

SEGMENTAL PERFORMANCE

PULP & PAPER BUSINESS

- Q2 sales volumes were marginally higher than Q1 at 80,340 Mt against a production figure of 81,928 Mt. The capacity utilization for the quarter was at 73%.
- Overall, demand continued to be low in all the three segments of paper, tissue, and boards as major consumption centres were almost shut. There was a slight increase in demand for tissues in the retail segment albeit at low volume.
- Proactive participation in high-volume Government tenders has been initiated to ensure better capacity utilisation.

REAL ESTATE BUSINESS

- The gradual easing of the lockdown enabled construction work and customer visits which helped regain momentum at the sales sites. Innovative online formats like virtual walkthroughs were devised to engage with customers.
- The quarter witnessed good traction in sales and collections across all launched projects (Birla Vanya at Kalyan, Birla Alokya at Bengaluru, and Birla Navya at Gurugram) with Rs. 96 Cr worth inventory sold in Q2 FY 21. The total sales in H1 FY 21 stands at Rs. 128 Cr.
- Site Operations at launched projects in Kalyan and Bengaluru are underway with primacy to safety of all stakeholders.
- The occupancy rate at our two commercial assets, Birla Aurora and Birla Centurion remains at a high level ensuring stable lease rentals.

TEXTILES BUSINESS

- Performance in the second quarter was aimed at coming back to near normal while keeping all COVID-19 protocols in place.
- The business made a concerted push to maintain optimum capacity utilization, and in the month of September the plant was running at around 74% capacity.
- There has been an improvement in orders from the export market for Bed Linen. However, demand in the domestic apparel market is muted as the fashion retail business is yet to pick up.
- Progress on new initiatives continued with the launch of anti-microbial and anti-viral products in collaboration with HEIQ and DUPONT.



OUTLOOK

Covid-19 Impact

The pandemic has no doubt been a disruptive force over the first 2 quarters. However, with the gradual opening up of the economy, we expect the second half of the fiscal to be a lot better for all the businesses. Our focus continues to remain on the safety of our employees and in making necessary digital pivots to unlock more value.

Pulp and Paper

We expect a gradual improvement in demand from the retail segment as various measures to unlock the economy kick in. The reopening of malls, educational institutions, multiplexes and the calibrated relaxation to social gatherings will result in improvement of demand overall. The immediate festive period would also lead to a short-term reprieve. However, given the prevailing economic environment, the near-term outlook for the Indian paper industry appears to be subdued.

Real Estate

The slew of revival measures announced by the RBI is expected to provide relief to the beleaguered sector. The gradual opening up of industry and businesses and the coming festive season is also likely to improve customer sentiment. The second half of the financial year looks positive due to improved customer demand, the irreversible trend of value migration towards branded players, and of course, the inherent power and trust of the Birla Brand. There is likely to be some pressure on lease rentals and occupancy of the two commercial assets on account of the increased adoption of Work From Home models.

Birla Century

Overall demand is expected to improve gradually in retail as well as the export market. We expect the market to start showing signs of improvement towards the end of the 4th quarter and are hopeful of a return to normalcy by H1FY22.



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 prices, feed stock availability and prices, cyclical demand and pricing in the Company's principal markets, changes in Government regulations, tax regimes, economic developments within India and the countries within which the Company conducts business and other factors such as litigation and labour negotiations. The Company assume no responsibility to publicly amend, modify or revise any forward-looking statement, on the basis of any subsequent development, information or events, or otherwise.

