CENTURY
TEXTILES AND INDUSTRIES
LIMITED

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CIN:- L17120MH1897PLC000163

SH/XII/2020 25.06.2020

Corporate Relationship Department
BSE Ltd.
1st Floor, Phiroze Jeejebhoy Towers
Dalal Street, Fort,
Mumbai-400 001
Scrip Code: 500040

Listing Department
National Stock Exchange of India Ltd.
"Exchange Plaza" 5th floor,
Bandra-Kurla Complex
Bandra (East), Mumbai-400 051.
Scrip Code: CENTURYTEX

Dear Sir,

Sub: Disclosure under Regulation 30 of the Securities and Exchange Board of India (Listing Obligations and Disclosure Requirements) Regulations, 2015
Intimation of Investor's meeting.

Please refer our letter dated 23rd June, 2020 and 24th June, 2020 informing you about the Investor's meeting to be held on 25th June, 2020 and 26th June, 2020.

In this connection, please find attached herewith a copy of the presentation to be shared with the Investors at the aforesaid meeting.

This is for your information and record.

Thanking you,

Yours truly,
For Century Textiles and Industries Ltd.,

Company Secretary

Encl: as above

Century Textiles & Industries Limited

Overseas

INVESTOR PRESENTATION

June, 2020

Stock Code : BSE : 500040 | NSE : CENTURYTEX | Reuters : CNTY.NS | Bloomberg : CENT:IN

TABLE OF CONTENTS

- Financials
- Real Estate
- Pulp & Paper
- Textiles

PERFORMANCE AT A GLANCE - CONSOLIDATED

Rs. In Crore

Description	FY20 (Q4)	FY19 (Q4)	FY20 (12M) *	FY19 (12M) *
Turnover #	770	843	3331	3633
EBITDA #	89	295	600	1061
Less : One time income : TDR Sale				160
Reversal of EPCG & it's interest liability		128		128
Adjusted EBITDA	89	167	600	773
EBITDA %age	11.6%	19.8%	18.0%	21.3%

Real Estate (12 Months)

Rental Income	146
EBITDA	4
EBITDA %	2.7%

Pulp & Paper (12 Months)

Sales	2383
EBITDA	511
EBITDA %	21.4%

Textile (12 Months)

Sales	735
EBITDA	34
EBITDA %	4.6%

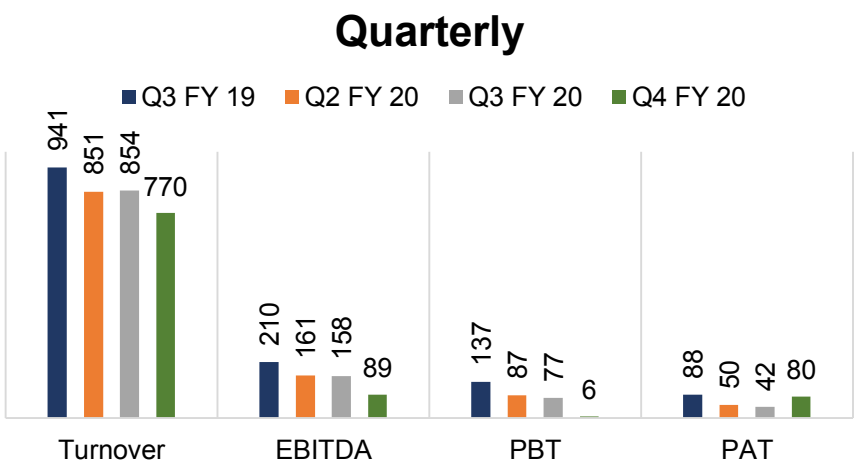
Cement demerged with UTCL as on 30/09/2019 w.e.f.20/05/2018

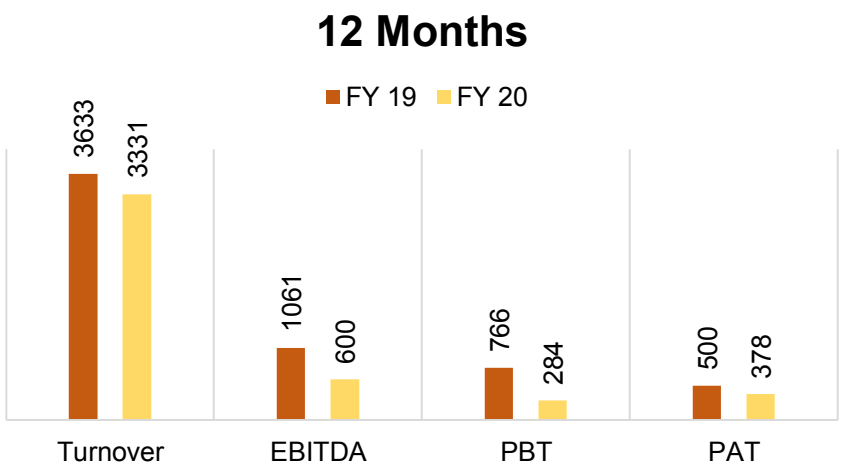
Total Net Debt Outstanding is ~Rs. 1382 Cr. as on 31st March, 2020

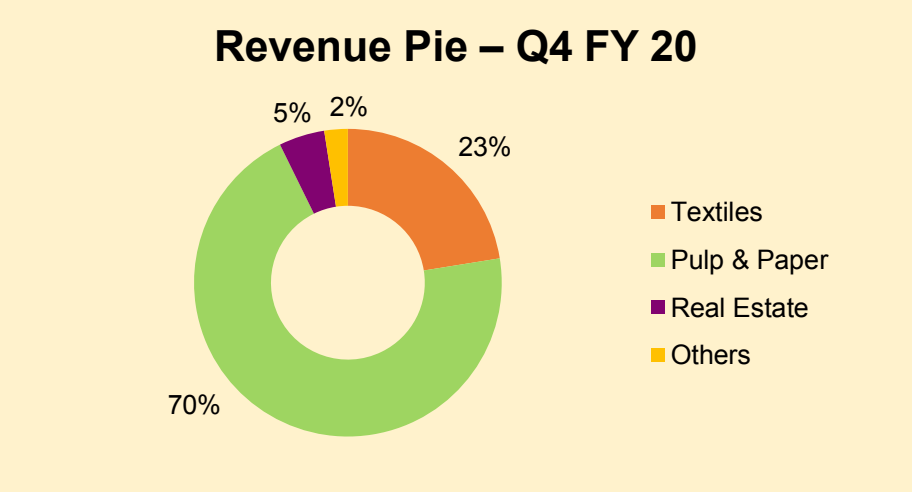
#Turnover & EBITDA for 12 months of CTIL also includes Rs. 67 Crore & Rs. 51 Crores respectively from Rayon & Salt Works businesses apart from above 3 main businesses.

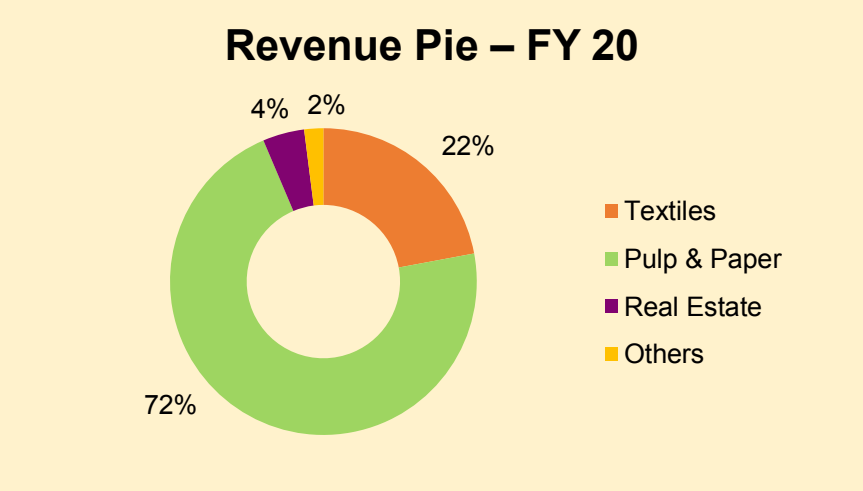
*The above figures are of continuing operation. Discontinuing operations (not shown above) includes Cement, Yarn & Denim divisions. EBITDA loss of discontinuing operations during FY 2019-20 was Rs.26 Crs as against Rs.5 Crs gain during FY 2018-19.

CONSOLIDATED PERFORMANCE SNAPSHOT









KEY HIGHLIGHTS

Real Estate

2 Projects launched in FY 20 - Birla Vanya, Kalyan and Birla Alokya, Bengaluru

Birla Vanya, Kalyan – Sold BV 342 Crs. Project construction was as per schedule.

Birla Alokya,Bengaluru – Sold BV 108 Crs. Project construction was as per schedule

Birla Navya, Gurugram (AnantRaj deal) – Project was ready for launch in Q4 FY 20 with RERA approval but launch had to be shifted to FY 21 due to outbreak of Covid-19

The progress on Company's project at Magadi Road, Bengaluru was as per schedule. Expected Launch in FY 22

Pulp & Paper

Capacity Utilization during Q4 FY20 was at 96% same as Q4 FY19

Sales in Q4 FY20 were down by 1% compared to Q4 FY19. Drop in sales revenue by 13%

Realization drop got majorly compensated by drop in input costs by around 10% & partially by improved operational efficiency.

