



SH/XII/2023

25th April, 2023

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 April, 2023, regarding earnings call to be held on Tuesday, 25th April, 2023 to discuss Q4-FY23 earnings.

In connection to the above, enclosed herewith the Earnings Presentation for Q4-FY23.

This 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



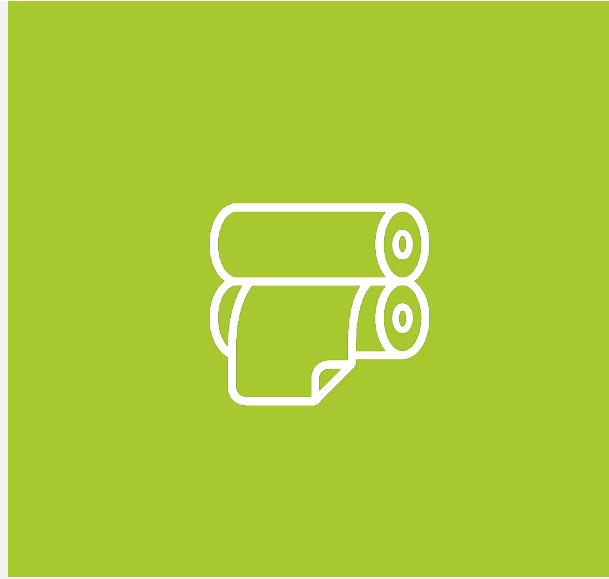
Century Textiles and Industries Limited

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

E: ctil.ho@adityabirla.com | W: www.centurytextind.com

Corporate ID No.: L17120MH1897PLC000163



Century Textiles
and
Industries
Limited

Q4 FY23 Earnings Presentation



Summary



Real Estate



Pulp and Paper



Textiles



Financials

Q4 FY23: KEY OPERATIONAL HIGHLIGHTS

Birla Niyaara became the highest selling project in MMR in Q4 FY23, with sales of over INR 2,300 Crs. and 80% of inventory already sold since its successful launch in FY22.

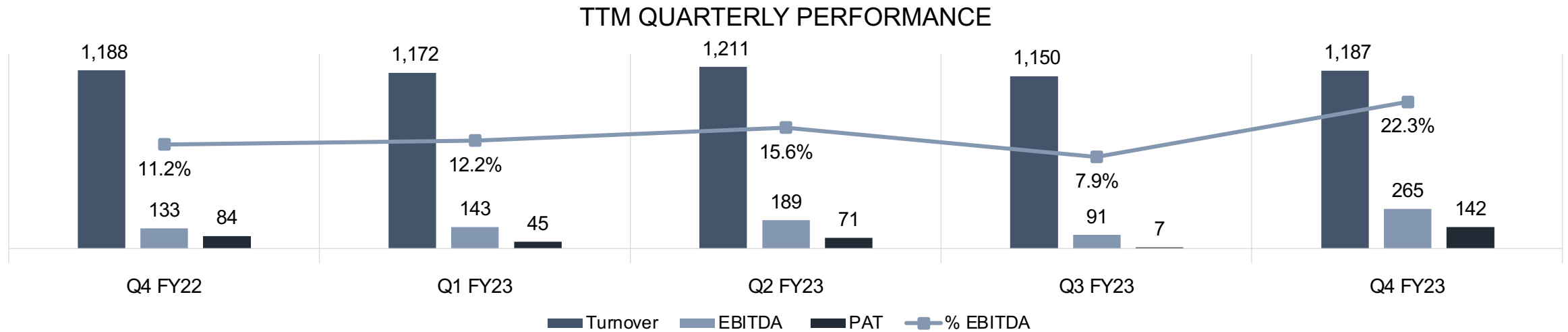
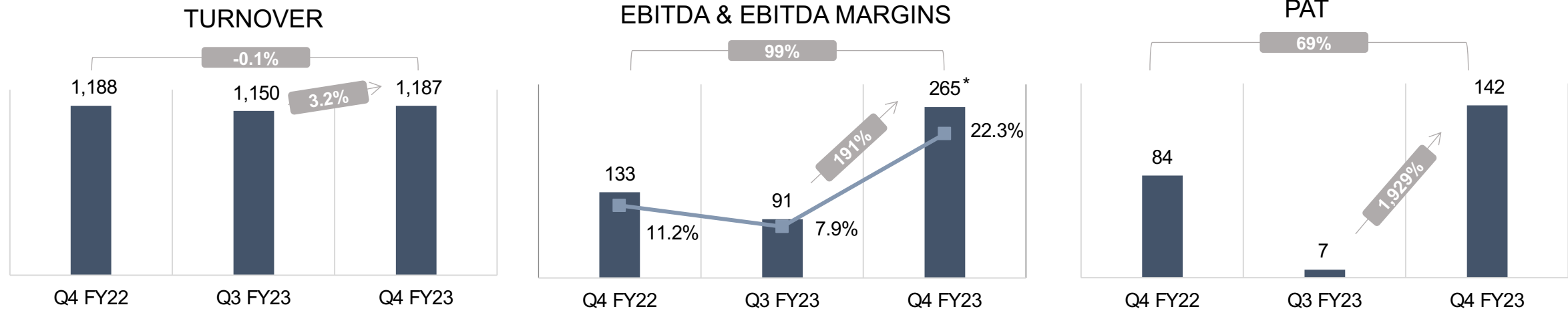
In Q4, EBITDA increased about 2X and 3X as compared to Q4 FY22 and Q3 FY23, respectively.

In FY23, Turnover increased 16% over previous year while EBITDA (38%) and PAT (64%) have substantially increased as compared to FY22.

Excellent overall performance despite fluctuating macroeconomic headwinds and an impending global economic slowdown

QUARTERLY CONSOLIDATED PERFORMANCE AT A GLANCE

(RS. IN CRORES)

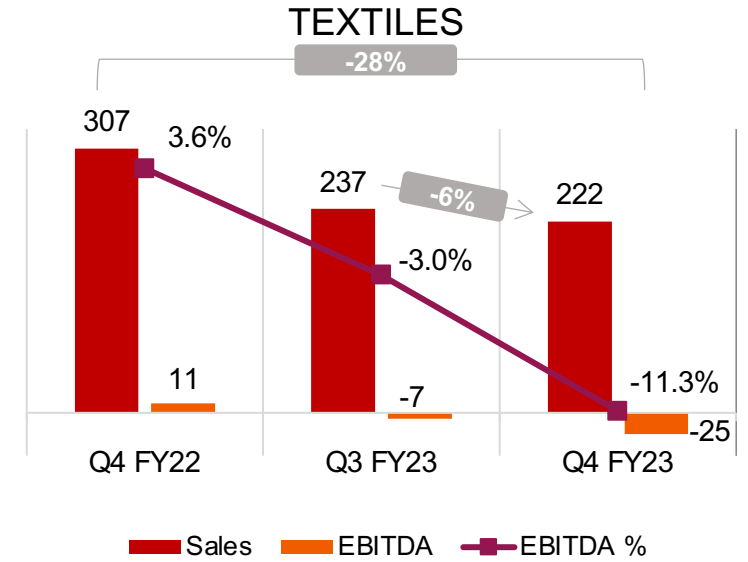
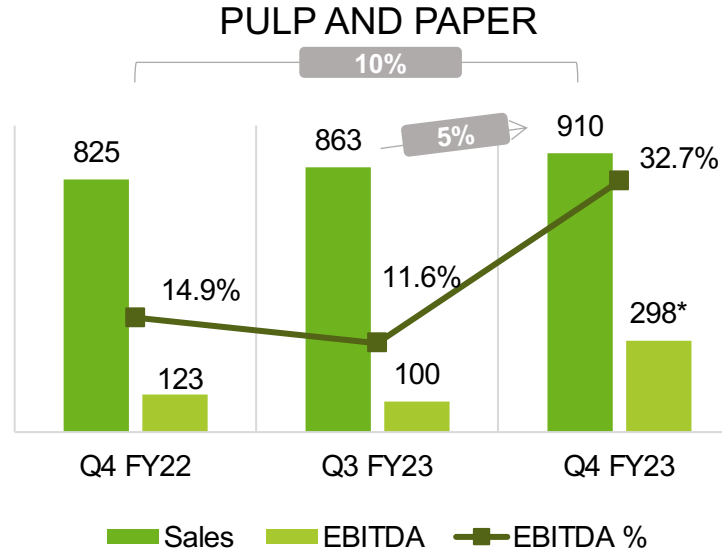
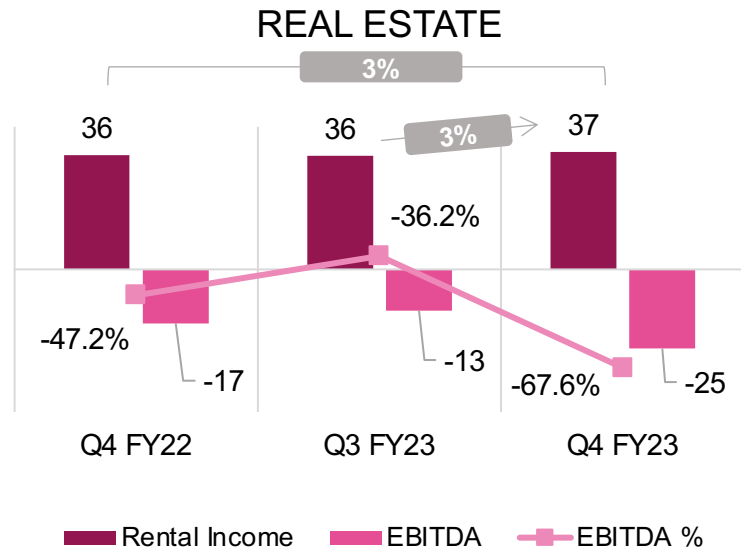


Total Net Debt Outstanding is ~Rs. 1,039 Cr. as on 31st Mar, 2023

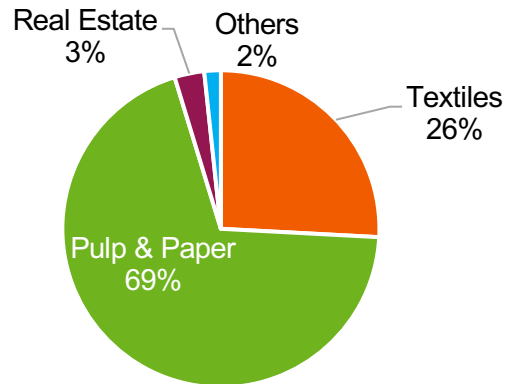
* Q4 FY23 Actual EBITDA includes one time exceptional item of Rs 134 Crs profit made on sale of land at- GIDC Dahej, Gujarat.

