SH/XII/2024
$10^{\text {th }}$ May, 2024

Corporate Relationship Department
BSE Limited
$1^{\text {st }}$ Floor, Phiroze Jeejeebhoy Towers
Dalal Street, Fort,
Mumbai-400 001
Scrip Code: 500040

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

Dear Sir/Madam,

## Sub: Revised 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 07th May, 2024, regarding Earnings Presentation for Q4-FY24, this is to inform you that the earnings presentation has been revised as certain discrepancies have been observed due to an oversight in Slide No. 23 of the said presentation.

Please find attached the revised Earnings Presentation for Q4-FY24.
This is for your information and record.
Thanking you,
Yours truly
For CENTURY TEXTILES AND INDUSTRIES LIMITED
ATULKUMAR MOHANLAL KEDIA

Digitally signed by ATULKUMAR MOHANLAL KEDIA
Date: 2024.05.10 12:34:27
ATUL K. KEDIA
Sr. Vice President (Legal) \& Company Secretary
Encl: as above


## Q4 FY24: KEY OPERATIONAL HIGHLIGHTS



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

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

## QUARTERLY CONSOLIDATED PERFORMANCE AT A GLANCE





TTM QUARTERLY PERFORMANCE


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


## QUARTERLY SEGMENT-WISE CONSOLIDATED PERFORMANCE



PULP AND PAPER

REVENUE PIE : Q4 FY23


REVENUE PIE : Q4 FY24



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


## FY24 CONSOLIDATED PERFORMANCE




PULP AND PAPER



OTHERS


[^0]
## Real Estate

## Over 93 lakh sq. <br> ft. under <br> construction across 6 projects

## KEY HIGHLIGHTS - REAL ESTATE

## MAJOR TAKEAWAYS

## MARKET OUTLOOK

- Birla Tisya, Bengaluru received "Safety Shield Award" from National Safety Council, India. The only Real Estate developer to receive this prestigious award.
- Birla Tisya, Bengaluru honoured with " 5 Golden Stars Award" by National Safety Council recognizing exceptional excellence and performance in Occupational Safety and Health (OSH) Management System.
- Birla Niyaara, Mumbai awarded the winner of prestigious 15th CIDC Vishwakarma Safety Award 2024 for the best HSE practices.
- 'Silas' the signature tower at Birla Niyaara became one of the fastest selling Uber luxury projects in Mumbai by selling 68 units worth about Rs. 2400 crores at the time of launch.
- In Q4 FY 24, initiated the handover of our two projects: Birla Vanya in Kalyan and Birla Navya Phase I in Gurugram.
- The residential real estate market is expected to reach new heights in the upcoming financial year, driven by a surging demand and a strong consumption.
- FY25 is poised to be a transformative period, fuelled by urbanization trends, a growing rental market and consistent property value appreciation.
- The Industry's growing demand for premium and luxury housing positions us well for rapid growth and scaling.
- Our unwavering focus on customer centricity, operational excellence and sustainability will propel us forward in the coming years.


## GEOGRAPHICAL PRESENCE

Birla Vanya, Kalyan

- Birla Niyaara, Worli

1 - Walkeshwar, South Mumbai

- Birla Centurion, Worli (C)
- Birla Aurora, Worli (C)
- Thane, MMR

2 Wellesley Road, Central Pune

3
Birla Navya, Golf Course Extension Road

- Mathura Road, Delhi
- Launched
- Upcoming
(C) - Commercial
- Completed/ Handover initiated

Birla Alokya, Whitefield

- Birla Tisya, Magadi Road

4 Raja Rajeshwari Nagar

- Birla Trimaya, North Bengaluru
- Sarjapur, Bengaluru

- 


## RESIDENTIAL PORTFOLIO



## Forthcoming Projects



Forthcoming Projects



## OPERATIONAL HIGHLIGHTS - FY24



INR 234* Crore

## KEY QUARTERLY PERFORMANCE INDICATORS






Geographical Distribution of Ongoing Projects


Ongoing \& Upcoming Projects


## SUMMARY (REGION-WISE INFORMATION).



Area (million Sq. Ft.)