Textiles

Capacity Utilization in Q4 is 85%, 2% lower as compared to Q4 FY19.

Sales revenue in Q4 is down by 17 % compared to Q4 FY19

The EBITDA was impacted during current quarter primarily due reversal of MEIS retrospectively by government and lower sales due to COVID-19.

Production

Product	Unit	PRODUCTION (MT)							
		Pro rata Capacity	Q4 20	Q4 19	% Var	Annual Capacity	FY20	FY19	% Var
Paper	MT	49,182	50,484	55,898	-10%	1,97,810	2,19,042	2,31,854	-6%
Pulp	MT	7,787	10,303	5,719	80%	31,320	40,844	33,323	23%
Tissue Paper	MT	8,951	5,608	6,712	-16%	36,000	25,670	26,843	-4%
Multilayer Packaging Board	MT	44,754	39,800	37,569	6%	1,80,000	1,61,202	1,65,182	-2%
		1,10,674	1,06,196	1,05,898	0%	4,45,130	4,46,759	4,57,202	-2%
Capacity Utilisation			96%	96%			100%	103%	
Cloth	K Mtrs	10,010	8,537	8,689	-2%	39,270	35,942	37,353	-4%
Capacity Utilisation			85%	87%			92%	95%	

Sales

Product	Unit	SALES (Volume)						NETSALES (Rs in Crores)					
		Q4 20	Q419	% Var	FY20	FY19	% Var	Q4 20	Q419	% Var	FY20	FY19	% Var
Paper	MT	49,406	56,557	-14%	2,16,005	2,33,248	-7%	264.51	345.12	-30%	1,207.42	1,374.50	-12%
Pulp	MT	3,700	2,177	41%	14,110	15,550	-9%	22.12	15.00	32%	89.00	97.72	-9%
Tissue Paper	MT	5,655	7,147	-26%	25,308	27,230	-7%	40.12	54.68	-36%	189.55	202.63	-6%
Multilayer Packaging Board	MT	38,988	33,234	15%	1,59,855	1,56,105	2%	214.89	207.67	3%	897.50	960.01	-7%
Traded goods (Board)	MT	-	-	0%	-	2,071	-100%	-	-	0%	-	7.89	-100%
		97,749	99,115	-1%	4,15,278	4,34,204	-4%	541.64	622.47	-13%	2,383.47	2,642.75	-10%
Cloth	K Mtrs	5,402	8,828	-39%	30,449	33,283	-9%	72.65	121.16	-40%	468.48	507.67	-8%
Bed Sheets	Sets	3,93,246	2,04,379	92%	15,00,291	14,30,497	5%	40.47	23.07	75%	156.23	162.65	-4%
Yarn	MT	736	569	29%	2,232	2,807	-20%	19.86	16.24	22%	59.84	77.97	-23%
Others								12.53	32.02	-61%	50.45	16.71	202%
								145.51	192.49	-24%	735.00	765.00	-4%

TRENDS IN REALISATION, CONTRIBUTION AND INPUT PRICES

(With Q1 FY 19 as base)

Particulars	Unit	Q1 FY19	Q2 FY19	Q3 FY19	Q4 FY19	Q1 FY20	Q2 FY20	Q3 FY20	Q3 FY20	Q3 FY20
CPP										
1. Net Sales Realisation (NSR)										
Domestic	Rs.Per/T	100%	104%	99%	110%	106%	103%	99%	106%	99%
Export	Rs.Per/T	100%	107%	110%	103%	96%	91%	87%	96%	82%
Total NSR	Rs.Per/T	100%	104%	110%	109%	105%	101%	97%	105%	96%
2. Contribution										
RGP	Rs.Per/T	100%	80%	83%	95%	95%	62%	79%	95%	63%
Paper	Rs.Per/T	100%	102%	121%	176%	109%	102%	98%	109%	98%
Tissue Paper	Rs.Per/T	100%	85%	89%	113%	106%	114%	112%	106%	108%
Multilayer Packaging Board	Rs.Per/T	100%	97%	114%	180%	104%	89%	90%	104%	91%
Overall Contribution	Rs.Per/T	100%	97%	113%	168%	106%	96%	95%	106%	93%
3. Input Prices (Arrival Basis)										
Wood	Rs.Per/T	100%	100%	103%	106%	112%	117%	115%	112%	118%
Coal	Rs.Per/ GCV	100%	100%	104%	88%	78%	80%	78%	78%	77%
Imported Pulp	Rs.Per/T	100%	103%	105%	105%	97%	94%	84%	97%	80%
Total Variable Cost	Rs.Per/T	100%	107%	109%	113%	104%	103%	98%	104%	100%
Textiles										
4. Net Sales Realisation (NSR)										
Domestic	Rs.Per/Mtr	100%	101%	100%	97%	105%	104%	100%	100%	101%
Export	Rs.Per/Mtr	100%	99%	111%	93%	104%	95%	89%	89%	91%
Total NSR	Rs.Per/Mtr	100%	99%	95%	88%	97%	96%	93%	93%	93%
5. Fabrics Contribution										
Apparels	Rs.Per/Mtr	100%	100%	97%	97%	119%	116%	119%	119%	106%
Bed Linen	Rs.Per/Mtr	100%	88%	112%	140%	114%	86%	95%	95%	88%
Overall Contribution	Rs.Per/Mtr	100%	97%	103%	109%	117%	106%	111%	111%	100%
6. Input Prices										
Cotton	Rs.Per/Kg	100%	97%	104%	104%	99%	103%	99%	99%	94%
Total Variable Cost	Rs.Per/Mtr	100%	99%	93%	82%	92%	94%	88%	88%	91%

SEGMENTAL NUMBERS

Figures in Rs. Crores

Particulars	Q4 FY 19	Q4 FY 20	FY 19	FY 20
CONTINUING OPERATIONS				
SALES				
Textiles	165	173	765	735
Pulp & Paper	622	541	2643	2383
Real Estate	40	37	159	146
Others	16	19	66	67
Total Sales	**843**	**770**	**3633**	**3331**
EBITDA				
Textiles	13	3	58	34
Pulp & Paper	258	93	716	511
Real Estate	13	-20	232	4
Others	11	13	55	51
Total EBITDA	**295**	**89**	**1061**	**600**
Less : Finance Cost	15	25	102	87
PBDT	**280**	**64**	**959**	**513**
Less : Depreciation	48	58	193	229
PBT	**232**	**6**	**766**	**284**
Tax	89	-74	266	-94
Net Profit	**143**	**80**	**500**	**378**
Century Yarn & Denim	-22	-6	-30	-21
Net Profit after Tax	**121**	**74**	**470**	**357**
EPS -Continuing Operation	**12.76**	**7.58**	**44.72**	**34.28**
EPS -discontinued Operation	**-1.92**	**-0.23**	**-2.67**	**-1.58**
EPS -Continuing & Discontinued Operation	**10.84**	**7.35**	**42.05**	**32.70**

CAPITAL EMPLOYED – AS ON 31st MAR 2020

*Figures in Rs. Crore

Particulars	Continued Operations					Dis Ops (Y&D)	Grand Total
	Textiles Fabrics	Rayon	Pulp & Paper	Birla Estates	Total		
Net Block	416	277	2558	1,502	4753		4753
(i) Current Assets	307	23	576	627	1533	2	1536
(ii) Current Liabilities	118	164	435	321	1038	45	1083
Net Working Capital	189	-141	141	306	495	-43	452
Cash & Bank Balances	0	0	1	13	14	0	14
Capital Employed in the Segment	605	136	2700	1821	5262	-43	5219
PBIT	6		368	-36	338	-	338
Loan Allotment to Segment							
i. Specific Loan	3		14	23	40		40
ii. Allocated Loan	196		355	791	1342		1342
Total	199		369	814	1382		1382
Ratios							
Net Debt / EBITDA							2.43
Debt / Equity							0.38

STATEMENT OF OUTSTANDING LOAN

Rs. In Crore

Particulars	O/s as on 31-03-2019	O/s as on 31-12-2019	O/s as on 31-03-2020
Long Term Loans	**109**	**68**	**202**
Average Rate of Interest	*7.60%*	*7.04%*	*7.79%*
Short Term and Working Capital Loans	**212**	**621**	**57**
Average Rate of Interest	*7.63%*	*5.53%*	*6.48%*
NCD	**700**	**700**	**1100**
Average Rate of Interest	*7.99%*	*7.99%*	*7.87%*
Total CTIL Loans	**1021**	**1389**	**1359**
Average Rate of Interest as on date	*7.87%*	*6.84%*	*7.80%*
Standalone Loan Taken by Birla Estate Pvt.Ltd		**16**	**23**
Total Consolidated Loans	**1021**	**1405**	**1382**
Average Interest for 12M FY20			**7.36%**
Average Interest for 12M FY19			**8.07%**

TAX ORDINANCE, 2019

Irrevocable option can be exercised in any year

Beneficial to move to new tax regime post utilisation of :