QUARTERLY SEGMENT-WISE CONSOLIDATED PERFORMANCE

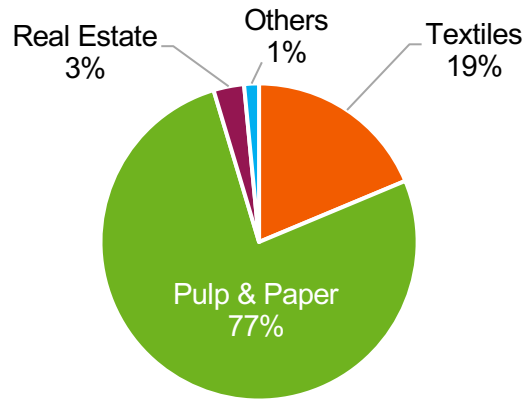
(RS. IN CRORES)



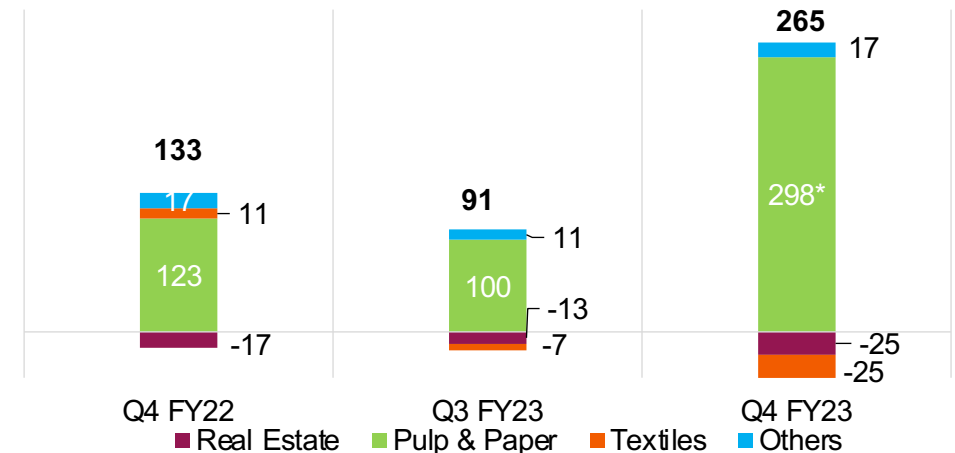
REVENUE PIE : Q4 FY22



REVENUE PIE : Q4 FY23



EBITDA BREAKUP – Y-o-Y

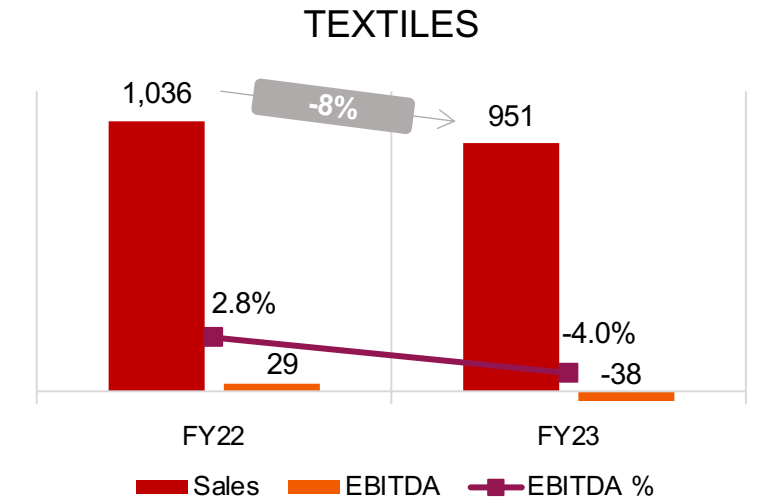
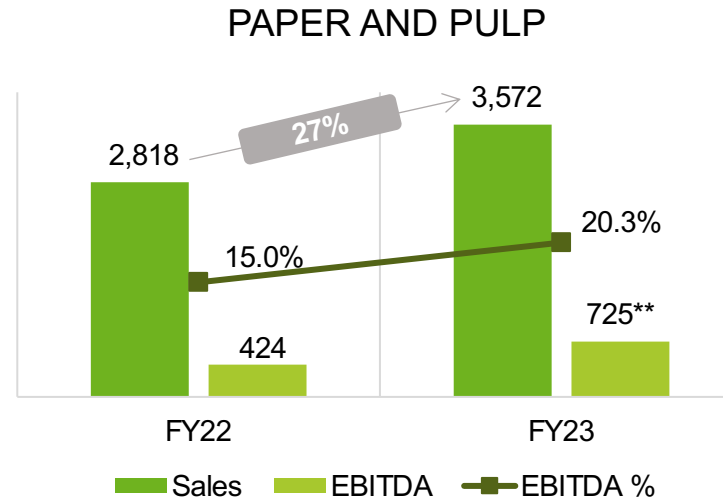
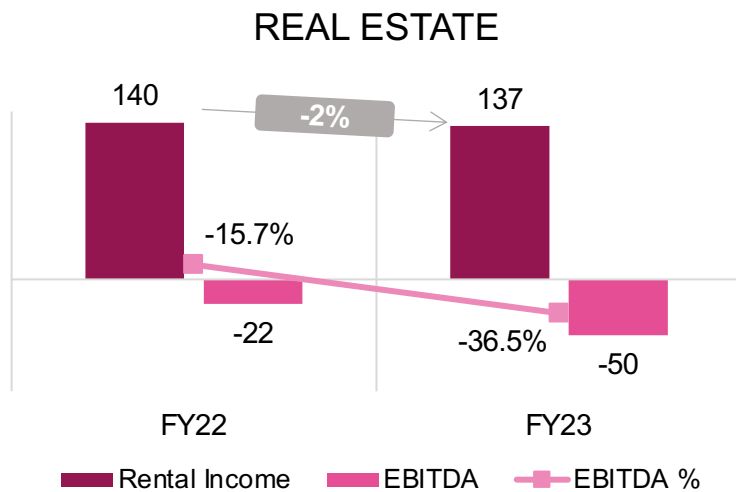
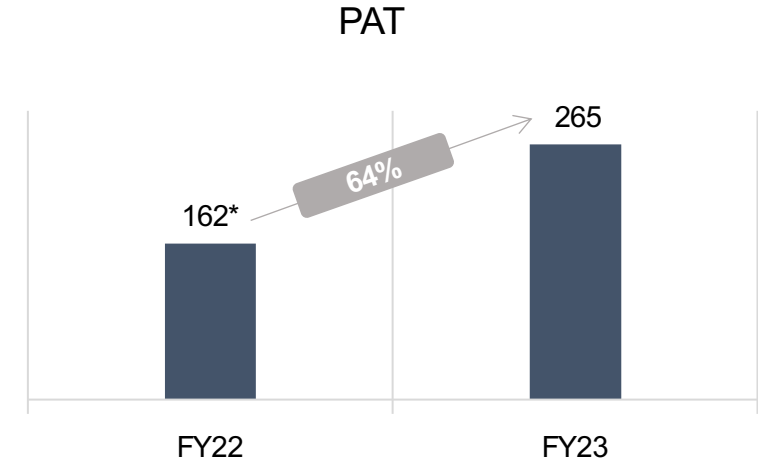
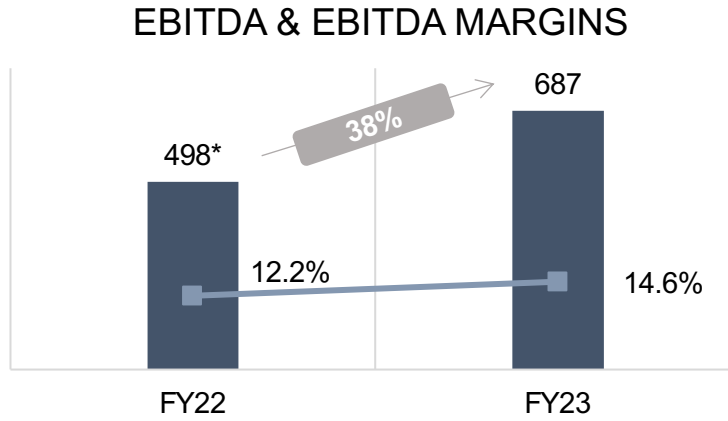
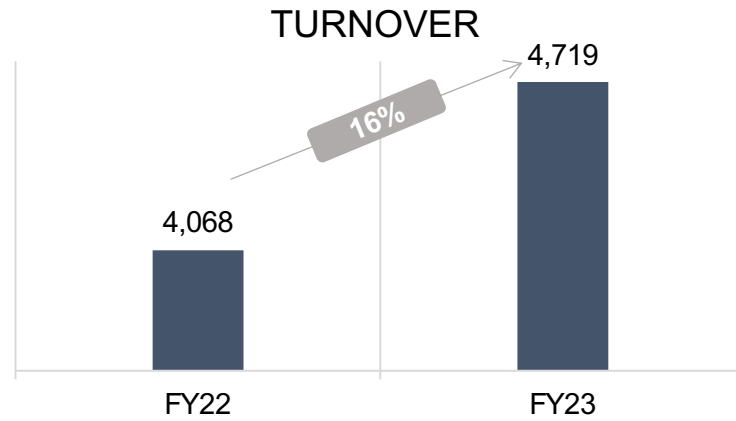


* Q4 FY23 Actual EBITDA of Pulp and Paper includes one time exceptional item of Rs 134 Crs profit made on sale of land at- GIDC Dahej, Gujarat.



FY23 CONSOLIDATED PERFORMANCE

(RS. IN CRORES)



* Company has sold in Q2 FY22 assets of its Yarn and Denim division ('Y&D') and realised an EBITDA of INR 11 Crs. And PAT of INR 7 Crs.

** Q4 FY23 Actual EBITDA of Pulp and Paper includes one time exceptional item of Rs 134 Crs profit made on sale of land at- GIDC Dahej, Gujarat.



Real Estate

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

MAJOR TAKEAWAYS

- Achieved sales of INR 2,183 Crs. in FY23 registering a growth of 14% compared to FY22.
- Achieved sales of INR 806 Crs. in Q4FY23 making it the best quarter for the year.
- Achieved Collections of INR 861 Crs. with an efficiency of 98.9%
- Pune Foray - 5.76 acres plot acquired in Central Pune with a Revenue Potential of ~ INR 2,400 Crs. in Apr'2023.
- 10.35 acres plot acquired in Bengaluru with a Revenue Potential of ~INR 850 Crs.
- Completed cumulative ~17 million safe man-hours at project sites for the year till date.

MARKET OUTLOOK

- The Indian Real Estate sector is currently in an upcycle, undergoing one of its best phases in more than a decade.
- The residential sales across all key markets in the country are at an all-time high resulting in doubling of the residential real estate industry in size in the last three years.
- The global economic slowdown and its impact on the Indian macroeconomic situation is yet to be ascertained though the domestic consumption story remains strong.
- The mortgage rates are expected to remain stable at the current levels hence the industry outlook remains positive though increased rates may have an impact in the affordable and low-cost housing segment.

