



Century Textiles & Industries Limited

INVESTOR PRESENTATION



CONSOLIDATED PERFORMANCE SNAPSHOT

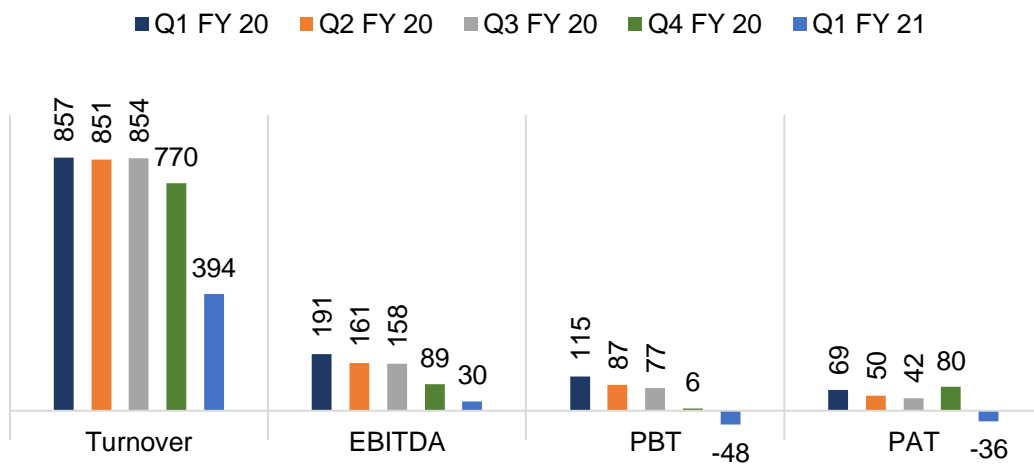
Financials

Real Estate

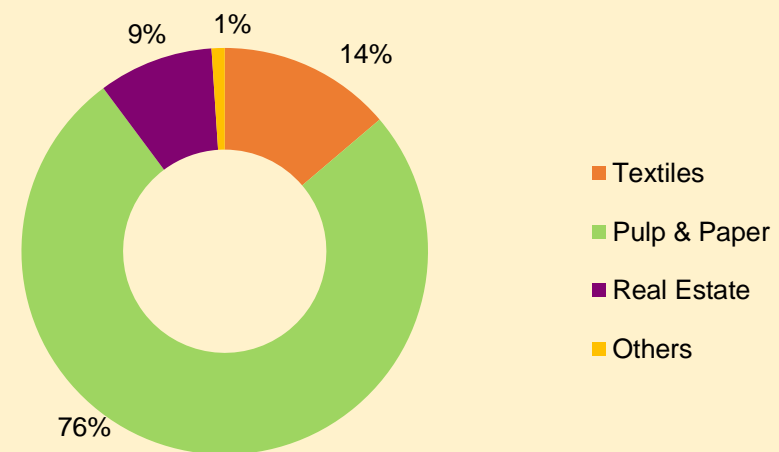
Pulp & Paper

Textiles

Quarterly



Revenue Pie – Q1 FY 21





KEY HIGHLIGHTS DURING Q1 FY 21 – REAL ESTATE



Real Estate

Prudently managed cash flows by optimizing costs and actively following up on collections

In Leasing, collected INR 42 Crs and In residentials sold inventory worth INR 33 Crs and collected INR 4.5 Crs

Strong uptick in demand enquiries and conversions at our launched projects (Birla Vanya, Kalyan and Birla Alokya, Bengaluru) despite the nationwide lockdown

Gurugram project – Birla Navya (JV with Anantraj Ltd) project which is presently in a prelaunch stage, received a strong response. Sold inventory worth around INR 28 Crs (INR 14 Crs in Q1 FY 21) and collected 2.8 Crs, so far.

Digitalizing our entire sales experience and focusing on expanding our Channel Partner base using Digital means.

Construction restarted at our project sites in May 2020 .



KEY HIGHLIGHTS DURING Q1 FY 21 – PULP & PAPER



Financials

Real Estate

Pulp & Paper

Textiles



Pulp & Paper

Capacity Utilization in Q1 is 57%, as against the usual 100+%

Sales revenue in Q1 is Rs 300 Crs, as against the usual Rs 600+ Crs

EBITDA for Q1 is Rs 28 Crs

Demand for paper was at its lowest levels, However, we could successfully bid for two state government tenders, hence had a decent sales volume.

Consumption of Tissue in “Away From Home” (AFH) segment was badly affected, however, there was slight increase in the demand from the retail segment

Board saw good amount of institutional order flow from the Pharma as well as FMCG sectors (for soap and sanitizer etc.)



KEY HIGHLIGHTS DURING Q1 FY 21 – TEXTILES

Financials

Real Estate

Pulp & Paper

Textiles



Textiles

Capacity Utilization in Q1 is 14%, as against the usual 90+%

Sales revenue in Q1 is Rs 42 Crs, as against the usual Rs 180+ Crs

EBITDA for Q1 is Rs –24 Crs

Unused capacity partially utilized for R&D work, and is in a state of ready to commence, once market stabilizes.

Launched “Masks” under BIRLA-CARE brand which got positive response and received orders of more than 1 Million Pcs



PRODUCTION

Financials

Real Estate

Pulp & Paper

Textiles

Product	Unit	PRODUCTION QUANTITY				Reasons major variations
		Prorata Capacity	Q1 21	Q1 20	Q on Q % Var	
Paper	Tons	49,453	27,053	53,845	-50%	Abnormal Business Environment during Q1/FY21, only due to COVID-19
Pulp	"	7,830	3,826	9,878	-61%	
Tissue Paper	"	9,000	4,965	6,624	-25%	
Multilayer Packaging Board	"	45,000	27,651	38,436	-28%	
		1,11,283	63,495	1,08,783	-42%	
Capacity Utilisation			57%	98%		
Cloth	000 Mtrs	10,010	1,409	9,268	-85%	Due to Lock down of plant during the quarter under review.
Capacity Utilisation			14%	93%		



SALES

Financials

Real Estate

Pulp & Paper

Textiles

Product	Unit	N E T S A L E S (Quantity)			N E T S A L E S (Rs. In crore)		
		Q1 21	Q1 20		Q1 21	Q1 20	Q on Q % Var
Paper	Tons	26,905	53,525	-50%	141	317	-55%
Pulp	"	359	3,712	-90%	2	25	-93%
Tissue Paper	"	4,175	6,570	-36%	29	51	-44%
Multilayer Packaging Board	"	23,286	39,058	-40%	128	226	-44%
		54,725	1,02,865	-47%	300	620	-52%
Cloth	000 mtrs	1,426	7,943	-82%	27	127	-79%
Bed Sheets	No.of Set	66,961	2,92,151	-77%	10	32	-67%
Yarn	Ton	151	748	-80%	4	21	-83%
Others					1	4	-75%
					42	184	-77%



TRENDS IN REALISATION, CONTRIBUTION AND INPUT PRICES

(With Q1 FY 19 as base)

Particulars	Unit	Q1 FY20	Q2 FY20	Q3 FY20	Q4 FY20	Q1 FY21
CPP						
1. Net Sales Realisation (NSR)						
Domestic	Rs.Per/T	100%	97%	94%	93%	91%
Export	Rs.Per/T	100%	95%	90%	85%	91%
Total NSR	Rs.Per/T	100%	96%	93%	92%	91%
2. Contribution						
RGP	Rs.Per/T	100%	65%	83%	66%	44%
Paper	Rs.Per/T	100%	94%	90%	90%	79%
Tissue Paper	Rs.Per/T	100%	107%	105%	102%	77%
Multilayer Packaging Board	Rs.Per/T	100%	86%	86%	88%	82%
Overall Contribution	Rs.Per/T	100%	90%	89%	87%	76%
3. Input Prices (Arrival Basis)						
Wood	Rs.Per/T	100%	104%	102%	105%	105%
Coal	Rs.Per/ GCV	100%	102%	100%	98%	137%
Imported Pulp	Rs.Per/T	100%	96%	86%	82%	82%
Total Variable Cost	Rs.Per/T	100%	99%	94%	97%	98%
Textiles						
4. Net Sales Realisation (NSR)						
Domestic	Rs.Per/Mtr	100%	99%	95%	96%	128%
Export	Rs.Per/Mtr	100%	91%	85%	88%	108%
Total NSR	Rs.Per/Mtr	100%	99%	96%	96%	127%
5. Fabrics Contribution						
Apparels	Rs.Per/Mtr	100%	99%	102%	91%	59%
Bed Linen	Rs.Per/Mtr	100%	74%	82%	76%	67%
Overall Contribution	Rs.Per/Mtr	100%	80%	85%	76%	60%
6. Input Prices						
Cotton	Rs.Per/Kg	100%	104%	100%	95%	103%
Total Variable Cost	Rs.Per/Mtr	100%	85%	80%	82%	155%



SEGMENTAL NUMBERS

Figures in Rs. Crores

Particulars	Q1 FY 20	Q4 FY 20	Q1 FY 21
Continuing Operations			
Sales			
Textiles	184	173	42
Pulp & Paper	620	542	300
Real Estate	36	38	36
Others	17	17	16
Total Sales	857	770	394
EBITDA			
Textiles	14	3	-24
Pulp & Paper	150	93	28
Real Estate	14	-20	13
Others	13	13	13
Total EBITDA	191	89	30
Less : Finance Cost	22	25	21
PBDT	169	64	9
Less : Depreciation	55	58	57
PBT	114	6	-48
Tax	45	-74	-12
Net Profit	69	80	-36
Discontinuing Operations			
Century Yarn & Denim	-4	-3	-4
Net Profit after Tax	65	77	-40
EPS -Continuing Operation	6.21	7.58	-3.22
EPS -Discontinued Operation	-0.43	-0.23	-0.36
EPS -Continuing & Discontinued Operation	5.78	7.35	-3.58



CAPITAL EMPLOYED – AS ON 30TH JUNE 2020

Rs. In Crore

Financials

Real Estate

Pulp & Paper

Textiles

Particulars	Continued Operations				Total	Dis Ops (Y&D)	Grand Total
	Textiles Fabrics	Rayon	Pulp & Paper	Birla Estates			
A) Net Block	408	273	2533	1242	4456		4456
B) (i) Current & Non Current Assets	272	25	544	876	1717	1	1718
(ii) Current & Non Current Liabilities	119	163	393	299	974	45	1019
Net Working Capital (i-ii)	153	-138	151	577	743	-44	699
C) Cash & Bank Balances	0	0			0	0	0
D) Capital Employed in the Segment	561	135	2684	1819	5199	-44	5155
E) PBIT	-31		-8	0	-39		-39
F) Loan Allotment to Segment							
i. Specific Loan	7		78	23	108		108
ii. Allocated Loan	235		303	828	1366		1366
Total	242		381	851	1474		1474
Ratios							
Net Debt / EBITDA							15.35
Debt / Equity							0.40



STATEMENT OF OUTSTANDING LOAN

Rs. In Crore

Financials

Real Estate

Pulp & Paper

Textiles

Particulars	O/s as on 31-03-2019	O/s as on 31-03-2020	O/s as on 30-06-2020
Long Term Loans	109	202	465
<i>Average Rate of Interest</i>	7.60%	7.79%	7.55%
Short Term and Working Capital Loans	212	57	586
<i>Average Rate of Interest</i>	7.63%	6.48%	5.28%
NCD	700	1100	400
<i>Average Rate of Interest</i>	7.99%	7.87%	7.65%
Total CTIL Loans	1021	1359	1451
<i>Average Rate of Interest as on date</i>	7.87%	7.80%	6.66%
Standalone Loan Taken by Birla Estate Pvt.Ltd		23	23
Total Consolidated Loans	1021	1382	1474
Average Interest for Q1 FY21			6.87%
Average Interest for Q1 FY20			7.71%



CASH FLOW – Q1 FY21

Rs. In Crore

Financials

Real Estate

Pulp & Paper

Textiles

	Particulars	Textile	Rayon	Pulp & Paper	Birla Estates	Sub Total	Yarn & Denim	H.O.	Grand Total
	EBITDA	(24)	13	28	13	30	(6)	-	24
	MAT Paid							(2)	(2)
	Net Change in Working Capital	39	(10)	(8)	(21)	-	-		-
A)	Operating Cash Flow	15	3	20	(8)	30	(6)	(2)	22
	Capital Expenditure	(2)		(11)		(13)	-	-	(13)
B)	Investing Cash Flow	(2)	-	(11)	-	(13)	-	-	(13)
	Dividend Paid (Including Tax)								
	Interest	(5)	(2)	(6)	(8)	(21)	-		(21)
	Interest Paid on bond							(13)	(13)
C)	Financing Cash Flow	(5)	(2)	(6)	(8)	(21)	-	(13)	(34)
D)	Free Cash Flow (A+B+C)	8	1	3	(16)	(4)	(6)	(15)	(25)
	<u>Sources of Fund Required</u>								
	Loan Taken / (Repaid)								92
	Bank Balance & Investment Reduced /(Increase)								(67)
	Net								25



Thank You