- **MAT credit**
- **Unabsorbed depreciation**

Deferred tax liability expected to reverse in or after utilisation of above, to be **remeasured at new tax rate (25.17%)**

Tax Rate	Old Regime	New regime	
		Option 1	Option 2
Regular	34.94%	34.94%	25.17%
MAT	**21.55%**	**17.47%**	**NA**

Rs. Cr

Particulars	DTL	DTA	Net
Balance as at March 31, 2019	903	-496	407
Expected to reverse in current regime	**285**	**-366**	**-81**
Balance	618	-130	488
Remeasure @ 25.17%	**445**	**-94**	**351**
Net Impact	173	-36	137

DTL – Deferred tax liability on property plant & equipment
DTA – Deferred tax asset on Upfront royalty and provision towards litigations

Cash Flow – Q4 FY20

Rs. In Crore

	Particulars	Textile	Rayon *	Pulp & Paper	Birla Estates	Sub Total	Yarn & Denim	H.O.	Grand Total
	EBITDA	**3**	**13**	**93**	**(20)**	**89**	**(3)**	**-**	**86**
	MAT Paid	-	-	-	-	-	-	(20)	(20)
	Net Change in Working Capital	35	(13)	(46)	(31)	(55)	(5)	10 #	(50)
A)	**Operating Cash Flow**	**38**	**-**	**47**	**(51)**	**34**	**(8)**	**(10)**	**16**
	Capital Expenditure	(15)	-	(66)	(30)	(111)	-	-	(111)
B)	**Investing Cash Flow**	**(15)**	**-**	**(66)**	**(30)**	**(111)**	**-**	**-**	**(111)**
	Dividend Paid (Including Tax)								
	Interest	(7)	-	(4)	(14)	(25)	-	-	(25)
	Interest accrual on bond	-	-	-	-	-	-	15	15
C)	**Financing Cash Flow**	**(7)**	**-**	**(4)**	**(14)**	**(25)**	**-**	**15**	**(10)**
D)	**Free Cash Flow (A+B+C)**	**16**	**-**	**(23)**	**(95)**	**(102)**	**(8)**	**5**	**(105)**
	Sources of Fund Required								
	Loan Taken / (Repaid)								(23)
	Bank Balance & Investment Reduced /(Increase)								128
	Net								**105**

***Change in working capital at Rayon is due to unwinding of Commuted Royalty & Security Deposit which is non-cash item, added at EBITDA & reduced at Working Capital**

 # Amount paid on behalf of UTCL, in previous quarter, recovered.

Cash Flow – FY20

Rs. In Crore

	Particulars	Textile	Rayon	Pulp & Paper	Birla Estates	Sub Total	Yarn & Denim	H.O.	Grand Total
	EBITDA	**34**	**51**	**511**	**4**	**600**	**(26)**	**-**	**574**
	MAT Paid	-	-	-	-	-	-	**(102)**	(102)
	Net Change in Working Capital	(15)	(44)	(73)	(286)	(418)	(4)	-	(422)
A)	Operating Cash Flow	19	7	438	(282)	182	(30)	(102)	50
	Capital Expenditure	(45)	-	(144)	(72)	(261)	-	-	(261)
	Sale of Assets	4 #	-	-	-	4	-	-	4
B)	Investing Cash Flow	(41)	-	(144)	(72)	(257)	-	-	(257)
	Dividend Paid (Including Tax)	-	-	-	-	-	-	**(101)**	(101)
	Interest	(24)	(6)	(26)	(31)	**(87)**	-	-	(87)
C)	Financing Cash Flow	(24)	(6)	(26)	(31)	(87)	-	(101)	(188)
D)	Free Cash Flow (A+B+C)	(46)	1	268	(385)	(162)	(30)	(203)	(395)
	Sources of Fund Required								
	Loan Taken / (Repaid)								361
	Bank Balance & Investment Reduced /(Increase)								34
	Net								395

*** Interest at Rayon is non-cash item and is adjusted in bank balance. Change in working capital at Rayon is due to unwinding of Commuted Royalty & Security Deposit which is non-cash item, added at EBITDA & reduced at Working Capital**

 # During the year there was a sale of old Gas based turbines.

Financials | **Real Estate** | Pulp & Paper | Textiles

Over 23 lakh sq. ft. under construction across 2 projects

COVID – 19 IMPACT AND MITIGATION

- **Covid 19 Impact**
  - Birla Navya, Gurugram was ready for launch in Q4 FY 21. The prelaunch activities were well received by the market. However, due to Covid-19 epidemic the launch has now been shifted to FY 21
  - Existing Residential Projects (Birla Vanya, Kalyan and Birla Alokya, Bengaluru)
    - Construction had been halted on the sites due to the epidemic in late March 2020.
    - Collections have slowed down due to logistical challenges, particularly for milestones falling in March 2020
  - Consumer sentiment impacted due to the uncertainty around the economic conditions emanating from the country wide lockdown
- **Work has resumed at the sites with complete focus on implementation of SOPs on labor safety, sanitization and hygiene**
- **Mitigation measures**
  - Close monitoring of cash and cost for optimum working capital management
  - Digitization of the sales process to minimize physical visits by creation of a digital platform
- **Future Opportunities**
  - Increase in customer preference for branded products and corporate developers will create an opportunity for corporate players like us to increase our market share

STEP TOWARDS MORE FOCUS ON GROWING BUSINESS

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

Opportunities

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 Vision & Strategy

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

BIRLA ESTATES HAS CREATED LANDMARK COMMERCIAL PROJECTS

Birla Aurora, Worli

- 2.55 Lakh sq. ft. of commercial space
- 22-storey building

Birla Centurion, Worli

- 3.5 Lakh sq. ft. of commercial space
- 13-storey building

Overview of the Buildings

- Superior Quality
- LEED Platinum certified Buildings
- Strong execution abilities
- Assets almost 100% leased, commanding high rentals
- INR 125 Crs annual leasing revenue from assets
- Commanding best rentals in Worli micro market (~ Rs.185 /sq. ft.)

SUMMARY OF PORTFOLIO UNDER DEVELOPMENT

Location	Land Area (in Acres)	Area under Development (in lakh sq. ft.)	Revenue Potential (in INR Crs)
Worli – Residential	20.0	30.0*	9,500
Kalyan	22.0	13.1*	1,125
Total - Owned Parcels under development	**42.0**	**43.1**	**10,625**
Sec 63 A, Gurugram (JDA)	65.0	36.5	4,415
Birla Alokya, Soukya Road, Bengaluru (Outright)	8.1	5.5	385
Magadi Road, Bengaluru (JDA)	4.75	6.0	559
Total – New Business Development	**77.85**	**48.0**	**5,359**
TOTAL	**119.85**	**91.1**	**15,984**

*Only assumes active parcels under development currently. Total potential of Worli, Kalyan lands in portfolio is higher

CAPEX – FY 20

Century Estates	Rs. In Cr.
	Amt
Capex	
Facility Capex	1.1
Total Capex	1.1
CWIP	
Worli (East)	37.2
Worli West : MHADA / Colony	3.9
Birla Vanya - Kalyan	1.0
Kalyan Kamba	0.1
Talegaon	0.2
Total CWIP	42.3
Interest Capitalized	19.2
Total CWIP (incl. Interest)	61.6
Total CAPEX + CWIP	62.7

BEPL:	Rs. In Cr.		
	Spent	Advance	Total
Capex			
Corp IT Capex	1.8		1.8
Vehicles for Emp	0.6		0.6
Capex - Birla Vanya	0.7		0.7
Capex - Birla Alokya	0.2		0.2
Total Capex	**3.3**	**-**	**3.3**
CWIP			
Birla Vanya - Kalyan	66.0	10.3	76.3
Kalyan 22 Acres - KDMC	0.3	-	0.3
Birla Alokya - Soukya Road, Bangalore	16.8	4.5	21.3
Total CWIP	**83.1**	**14.9**	**98.0**
Total Capex + CWIP	**86.4**	**14.9**	**101.3**

BIRLA VANYA, KALYAN – PROJECT DETAILS (LAUNCHED – Q1 FY 20)

Location	Shahad, Kalyan
Area	22 acres
Saleable Area	13.12 lakh sq. ft. Phase 1 – 5.24 lakh sq. ft. launched
Revenue Potential	INR 1,125 Crs
Architect	Arch. Hafeez Contractor
Product Type	Residential – 1 BHK, 2 BHK, 3 BHK & 4 BHK
Cumulative Sales	Achieved Booking Value of INR 342 Crs
Construction	▪ Phase 1 – 4th Podium completed ▪ Work reinitiated at site in May after shut down due to Covid-19

BIRLA ALOKYA, BENGALURU (Outright) – PROJECT DETAILS (LAUNCHED – Q3 FY 20)

Location	Soukya Road, Bengaluru
Area	8.1 acres
Saleable Area	5.47 lakh sq. ft.
Revenue Potential	INR 385 Crs
Architect	Synergy
Product Type	Residential – 3-Bed and 4-Bed Villaments
Cumulative Sales	Achieved Booking Value of INR 114 Crs
Construction	▪ Foundation work completed as planned ▪ Work reinitiated at site in May after shut down due to Covid-19