PROJECTS UPDATE

Project	Birla Vanya, (Kalyan)	Birla Alokya, (Whitefield, Bengaluru)	Birla Navya, (Golf Course Extension, Gurugram)	Birla Niyaara, (Worli, Mumbai)	Birla Tisya, (Rajajinagar, Bengaluru)
Project Photo					
Launch Period	Q1 FY20	Q3 FY20	Q3 FY21	Q4 FY22	Q3 FY22
Land Area	22 acres (Own)	8 acres (Own)	48 acres (JV)	14 acres (Own)	5 acres (JV)
Total Saleable Area	13.3 lac sqft	5.5 lakh sqft	17.8 lakh sqft (Ph 1+2 – 9.4)	24 lakh sqft (Residential) (Ph 1 – 9.1)	6.5 lakh sqft
Revenue Potential	Rs. 1,129 Crs (1,205 units)	Rs. 394 Crs (218 units)	Rs. 2,681 Crs (Launched – 1,591 Crs, 556 units)	Rs. 10,902 Crs (Launched – 3,360 Crs, 414 units)	Rs. 634 Crs (392 units)
Cum. Booking Value	Rs. 652 Crs (832 units)	Rs. 353 Crs (200 units)	Rs. 1,302 Crs (493 units)	Rs. 2,360 Crs (341 units)	Rs. 513 Crs (336 units)
Architect	Hafeez Contractor	Synergy	ARCOP	Foster & Partners	RSP
Construction Status	Super structure and Finishing under progress	Super structure and Finishing under progress	Super structure and Finishing under progress	Podium under progress	Superstructure under progress



RESIDENTIAL & COMMERCIAL SALES HIGHLIGHTS

Particulars	Units of Measurement	Q4 FY23	Q4 FY22	% change YoY	Q3 FY23	% change QoQ	FY23	FY22	% change YoY
Commercial									
Net Leasing Income	Rs. Cr.	30	28	7%	28	7%	110	108	2%
Residential									
Booking Value	Rs. Cr.	806	1,324	-39%	383	110%	2,183	1,913	14%
Collection	Rs. Cr.	215	158	36%	218	-1%	861	351	145%

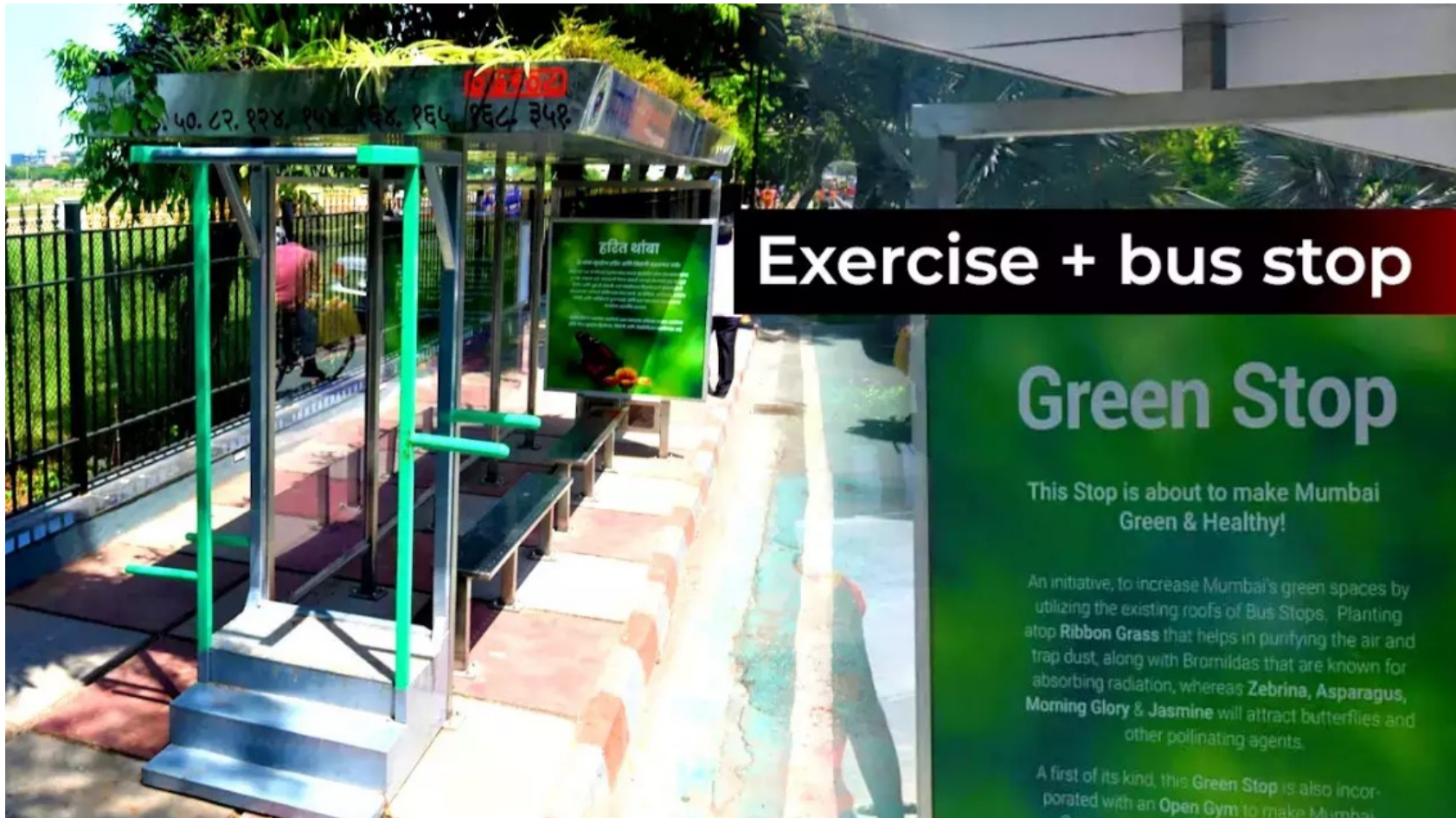




ENVIRONMENT

We tied up with BMC to provide 'Exercise + Green' bus stops on the Pandurang Budhkar Marg

Vanotsav – a customer engagement event with Green theme



ENVIRONMENT SOCIAL GOVERNANCE (ESG) – REAL ESTATE – FY 23



SOCIAL

Masterclass – an online customer engagement event promoting healthy living



Medical and Blood Donation Camp at the Vanya, Navya, Niyaara and Tisya project sites as part of National Safety Week Celebrations



Predict and Win – a customer engagement event with IPL theme



Governance - Robust compliances of all statutory regulations



Pulp & Paper

Flag bearer in Paper Industry

KEY HIGHLIGHTS – PULP & PAPER

MAJOR TAKEAWAYS

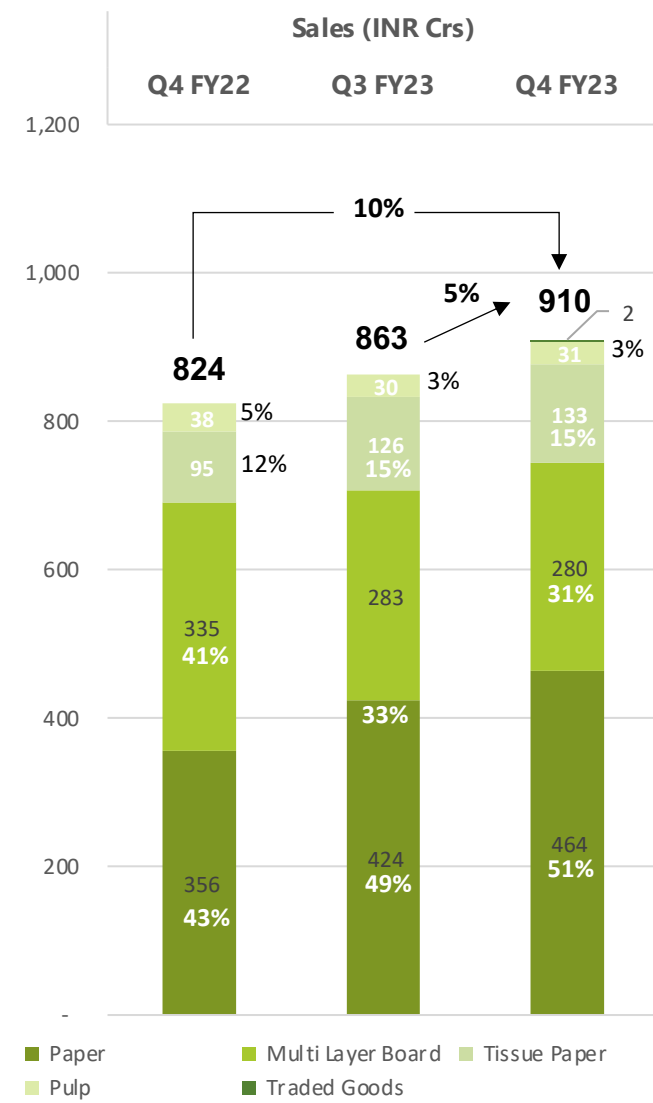
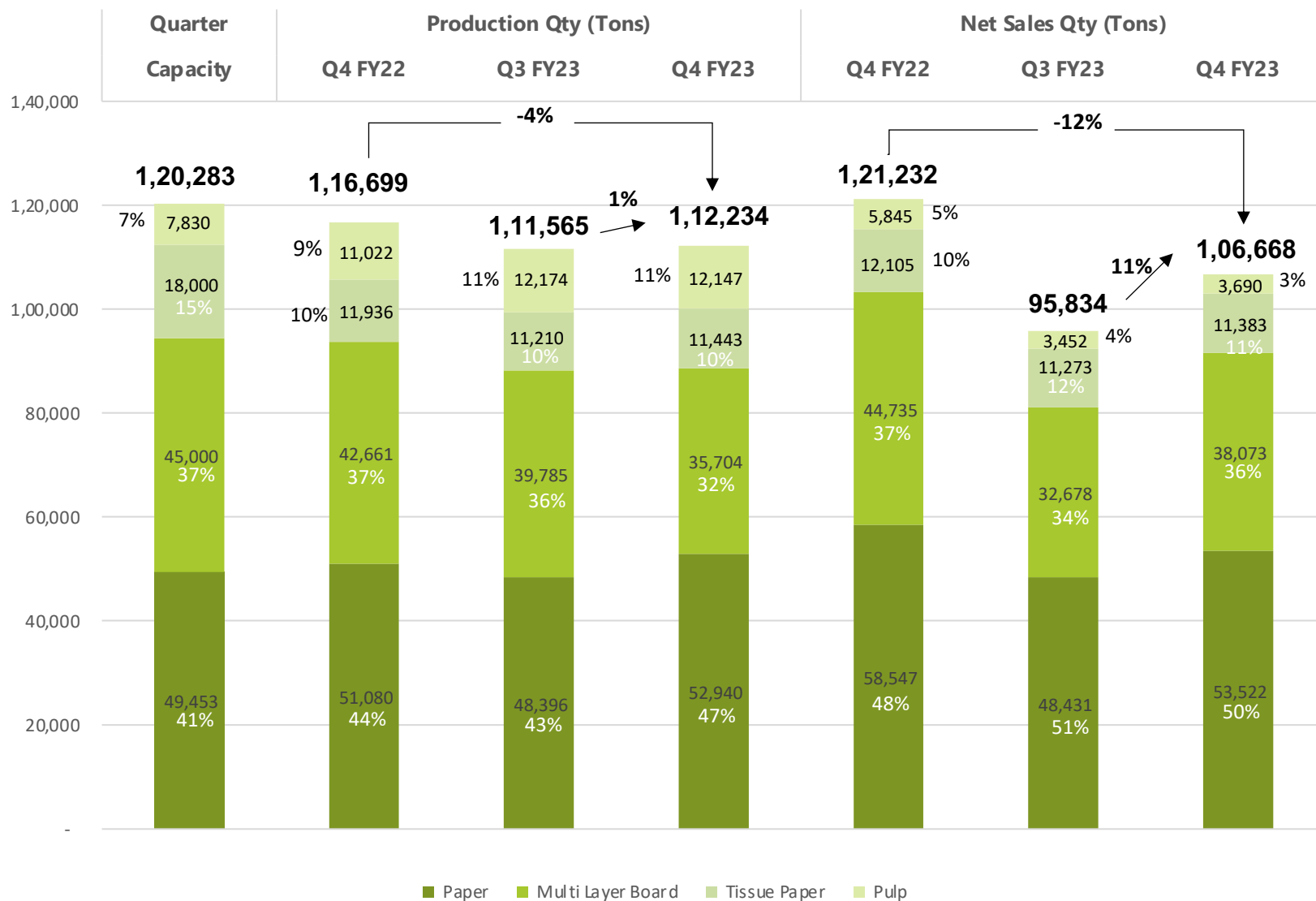
- Overall production and sales volume for Q4 FY23 increased by 1% and 11% respectively over the previous quarter. Capacity utilization for Q4 was 93% and FY23 was 95%.
- The average NSR in Q4 FY23 saw a substantial increase (22%) over the Q4 FY22 whereas a moderate decrease (4%) over Q3 FY23 due to downward price corrections of 14.8% in Board and 5.2% in RGP while NSR in Tissue increasing by 8.4%.
- In Q4 FY23 achieved an EBITDA of INR 298 Crs. vis-à-vis budget of INR 215 Crs., of which INR 134 Crs. is through gain from sale of land at GIDC Dahej, Gujarat.
- 18 of 24 cost reduction initiatives implemented for reducing packing cost. By optimizing operations, bleach chemical consumption was reduced thus leading to stoppage of non-integrated CLO2 plant resulting in significant cost savings.

