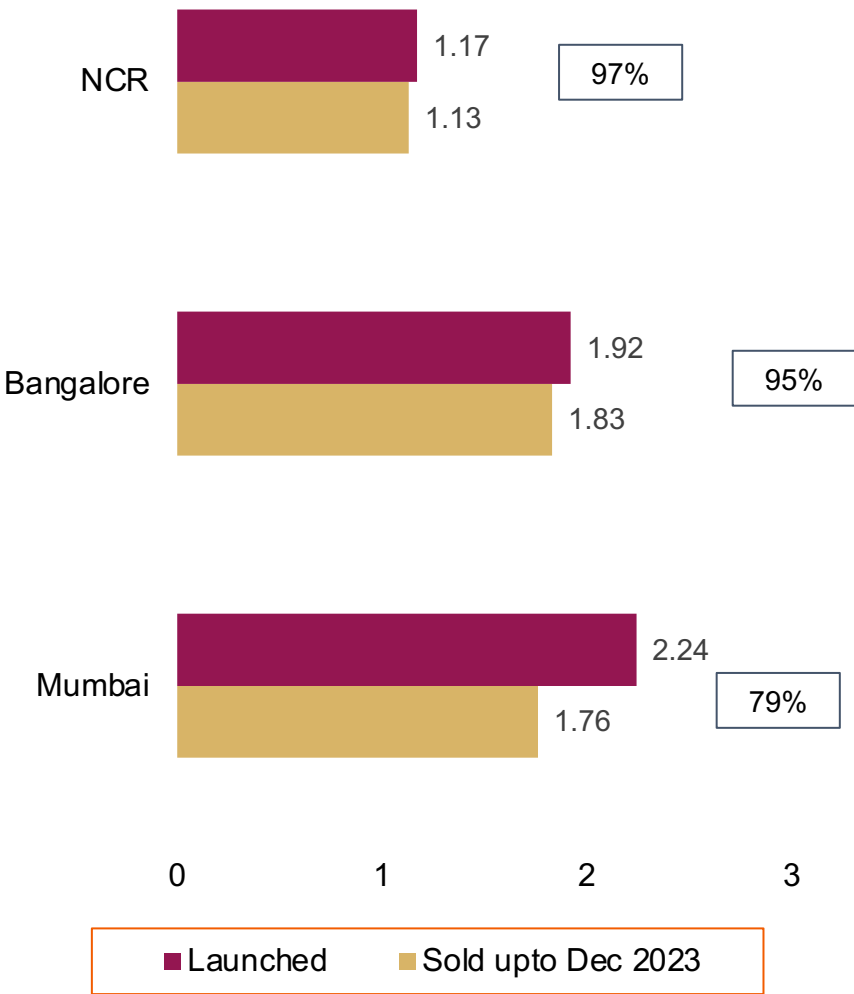
CITY WISE HISTORICAL PRE-SALES (IN CRORES)



CITY WISE HISTORICAL COLLECTIONS (IN CRORES)



Area (Mn. Sq. Ft.)



KEY PERFORMANCE INDEX

Real Estate



Pulp & Paper



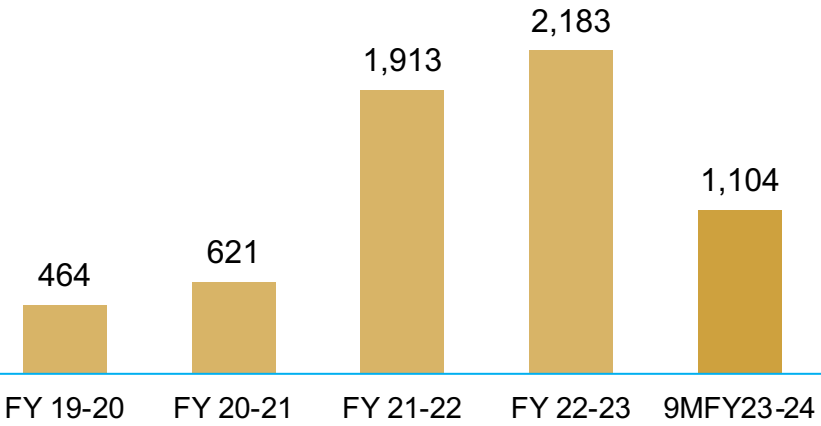
Textiles



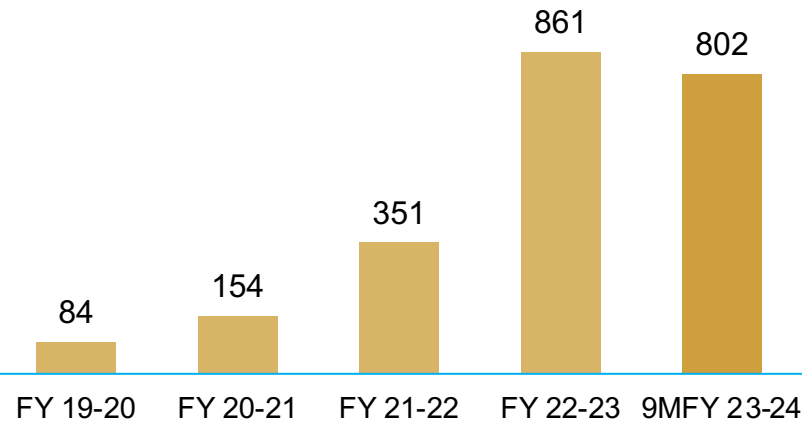
Financials



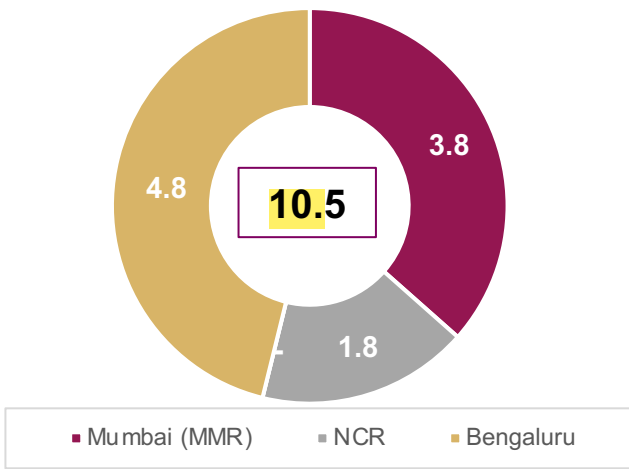
Booking Value (Rs. Cr)



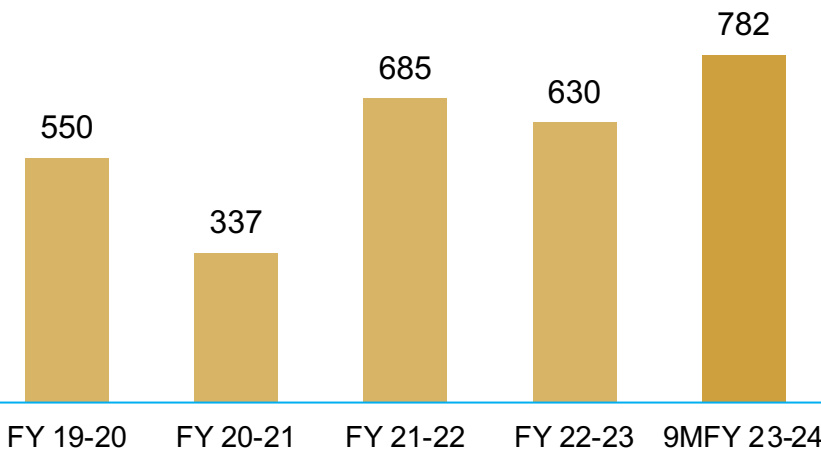
Collection Value (Rs. Cr)



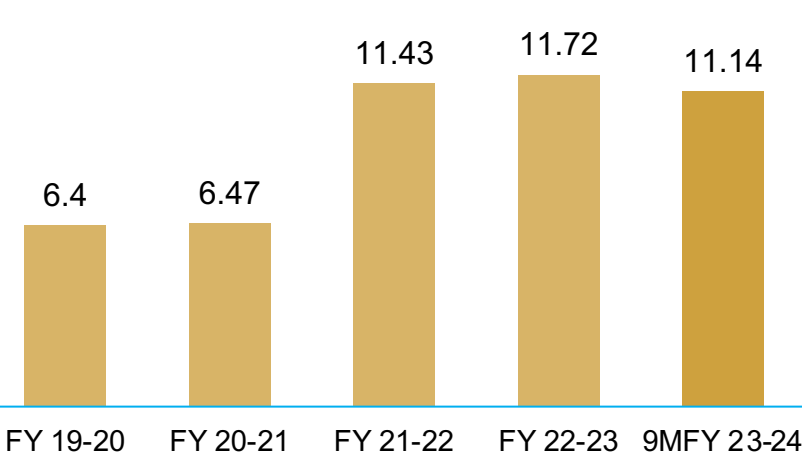
Ongoing Projects (MSF) as on Dec 2023



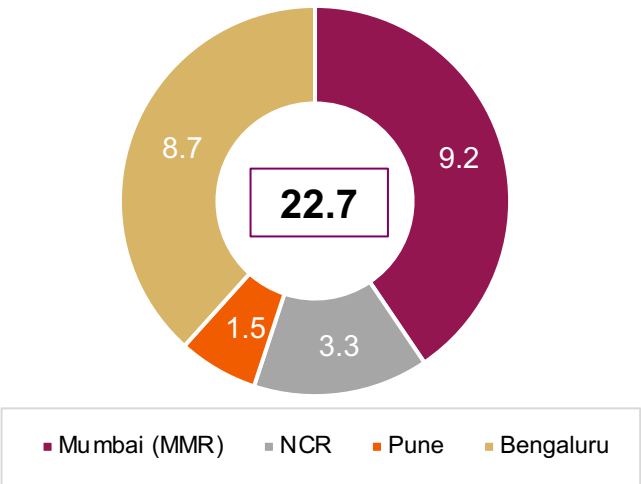
Units Sold (No.)