BIRLA NAVYA, GURUGRAM (JV) – PROJECT DETAILS

Location	Sector 63 A, Gurugram, NCR
Area	65 acres
Saleable Area	36.5 lakh sq. ft.
Revenue Potential	INR 4,415 Crs
Architect	R Corp
Product Type	Residential – 2 BHK, 3 BHK & 4 BHK
Launch Year	FY 21
Current Update	▪ RERA Approval obtained and Project ready for launch

CENTURY MILLS, WORLI – PROJECT DETAILS

Location	Worli, Mumbai
Area	20 acres
Saleable Area	30 lakh sq. ft.
Revenue Potential	INR 9,500 Crs
Architect	Foster & Partners
Product Type	Residential – 2 BHK, 3 BHK, 4 BHK and 5 BHK Penthouse
Launch Year	FY 22
Current Update	▪ Pre launch activities ongoing

MAGADI ROAD, BENGALURU (JV) – PROJECT DETAILS

Location	Magadi Road, Bengaluru
Area	4.75 acres
Saleable Area	5.97 lakh sq. ft.
Revenue Potential	INR 559 Crs
Architect	RSP
Product Type	Residential – 2 BHK, 2.5 BHK, 3 BHK & 4 BHK
Launch Year	FY 22
Current Update	▪ Pre launch activities ongoing

CENTURY
PULP & PAPER

Financials | Real Estate | **Pulp & Paper** | Textiles

Flag bearer in Paper Industry

Covid – 19 Impact and Mitigation – Pulp & Paper

- **Covid 19 Impact**
  - Overall Indian Pulp & Paper sector hit hard since the sector is highly dependent on global markets for exports and imports.
  - Disruptions in supply chain and subdued market condition has adversely impacted the overall demand of all variants of paper.
  - In future, Packaging Board demand to grow due to higher consumption of packaging material by e-commerce, FMCG, Food and pharma industries.
  - Tissue Paper demand to grow due to Government awareness programs towards hygiene and sanitation.
  - Writing & Printing Paper demand will remain subdued due to deferment in academic sessions by institutions.
- **Mitigation measures**
  - First priority is people and their safety
    - Created SOP's & ERT's for Factory, Cutting Centers and office meeting 100% compliance of MHA guidelines.
    - Training provided to all the people entering the plant on personal hygiene & social distancing.
    - Tracking of people movement inside the colony as well as people working with us.
  - Highest priority to cash conservation by daily monitoring of cash position by the LT and deferment of capital expenditure. Tight control on fixed expenses.
  - Digitalization of the S&OP processes by implementation of a CRM system and automation of certain operations activities is under way
  - Engagement with all stakeholders is continuous process
    - Virtual dealer meet, for North, East and West region for all the three product segments. Issues addressed and few relaxation given in payment terms.
    - Virtual supplier meet where 90 people participated,
- **Board & Tissue Plants started on 17th of April and the production was bought to 100% by 20th of April. This accounted for 45% of our entire plant capacity. From 10th May the entire plant is running with manpower of 2500 @ 70 % of total manufacturing capacity.**

ABOUT CENTURY PULP & PAPER

Established in **1984.**

The **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.

Entered into Tissue retail business with its own branding.

OUR JOURNEY

1984

RGP
Technology/ Capacity:
MECHANO/ 87 TPD

1984

PM 1 & 2
Technology/ Capacity:
MECHANO/ 110 TPD

1995

PM 3
Technology/ Capacity: VOITH
SUZLER/ 250 TPD

2007

PM 4
Technology/ Capacity: VOITH
SUZLER/ 250 TPD

2009

PM 5 (Tissue)
Technology/ Capacity:
METSO/ 100 TPD

2012

BM 6 (Board)
Technology/ Capacity:
VOITH/ 500 TPD

2020

PM 7 (Tissue)
Technology/ Capacity:
VALMET/100 TPD

Capacity Spectrum

Total Capacity	Manpower	Power	Fixed Assets
4.45 Lakh MTPA (Board Paper Tissue RGP)	**> 5,000** (Approx)	**86 MW** (Self Generation Turbine)	**Rs. 2,530 Cr** (Approx. opening FY21)

OUR PRODUCTS

CENTURY PULP & PAPER MILL - CAPACITIES

Board Capacity– 500 ton per day

Paper Capacity – 650 ton per day

Tissue Capacity– 100 ton per day*

Rayon Grade Pulp – 100 ton per day

*Excluding , Additional Capacity in Tissue of 100 ton per day in October'20

Present Annual Production Capacity
4,45,000 tons

Flag bearer in Paper Industry

India's only integrated mill that delivers comprehensive solutions in Paper, Tissue & Board from a single location

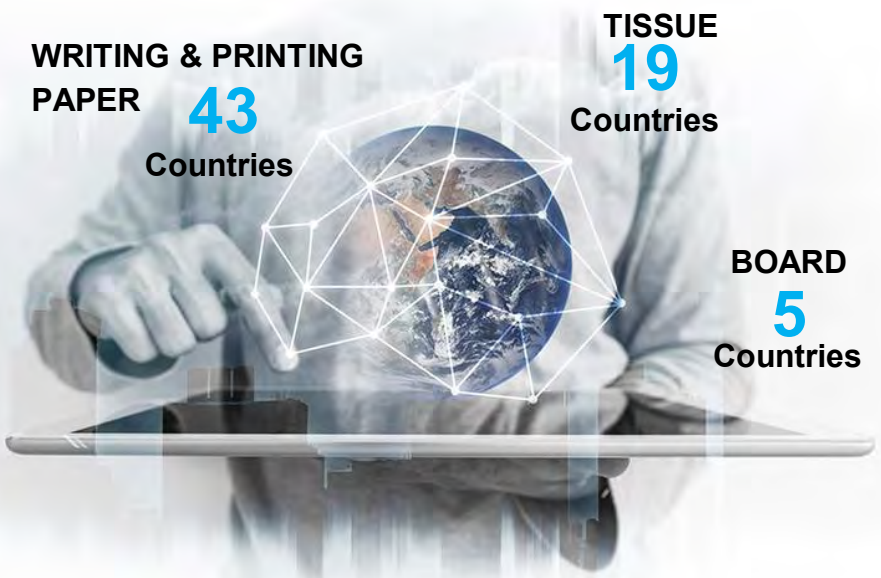
Fastest growing paper company in the industry

THE FLAG BEARER OF INDIAN PAPER INDUSTRY

Products Global Presence

RGP - RAYON GRADE PAPER

Rayon Grade Pulp is a highly purified form of cellulose made from wood and used in a wide variety of consumer applications. Century's Rayon Grade Pulp is well-accepted due to its high purity, minimal inorganic impurities, good whiteness and optimal viscosity. 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.



BOARD PAPER

Century board machine has 4 head boxes and 4 wire meshes. Shoe press removes water from pulp while retaining maximum bulk, Yankee provides good gloss. In the calendaring process, there are soft nips for less bulk loss and increased smoothness. Has a well equipped and advanced laboratory with all the latest equipment. Laboratory testing is done in a temperature and humidity controlled environment, as per TAPPI.

WRITING & PRINTING PAPERS

Century Pulp & Paper range of writing and printing paper is used to produce a wide range of stationery such as notebooks and envelopes. Entry-level varieties such as cream wove, maplitho and coated paper are popular. Although the market share of higher-quality paper has been increasing, the entry-level varieties still form the bulk of demand.

TISSUE

Set up in 2009, Century is the largest and most advanced manufacturer of Jumbo Soft Tissue Paper Rolls in India. Spread over 60,000 sq. m, its plant houses the state-of-the-art "Metso Machine with Crescent Former" that produces world-class tissue paper. As a result, quality standards are consistently high and this contributes to the high hygiene levels and overall cleanliness AH & AFH.

New Valmet Advantage Tissue Line of 100 MTD capacity upcoming by Oct'2020 with ViscoNip Technology & Redry giving consumers advantage of world class quality standards

INDUSTRIAL PAPER

Century manufacture different type of paper used in Industrial use: wide range of packaging, cardboard, tissue, insulation and wrapping products. Demand for industrial paper is often affected by these factors:

