



SH/XII/2024

22nd January, 2025

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

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

Dear Sir/ Madam,

Sub: Earnings Presentation of Aditya Birla Real Estate Limited ('the Company')

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

Please refer our earlier letter dated 15th January, 2025, regarding earnings call to be held today i.e. Wednesday, 22nd January, 2025 to discuss Q3-FY25 earnings. In this connection, please find enclosed herewith the Earnings Presentation for Q3-FY25.

This is for your information and record.

Thanking you,

Yours truly,
For **Aditya Birla Real Estate Limited**
(Formerly Century Textiles and Industries Limited)

Atul K. Kedia
Jt. President (Legal) & Company Secretary
Encl: as above





Aditya Birla Real Estate Limited

(Formerly Century Textiles And Industries Limited)

Earnings Presentation
Q3/9M-FY25

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Overview



Real Estate



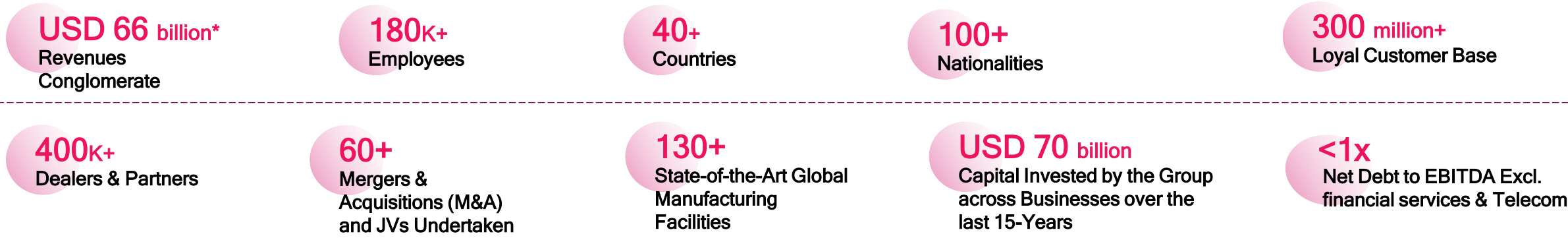
Pulp & Paper



Financials



ADITYA BIRLA GROUP AT A GLANCE



*As of FY24 and at constant currency for 2 years

ADITYA BIRLA REAL ESTATE LIMITED SNAPSHOT

(Formerly Century Textiles And Industries Limited)

125-year-old rich legacy built under the leadership of Mr. B. K. Birla

Home of the real estate arm of Aditya Birla Group with a valuable portfolio of land parcels across premium locations

One of the most trusted brands in the country

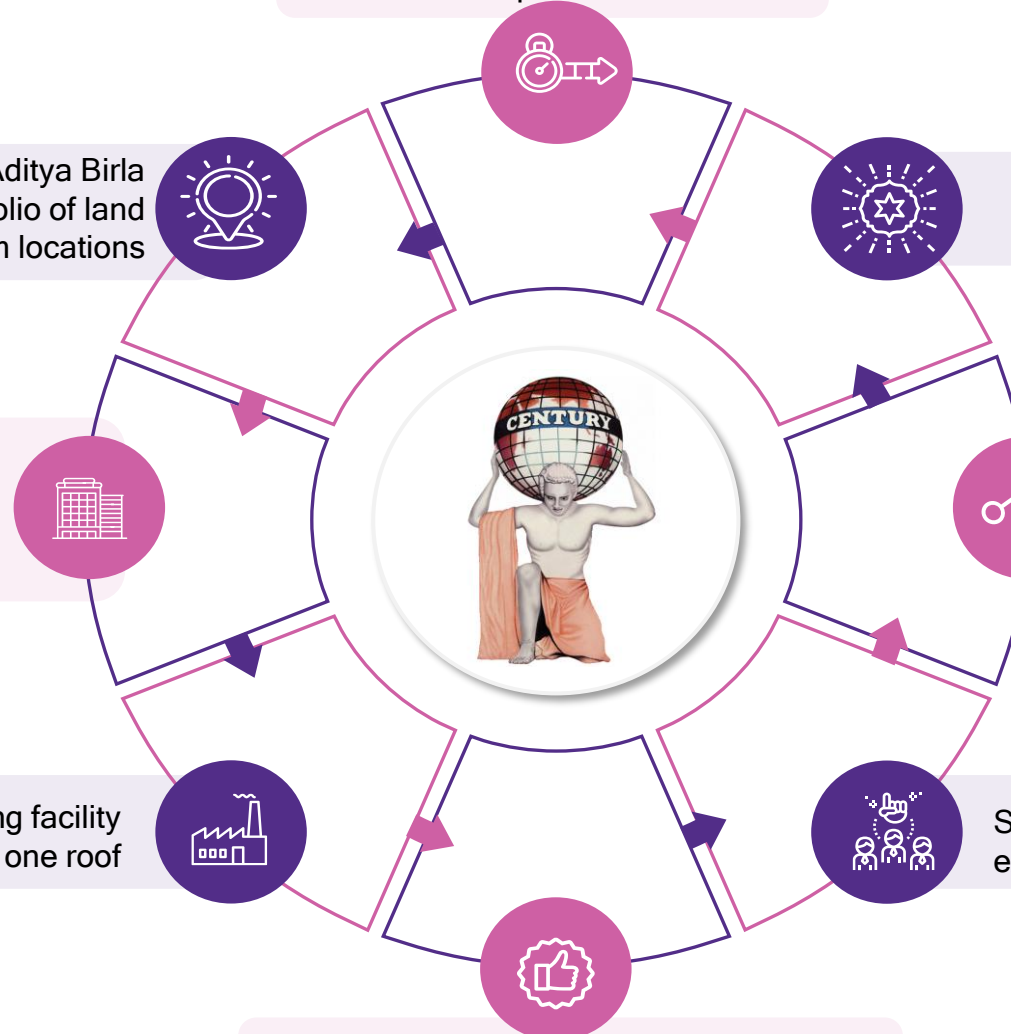
Robust project pipeline of owned and joint development land parcels under the Real Estate division with an initial focus on 4 major cities

