

CENTURY Textiles and Industries Limited

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CIN-L17120MH1897PLC000163

OUR REF. :

SH/XII/2021

20th January, 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 17th January, 2022, regarding earnings call to be held on Thursday, 20th January, 2022 to discuss Q3- FY22 earnings.

In connection to the above, enclosed herewith the Earnings Presentation for Q3-FY2021-22.

This for your information and record.

Thanking you

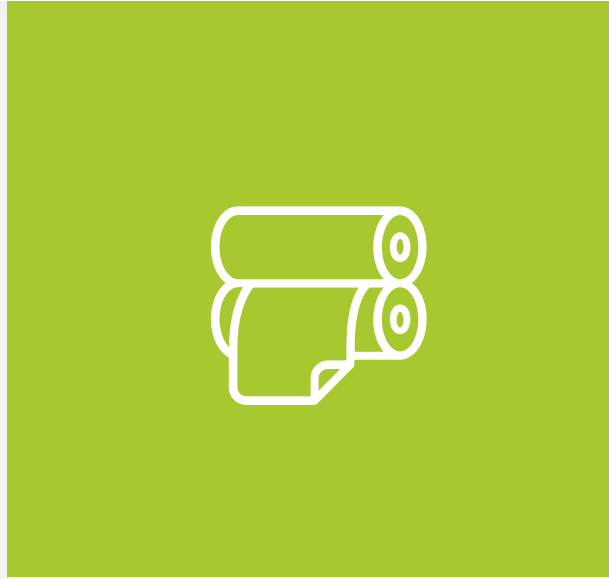
Yours faithfully

For **CENTURY TEXTILES AND INDUSTRIES LIMITED**

 **ATUL K. KEDIA**
Company Secretary

Encl: as above





Century
Textiles
and Industries
Limited

Earnings Presentation – Q3 FY22

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Summary



Real Estate



Pulp and Paper



Textiles



Financials

Q3 FY22 KEY OPERATIONAL HIGHLIGHTS

- Capacity utilization for both the manufacturing businesses seen a substantial improvement in Q3 FY22 compared with same quarter last year.
- A major milestone attained as we received all approvals for our flagship project – Birla Niyaara at Century Mills, Worli and have now commenced pre-launch market outreach activities.
- Third wave of the Covid-19 pandemic could result in short term disruptions, however, the lessons learnt during the preceding waves will keep us in good stead.

Excellent Quarter in terms of Operational Efficiencies and Turnover

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.

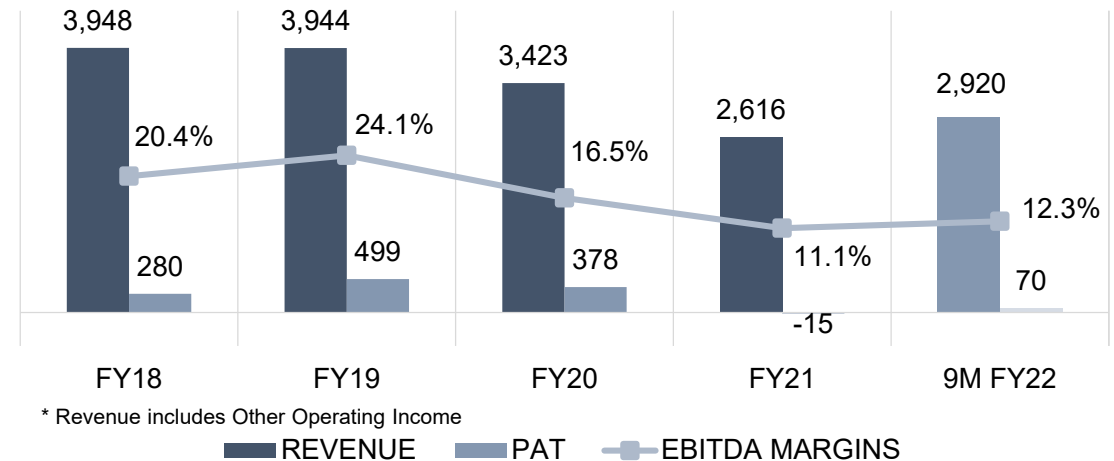


Century Paper & Pulp – is a producer of excellent quality writing and printing paper, and a leading manufacturer of tissue and board, as well as Rayon Grade Pulp products.

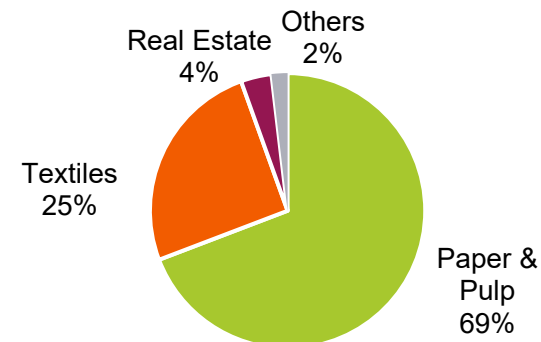


Birla Century - Produces a wide range of customised premium textiles which have applications in personal apparel and household linen.

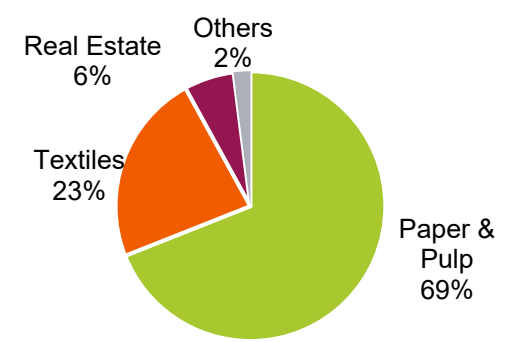
REVENUE* & PAT (RS. IN CRORES) EBITDA MARGIN (%)



REVENUE MIX – 9M FY22



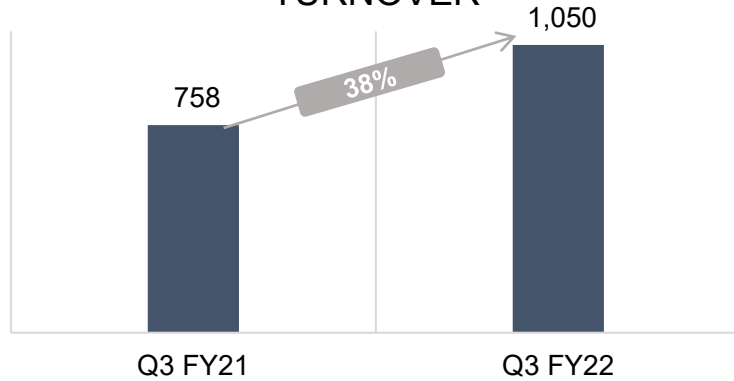
REVENUE MIX – FY21



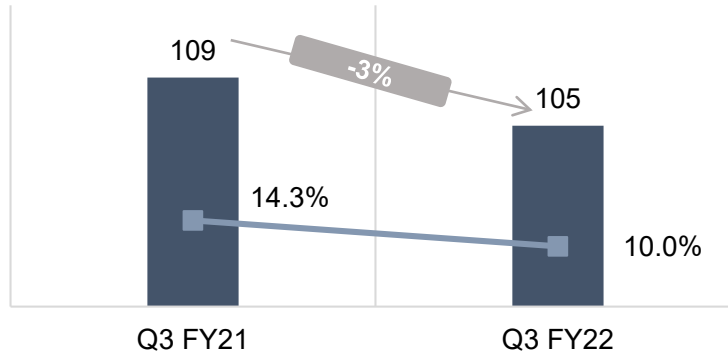
QUARTERLY CONSOLIDATED PERFORMANCE AT A GLANCE

(RS. IN CRORES)

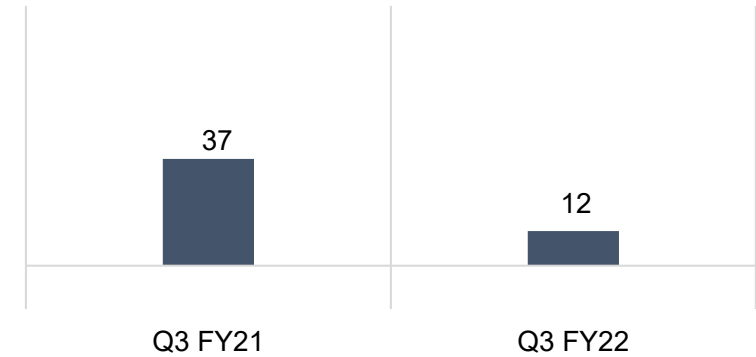
TURNOVER



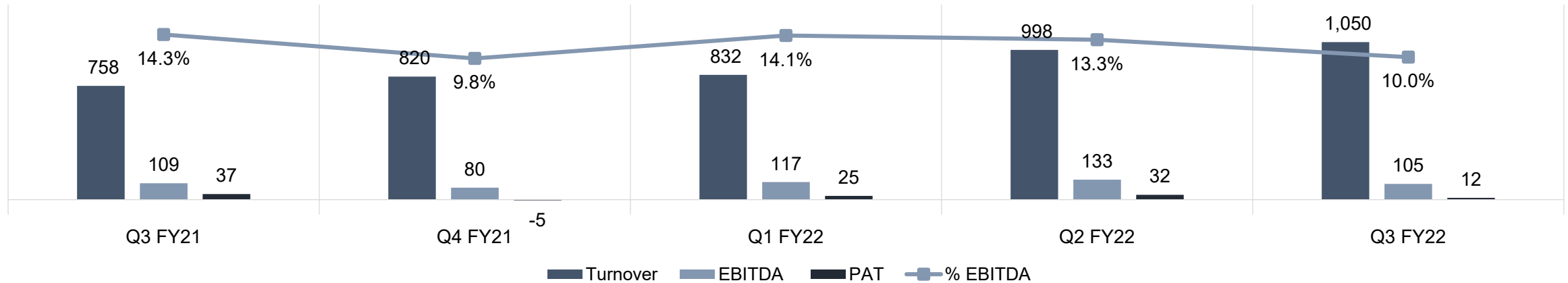
EBITDA & EBITDA MARGINS



PAT



TTM QUARTERLY PERFORMANCE

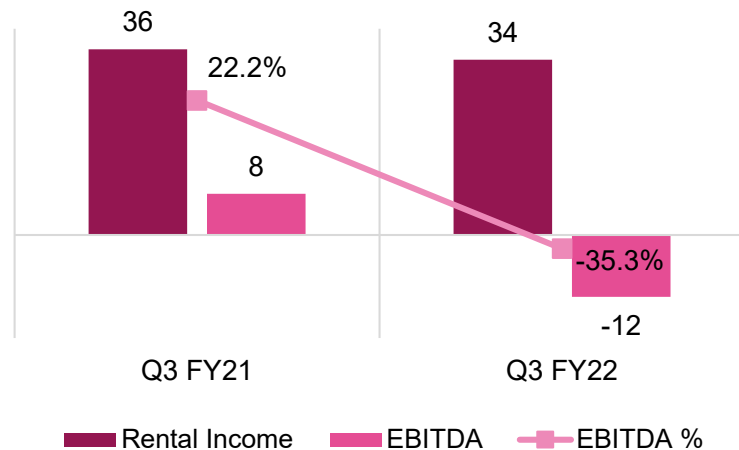


Total Net Debt Outstanding is ~Rs. 1,280 Cr. as on 31st December, 2021

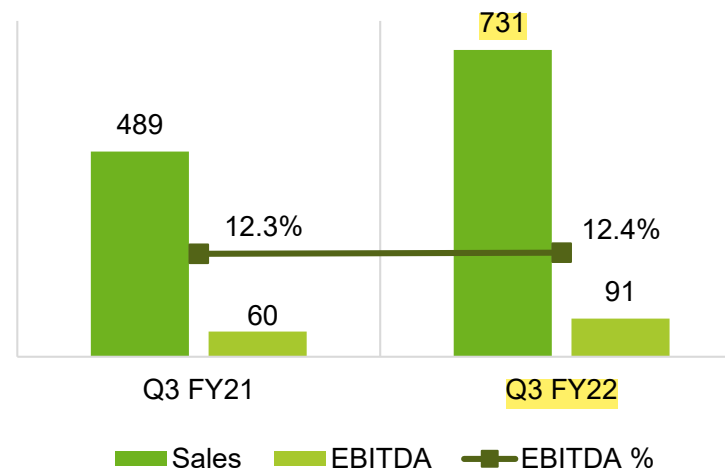
QUARTERLY SEGMENT WISE CONSOLIDATED PERFORMANCE

(RS. IN CRORES)