## LAUNCHED RESIDENTIAL PROJECTS



Birla Vanya, (Kalyan)
Launch Period
Q1 FY19-20

| Total Saleable Area |
| :--- |
| 13.3 lakhs |
| sqft |

22 acres


Birla Alokya, (Whitefield, Bengaluru)

| Launch Period |  |
| :--- | :--- |
| Q3 FY19-20 |  |
| Total Saleable Area |  |
| 5.5 lakhs sqft | Land Area <br> 8 acres |
| Share |  |
| $100 \%$ |  |



Launch Period
Q3 FY 20-21


Land Area
48 acres


Share 50\%


Booking Value (PTD)


|  | Booking Value (PTD) |
| :--- | :--- |
| ₹ 386 Crores |  |
|  |  |
| Saleable Area |  |
| Launched (PTD) |  |
| 5.5 lakhs sqft |  |


₹ 839 Crores

Saleable Area Launched (PTD)
13.3 lakhs sqft


## Booking Value (PTD)

₹ 1,580 Crores


Collection Value (PTD)
₹ 660 Crores

## Saleable Area

 Launched (PTD)11.7 lakhs sqft


## LAUNCHED RESIDENTIAL PROJECTS



Birla Niyaara,
(Worli, Mumbai)
Q4 FY21-22 (Phase 1)
Q4 FY23-24 (Phase 2)


Birla Tisya, (Rajajinagar, Bengaluru)

|  | Launch Period Q3 FY21-22 |
| :---: | :---: |
|  | Total Saleable Area 6.5 lakhs sqft |

Land Area
5 acres


Share
40\%



Share
47\%


Booking Value (PTD)
₹ 486 Crores


FY 25e GDVe - ₹ 8,300 Crores
\(\left.\begin{array}{|c|}\hline RR Nagar, B'lore; <br>
Walkeshwar, Mumba;; <br>
Sangamwadi, Pune; <br>
Sarjapur, B'lore; <br>
Mathura Road, NCR; <br>
Thane, MMR; <br>
Birla Navya (P3); <br>

Birla Trimaya (P2 \& P3)\end{array}\right]\)| Birla Niyaara (P2) |
| :---: |
| Birla Trimaya (P1) |
| Birla Navya (P2) |
| Birla Niyaara (P1) |
| Birla Tisya |
| Birla Navya (P1) |
| Birla Vanya |
| Birla Alokya |

## ENVIRONMENT, SOCIAL AND GOVERNANCE (ESG) - REAL ESTATE - Q4 - FY24

## ENVIRONMENT



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

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

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

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



Robust compliances of all statutory regulations


Turning a New Leaf


Century


## MAJOR TAKEAWAYS

## MARKET OUTLOOK

- In Q4 FY24, overall production volumes increased by $6 \%$ YoY, however, were $4 \%$ lower than previous quarter. Sales volumes increased by $13 \% \mathrm{YoY}$. However, consistently reducing NSR impacted Sales Turnover and EBITDA.
- Board and Tissue sales were better than Q4 FY23 as compared to Paper and CGP sales.
- Supply chain disruptions in the Red Sea and Suez canal have contributed to increase in prices of key raw materials. Increasing price of Imported Pulp and challenges in wood availability have also impacted cost of production.
- Export demand was good in Tissue segment with upward price corrections. Domestic realizations were significantly higher than exports in tissue segments.
- Various cost reduction initiatives envisaged in Pulp and Recovery, Power Block and machine replacements in PM3 which would help improve machine productivity and reduce overall costs.
- As a part of sustainability initiatives, 80 nurseries have been developed in 11 districts to provide seedlings and clones to farmers and a total of 52,97,217 plantations completed in FY24.
- Writing \& Printing and Copier paper demand is expected to improve post elections with government tenders opening in Q1 FY25. Seasonal factors are expected to moderately revive demand with an increase in exports offering improved realizations and greater price stability.
- Tissue demand to remain stable in FY25. Domestic realizations continue to be higher than in export markets. Hence, our focus is to prioritize growth in the domestic market.
- Board demand is likely to improve in Q1 FY25 with Pharma segment gearing up for summer medicines with added price increase announced by International Paper Mills.
- Export demand from Europe, USA and UK markets is consistent and is expected to improve in FY25. However, Oversupply in market is likely to continue in FY25 as the market growth is lower than the capacity being added by domestic as well as international mills.

