| CMP | $:$ INR 804 |
| :--- | :--- |
| Reco | $:$ BUY $\leftrightarrow$ |
| Target Price | $:$ INR $1,166 \downarrow$ |
| Target Price Change | $:-2 \%$ |
| Target FY24P/E(x) | $: 26.8$ |
| EPS Change FY23/24 $:$ | No Change |

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| Alpesh Thacker
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Source: Bloomberg
Shareholding pattern

| Promoters | $:$ | $50 \%$ |
| :--- | :--- | ---: |
| Public | $:$ | $50 \%$ |
| Others | $:$ | $0 \%$ |

Source: Bloomberg
Price performance vs Niffy


90
Jul-21 Nov-21 Mar-22 Jul-22 ——Century Textiles ——NIFTY
Source: Bloomberg
Indexed to 100

## 1QFY23 RESULT REVIEW

## Century Textiles \& Industries <br> Steady performance

Century Textiles \& Industries' (CENT) key highlight for the quarter is the continued improvement in its paper business. The paper business reported a revenue of INR 8.57 bn ( $4 \% / 49 \%$ QOQ/ YoY) and EBITDA of INR 1.34 bn ( $9 \% /$ $40 \%$ QoQ/ YoY) with margin at $15.6 \%$ (+70 bps/ -100bps QoQ/ YoY). Although overall sales volume went down sequentially in the quarter (-11\% QoQ), realization spiked significantly to INR 80/ kg (17\%/ 38\% QoQ/ YoY). Dip in sales volume is due to partial shutdown in one of the plants for maintenance. With expected debottlenecking, we expect paper volume to improve and power cost to decrease (currently 20\% of sales value) in 2HFY23. Management guided the paper segment exit EBITDA margin to be 18\%-18.5\% in FY23.
While there were no new launches in the quarter and most projects are significantly sold, in 1 QFY23 CENT did steady sustenance sales of INR 4.34 bn ( $-67 \% / 860 \%$ QOQ/ YoY); 1 QFY23 is the second-best quarter in terms of sales booking (4QFY22 witnessed best ever sales booking on the back of launch of Niyaara, Worli). The company earlier guided sales booking of $\sim$ INR 19 bn in FY23 (similar to FY22). With impending launch of new phases in Kalyan and Gurugram, and $42 \%$ inventory still to be sold in Niyaara, Worli, we expect CENT to easily meet its guidance.
Expect steady residential sales in FY23, to significantly jump in FY24
Till date, Birla Vanya, Kalyan has sold $76 \%$ (INR 5.4 bn), Birla Alokya, Bengaluru 80\% (INR 3.2 bn), Birla Navya, Gurugram 100\% (INR 6.2 bn), Birla Tisya, Bengaluru 65\% (INR 3.6 bn), and flagship project Birla Nyaara, Worli 58\% (INR 15.9 bn). Except for Nyaara, other projects don't have significant inventory to sell. Thus, launches of new phases in Kalyan and Gurugram in 2QFY23 and sustenance sales of the remaining inventory of Nyaara are expected to drive volume in FY23 and meet company's guidance of $\sim$ INR 19-20 bn in FY23.
With the successful launch of Nyaara project, management's priority is now on business development. The company is currently discussing a few deals in Mumbai, NCR, and Bengaluru, where it is planning to deepen its existing presence. In addition, Pune and Hyderabad can also open up opportunities. The company in the last quarter has already signed up one 52-acre project in North Bengaluru and is expected to sign a few more in FY23. We expect a few of these new projects to be launched in FY24. Thus, we expect FY24 to see significant jump in sales booking (>30\% of FY23) driven by launch of Phase II of Worli project (Niyaara) and launch of new projects (acquired in FY22/ FY23).
Paper segment continues to witness strong revival; margin set to improve further
Although, demand outlook continues to remain strong, input cost inflation continues to impact profitability. Demand for Writing \& Printing paper started strong in June-July. For Board and Tissue segments, demand is expected to increase by end of 2QFY23. Ban on single use plastic is expected to help the paper segment. With power cost expected to go down in 2HFY23 due to improved efficiency, overall margin is set to improve to $18 \%-18.5 \%$ ( $15.6 \%$ in 1QFY23); pre-Covid-19 margins were >20\%. The company is positive on demand outlook in the short to medium term.

