



SH/XII/2023

12<sup>th</sup> May, 2023

Corporate Relationship Department  
**BSE Limited**  
1<sup>st</sup> Floor, Phiroze Jeejeebhoy Towers  
Dalal Street, Fort,  
Mumbai-400 001  
**Scrip Code: 500040**

Listing Department  
**National Stock Exchange of India Limited**  
Exchange Plaza, 5<sup>th</sup> floor,  
Bandra-Kurla Complex  
Bandra (East), Mumbai-400 051.  
**Scrip Code: CENTURYTEX**

Dear Sir/ Madam,

**Sub: Investor Presentation of Century Textiles and Industries Limited ('the Company')**

**Ref: Regulation 30 of Securities and Exchange Board of India (Listing Obligations & Disclosure Requirements) Regulations, 2015 ('Listing Regulations')**

Please refer to our earlier letter dated 11<sup>th</sup> May, 2023, regarding the physical meeting of the representatives of the Company to be held on Monday, 15<sup>th</sup> May, 2023 and Tuesday, 16<sup>th</sup> May, 2023 with several funds as mentioned in the said letter.

In connection to the above, please find attached herewith an Investor Presentation for a non-deal road show to UK to meet investors as referred to above.

This is for your information and record.

Thanking you,

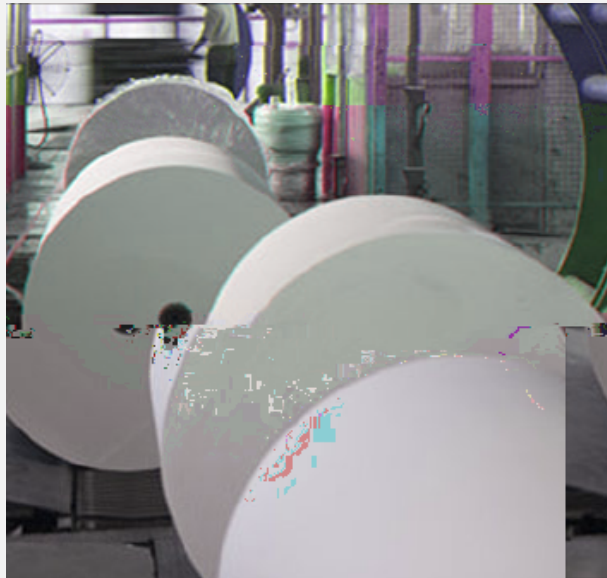
Yours truly

For **CENTURY TEXTILES AND INDUSTRIES LIMITED**

**ATUL K. KEDIA**  
**Sr. Vice President (Legal) & Company Secretary**

Encl: as above





Century  
Textiles  
and Industries  
Limited

Investor Presentation – May 2023

## TABLE OF CONTENTS



Company Overview



Real Estate



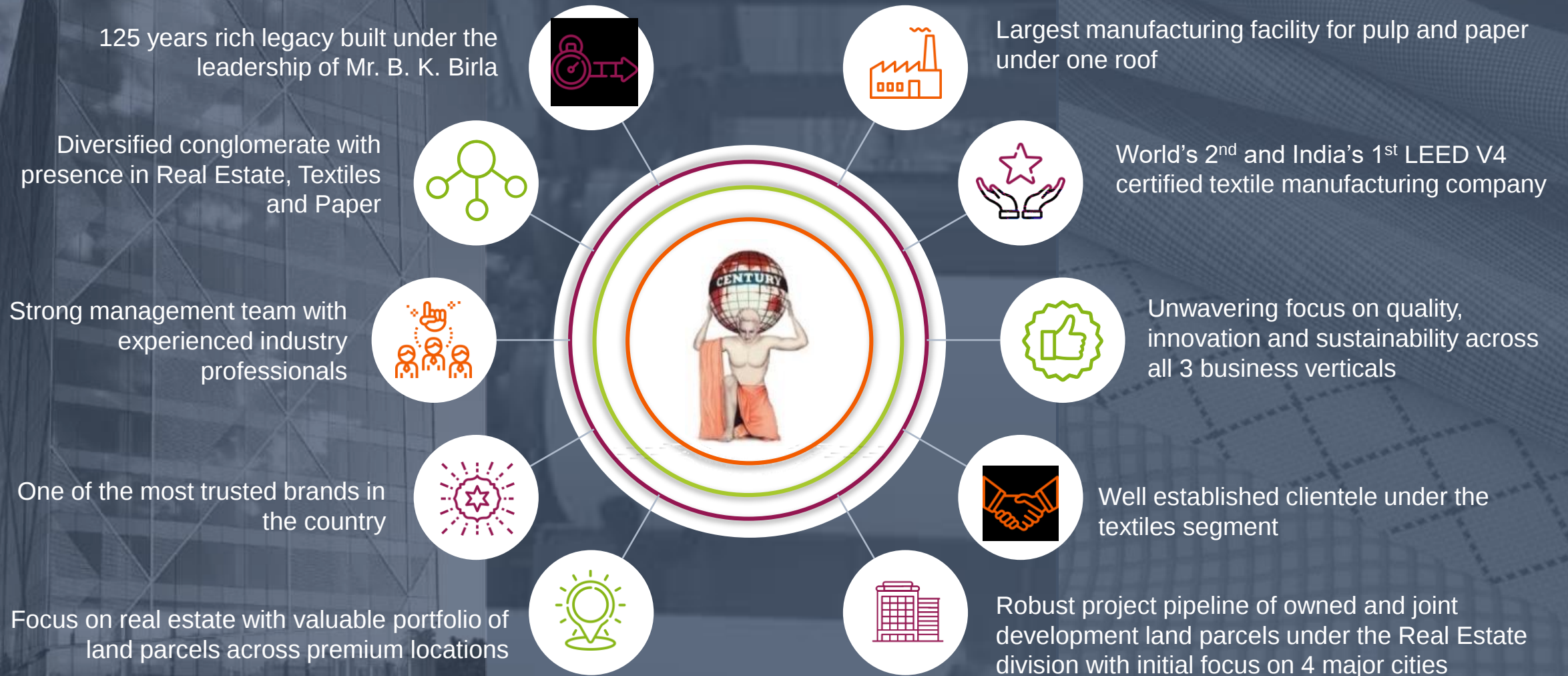
Pulp and Paper



Textiles



Financials



# 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 125-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.

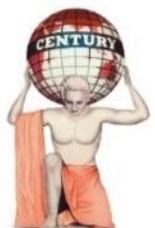
## FY23 BUSINESS MIX



**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.

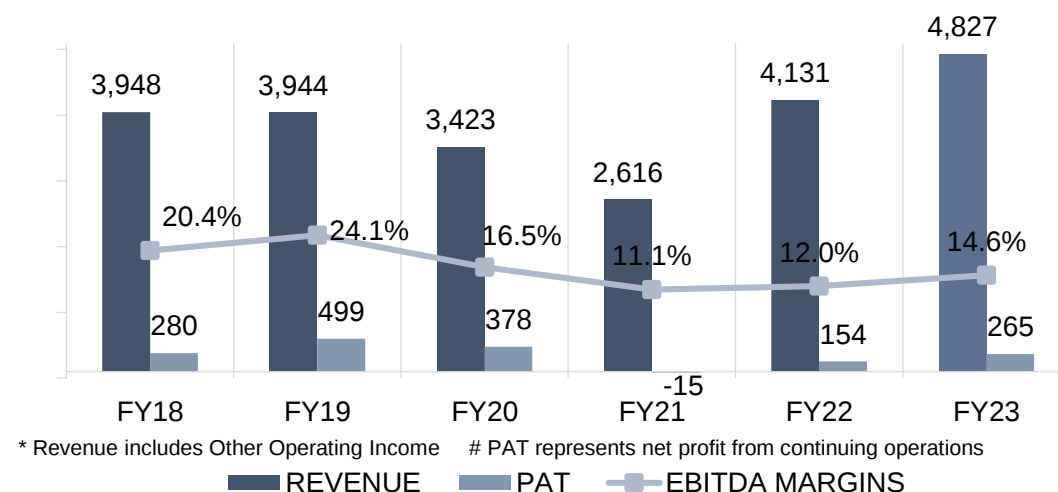


**Century Pulp & Paper** – is a producer of excellent quality writing and printing paper, and a leading manufacturer of tissue and board, as well as Rayon Grade Pulp products.

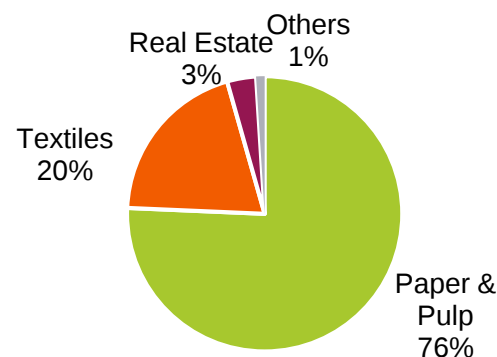


**Birla Century** - Produces a wide range of customised premium textiles which have applications in personal apparel and household linen.