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

## Q4 FY24: PRODUCTION \& SALES



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

## FY24: PRODUCTION \& SALES




## NET SALES REALIZATION (NSR) MOVEMENT



MACROS - Q4 FY24

OVERALL CONTRIBUTION (Rs. Per/MT)
11,358



TOTAL
TOTAL VARIABLE
COST OURIBLL



## ENVIRONMENT SOCIAL GOVERNANCE (ESG) - PULP \& PAPER




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

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



## TEXTILES DIVISION UPDATE

## MAJOR TAKEAWAYS

## MARKET OUTLOOK

- In the beginning of FY24, the company took a decision to initiate process of restructuring company's Textile Business operations at Birla Century Bharuch Plant.
- As a part of restructuring plan, Spinning and Weaving departments at the plant were discontinued. However, with a view to optimize the utilization of the process house, it was proposed to increase outsource of specialized greige fabric from 45,000 meters per day to $1,05,000$ meters per day. Simultaneously, a VRS scheme was also implemented for the worker/employees working at these discontinued units and majority of workers/ employees at the Spinning and Weaving departments opted for the scheme.
- On Mar 22, 2024, the Board of Directors of the company reviewed the operations of the Textile division. In view of unsatisfactory performance of the Unit with continued operational losses despite attempts of possible turnaround as well as considering the adverse market conditions and non-availability of viable orders to cover the cost, it was decided to discontinue operations of the process house after completion of orders in hand.
- After careful consideration and deliberation, the board approved the proposal to discontinue all operations at the Birla Century Bharuch unit except some minor manufacturing operations and other allied activities relating to supply of Yarn to Birla Advanced Knits Private Limited, a joint venture of the company and Grasim Industries limited.
- The update on the status of the Textile Division is mentioned in subsequent slides


## Q4 \& FY24: PRODUCTION AND SALES

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

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

## Q4 \& FY24: PROFIT AND LOSS SUMMARY

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

## \# EBIDTA in Actual FY24 includes

1. Ex-gratia and 3-month notice pay paid to workers
2. 3-month notice pay paid to staff
3. Other incidental expenses of around Rs. 15 Crore.
*Assignment of leasehold land of 104 acres to other parties at Rs. 70 Lakh per acre was considered in budget, but the same was not accounted in Actual FY24 while working on impairment of the full plant.

## ENVIRONMENT SOCIAL GOVERNANCE (ESG) - TEXTILES.



## $\nabla$

- We have adopted new version 4.0 for Higg FEM 4.0 assessment 2023.

2018: 79\%
2019: 80\%
2020: 86\%,
2021: 90.2\%,

- 2022:91.2\%
- 2023:Self assessment completed, Verification audit is under process.

Greenbelt Development and plantation of trees in 21000 Sq Ft area at Nanasnja village

$\nabla$
Awareness program for Women Health \& Hygiene were conducted in 3 Villages of Jhagadia Taluka.

- Cervical Cancer Stethoscope provided to Rotary club of Bharuch.
- Skill Enhancement program conducted for 150 rural artisans in Jhagadia Tehsil.
- Development of Mini Science Centre (MSC) at Jhagadia Higher secondary school and Talodra Primary school.