## Investment summary

We value the company on an SOTP-based valuation where we assign $6 x$ EV/ EBITDA and $5 x$ EV/ EBITDA on FY24E EBITDA for the Paper and Textile businesses respectively factoring in steady growth over next few years, while valuing the annuity leasing segment of Birla Estate at $8.5 \%$ cap rate (increased by 50 bps ). Residential real estate is valued using NPV method at $11 \%$ discount rate and assigning a $20 \%$ premium to factor in strong growth potential going ahead. Reiterate BUY on the stock with a revised target price of INR 1,166 (previous TP INR 1,191).

## Conference call highlights

## Real estate segment

- Real estate was steady in 1QFY23 despite rise in interest rate. Better affordability and wage growth supported demand. Housing demand outlook remains positive.
- Collection: INR 1.35 bn, +179\% YoY
- CENT was planning to launch a new phase in Kalyan and NCR (Birla Navya), which got delayed due to approval led delays. However, Kalyan is in pre-launch phase and Birla Navya is under approval stage and should be launched in 2QFY23.
- Birla Niyaara: 58\% (INR 16 bn) of the launched inventory is sold within six months of launch. No price hike so far. Phase Il of the project is expected to be launched in FY24. Leighton from Australia has been contracted work for the Worli project.
- The company is currently discussing new deals in Mumbai, NCR, and Bengaluru where it is planning to deepen its presence. In addition, Pune and Hyderabad can also open up opportunities.
- $90 \%$ occupancy in commercial, hence focus is to improve occupancy and no rental hike in FY23.


## Pulp and paper segment

- Demand continues to remain strong. Input cost inflation continues to impact profitability. While volume was down due to plant shut down for maintenance, but average realization was strong. Increase in price is driven by higher cost. Still not able to pass on the cost fully. Thus far, demand is strong despite firm prices.
- Plant shut down in board plant was taken in 1QFY23 in order to de-bottleneck and increase capacity from 180 k ton to 200 k ton. Paper capex at INR 1,000-1,500 mn in FY23.
- Demand for W\&P paper was low in Apr/ May due to seasonality (on account of holidays in schools and colleges). July started strong for the segment. Ban on single use plastic is expected to help the P\&P segment.
- Power and fuel cost is $20 \%$ of sales value of the paper. Power cost is expected to go down in 2HFY22 after improvement in efficiency. Paper segment exit EBITDA margin expected at $18 \%-18.5 \%$ in FY 23.
- Quantity of imported pulp is $15 \%-20 \%$. $80 \%$ of pulp is in house, balance is imported. Over next six months, imports should come down from $20 \%$ to $15 \%$.
- Total capacity is 0.5 mn MT and over next couple of years it should increase by $20 \%$ $25 \%$. New tissue plant should be fully operational and stabilized by 3QFY23 onwards.
- $10 \%-15 \%$ of paper is exports driven demand. Focus is domestic market.

Textile segment

- 1QFY23 business performance has been better compared to 1QFY22. In Apparel fabrics, demand was strong both in exports and domestic. Cost inflation denting profitability. Home Textile segment saw muted demand in U.S. market impacted by slower uptick.

Quarterly snapshot - 1QFY23

| INR mn | 1 QFY23 | 4QFY20 | QoQ \% | 1 QFY22 | YoY \% | FY22 | FY21 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Net Sales | 11,899 | 12,107 | (1.7) | 8,420 | 41.3 | 41,310 | 26,166 |
| Total Expenditure | 10,506 | 10,853 |  | 7,349 |  | 36,864 | 23,929 |
| EBITDA | 1,393 | 1,254 | 11.1 | 1,071 | 30.1 | 4,445 | 2,237 |
| Margins (\%) | 11.7 | 10.4 | 135bps | 12.7 | -101bps | 10.8 | 8.5 |
| Depreciation | 562 | 567 |  | 569 |  | 2,307 | 2,311 |
| Interest | 115 | 147 |  | 127 |  | 522 | 707 |
| Other Income | 41 | 76 |  | 100 |  | 431 | 616 |
| PBT before EO expense | 757 | 615 | 23.2 | 474 | 59.7 | 2,047 | -165 |
| Extra-Ord expense | - | - |  | - |  | 0 | 0 |
| PBT | 757 | 615 | 23.2 | 474 | 59.7 | 2,047 | -165 |
| Tax | 305 | -229 |  | 220 |  | 504 | -14 |
| Rate (\%) | 40.3 | -37.3 |  | 46.3 |  | 24.6 | 8.7 |
| MI \& Profit/Loss of Asso. Cos. | -11 | -17 |  | -4 |  | -47 | -32 |
| P\&L from Disc. Ops | 0 | 0 |  | -42 |  | 75 | -185 |
| Reported PAT | 463 | 861 | (46.2) | 216 | 114 | 1,665 | -304 |
| Adj PAT | 463 | 861 | (46.2) | 258 | 79.2 | 1,590 | -119 |
| Margins (\%) | 3.89 | 7.11 |  | 3.07 |  | 3.8 | (0.5) |

[^0]SOTP-based valuation

|  | INR mn | \% share | Comments |
| :--- | :---: | ---: | :--- |
| Commercial Leasing - Operational | 22,574 | $16 \%$ | Cap rate $-8.5 \%$, WACC: $11 \%$ |
| Century Mills Worli | 47,882 | $33 \%$ | Cap rate $-8.5 \%$, WACC:11\% <br> (Leasing), WACC:11\% (Resi) |
| Residential | 9,311 | $6 \%$ | Discount rate: $11 \%$ |
| Premium on Residential | 8,995 | $6 \%$ | @ $20 \%$ premium |
| Paper | 36,625 | $26 \%$ | FY24 EV/EBITDA - 6x |
| Textile | 3,290 | $2 \%$ | FY24 EV/EBITDA -5x |
| Land Bank | $\mathbf{1 4 , 6 2 3}$ | $10 \%$ |  |
| Total EV (INR mn) | $\mathbf{1 , 4 3 , 3 0 0}$ |  |  |
| Less: net Debt | 13,080 |  |  |
| Implied Mcap (INR mn) | $\mathbf{1 , 3 0 , 2 2 0}$ |  |  |
| no. of share (mn) | 112 |  |  |
| per share value | $\mathbf{1 , 1 6 6}$ |  |  |

Source: Company, Antique

## Story in Charts

Exhibit 1: Paper biz.: Dip in sales volume; utilization steady


Exhibit 3: Fabric division: sales value improved; value dipped
Exhibit 4: Bed linen division: value improved; volume dipped


Source: Company, Antique
Source: Company, Antique

Exhibit 5:Leasing revenue and avg. rental dipped slightly


Exhibit 6:Real estate sales booking


Financials

Profit and loss account (INRm)