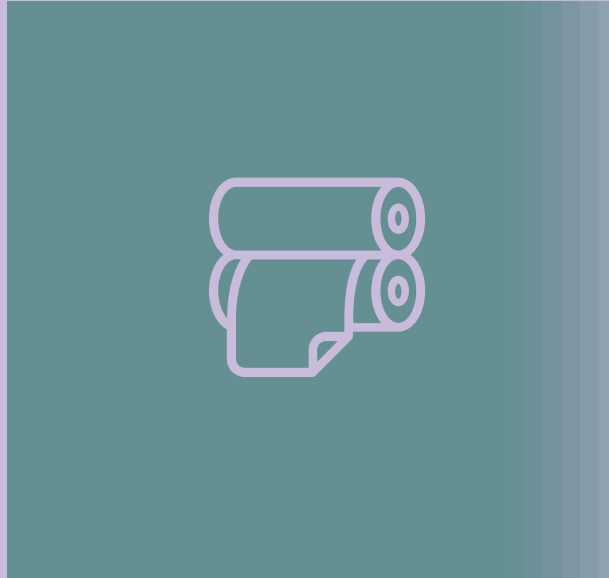
Diversified conglomerate with presence in Real Estate and Paper

Largest manufacturing facility for pulp & paper under one roof

Strong management team with experienced industry professionals

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





- ▶ In Q3 FY25, Real Estate business performed very well with Booking Value (Sales) increasing 257% YoY and Collections increasing 175% YoY.
- ▶ Adhering to commitment of diversifying portfolio while catering to demand for spacious homes, Real Estate business has acquired a 70-acre land parcel in Boisar for a plotted development project.
- ▶ All continuing businesses performed well with consolidated turnover rising 18% YoY in 9M FY25.

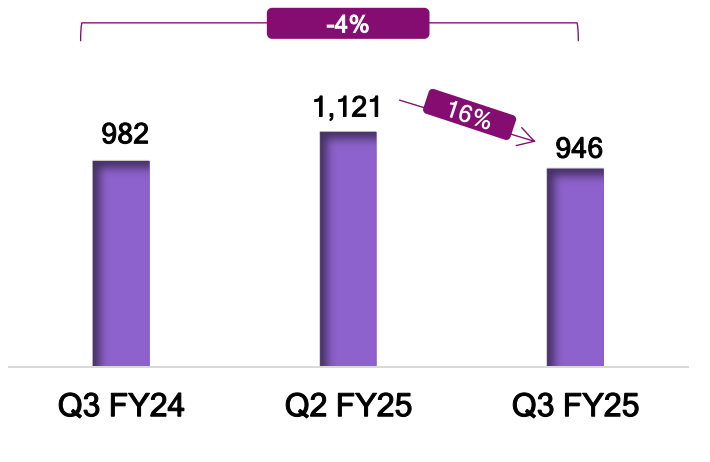


Driven by key enablers like infrastructure investments, policy reforms and sustainability efforts, our businesses are expected to perform better in Q4

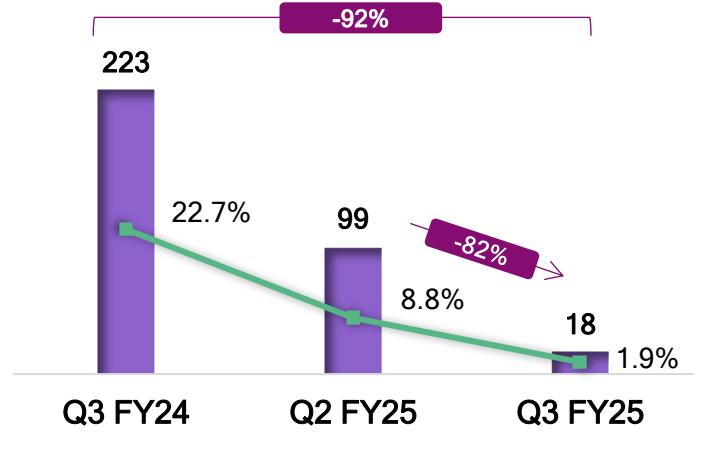
Q3 & 9M-FY25: CONSOLIDATED FINANCIAL HIGHLIGHTS