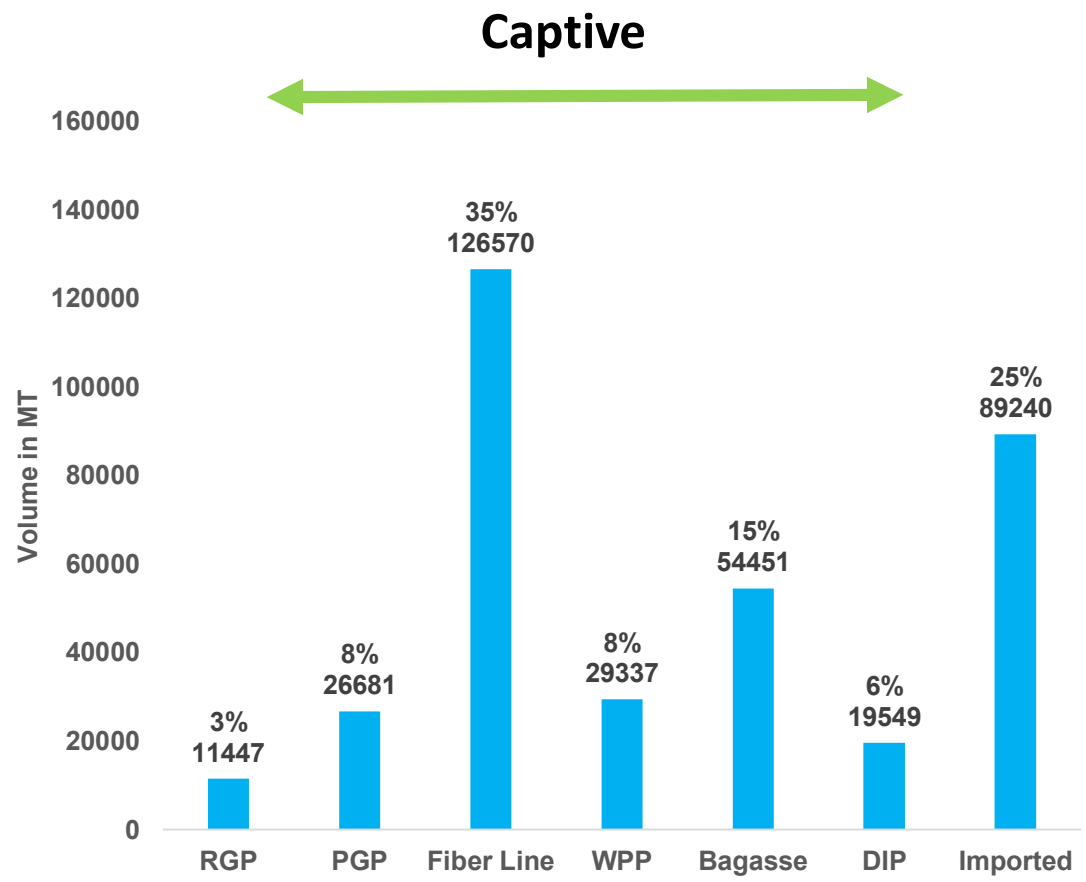
- Industrial production
- Growth in the packaging industry
- Development in technology
- Substitution by other materials.

COPIERS

Copier Paper is typically a white commodity in writing paper grade. Copier Paper now marketed as multi-purpose paper to be used in most common type of office machines including photocopiers, computer printing paper and various other printer types.

Copier Paper is of good quality and uniform dimension paper, which is used for photocopying.

RAW MATERIAL FLEXIBILITY



Captive – 268035 MT

Imported – 89240 MT

Grand Total – 357275 MT

Fiber Line Pulp Mill

RGP Pulp Mill

Raw Material Storage and Chipping

DIP

Bagasse Pulp Mill

Fiber Line

INDUSTRY OVERVIEW – INDIAN PAPER SECTOR

Market facts

Industry Growth

- India accounts for **4.5% of global paper industry**
- Projected growth at a **CAGR of 5.5% in FY 19-23**
- Total Demand- **19.8 Million MT in FY 20-21**
- Total Supply
  - **Domestic: ~15.8 Million**
  - **Imports: ~4 Million**

Industry Composition

- Highly fragmented, cyclical and capital-intensive
- Top 9 players supply **35%** of the domestic supply.
- **2/3rd players** are sub-scale (<65,000 TPA capacity)

Per Capita Consumption

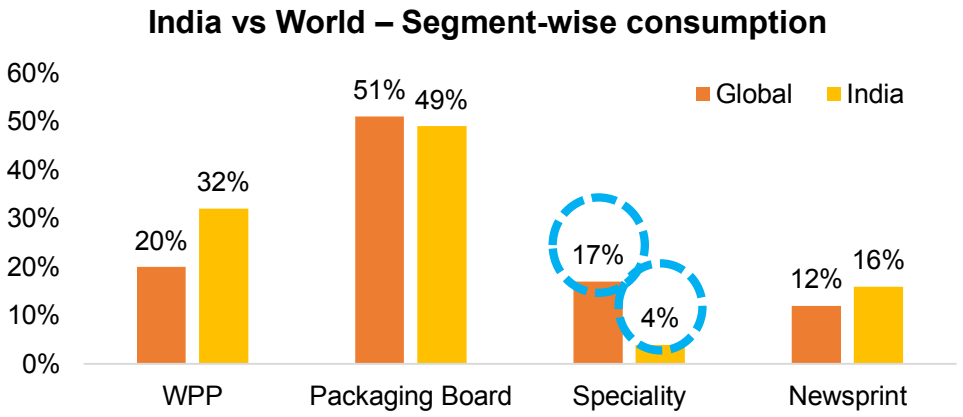
- India's per **capita consumption is very low**
- Indian consumption stands at **~13.0 kg /capita** as **compared to world's average of 57 kg / capita.** (Per capita consumption of Indonesia 32 kg, China 78 kg and US 229 kg)

Growth Drivers

- Higher spends by government on education programs
- Rising literacy levels and hygiene awareness
- Better packaging for FMCG, FMCD, Pharma & e-commerce products
- Substitution of plastic (Paper straw, cups and food wraps)
- Eco-friendly tableware industry is growing at a rapid pace (Bagasse pulp)

Source: CRISIL, Care Ratings report and Business Analysis

SEGMENT-WISE CONSUMPTION



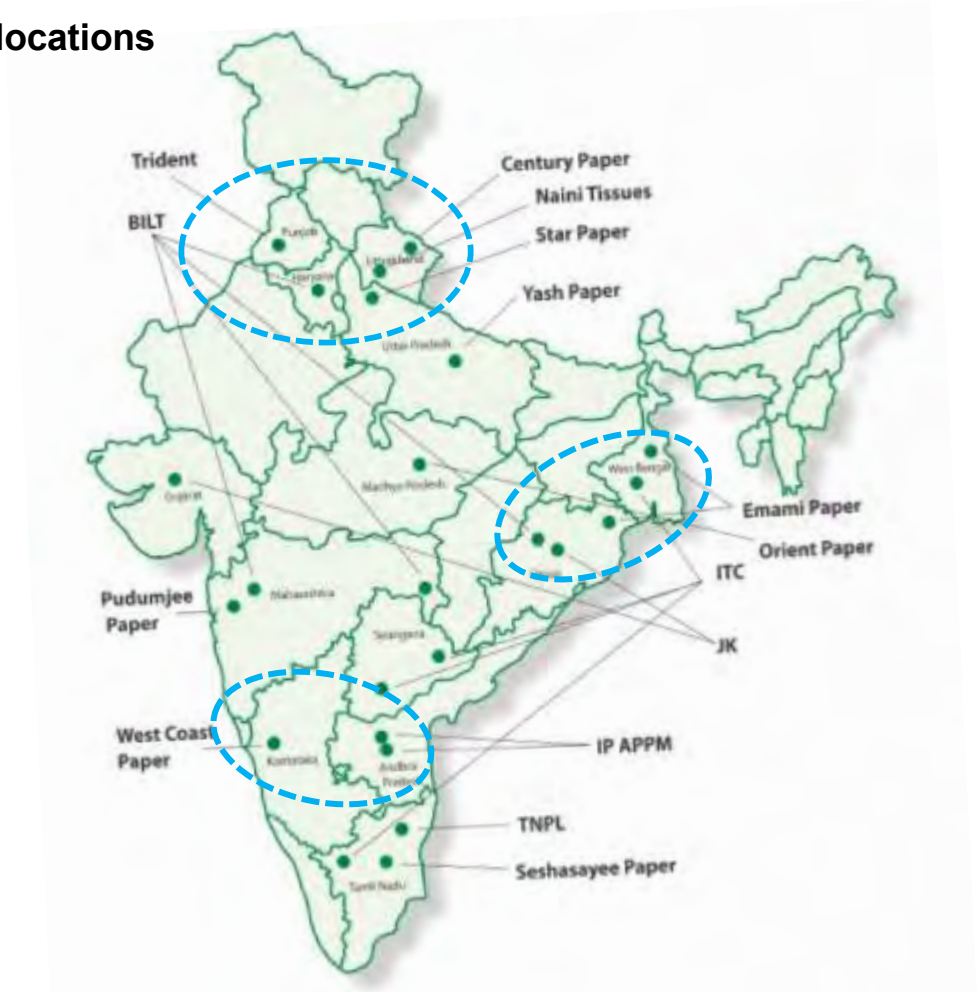
Paper board and tissue will increase their share of total paper consumption to be on par globally

Segment		Growth Drivers
WPP	CAGR growth: ~3-4% for FY 20 to FY 24 Demand : 5.7 million MT in FY 20-21	✓ Rising literacy levels, Spends in Education sector ✓ Growth of service sector and increased usage in corporates
Packaging Board	CAGR growth: ~6-7% for FY 20 to FY 24 Demand: 10.2 million MT in FY 20-21	✓ Requirement of better quality packaging in FMCG, FMCD, Pharma and e-Commerce ✓ Substitution of plastic (Paper straw and Cups)
Specialty	CAGR Growth : ~10% for FY 20 to FY 24 Demand: 1.1 million MT in FY 20-21	✓ Increased usage in hospitality sector ✓ Personal hygiene awareness is increasing ✓ Increased urbanization/ household commodity

Source: CRISIL, Care Ratings report

COMPETITIVE LANDSCAPE

Plant locations



CPP is operating at 100% capacity utilization.