| Year ended 31 Mar | FY20 | FY21 | FY22 | FY23e | FY24e |
| :--- | ---: | ---: | ---: | ---: | ---: |
| Net Revenue | $\mathbf{3 4 , 2 3 4}$ | $\mathbf{2 6 , 1 6 6}$ | $\mathbf{4 1 , 3 1 0}$ | $\mathbf{4 3 , 3 0 9}$ | $\mathbf{5 1 , 9 1 1}$ |
| Op. Expenses | $(28,586)$ | $(23,929)$ | $(36,864)$ | $(37,939)$ | $(43,242)$ |
| EBIDA | $\mathbf{5 , 6 4 9}$ | $\mathbf{2 , 2 3 7}$ | $\mathbf{4 , 4 4 5}$ | $\mathbf{5 , 3 7 0}$ | $\mathbf{8 , 6 6 9}$ |
| Depreciation | $(2,286)$ | $(2,311)$ | $(2,307)$ | $(2,162)$ | $(2,231)$ |
| EBT | $\mathbf{3 , 3 6 3}$ | $\mathbf{( 7 4 )}$ | $\mathbf{2 , 1 3 9}$ | $\mathbf{3 , 2 0 8}$ | $\mathbf{6 , 4 3 8}$ |
| Other income | 352 | 616 | 431 | 866 | 1,038 |
| Interest Exp. | $(871)$ | $(707)$ | $(522)$ | $(779)$ | $(969)$ |
| Extra Ordinary liems -gain/(loss) | $(177)$ | $(185)$ | 75 | $\cdot$ |  |
| Reported PBT | $\mathbf{2 , 6 6 7}$ | $\mathbf{( 3 5 1 )}$ | $\mathbf{2 , 1 2 3}$ | $\mathbf{3 , 2 9 6}$ | $\mathbf{6 , 5 0 7}$ |
| Tax | 937 | 14 | $(504)$ | $(857)$ | $(1,692)$ |
| Reported PAT | $\mathbf{3 , 6 0 4}$ | $\mathbf{( 3 3 6 )}$ | $\mathbf{1 , 6 1 8}$ | $\mathbf{2 , 4 3 9}$ | $\mathbf{4 , 8 1 5}$ |
| Minority Int./Profit (loss) | From Asso. | 48 | 32 | 47 | 49 |
| Net Profit | $\mathbf{3 , 6 5 3}$ | $\mathbf{( 3 0 4 )}$ | $\mathbf{1 , 6 6 5}$ | $\mathbf{2 , 4 8 8}$ | $\mathbf{4 , 8 6 7}$ |
| Adjusted PAT | $\mathbf{3 , 8 2 9}$ | $\mathbf{( 1 1 9 )}$ | $\mathbf{1 , 5 9 0}$ | $\mathbf{2 , 4 8 8}$ | $\mathbf{4 , 8 6 7}$ |
| Adjusted EPS (INR) | $\mathbf{3 4 . 3}$ | $\mathbf{( 1 . 1 )}$ | $\mathbf{1 4 . 2}$ | $\mathbf{2 2 . 3}$ | $\mathbf{4 3 . 6}$ |