Area Sold (Lakh sq.ft)



Ongoing & upcoming Projects (MSF) as on Dec 2023



CONSTRUCTION UPDATES



Birla Vanya, Kalyan



Birla Alokya, Bengaluru



Birla Navya, Gurugram



Birla Niyaara, Worli

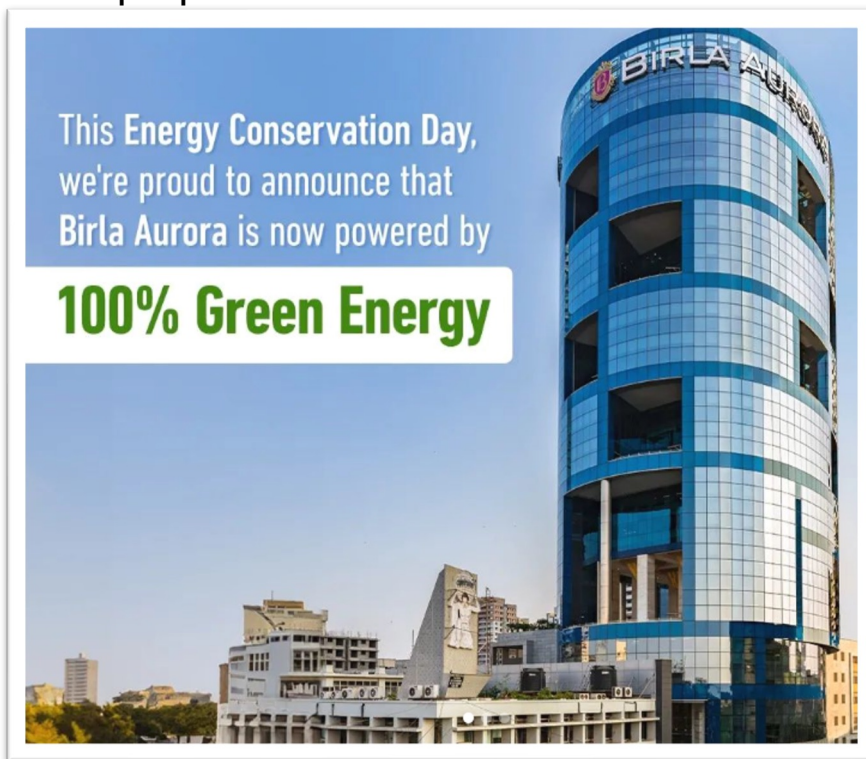
All estimated numbers above is per our plans as of Dec 2023

ENVIRONMENT SOCIAL GOVERNANCE (ESG) – REAL ESTATE



ENVIRONMENT

Birla Aurora has completed a **100% transition** and **Birla Centurion** has achieved a **38% shift to green energy**, resulting in a **43% reduction in CO2 emissions** in our commercial properties.



SOCIAL

A 5-day training, testing and certification program organized for the workers from different trades such as carpenter, fitter, scaffolder, welder, electrician, was conducted by CIDC-trained experts.

The program aimed to enhance the capabilities of worker's, improving their overall work performance and employability. This Certificate is valid for their visa approval to work in Gulf counties.



Governance - Robust compliances of all statutory regulations



Pulp & Paper

Flag bearer in Paper Industry

KEY HIGHLIGHTS – PULP & PAPER

MAJOR TAKEAWAYS

- In Q3 FY24 both overall production and sales volumes increased by 16% and 11% respectively over the previous quarter. Sales turnover increased by 10% over the last quarter despite marginal reduction in NSR.
- Export volume in both Writing & Printing paper and Copier paper has increased towards end of Q3. Export demand in Tissue segment remained subdued due to crashing prices in UAE. Export demand from Europe/ USA is increasing.
- Disturbances in Red Sea and Suez Canal have caused concerns about supply chain disruption resulting in increased prices of raw materials.
- Set up a new QSC at Bhiwandi to further strengthen service to west zone customers.
- Signed declaration providing direct wood to CPP taken from farmers to secure raw material supply. 5.2 million plantations of Eucalyptus and Poplar seedlings / clones carried out up to Q3.
- Various corrective measures like technology upgradation, production enhancement and other cost reduction initiatives have been taken to improve sales and reduce cost of production.

MARKET OUTLOOK

- Writing & Printing paper demand is expected to stabilize due to government tenders in Q4 FY24. Copier demand is expected to increase in Q4 due to seasonality. Industrial paper demand to be at normalized level.
- Consistent demand expected in Tissue segment in Q4. Although imports are foreseen due to lower import prices, focus will be more on domestic sales for better realization with look out for opportunities to strengthen export volumes basis improved realizations.
- Despite rise in lower priced imports, Board demand expected to remain stable due to rise in pharma and FMCG demand. F&B segment demand is also expected to pick up in Q4.
- Century Green Pulp (CGP) demand expected to rise in Q4.
- Export demand to Europe/USA markets is picking up. However, disturbance in Red Sea and Sue Canal has caused concerns about supply chain disruptions and increase in raw material prices.

Prioritizing production-enhancement and cost-reduction initiatives will help sustain profitability

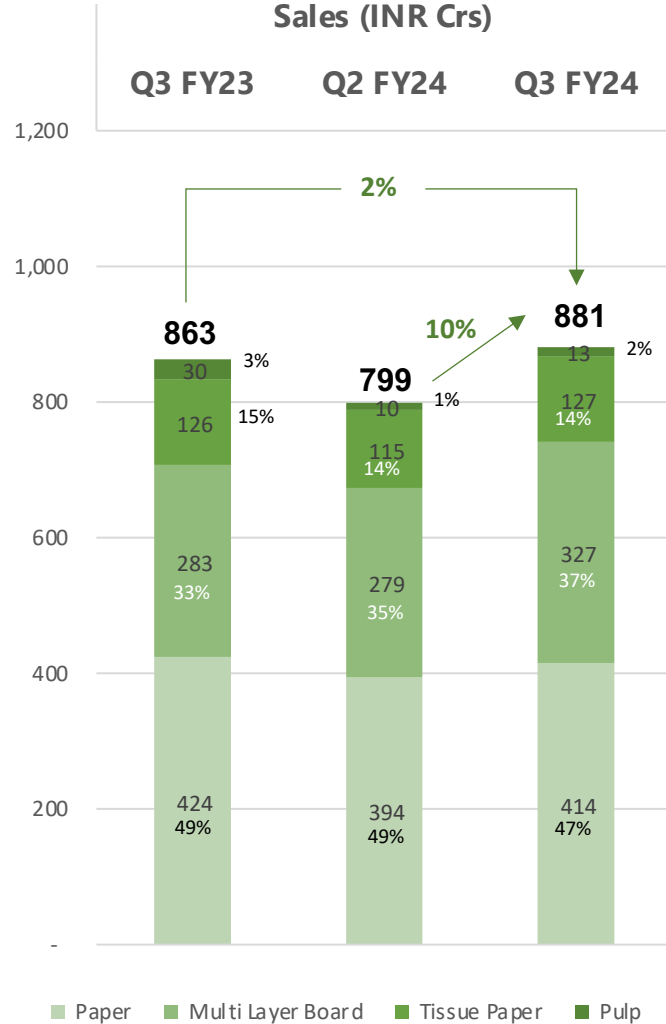
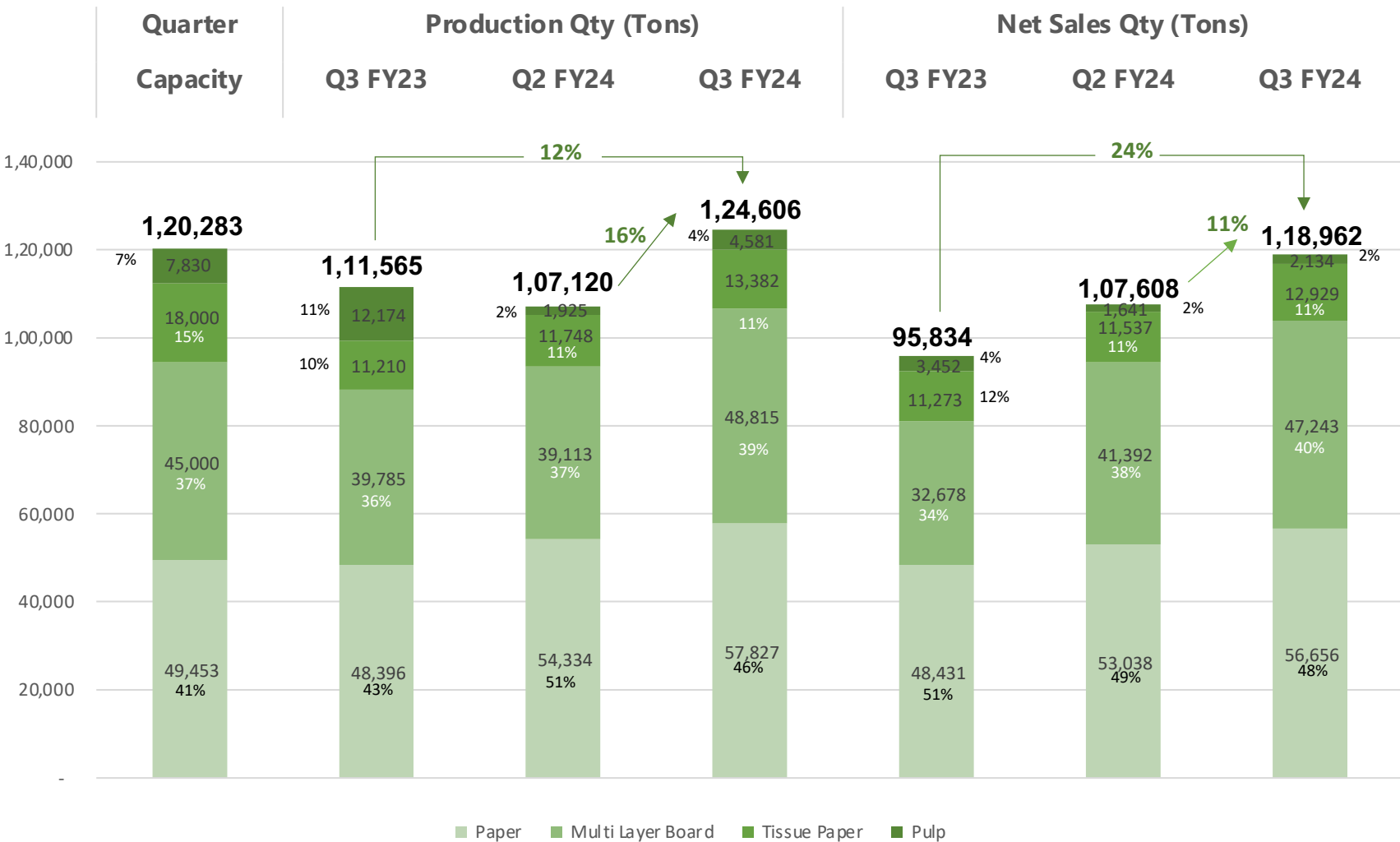
Q3 FY24: PRODUCTION & SALES