Source: IPMA, Market Intelligence

% Market share during FY20 - H1

PAPER MARKET SIZE (A+B GRADE MILLS RELEVANT SEGMENT ONLY)				
MILLS	**NZ**	**EZ**	**WZ**	**SZ**
MARKET SHARE	**5,23,400**	**1,72,400**	**5,12,800**	**4,00,700**
CPP	8.3%	6.6%	5.9%	0.2%
JK	3.1%	9.3%	5.9%	10.1%
ITC	1.0%	3.1%	2.0%	7.7%
BILT	10.2%	9.0%	11.0%	6.6%
WCPM	2.1%	2.8%	9.4%	12.0%
TNPL	2.3%	12.8%	22.2%	10.0%
OTHERS	73.0%	56.5%	43.5%	53.4%

TISSUE MARKET SIZE (VIRGIN+RECYCLE)				
MILLS	**NZ**	**EZ**	**WZ**	**SZ**
MARKET SHARE	**39,000**	**3,500**	**33,800**	**36,600**
CPP	12.6%	4.0%	4.5%	5.3%
ORIENT	10.3%	45.7%	10.7%	8.7%
OTHERS VIRGIN GRADE MILLS	0.0%	0.0%	1.8%	1.7%
IMPORTS	4.4%	0.0%	10.4%	2.0%
OTHERS - RECYCLE GRADE	72.8%	50.3%	72.6%	82.2%

BOARD MARKET SIZE (RELEVANT SEGMENT ONLY)				
MILLS	**NZ**	**EZ**	**WZ**	**SZ**
MARKET SHARE	**1,27,200**	**19,950**	**1,83,900**	**96,900**
CPP	29.9%	12.4%	12.0%	0.0%
JK	9.1%	3.5%	15.8%	6.2%
ITC	27.7%	50.1%	42.1%	45.4%
TNPL	4.7%	3.8%	8.2%	17.5%
EMAMI	14.7%	30.1%	9.5%	6.2%
WCPM	0.9%	0.0%	2.7%	19.5%
OTHERS	12.9%	0.1%	9.7%	5.2%

EBITDA MOVEMENT & KEY LEVERS

(-)16 Cr — **FY 13**

164 Cr — **FY 14**

Volume Growth 60K MT - Rs 29 Cr
RM Cost Reduction - Rs 13 Cr
Realisation increase - Rs 67 Cr
Other Income - Rs 13 Cr
Capex Incurred - Rs 49 Cr

177 Cr — **FY 15**

Other Income - Rs 19 Cr
Capex Incurred - Rs 80 Cr

289 Cr — **FY 16**

Volume Growth 55K MT - Rs 44 Cr
Reduction in RM cost- Rs 43 Cr
Improved Boiler Efficiency - Rs 12 Cr
Other Income - Rs 29 Cr
Capex Incurred - Rs 51 Cr

424 Cr — **FY 17**

Volume Growth 17K MT - Rs 18 Cr
RM Cost Reduction - Rs 100 Cr
Capex Incurred - Rs 58 Cr

481 Cr — **FY 18**

RM Cost Reduction - Rs 40 Cr
Capex Incurred - Rs 13 Cr

716 Cr — **FY 19**

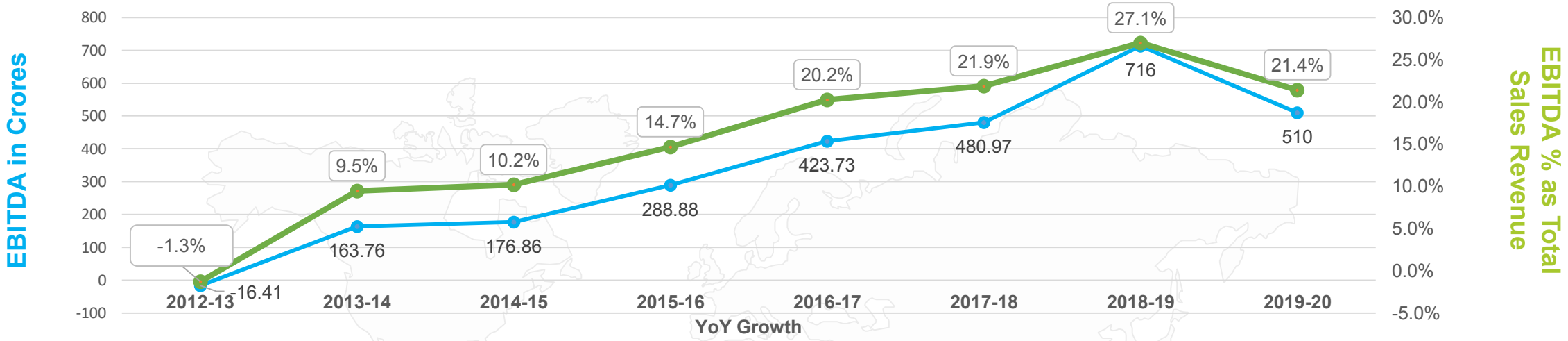
Volume Growth 13K MT - Rs 18 Cr
Realization increase - Rs 58 Cr
Reversal - Rs 128 Cr

510 Cr — **FY 20**

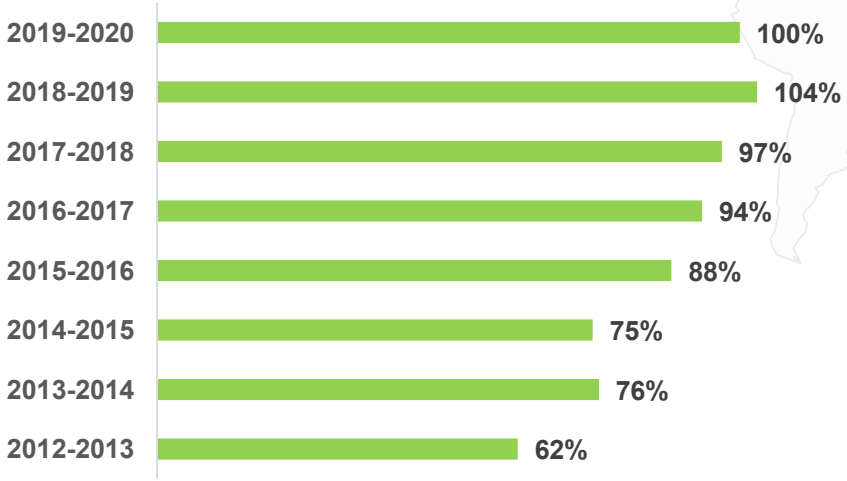
Volume Drop 19K MT – Rs 21 Cr
Realisation Drop – Rs 57 Cr

STRATEGIC PERFORMANCE (2013-2020)

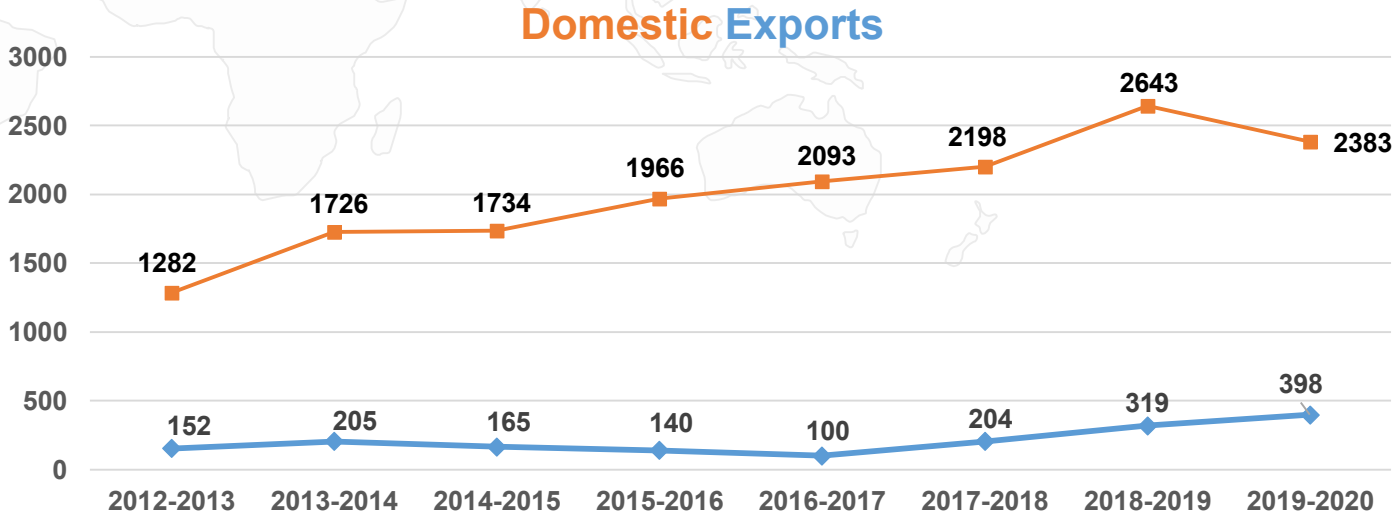
Financial Performance



Capacity Utilization Percentage



Sales Turnover in Crores



CAPEX – FY 20

Rs. In Cr.