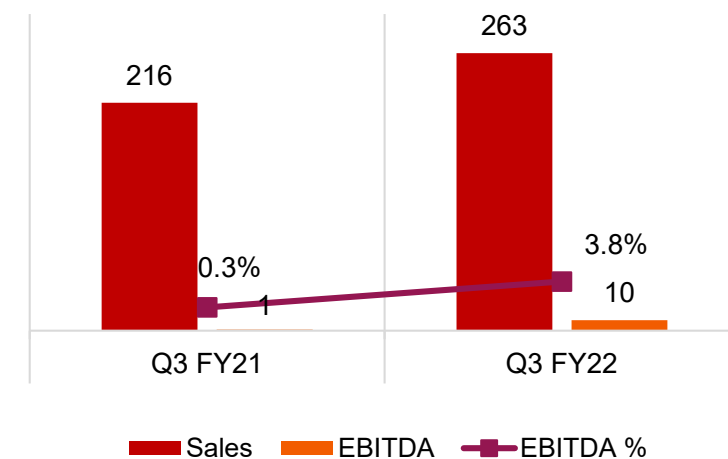
REAL ESTATE



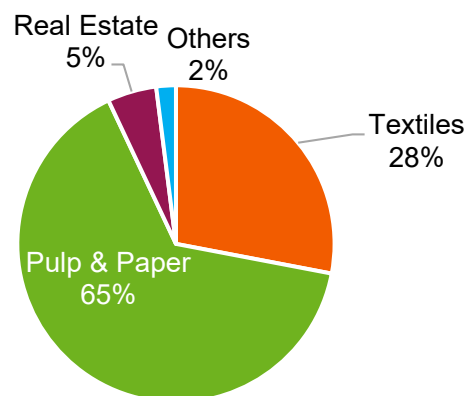
PAPER AND PULP



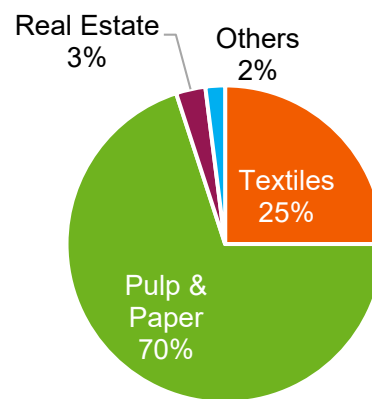
TEXTILES



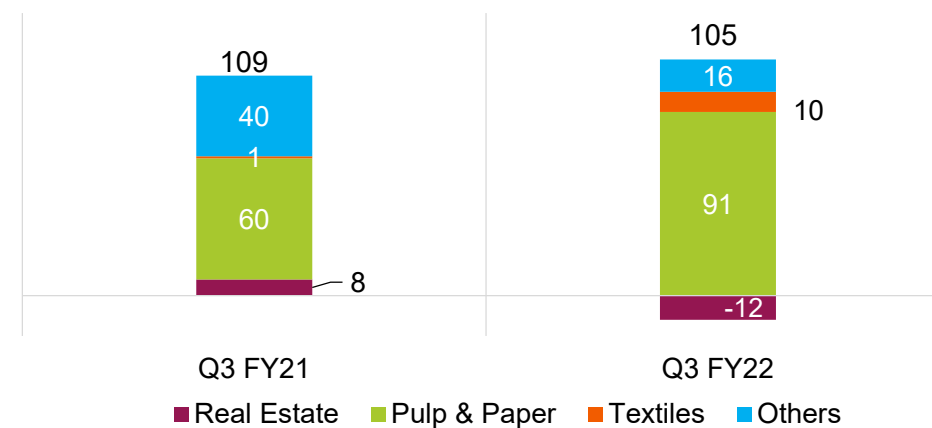
REVENUE PIE : Q3 FY21



REVENUE PIE : Q3 FY22



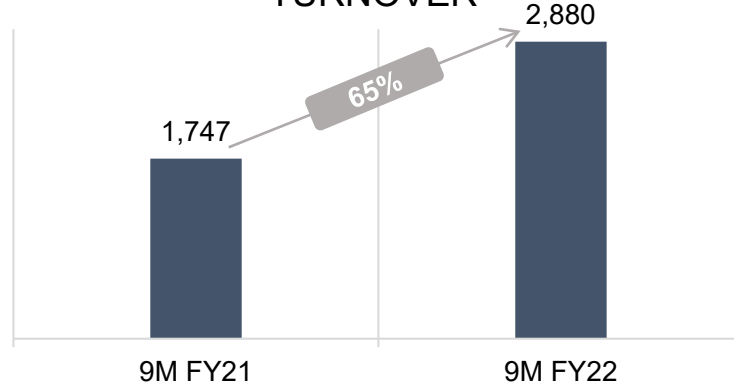
EBITDA BREAKUP - YoY



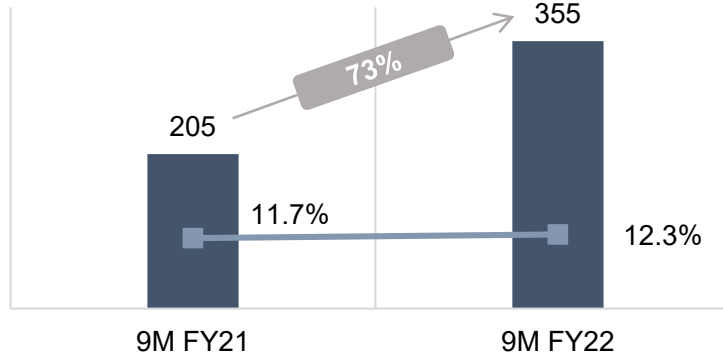
YTD CONSOLIDATED PERFORMANCE

(RS. IN CRORES)