MARKET OUTLOOK

- Writing & Printing paper (WPP) demand is expected to remain low due to seasonal impact of closure of education hubs for summer holidays.
- Tissue segment is expected to have stable demand with slight seasonal impact in early Q1 FY24. Focus will be more on domestic sales for better realization.
- Demand in board segment expected to remain stable with positive sentiments in Q1 FY24.
- Cost pressure will persist in domestic market due to low-priced imports and excess supply from domestic mills.
- Export demand from Europe/USA will remain low due to recession impact.

Focus on technology upgrades, customer centricity, cost-reduction initiatives and sustainability will substantially improve profitability in future

Q4 FY23: PRODUCTION & SALES



The Capacity Utilisation for Q4 FY23 was 93% as compared to 105% in Q4 FY22

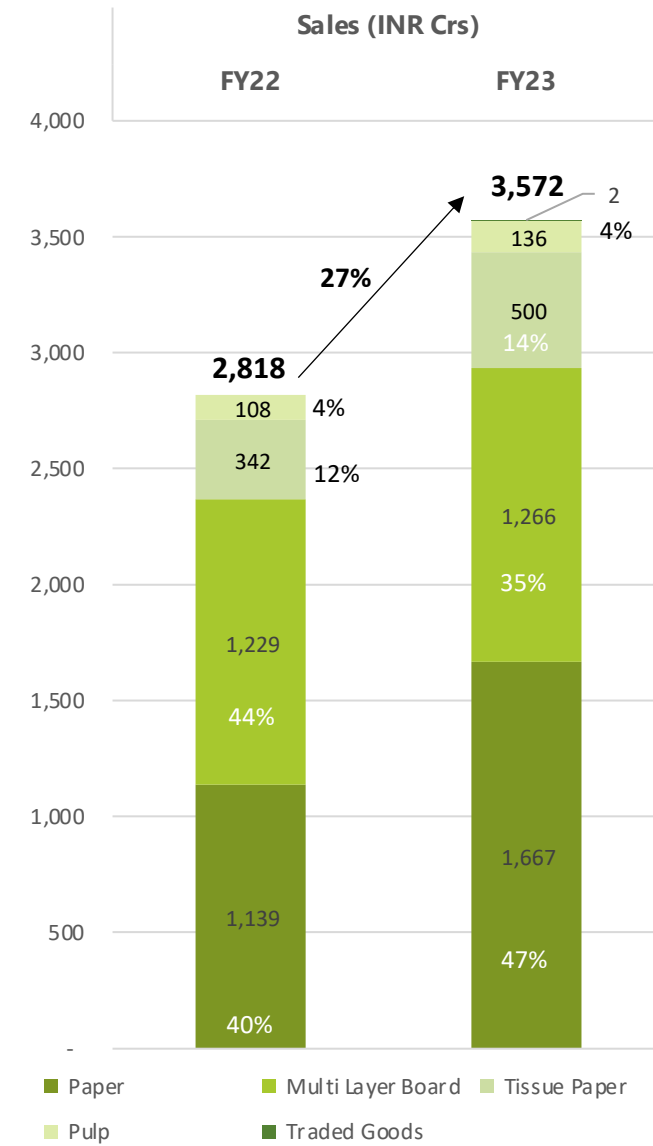
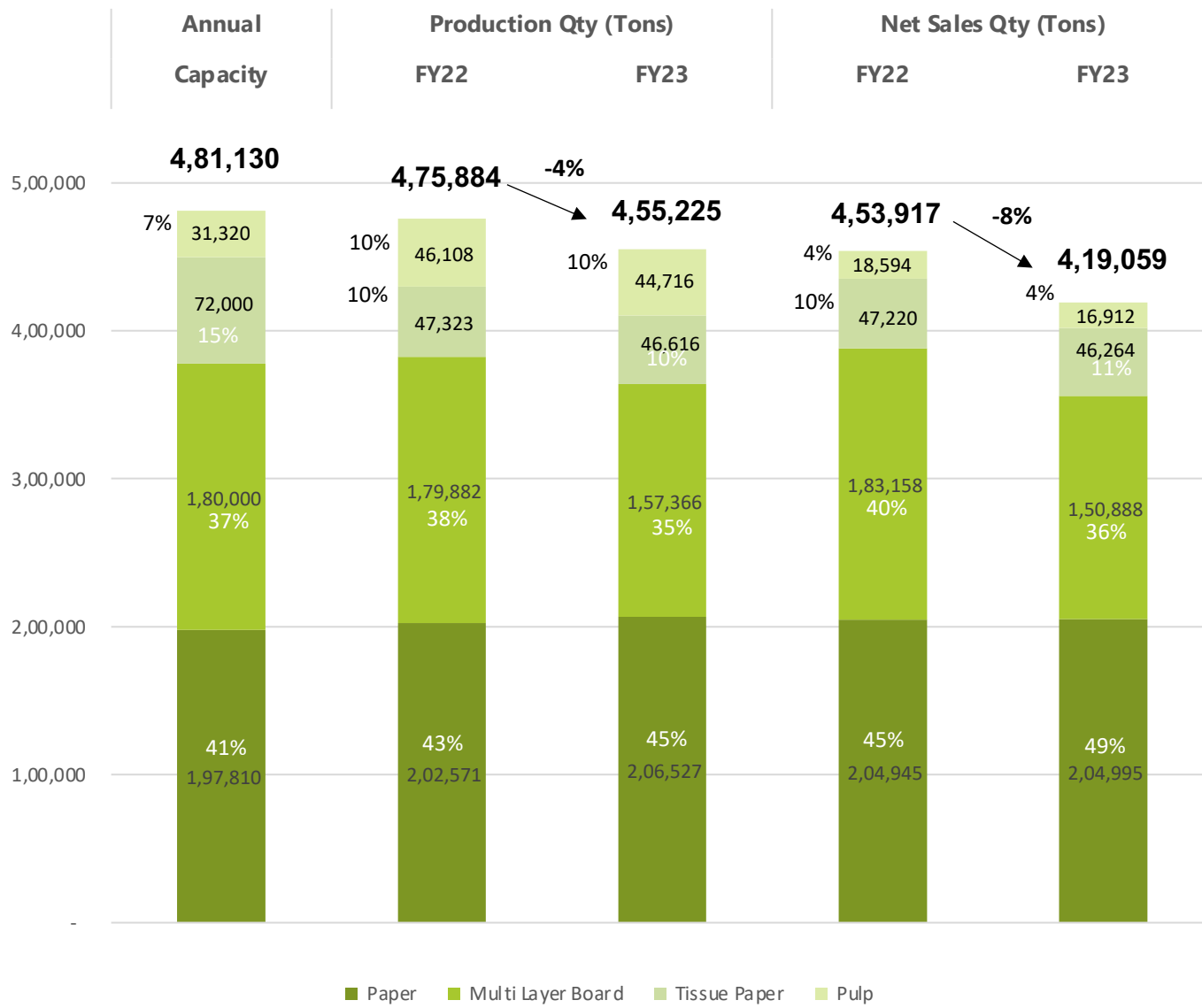
FY23: PRODUCTION & SALES

Real Estate

Pulp & Paper

Textiles

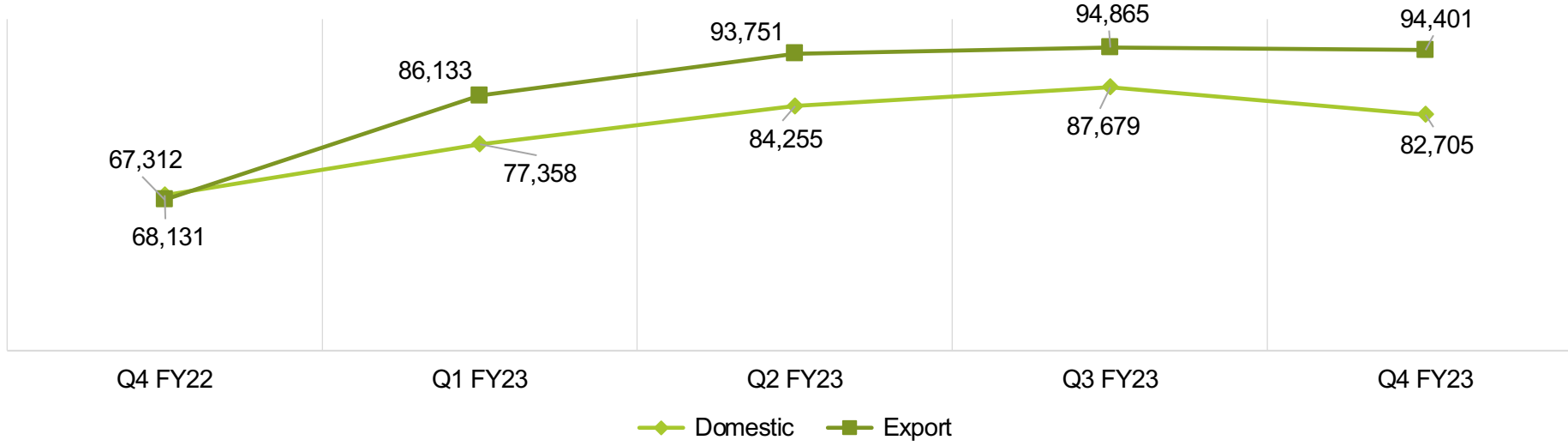
Financials



The Capacity Utilisation for FY23 was **95%** as compared to **107%** in FY22

NET SALES REALIZATION (NSR) MOVEMENT

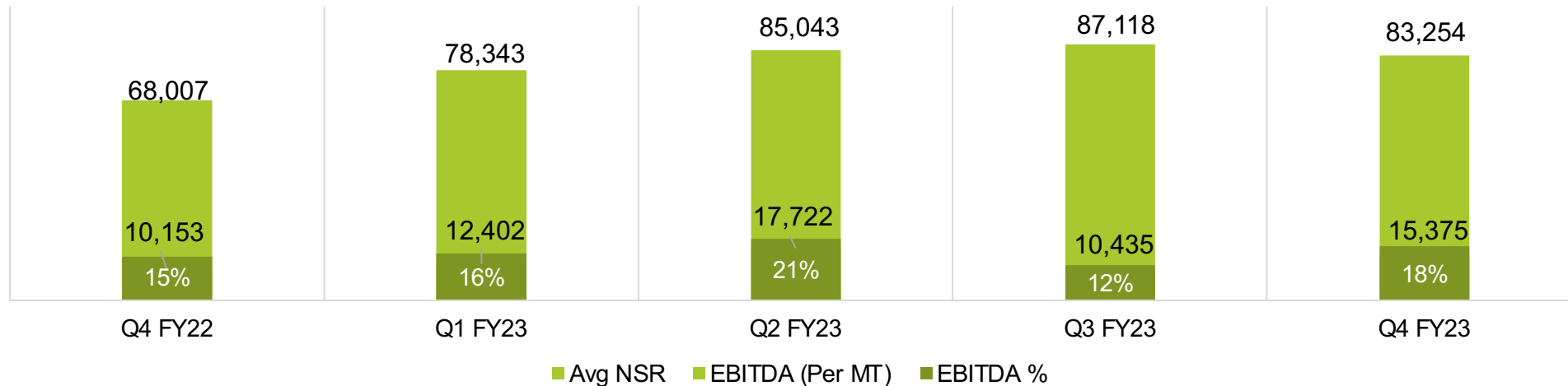
NSR MOVEMENT (INR/TONS)



YoY	QoQ
21%	-6%

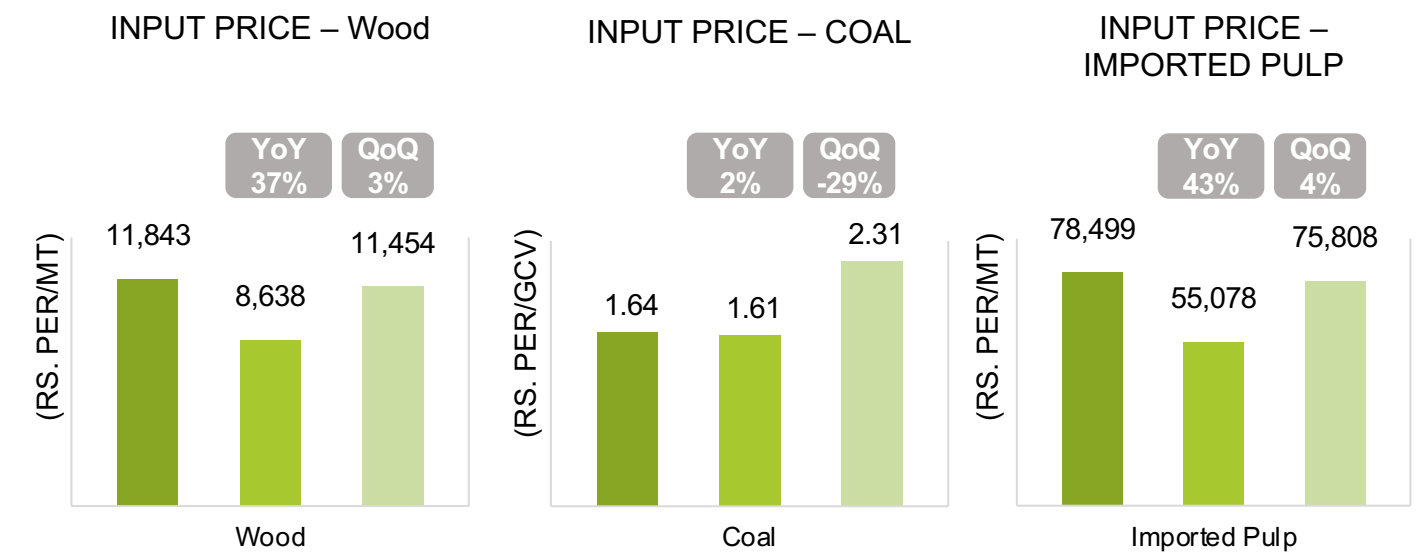
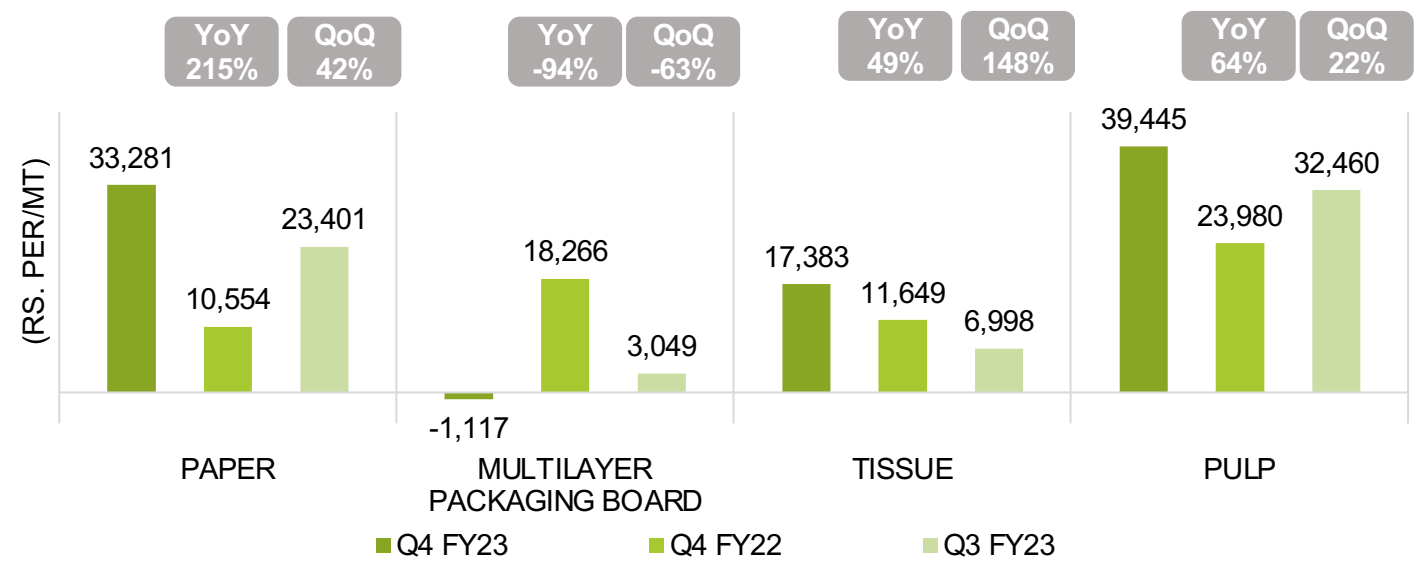
YoY	QoQ
40%	0%

NSR AND EBITDA

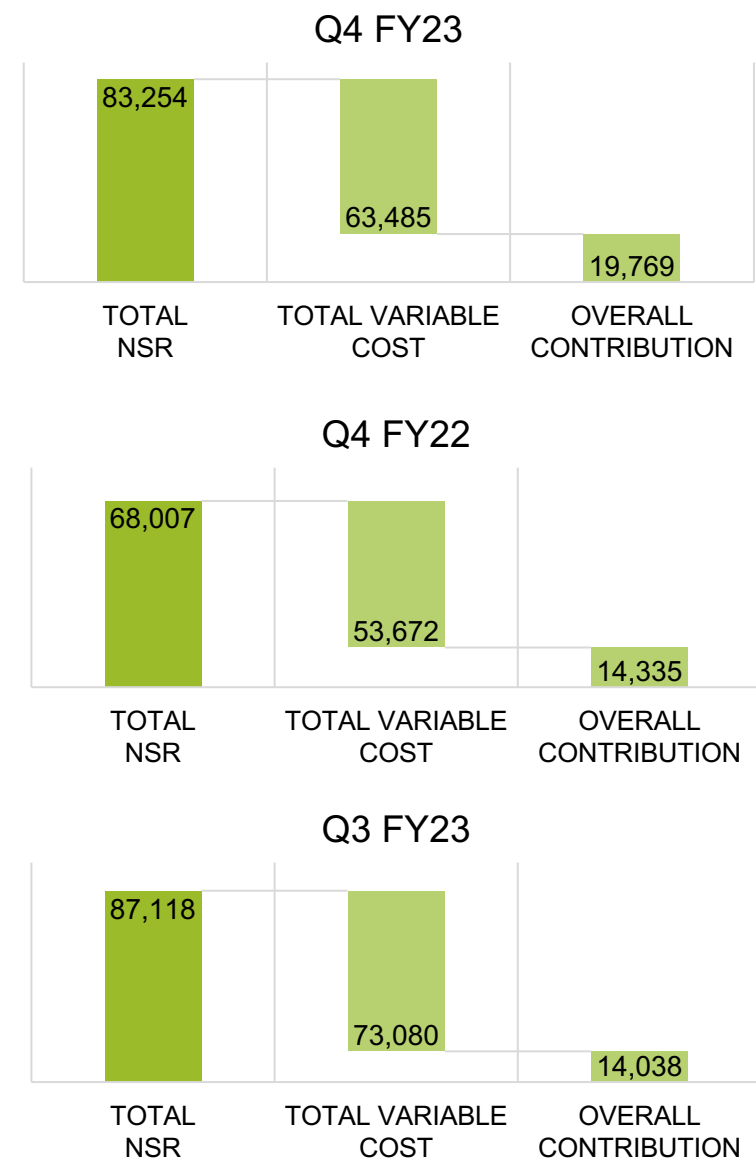


YoY	QoQ
22%	-4%

SEGMENTAL CONTRIBUTION



OVERALL CONTRIBUTION (RS. PER/MT)



ENVIRONMENT



SOCIAL



Development of grassland and water holes for wildlife at Forest Division Haldwani

- ▶ Grassland restoration increases the area of grazing ground for both livestock and wild ungulates. Water holes will provide drinking water for wildlife as well as recharge ground water thus helping in creating a sustainable environment.
- ▶ Catering to about 10000 direct and indirect beneficiaries.

- ▶ Installation of 37 Nos. of Hand pumps for drinking water at Bindukhatta, Lalkua & Shanti Puri. Catering to about 4000 Nos. of direct beneficiaries.
- ▶ Community Medical camp was organized at Government Inter-College, Lalkua on Feb 26, 2023, with a team of expert doctors including physicians, ENT Specialists, Gynecologist, Child specialist, Neurologist and pathologist.
 - ▶ Free medicines provided with required checkup
 - ▶ Direct beneficiaries of the camp - 748 Nos.