Capex (including advances)	Amt
Paper Machine 3 & 4	11
New Tissue Plant	81
Evaporator	14
SAP	4
Others (including civil/ road works)	6
Total CAPEX	121

KEY INITIATIVES ENVISAGED

Re-structuring

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

Capacity Expansion

- Tissue expansion 36k MT
- New VAP products
- PM 3 & 4 Upgradation
- Increased speed
- Bharuch Plant 250 TPD
- BCTMP Plant
- 3rd party outsourcing Project
- New Evaporator
- New PCC Plant
- New Recovery Boiler/Turbine

Financial

- Extended credit days
- Lease renewal – Revenue Reversal
- Working Capital Optimization
- Effective Management of debtors

Procurement & IT

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

Operations

- 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

EPCG

- Increased Exports
- Group Company export benefit
- Plan to fulfill licenses by 2021

Rs 100 crs on avg per year envisaged to be allocated for next 3-5 years on growth plans

FUTURE AHEAD

B2C Channel → Increase Dealer Network → Innovation → Asset Light Model (Outsourcing) → Working Capital management → Reduce Logistic Cost

Financials | Real Estate | Pulp & Paper | **Textiles**

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

TEXTILES

Plant Overview

Shirting

Bottom Wear

Finer Fabrics

Bed Linen

Covid – 19 Impact and Mitigation – Textiles

- **Covid-19 Impact**:
  - Cancellation or suspension of confirmed orders. This led to building up of inventory in the entire supply chain.
  - Unilateral increase in payment terms by retailers and importers.
  - Scarcity of skilled workforce in India as people migrated to hometown.
  - Exports a big challenge as Europe and the USA are the most affected regions.
  - Most of the retail stores across the world have shut the stores and their survival depends on their strong finance backup. Even if they survive, they will be more price sensitive while releasing the orders
- **Mitigation measures**
  - Conserve cash by focusing on liquidation of existing inventory.
  - Focus on cost-cutting measures. To reduce rejection % and work on reducing lead times. Effort on Just-In-Time inventory model.
  - Produce competitive products having features of “use and throw” for health care and hospitality industry.
  - Develop anti-bacterial, anti-viral, dust-free products both for Apparel and Home-linen that will be in demand in time to come.
  - Move towards a sustainable business model that is environmentally acceptable and helps in capturing the impacted business share.
  - New orders to be reworked with strict payment terms and with the security of payments.

STEP TOWARDS MORE FOCUS ON GROWING BUSINESS

Textile

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

Open 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

BUSINESS – OVERVIEW & CAPEX SPEND

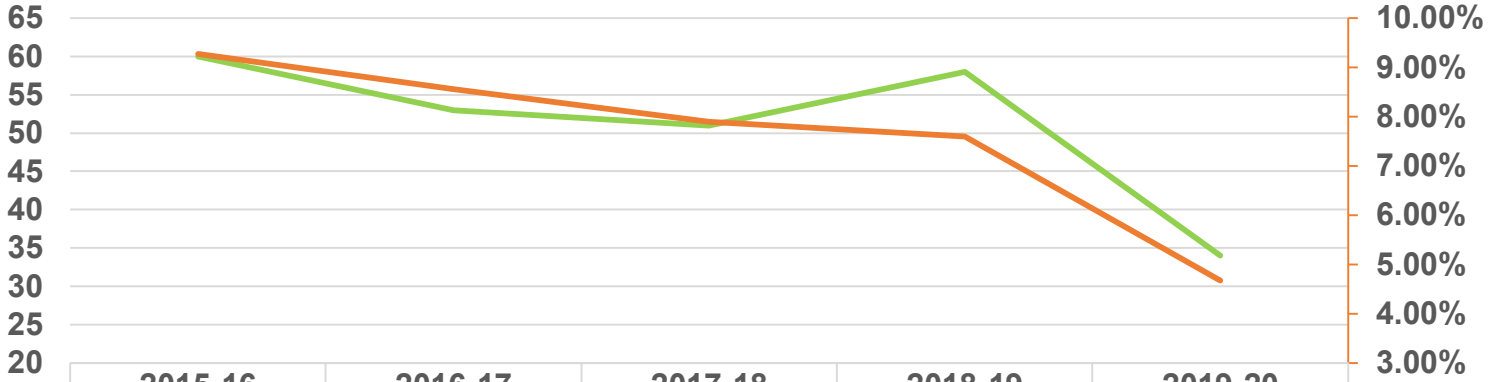
Year of Installation	2008
Installed Capacity	39.77 Million Meters
Actual Production for FY 2019-20	35.94 Million Meters
Capacity Utilization FY 2019-20	92.%
Actual Turnover for 12 Months	735 Crore
EBITDA 12 Months	34 Crore

Particulars	Rs. Cr.
Total Amount Spent	45
Spinning	6
Processing	4
Power Plant	25
Others	10

Business intends to maintain the current capacities and normal modernisation and upgradation of facilities will be done to ensure growth in EBITDA

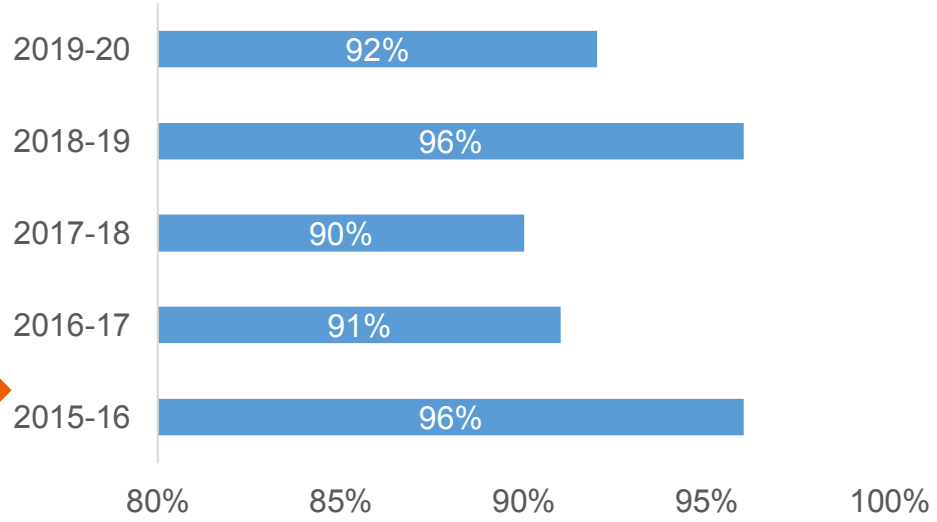
BIRLA CENTURY, STRATEGIC PERFORMANCE

Financial Performance

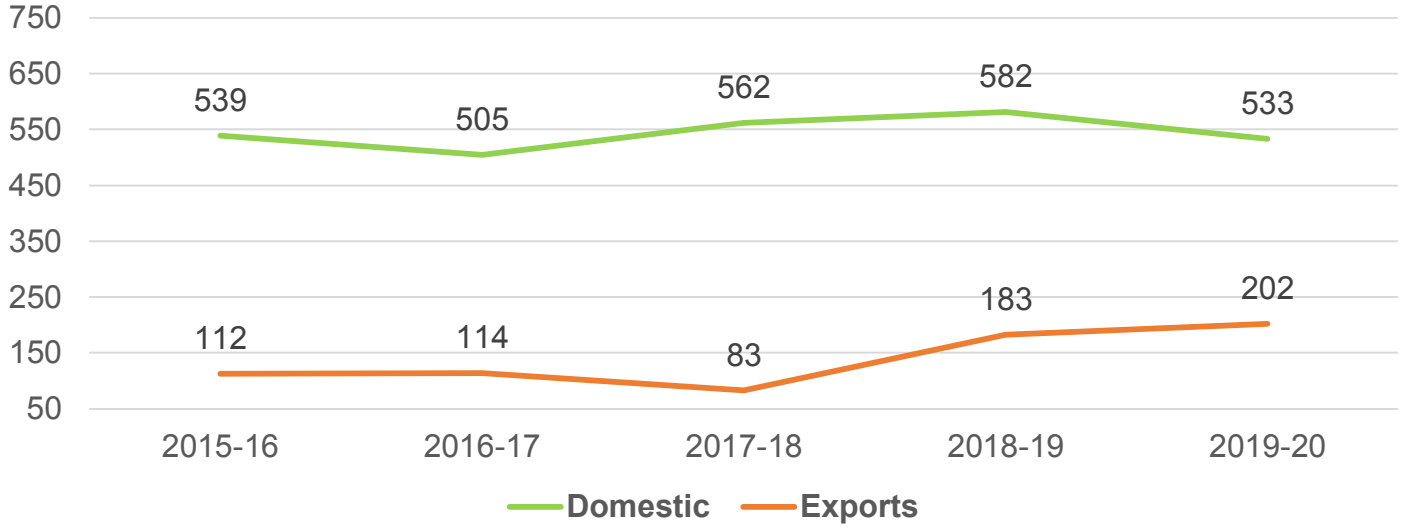


	2015-16	2016-17	2017-18	2018-19	2019-20
EBITDA (INR Crs)	60	53	51	58	34
EBITDA (in %)	9.27%	8.56%	7.90%	7.60%	4.67%