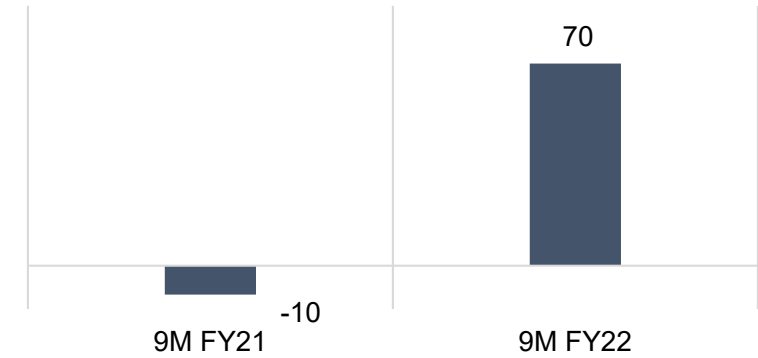
TURNOVER



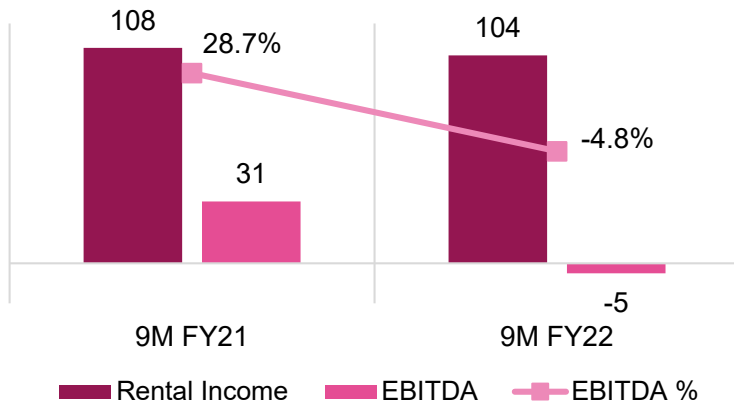
EBITDA & EBITDA MARGINS



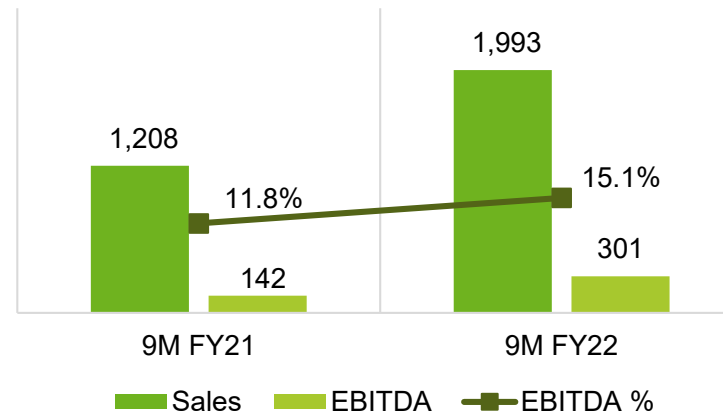
PAT



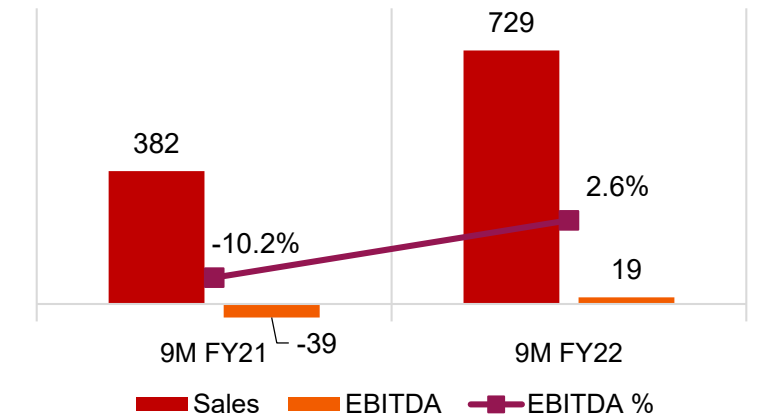
REAL ESTATE



PAPER AND PULP



TEXTILES





Real Estate

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

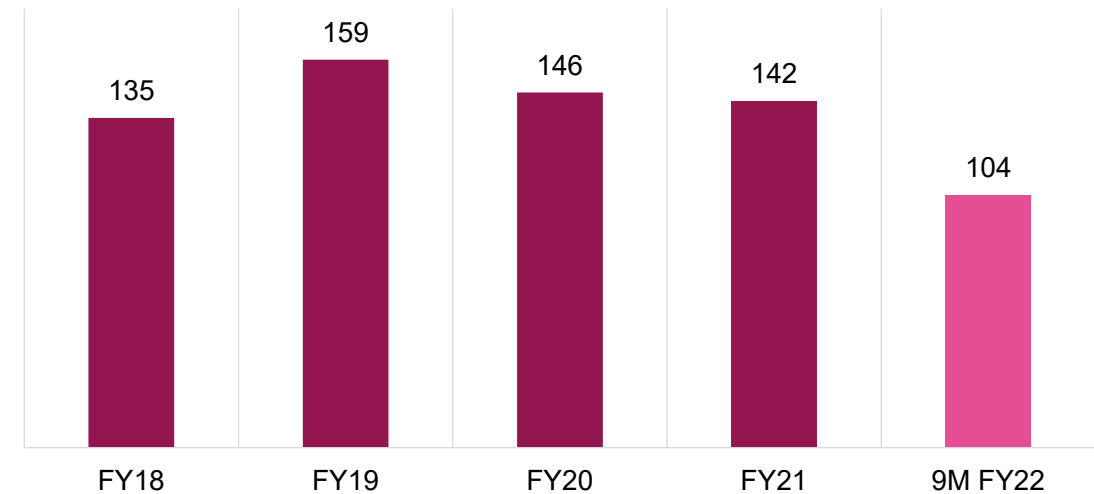
EXECUTIVE SUMMARY - REAL ESTATE

- 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 74% of the total launched inventories is sold comprising of phase 1 & 2.
- **BIRLA ALOKYA** – The duplex homes project in Bengaluru has witnessed robust sales performance and till date 76% inventory is sold out in the project.
- **BIRLA NAVYA** - Birla Navya, a township project at Gurugram has witnessed staller performance wherein 98% inventory is sold of lauched units which is more than INR 609 Crs. of booking value.
- **BIRLA Tisya** - Birla Tisya, a twin multi-storey towers residential project at Magadi Road, Bengaluru is new addition in the list. The project is launched during the quarter and seen strong sales response with over 50% inventory sold in 4 days of launch.

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

Q3 FY22 KEY OPERATIONAL HIGHLIGHTS – REAL ESTATE



- Launched 'Birla Tisya' in Bengaluru with a strong market response. Sold units worth > Rs. 250 Crs in 4 days.
- Received key approvals - Commencement Certificate & RERA approvals for our flagship, Birla Niyaara project at Century Mills, Worli.
- Kicked off the launch campaign for Birla Niyaara with an exclusive red-carpet event and a unique & innovative show with 300 drones lighting up the night sky.
- Birla Estates awarded 'Iconic Real Estate Brand of the Year' at TIMES Real Estate Conclave Awards 2021 & 'Best Brands 2021' at The Economic Times Best Brands Awards 2021. Birla Niyaara was also awarded the 'Iconic Residential Project of the Year' and 'Iconic Residential Project Launch Campaign'.

- Increasing demand was backed by robust momentum in manufacturing and services sectors. Improved hiring in companies, positive market sentiments due to festive season and continued record-low home loan rates led to the highest quarterly residential sales numbers in the top 7 cities since 2015.
- A strong Q3 FY 22 clearly indicates that the real estate market is enroute to recovery and a long term upcycle.
- Third wave of the Covid-19 pandemic could result in short term disruptions due to Labour shortages at sites.
- Demand fundamentals remain robust and would reinforce the idea of 'self-owned home being the centre point of our lives'.
- The **Birla Brand** and the well-established digital channels will ensure our continued steady performance over the coming quarters.

Real Estate sector witnessed highest quarterly residential sales in top 7 cities since 2015

GEOGRAPHICAL PRESENCE



BIRLA CENTURION (C)



BIRLA AURORA (C)



Birla Niyaara (R+C)



BIRLA VANYA (R)



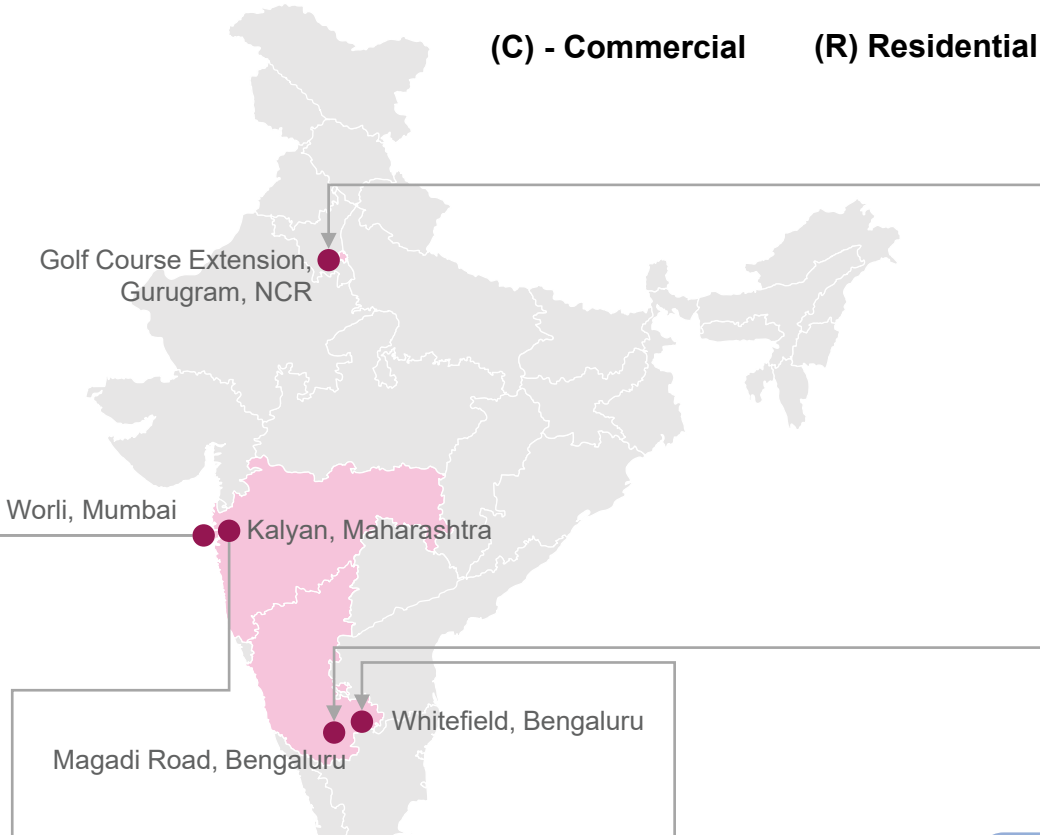
BIRLA NAVYA & GROUP HOUSING (R)



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	501	Residential – 1 BHK, 2 BHK, 3 BHK & 4 BHK	Own	Super structure under construction
Birla Alokya	Whitefield, Bengaluru	8	5.5	390	278	Duplex homes with 3 BHK and 4 BHK spread across 2 floors	Own	Super structure under construction
Birla Navya (IF) + GH *	Golf Course Extention, Gurugram, NCR	65	Total 36.5 Phase I – 5.7	4,415	609	Residential – 2 BHK, 3 BHK & 4 BHK	JV	Launched-Phase I
Birla Niyaara	Worli, Mumbai	14.2	Residential Phase I – 24	Res. – 10,000+	-	Residential – 2 BHK, 3 BHK, 4 BHK, large apartments and Penthouse	Own	Shore piling and excavation in progress
Birla Tisya	Magadi Road, Bengaluru	4.8	6.5	622	286	Residential – 2 BHK, 3 BHK & 4 BHK	JV	Excavation work is in progress

* Currently Framework agreement is signed for group housing with revenue potential of Rs 2,150 Cr

RESIDENTIAL & COMMERCIAL SALES HIGHLIGHTS

Particulars	UOM	Q3 FY22	Q3 FY21	% chg YoY	Q2 FY22	% chg QoQ	9M FY22	9M FY21	% chg YoY
Commercial									
Leasing Income	Rs. Cr.	29	32	-8.0%	31	-4.9%	91	95	-3.8%
Average Rent Realisation (BA&BC)	Rs./sq.ft.	149	164	-9.4%	158	-5.8%	154	161	-4.3%
Residential									
Booking Value	Rs. Cr.	344	159	116.2%	200	71.9%	589	287	104.9%
Collection	Rs. Cr.	69	31	123.1%	76	-10.0%	193	63	206.9%

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. 501 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. 390 Crs
Product Type	Residential – 3-Bed and 4-Bed Villaments
Cumulative Sales	Achieved Booking Value of Rs. 277.7 Crs
Construction	Construction of structure in full swing

BIRLA NAVYA, GURUGRAM (JV) – PROJECT UPDATE



Location	Sector 63 A, Gurugram, NCR
Area	65 acres
Saleable Area*	36.5 lakh sq. ft. Phase 1 – 5.7 lakh sq. ft. launched
Revenue Potential	Rs. 4,415 Crs *
Product Type	Residential – 2 BHK, 3 BHK & 4 BHK
Launch Year	October 2020
Cumulative Sales	Achieved Booking Value of Rs. 609.3 Crs
Construction	Sample flat completed. Foundation work in progress.

* Includes Independent Floors and Group Housing

BIRLA TISYA, BENGALURU (JV) – PROJECT UPDATE



Location	Magadi Road, Bengaluru
Area	4.8 acres
Saleable Area*	6.5 lakh sq. ft.
Revenue Potential	Rs. 622 Crs
Product Type	Residential – 2 BHK, 3 BHK & 4 BHK
Launch Year	December 2021
Cumulative Sales	Achieved Booking Value of Rs. 286 Crs
Construction	Sample flat completed. Excavation work in progress.