Textiles

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

MAJOR TAKEAWAYS

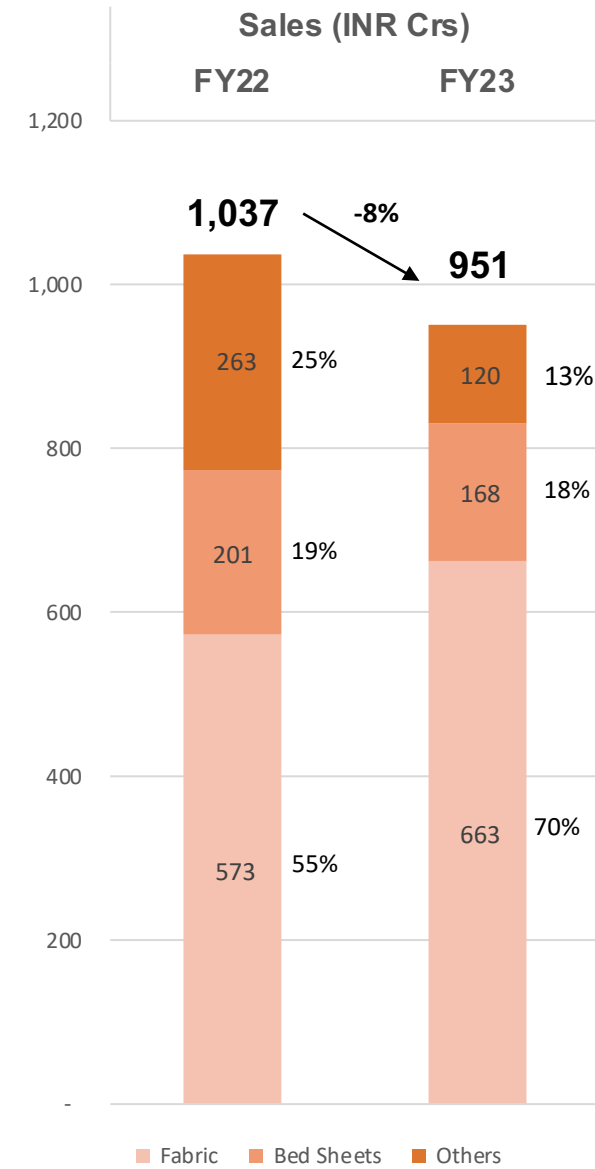
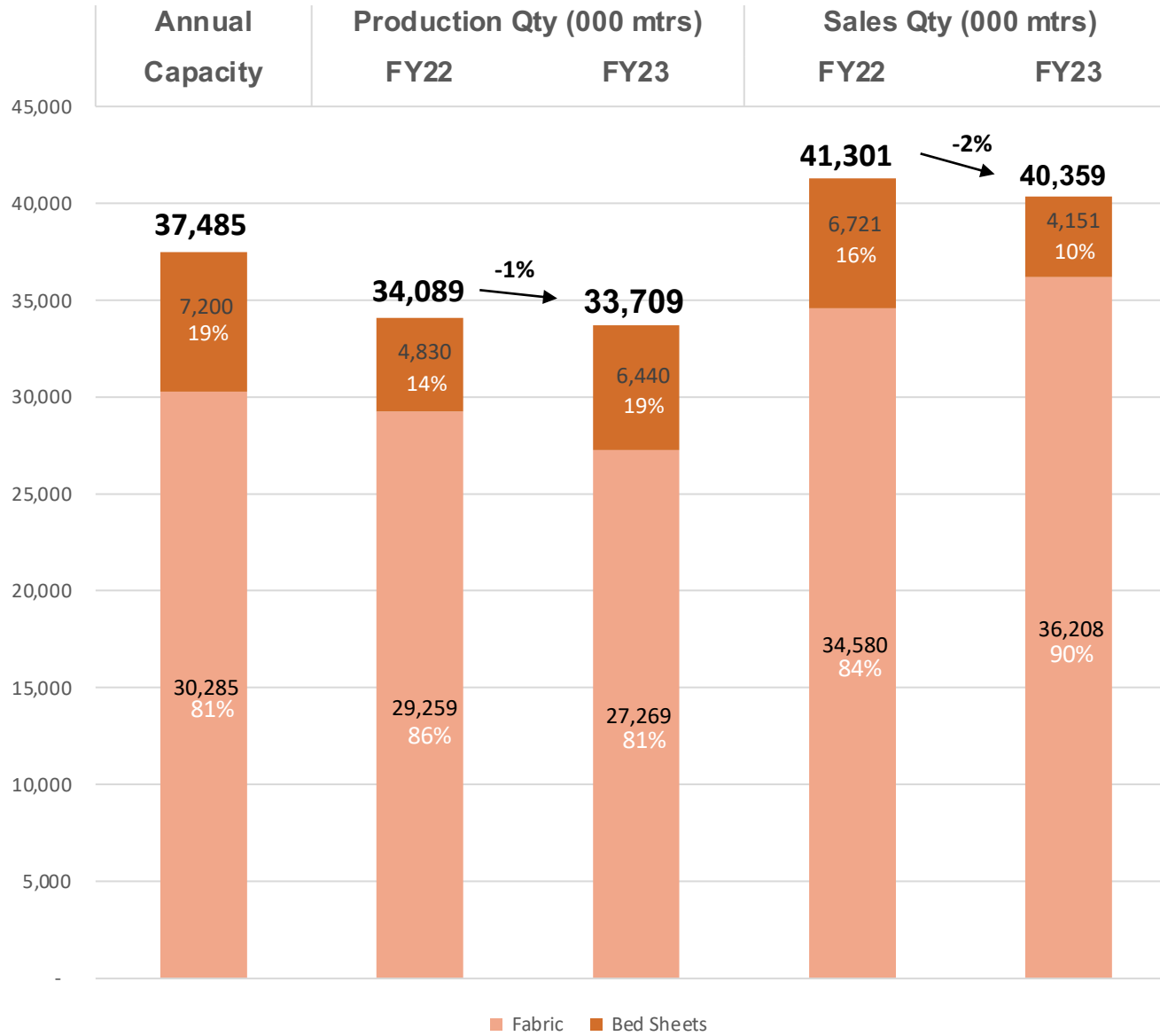
- The domestic retail market continued to be under pressure with a low to medium footfall across the segment in the retail sector. Q4 capacity utilization was 89% however, profitability has been impacted by stressed margins.
- Overall sales volumes for Q4 FY23 have increased by 5% vis-à-vis Q3 FY23.
- During Mar'23, we launched our in-house patented product Far Infrared Technology (IRf) at USA during market week and got good interest from brands.
- Received 'Platinum' rating by ABFRL for their SSI – Supplier Sustainability Index with a score of 277 out of 300. SSI has been designed to gauge supply chain sustainability.

MARKET OUTLOOK

- Macroeconomic headwinds are expected to subside by H2 FY24 on account of upcoming elections in two of the largest democracies in the world – US and India; and overall market sentiment is expected to improve.
- Amidst fluctuating raw material prices and lackadaisical demand for fabrics in international markets, we expect to perform better in FY24 with continuous focus on improving systems catering to traceability and transparency and get international accredited certifications to give us an edge over other manufacturers.

Focus on aligning processes with international brands and accredited certifications will pave the way for better profitability amidst stiff competition

FY23 PRODUCTION & SALES

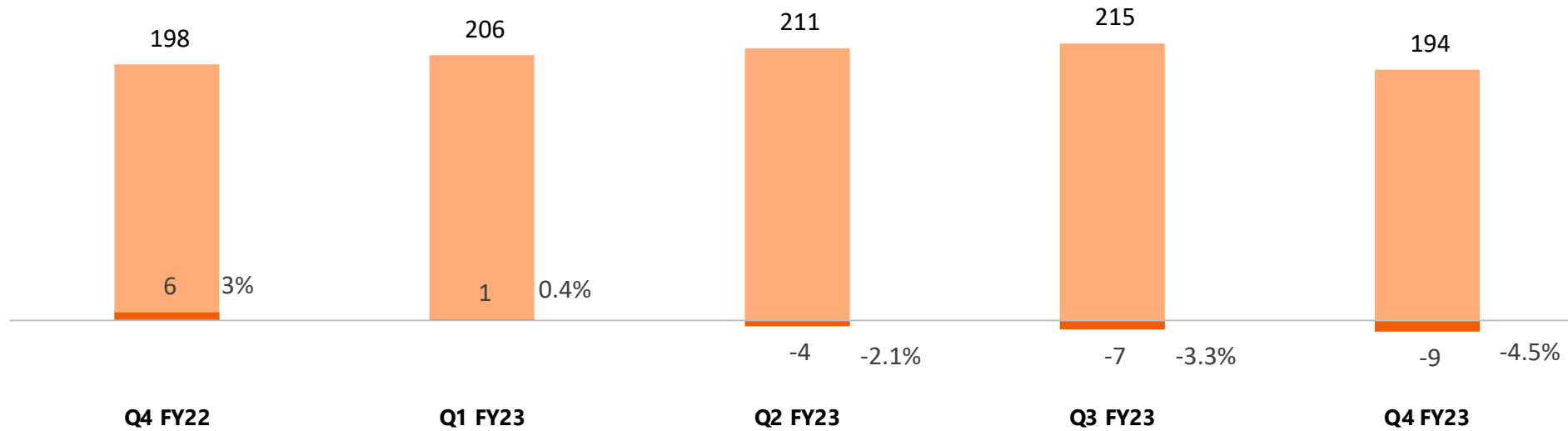


The Capacity Utilization for **FY23** increased to **90%** as compared to **91%** in **FY22**

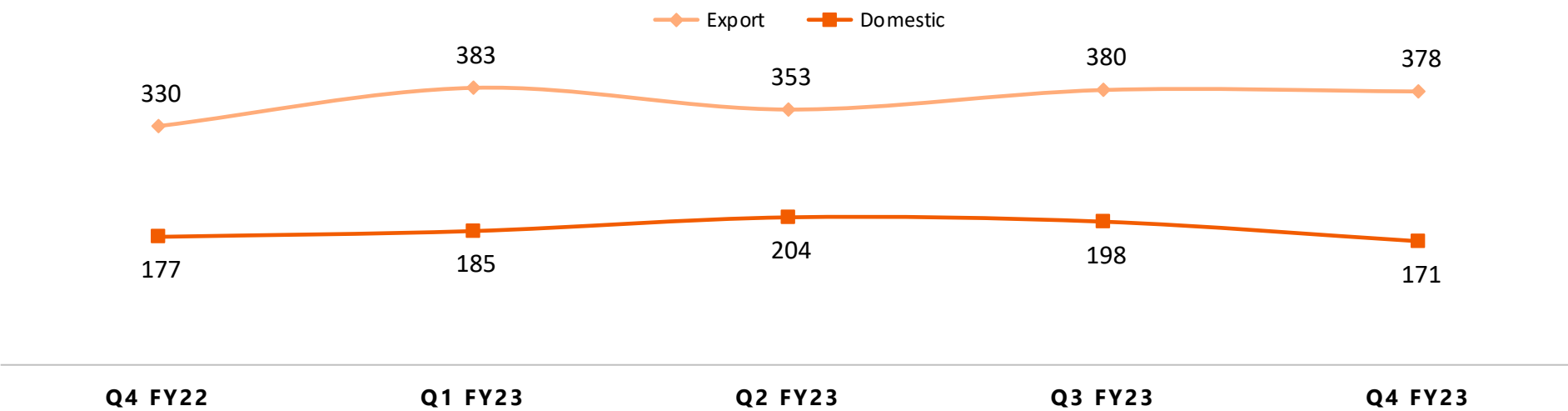
NET SALES REALIZATION (NSR) MOVEMENT*

Avg NSR EBITDA per Mtr % EBITDA

(INR / MTR)