For Continuing Operations*

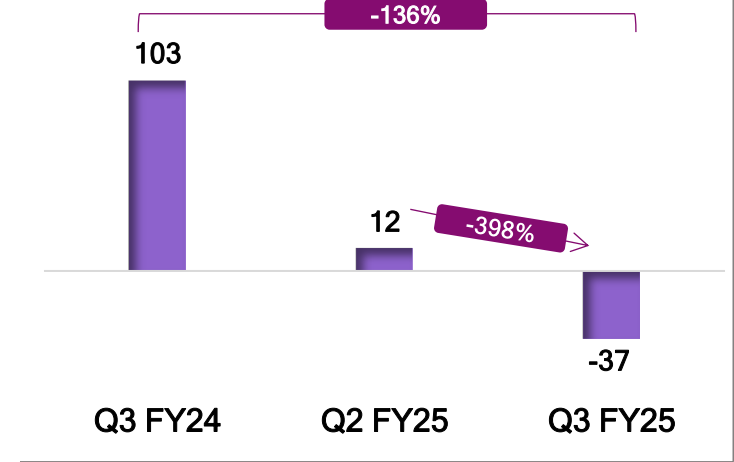
TURNOVER



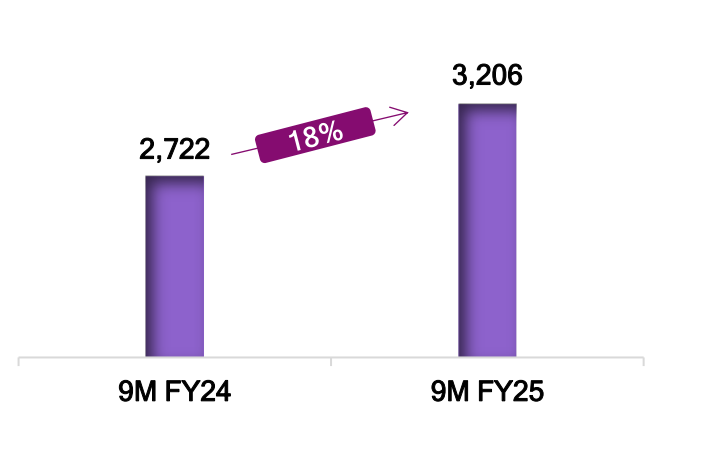
EBITDA & EBITDA MARGINS



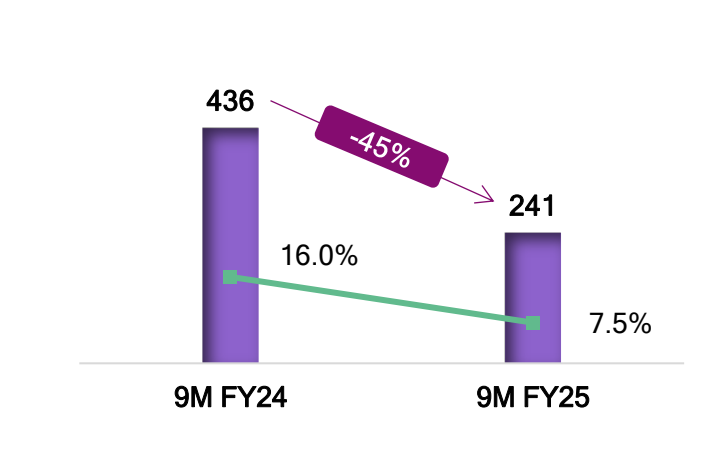
PAT



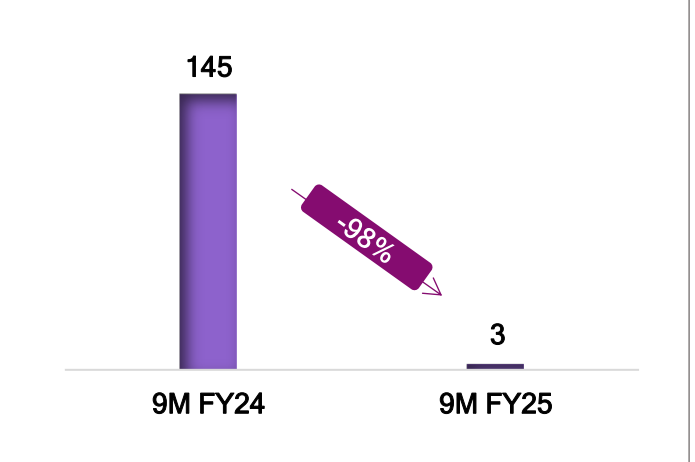
TURNOVER



EBITDA & EBITDA MARGINS



PAT



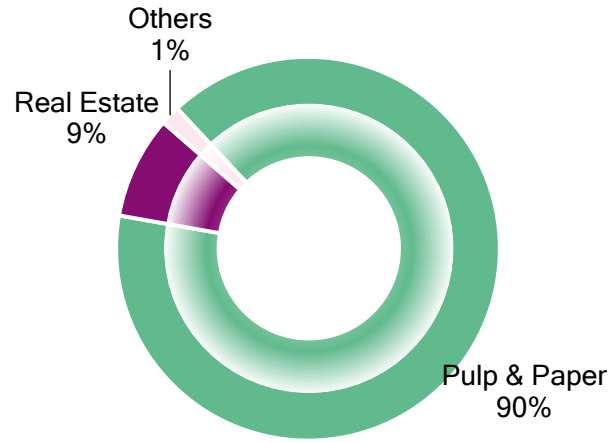
* Excluding Net Losses from discontinued operations

Total Net Debt Outstanding is ~Rs. 4,317 Cr. as on 31st December 2024

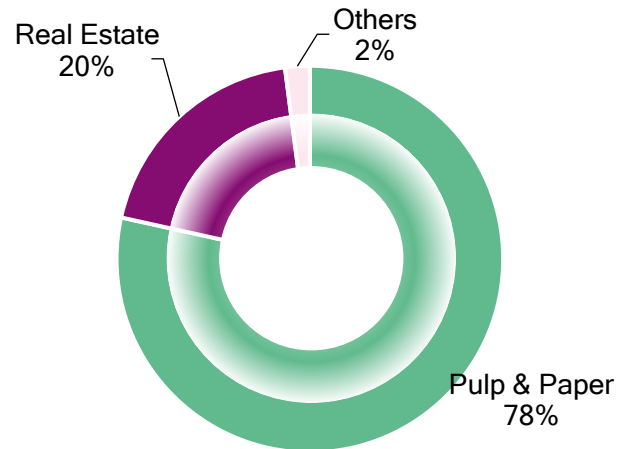
Q3 & 9M-FY25: BUSINESS SEGMENT CONTRIBUTION