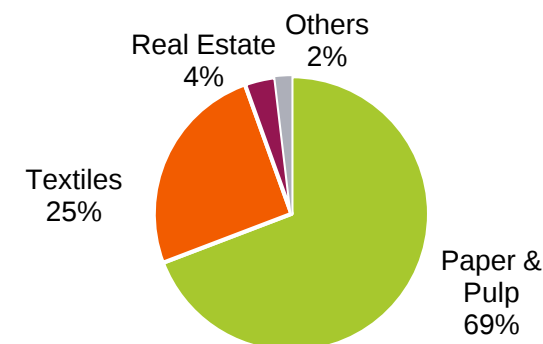
## REVENUE\* & PAT# (RS. IN CRORES) EBITDA MARGIN (%)



## REVENUE MIX – FY23



## REVENUE MIX – FY22



## 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. He was awarded the Padma Bhushan for his commendable contribution to the field of trade and industry in 2023. 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. R. K. Dalmia, Managing Director, Century Textiles & Industries Ltd.** - 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

# 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. Jithendran also completed a Post Graduate Diploma in Management from IIM Kolkata and Advanced Management Program from Harvard Business School.

**Mr. Vijay Kaul – Chief Executive Officer (CEO), Century Pulp and Paper** – Mr. Vijay Kaul has worked with the Aditya Birla Group for close to four decades, during which he has handled many challenging assignments in Manufacturing and in Sales & Marketing. He has led manufacturing units and has set up various greenfield projects and has deep experience of commercialising new technologies. He holds a Bachelor's Degree in Engineering, also he has pursued various management programs at leading institutions such as Harvard Business School and Wharton School of Management to continuously upgrade his knowledge and managerial capabilities. He has also served as a member of IIM Indore Board and also on various committees of CII and FICCI.

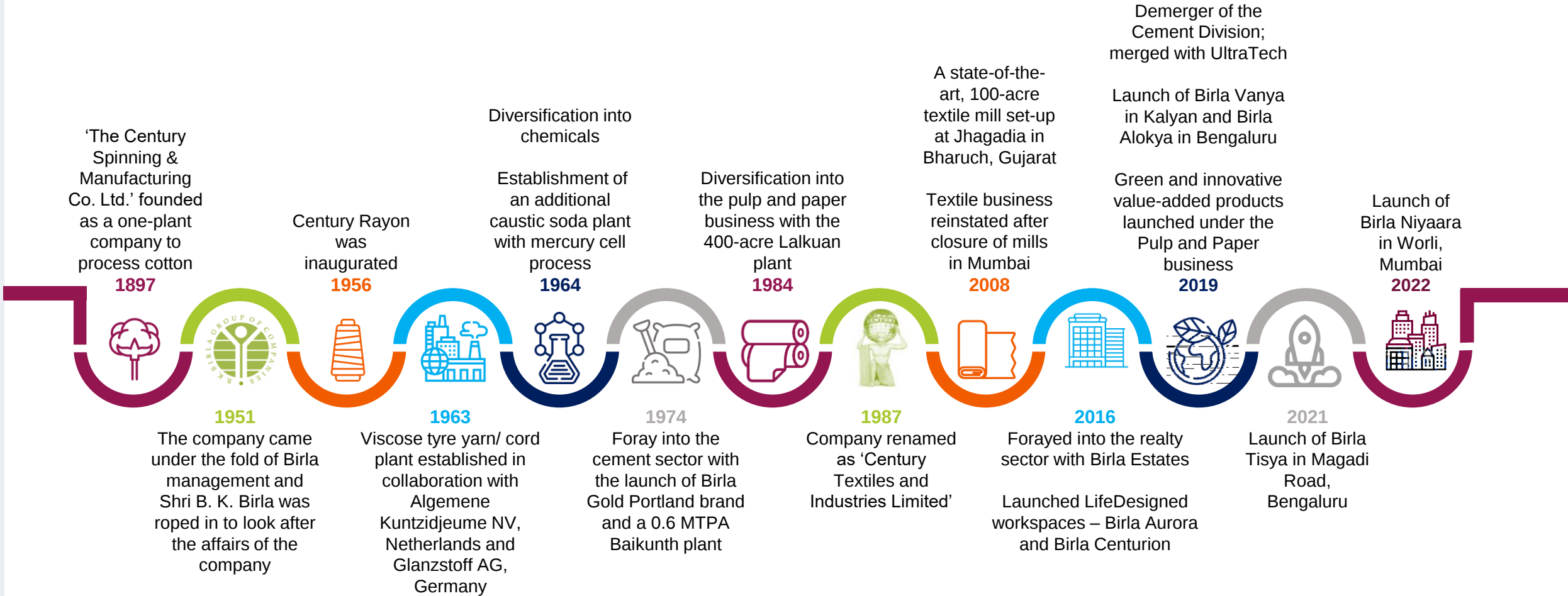


**Mr. Arun Gaur – Chief Human Resources Officer** – Mr. Arun Gaur is a thoroughbred and versatile HR professional with close to 36 years of extensive experience. Having started his career in 1981 with DCM limited in their textile division, he swiftly rose to the position of Industrial Relations Manager 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.





METALS



CEMENT



CAPITAL GOODS



FASHION & RETAIL



RENEWABLE



PAINT



CHEMICALS



FINANCIAL SERVICES



REAL ESTATE



OIL & GAS



TELECOM

60 BN

OPERATE

130+

STATE-

140K+

EMPLOYEE



# The Real Estate Arm of The Aditya Birla Group



## Projects with a revenue potential of more than INR 35,000 Crs under development

(Including presales of ~INR 5,200 Crs)

- Birla Estates Private Limited, is a 100 per cent wholly owned subsidiary of Century Textiles and Industries Limited and is the real estate venture of the Aditya Birla Group
- The company is developing land parcels both through outright purchases as well as as well as asset light Joint Ventures apart from developing its own land parcels.
- 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 residential, commercial and mixed use segments and aims to be amongst the top real estate companies in India
- 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.
- The company plans to focus on 4 the key markets in India – MMR, Bengaluru, NCR & Pune.

# EXECUTIVE SUMMARY - REAL ESTATE

## RESIDENTIAL REAL ESTATE

### LAUNCHED PROJECTS

- **Birla Vanya** - Birla Estates launched its first residential project in FY 20 in Kalyan, Maharashtra which sold almost 400 units in 3 days and has sold 69% of the total units till date.
- **Birla Alokya** - The villament homes project in Whitefield, Bengaluru has witnessed robust sales performance with 92% units sold till date.
- **Birla Navya** - Birla Navya, a low rise township project at Gurugram has witnessed stellar performance wherein 100% inventory of Phase 1 is sold out with more than 89% of the units launched sold out.
- **Birla Tisya** - Birla Tisya, a multi-storey twin towers residential project at Magadi Road, Bengaluru. The project has witnessed robust sales performance with 86% inventory sold out in the project till date.
- **Birla Niyaara** - Birla Niyaara, strategically located project in Mumbai has received robust sales response. Till the end of Q4 FY23 approx. Rs. 2,360 Crores of booking value has been generated and around 82% of the units are sold from the launched units.

### NEW PROJECTS

- **Devanhalli, Bengaluru** - 52 acres at North Bengaluru to be developed as a township project providing holistic living in different formats
- **RR Nagar, Bengaluru** - 10-acres at Raja Rajeshwari Nagar in South Bengaluru to be developed as high rise luxury residences
- **Sangamwadi, Pune** - 5.76 acres in the heart of Pune to be developed as a premium residential project with curated amenities and setting new benchmarks of contemporary living.
- **Walkeshwar, Mumbai** - 0.25 acres in South Mumbai to be developed as a high end luxury residential project
- **Sarjapur, Bengaluru** - 28.6-acre prime land parcel to be developed as a high end residential complex with convenience retail.

with a combined total **revenue potential** upwards of **INR 10,000 Crs**

## 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, Siemens Ltd. 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 Vodafone Idea, CoWrks, Hindalco Industries & Woori Bank have offices in this property.