YoY	QoQ
-2%	-10%

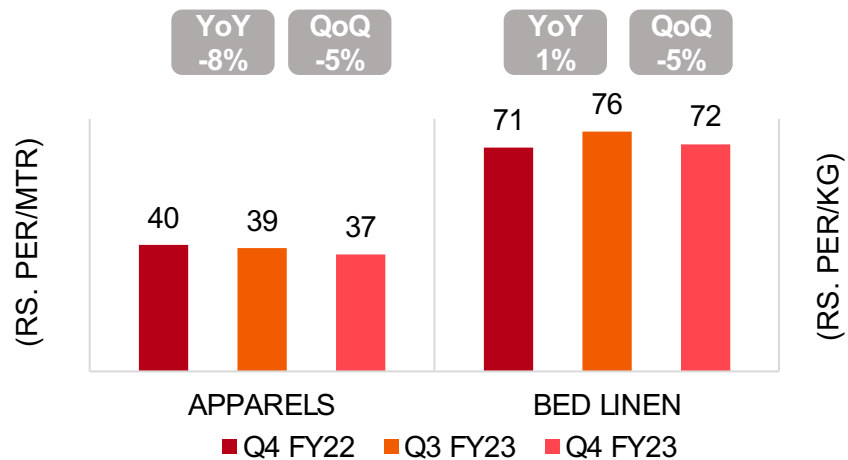


YoY	QoQ
15%	-1%

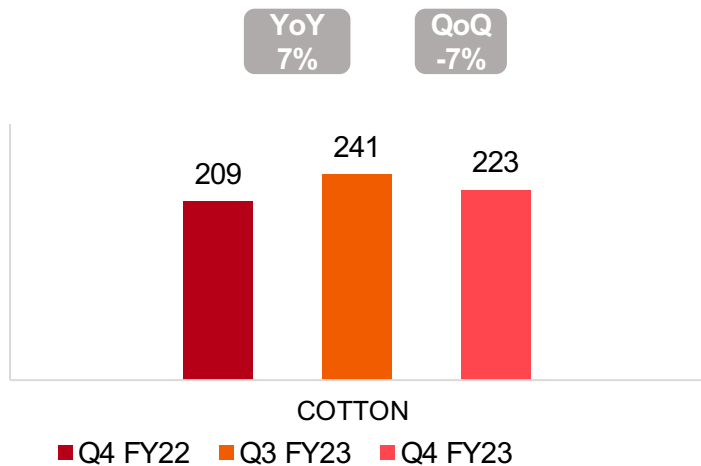
YoY	QoQ
-3%	-14%

*Avg NSR & EBITDA are for main Textile products

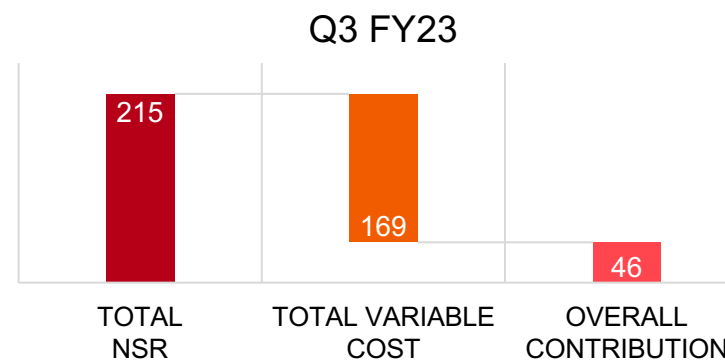
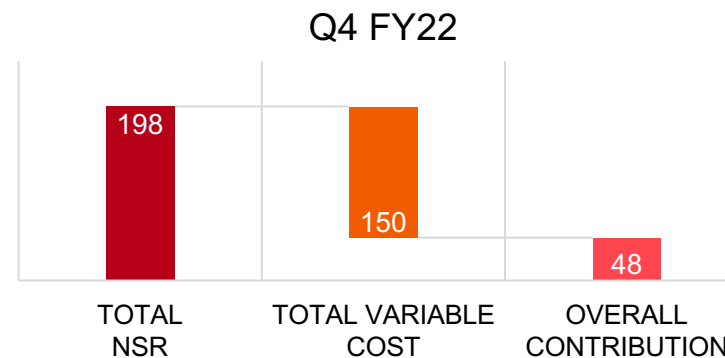
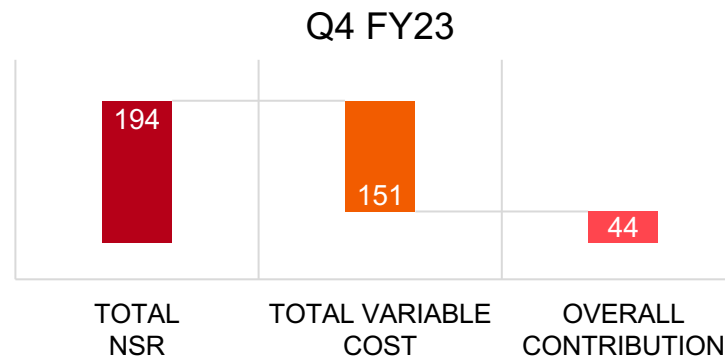
FABRIC CONTRIBUTION



INPUT PRICE – COTTON



OVERALL CONTRIBUTION (RS. PER/MTR)





ENVIRONMENT



- Birla Century received **PLATINUM** category in SSI (Suppliers Sustainability Index) assessment of Aditya Birla Fashion & Retail Limited.
- Sustainability Index is a rating system designed to gauge the sustainability of supply chain. It provides an all-encompassing evaluation of a supplier's ESG performance, culminating in a singular score

Overall Score	300
Score Achieved (Round off)	277
Rating	Platinum



SOCIAL



CSR initiative of
BIRLA CENTURY, JHAGADIA
 प्राकृतिक कृषिનો ઉપહાર ખેડૂતોની પ્રગતિ અપરંપાર MO:8264029259

PRAGATI : Rural Development Project for Organic Farming
 (પ્રાકૃતિક ખેતી અપનાવી ખેતીની આવક વધારો)



Birla Century Designed sustainable & easily adoptable solution i.e vermicompost plant. We have installed this unit at 200 farms where farmer producing fertilizers through vermicompost plant & doing organic farming as well as selling fertilizers in the market for organic farming on handsome cost.

Recently we have done appreciation ceremony for farmers for their efforts and Our chief Guest was SDM- Jhagadia



GOVERNANCE



OEKO TEX®
 STANDARD 100
 22.HIN.45123
 HOHENSTEIN HTTI

ORGANIC

COMMISSION DYEING & FINISHING

OEKO TEX®
 STANDARD 100
 22.HIN.44922
 HOHENSTEIN HTTI

- Oeko-Tex for organic products: We can offer Organic & Oeko-Tex certified product in the market, it means product manufactured with sustainable fiber & used ecofriendly dyes chemicals which are tested by Oeko -Tex for more than 300 hazardous chemicals.
- Oeko -Tex certification for Commission Dyeing & finishing: Now we can cater customer those wants to process their greige fabric in Birla Century, Its opened new business opportunity to us



Financial Summary

Excellent financial performance during the quarter as compared to Q3 FY23

PROFIT & LOSS : Q4 FY23

Particulars	Q4 FY22	Q3 FY23	Q4 FY23	Variance	
				YoY %	QoQ %
Continuing Operations					
Total Income	1,218	1,173	1,218	0%	4%
Total Sales	1,188	1,150	1,187	0%	3%
Total EBITDA	133	91	265	99%	191%
Less: Finance cost	15	12	14	-7%	17%
Less: Depreciation	57	57	57	1%	1%
PBT	61	21	194	218%	824%
Tax (Asset - / Liability +)	-23	14	51	-322%	264%
PAT	84	7	142	69%	1,929%

Excellent overall financial performance in Q4 FY23 led by Pulp & paper segment

* Q4 FY23 Actual EBITDA of Pulp and Paper includes one time exceptional item of Rs 134 Crs profit made on sale of land at- GIDC Dahej, Gujarat.

PROFIT & LOSS : FY23

Particulars	FY22	FY23	Variance
			YoY %
Continuing Operations			
Total Income	4,174	4,827	16%
Total Sales	4,068	4,719	16%
Total EBITDA	487	687	41%
Less: Finance cost	52	54	4%
Less: Depreciation	231	227	-2%
PBT	204	407	100%
Tax (Asset - / Liability +)	50	142	184%
PAT	154	265	72%
After Discontinued operations of Century Yarn/ Century Denim *			
EBITDA	498	687	38%
PAT	162	265	64%

Robust overall financial performance in FY23 despite geo-political crises, fluctuating input costs and high interest rates

* Company has sold in Q2 FY22 assets of its Yarn and Denim division ('Y&D') to a third party at the consideration of Rs. 62 crore. Company recognized a gain of Rs. 17.63 crores in total.

HISTORICAL CONSOLIDATED FINANCIAL PERFORMANCE

(RS. IN CRORES)

Particulars	FY19	FY20	FY21	FY22	FY23
Continuing Operations					
Sales					
Textiles	765	735	582	1,036	951
Pulp & Paper	2,643	2,383	1,774	2,818	3,572
Real Estate	159	146	142	140	137
Others	66	67	69	74	59
Total Sales	3,633	3,331	2,567	4,068	4,719
EBITDA					
Textiles	58	34	-48	29	-38
Pulp & Paper	716	511	221	424	725
Real Estate	232	4	31	-22	-50
Others	55	51	48	56	50
Interest income of income tax refund	-	-	33	-	-
Total EBITDA	1,061	600	285	487	687
Less : Finance Cost	102	87	71	52	54
PBDT	959	513	214	434	633
Less : Depreciation	193	229	230	231	227
PBT	766	284	-16	204	407
Tax	266	-94	-1	50	142
Net Profit after Tax	500	378	-15	154	265
Discontinuing Operations					
Profit after Tax	-30	-17	-19	8	-
Total Net Profit after Tax	470	361	-34	162	265

CASH FLOW – Q4 FY23

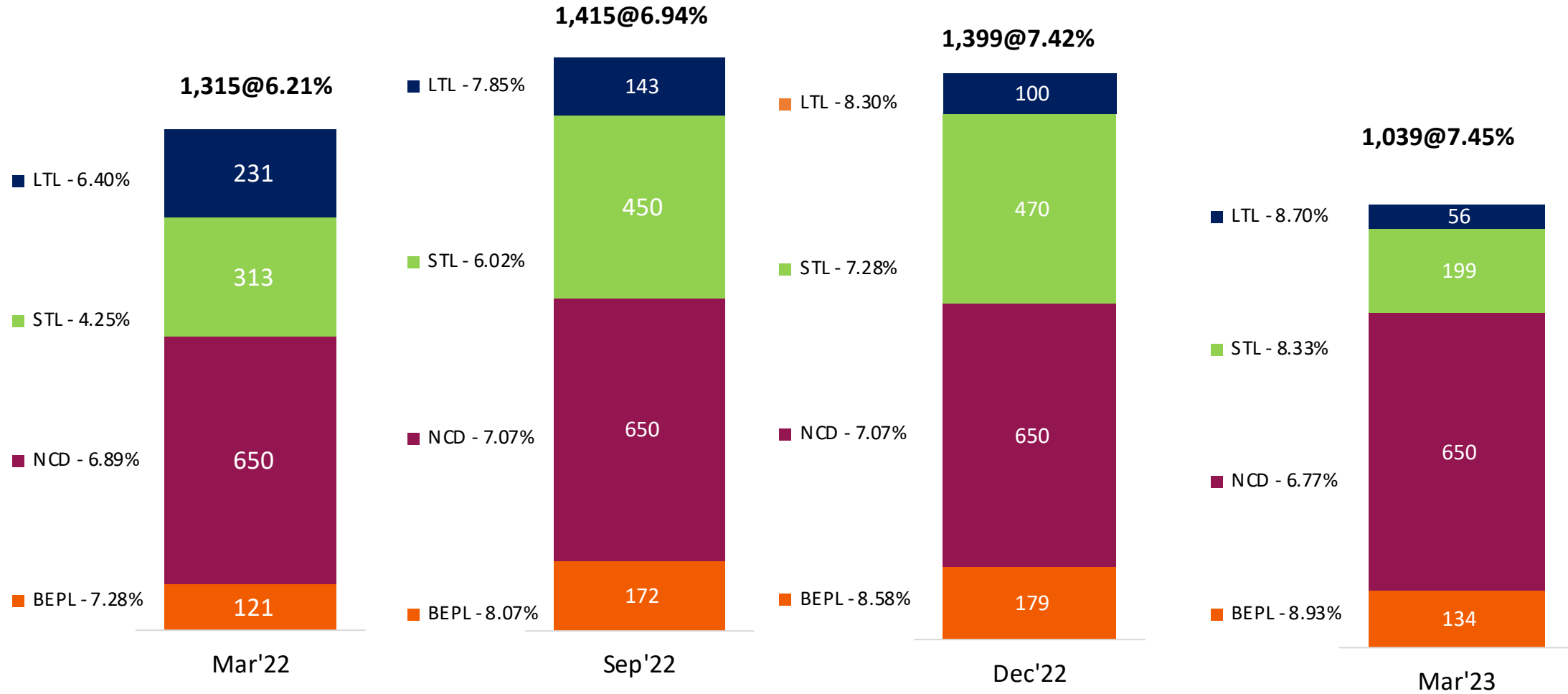
(RS. IN CRORES)