For Continuing Operations

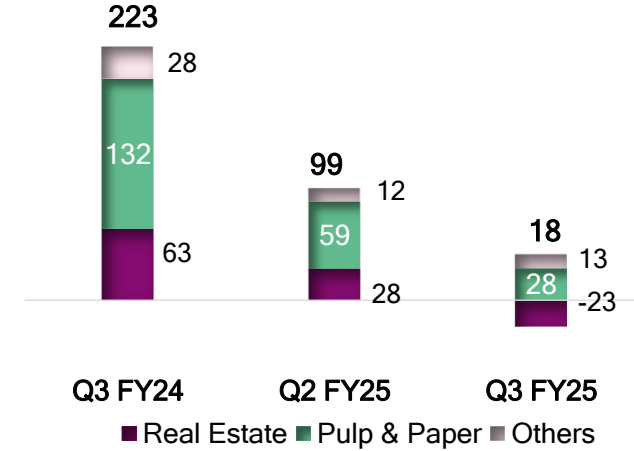
REVENUE PIE : Q3 FY24



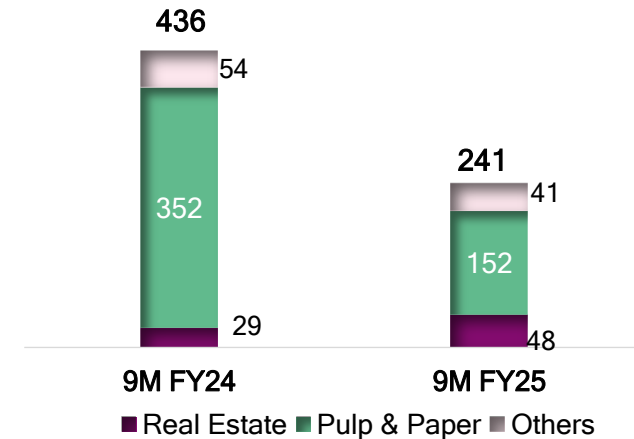
REVENUE PIE : Q3 FY25



EBITDA BREAKUP - Y-o-Y



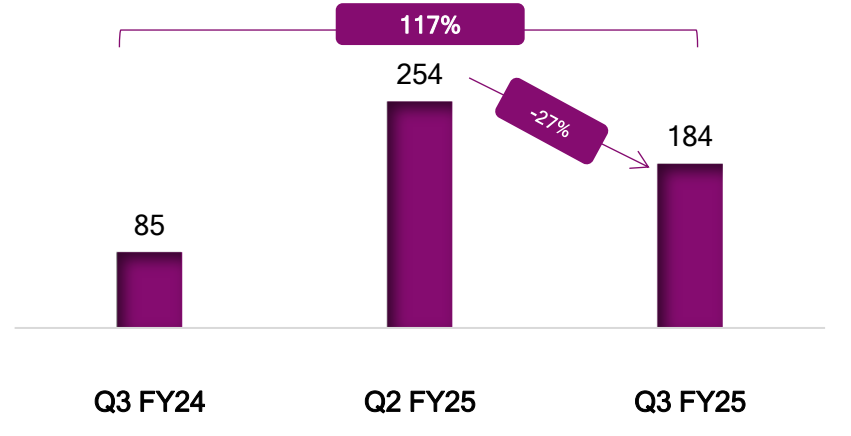
EBITDA BREAKUP (₹ Cr)



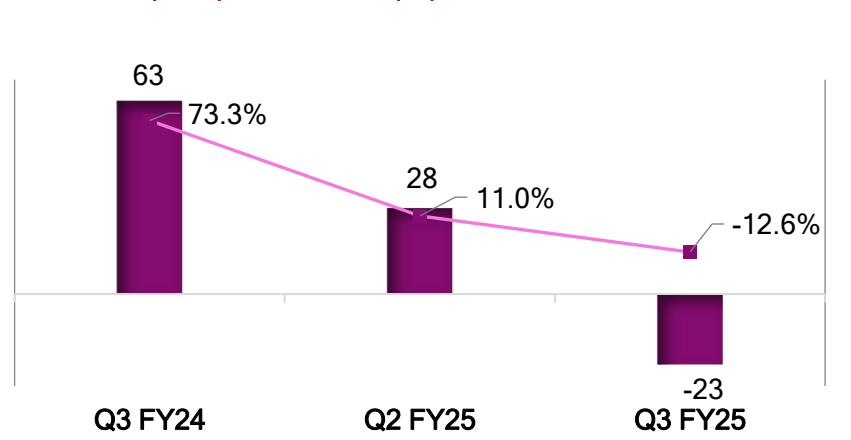
QUARTERLY SEGMENT-WISE PERFORMANCE

REAL ESTATE

REVENUE (₹ Cr)

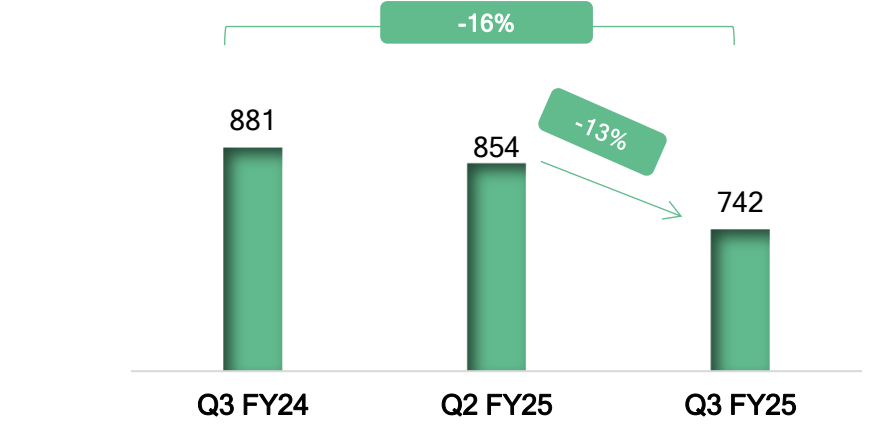


EBITDA (₹ Cr) & EBITDA (%)

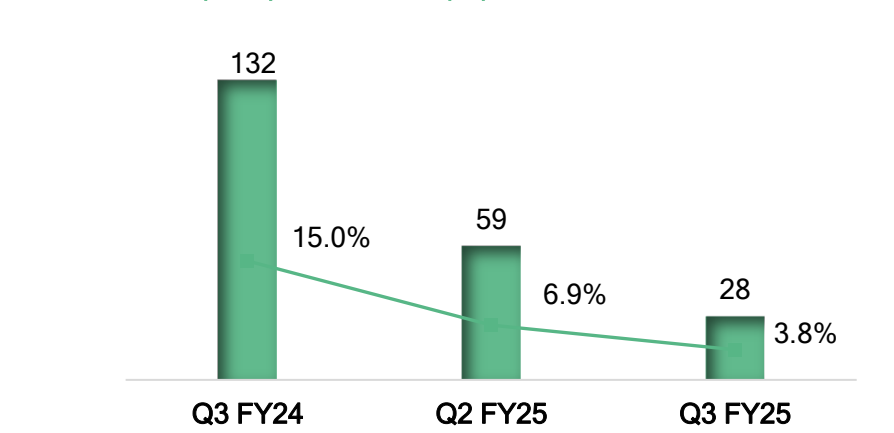


PULP AND PAPER

REVENUE (₹ Cr)



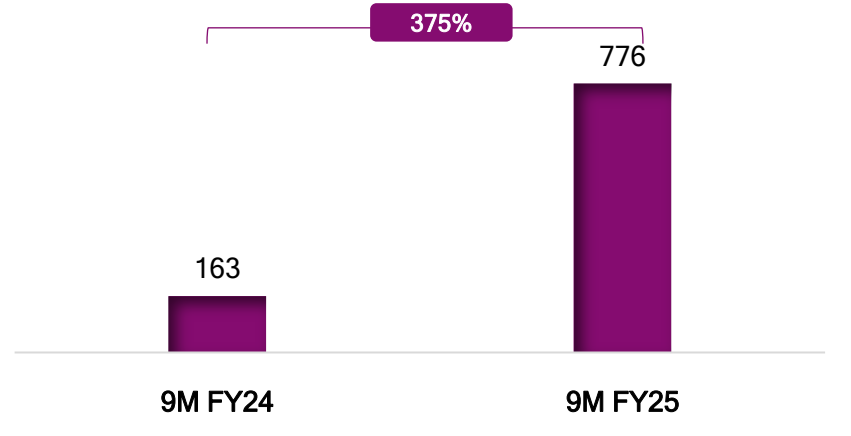
EBITDA (₹ Cr) & EBITDA (%)