Capacity Utilisation

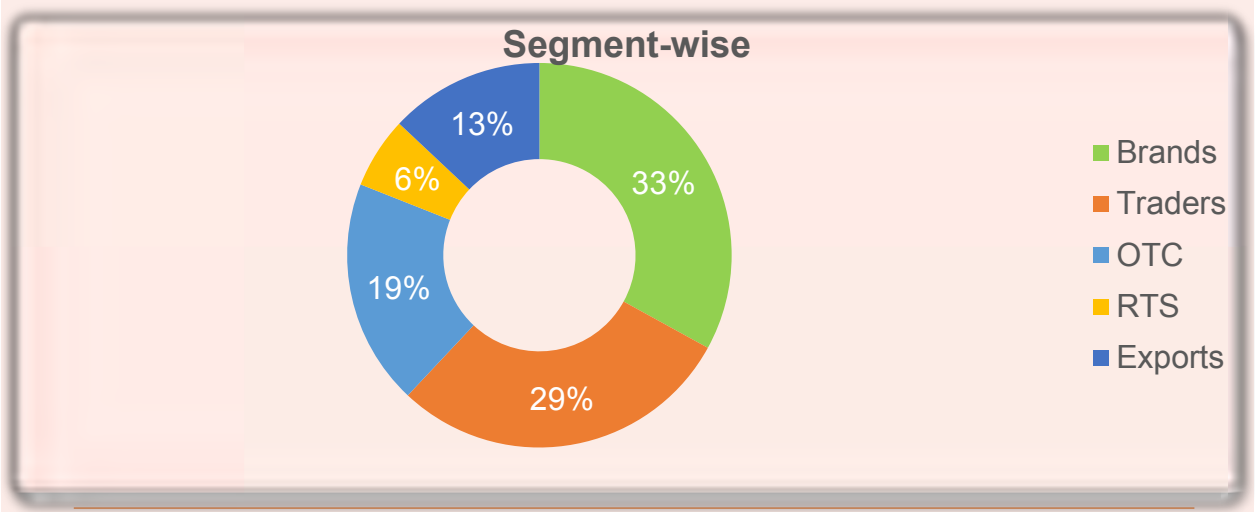


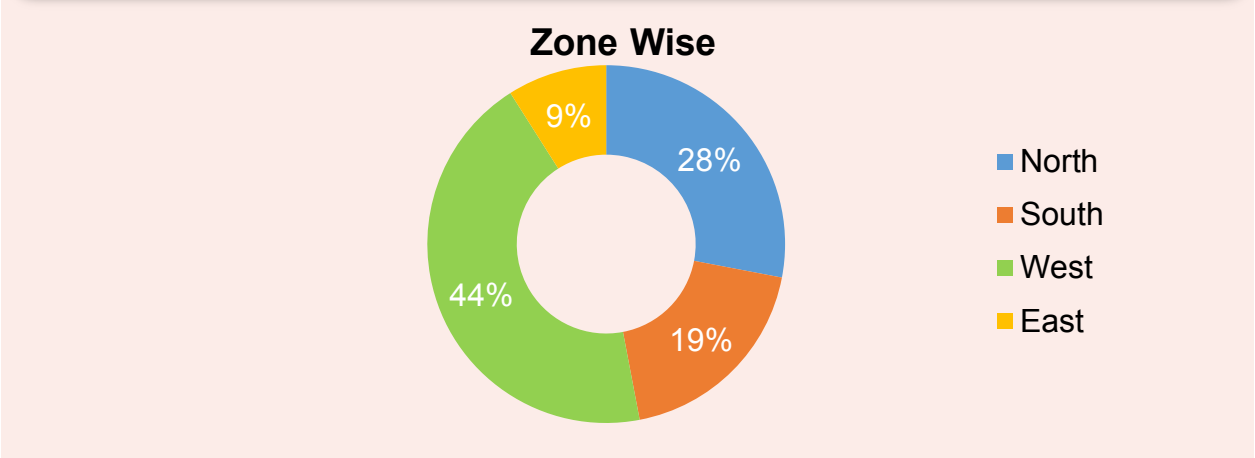
Sales Turnover (INR Crs)



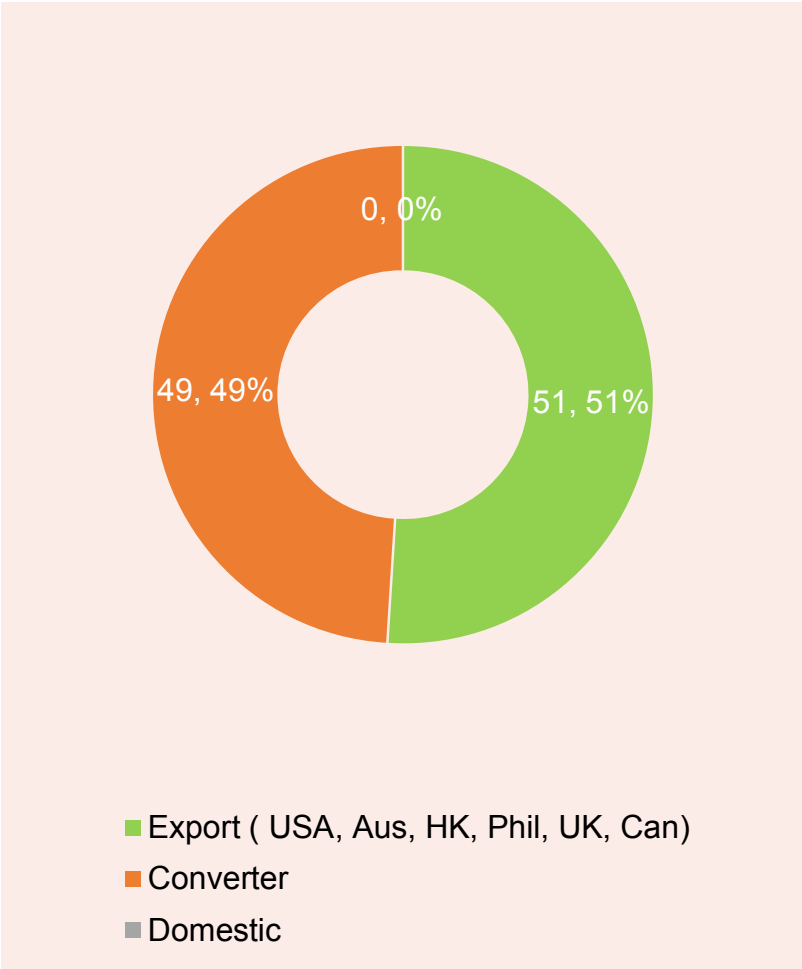
BIRLA CENTURY - DISTRIBUTION PATTERN

Apparels





Home Textiles



BIRLA CENTURY- JOURNEY OF BUSINESS SUSTAINABILITY

Accreditation & Awards for sustainable business Environment

	Name of Certification	Validity	Impact of Business Sustainability
1	Oeko-Tex Standard 100	31-Mar-21	For assuring product safety that it is safe for use from 300 harmful chemicals
2	NABL Accreditation for our Testing Laboratory of Birla Century	11-Oct-20	Important for sustainable businesses by assuring accuracy of test results on an international platform
3	STEP– Certification	30-Sep-22	To assure that the manufacturing site is sustainable for producing clean, safe and eco-friendly products
4	MIG Tags	15-Nov-22	QR Code based web solution for transparent & responsible supply chain
5	SA 8000- 2014	3-Sep-20	To assure social accountability at manufacturing plant
6	LEED (Leadership in Energy and Environmental Design)	3-Aug-22	To assure that building is green i.e. safe for industrial manufacturing
7	BCI Registered Member (Better cotton Initiative)	1-Nov-20	Social initiative for sustainable farming practices for farmers to improve their economical conditions
8	Global Organic textile Standards(GOTS)	20-Nov-20	For promoting and assuring right organic products

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 Sonama, COSTCO, Standard Fibre etc. for Bed linens.

DISCLAIMER

No statement in this presentation is intended as a profit forecast or estimate for any period and no statement in this presentation should be interpreted to mean that cash flow from operations, free cash flow, earnings, earnings per share basis for any of parties, as appropriate, for the current or future financial years would necessarily match or exceed the historical published cash flow from operations, free cash flow, earnings, earnings per share or income on a clean current cost of supplies basis for any of the parties, as appropriate.

This presentation includes statements that are, or may be deemed to be "forward-looking statements" and other estimates and projections with respect to management's subjective views of the anticipated future performance, financial condition, results of operations and business of the Company. Forward-looking statements are statements of future expectations that are based on management's current expectations and assumptions and involve known and unknown risks and uncertainties that could cause actual results, performance or events to differ materially from those expressed or implied in these statements. No assurance can be given that the forward-looking statements in this presentation will be realised. Forward-looking statements include, among other things, statements concerning the potential exposure of the Company, to market risks and statements expressing management's expectations, beliefs, estimates, forecasts, projections and assumptions including as to future potential cost savings, synergies, earnings, cash flow, return on average capital employed, production and prospects.

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Thank You