## Balance sheet (INRm)

| Year ended 31 | Mar | FY2 0 | FY21 | FY22 | FY23e |
| :--- | ---: | ---: | ---: | ---: | ---: |
| FY24e |  |  |  |  |  |
| Share Capital | $\mathbf{1 , 1 1 7}$ | 1,117 | 1,117 | 1,117 | 1,117 |
| Reserves \& Surplus | 33,678 | 33,927 | 36,071 | 38,404 | 43,092 |
| Networth | $\mathbf{3 4 , 7 9 5}$ | $\mathbf{3 5 , 0 4 4}$ | $\mathbf{3 7 , 1 8 8}$ | $\mathbf{3 9 , 5 2 1}$ | $\mathbf{4 4 , 2 0 9}$ |
| Debt | 5,838 | 8,735 | 13,156 | 15,156 | 17,156 |
| Minority Interest | 1,321 | 1,430 | 1,580 | 1,580 | 1,580 |
| Capital Employed | $\mathbf{4 1 , 9 5 3}$ | $\mathbf{4 5 , 2 0 8}$ | $\mathbf{5 1 , 9 2 4}$ | $\mathbf{5 6 , 2 5 7}$ | $\mathbf{6 2 , 9 4 5}$ |
| Gross Fixed Assets | 82,389 | 83,526 | 85,247 | 87,747 | 90,747 |
| Accumulated Depreciation | $(48,431)$ | $(50,742)$ | $(53,048)$ | $(55,211)$ | $(57,442)$ |
| Capital work in progress | $\mathbf{1 , 3 9 7}$ | 1,735 | 1,746 | 1,746 | 1,746 |
| Net Fixed Assets | $\mathbf{3 5 , 3 5 6}$ | $\mathbf{3 4 , 5 2 0}$ | $\mathbf{3 3 , 9 4 5}$ | $\mathbf{3 4 , 2 8 2}$ | $\mathbf{3 5 , 0 5 1}$ |
| Investments | 10,405 | 11,353 | 12,840 | 13,840 | 13,840 |
| Non Current Investments | 10,405 | 10,903 | 11,530 | 12,530 | 12,530 |
| Current Investments | - | 450 | 1,310 | 1,310 | 1,310 |
| Current Assets, Loans \& Adv. | $\mathbf{2 1 , 7 1 4}$ | $\mathbf{2 1 , 0 6 3}$ | $\mathbf{3 0 , 6 0 4}$ | $\mathbf{3 6 , 4 7 2}$ | $\mathbf{4 6 , 0 5 0}$ |
| Inventory | 13,377 | 15,083 | 23,309 | 23,731 | 29,867 |
| Debtors | 1,812 | 1,579 | 2,168 | 2,273 | 2,724 |
| Cash \& Bank balance | 1,194 | 1,249 | 1,143 | 6,365 | 8,847 |
| Loans \& advances and others | 5,331 | 3,152 | 3,984 | 4,103 | 4,613 |
| Current Liabilities \& Prov. | $\mathbf{2 5 , 5 2 2}$ | $\mathbf{2 1 , 7 2 6}$ | $\mathbf{2 5 , 4 6 4}$ | $\mathbf{2 8 , 3 3 7}$ | $\mathbf{3 1 , 9 9 6}$ |
| Liabilities | $\mathbf{1 6 , 6 5 7}$ | $\mathbf{1 2 , 9 2 9}$ | 17,262 | 20,084 | 23,369 |
| Provisions | 8,865 | 8,797 | 8,202 | 8,253 | 8,628 |
| Net Current Assets | $\mathbf{( 3 , 8 0 8 )}$ | $\mathbf{( 6 6 4 )}$ | $\mathbf{5 , 1 3 9}$ | $\mathbf{8 , 1 3 4}$ | $\mathbf{1 4 , 0 5 4}$ |
| Application of Funds | $\mathbf{4 1 , 9 5 3}$ | $\mathbf{4 5 , 2 0 8}$ | $\mathbf{5 1 , 9 2 4}$ | $\mathbf{5 6 , 2 5 7}$ | $\mathbf{6 2 , 9 4 5}$ |

## Per share data

| Year ended 31 Mar | FY20 | FY21 | FY22 | FY23e | FY24e |
| :--- | ---: | ---: | ---: | ---: | ---: |
| No. of shares (m) | 112 | 112 | 112 | 112 | 112 |
| Diluted no. of shares (m) | 112 | 112 | 112 | 112 | 112 |
| BVPS (INR) | 312 | 314 | 333 | 354 | 396 |
| CEPS (INR) | 53 | 18 | 35 | 41 | 63 |
| DPS (INR) | 3.0 | 1.0 | 1.0 | 1.2 | 1.3 |

[^1]
## Cash flow statement (INRm)