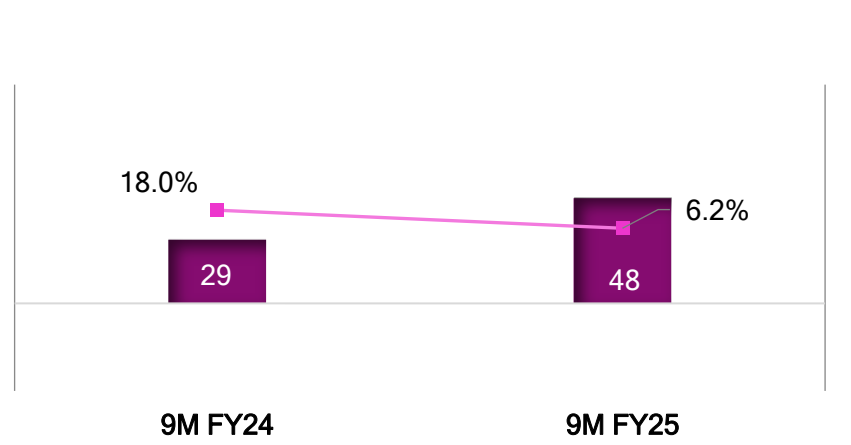
9 MONTHS SEGMENT-WISE PERFORMANCE

REAL ESTATE

REVENUE (₹ Cr)

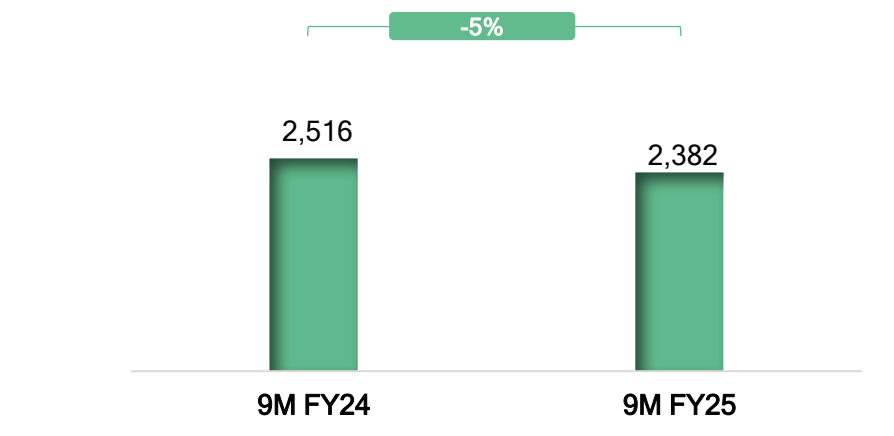


EBITDA (₹ Cr) & EBITDA (%)

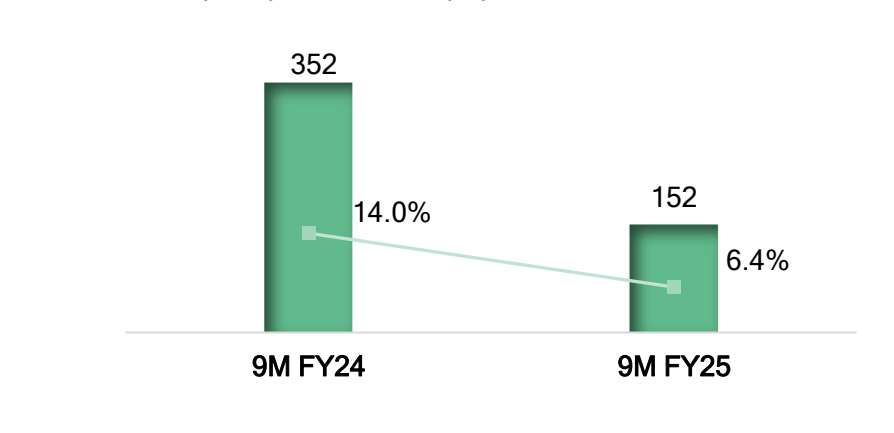


PULP AND PAPER

REVENUE (₹ Cr)



EBITDA (₹ Cr) & EBITDA (%)





Real Estate

~ ₹ 63,350
Crores GDV
across 4 regions



Pan India Footprint



Mumbai Metropolitan Region

- Birla Vanya, Kalyan
- Birla Niyaara, Worli
- Birla Anayu, Mumbai
- Thane, MMR
- Worli New Plot, MMR
- Boisar, MMR
- Birla Centurion, Worli (C)
- Birla Aurora, Worli (C)