# STEP TOWARDS MORE FOCUS ON GROWING BUSINESS



**Strong Vision & Strategy**



**Opportunities**



**Strengths**

## Leveraging:

‡ 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:

‡ Judicious mix of outright land purchase and a JV/JD asset light projects

‡ 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



BIRLA ESTATES

13

# AWARDS & CERTIFICATIONS

Real Estate



## Green Project of the Year

National Infrastructure & Construction Awards



## Green Building Project of the Year

Times Network Presents National Awards for Marketing Excellence - For excellence in real estate & infrastructure



## Commercial Property of the Year

DNA Presents Real Estate & Infrastructure Round Table & Awards



## Commercial Property of the Year

ET Now Presents Real Estate Awards



## Green Building Project of the Year

ET Now Presents Real Estate Awards



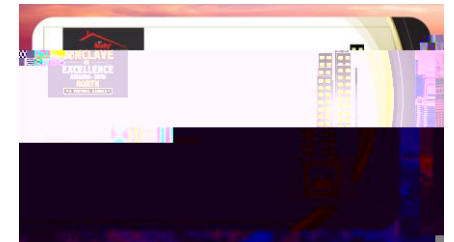
## Project Launch of the Year

The 11th Realty+ Excellence Awards 2019 West Zone



## Iconic Project of the Year - Birla Alokya

Realty+ Conclave & Excellence Awards 2020 (South)



## Residential Project of the Year - Birla Navya

Realty+ Conclave & Excellence Awards 2020 (North)



## Innovative Marketing Campaign of the Year

DNA Presents Real Estate & Infrastructure Round Table & Awards



## Iconic Marketing Campaign of the Year

Times Realty Icons Awards



## ACE Alliance Award 2019 by SAP

For customer excellence and delivery in SAP Product Support



## Iconic Emerging Developer, India

Mid-Day Real Estate & Infrastructure Icons



## Best Real Estate Company

Global Real Estate Congress Real Estate Awards



## Best Brand Marketing

Global Real Estate Congress Real Estate Awards



## Emerging Developer of the Year (North) – Birla Estates

RE/MAX Presents Estate Awards



## Luxury Project of the Year (North) – Birla Navya

RE/MAX Presents Estate Awards

Pulp & Paper

Textiles

Financials

# AWARDS & CERTIFICATIONS



**Birla Alokya**  
National Safety  
Council of India -  
Safety Awards 2021



**Birla Vanya**  
National Safety  
Council of India -  
Safety Awards 2021



**Commercial Birla  
Birla Vanya**  
RoSPA - Health and  
Safety Awards 2022



**Birla Estates**  
CIDC Partners in  
Progress Trophy -  
2022



**Birla Vanya**  
Greentech  
Effective Safety  
Culture Award -  
2021



**Birla Vanya**  
13<sup>th</sup> CIDC Vishwakarma  
Awards - 2022



**Birla Alokya**  
National Safety  
Council of India

Birla Vanya, Kalyan

Birla Niyaara, Worli

Walkeshwar, South Mumbai

● Yet to be Launched  
Existing

(C) -

Birla Navya, Golf Course  
Extension Road

Sangamwadi, Central Pune

Birla

Birla , Magadi Road

RR Nagar

Devanhalli, North Bengaluru

Sarjapur

# LAUNCHED PROJECTS UPDATE

| Project             | Birla Vanya,<br>(Kalyan)                     | Birla Alokya,<br>(Whitefield, Bengaluru)     | Birla Navya,<br>(Golf Course Extension,<br>Gurugram) | Birla Niyaara,<br>(Worli, Mumbai)          | Birla Tisya,<br>(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                                | 18.5 lakh sqft<br>(Ph 1+2 – 9.4)                     | 24 lakh sqft (Residential)<br>(Ph 1 – 9.1) | 6.5 lakh sqft                            |
| Total Units         | 1,205 units                                  | Rs. 394 Crs (218 units)                      | Launched - 556 units                                 | Launched 414 units                         | 392 units                                |
| Cum. Booking Value  | Rs. 652 Crs                                  | Rs. 353 Crs                                  | Rs. 1,302 Crs                                        | Rs. 2,360 Crs                              | Rs. 513 Crs                              |
| 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            |

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



## 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**



**Predict and Win – a customer engagement event with IPL theme**



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

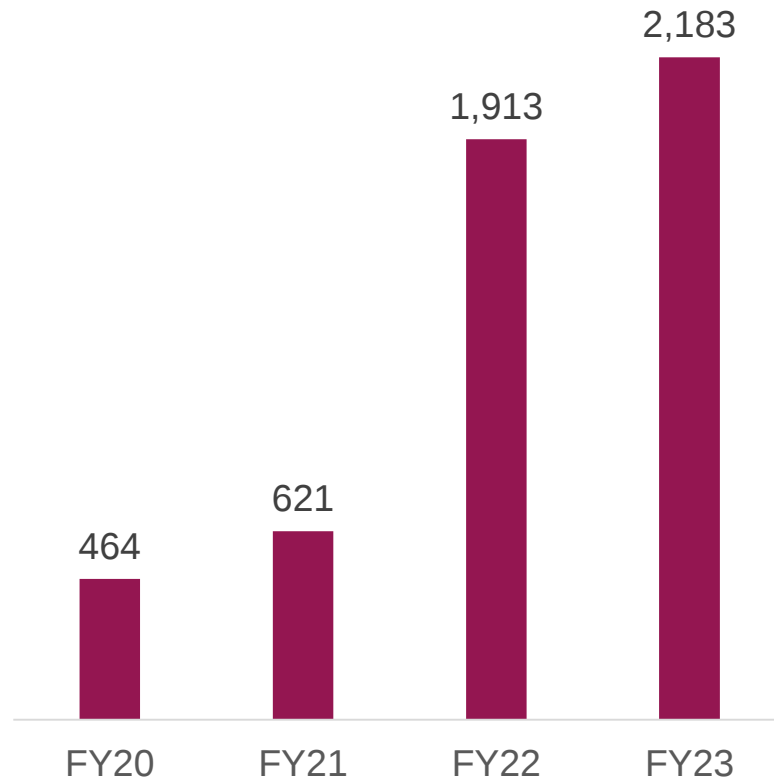


**Governance - Robust compliances of all statutory regulations**

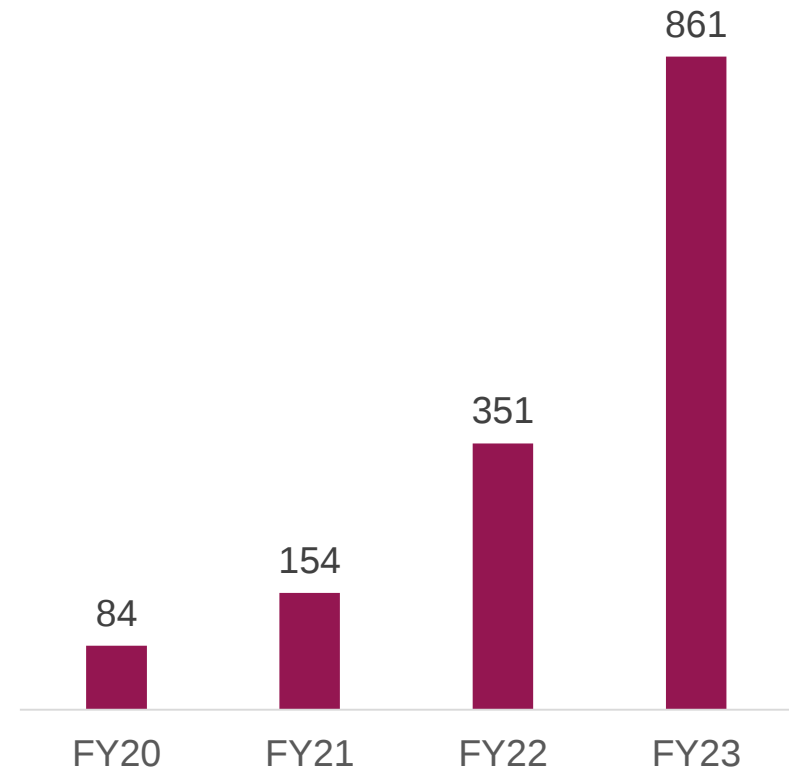
## RESIDENTIAL HIGHLIGHTS



Booking Value



Collections



Figures in INR Crs



# Pulp & Paper

Flag bearer in Paper Industry

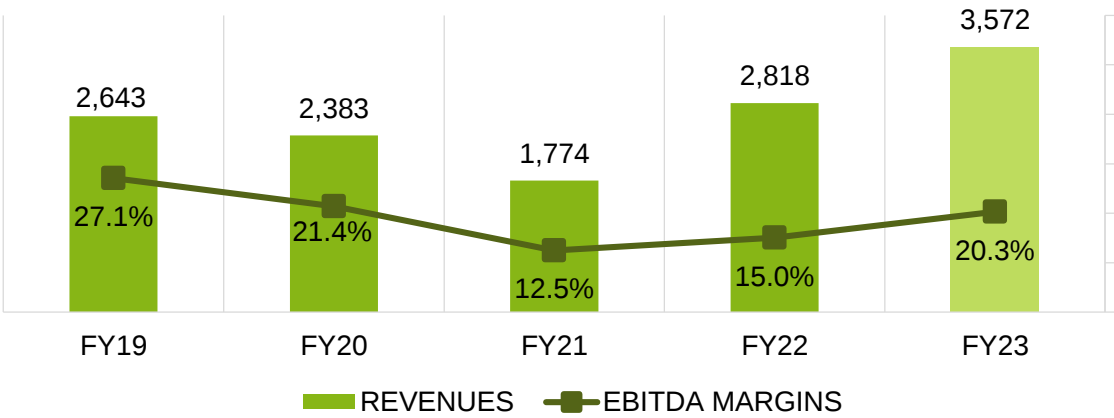
# PULP & PAPER - EXECUTIVE SUMMARY

- 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.

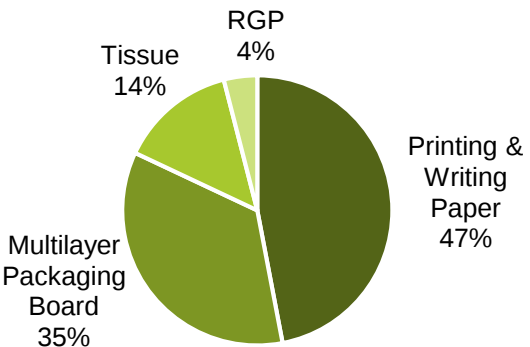
## PRODUCT PORTFOLIO

- 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 & 2021, 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 200 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.