| Year ended 31 Mar | FY20 | FY21 | FY22 | FY23e | FY24e |
| :---: | :---: | :---: | :---: | :---: | :---: |
| PBT | 2,844 | (165) | 2,047 | 3,296 | 6,507 |
| Depreciation \& amortisation | 2,286 | 2,311 | 2,307 | 2,162 | 2,231 |
| Interest expense | 871 | 707 | 522 | 779 | 969 |
| (lnc)/Dec in working capital | $(4,410)$ | 1,565 | $(4,046)$ | 2,227 | $(3,438)$ |
| Tax paid | $(1,249)$ | 1,632 | (652) | (857) | $(1,692)$ |
| Less: Interest/Div. Income Recd. | (95) | (398) | (99) | (866) | $(1,038)$ |
| Other operating Cash Flow | (476) | 12 | (590) | 906 |  |
| CF from operating activities | (228) | 5,664 | (511) | 7,647 | 3,540 |
| Capital expenditure | $(2,027)$ | (849) | (765) | $(2,500)$ | $(3,000)$ |
| Inc/(Dec) in investments |  | (445) | $(1,133)$ | $(1,000)$ |  |
| Add: Interest/Div. Income Recd. | (384) | 378 | 136 | 866 | 1,038 |
| CF from investing activities | $(2,410)$ | (916) | $(1,762)$ | $(2,634)$ | $(1,962)$ |
| Inc/(Dec) in debt | 4,381 | $(3,184)$ | 2,867 | 2,000 | 2,000 |
| Dividend Paid | $(1,010)$ | (337) | (115) | (155) | (179) |
| Others | 545 | $(1,188)$ | (684) | (729) | (918) |
| CF from financing activities | 3,916 | $(4,709)$ | 2,068 | 1,116 | 904 |
| Net cash flow | 1,278 | 39 | (206) | 6,128 | 2,482 |
| Opening balance | (875) | 404 | 442 | 237 | 6,365 |
| Closing balance | 404 | 442 | 237 | 6,365 | 8,847 |
| Growth indicators (\%) |  |  |  |  |  |
| Year ended 31 Mar | FY20 | FY21 | FY22 | FY23e | FY24e |
| Revenue(\%) | (13.2) | (23.6) | 57.9 | 4.8 | 19.9 |
| EBITDA(\%) | (40.6) | (60.4) | 98.7 | 20.8 | 61.4 |
| Adj PAT(\%) | (23.3) | NM | NM | 56.5 | 95.6 |
| Adj EPS(\%) | (23.3) | NM | NM | 56.5 | 95.6 |

## Valuation (x)

| Year ended 31 Mar | FY20 | FY21 | FY22 | FY23e | FY24e |
| :--- | ---: | ---: | ---: | ---: | ---: |
| P/E $(x)$ | 23.5 | $(754.6)$ | 56.5 | 36.1 | 18.5 |
| P/BV $(x)$ | 2.6 | 2.6 | 2.4 | 2.3 | 2.0 |
| EV/EBITDA (x) | 16.7 | 43.3 | 22.6 | 18.1 | 11.2 |
| EV/Sales (x) | 2.8 | 3.7 | 2.4 | 2.2 | 1.9 |
| Dividend Yield (\%) | 0.4 | 0.1 | 0.1 | 0.1 | 0.2 |

## Financial ratios

| Year ended 31 Mar | FY20 | FY21 | FY22 | FY23e | FY24e |
| :--- | ---: | ---: | ---: | ---: | ---: |
| RoE $(\%)$ | 11.3 | $(0.3)$ | 4.4 | 6.5 | 11.6 |
| RoCE $(\%)$ | 8.8 | 1.2 | 5.3 | 7.5 | 12.5 |
| Asset/T.O $(x)$ | 1.1 | 0.8 | 1.1 | 1.1 | 1.1 |
| Net Debt/Equity $(x)$ | 0.1 | 0.2 | 0.3 | 0.2 | 0.2 |
| EBIT/Interest $(x)$ | $(4.3)$ | $(0.8)$ | $(4.9)$ | $(5.2)$ | $(7.7)$ |

Margins (\%)

| Year ended 31 Mar | FY20 | FY21 | FY22 | FY23e | FY24e |
| :--- | ---: | ---: | ---: | ---: | ---: |
| EBITDA Margin(\%) | 16.5 | 8.5 | 10.8 | 12.4 | 16.7 |
| EBIT Margin(\%) | 9.8 | $(0.3)$ | 5.2 | 7.4 | 12.4 |
| PAT Margin(\%) | 11.1 | $(0.4)$ | 3.8 | 5.6 | 9.2 |

[^2]
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[^0]:    Source: Company, Antique

[^1]:    Source: Company, Antique

[^2]:    Source: Company Antique