Pune

- Wellesley Road
- Manjri, Pune



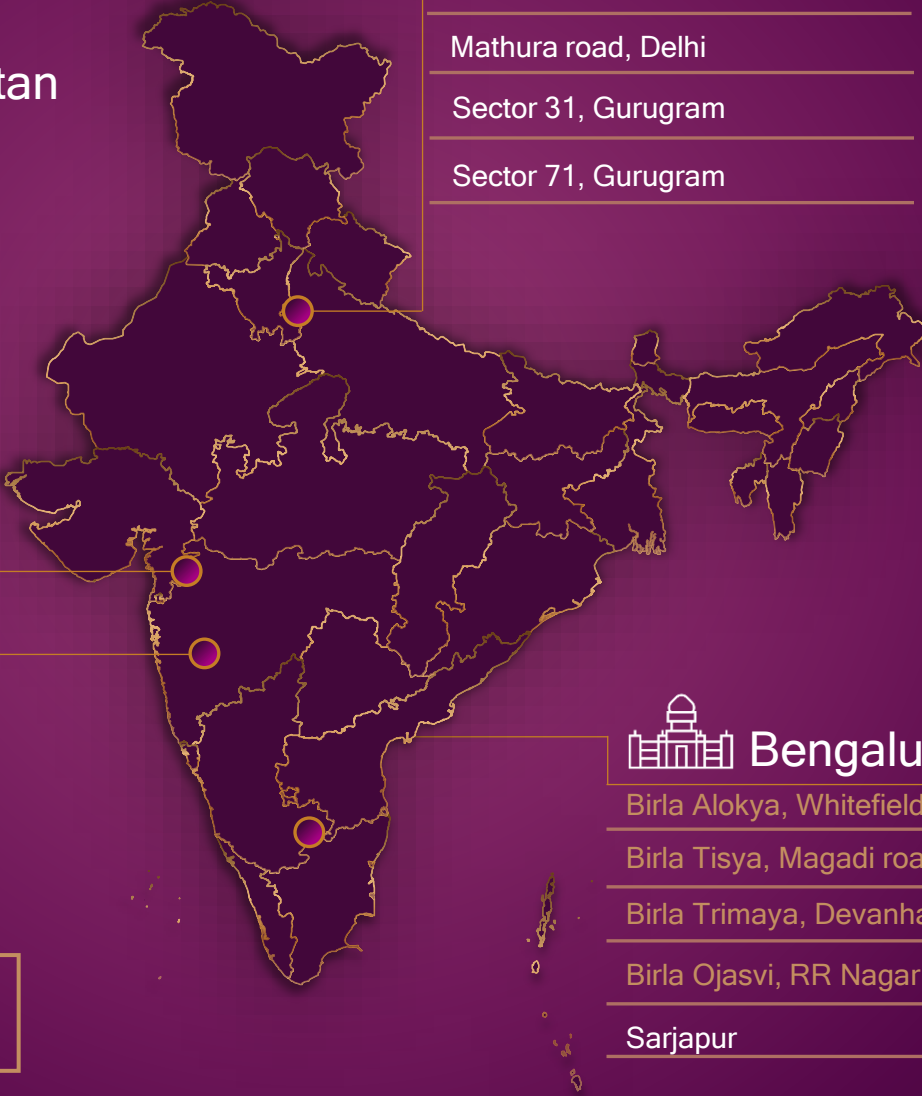
NCR

- Birla Navya, Golf Course Ext. Rd.
- Mathura road, Delhi
- Sector 31, Gurugram
- Sector 71, Gurugram



Bengaluru

- Birla Alokya, Whitefield
- Birla Tisya, Magadi road
- Birla Trimaya, Devanhalli
- Birla Ojasvi, RR Nagar
- Sarjapur



- Launched Projects
- Unlaunched Projects

Projects with a revenue potential of more than INR 63,350 Crs



Artistic image for presentation purpose only



MAJOR TAKEAWAYS

- Acquired 71 acres of land parcel in Boisar, MMR for our first-ever plotted development project.
- Birla Aurora, has been awarded the prestigious “Net Zero Energy - Existing Building” certification by the Indian Green Building Council.
- Birla Anayu, Walkeshwar has received LEED Gold pre-certification, reaffirming our commitment to energy efficiency and global sustainability.



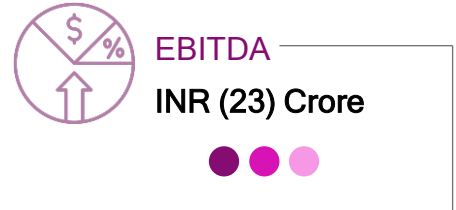
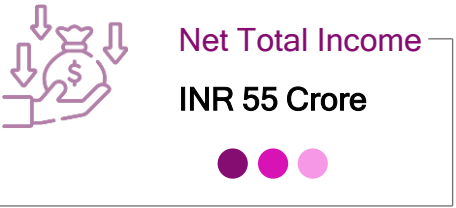
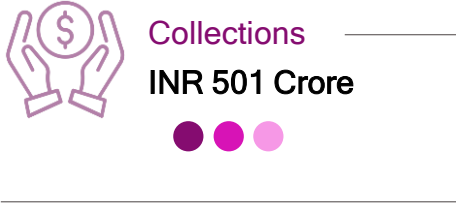
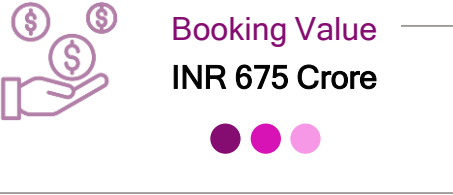
MARKET OUTLOOK

- Indian residential real estate sector remains optimistic, driven by strong fundamentals and evolving consumer preferences.
- Increasing urbanization, rising disposable incomes, and government investments in infrastructure are driving sustained growth in the sector.
- ▶ With the ongoing reduction in unsold inventory, India's real estate sector is strategically positioned for a resilient and dynamic future, effectively addressing overhang concerns.

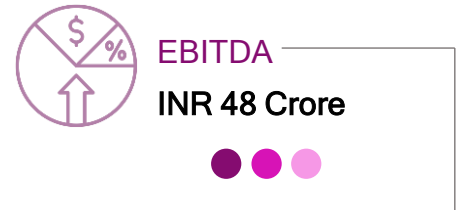
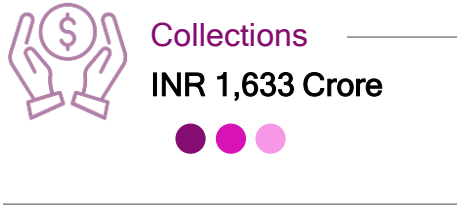
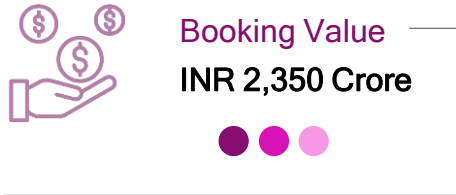
OPERATIONAL HIGHLIGHTS - Q3 & 9M- FY25