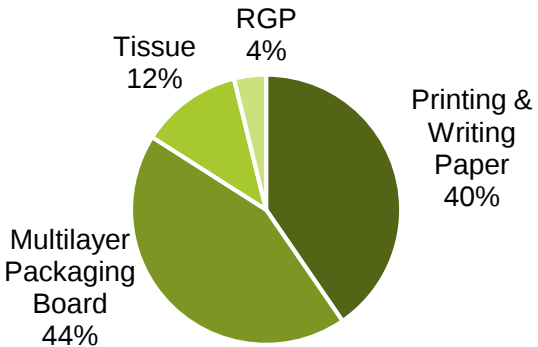
TURNOVER (RS. IN CRORES) & EBITDA MARGINS (%)



REVENUE MIX – FY23



REVENUE MIX – FY22



# STEP TOWARDS MORE FOCUS ON GROWING BUSINESS



## Strengths



## Opportunities



## Strong Vision & Strategy

### Leveraging:

- 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 94% 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:

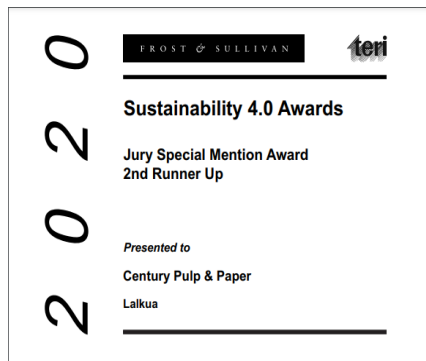
- Cash Conservation and asset light model

- Increasing dealer network and improving working capital management

- Innovation & increasing exposure to specialty products like tissue and packaging Board

- Sustainable wood procurement

# AWARDS & CERTIFICATIONS (2020-22)



- Sustainability 4.0 Challengers Award : Lalkuan Plant has been awarded “Sustainability 4.0 Challengers Award-2020” in a joint assessment conducted by Frost & Sullivan and Teri, covering various business aspects under 4 major pillars i.e. People, Partnership, Purpose and Planet.
- Sustainability 4.0 Power Plant Optimization Award : Lalkuan Plant has been awarded “Sustainability 4.0 Jury Special Award-2020” (2<sup>nd</sup> runner-up) towards various Energy Conservation efforts made by the plant. This evaluation has been made in a joint assessment conducted by Frost & Sullivan and Teri, covering various energy conservation parameters like – boiler & TG combined cycle efficiency improvements, coal & power saving initiatives and plant’s contribution towards Environment etc.
- Agro-Industrial Exhibition Award : In the 111<sup>th</sup> “All India Farmer’ Fair and Agro-Industrial Exhibition – 2022”, organised by and held at G B Pant University of Agriculture & Technology, Pantnagar, Uttarakhand, the Division has received First prize.
- Golden Peacock Award for Energy Efficiency 2021 from Institute of Directors, India
- CONCOR Award 2021: Certificate of Appreciation in recognition of outstanding business association organised by Container Corporation of India Ltd., the division was awarded as “Importer- First Position”.

Century Pulp and Paper is the holder of following certifications:



ISO 9001



ISO 14001



OHSAS 18001

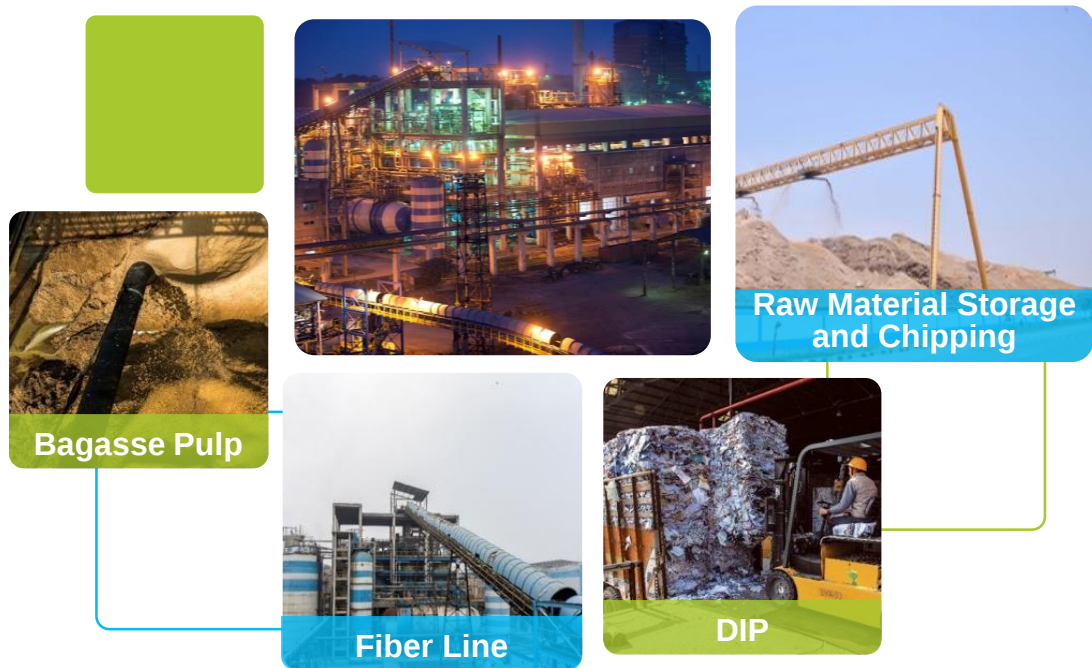


FSC C104223

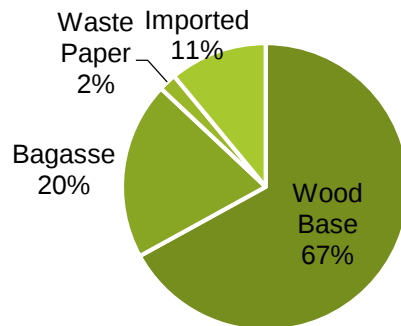


# CENTURY PULP & PAPER MILL – MANUFACTURING CAPACITIES

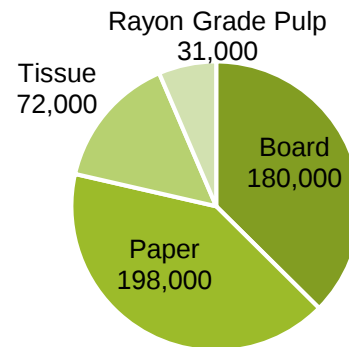
- Established in **1984**, the manufacturing facility is **India's only integrated Pulp and Paper mill** that delivers **comprehensive solutions in finest varieties** of Writing & Printing Paper, Virgin fiber grade fine tissue, Multilayer Packaging Board and Rayon Grade Pulp.
- Situated at the foothills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



## RAW MATERIAL FLEXIBILITY (VOLUME IN MT) - FY23



## PRODUCTION CAPACITY BREAK-UP (TONS/PER YEAR)



4.81 Lakh MTPA

Total Capacity

87 MW  
(Self Generation Turbine)

Power

> 6,500  
(Approx)

Manpower

Rs. 3,040 Cr  
(31<sup>st</sup> March 2023)

Fixed Assets

# PRODUCT PORTFOLIO

## PRINTING & WRITING 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, publishing and printing due to its uniform, fast ink-trapping and drying qualities, as well as its dimensional stability.
- The products manufactures include Cream Wove, Maplitho and Specialty Paper



## INDUSTRIAL PAPER & PACKAGING BOARD

### INDUSTRIAL PAPER

- Century 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 & 2021, Century 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