No	Particulars	Textile	Rayon	Pulp & Paper	Birla Estates	H.O.	Grand Total
	EBITDA-Normal Business	(25)	17	164	(25)	-	131
	EBITDA-Exceptional Item			156			156
	MAT Paid					(25)	(25)
	Collections				215		215
	Project Development Cost				(224)		(224)
	Net Change in Working Capital	51	(11)	45	8	-	93
A)	Operating Cash Flow	26	6	365	(26)	(25)	346
	Capital Expenditure	(12)	-	(14)	(5)	(1)	(32)
B)	Investing Cash Flow	(12)	-	(14)	(5)	(1)	(32)
	Interest	(6)	(2)	(3)	(4)		(15)
	Equity Investment in JV					(10)	(10)
	Interest paid on bond					(46)	(46)
C)	Financing Cash Flow	(6)	(2)	(3)	(4)	(56)	(71)
D)	Free Cash Flow (A+B+C)	8	4	348	(35)	(82)	243
E)	Capex done on behalf of BAKPL					15	15
F)	Free Cash Flow-CTIL & BAKPL (D+E)						258
	Sources of Fund Required						
	Loan Taken / (Repaid)						(360)
	Bank Balance & Investment Reduced /(Increase)						102
	Net						(258)

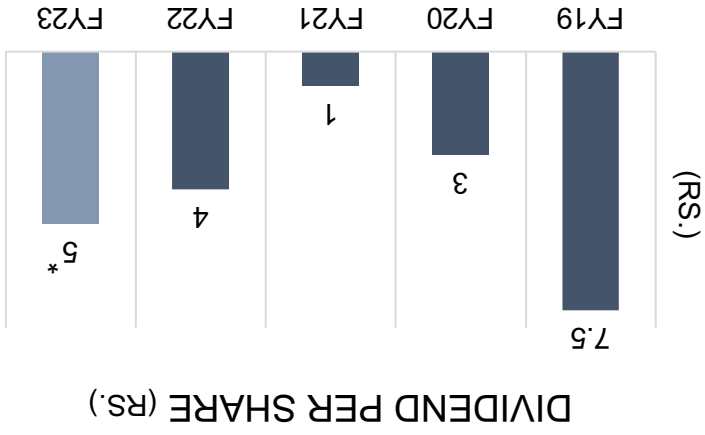
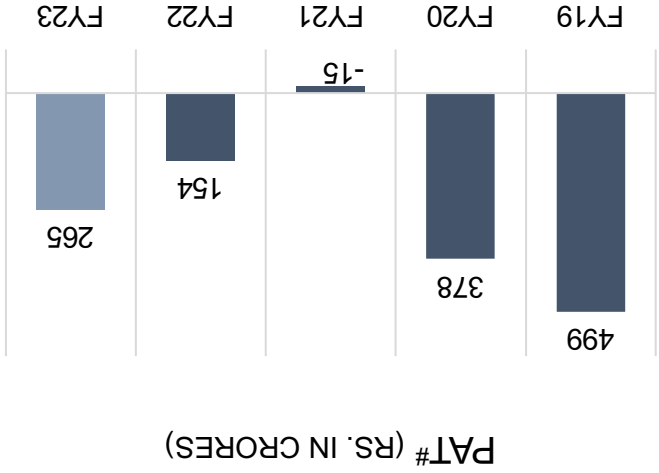
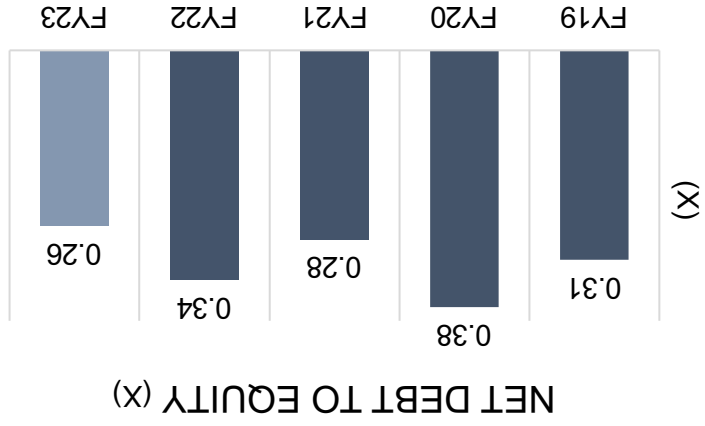
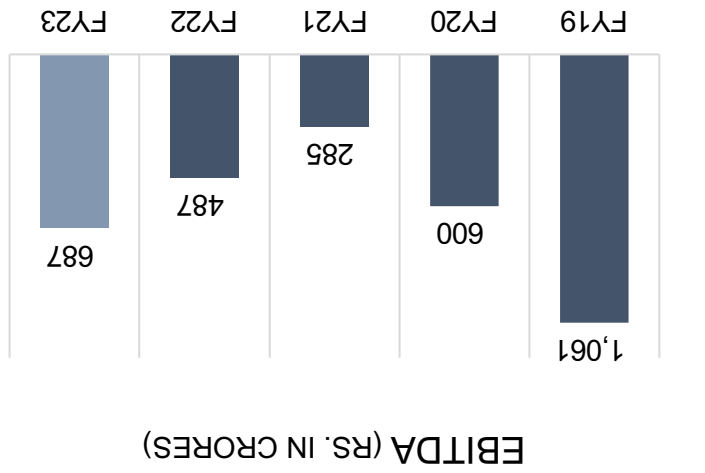
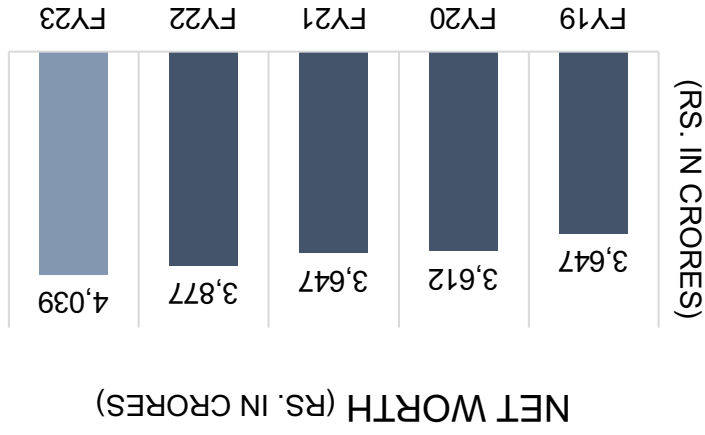
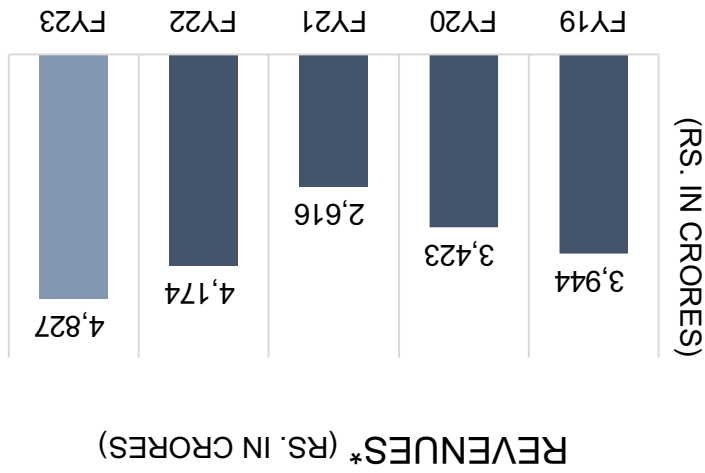
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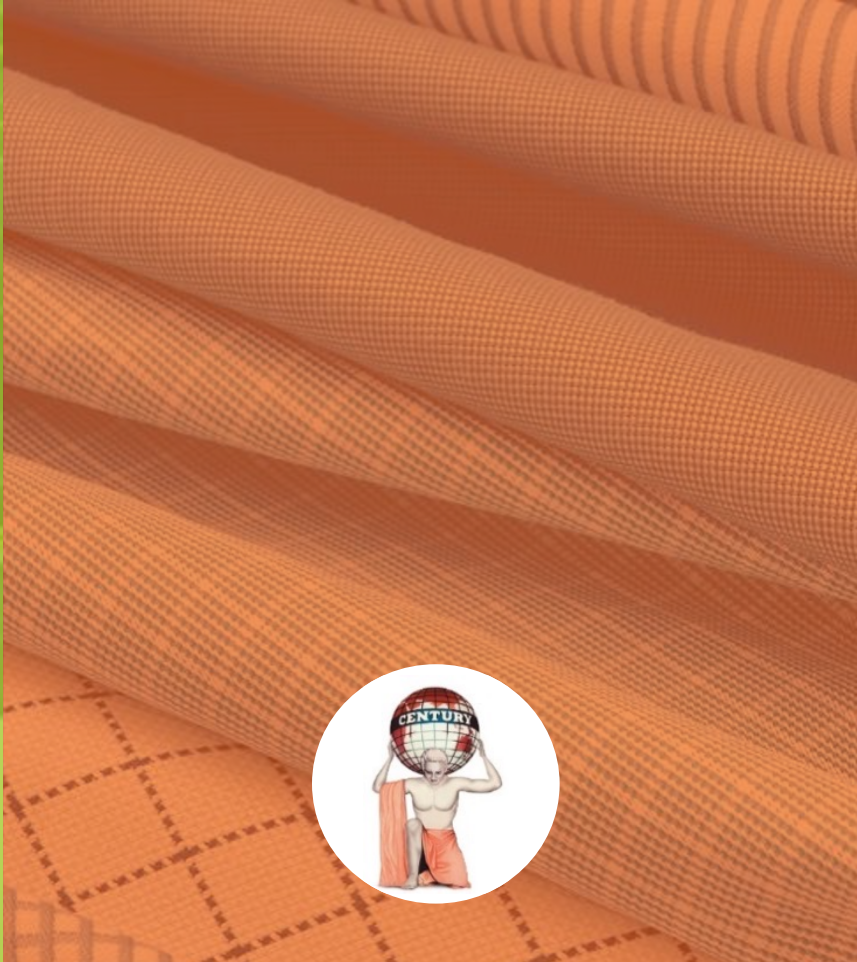
No	Particulars	Textile	Rayon	Pulp & Paper	Birla Estates	H.O.	Grand Total
	EBITDA-Normal Business	(38)	52	591	(50)		555
	EBITDA-Exceptional Item			156			156
	MAT Paid					(71)	(71)
	Dividend Paid (Including Tax)					(45)	(45)
	Collections				861		861
	Project Development Cost				(902)		(902)
	Net Change in Working Capital	24	(42)	(153)	26		(145)
A)	Operating Cash Flow	(14)	10	594	(65)	(116)	409
	Capital Expenditure	(20)	-	(83)	(9)	(3)	(115)
B)	Investing Cash Flow	(20)	-	(83)	(9)	(3)	(115)
	Interest	(20)	(7)	(11)	(16)		(54)
	Equity Investment in JV					(10)	(10)
C)	Financing Cash Flow	(20)	(7)	(11)	(16)	(10)	(64)
D)	Free Cash Flow (A+B+C)	(54)	3	500	(90)	(129)	230
E)	Capex done on behalf of BAKPL					(10)	(10)
F)	Free Cash Flow-CTIL & BAKPL (D+E)						220
	<u>Sources of Fund Required</u>						
	Loan Taken / (Repaid)						(276)
	Bank Balance & Investment Reduced /(Increase)						56
	Net						(220)

OUTSTANDING LOAN



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

Thank You