



# Investor Presentation – November 2020

# TABLE OF CONTENTS



Company Overview



Real Estate



Pulp and Paper



Textiles



Financials



# SNAPSHOT

123 years old legacy built under the leadership of Mr. B. K. Birla

Diversified conglomerate with presence in Real Estate, Textiles and Paper

Strong management team with experienced industry professionals

One of the most trusted brands in the country

Focus on real estate with valuable portfolio of land parcels across premium locations



Largest manufacturing facility for pulp and paper under one roof

World's 2<sup>nd</sup> and India's 1<sup>st</sup> LEED V4 certified textile manufacturing company

Unwavering focus on quality, innovation and sustainability across all 3 business verticals

Well established clientele under the textiles segment

Robust project pipeline of owned and joint development land parcels under the Real Estate division with initial focus on 4 major cities

# 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.

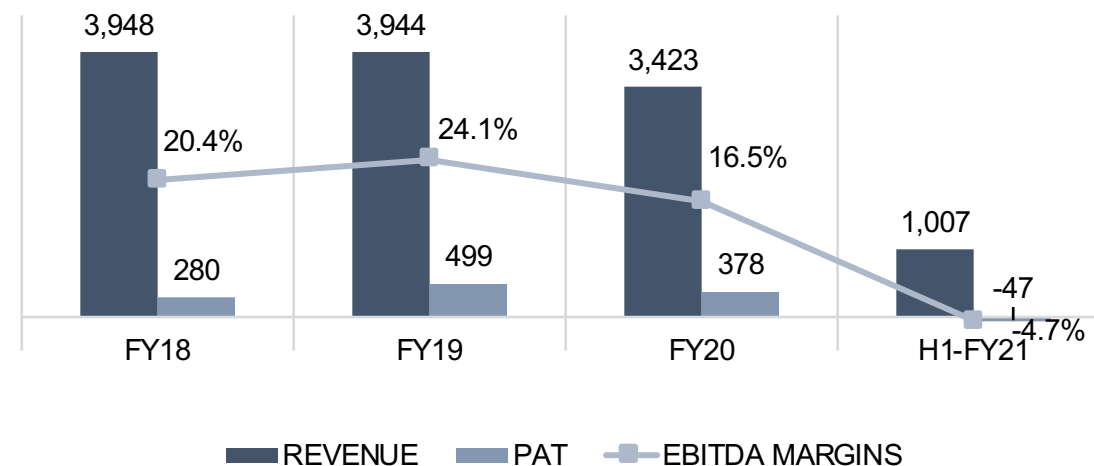


**Century Paper & Pulp** – is a producer of excellent quality writing and printing paper, and a leading manufacturer of tissue and board, as well as Rayon Grade Pulp products.

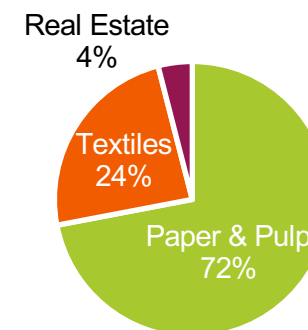


**Birla Century** - Produces a wide range of customised premium textiles which have applications in personal apparel and household linen.

## REVENUE (RS. IN CRORES) EBITDA MARGIN (%)



## REVENUE MIX – FY20 (RS. IN CRORES)





# BOARD OF DIRECTORS



**Mr. Kumar Mangalam Birla – Chairman** – Mr. Kumar Mangalam Birla is one of the most renowned and respectable figures in Indian industry. He spearheads the iconic global conglomerate, Aditya Birla Group (ABG). His visionary leadership has, over the years, helped Century Textiles' to grow from strength to strength.. An educationist, Mr. Birla is the Chancellor of Birla Institute of Technology & Science (BITS). He is Chairman of IIT-Delhi, IIM-Ahmedabad and Chairman of Rhodes India Scholarship Committee for Oxford University. He serves on London Business School's Asia Pacific Advisory Board and is an Honorary Fellow of the London Business School. A qualified Chartered Accountant, Mr. Birla also holds a management degree from the London Business School.

**Smt. Rajashree Birla** - As Chairperson of the Aditya Birla Centre for Community Initiatives and Rural Development, Mrs. Rajashree Birla spearheads the social and community welfare activities across 40 companies in the Aditya Birla Group (ABG). The centre's initiatives in education, healthcare, sustainable livelihood and social reform work have benefitted more than 3000 villages and created a positive difference in the lives of seven million people. Her vision to elevate the under-privileged sections of society has inspired her to lead social causes including eradication of female infanticide, providing healthcare to the needy and providing homes to the homeless and destitute. Mrs. Birla is an iconic leader and a role model for those who aspire to bring about a positive transformation in society.



**Mr. J. C. Laddha, Managing Director**- Mr. Jagdish Chandra Laddha has a vast and rich business leadership experience of over 38 years. He has been associated with the Aditya Birla Group for over three decades, with his last assignment being at Hindalco Industries Ltd, where he led the copper business as its CEO. He has handled leadership positions across diverse industry sectors and also specialized functions in his illustrious career. Apart from the Aditya Birla Group, Mr. Laddha also had stints with Hindustan Lever Ltd, National Rayon Corporation Ltd. and Mangalore Refineries and petrochemicals Limited. Mr. Laddha has been the member of London Metal Exchange (LME) Copper Committee (representing India, South East Asia and Middle East), Director of Indian Copper Development Centre (ICDC), Director of Fertilizer Association of India (FAI), and Director of Dahej Harbour Infrastructure Limited (DHIL). Mr. Laddha has written extensively in many publications in India and has presented many papers on diverse subjects in National/International Conferences. Mr. Laddha is a fellow Chartered Accountant (FCA) by qualification.

**Mr. R. K. Dalmia, Senior President, Century Textiles & Whole-time Director** - A Chartered Accountant by qualification, Mr. Dalmia has been with the Group since the last four decades. He started his stint as Vice-President in The Technological Institute of Textiles and Sciences, Haryana and subsequently ascended to the position of President in 1983. In 1985, he was assigned the responsibility of improving the technical performance of Century Textiles' mill. Under his stewardship, the mill went on to win numerous accolades from the textile industry. Mr. Dalmia played a vital role in setting up two new divisions of the Company, i.e. Century Yarn and Century Denim in 1993 and 1997 respectively. He was also instrumental in the establishment of a new ultra-modern textile mill, near Bharuch in Gujarat in the year 2008 with 300 looms and over one lac spindles.



**Mr. Sohanlal K. Jain**  
*Independent Director*

**Ms. Preeti Vyas**  
*Independent Director*

**Mr. Rajan A. Dalal**  
*Independent Director*

**Mr. Yazdi. P. Dandiwal**  
*Independent Director*

# KEY MANAGEMENT PERSONNEL



**Mr. K. T. Jithendran – Chief Executive Officer (CEO), Birla Estates** – Mr. K. T. Jithendran has over 26 years of work experience in the realty sector. One of his accomplishments includes taking a start-up company in the real estate sector to become one of the leading players in the category. Prior to joining Birla Estates, he was involved with Godrej Properties Limited (GPL) as an Executive Director. He has led most functions within the company while managing growth as well as building a strong talent team. A civil engineer from IIT Kharagpur, Mr. Jitendran also completed a Post Graduate Diploma in Management from IIM Kolkata and Advanced Management Program from Harvard Business School.

**Mr. J. P. Narain – Chief Executive Officer (CEO), Century Pulp and Paper** – Mr. Narain Jai Prakash has accumulated rich experience in his professional life, spanning 28 years, through his association with various FMCGs like Reckitt Benckiser India Limited, SAB Miller India Ltd, and Pepsico — at various levels. Throughout his professional life, he has an enviable track record of having introduced efficient manufacturing processes along with cost reduction in manufacturing operations. He is a Bachelor in Technology from Gujarat Agriculture University, Anand (Gujarat). Post his graduation, he enriched his management skills through a Diploma in Management (PGPEX) from Indian Institute of Management (IIM-C), Kolkata.

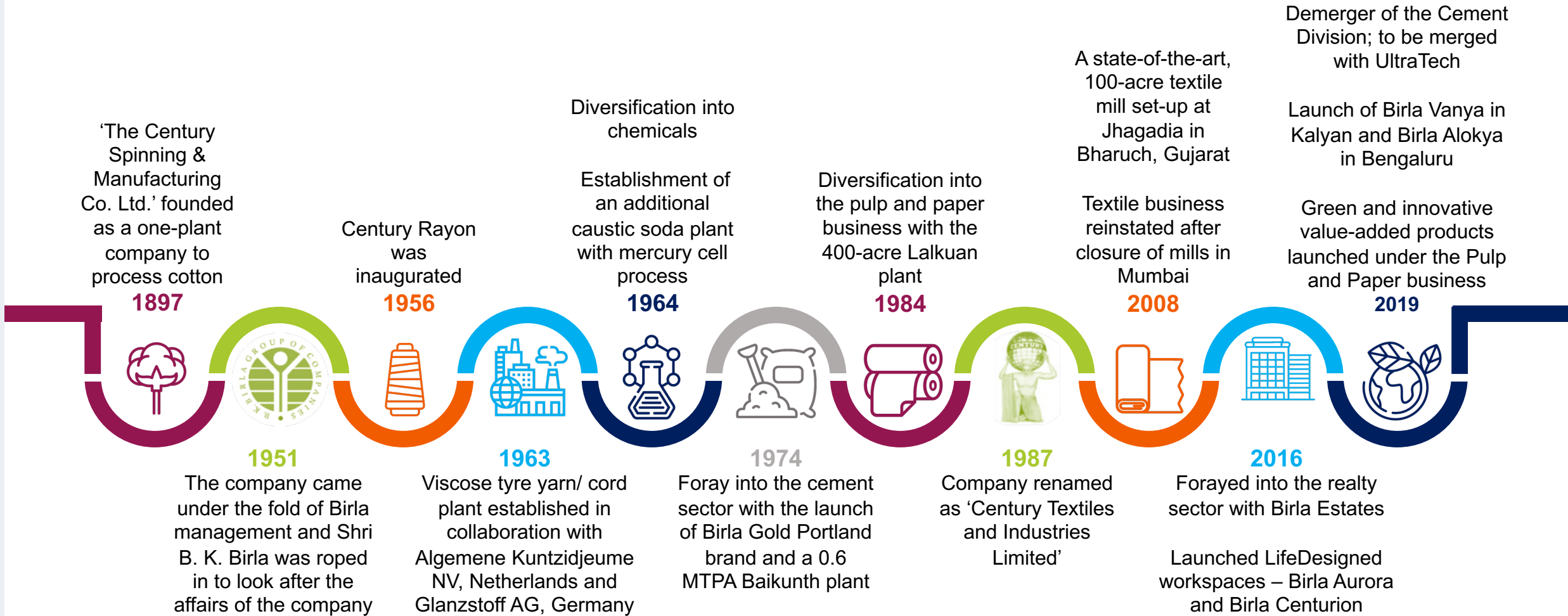


**Mr. Arun Gaur – Chief Human Resources Officer** – Mr. Arun Gaur is a thoroughbred and versatile HR professional with close to 36 years of extensive experience. Having started his career in 1981 with DCM limited in their textile division, he swiftly rose to the position of Industrial Relations Manager in 1987. During his tenure there, he played a vital role in setting up a textile unit in Hisar, Haryana. In 1991, he joined the textile division of Aditya Birla Group (ABG) at Gwalior. In 2007, he was deputed as the Chief People Officer in the Carbon Black business of ABG and was stationed in Atlanta, USA. After a short stint as the Chief Human Resources Officer (CHRO) in the Pulp and Fiber Business of ABG, in 2016, he joined Century Textiles and Industries Limited in the same capacity. After graduating from St. Stephens College in Science, Mr. Gaur completed his post-graduation in social work from the Delhi School of Social Work.

**Mr. Snehal Shah – Chief Financial Officer (CFO)** – Mr. Snehal Shah is a seasoned management professional specialising in business strategy with a cumulative experience of over 30 years in operations, business process, risk management MIS, administration, vendor management, and team building. His expertise spans across financial services, metals, cement, carbon black, textiles, chemicals and refineries. A Chartered Accountant by qualification, Mr. Shah headed the Corporate Management Services division at Aditya Birla Group for over four years; before donning the mantle of the CFO at Century Textiles and Industries Ltd. Mr. Shah was also part of Aditya Birla Capital for more than 12 years wherein he helmed the financial shared services operations, apart from the corporate operations of their life insurance wing. He also had a distinguished stint as a Senior General Manager in Birla Copper for over three years, managing the treasury desk for metals, forex and interest rate trading. In the early part of his career, he was closely involved with the Chairman's office at Aditya Birla Group in the capacity of Executive Assistant to the Chairman.



**Mr. Atul K. Kedia – Vice President (Legal) and Company Secretary** – Mr. Atul K. Kedia is Vice President (Legal), Company Secretary and Compliance Officer of the company. A Commerce and Law Graduate, he is a member of the Institute of Company Secretaries of India. He has been with the organisation for more than 30 years. He possesses vast experience in the field of investor relations apart from secretarial and legal matters.







# Real Estate

Over 36 lakh sq. ft. under construction across 3 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 cities – Mumbai, Bengaluru, Gurugram & 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, Grasim Industries, 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 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 and within three days of the launch of this project in Kalyan, Maharashtra, it had sold over 400 units or 86% of the total inventories.
- **BIRLA ALOKYA** – This project in Bengaluru is a combination of villas and Apartments, also saw a robust sales performance in FY20.
- **BIRLA NAVYA** - Birla Navya is a township project in the Golf Course extension at Gurugram with 300 premium floor residences with 5 individual pockets.

# STEP TOWARDS MORE FOCUS ON GROWING BUSINESS



**Strong Vision & Strategy**



**Opportunities**



**Strengths**

## Leveraging on:

- 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

# AWARDS & CERTIFICATIONS

11

Real Estate

Pulp & Paper

Textiles

Financials



**2017**  
**Green Project of the Year**  
National Infrastructure & Construction Awards



**2017**  
**Green Building Project of the Year**  
Times Network Presents National Awards for Marketing Excellence - For excellence in real estate & infrastructure



**2017**  
**Commercial Property of the Year**  
DNA Presents Real Estate & Infrastructure Round Table & Awards



**2018**  
**Commercial Property of the Year**  
ET Now Presents Real Estate Awards



**2018**  
**Green Building Project of the Year**  
ET Now Presents Real Estate Awards



**2019**  
**Project Launch of the year**  
The 11th Realty+ Excellence Awards West Zone



**2019**  
**Innovative Marketing campaign of the year**  
DNA Presents Real Estate & Infrastructure Round Table & Awards



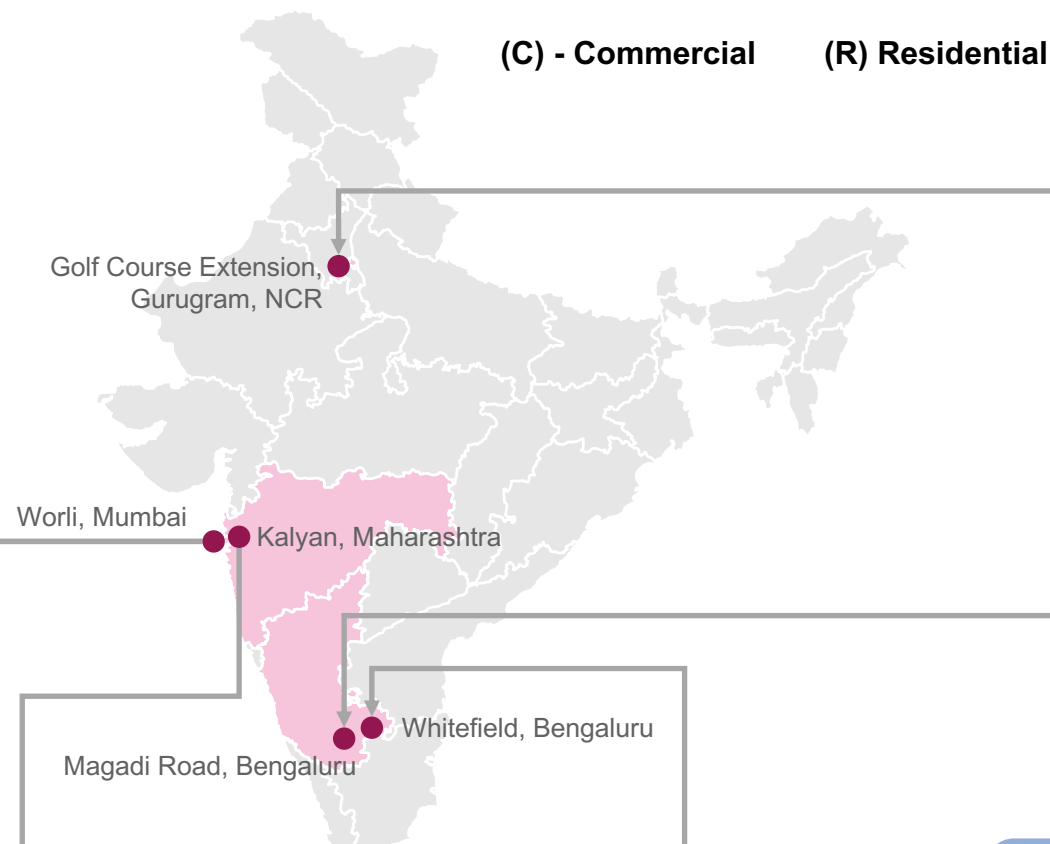
**2019**  
**Iconic Marketing Campaign of the year**  
Times Realty Icons Awards



**2019**  
**ACE Alliance Award by SAP**  
For customer excellence and delivery in SAP Product Support



# GEOGRAPHICAL PRESENCE



# SUMMARY OF PRODUCT PORTFOLIO

## COMMERCIAL

Name of the Project	Location	Area (Lakh sq. ft)	No. of Storeys	Annual Leasing Revenues
<b>Birla Aurora</b>	Worli	2.6	22	Rs. 125 Cr
<b>Birla Centurion</b>		3.5	13	

## 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
<b>Birla Vanya</b>	Kalyan, Maharashtra	22	Total 13.1 Phase I - 5.2	1,125	342	Residential – 1 BHK, 2 BHK, 3 BHK & 4 BHK Villaments with 3 BHK and 4 BHK spread across 2 floors	Own	Launched-Phase I
<b>Birla Alokya</b>	Whitefield, Bangaluru	8	5.5	385	114	Residential – 2 BHK, 3 BHK & 4 BHK	Own	Launched
<b>Birla Navya &amp; Group Housing</b>	Golf Course Extention, Gurugram, NCR	65	36.5	4,414	140	Residential – 2 BHK, 3 BHK & 4 BHK	JV	Launch year- FY21
<b>Century Mills</b>	Worli, Mumbai	30	Residential – 34 Commercial – 8	Res. – 10,000+ Comm. - lease	NA	Residential – 2 BHK, 3 BHK, 4 BHK and 5 BHK Penthouse	Own	Launch year- FY22
<b>Magadi Road</b>	Magadi Road, Bangaluru	4.8	6	559	NA	Residential – 2 BHK, 2.5 BHK, 3 BHK & 4 BHK	JV	Launch year- FY22



# Pulp & Paper

Flag bearer in Paper Industry



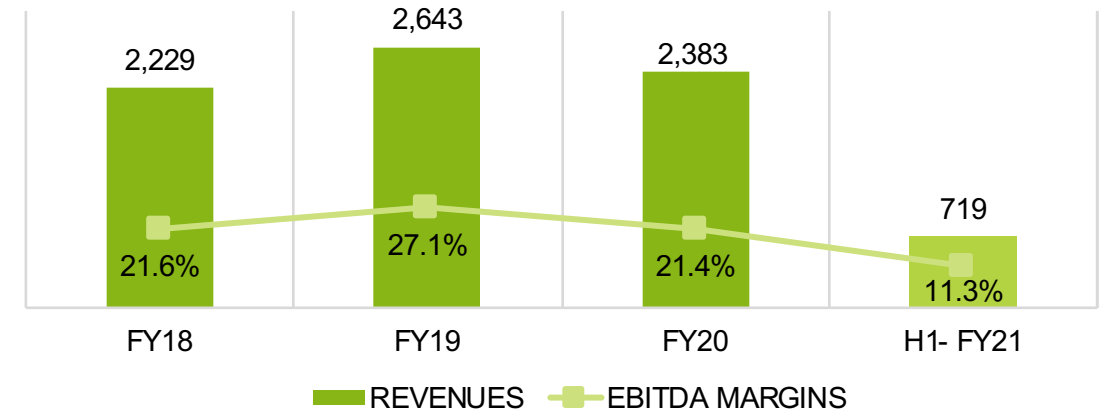
# PULP & PAPER - EXECUTIVE SUMMARY

- 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.

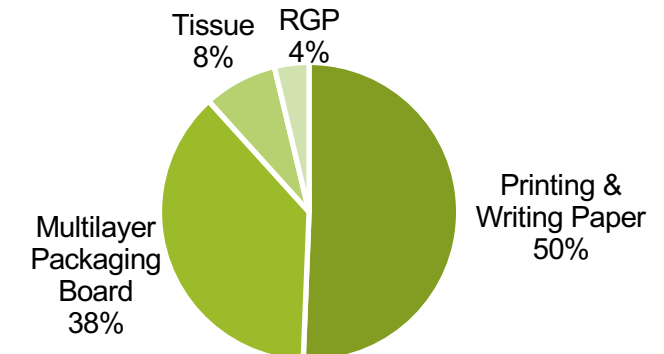
## PRODUCT PORTFOLIO

- 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, 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 100 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 – FY20 (CONSOLIDATED)



# STEP TOWARDS MORE FOCUS ON GROWING BUSINESS



## Leveraging on:

- 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 96% 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

# AWARDS & CERTIFICATIONS (Last 5 Years)



## Century Pulp & Paper is proud to be recognized with these awards in the field of energy conservation:

- CII award for being one of the top Energy Efficient Units of India for the year 2015-16, 2016-17, 2017-18, 2018-19.
- Government of India's National Energy Conservation Award for the year 2017-18 and 2018-19.

## Our moments of pride in FY19-20

- The Lalkuan plant won Confederation of Indian Industry (CII) National Award for 'Energy Efficient Unit' at the national-level competition for '20<sup>th</sup> National Award for Excellence in Energy Management – 2019'. The unit has been recognised by CII for the fifth time in a row
- ET NOW recognised and awarded the unit as 'Business Leader of the Year – Manufacturing Excellence' in February 2020
- Received the 1<sup>st</sup> Prize in the 106<sup>th</sup> and 107<sup>th</sup> All India Farmers' Fair and Agro-Industrial Exhibition in 2019 and 2020, respectively, organised by and held at Gobind Ballabh Pant University of Agriculture & Technology, Pantnagar, Uttarakhand

Century Pulp and Paper is the holder of following certifications:



ISO 9001



ISO 14001



OHSAS 18001



FSC C104223



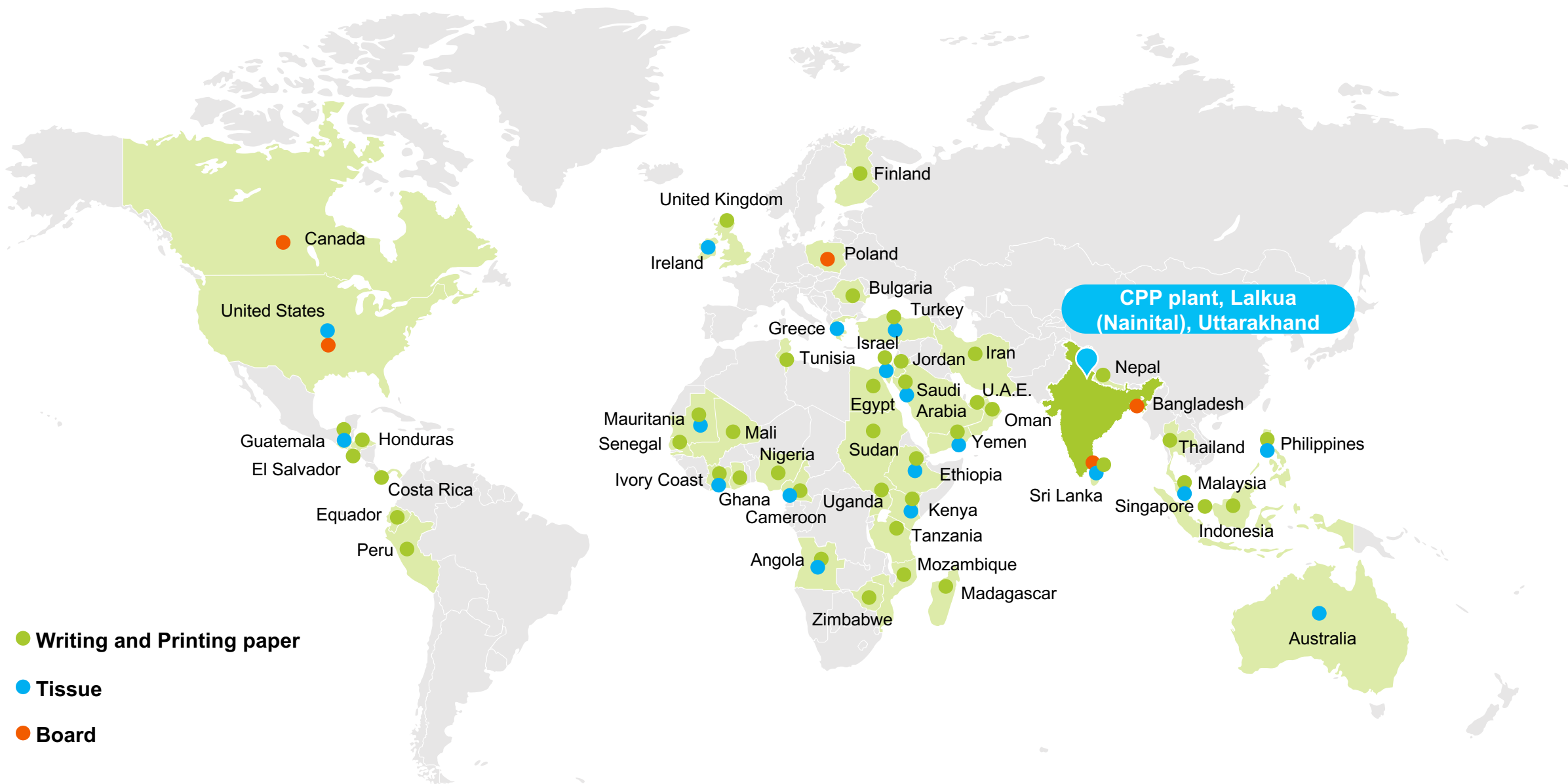
# GEOGRAPHICAL PRESENCE

Real Estate

Pulp &amp; Paper

Textiles

Financials

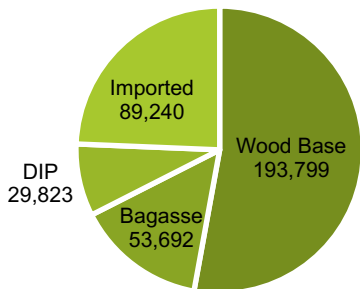


# CENTURY PULP & PAPER MILL – MANUFACTURING CAPACITIES

- Established in **1984**, the manufacturing facility is **India's only integrated Pulp and Paper mill** that delivers **comprehensive solutions in finest varieties** of Writing & Printing Paper, Virgin fiber grade fine tissue, Multilayer Packaging Board and Rayon Grade Pulp.
- Situated at the foothills of the Himalayas in Lalkua (Nainital), Century Pulp and Paper is a committed employer of the local community.

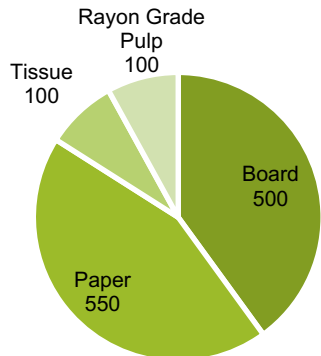


RAW MATERIAL FLEXIBILITY  
(VOLUME IN MT)



Total – 3,66,554 MT

PRODUCTION CAPACITY BREAK-UP  
(TONS/PER DAY)



Total – 4,45,000 MT

4.45 Lakh MTPA

Total Capacity

87 MW  
(Self Generation Turbine)

Power

> 6,600  
(Approx)

Manpower

Rs. 2,530 Cr  
(Approx. opening FY21)

Fixed Assets

# 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.
- Printing paper is specially designed for printing books, note books, and publishing and printing due to its uniform, fast ink-trapping and drying qualities, as well as its dimensional stability.
- The products manufactured include Cream Wove, Maplitho and Specialty Paper

## INDUSTRIAL PAPER & PACKAGING BOARD



### INDUSTRIAL PAPER

- Century Pulp and Paper manufactures different type of paper used in Industrial use: wide range of packaging, cardboard, tissue, insulation and wrapping products.

### PACKAGING BOARD

- The company is a provider in primary and secondary packaging - offering ready to use material required by the pharmaceutical, food and FMCG sectors amongst others

## TISSUE PAPER & RAYON GRADE PULP



### TISSUE PAPER

- Set up in 2009, Century Pulp and Paper is the largest and most advanced manufacturer of Jumbo Soft Tissue Paper Rolls in India.
- The Products include Facial Tissue, Towel Grade Tissue, Napkin Tissue and Toilet Tissue

### RAYON GRADE PULP

- A dissolving grade pulp, Rayon Grade Pulp is a highly purified form of cellulose made from wood and used in a wide variety of consumer applications.
- Uses of the pulp include Viscose Staple Fiber, Viscose Filament Yarn (for textiles and non woven products for household, hygiene, medical and industrial absorbent products) and cellophane papers. Rayon grade pulp (RGP) is prepared and supplied to filament yarn manufacturers.



# KEY INITIATIVES ENVISAGED

Real Estate



Pulp & Paper



Textiles



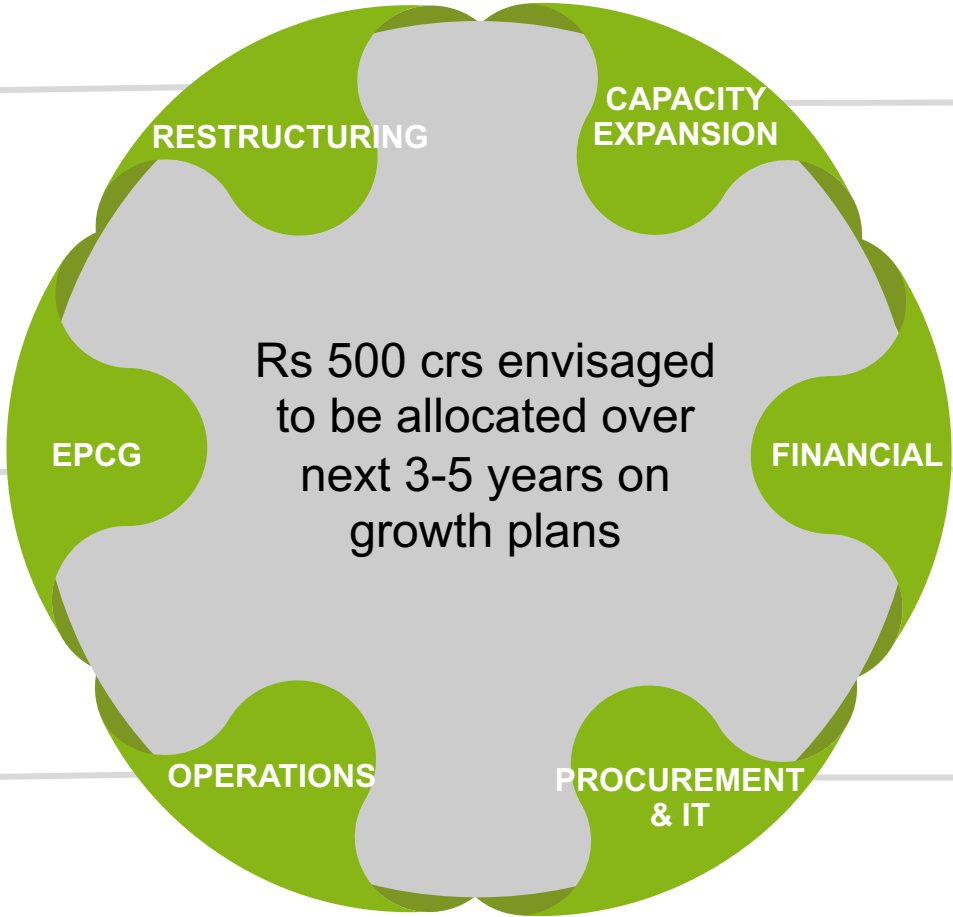
Financials



Lean Senior Leadership Team  
Workmen Optimization  
Apprentice appointment  
Induct MT in sales and train them for direct sales rather than thru dealer

Increased Exports  
Plan to fulfill licenses by 2021

Sweating of existing assets  
Efficiency Drive  
Effective utilization of Power/Steam  
Debottlenecking of key ingredient - White Liquor (wherever possible)  
Asset Care Process Implementation – condition monitoring, MTBF/MTTR  
Continuous Cost Reduction Processes

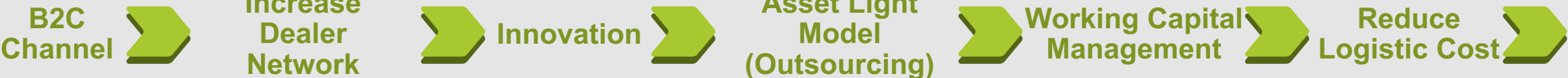


Evaporator  
PM 3 & 4 Upgradation  
Fibreline & Rec Boiler  
BCTMP Plant  
New Recovery Boiler/Turbine  
43MW Turbine  
Energy Savings Projects

Extended credit days  
Working Capital Optimization  
Effective Management of debtors

Sustainable Wood Procurement  
Cost Effective Pulp combination  
Effective Coal Procurement SAP implemented  
Consolidation of MIS  
JIT Procurement  
VMI – Vendor Managed Inventory

## FUTURE AHEAD





## Energy Management

Century Pulp & Paper takes every effort to reduce its carbon footprint and impact to the environment. This is achieved by constantly making improvements to its operations in the following key areas :

- Power Consumption
- Waste Management
- Usage of Raw Materials and Conservation.

### Power Consumption

The plant consumes approximately 14.0 lacs units per day, of which an estimated 95% of power is generated internally. Of this, 40% of CPP's power needs are met through the process of biomass waste in the form of black liquor, pith and sawdust.



## Other Initiatives for conservation of energy include:

### A. CONSERVATION OF ENERGY:

- a) Steps taken on conservation of energy:
  - i. Saving of energy usages through:
    1. HT feed pump running in pressure controller mode,
    2. VFD installed at cooling tower pumps,
    3. Energy efficient vacuum pump installed at line mud filter and Drag filters,
    4. Reduction in pumping energy loss at ETP and Recovery plant.
  - ii. To save steam, modified de-superheating system of evaporators
  - iii. MP heater commissioned in boilers to increase the feed water temperature and improve ER (coal to steam ratio)
  - iv. By optimising transformer loading and improvements in power factors, reduced electrical line losses
- b) Steps taken for utilising alternative sources of energy:
  - i. Increased usage of producer gas in place of furnace oil in Lime-kilns
  - ii. Continued usage of Black Liquor & Pith (Bio mass produd) for steam generation
  - iii. Continued usage of CMG at Tissue plant in place of LPG

### B. TECHNOLOGY ABSORPTION:

- a) Efforts made towards technology absorption:
  - i. Retrofitting of ENMAS ESP to reduce boiler emissions
  - ii. Upgraded AC drives Bagasse paper machine.
  - iii. Upgraded HT protection relays for better fault level gradation
  - iv. Installation of Energy efficient motors in paper plants
- b) Benefits derived as a result of above efforts
  - i. Reduction in Power consumption.
  - ii. Quality Improvement.
  - iii. Reduction in Steam

# SUSTAINABILITY

## CONSERVATION ACTS

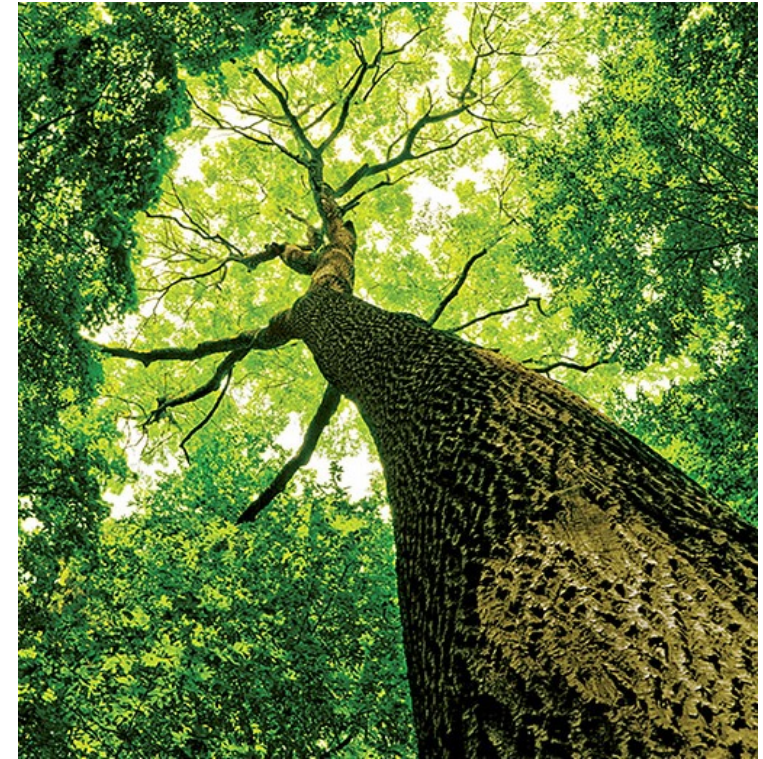
Century Pulp & Paper runs a number of forest and water conservation initiatives in line with its corporate philosophy.

### Forest conservation

- Bagasse and recycled waste paper used as a raw material eventually helps in conservation of forests
- ECF pulping at the new fibreline (pulp mill) is chlorine-free
- Installation of screw presses for effluent solids to be reused
- Steam prehydrolysis process at fibreline acts as an energy saver, helping in water conservation and reduction in effluent load
- Reuse of machine back water in the pulp mill after clarification and filtration process
- Reuse of RGP bleaching back water for washing of bagasse
- Ph liquor is mixed with weak black liquor, concentrated in the evaporator, and finally fired in the recovery boiler to curb pollution and generation of steam.

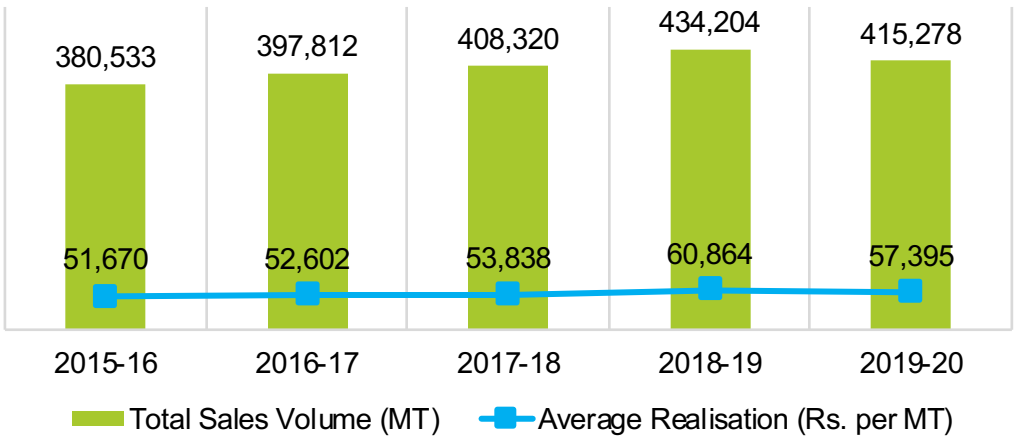
## RAW MATERIALS

- Century Pulp & Paper follows local legislations closely as it is committed in the conservation of the environment and the protection of its stakeholders' interests. As a result, we adhere to major raw material requirements set by the Agro-forestry sector.
- Century Pulp & Paper uses a variety of raw materials and pulpable raw material species such as eucalyptus, poplar, vineer waste, bamboo, bagasse and recycled waste paper to manufacture its products.
- As a technologically advanced company, Century Pulp & Paper generates its own plantation activities by preparing high-yielding eucalyptus clones on one of the best soils in India. This increases the size of the catchment areas and fulfils our own raw material requirements.
- Century Pulp & Paper has its own chemical recovery process where we treat black liquor into white. This is done as black liquor is harmful to the environment when left as an effluent. The company also adopts wood-free paper manufacturing, where a chemical pulping process is used to create our products. Made from pulpwood, chemical pulp is not considered wood as most of the lignin is removed and separated from the cellulose fibres during processing. This is unlike mechanical pulp where it retains most of its wood components. In addition, wood-free paper is not as prone to yellowing as papers made of mechanical pulp.
- Due to its numerous capabilities, Century Pulp & Paper is known to house one of the most complex manufacturing setups under one roof.

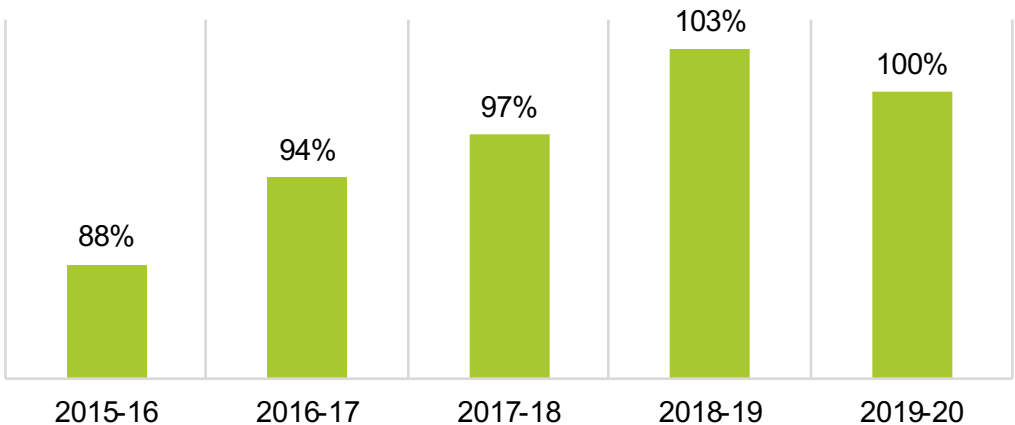


# STRATEGIC PERFORMANCE (2015-2020)

## HISTORICAL SALES VOLUMES AND REALISATIONS

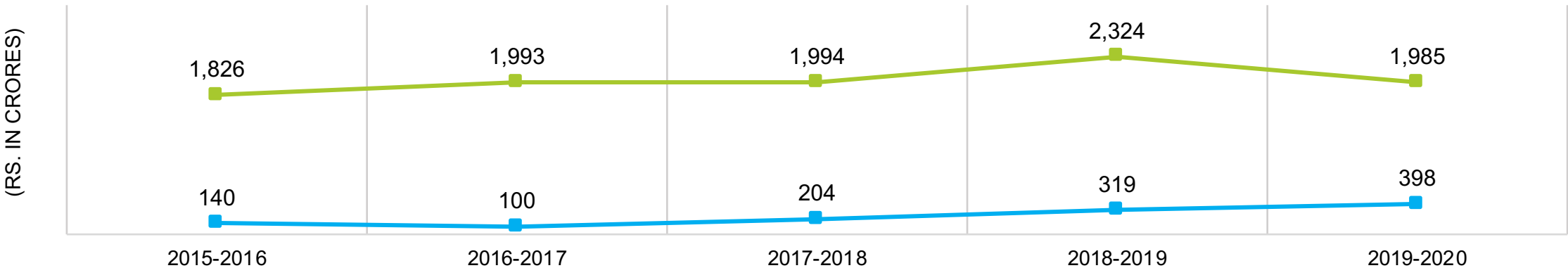


## CAPACITY UTILIZATION PERCENTAGE



## SALES TURNOVER

DOMESTIC EXPORTS







# Textiles

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





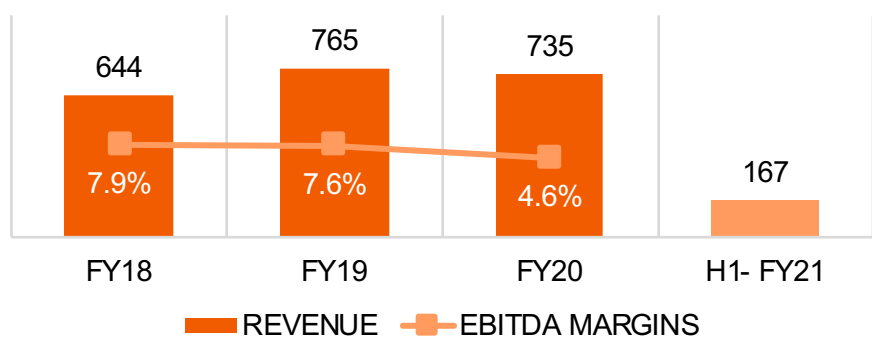
# EXECUTIVE SUMMARY – CENTURY TEXTILES

- 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.

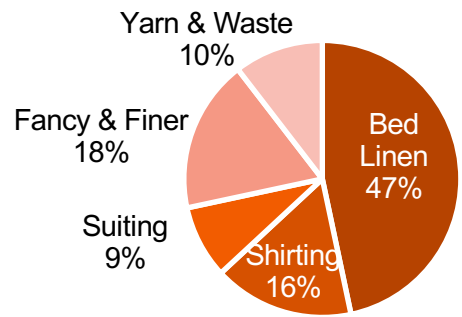
## PRODUCT PORTFOLIO

- **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 – FY20 (CONSOLIDATED)





# STEP TOWARDS MORE FOCUS ON GROWING BUSINESS



## 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
- LLC in USA to cater big brands, regional retailers, hospitality industries, etc.



## Advantages

- 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



# BIRLA CENTURY - JOURNEY OF BUSINESS SUSTAINABILITY



Oeko-Tex Standard 100



NABL Accreditation for our  
Testing Laboratory of Birla  
Century



STeP– Certification



MIG Tags



SA 8000- 2014



LEED (Leadership in Energy and  
Environmental Design)



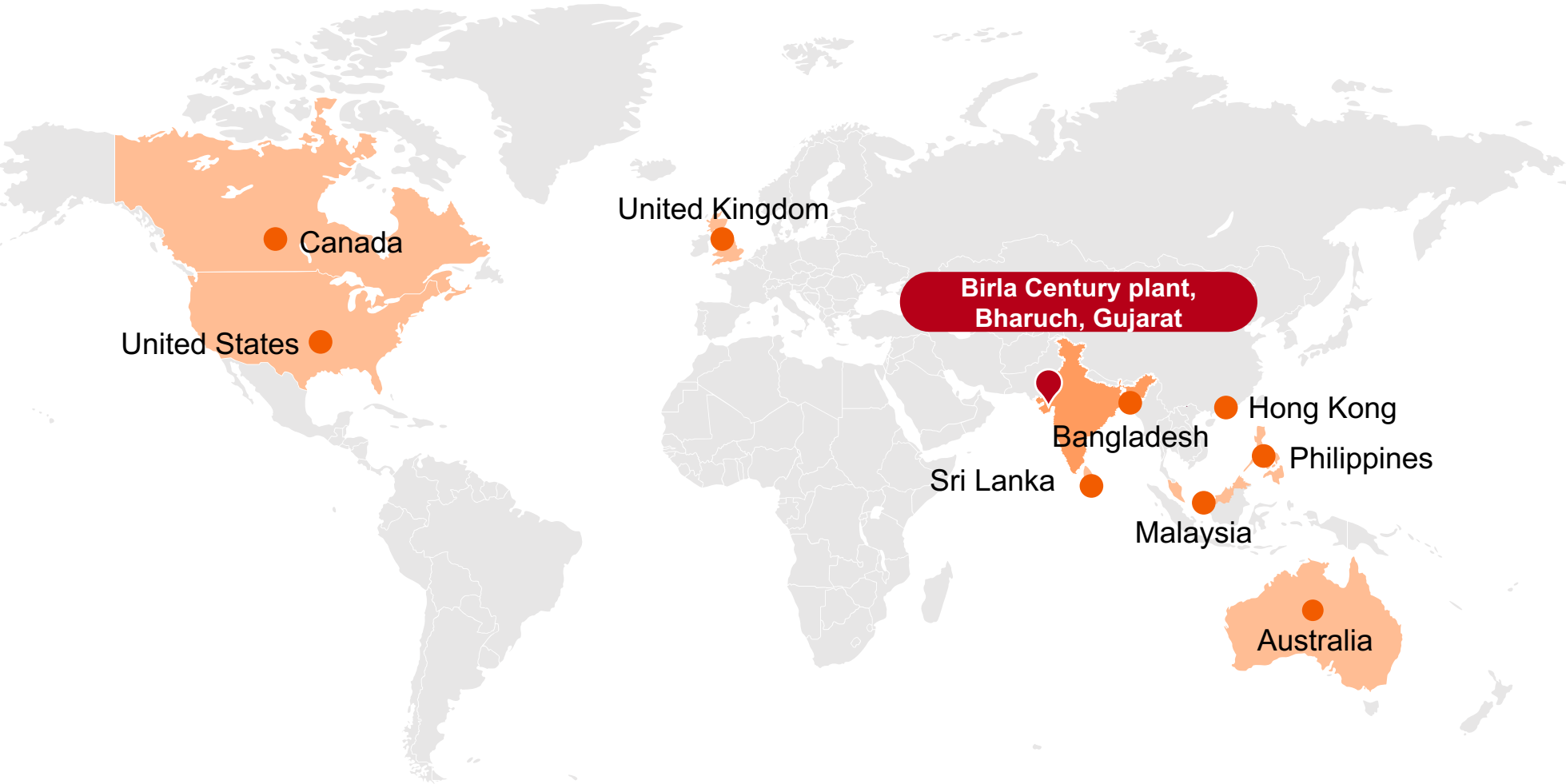
BCI Registered Member (Better  
cotton Initiative)



Global Organic textile Standards  
(GOTS)

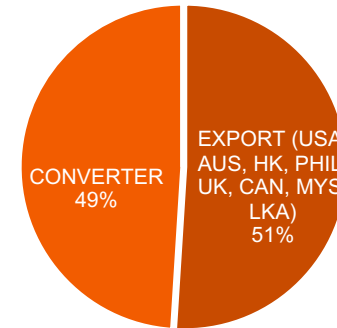
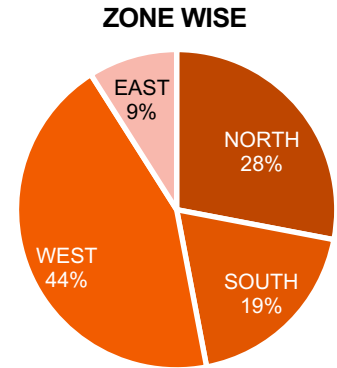
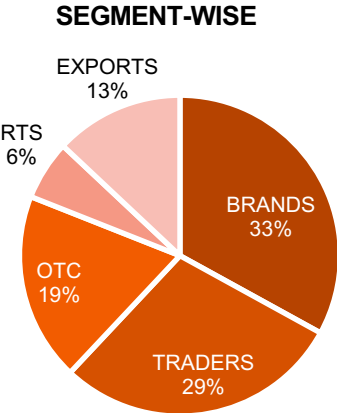
Apart from above, Birla Century has similar certifications from world renowned international accreditation institutes, certifying either Go-Green, product safety, safer environment, social performance expectation, healthy working conditions, sustainability etc. Other sustainability initiatives include Fair Trade, HIGG Index Level 3, ZDHC participation, Joint Life Program approved unit from Inditex (Zara). Birla Century is the approved supplier of international brands like Macy's, West point Home, William Sonoma, COSTCO, Standard Fibre etc. for Bed linens.





APPARELS

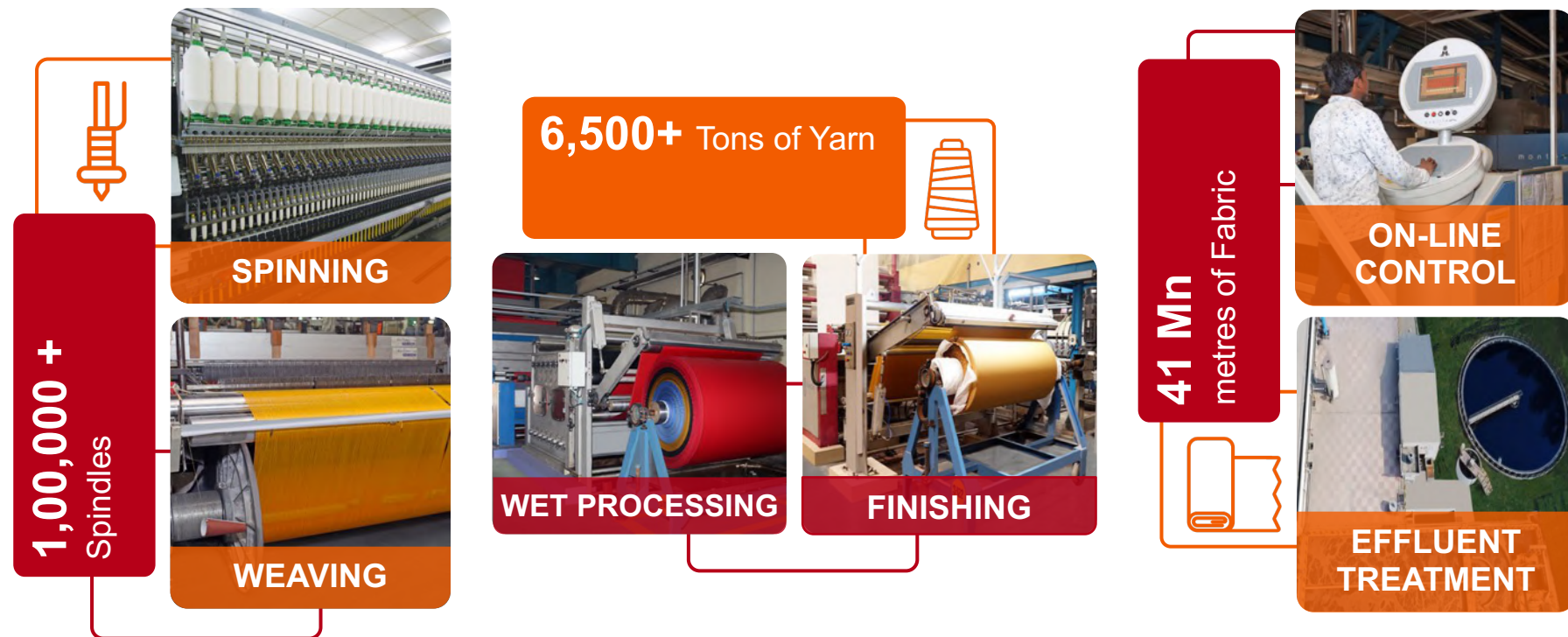
HOME TEXTILES





# INTEGRATED MANUFACTURING FACILITY & PROCESS

- Century Textiles & Industries Limited invested about US\$180 million (Rs. 850 Crore) in setting up, a Greenfield project in Jhagadia, Bharuch, Gujarat known as "BIRLA CENTURY" to manufacture textile products.
- Spread over an area of 42.56 mn Sq. Ft (100 acres) of land, it's strategic location provides it logistical advantage in terms of easy connectivity and accessibility via rail, air and road links.
- Our manufacturing technology compares with the best across the globe, offering speed, versatility and quality. Most of the technology procured for the plant is from the best manufacturers of equipment in their respective fields.



## INNOVATION THROUGH RESEARCH & DEVELOPMENT

The company has an established design studio at our corporate office in Mumbai and at the plant in Bharuch, Gujarat, equipped with an active library of designs for weaves. Designers continue to add new designs to this portfolio every day and this ongoing design development and the extensive design database enables us to be a trendsetter in the market.



**SHIRTINGS**

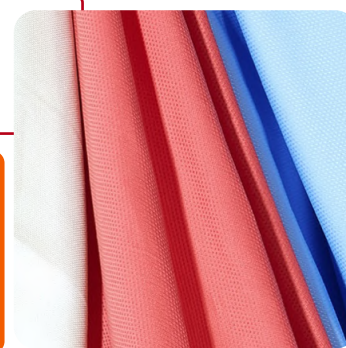
- The company manufactures premium range elite shirting in elegant designs, weaves and colours.
- Birla Century's shirting with 100% Indian and Egyptian cotton with various blends etc. comes in innovative finishes like Bio-polish, Wrinkle free and Crease resistance

**BED LINEN**

- Birla Century is one of the leading bed and bath linen manufacturers in India.
- Birla Century's bed linen products come in innovative finishes like MXL, easy iron, easy care, anti-wrinkle, aroma, water repellent, anti-bacterial etc.
- The products are manufactured with yarn made of 100 per cent cotton i.e. Indian, Suvin, Giza, Pima, Organic etc and blends of linen, Modal, Excel, bamboo, etc.

**MARQUEE CLIENTS**

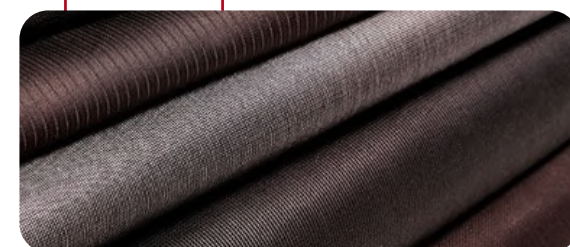
- Macy's
- Costco
- CHF
- Hometex
- Royal Linen

**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 addition to products with cotton, fibres like modal, excel, viscose etc. are manufactured along with a range of traditional sarees and dhotis.

**MARQUEE CLEINTS**

- US Polo
- Arrow
- Louis Philippe
- Van Heusen
- Allen Solley

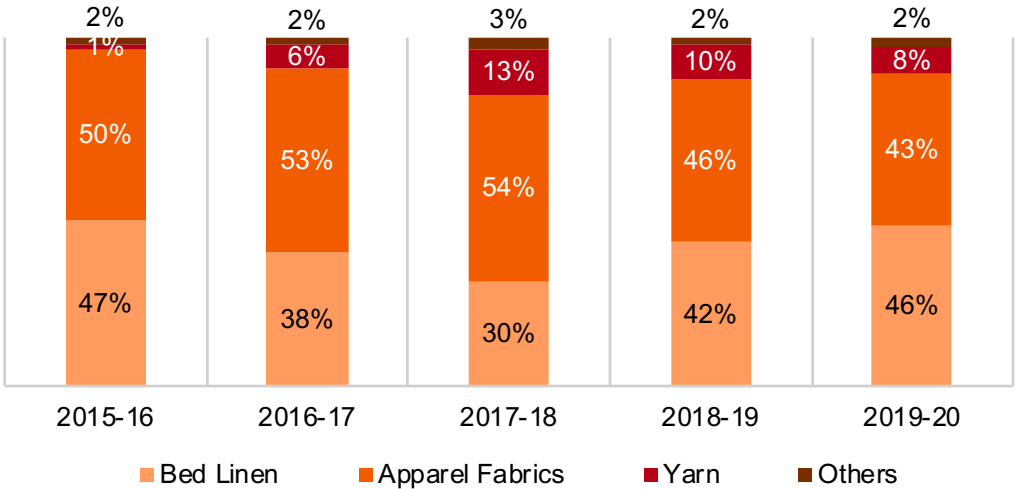
**BOTTOM WEIGHTS**

- Birla Century offers luxury suiting fabrics (bottom-weight fabrics) in myriad shades and textures to suit every taste.
- As one of the leading bottom-weight fabric manufacturers in India, our suiting is characterised by high dimensional stability, or, in other words, the ability to retain its size and form. It is wrinkle-free, crease recoverable, amazingly smooth, and exudes a brilliant lustre.

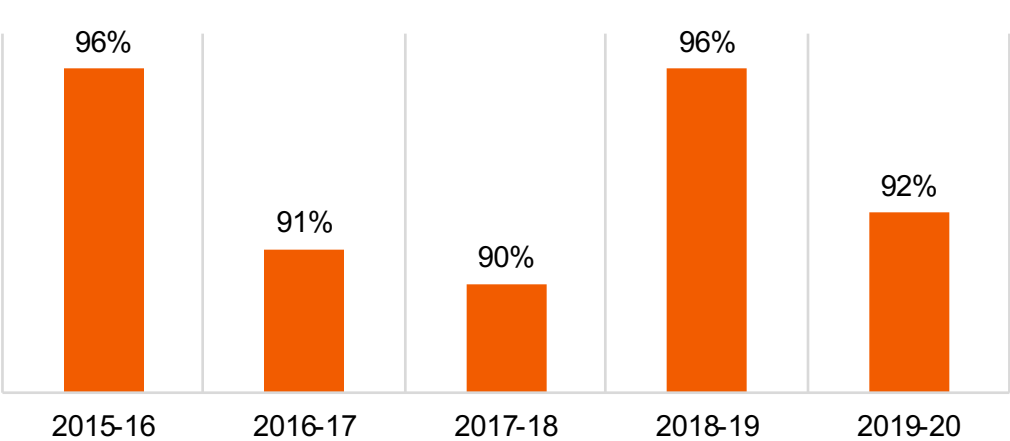
# BIRLA CENTURY, STRATEGIC PERFORMANCE



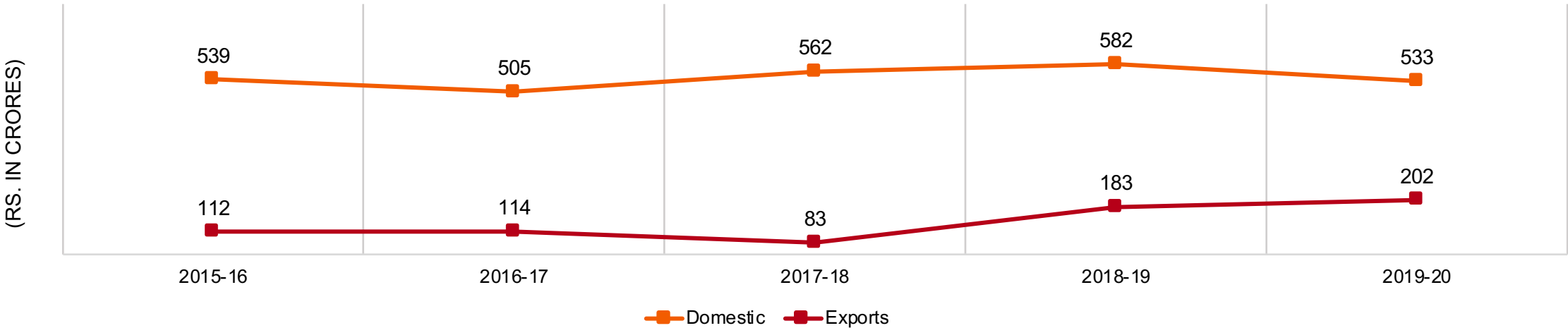
BUSINESS MIX



CAPACITY UTILIZATION PERCENTAGE



SALES TURNOVER







# Financial Summary

# PROFIT & LOSS – Q2 FY21

(RS. IN CRORES)

Particulars	Q2 FY 20	Q1 FY 21	Q2 FY 21 Actual	Variance Q on Q		Variance Y on Y	
				Amount	%	Amount	%
<b>Continuing Operations</b>							
<b>Sales</b>							
Textiles	185	42	125	83	198%	-60	-32%
Pulp & Paper	615	300	419	119	40%	-196	-32%
Real Estate	35	36	35	-1	-3%	0	0%
Others	16	16	17	1	6%	1	6%
<b>Total Sales</b>	<b>851</b>	<b>394</b>	<b>596</b>	<b>202</b>	<b>51%</b>	<b>-255</b>	<b>-30%</b>
<b>EBITDA</b>							
Textiles	9	-24	-15	9	-38%	-24	-267%
Pulp & Paper	134	28	53	25	89%	-81	-60%
Real Estate	6	13	10	-3	-23%	4	67%
Others	12	13	13	0	0%	1	8%
Interest income of income tax refund			5				
<b>Total EBITDA</b>	<b>161</b>	<b>30</b>	<b>66</b>	<b>31</b>	<b>120%</b>	<b>-100</b>	<b>-59%</b>
Less : Finance Cost	16	21	17	4	19%	-1	-6%
<b>PBDT</b>	<b>145</b>	<b>9</b>	<b>49</b>	<b>40</b>	<b>444%</b>	<b>-96</b>	<b>-66%</b>
Less : Depreciation	58	57	58	-1	-2%	0	0%
<b>PBT</b>	<b>87</b>	<b>-48</b>	<b>-9</b>	<b>39</b>	<b>-81%</b>	<b>-96</b>	<b>-110%</b>
Tax	-100	-12	1	13	108%	-101	101%
<b>Net Profit</b>	<b>187</b>	<b>-36</b>	<b>-10</b>	<b>26</b>	<b>-72%</b>	<b>-197</b>	<b>-105%</b>
<b>Discontinuing Operations</b>							
Century Yarn & Denim	-4	-4	-5	1	25%	-1	-25%
<b>Net Profit after Tax</b>	<b>183</b>	<b>-40</b>	<b>-15</b>	<b>25</b>	<b>-63%</b>	<b>-198</b>	<b>-108%</b>

## CASH FLOW – Q2 FY21

(RS. IN CRORES)

	Particulars	Textile	Rayon	Pulp & Paper	Birla Estates	H.O.	Sub Total	Yarn & Denim	Grand Total
	EBITDA	(15)	13	53	10	5	66	(7)	59
	MAT Paid						-		-
	Dividend Paid (Including Tax)					(34)	(34)		(34)
	Net Change in Working Capital	26	(11)	86	(33)		68	-	68
	Income Tex Refund					71	71		71
A)	Operating Cash Flow	11	2	139	(23)	42	171	(7)	164
	Capital Expenditure	-		(21)		-	(21)	-	(21)
	Sale of Assets	-							-
B)	Investing Cash Flow	-	-	(21)	-	-	(21)	-	(21)
	Interest	(5)	(2)	(5)	(5)		(17)	-	(17)
	Interest accrued on bond					8	8		8
C)	Financing Cash Flow	(5)	(2)	(5)	(5)	8	(9)	-	(9)
D)	Free Cash Flow (A+B+C)	6	-	113	(28)	50	141	(7)	134
	<u>Sources of Fund Required</u>								
	Loan Taken / (Repaid)								(144)
	Bank Balance & Investment Reduced /(Increase)								10
	Net								(134)

CAPITAL EMPLOYED – AS ON 30<sup>th</sup> SEPTEMBER 2020

(RS. IN CRORES)

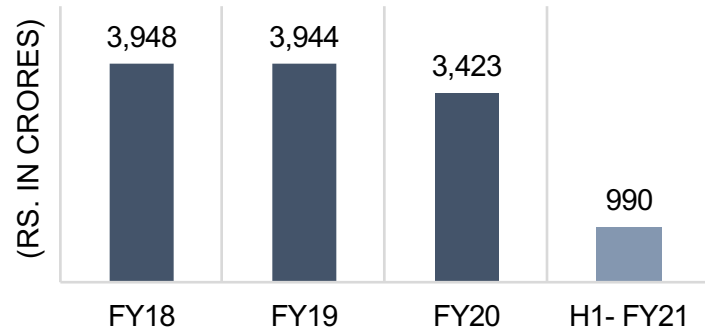
	Particulars	Continued Operations					Dis Ops (Y&D)	Grand Total
		Textiles Fabrics	Rayon	Pulp & Paper	Birla Estates	Total		
A)	Net Block	400	269	2,517	1,233	4,419		4,419
B)	(i) Current & Non Current Assets							
	Inventory	136		338	820	1,294	2	1,296
	Debtors	75		82	32	189		189
	Other Assets	23	4	47	105	179		179
	Sub-Total	234	4	467	957	1,662	2	1,664
	(ii) Current & Non Current Liabilities							
	Creditors	108	165	279	88	640	46	686
	Other Liability	2		110	244	356		356
	Sub-Total	110	165	389	332	996	46	1,042
	Net Working Capital ( i-ii)	124	-161	78	625	666	-44	622
	Net Working Capital ( March'21)	189	-141	154	306	508	-43	465
C)	Cash & Bank Balances	0	0	1	0	1	0	1
D)	Capital Employed in the Segment	524	108	2,596	1,858	5,086	-44	5,042
G)	Loan Allotment to Segment	240		342	748	1,330		1,330
	i. Specific Loan	32		59	25	116		116
	ii.Allocated Loan	208		283	723	1,214		1,214
	Ratios							
	Debt / Equity					0.37		0.37



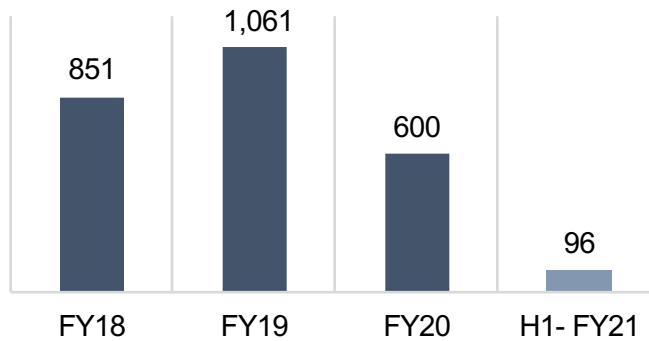
STATEMENT OF OUTSTANDING LOAN

(RS. IN CRORES)			
Particulars	O/S as on 3/31/20	O/S as on 6/30/20	O/S as on 9/30/20
Long Term Loans	202	465	465
Average Rate of Interest	7.79%	7.55%	6.85%
Short Term and Working Capital Loans	57	586	440
Average Rate of Interest	6.48%	5.28%	4.04%
NCD	1100	400	400
Average Rate of Interest	7.87%	7.65%	7.65%
Total CTIL Loans	1,359	1,451	1,305
Average Rate of Interest as on date	7.80%	6.66%	6.15%
Standalone Loan Taken by Birla Estate Pvt.Ltd	23	23	25
Total Consolidated Loans	1,382	1,474	1,330
Average Interest for Quarter	7.35%	6.87%	6.32%

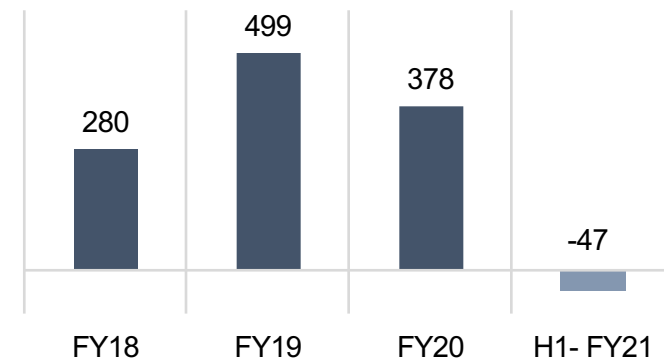
REVENUES (RS. IN CRORES)



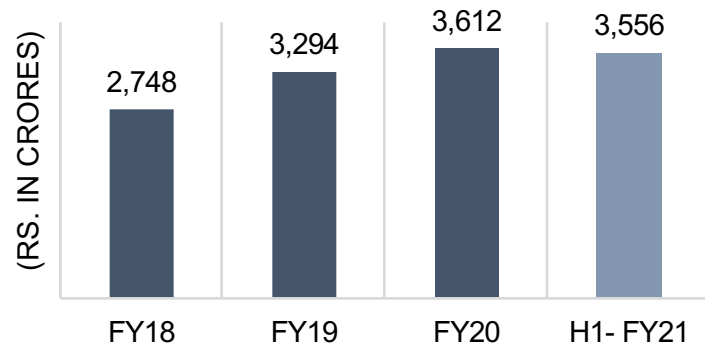
EBITDA (RS. IN CRORES)



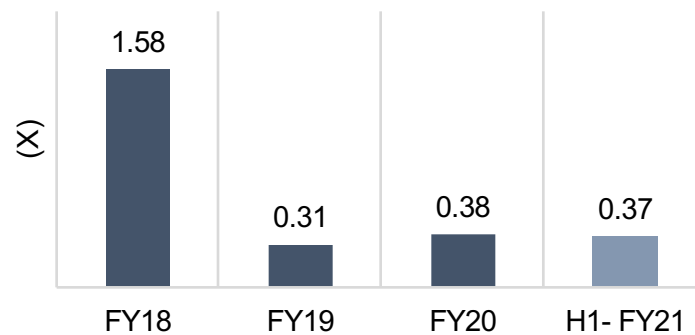
PAT (RS. IN CRORES)



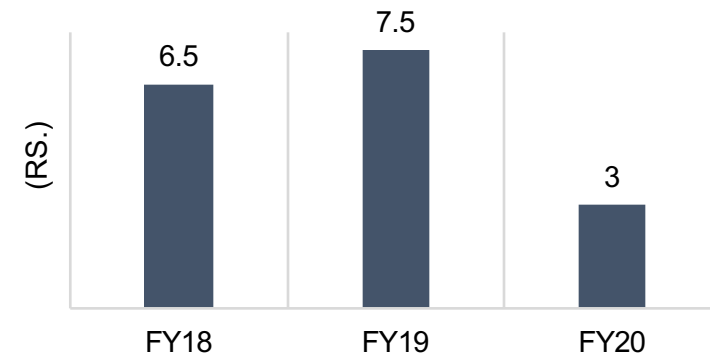
NET WORTH (RS. IN CRORES)



NET DEBT TO EQUITY (X)



DIVIDEND PER SHARE (RS.)



# DISCLAIMER

## **Century Textiles and Industries Limited**

*No representation or warranty, express or implied, is made as to, and no reliance should be placed on, the fairness, accuracy, completeness or correctness of the information or opinions contained in this presentation. Such information and opinions are in all events not current after the date of this presentation. Certain statements made in this presentation may not be based on historical information or facts and may be "forward looking statements" based on the currently held beliefs and assumptions of the management of Century Textiles and Industries Limited, which are expressed in good faith and in their opinion reasonable, including those relating to the Company's general business plans and strategy, its future financial condition and growth prospects and future developments in its industry and its competitive and regulatory environment.*

*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.*

*This presentation is for general information purposes only, without regard to any specific objectives, financial situations or informational needs of any particular person. This presentation does not constitute an offer or invitation to purchase or subscribe for any securities in any jurisdiction, including the United States. No part of it should form the basis of or be relied upon in connection with any investment decision or any contract or commitment to purchase or subscribe for any securities. None of our securities may be offered or sold in the United States, without registration under the U.S. Securities Act of 1933, as amended, or pursuant to an exemption from registration there from.*

*This presentation is confidential and may not be copied or disseminated, in whole or in part, and in any manner.*

## **Valorem Advisors Disclaimer:**

*Valorem Advisors is an Independent Investor Relations Management Service company. This Presentation has been prepared by Valorem Advisors based on information and data which the Company considers reliable, but Valorem Advisors and the Company makes no representation or warranty, express or implied, whatsoever, and no reliance shall be placed on, the truth, accuracy, completeness, fairness and reasonableness of the contents of this Presentation. This Presentation may not be all inclusive and may not contain all of the information that you may consider material. Any liability in respect of the contents of, or any omission from, this Presentation is expressly excluded.*

*Valorem Advisors also hereby certifies that the directors or employees of Valorem Advisors do not own any stock in personal or company capacity of the Company under review.*

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



**Mr. Anuj Sonpal**  
**Valorem Advisors**  
Tel: +91-22-4903 9500  
Email: [century@valoremadvisors.com](mailto:century@valoremadvisors.com)



**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**