QUARTERLY PERFORMANCE



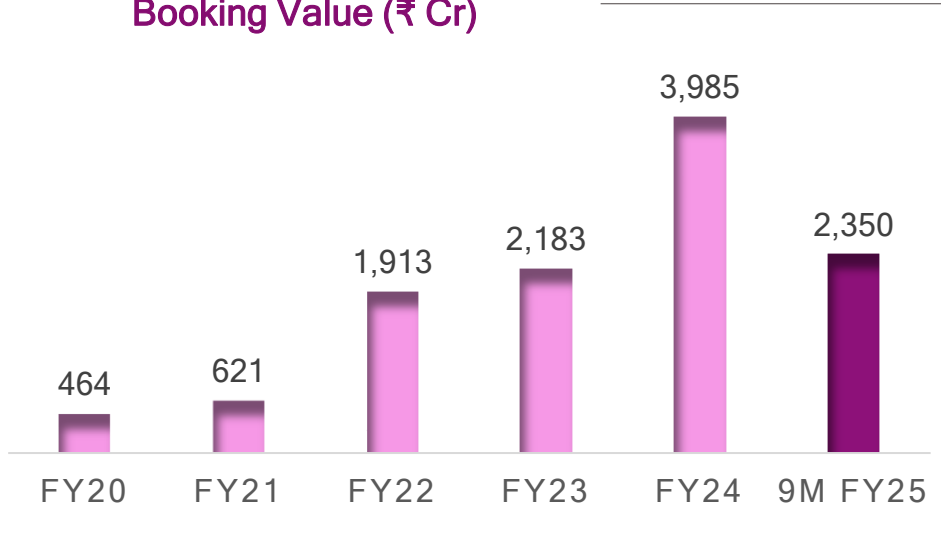
9 MONTHS PERFORMANCE



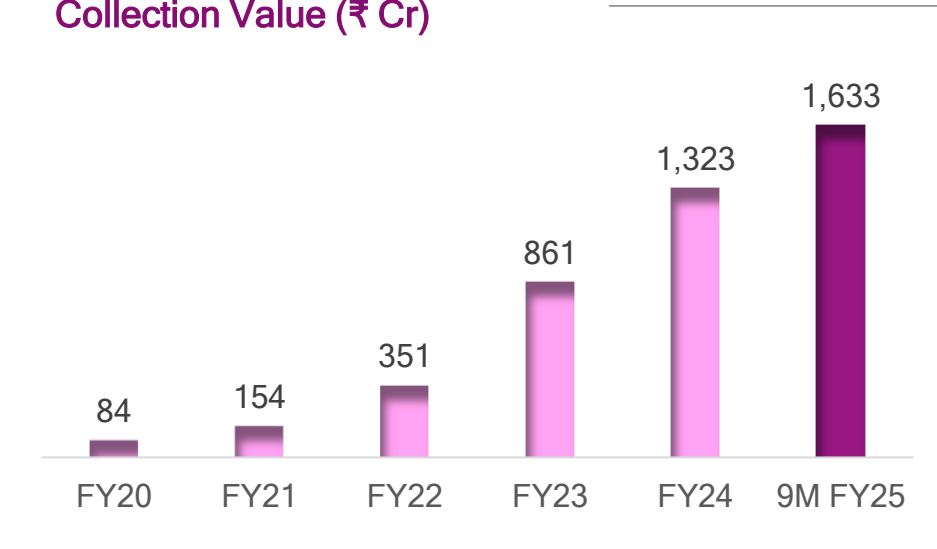
KEY PERFORMANCE INDICATORS



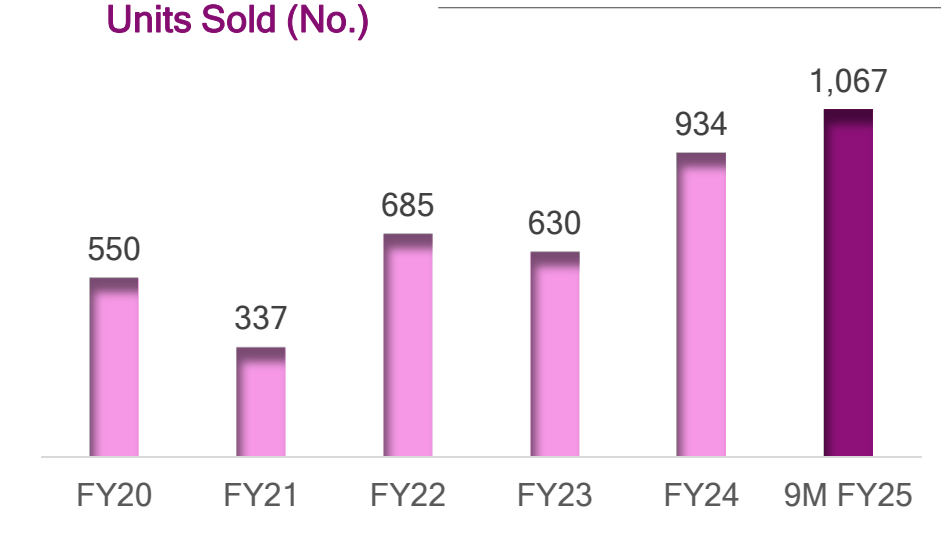
Booking Value (₹ Cr)



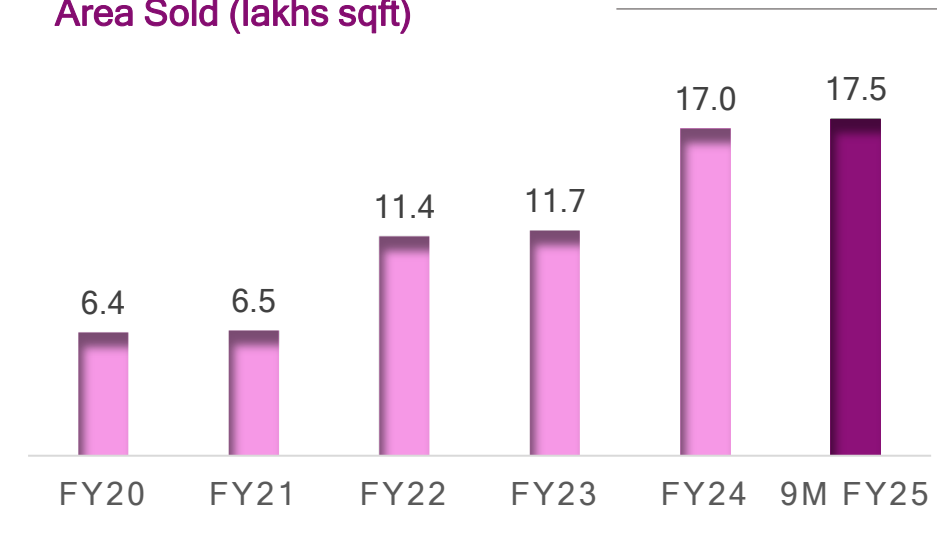
Collection Value (₹ Cr)



Units Sold (No.)