ENVIRONMENT SOCIAL GOVERNANCE (ESG) – REAL ESTATE



ENVIRONMENT

- ESG Roadmap for Birla Estates – Kicked off the Project
- BREEAM precertification for Worli Project - documentation is in progress for certification
- Preventive measures to reduce air pollution impacts – Initiated the air purification solutions
- Sustainable Construction Initiatives - Construction & Demolition (C&D) Waste Utilization in concrete, Use of Ground Granulated Blast Furnace Slag (GGBS), Adopting Modular curing solution (MCS)
- Water saving solutions –
 - STP recycled water for flushing, landscaping , road cleaning purposes.
 - Ultra low flow fixtures
 - Automated Irrigation Systems
 - Rain water Harvesting
 - Dishwasher for Premium Projects (Century Mills, Worli)
 - Condensate drain water recycling wherever feasible. (Provided in Gurgaon Project)



SOCIAL

Capability Building: Campaigns on Several Safety topic likes – BBS, Construction Safety Mgt, P&M Operator, Fire & Road Safety



Governance - Robust compliances of all regulatory requirements



Pulp & Paper

Flag bearer in Paper Industry

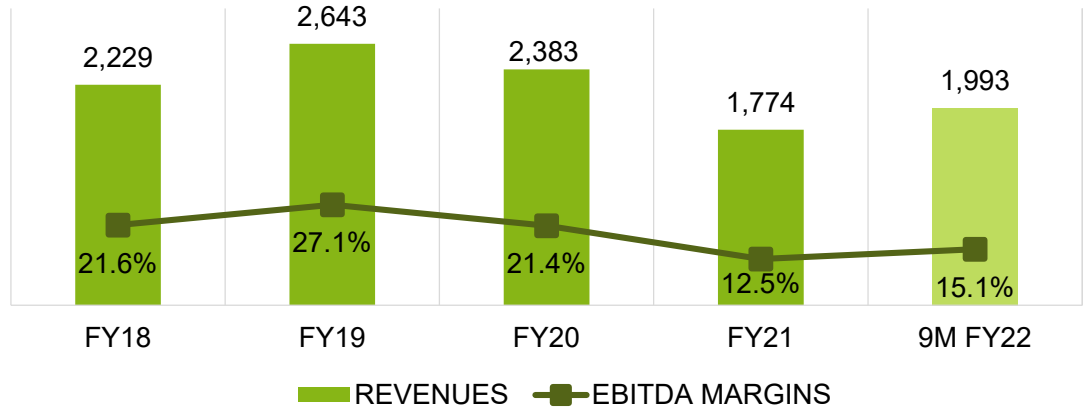
PULP & PAPER - EXECUTIVE SUMMARY

- 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.

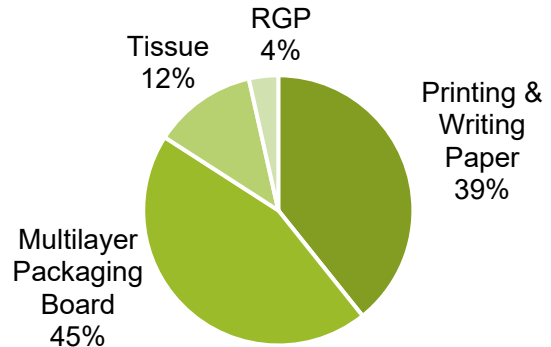
PRODUCT PORTFOLIO

- **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.

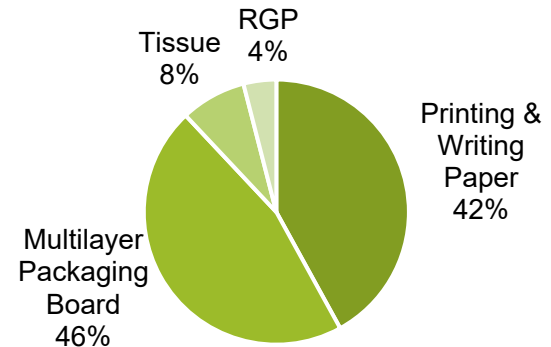
TURNOVER (RS. IN CRORES) & EBITDA MARGINS (%)



REVENUES MIX – 9M FY22



REVENUES MIX – FY21



STEP TOWARDS MORE FOCUS ON GROWING BUSINESS



Leveraging:

- India's only integrated Pulp & Paper mill providing comprehensive solution from single location
- The Birla Brand
- Recent expanded capacity in the tissue paper segment
- In-house power generation of up to 95% of the total requirement

Encash on:

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

Strong focus on:

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

Q3 FY22 KEY OPERATIONAL HIGHLIGHTS – PULP & PAPER



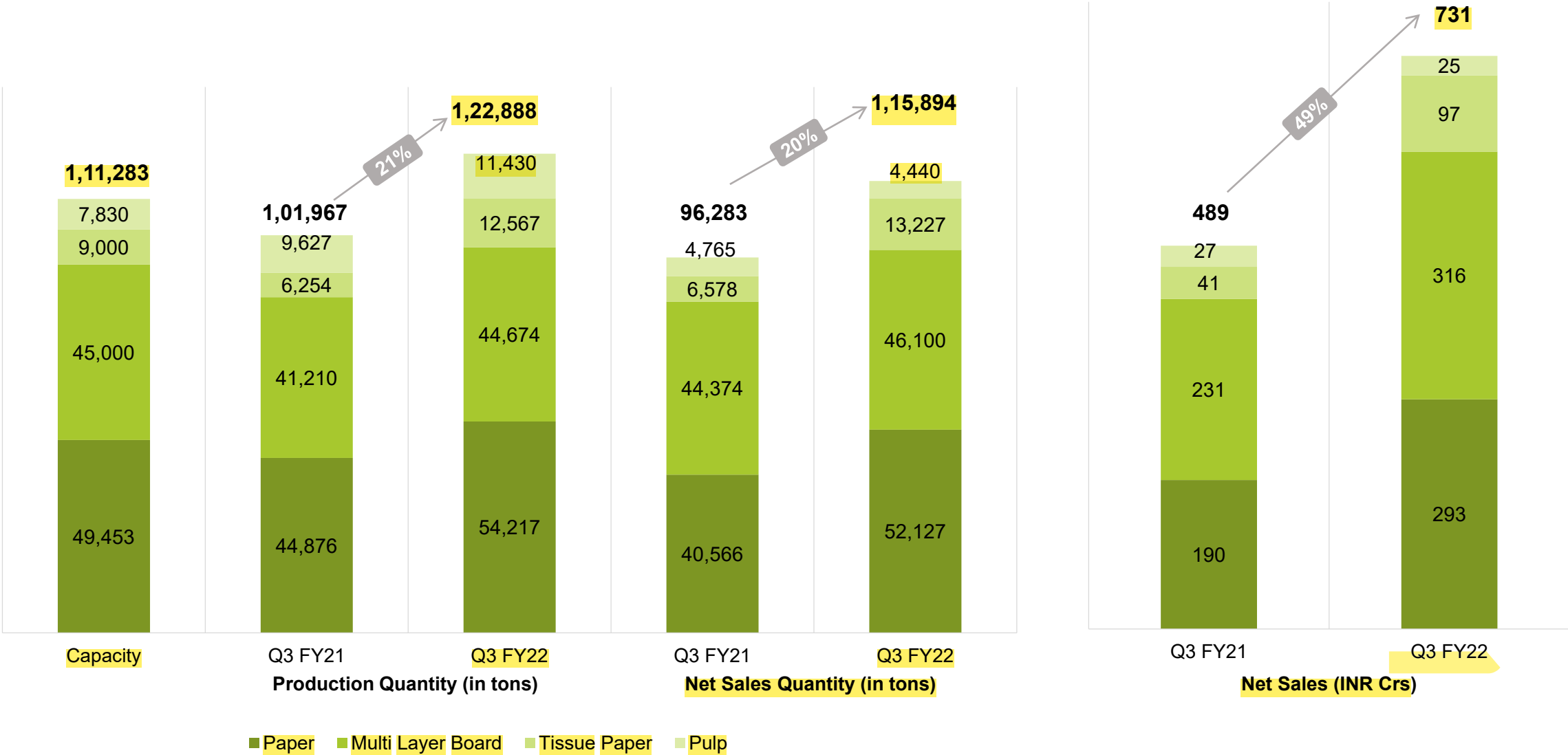
- During the quarter, we had lifetime highest ever total production of 1,22,888 MT with an overall capacity utilization at 110%.
- Q3-FY22 saw a major impact on operational costs with a sharp increase in raw material prices – wood, imported pulp, coal and chemicals.
- Thus, to balance out costs, CPP undertook multiple price increases in all the segments that had the most impact. All price increases have been absorbed in the market.
- Both copier and non-copier grade paper demand improved in Oct'21 due to opening up of schools and offices, peak festive season demand, and high online sales volume. But due to fear factor of Omicron negativity, post Diwali, there was a drop in demand.
- As against planned budget of planting 1 million trees in FY22, the company has achieved plantation of 1.5 million trees in the 9 months of FY22 itself and planning to reach 1.75 million by end of FY22.

MARKET OUTLOOK – PULP & PAPER

- Post detection of Omicron variant, short-term market conditions for Paper & paper products' demand as well as its consumption are facing slowdown.
- Writing and Printing Paper demand is facing slow down as Government has not yet cleared its guidelines on New Syllabus, as a result book publishing segment will continue to remain under pressure.
- Major tissue consumption centers are operational with restricted guidelines which may curtail tissue demand. However, due to Covid-19, people are more hygiene cautious which will push tissue demand in the long run.
- Board demand continues to expand with good order flow from Pharma, FMCG & Food sectors. Export demand also expected to remain good, especially in Middle East/ Africa.

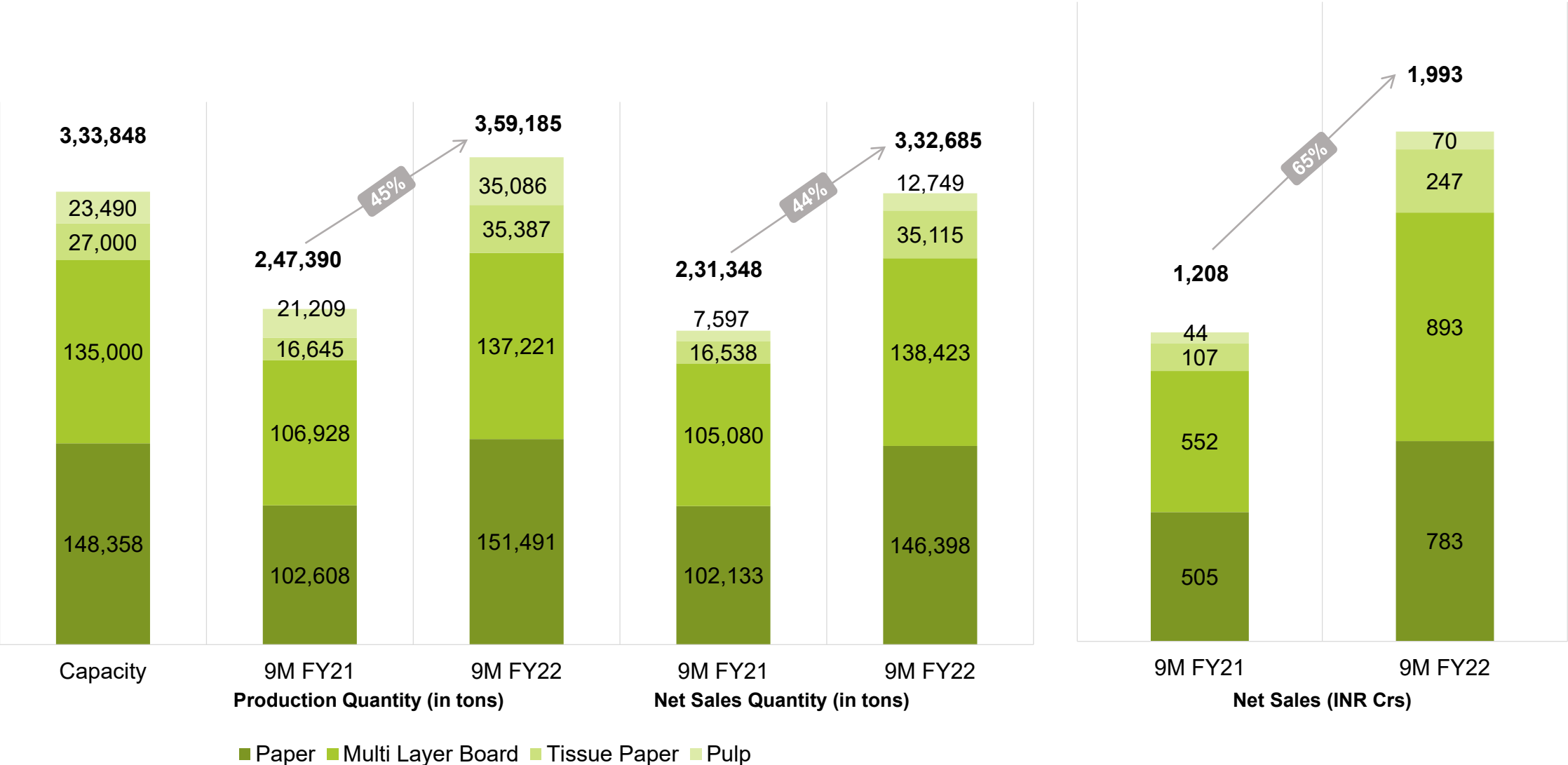
Demand in Board & Tissue segments continues to be robust

Q3 FY22 PRODUCTION & SALES



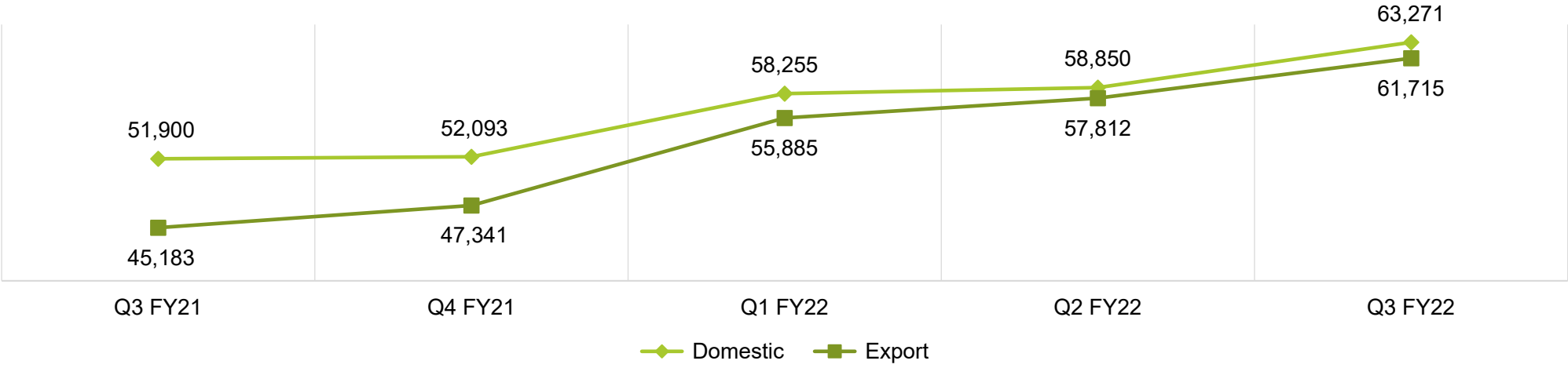
The Capacity Utilisation for Q3 FY22 was 110% as compared to 92% in Q3 FY21

9M FY22 PRODUCTION & SALES



The Capacity Utilisation for 9M FY22 was 108% as compared to 74% in 9M FY21

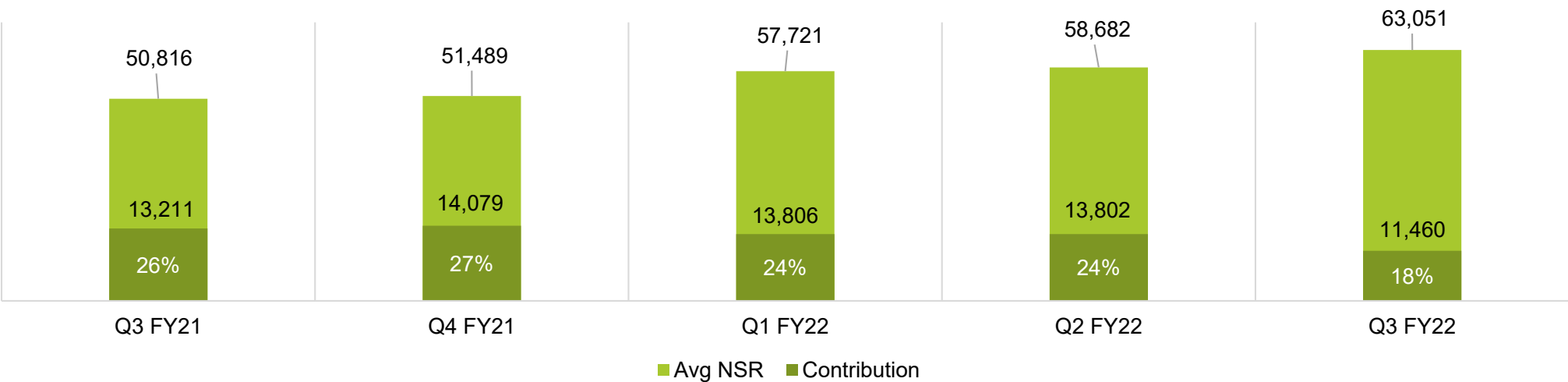
NSR MOVEMENT (INR/TONS)



YoY	QoQ
22%	8%

YoY	QoQ
37%	7%

OVERALL CONTRIBUTION



ENVIRONMENT SOCIAL GOVERNANCE (ESG) – PULP & PAPER



ENVIRONMENT



- ▶ CPP has embarked on a program to use wood bark, earlier discarded, as fuel in Boilers after being fed to chipper as shown above.
- ▶ 1,278 MT of wood bark was used as fuel in boilers, which resulted in saving of approximately 543 MT of coal during Q3 FY22.



SOCIAL



- ▶ Repairing, water proofing & painting work done at Govt. Girls High School, Lalkuan & Adarsh Inter College, Bindukhatta Distt. Nainital. Beneficiaries ~525
- ▶ 25 no. toilets constructed at Bindukhatta for poor people & 1 toilet block at Govt. Girls School, Baddi. Beneficiaries ~1500.
- ▶ Development of Ambedkar park at Sanjay Nagar, Bindukhatta. Beneficiaries ~10,000.



Robust compliances of all regulatory requirements



Textiles

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



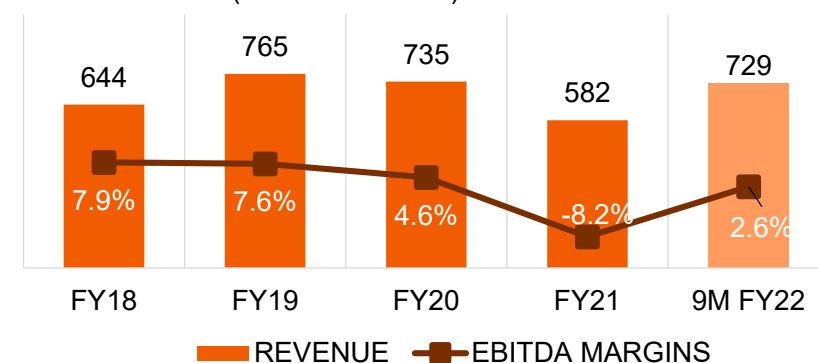
EXECUTIVE SUMMARY – CENTURY TEXTILES

- 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.

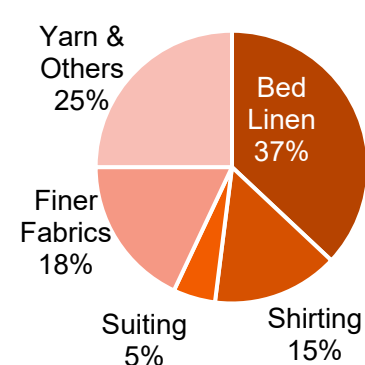
PRODUCT PORTFOLIO

- 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.

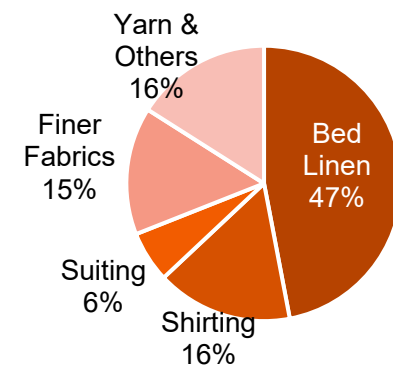
TURNOVER (RS. IN CRORES) & EBITDA MARGINS (%)



REVENUE MIX – 9M FY22



REVENUE MIX – FY21





STEP TOWARDS MORE FOCUS ON GROWING BUSINESS



Advantages



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.

- 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



- Apparel demand was good in the domestic as well as international market in Q3-FY22.
- China supply disruption affected certain products but with domestic marriage season, the demand picked up faster than expected.
- Bed linen segment is going through tough times in US; our main market; as the inflation touched 6.8% in US (highest since 1982), thereby leading to consumer shift towards non-essential items.
- Late rains delayed the cotton crop arrival resulting into unexpected rise in raw material prices. Also, steep price increase observed in coal, Power, Dyes and Chemicals, Container cost further put pressure on the product cost by about 45-50 %.



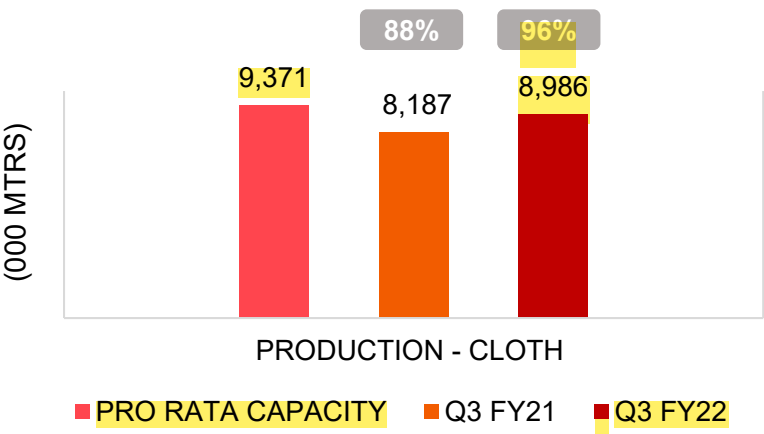
- With new normal, the major concern is raw material price inflation & 3rd wave of Covid.
- Stability of raw material prices is expected somewhere in February and accordingly the supply will get streamlined.
- Due to the current US sentiments towards China, Retailers have started looking at China +1 buying strategy which can be a good scope for Indian manufacturers like us.
- Stability of raw material prices is most important, and Market will have to absorb the price increases, expect stability by February 2022.