Real Estate

Pulp & Paper

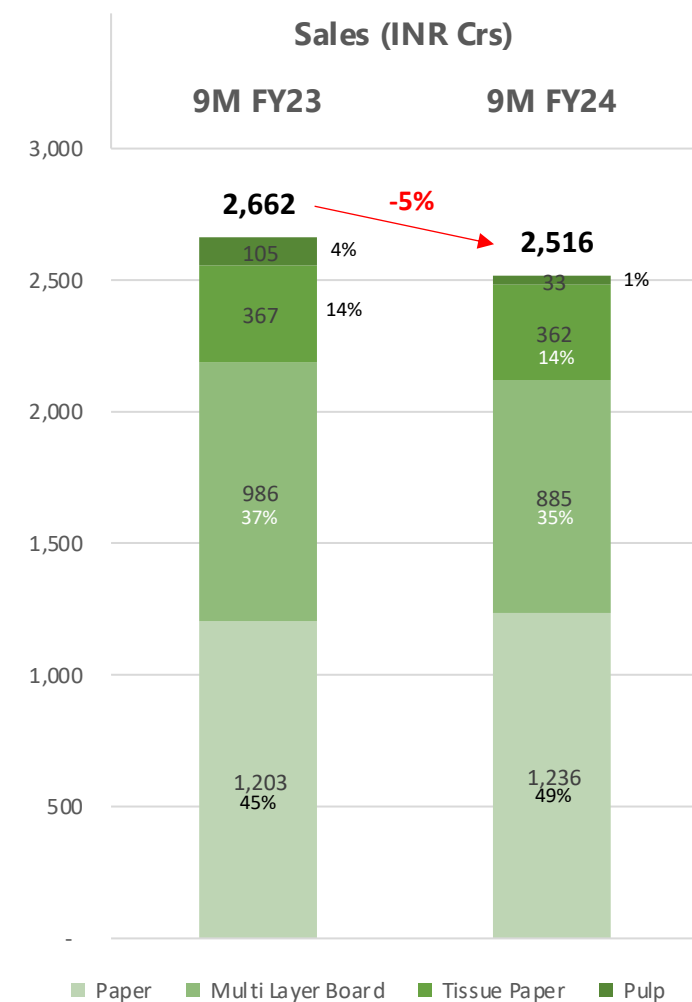
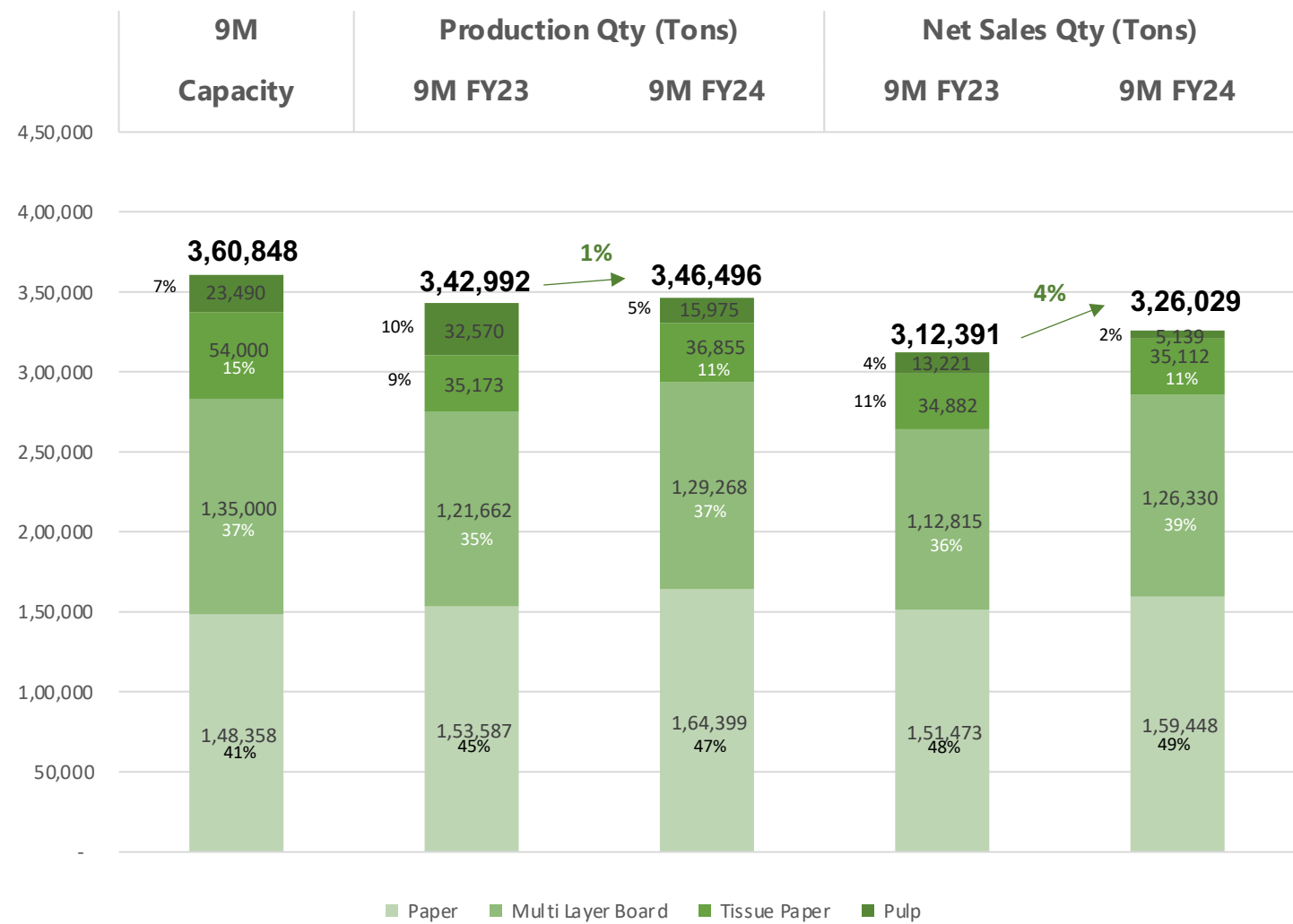
Textiles

Financials



The Capacity Utilisation for Q3 FY24 was 104% as compared to 89% in Q2 FY24

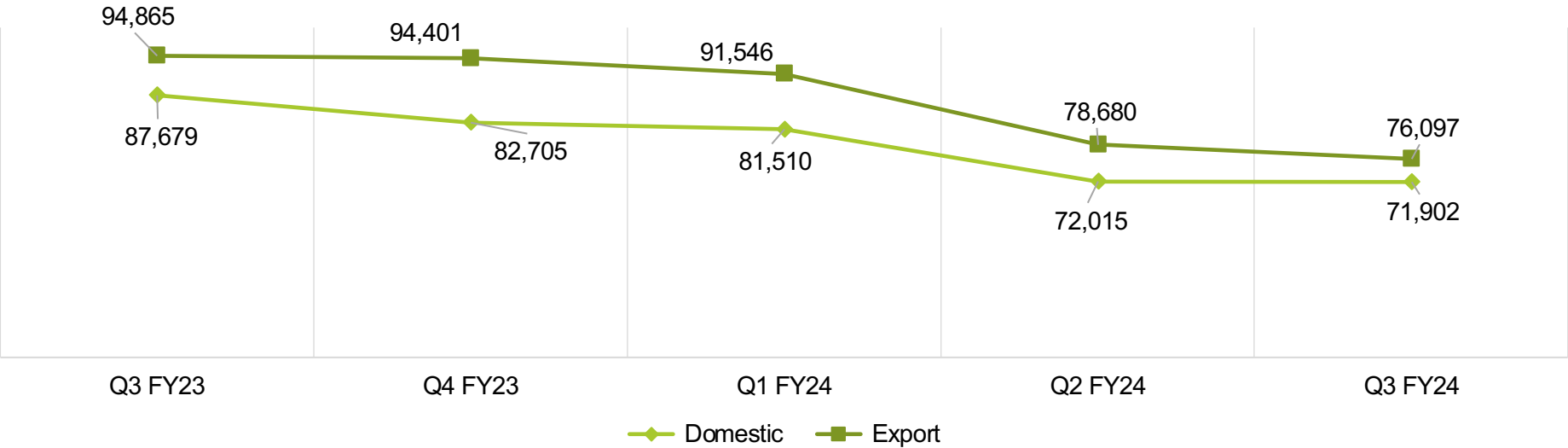
9M FY24: PRODUCTION & SALES



The Capacity Utilisation for 9M FY24 was **96%** as compared to 95% in 9M FY23

NET SALES REALIZATION (NSR) MOVEMENT

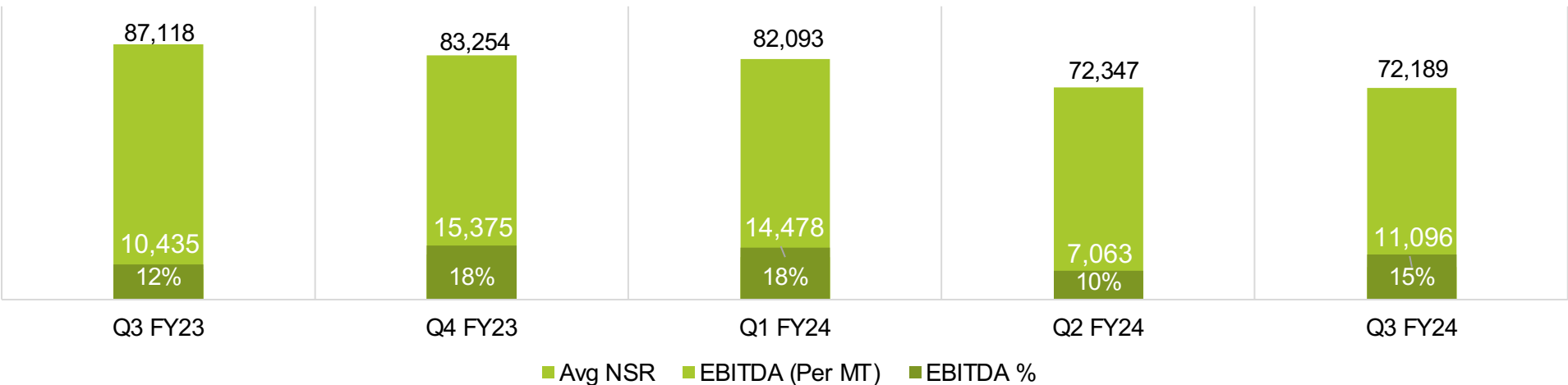
NSR MOVEMENT (INR/TONS)



YoY	QoQ
-18%	-0%

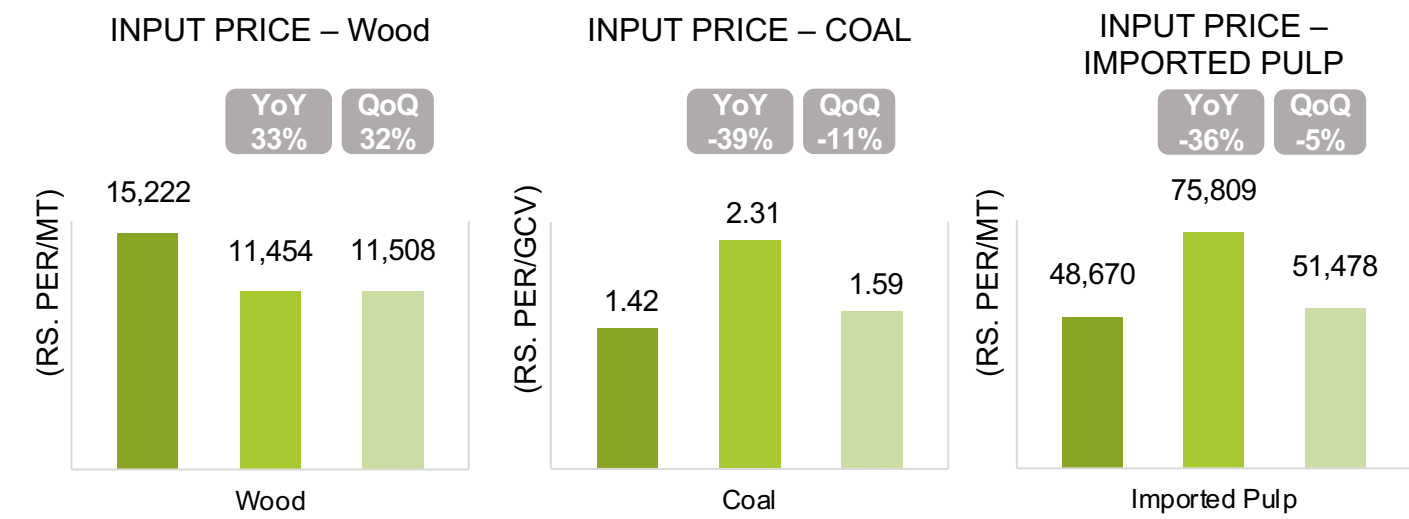
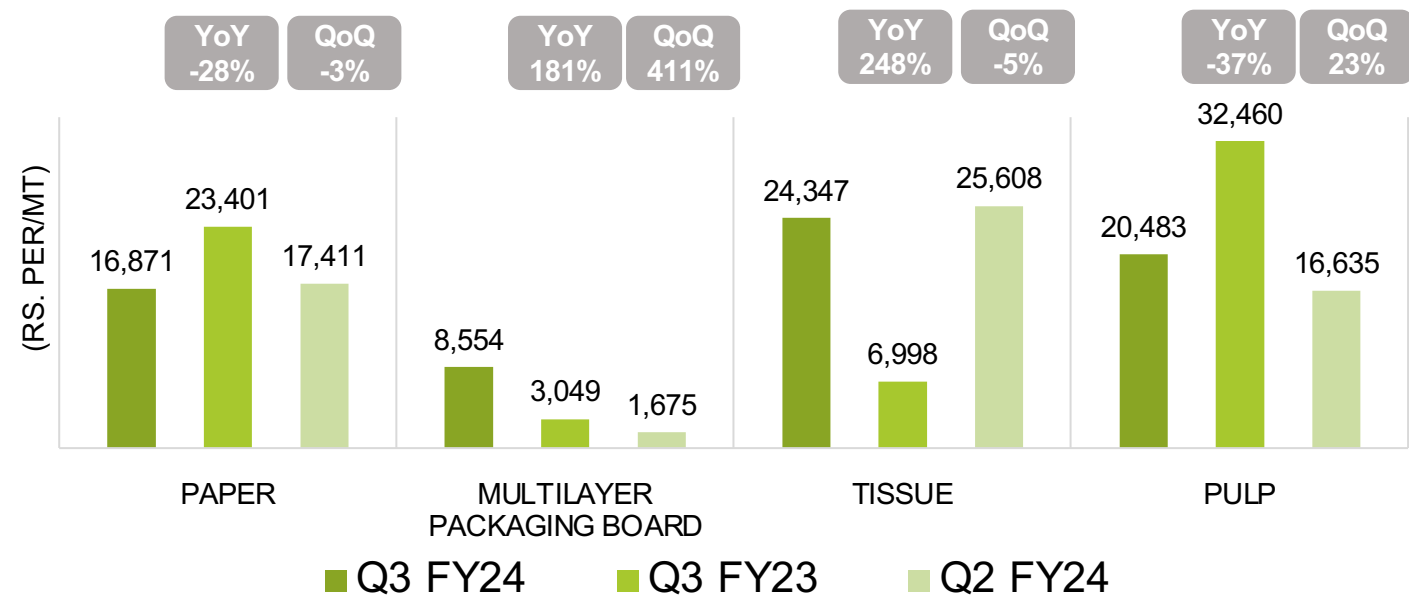
YoY	QoQ
-20%	-3%

NSR AND EBITDA

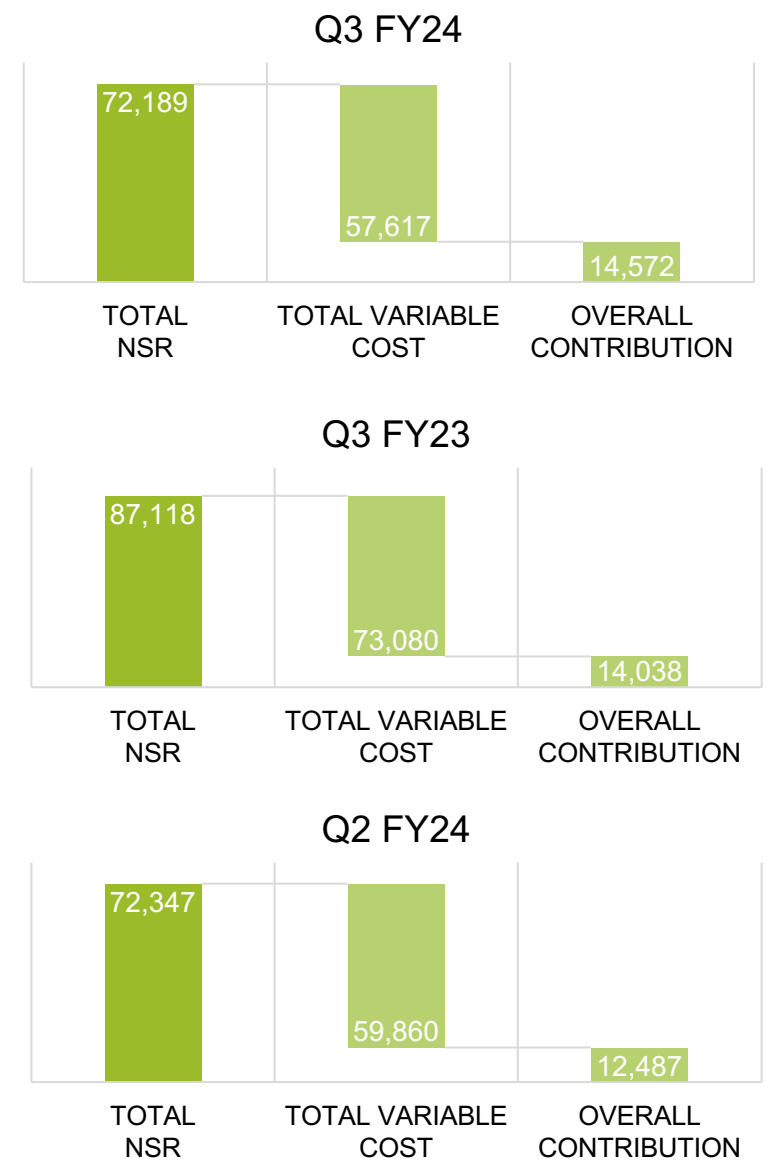


YoY	QoQ
-17%	-0%

SEGMENTAL CONTRIBUTION



OVERALL CONTRIBUTION (RS. PER/MT)



ENVIRONMENT SOCIAL GOVERNANCE (ESG) – PULP & PAPER



ENVIRONMENT



- Our dedicated team is working to increase plantation through farmers in our catchment area by distributing eucalyptus & poplar clones and seedlings. Total 52,02,950 nos. of plantations completed till Q3 FY24.
- Cleaning & shifting of garbage to trenching ground from Hathikhana, Rajeev Nagar Colony, Bengali Colony slum areas is being carried out of regular basis.
- Fogging and mosquitoes spray are also being done to avoid malaria & dengue.



SOCIAL



- RCC road, building construction & fixing of entry gate work carried out at Government High School Ghoranala, Bindukhatta. Construction of boundary wall carried out at Janta High School, Bindukhatta.
- Sanitary Napkin Vending Machine installed at Lal Bahadur Shastri Government Degree College Halduchaur, District Nainital.
- Upon request through SDM, Haldwani, Supported Smt. Nirmala Devi to participate in event of Para Lawn Ball at Para Asian Games, China which was held from 16/10/2023 to 30/10/2023 with help of Rs. 3.5 Lacs.
- Installed 5 nos. India Mark Hand pumps at Bindukhatta, Lalkua for safe drinking water



Governance - Robust compliances of all regulatory requirements



Textiles

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

KEY HIGHLIGHTS – TEXTILES

MAJOR TAKEAWAYS

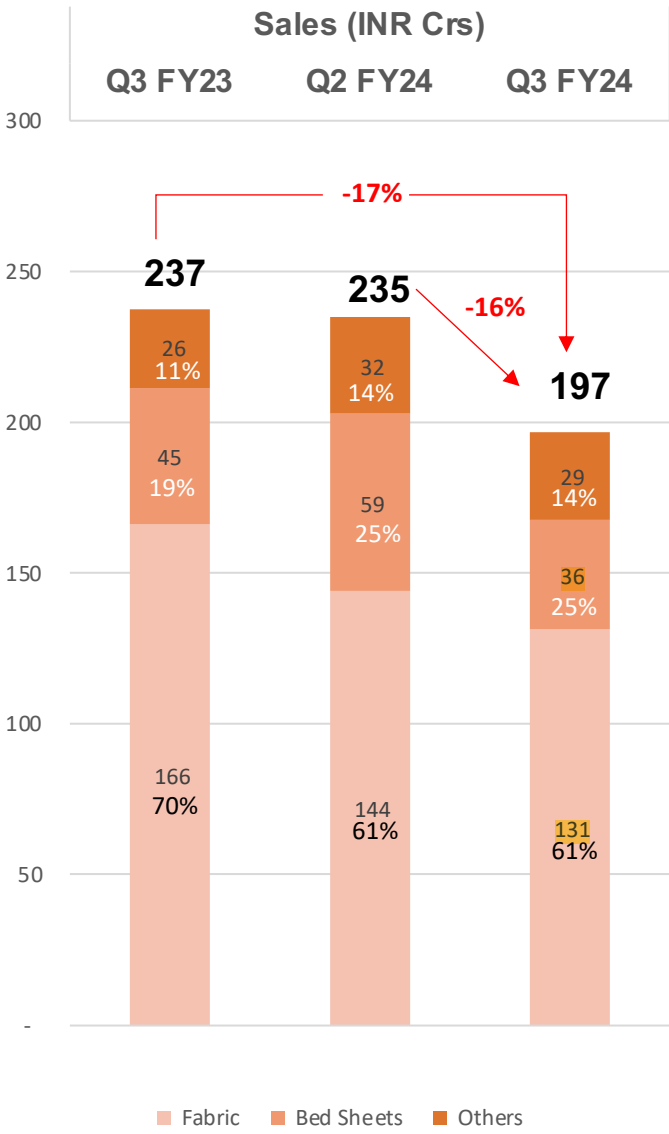
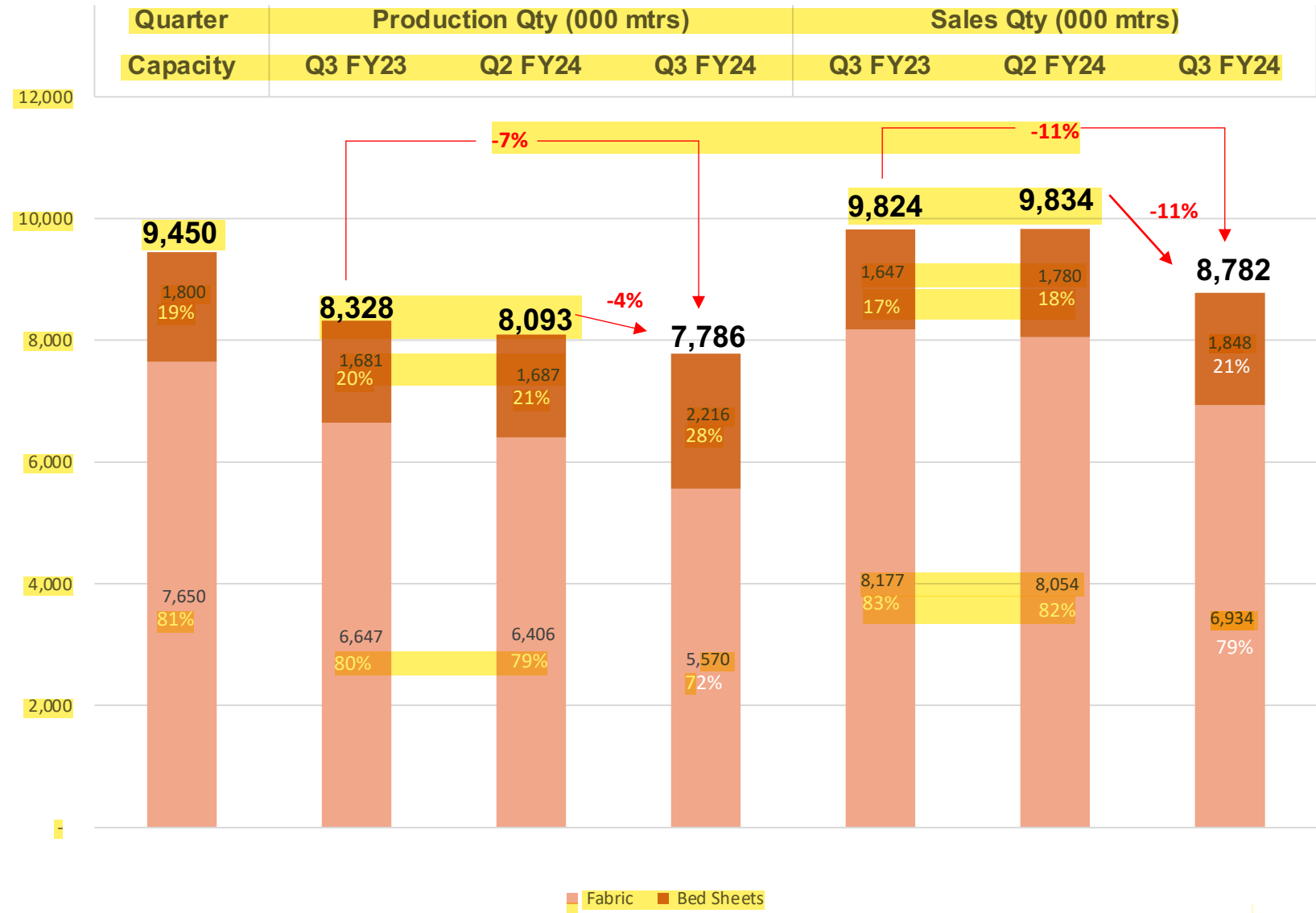
- In Q3 FY24, both overall production and sales volumes decreased by 4% and 11% respectively over previous quarter. Sales turnover also decreased by 14% over previous quarter.
- Apparel fabric segment experienced a moderate demand with downward shift in consumer spending on garments or textiles even during festive seasons.
- Home textiles segment have seen noticeable improvement in US markets with retailers demanding replenishments and new projects for upcoming season. Inventories have reduced significantly on account of Black Friday and Christmas sales.
- Our collaboration with UK-based textiles organization focusing on sustainable product range has been successful and would likely result in a bulk order in near future.
- On sustainability front, we conducted an awareness program on women health and hygiene in 5 villages of Jhagadia Taluka.

MARKET OUTLOOK

- The textile sector demand is expected to remain stable sustaining moderate sales as consumer focus has shifted from traditional festive season buying to occasion-based buying.
- Garments manufactured with new styles / blends using functional and imported fabrics in economical price range are experiencing higher sales. There is shift in clothing trend from office wear to comfort wear products especially knitwear gradually capturing woven segment market share.
- Change in consumer spending dynamics have impacted the entire value chain of Indian organized production houses leading to high inventories eventually causing financial crunch. We have restructured our operations by increasing outsourcing of basic activities while keeping the important final processing and finishing activities in-house. We have also shifted our focus on new technical collaborations for NPDs/VAPs.
- Ongoing geo-political tensions have impacted the global demand, with our major markets in US and UK yet to show any significant improvements in demand. Global demand recovery expected from 2024.

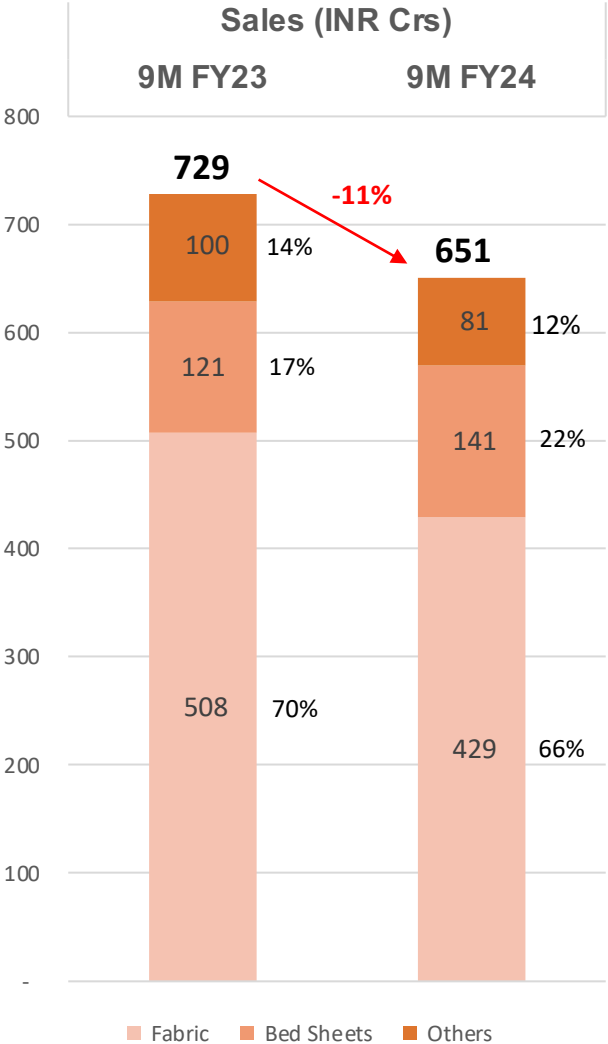
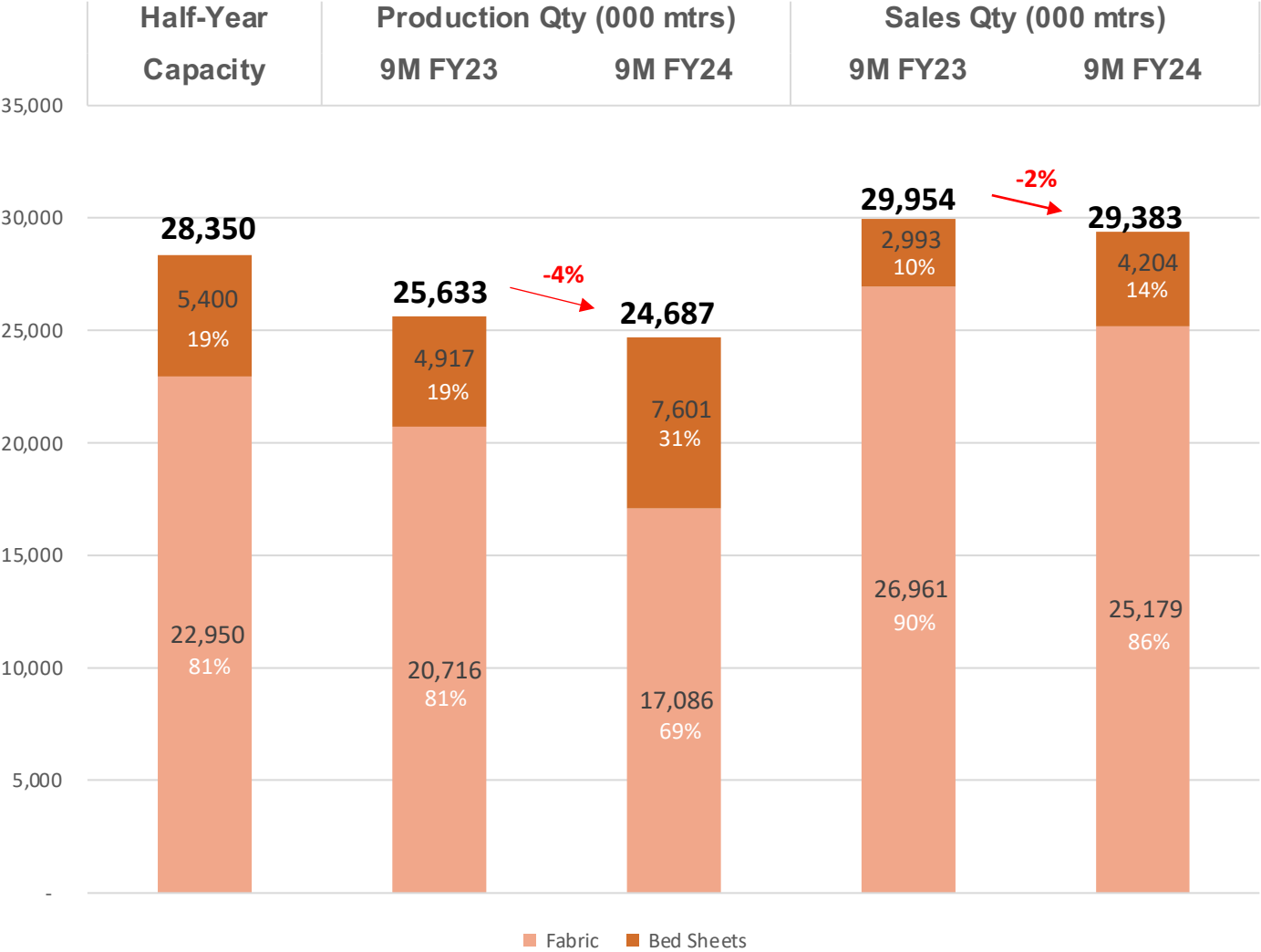
Adapting to changing consumer spending dynamics through NPDs/VAPs would improve profitability

Q3 FY24: PRODUCTION & SALES



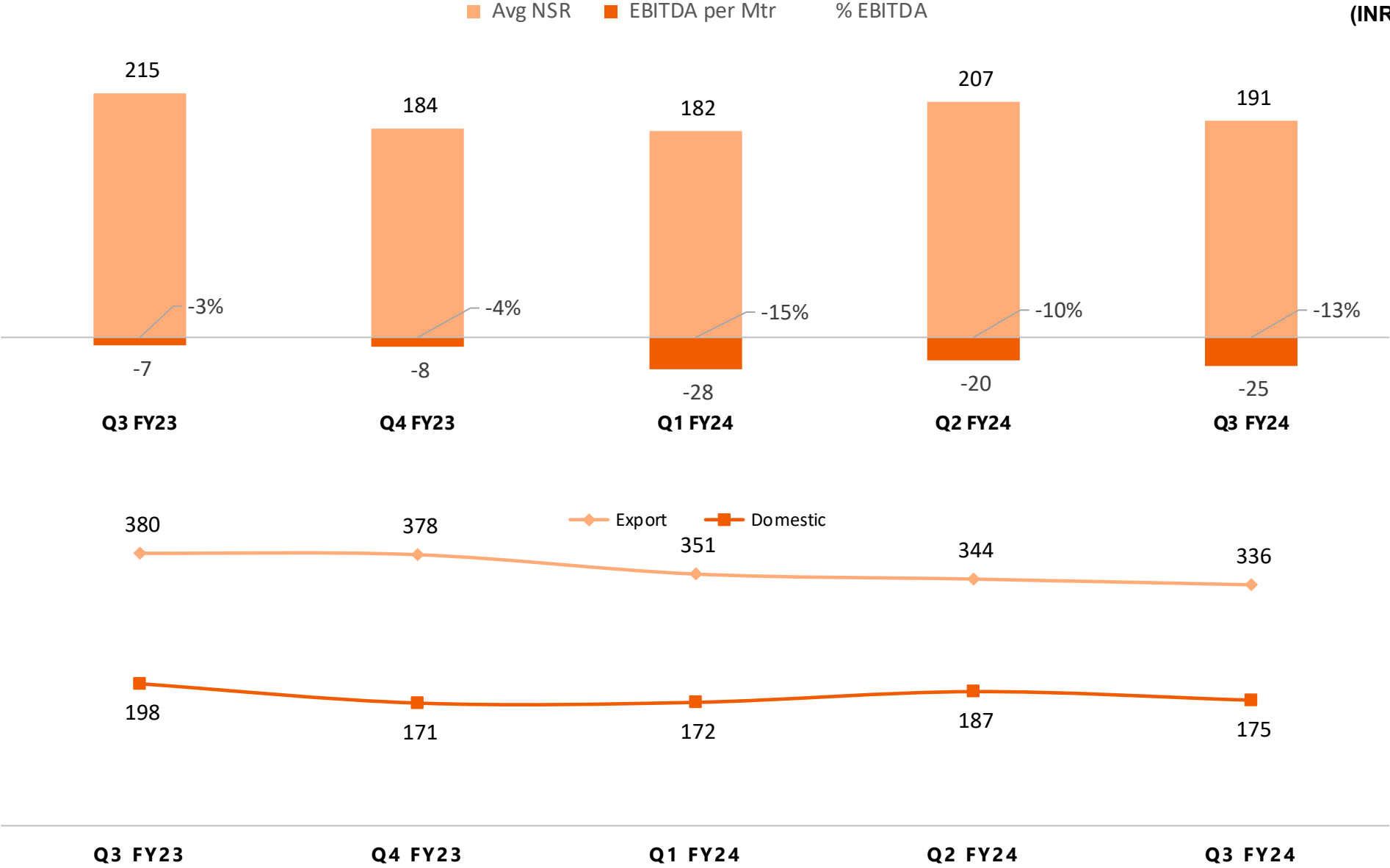
The Capacity Utilization for Q3 FY24 was 81% as compared to 86% in Q2 FY24

9M FY24 PRODUCTION & SALES



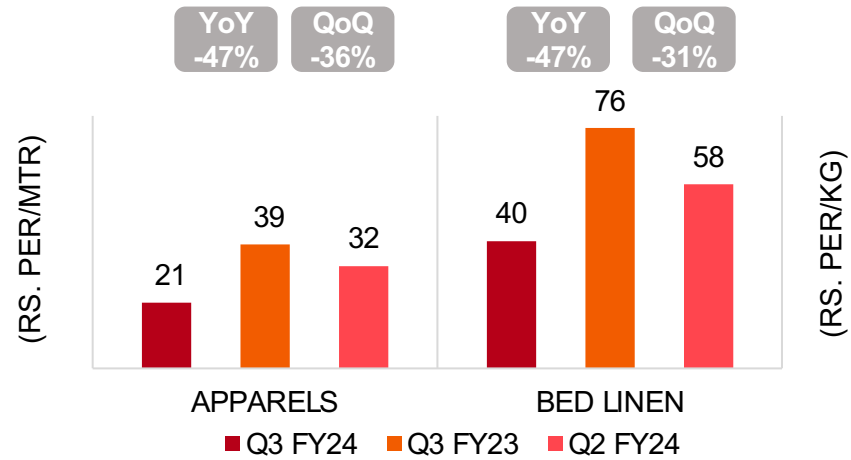
The Capacity Utilization for 9M FY24 decreased to **87%** as compared to **90%** in 9M FY23

NET SALES REALIZATION (NSR) MOVEMENT*

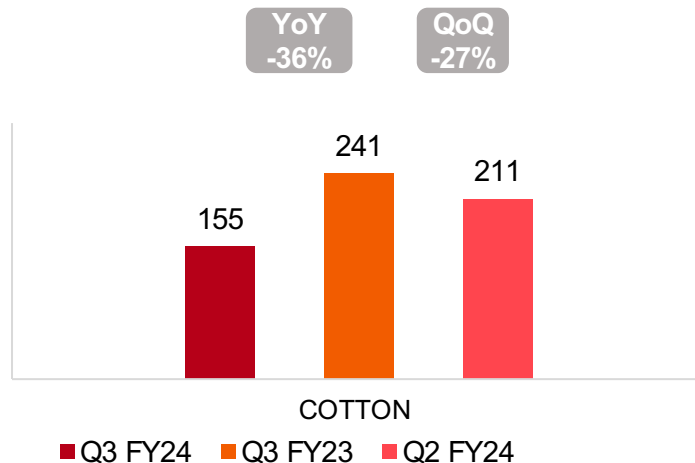


*Avg NSR & EBITDA are for main Textile products

FABRIC CONTRIBUTION

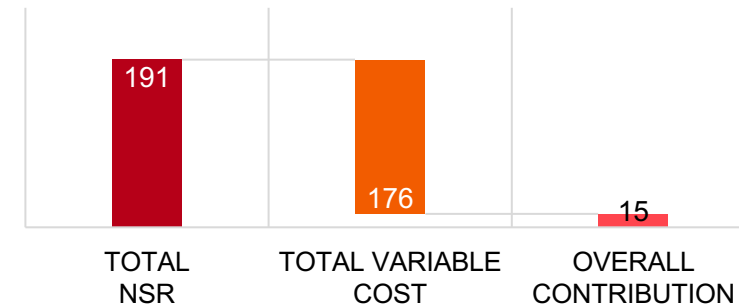


INPUT PRICE – COTTON

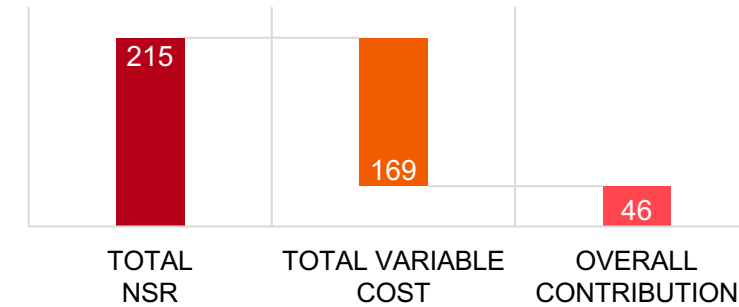


OVERALL CONTRIBUTION (RS. PER/MTR)

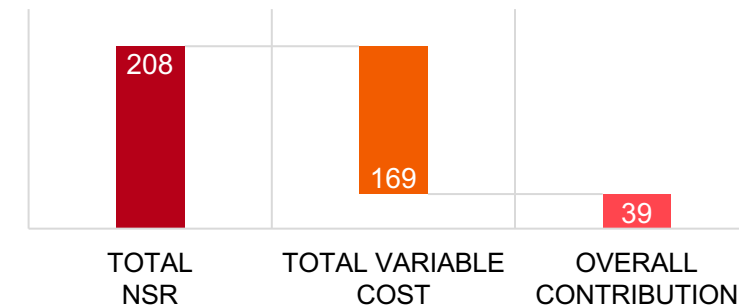
Q3 FY24



Q3 FY23



Q2 FY24



ENVIRONMENT SOCIAL GOVERNANCE (ESG) – TEXTILES



ENVIRONMENT



SOCIAL



GOVERNANCE

Birla Century A Division of Century
Textiles & Industries Limited
Plot No. 826, GIDC Industrial Estate
Jhagadia
Gujarat
Bharuch - 393 110, INDIA



Hohenstein Textile Testing Institute
GmbH & Co. KG
74357 Bönningheim
Germany

Certificate OEKO-TEX® STANDARD 100

**Birla Century A Division of Century Textiles &
Industries Limited**

is granted the OEKO-TEX® STANDARD 100 certification
and the right to use the trademark.



EPR Portal For Plastic™ M/s CENTURY TEXTILES AND INDUSTRIES LIMITED

- ▶ Oeko-Tex Standard is well accepted in international & national textile market for product safety.
- ▶ We have upgraded our certificate and added different types of prints in the scope Pigment, Reactive and Khadi print.

- ▶ Any new employee joining Birla manufacturing facilities at Jhagadia starts the journey with tree plantation showing commitment towards the environment.

Trees are the best monuments that a man can erect to his own memory"

- ▶ Birla Century has registered on CPCB portal for Importer EPR compliance requirements
- ▶ EPR compliance is mandatory to import any items for a manufacturing facility
- ▶ We have disclosed import plastic data. For last 2 years



Financial Summary

Excellent financial performance in Q3 FY24 as compared to Q2 FY24

(INR CRORES)

PROFIT & LOSS : Q3 FY24

Particulars	Q3 FY23	Q2 FY24	Q3 FY24	YoY %	QoQ %
Continuing Operations					
Total Income	1,173	1,115	1,298	11%	16%
Total Sales	1,150	1,087	1,179	3%	8%
Total EBITDA	91	46	204	124%	343%
Less: Finance cost	13	17	16	20%	-9%
Less: Depreciation	57	59	61	8%	3%
PBT (Excl. Exceptional Item)	22	-30	127	492%	-524%
Exceptional Item	0	0	0		
PBT (Incl. Exceptional item)	22	-30	127	492%	-524%
Share of Profit in JV - BAKPL	0	-6	-6		
Tax (Asset - / Liability +)	14	-3	41	193%	
PAT	7	-33	80	1013%	-343%

Better performance in Q3 FY24 driven by Pulp and Paper and Real Estate divisions

PROFIT & LOSS : 9M FY24

Particulars	9M FY23	9M FY24	YoY %
Continuing Operations			
Total Income	3,609	3,539	-2%
Total Sales	3,533	3,373	-5%
Total EBITDA	424	384	-9%
Less: Finance cost	40	46	14%
Less: Depreciation	170	179	5%
PBT (Excl. Exceptional Item)	214	160	-25%
Exceptional Item	0	-64	
PBT (Incl. Exceptional item)	214	96	-55%
Share of Profit in JV - BAKPL	-1	-17	
Tax (Asset - / Liability +)	91	39	-57%
PAT	122	40	-67%

*Q1 FY24 exceptional item of 18 Crs related to VRS and 46 Crs related to Impairment of plant & machinery at Spinning and Weaving department of Textile Division.

Average performance in 9M FY24 by all divisions while adapting to rapidly changing market dynamics

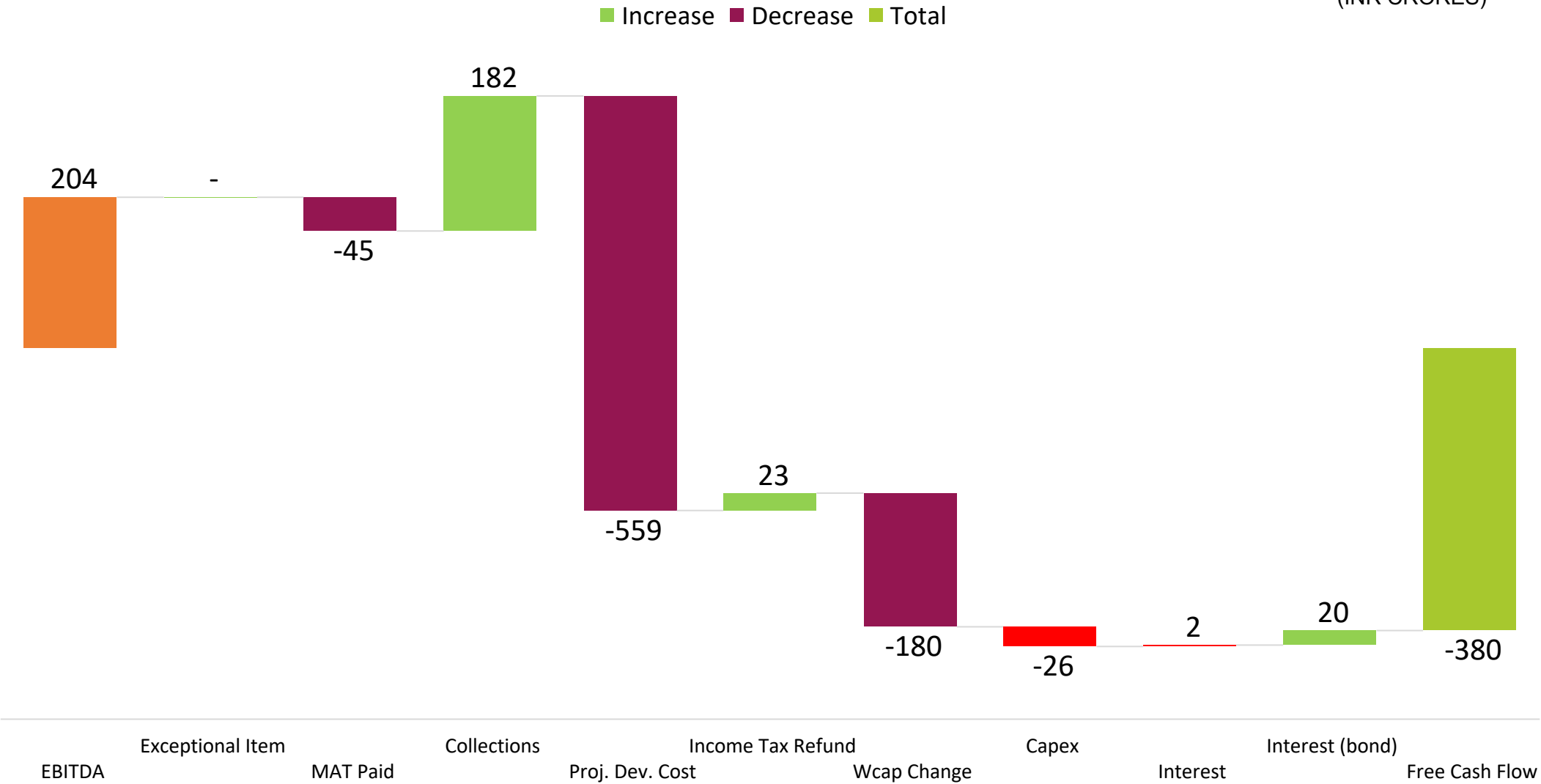
CASH FLOW – Q3 FY24

(RS. IN CRORES)

No	Particulars	Textile	Rayon	Pulp & Paper	Birla Estates	H.O.	Grand Total
	EBITDA	(19)	28	132	63		204
	Exceptional Item						0
	MAT Paid				(13)	(32)	(45)
	Collections				182		182
	Project Development Cost				(559)		(559)
	Income Tax Refund					23	23
	Net Change in Working Capital	2	(29)	(172)	19		(180)
A)	Operating Cash Flow	(17)	(1)	(40)	(309)	(9)	(376)
	Capital Expenditure	(1)		(21)	(2)	(2)	(26)
B)	Investing Cash Flow	(1)		(21)	(2)	(2)	(26)
	Interest	(8)	(1)	(1)	12		2
	Interest Accrued on bond					20	20
C)	Financing Cash Flow	(8)	(1)	(1)	12	20	22
D)	Free Cash Flow (A+B+C)	(26)	(2)	(62)	(299)	9	(380)
E)	Receipt from BAKPL						
F)	Free Cash Flow-CTIL & BAKPL (D+E)	(26)	(2)	(62)	(299)	9	(380)

CASH FLOW : Q3 FY24

(INR CRORES)



CASH FLOW – 9M FY24

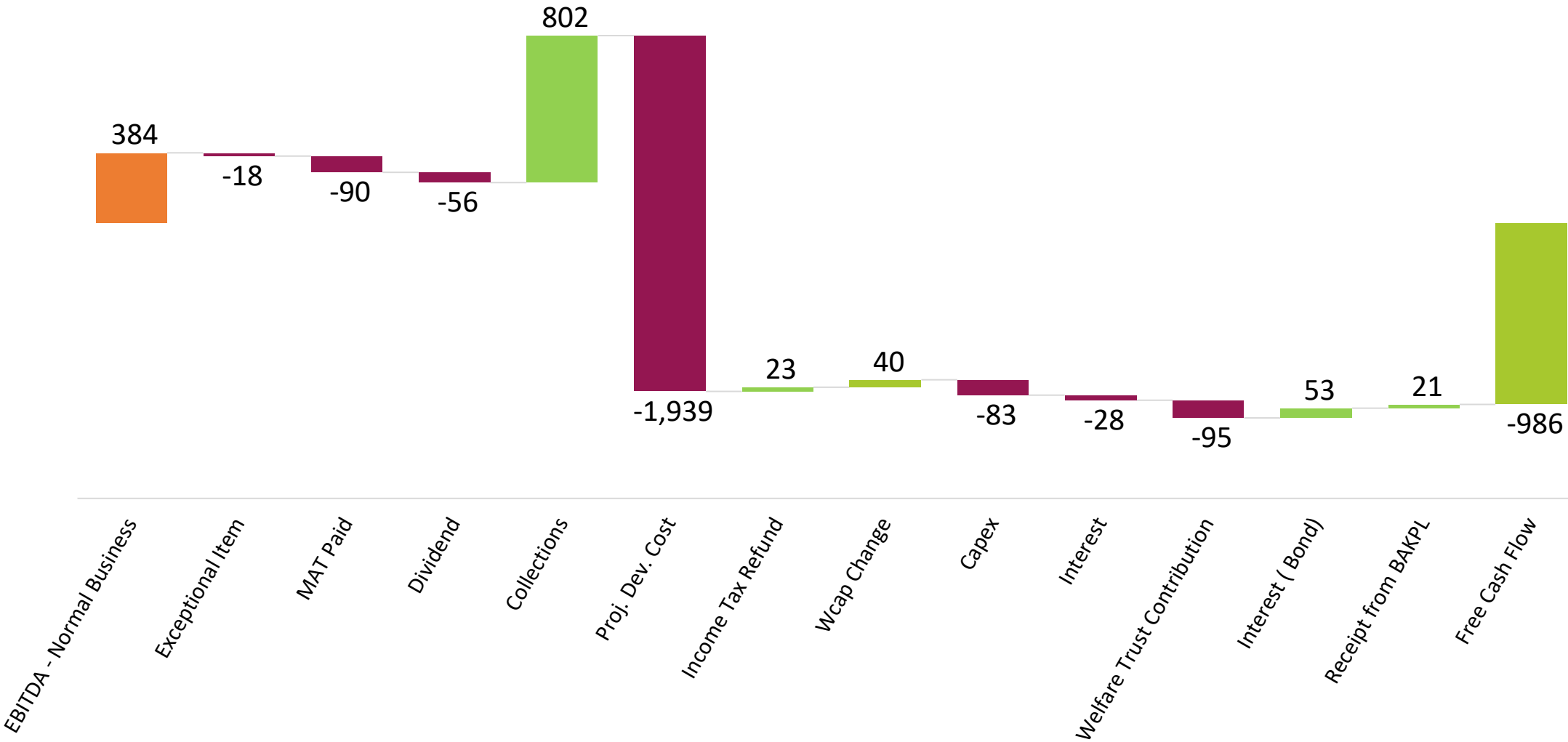
(RS. IN CRORES)

No	Particulars	Textile	Rayon	Pulp & Paper	Birla Estates	H.O.	Grand Total
	EBITDA-Normal Business	-52	54	352	30		384
	Exceptional Item	-18					-18
	MAT Paid				-34	-56	-90
	Dividend Paid (Including Tax)					-56	-56
	Collections				802		802
	Project Development Cost				-1939		-1939
	Income Tax Refund					23	23
	Net Change in Working Capital	79	-55	-5	21		40
A)	Operating Cash Flow	9	0	347	-1119	-89	-854
	Capital Expenditure	-10		-65	-6	-2	-83
B)	Investing Cash Flow	-10	0	-65	-6	-2	-83
	Interest	-22	-6	-8	9		-28
	Contribution to CTIL Emp Welfare Trust (ESOP)					-95	-95
	Interest Accrued on bond					53	53
C)	Financing Cash Flow	-22	-6	-8	9	-42	-70
D)	Free Cash Flow (A+B+C)	-23	-7	273	-1117	-133	-1007
E)	Receipt from BAKPL					21	21
F)	Free Cash Flow-CTIL & BAKPL (D+E)	-23	-7	273	-1117	-112	-986

CASH FLOW : 9M FY24

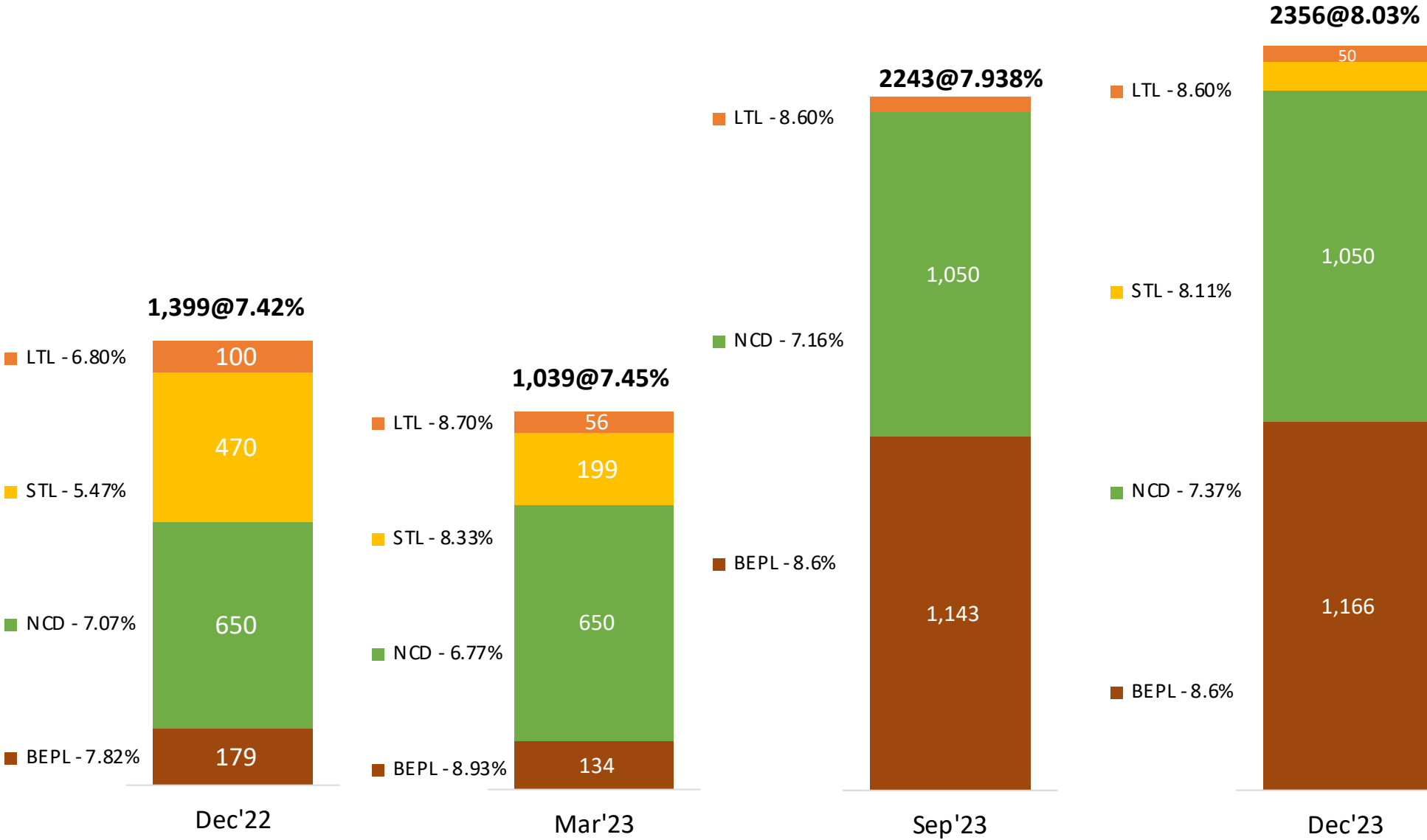
■ Increase
 ■ Decrease
 ■ Total

(INR CRORES)



OUTSTANDING LOAN

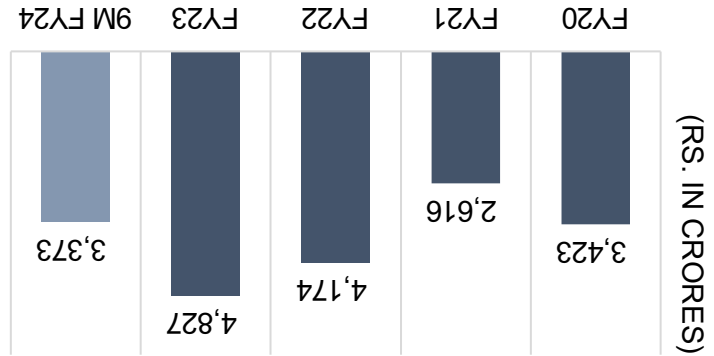
(RS. IN CRORES)





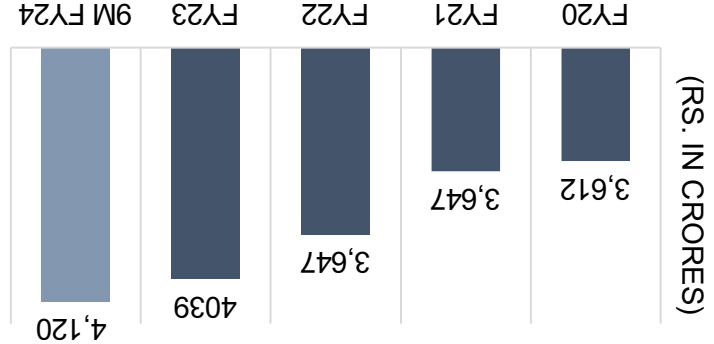
FINANCIAL PERFORMANCE (For Earnings Presentation Only)

REVENUES* (RS. IN CRORES)

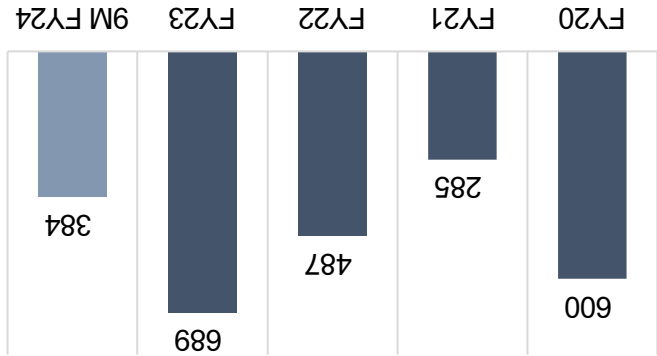


* Revenue includes Other Operating Income

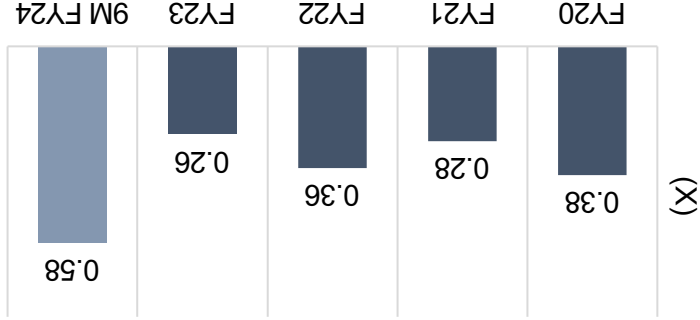
NET WORTH (RS. IN CRORES)



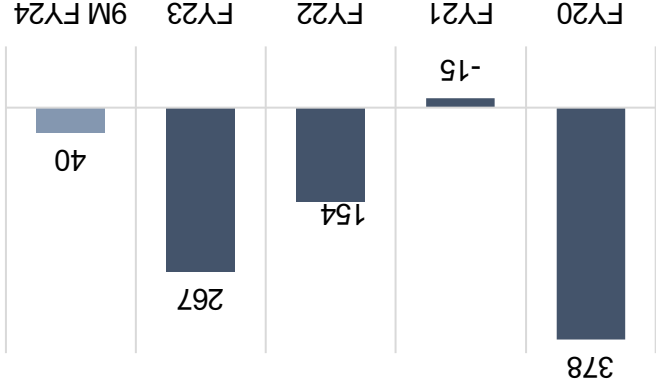
EBITDA (RS. IN CRORES)



NET DEBT TO EQUITY (X)

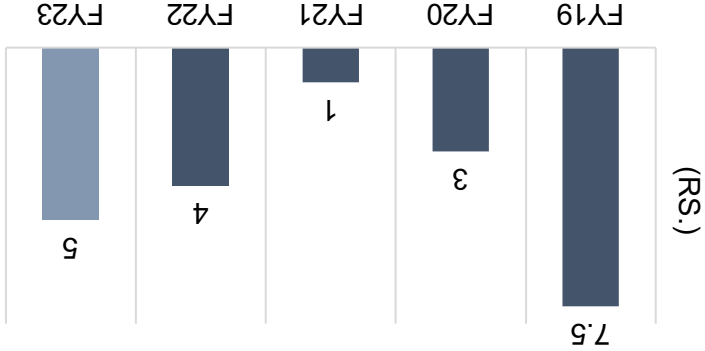


PAT# (RS. IN CRORES)



PAT represents net profit from continuing operations

DIVIDEND PER SHARE (RS.)



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Thank You