Area Sold (lakhs sqft)



LAUNCHED RESIDENTIAL PROJECTS



Project	Birla Vanya, (Kalyan, MMR)	Birla Alokya, (Whitefield, Bengaluru)	Birla Navya, (Golf Course Extension, Gurugram)	Birla Niyaara, (Worli, Mumbai)
Project Photo				
Launch Period	Q1 FY19-20	Q3 FY19-20	Q3 FY 20-21	Q4 FY21-22 (Phase 1) Q4 FY23-24 (Phase 2)
Land Area	22 acres (Own)	8 acres	48 acres	14 acres (Own)
Total Saleable Area	13.3 lakhs sqft	5.5 lakhs sqft	18.5 lakhs sqft (Ph 1+2+3-11.66)	24.8 lakhs sqft (Residential)
Saleable Area Launched (PTD)	13.3 lakhs sqft	5.5 lakhs sqft	11.7 lakhs sqft	18.0 lakhs sqft
Area Sold (PTD)	11.3 lakhs sqft (85%)	5.4 lakhs sqft (97%)	11.6 lakhs sqft (99%)	13.6 lakhs sqft (76%)
Booking Value (PTD)	₹ 902 Crores	₹ 394 Crores	₹ 1,583 Crores	₹ 6,013 Crores
Collection Value (PTD)	₹ 688 Crores	₹ 392 Crores	₹ 931 Crores	₹ 1,644 Crores
Share	100%	100%	50%	100%

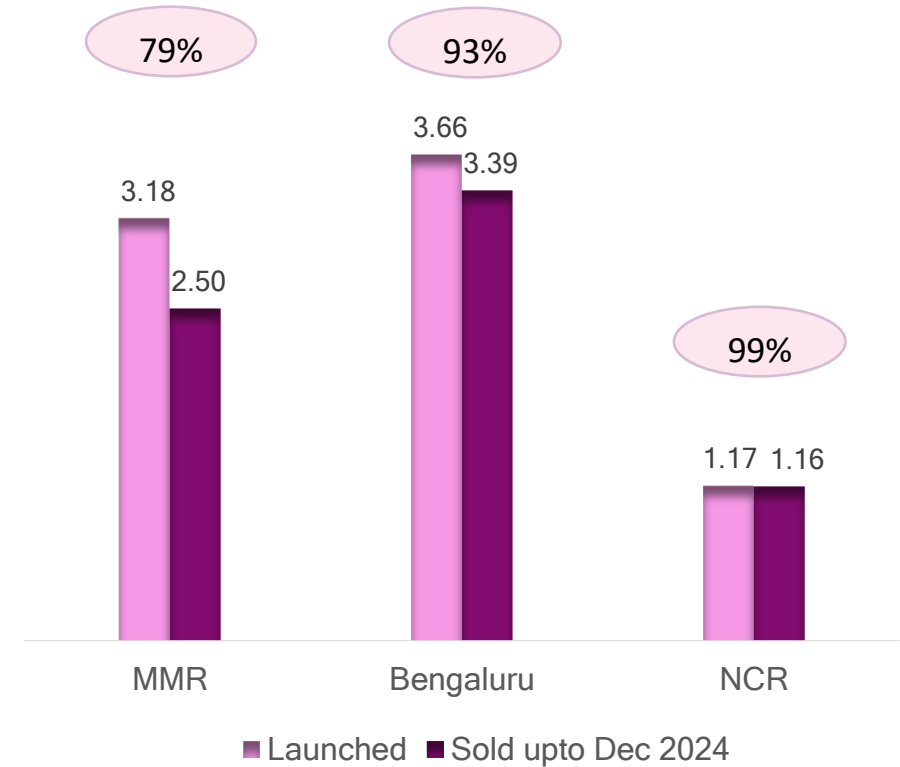
LAUNCHED RESIDENTIAL PROJECTS



Project	Birla Tisya, (Rajajinagar, Bengaluru)	Birla Trimaya, (Devanahalli, Bengaluru)	Birla Anayu (Walkeshwar, Mumbai)	Birla Ojasvi (RR Nagar, Bengaluru)
Project Photo				
Launch Period	Q3 FY21-22	Q2 FY23-24 (Phase 1) Q2 FY24-25 (Phase 2)	Q2 FY24-25	Q2 FY24-25
Land Area	5 acres	52 acres	0.2 acres	10.35 acres
Total Saleable Area	6.5 lakhs sqft	36.2 lakhs sqft	0.56 lakhs sqft	10.1 lakhs sqft
Saleable Area Launched (PTD)	6.5 lakhs sqft	14.5 lakhs sqft	0.56 lakhs sqft	10.1 lakhs sqft
Area Sold (PTD)	6.5 lakhs sqft (100%)	14.4 lakhs sqft (96%)	0.13 lakhs sqft (23%)	7.5 lakhs sqft (74%)
Booking Value (PTD)	₹ 652 Crores	₹ 1,105 Crores	₹ 114 Crores	₹ 753 Crores
Collection Value (PTD)	₹ 439 Crores	₹ 217 Crores	₹ 17 Crores	₹ 78 Crores
Share	40%	47%	100%	100%

Particulars	Ongoing		Upcoming	
	Saleable Area (Mn Sqft)	GDV (Cr)	Saleable Area (Mn Sqft)	GDV (Cr)
MMR	3.1	10,253	10.6	28,150
Bengaluru	3.7	3,139	5.0	4,619
NCR	1.2	1,588	5.5	10,580
Pune	-	-	4.8	5,018
Total	8.0	14,980	25.9	48,367

City-wise Launch and Sales (million Sq. Ft.)



PROJECT LAUNCHES



● To be Launched ● Ongoing ● Delivery

The GDV below reflect the GDV of launched/to be launched projects

Total GDV
~ ₹ 63,350 Crores

FY 20
GDV - ₹ 1,500 Crores

- Birla Vanya
TSA - 13.3 lakhs sqft
- Birla Alokya
TSA - 5.5 lakhs sqft

FY 21
GDV - ₹ 600 Crores

- Birla Navya (P1)
TSA - 5.7 lakhs sqft
- Birla Vanya
- Birla Alokya

FY 22
GDV - ₹ 4,000 Crores

- Birla Niyaara (P1)
TSA - 9 lakhs sqft
- Birla Tisya
TSA - 6.5 lakhs sqft
- Birla Navya (P1)
- Birla Vanya
- Birla Alokya

FY 23
GDV - ₹ 950 Crores

- Birla Navya (P2)
TSA - 5.9 lakhs sqft
- Birla Niyaara (P1)
- Birla Tisya
- Birla Navya (P1)
- Birla Vanya
- Birla Alokya

FY 24
GDV - ₹ 5,500 Crores

- Birla Niyaara (P2)
TSA - 8.9 lakhs sqft
- Birla Trimaya (P1)
TSA - 7.2 lakhs sqft
- Birla Navya (P2)
- Birla Niyaara (P1)
- Birla Tisya
- Birla Navya (P1)1
- Birla Vanya
- Birla Alokya

FY 25e
GDVe - ₹ 8,550 Crores

- