



CENTURY TEXTILES AND INDUSTRIES LIMITED

Key Highlights of Q3 FY21

- Resilient performance amidst challenging market conditions on account of the pandemic-induced shutdowns.
- Despite the challenging business environment, the Pulp and Paper Business operated at 92% capacity and the Textile business operated at 88% capacity Q 3.
- The Real Estate Business saw excellent traction across all three projects. Over 92% of the launched inventory of the Birla Vanya project in Kalyan was sold.

FINANCIAL SUMMARY – (Continued Operations)

(Rs. Crores)

	Standalone				Consolidated	
Particulars	Q3 '21	Q3 '20	9M '21	9M '20	9M '21	9M '20
Net Sales	761	854	1754	2562	1747	2561
EBITDA	129	182	262	566	205	511
PAT	53	63	35	351	(10)	298

Commenting on the Q3 results, Mr JC Laddha MD, Century Textiles and Industries Limited (CTIL) said, "The quarter marked a change in business sentiment as unlock measures gathered steam and the rollout of a vaccine appeared imminent. Our performance across businesses witnessed a positive momentum. In particular, the Real Estate business across markets saw a very strong sales response. Driven by a boost in board consumption by the Pharma sector, the Pulp and Paper business also reported a steady performance. CTIL continues to nurture customer relationships while focussing on digitization. The further



opening up of restrictions will have a positive impact on our business in the coming months while we continue to focus on the safety of our employees.”

SEGMENTAL PERFORMANCE

PULP & PAPER BUSINESS

- During the quarter, sales volumes were marginally higher than Q2 at 96,283 MT's. The capacity utilization for the quarter was 92%.
- Order flow from Pharma sector in the Board segment improved in comparison to the previous quarter as OPD services in the country re-opened post Covid-19 unlock guidelines. However, major consumption centres of all the three segments continued to remain partially shut thus leading to low demand in all the three segments – paper, tissue and boards.
- There was some relief in the Tissues segment with partial opening up of the tissue consumption segments under Unlock 5 guidelines.

REAL ESTATE BUSINESS

- Buoyed by the low home loan interest rates and stamp duty cuts by State Governments, residential demand continued to be at a healthy level across regions and price points. The quarter continued to see a significant shift in customer preference towards branded developers.
- Consequently, strong sales performance was seen at all projects (Birla Vanya at Kalyan, Birla Alokya at Bengaluru and Birla Navya at Gurugram) on the back of the healthy demand in the residential real estate sector. Overall Bookings at Birla Vanya, Kalyan crossed 500 units.
- The Digital Sales Platform 'buyonline.birlaestates.com' was launched in October 2020 for a seamless online sales experience.



TEXTILES BUSINESS

- Recovery has commenced in the third quarter and the plant operated at around 88% capacity. The order flow is good, and demand has started increasing in the market.
- Apparel Fabric demand is gradually picking up and 95% capacity utilisation was attained in the month of December. However, the disproportionate increase in raw material prices (mainly yarn) cannot be fully passed on to fabric customers, and hence margins remain under pressure.
- The Home segment is seeing traction in both local and international markets as more consumers are looking to upgrade home furnishings.
- During the period, Birla Century has struck technical collaborations with globally acclaimed chemical suppliers, with an aim to produce sustainable health and hygiene category of fabrics which are in demand at present.

OUTLOOK

Pulp and Paper

Post the unlock phases and with the vaccine on the anvil, order flows are expected to slightly improve given the gradual reopening of major consumptions segments. The partial opening of education centres as well as the announcement of the CBSE Board examinations is likely to lead to some recovery of demand in this segment. The gradual opening of cinema halls, malls, theatre multiplexes, entertainment parks outside containment zones will help revive demand. The uptick in ecommerce transactions will also aid the growth for the packaging industry. Overall, considering the present domestic and global economic scenario, the short to medium term outlook for the Indian paper industry is likely to be decent.

Real Estate

Given the developments on the vaccine front, Q4FY21 is looking to pan out better than the preceding quarters, both for the economy and the real estate sector. The continued shift in the customer preference for branded players, fresh appreciation for the need for owned



space and the trust in the Birla Brand and product, will further aid sales in the coming quarter. The preceding 9 months saw commercial tenants adapting to the pandemic induced restrictions by being much more flexible about their need for physical interactions and this is expected to affect the lease rentals and occupancy in the commercial assets. Focus remains on business development to strengthen the portfolio with deals at attractive terms.

Birla Century

Given the new normal, the business is expected to come back on track by the end of the fourth quarter of FY 21 and run full swing from mid FY22. This is predicated on the hope that a significant part of the population would have undergone vaccination and attained immunity to COVID-19 by then. With an increased focus on sustainability, the product mix will serve the market with a new range of recycled and sustainable products.

About Century Textiles and Industries Limited

Century Textiles and Industries Ltd. (CTIL) is a commercial powerhouse with interests in diverse industries. Currently, the business house is a trendsetter in cotton textile and also has a remarkable presence in the Pulp & Paper and real estate sectors.



CENTURY PULP AND PAPER – Making deep impressions with Paper

The manufacturing unit located in Lalkuan, Uttarakhand, manufactures a wide range of paper products including writing and printing paper, tissue paper and paper board as well as paper & rayon grade pulp. Over the years, it has augmented its capacities by commissioning a prime-grade tissue paper plant along with three sheet-cutting units across the northern and eastern part of India.





BIRLA ESTATES – LifeDesigned Spaces

Birla Estates marks CTIL's foray into residential and commercial real estate with the vision to transform the perception of Indian Real Estate sector by delivering an exceptional experience and creating value at every level, for every stakeholder. Our LifeDesigned spaces draw inspiration from and influence the lives we touch. They are meticulously perfected to nurture and enrich lives. Birla Estates will continue to develop land parcels held by the group, apart from entering into strategic tie-ups and alliances across top cities.



BIRLA CENTURY – About drapes, dreams and dynamism

Birla Century's 100 acre vertically integrated manufacturing facility boasts of the most sophisticated machinery and equipment to produce an array of premium textiles – from suiting and shirting to fine fabrics and household linen. Innovative finishes such wrinkle-free, easy care and anti-bacterial are imparted to fabrics through world class automated processing with eco-friendly, non-toxic dyes and chemicals. Its research and development centre equipped with a design studio for continuous innovations in designs and weaves are in tune with the latest international trends. It is the engine that powers Birla Century's endeavour to offer customised solutions to its clients' requirements.

Statements in this "Media Release" describing the Company's objectives, projections, estimates, expectations or predictions may be "forward looking statements" within the meaning of applicable securities laws and regulations. Actual results could differ materially from those expressed or implied. Important factors that could make a difference to the Company's operations include global and Indian demand supply conditions, finished goods



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