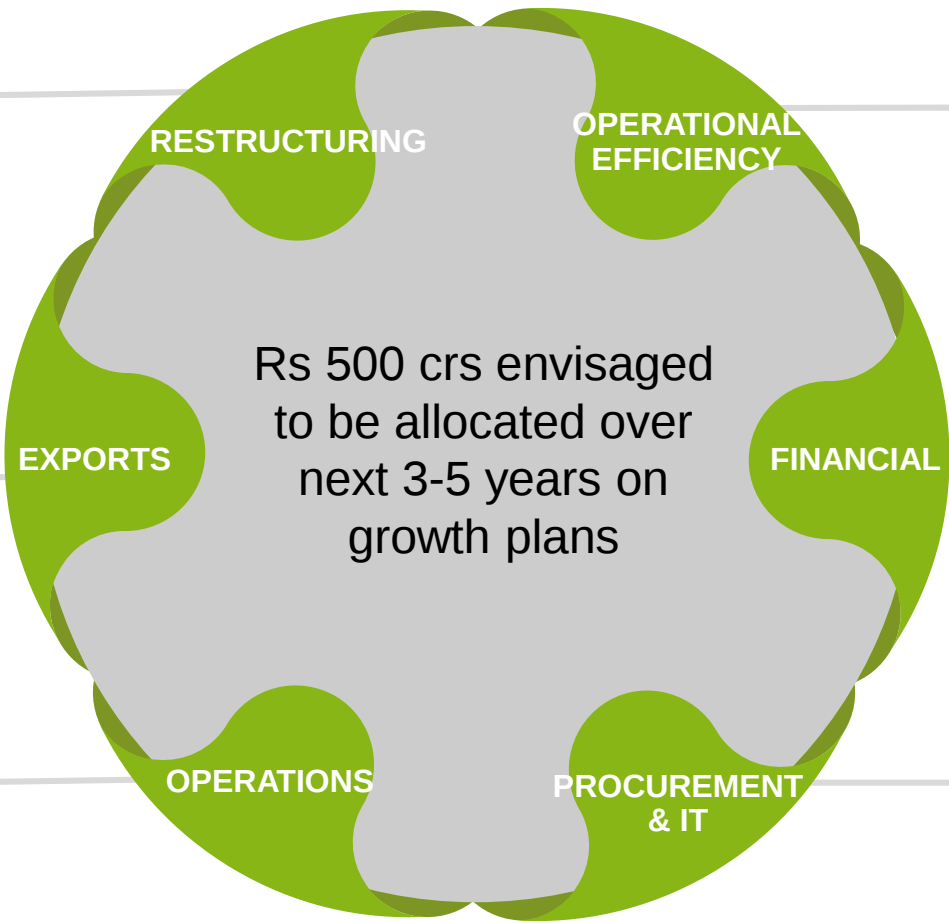
Financials



Workmen Optimization  
Marketing Function to be created along with sales function. Market intelligence set up to be created. New positions to be inducted to create Nomination/ Direct customer/ Dealer business segment. Plant to have focus on pulp & paper separately.

Opportunistic approach towards exports

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

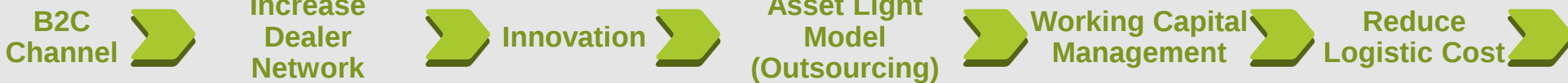


Fibreline & Rec Boiler BCTMP Plant  
New Recovery Boiler/Turbine  
43MW Turbine Energy Savings Projects

Working Capital Optimization  
Effective Management of debtors  
Inventory Management based on per ton/ per day consumption

Sustainable Wood Procurement  
Cost Effective Pulp combination  
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. Out 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) Blow Heat Recovery utilized to generate heat from digester,
- ii) For steam saving, installed efficient secondary air heater,
- iii) Installed burner at lime kiln for higher utilization of PG gas, in place of FO,
- iv) Installed Centralized Refining System to feed pulp at multiple plant's need,
- v) Improved turbine vacuum,
- vi) Optimised PGP's consistency to save refining energy,
- vii) Steam valve optimization to minimize MP steams peaks in various pulp mills.

#### (b) Steps taken for utilizing alternative sources of energy:

- i) Continued usage of Black Liquor & Pith (Bio mass product) for steam generation
- ii) Continue usage of CMG at Tissue plant in place of LPG,
- iii) Increased usage of Producer Gas in place of furnace oil in lime kiln
- iv) Utilization of solar Energy.

### B) Technology Absorption:

#### (a) Efforts made towards technology absorption:

- i) Upgradation of COL system at PM#3
- ii) WPP Calendar upgradation
- iii) Industry 4.0 at PM#4

#### (b) Benefits derived as a result of above efforts.

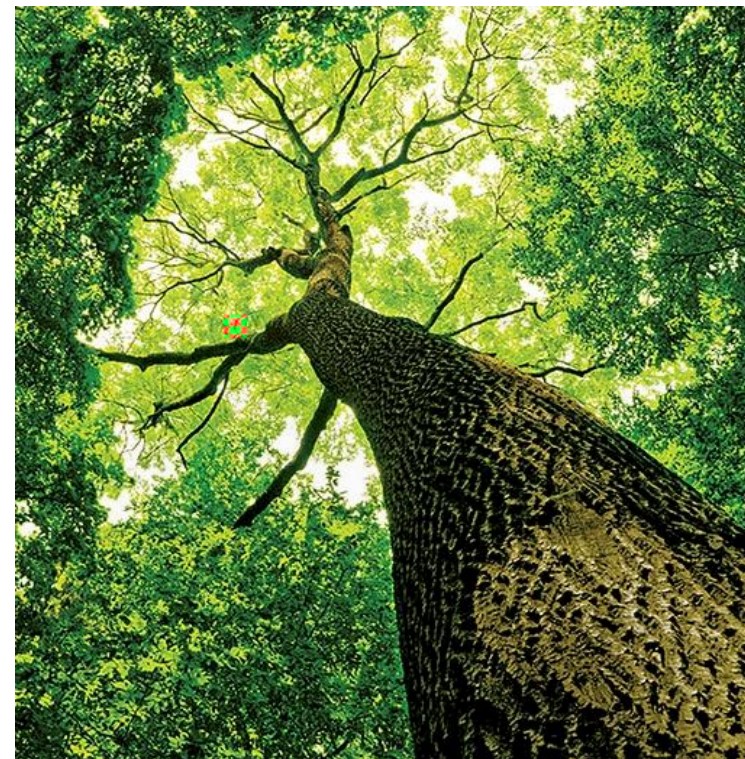
- i) Reduction in Power consumption
- ii) Quality Improvement.
- iii) Reduction in Steam consumption

## 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 liquor and recycled to pulping process. 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.

# ENVIRONMENT SOCIAL GOVERNANCE (ESG) – PULP & PAPER



## ENVIRONMENT



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.



## SOCIAL



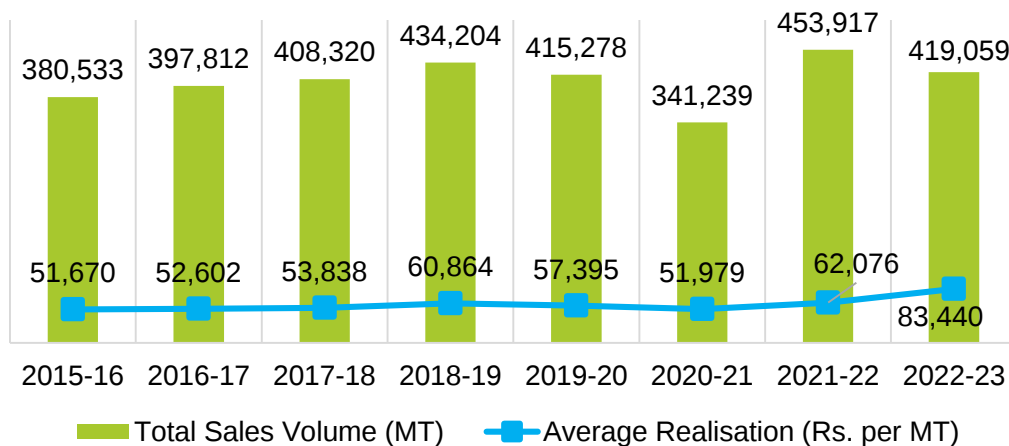
- ▶ Installation of 37 Nos. of Hand pumps for drinking water at Bindukhatta, Lalkua & Shanti Puri. Catering to about 4000 Nos. of direct beneficiaries.
- ▶ Community Medical camp was organized at Government Inter-College, Lalkua on Feb 26, 2023, with a team of expert doctors including physicians, ENT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



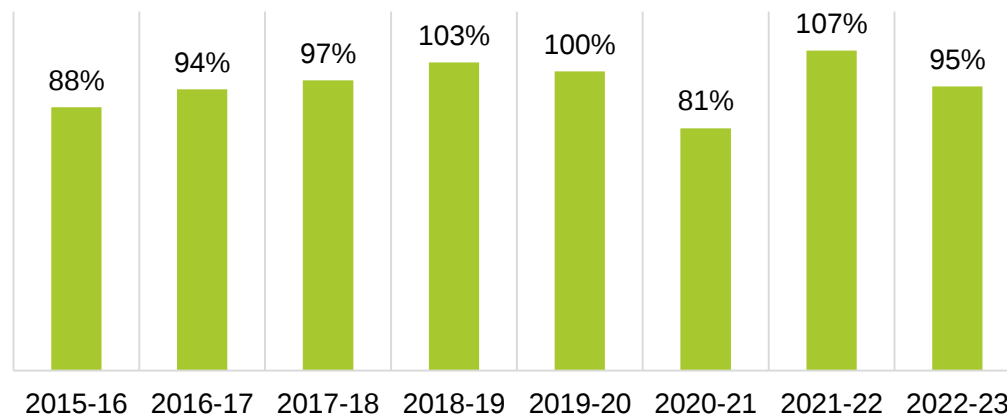
**Governance - Robust compliances of all regulatory requirements**