Sustainable and cotton blended products will be our focus

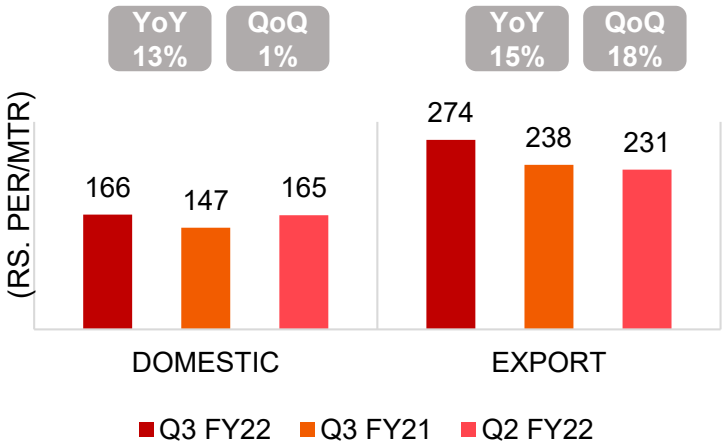


MACROS – Q3 FY22

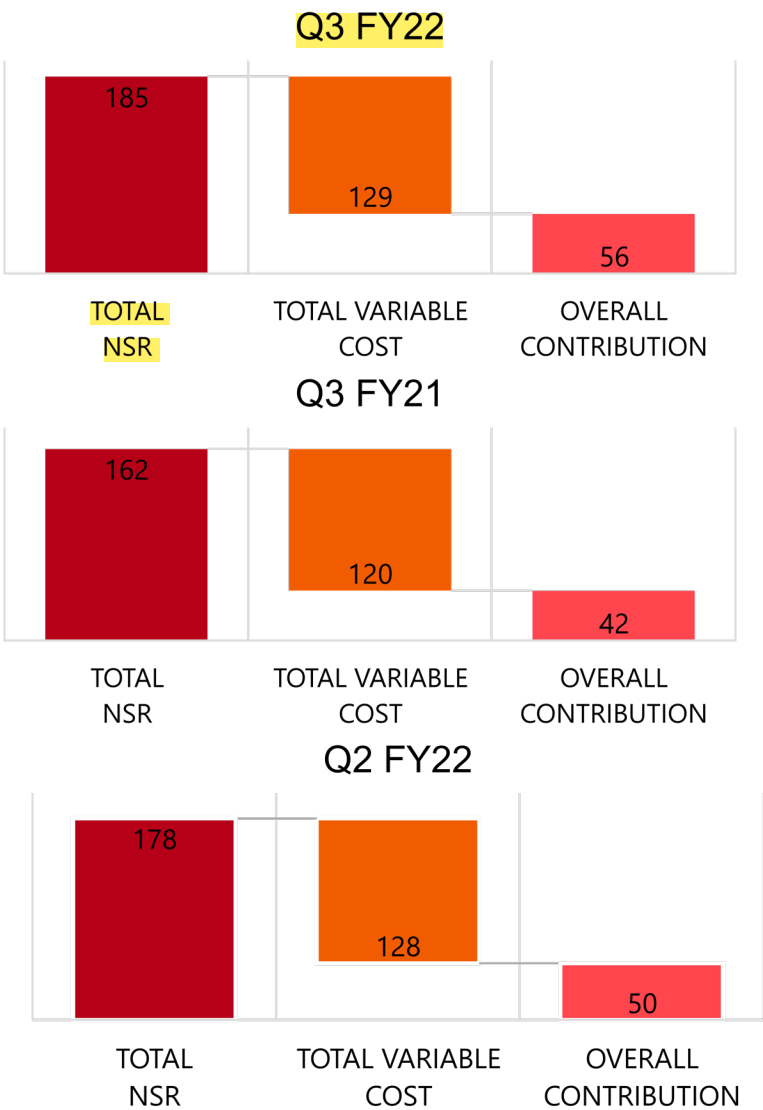
CLOTH – CAPACITY UTILISATION



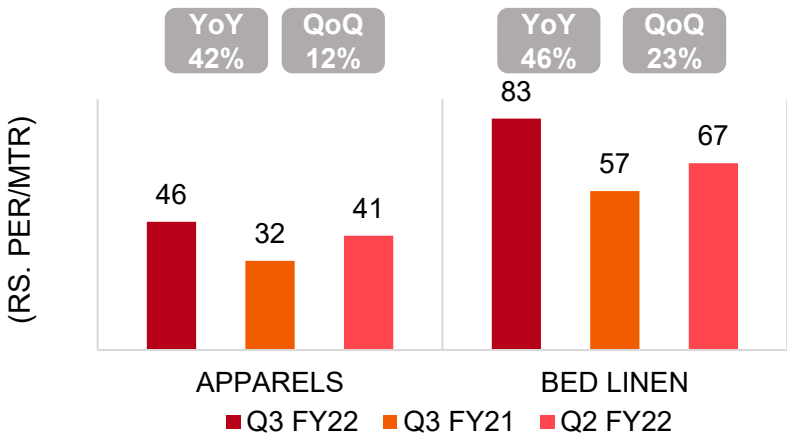
NET SALES REALISATIONS



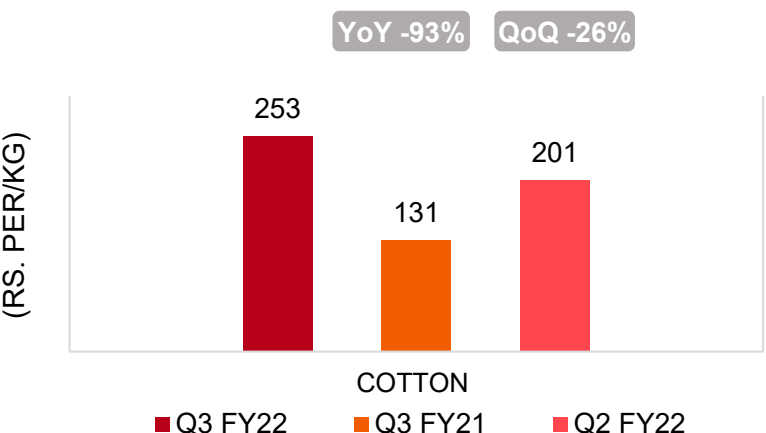
OVERALL CONTRIBUTION (RS. PER/MTR)



FABRIC CONTRIBUTION



INPUT PRICE – COTTON

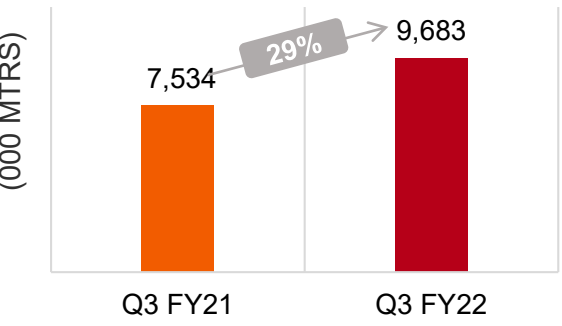




SALES – Q3 FY22

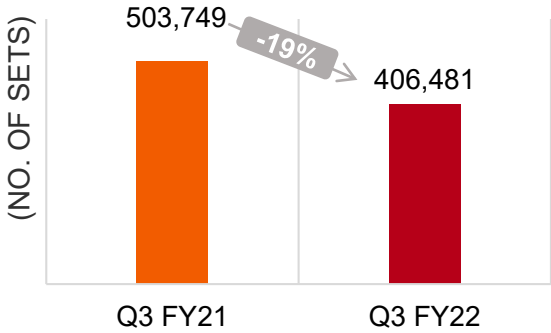
CLOTH

NET SALES QUANTITY



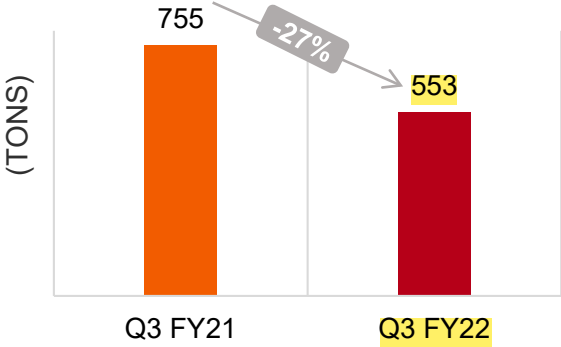
BED SHEETS

NET SALES QUANTITY



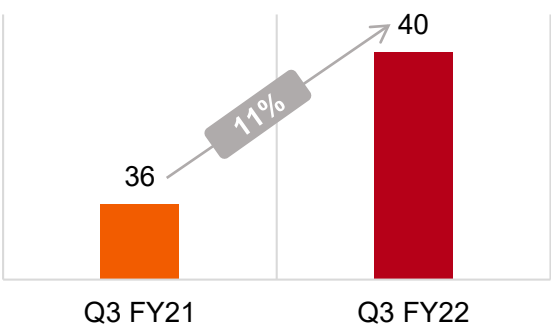
YARN

NET SALES QUANTITY

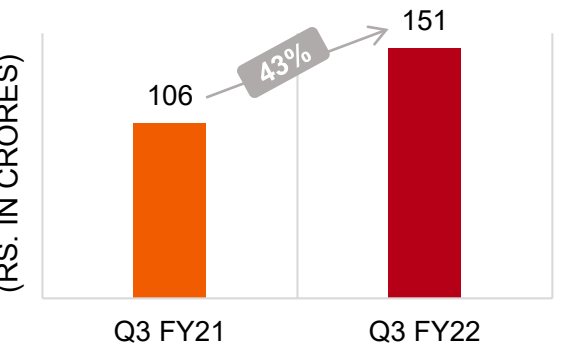


OTHERS

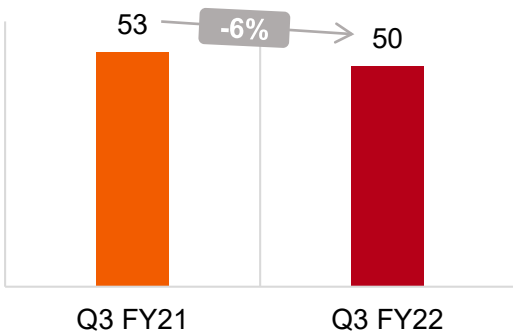
NET SALES



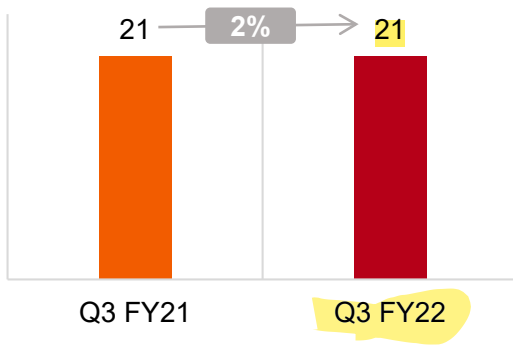
NET SALES



NET SALES



NET SALES





ENVIRONMENT



SOCIAL



GOVERNANCE



- ▶ Towards sustainable sourcing, we have taken one more step to strengthen our journey of manufacturing excellence by initiating to purchase wind power as a renewable power source.
- ▶ We have initiated to take 3 MW wind power per day from renewable power sources
- ▶ It will further help us in gradually decreasing carbon footprint.



- ▶ Construction of Training Centre Building at VGTK, Sewa Rural Jhagadia.
- ▶ Key objective of this initiative is to set up a high-quality training center at Seva Rural to impart training & improving technical skill in tribal community of nearby villages.
- ▶ This activity will also help us in getting trained workforce for our present set up as well as for coming new factory.