## GOVERNANCE


$\nabla$

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

## Financial <br> Summary

Good overall
financial performance in Q4 \& FY24

## PROFIT \& LOSS : Q4 FY24

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

[^1]
## PROFIT \& LOSS : FY24


*FY23 exceptional item consists of Rs 134 Crs profit made on sale of land at- GIDC Dahej, Gujarat.
Better overall financial performance in FY24 buoyed by Real Estate and Pulp \& Paper businesses

## CASH FLOW - Q4 FY24

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

## CASH FLOW : Q4 FY24



## CASH FLOW - FY24

| No | Particulars | Birla Estates | Pulp 8 <br> Paper | Rayon | H.O. | Total Continuing Operations | Textile | Grand Total |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | EBITDA-Normal Business | 234 | 417 | 67 | - | 718 | -82 | 636 |
|  | Exceptional Item | - | - |  | - | - | -17 | -17 |
|  | MAT Paid | -53 | - |  | -61 | -114 | - | -114 |
|  | Dividend Paid ( Including Tax) | - | - |  | -56 | -56 | - | -56 |
|  | Collections | 1323 | - |  | - | 1323 | - | 1323 |
|  | Project Development Cost | -2366 | - |  | - | -2366 | - | -2366 |
|  | Increase / (Decrease) in Current Capital | -2 | - |  | - | -2 | - | -2 |
|  | Net Change in Working Capital | -25 | -72 | -62 | - | -159 | 83 | -76 |
|  | Income tax Refund | 0 | - |  | 40.00 | 40 | - | 40 |
| A) | Operating Cash Flow | -889 | 345 | 5 | -77 | -616 | -16 | -632 |
|  | Capital Expenditure | -20 | -92 | 0 | -2 | -114 | -7 | -121 |
| B) | Investing Cash Flow | -20 | -92 | 0 | -2 | -114 | -7 | -121 |
|  | Interest | 22 | -10 | -7 | 0 | 5 | -25 | -20 |
|  | Contribution to CTIL Emp Welfare Trust (ESOP) | 0 | 0 | 0 | -95 | -95 | 0 | -95 |
| C) | Financing Cash Flow | 22 | -10 | -7 | -95 | -90 | -25 | -115 |
| D) | Free Cash Flow ( $\mathrm{A}+\mathrm{B}+\mathrm{C}$ ) | -887 | 243 | -2 | -174 | -820 | -48 | -868 |
| E) | BAKPL - Receipt (+) / Payment (-) |  |  |  |  | 0 | 7 | 7 |
| F) | Free Cash Flow-CTIL \& BAKPL ( $\mathrm{D}+\mathrm{E}$ ) | -887 | 243 | -2 | -174 | -820 | -41 | -861 |

## CASH FLOW: FY24

$\square$ Increase ■ Decrease ■ Total

(₹ $\ln$ Crores)


## OUTSTANDING LOAN



FINANCIAL PERFORMANCE.



* Revenue includes Other Operating Income





## DISCLAIMER

## Century Textiles and Industries Limited

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Forward-looking statements involve known and unknown risks, uncertainties and other factors, which may cause the actual results, financial condition, performance or achievements of the Company or industry results to differ materially from the results, financial condition, performance or achievements expressed or implied by such forward-looking statements, including future changes or developments in the Company's business, its competitive environment and political, economic, legal and social conditions. Further, past performance is not necessarily indicative of future results. Given these risks, uncertainties and other factors, viewers of this presentation are cautioned not to place undue reliance on these forward-looking statements. The Company disclaims any obligation to update these forward-looking statements to reflect future events or developments.

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## For further details, please feel free to contact our Investor Relations Representatives:

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## Valorem Advisors

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## THANK YOU



Bringing our century old legacy and expertise into all our businesses while focusing on sustainability, customer centricity, technology and innovation to be future ready


[^0]:    * PAT does not include Net Losses from discontinued operations of Rs. 244 Crs. in FY24
    ** In FY24 Real Estate, Income from sale of TDR is included in EBITDA while not included in Sales

[^1]:    *Q4 FY23 exceptional item consists of Rs 134 Crs profit made on sale of land at- GIDC Dahej, Gujarat