# STRATEGIC PERFORMANCE (2015-2023)

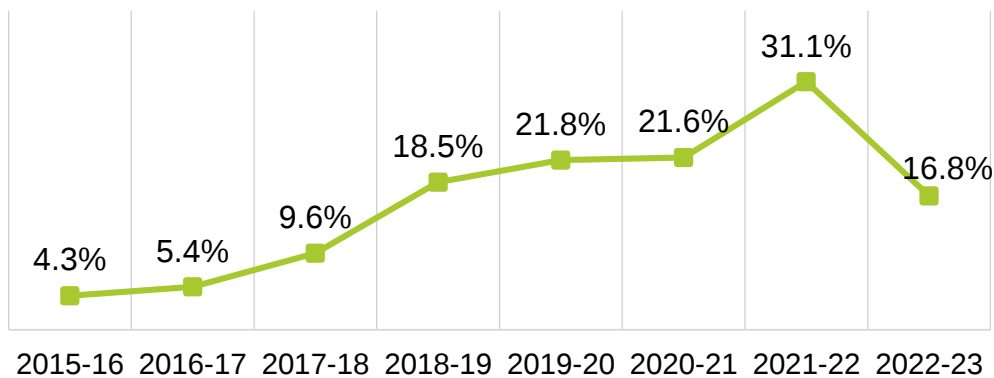
## HISTORICAL SALES VOLUMES AND REALISATIONS



## CAPACITY UTILIZATION PERCENTAGE

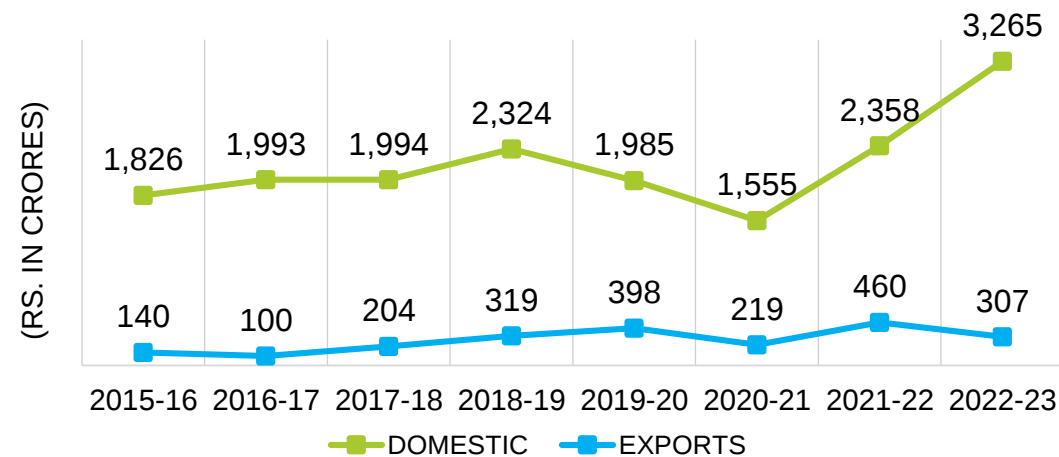


## VOLUMES FROM VALUE ADDED PRODUCTS (%)



## SALES TURNOVER

DOMESTIC EXPORTS





# Textiles

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



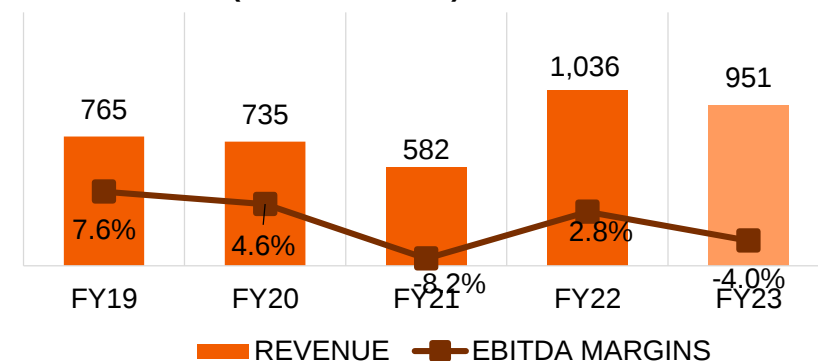
# EXECUTIVE SUMMARY – CENTURY TEXTILES

- 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.

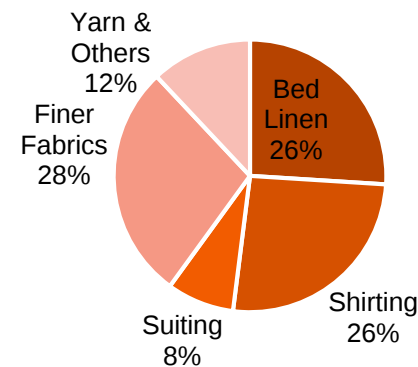
## PRODUCT PORTFOLIO

- 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.

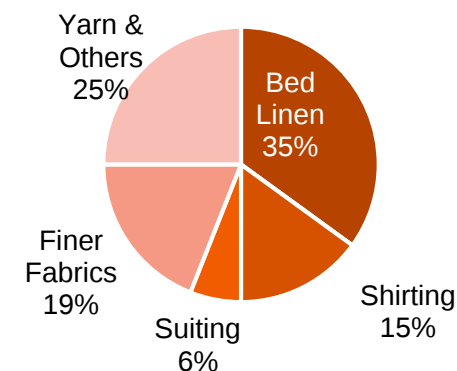
## TURNOVER (RS. IN CRORES) & EBITDA MARGINS (%)



## REVENUE MIX – FY23



## REVENUE MIX – FY22





# 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
- Opened LLC at 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)



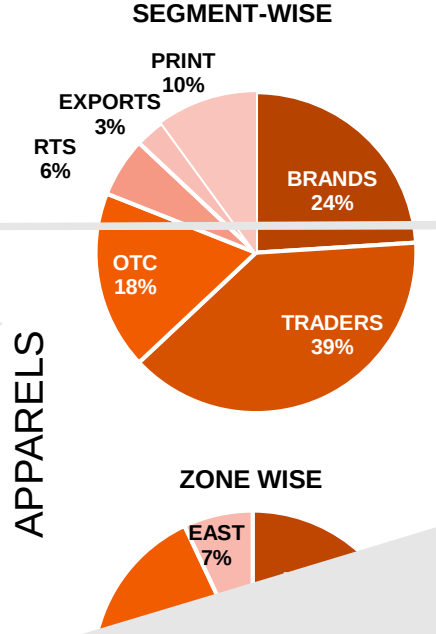
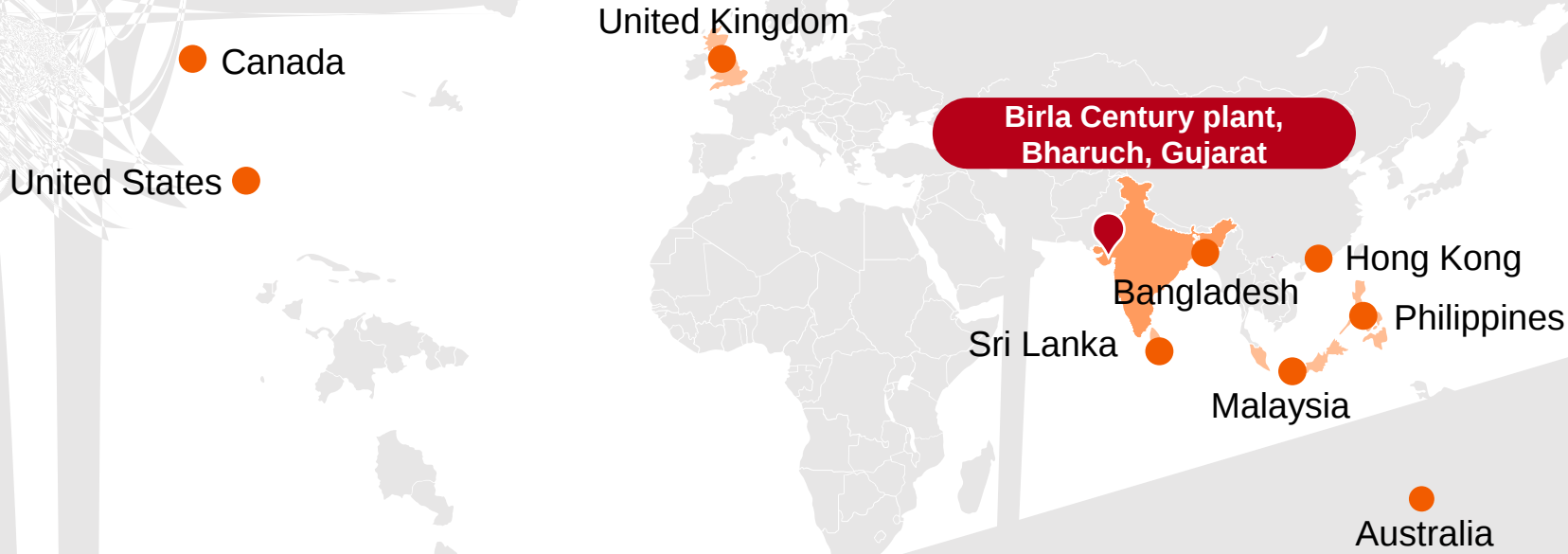
BCI Registered Member (Better  
cotton Initiative)



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.

# GEOGRAPHICAL PRESENCE





# 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 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**

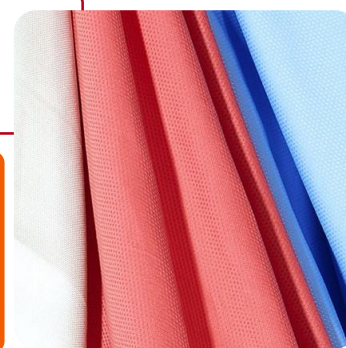
Birla Century is one of the leading bed and bath linen manufacturers in India.

Birla 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**

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.



# ENVIRONMENT SOCIAL GOVERNANCE (ESG) – TEXTILES



## 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



## SOCIAL



- 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 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



# BIRLA CENTURY, STRATEGIC PERFORMANCE

Real Estate



Pulp & Paper



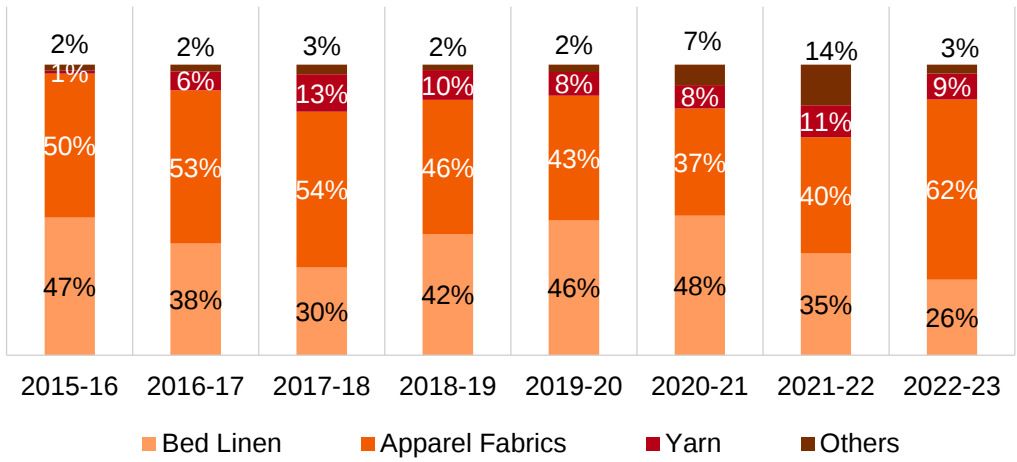
Textiles



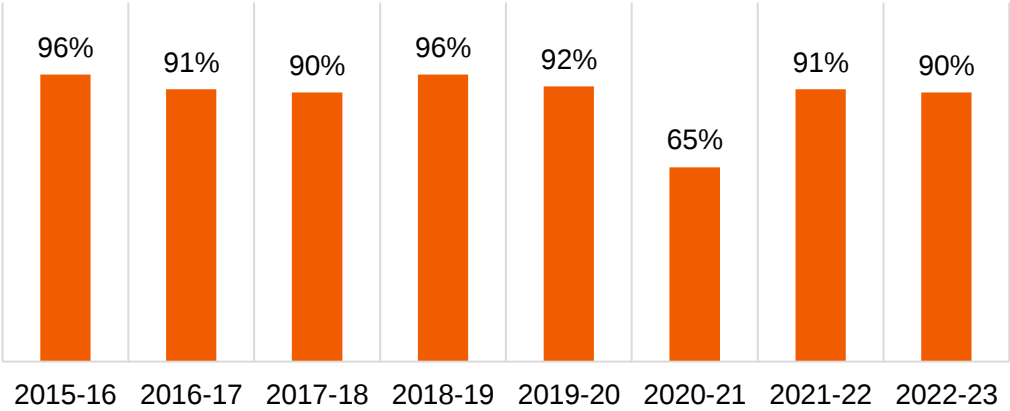
Financials



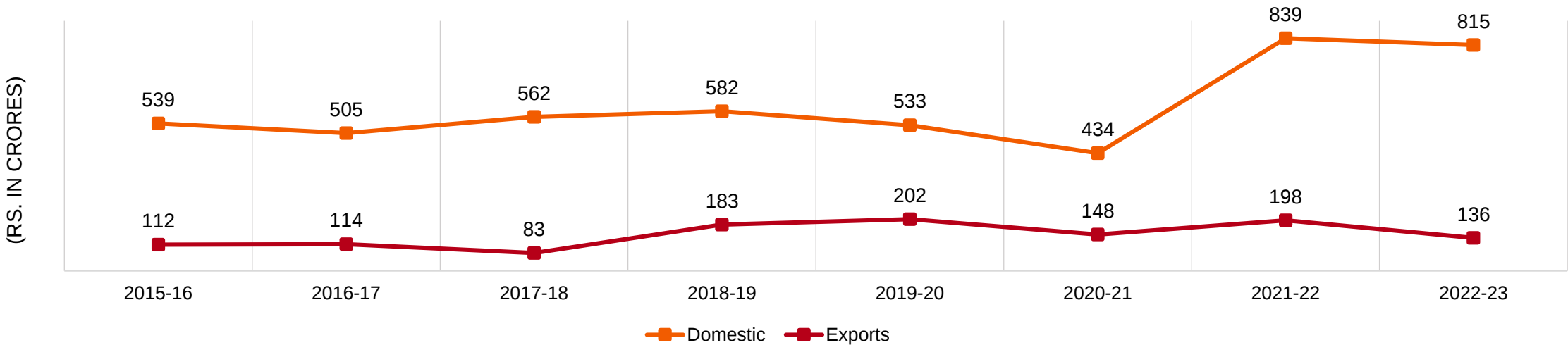
BUSINESS MIX



CAPACITY UTILIZATION PERCENTAGE



SALES TURNOVER





# Financial Summary

Excellent financial performance during the year as compared to FY22

# HISTORICAL CONSOLIDATED FINANCIAL PERFORMANCE

(RS. IN CRORES)

| Particulars                          | FY19         | FY20         | FY21         | FY22         | FY23         |
|--------------------------------------|--------------|--------------|--------------|--------------|--------------|
| <b>Continuing Operations</b>         |              |              |              |              |              |
| 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           |
| <b>Total Sales</b>                   | <b>3,633</b> | <b>3,331</b> | <b>2,567</b> | <b>4,068</b> | <b>4,719</b> |
| <b>EBITDA</b>                        |              |              |              |              |              |
| 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           | -            | -            |
| <b>Total EBITDA</b>                  | <b>1,061</b> | <b>600</b>   | <b>285</b>   | <b>487</b>   | <b>687</b>   |
| Less : Finance Cost                  | 102          | 87           | 71           | 52           | 54           |
| <b>PBDT</b>                          | <b>959</b>   | <b>513</b>   | <b>214</b>   | <b>434</b>   | <b>633</b>   |
| Less : Depreciation                  | 193          | 229          | 230          | 231          | 227          |
| <b>PBT</b>                           | <b>766</b>   | <b>284</b>   | <b>-16</b>   | <b>204</b>   | <b>407</b>   |
| Tax                                  | 266          | -94          | -1           | 50           | 142          |
| <b>Net Profit after tax</b>          | <b>500</b>   | <b>378</b>   | <b>-15</b>   | <b>154</b>   | <b>265</b>   |
| <b>Discontinuing Operations</b>      |              |              |              |              |              |
| Profit after tax                     | -30          | -17          | -19          | 8            | -            |
| <b>Total Net profit after tax</b>    | <b>470</b>   | <b>361</b>   | <b>-34</b>   | <b>162</b>   | <b>265</b>   |



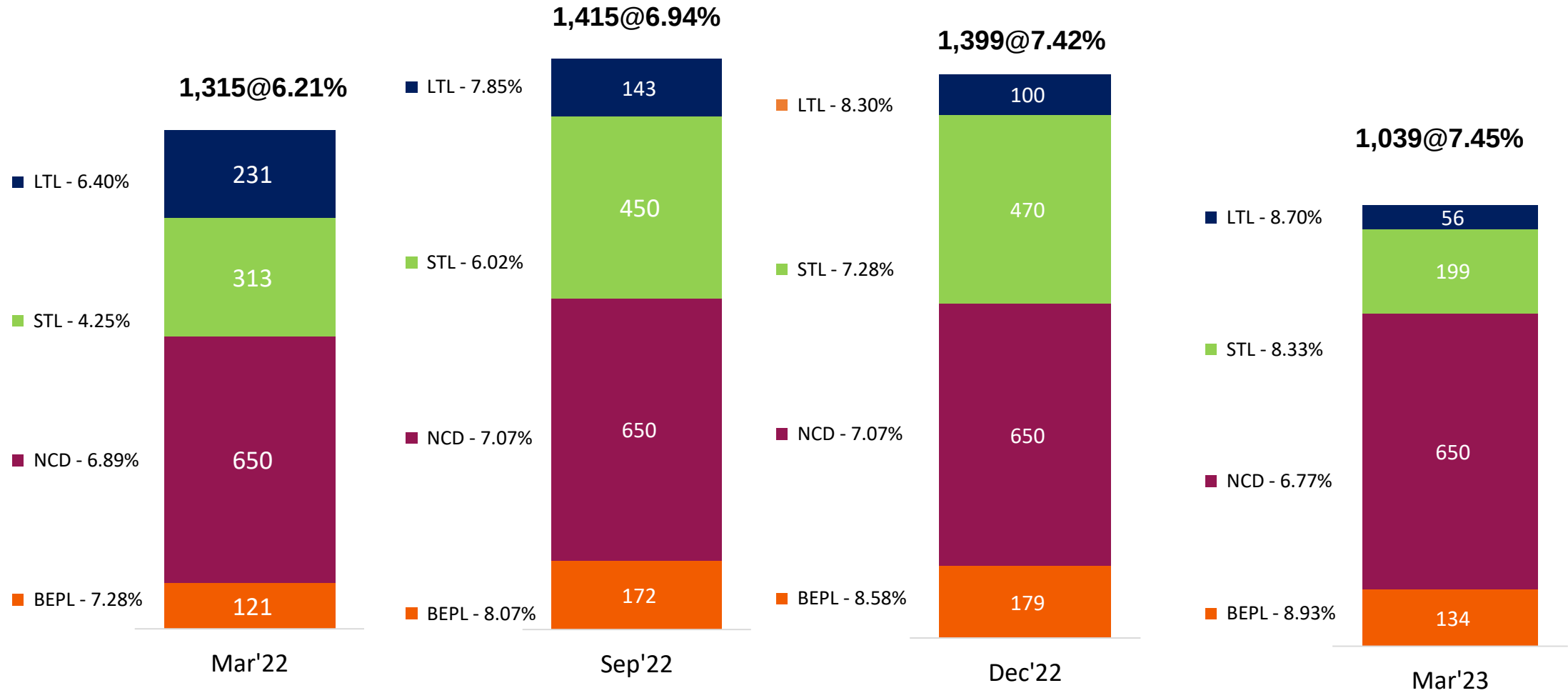
# CAPITAL EMPLOYED – AS ON 31<sup>st</sup> MARCH, 2023

(RS. IN CRORES)

| No | Particulars                            | Continued operations |       |              |               | Total |
|----|----------------------------------------|----------------------|-------|--------------|---------------|-------|
|    |                                        | Textile              | Rayon | Pulp & Paper | Birla Estates |       |
| A) | Net Block                              | 363                  | 226   | 2357         | 1162          | 4,108 |
| B) | (i) Current & Non Current Assets       |                      |       |              |               |       |
|    | Inventory                              | 184                  | 0     | 585          | 2372          | 3,141 |
|    | Debtors                                | 114                  | 0     | 40           | 0             | 154   |
|    | Other Assets                           | 32                   | 20    | 91           | 440           | 583   |
|    | Sub-Total                              | 330                  | 20    | 716          | 2,812         | 3,878 |
|    | (ii) Current & Non Current Liabilities |                      |       |              |               |       |
|    | Creditors                              | 274                  | 0     | 370          | 103           | 747   |
|    | Other Liability                        | 9                    | 733   | 168          | 1595          | 2505  |
|    | Sub-Total                              | 283                  | 733   | 538          | 1698          | 3,252 |
|    | Net Working Capital ( i-ii)            | 47                   | -713  | 178          | 1114          | 626   |
|    | Net Working Capital ( March 22)        | 71                   | -755  | 25           | 1083          | 424   |
| C) | Cash & Bank Balances                   | 0                    | 6     | 2            | 74            | 82    |
| D) | Capital Employed in the Segment        | 410                  | -481  | 2537         | 2350          | 4816  |
| F) | Loan Allotment to Segment              | 30                   | 0     | 101          | 908           | 1039  |
|    | i. Specific Loan                       | 30                   |       |              | 283           | 313   |
|    | ii.Allocated Loan                      |                      |       | 101          | 625           | 726   |
|    | <b>Ratios</b>                          |                      |       |              |               |       |
|    | Debt / Equity                          |                      |       |              |               | 0.26  |

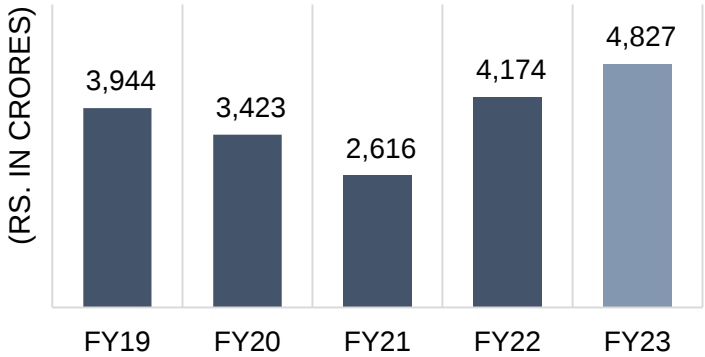
(RS. IN CRORES)

# OUTSTANDING LOAN



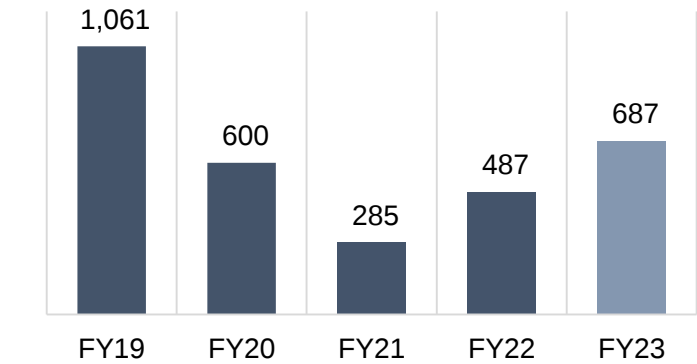
# FINANCIAL PERFORMANCE

REVENUES\* (RS. IN CRORES)

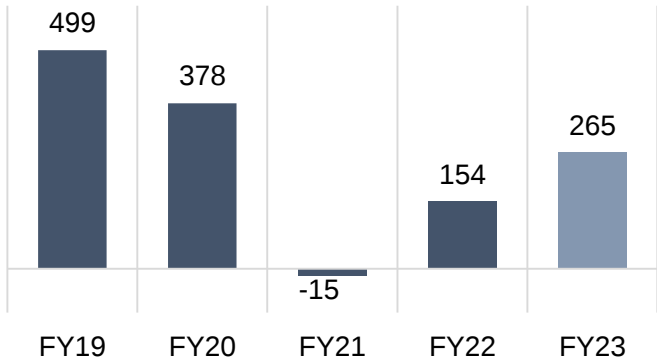


\* Revenue includes Other Operating Income

EBITDA (RS. IN CRORES)

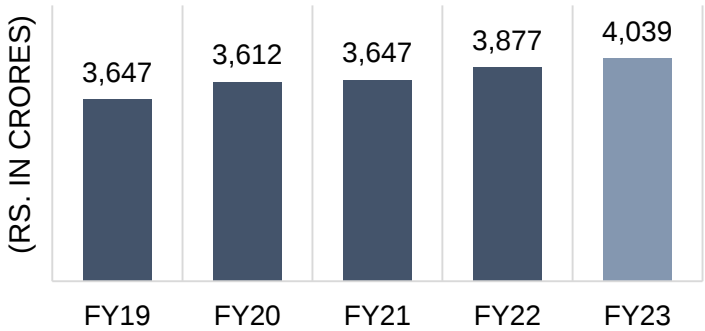


PAT# (RS. IN CRORES)

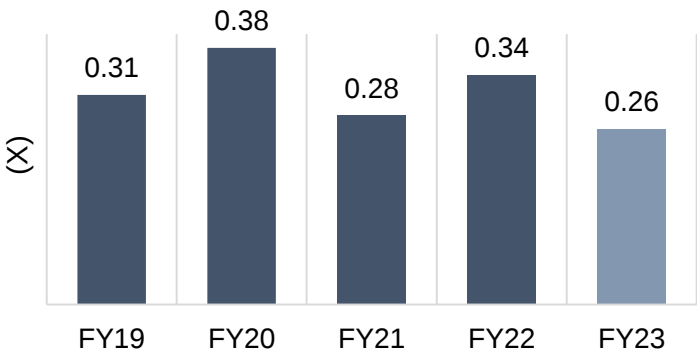


# PAT represents net profit from continuing operations

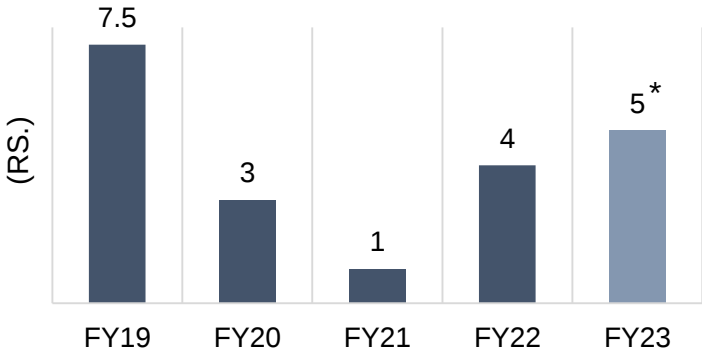
NET WORTH (RS. IN CRORES)



NET DEBT TO EQUITY (X)



DIVIDEND PER SHARE (RS.)



\* - Recommended

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**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**