Higg Index

- ▶ We have successfully completed FSLM – Facility Social Labour Module of Higg Index with score of 72%.
- ▶ The Higg facility social & labour module (FSLM) measures the social impact of manufacturing across area such as wages, working hours, health and safety and employee treatment.
- ▶ This is the first time when FSLM score is verified by 3rd party auditing agency, Teks Tech to fulfil Brand requirement.



Financial Summary

QUARTERLY FINANCIAL PERFORMANCE

(RS. IN CRORES)							
Particulars	Q3 FY 21	Q2 FY 22	Q3 FY 22 Actual	Variance Q on Q		Variance Y on Y	
				Amount	%	Amount	%
Continuing Operations							
Sales							
Textiles	216	261	263	2	1%	47	22%
Pulp & Paper	489	686	731	45	7%	242	49%
Real Estate	36	36	34	-2	-6%	-2	-6%
Others	17	15	22	7	43%	5	27%
Total Sales	758	998	1,050	52	5%	292	38%
EBITDA							
Textiles	1	7	10	3	43%	9	NA
Pulp & Paper	60	114	91	-23	-20%	31	52%
Real Estate	8	0	-12	-12	NA	-20	NA
Others	12	12	16	4	37%	4	37%
Interest income of income tax refund	28	-	-				
Total EBITDA	109	133	105	-28	-21%	-3	-3%
Less : Finance Cost	16	12	12	NA	-3%	4%	23%
PBDT	93	121	93	-28	-23%	1	1%
Less : Depreciation	58	58	59	-1	-2%	-1	-2%
PBT	35	62	34	-28	-45%	-1	-1%
Tax	-2	30	22	8	27%	-25	NA
Net Profit after Tax	37	32	12	-20	-62%	-25	-67%
Discontinuing Operations							
Profit after Tax	-5	12	-				
Total Net Profit after Tax	31	44	12	-32	-72%	-19	-62%

HISTORICAL CONSOLIDATED FINANCIAL PERFORMANCE

(RS. IN CRORES)

Particulars	FY19	FY20	FY21	9M FY22
Continuing Operations				
Sales				
Textiles	765	735	582	729
Pulp & Paper	2,643	2,383	1,774	1,993
Real Estate	159	146	142	104
Others	66	67	69	54
Total Sales	3,633	3,331	2,567	2,880
EBITDA				
Textiles	58	34	-48	19
Pulp & Paper	716	511	221	301
Real Estate	232	4	31	-5
Others	55	51	48	40
Interest income of income tax refund			33	
Total EBITDA	1,061	600	285	355
Less : Finance Cost	102	87	71	37
PBDT	959	513	214	318
Less : Depreciation	193	229	230	174
PBT	766	284	-16	143
Tax	266	-94	-1	73
Net Profit after Tax	500	378	-15	70
Discontinuing Operations				
Profit after Tax	-30	-17	-19	8
Total Net Profit after Tax	470	361	-34	77

CASH FLOW – Q3 FY22

(RS. IN CRORES)

	Particulars	Textile	Rayon	Pulp & Paper	Birla Estates	H.O.	Grand Total
	EBITDA	10	16	91	(12)		105
	MAT Paid					(6)	(6)
	Rights Issue of Kesoram Industries Limited					(6)	(6)
	Collections - Real Estate				69		69
	Project Development cost - Real Estate				(99)		(99)
	Net Change in Working Capital	(3)	(13)	(5)	43		22
A)	Operating Cash Flow	7	3	86	1	(12)	85
	Capital Expenditure	(2)	-	(50)	(5)	-	(57)
B)	Investing Cash Flow	(2)	-	(50)	(5)	-	(57)
	Interest	(4)	(1)	(2)	(5)	-	(12)
	Interest accrued on bond					8	8
C)	Financing Cash Flow	(4)	(1)	(2)	(5)	8	(4)
D)	Free Cash Flow (A+B+C)	1	2	34	(9)	(4)	24
	<u>Sources of Fund Required</u>						
	Loan Taken / (Repaid)						(187)
	Bank Balance & Investment Reduced /(Increase)						163
	Net						(24)

CASH FLOW - Q3 FY22

(INR CRORES)

Real Estate



Pulp & Paper



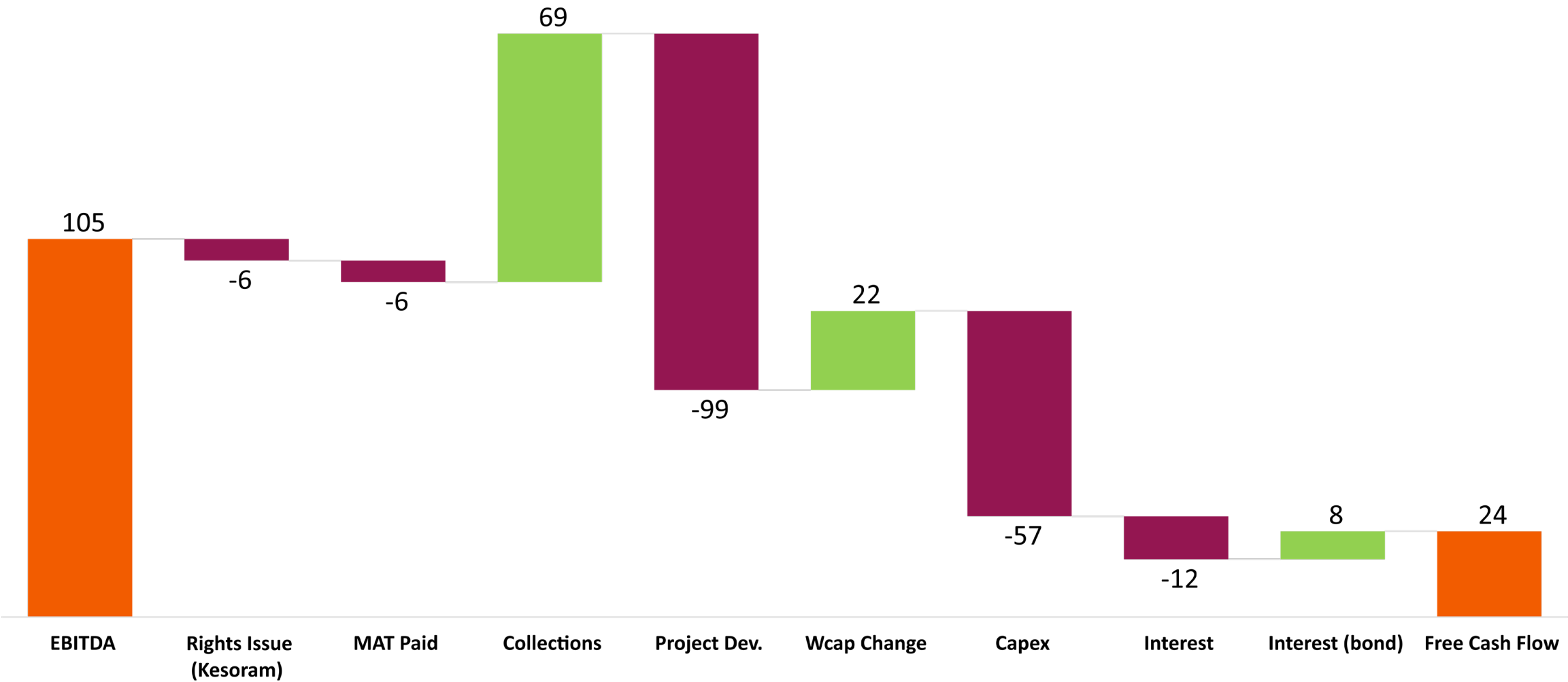
Textiles



Financials



■ Increase ■ Decrease ■ Total



CASH FLOW – 9M FY22

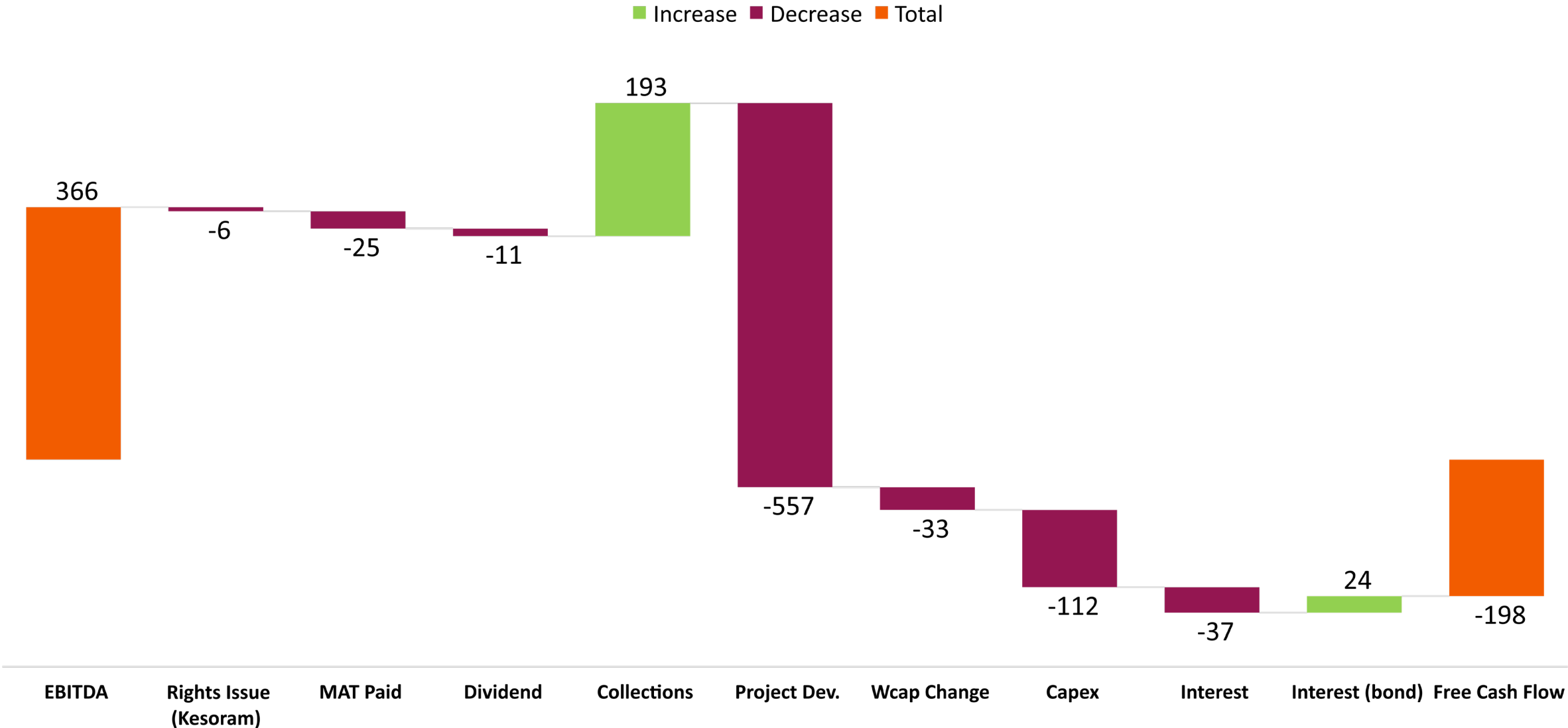
(RS. IN CRORES)

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CASH FLOW - 9M FY22

(INR CRORES)

■ Increase ■ Decrease ■ Total



STATEMENT OF OUTSTANDING LOAN

(INR CRORES)			
Particulars	O/s as on 30-06-2021	O/s as on 30-09-2021	O/s as on 31-12-2021
Long Term Loans	526	578	525
Average Rate of Interest	6.85%	6.69%	6.96%
Short Term and Working Capital Loans	372	404	270
Average Rate of Interest	3.60%	3.83%	3.94%
NCD	400	400	400
Average Rate of Interest	7.65%	7.65%	7.35%
Total CTIL Loans	1,298	1,382	1,195
Average Rate of Interest as on date	6.17%	6.13%	6.41%
Standalone Loan Taken by Birla Estate Pvt.Ltd	64	85	85
	7.20%	7.20%	7.20%
Total Consolidated Loans	1,362	1,467	1,280
Average Interest for Quarter	6.21%	6.19%	6.46%

OUTSTANDING LOAN

Real Estate



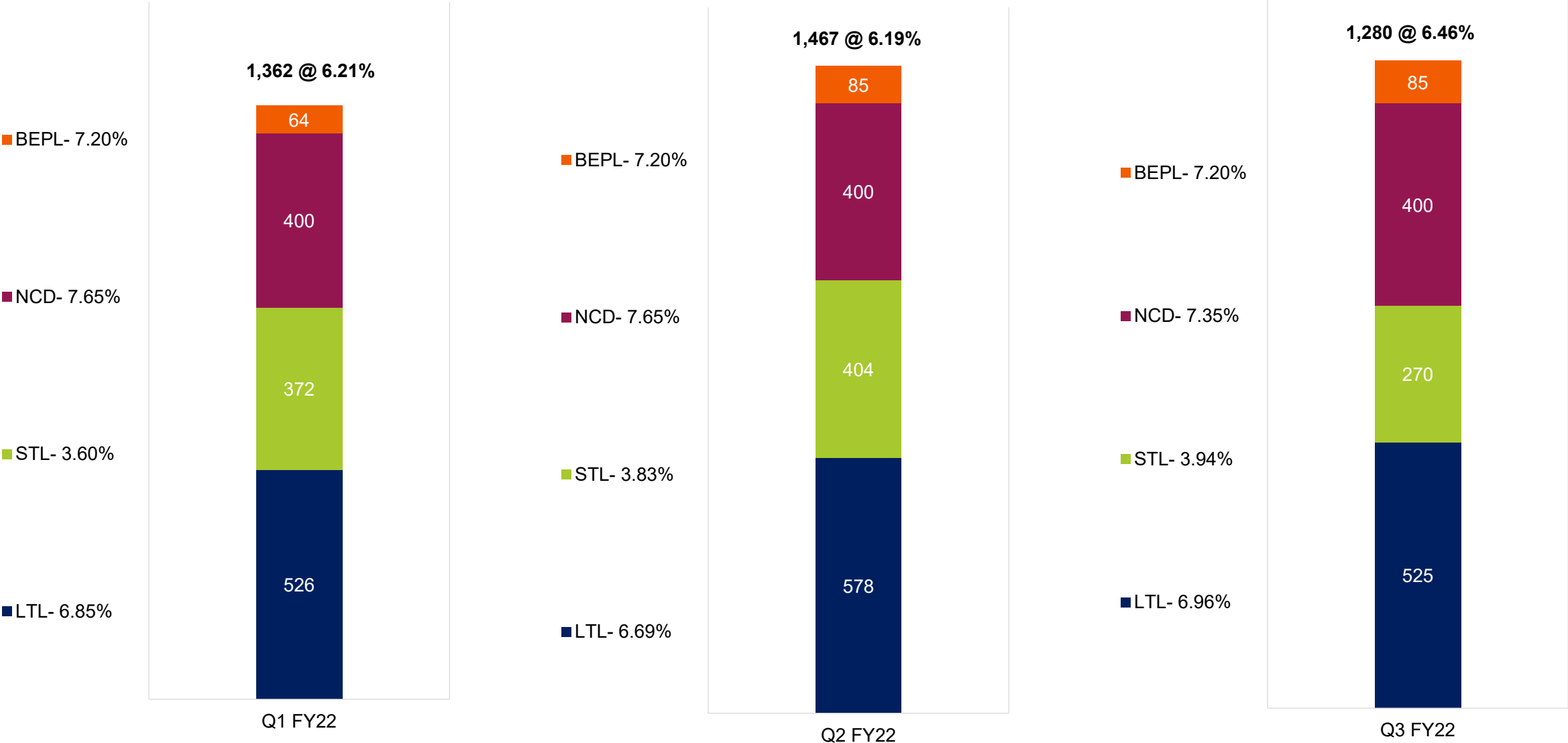
Pulp & Paper



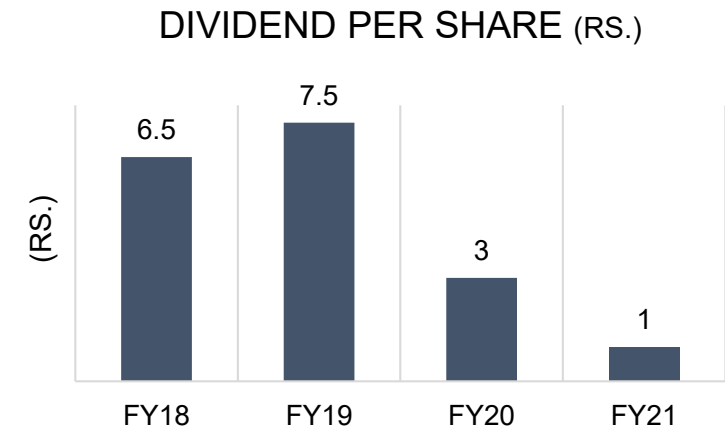
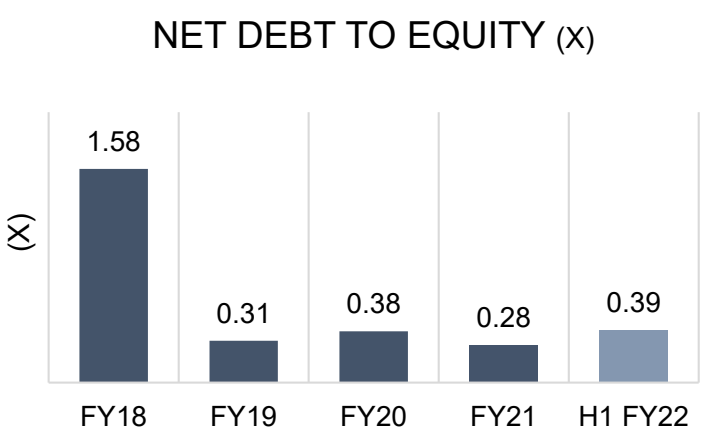
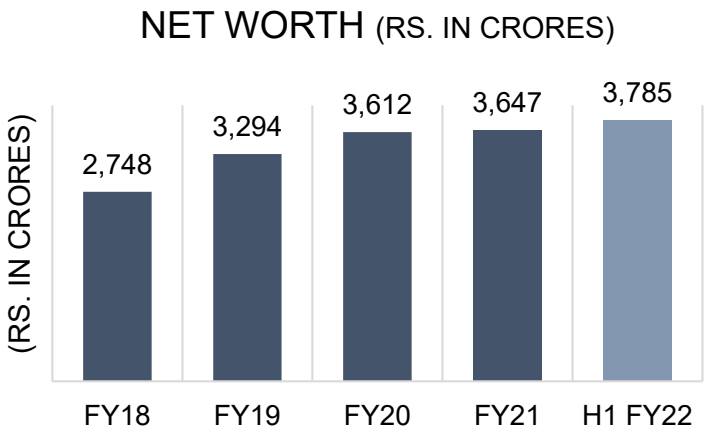
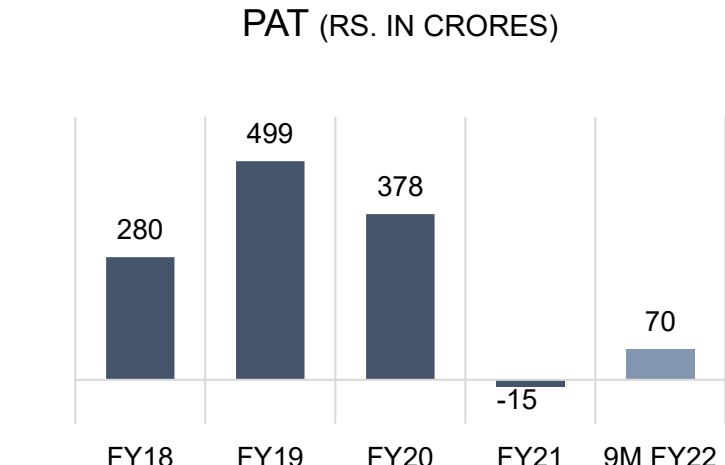
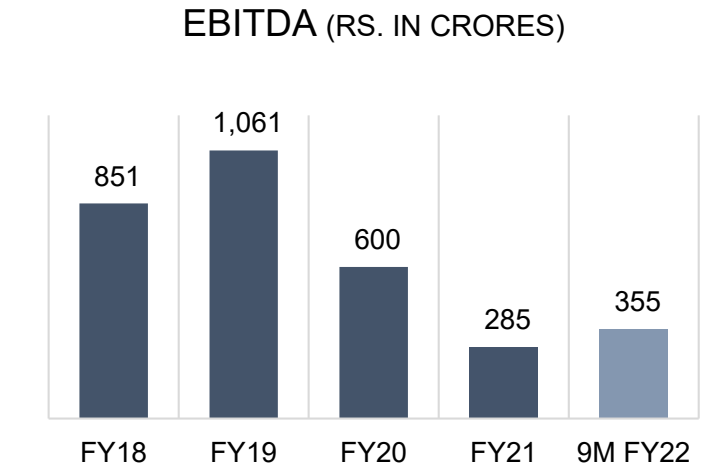
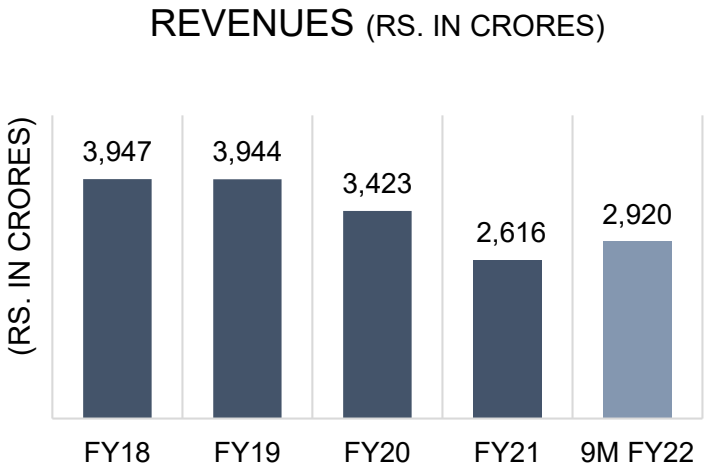
Textiles



Financials



FINANCIAL PERFORMANCE



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Thank You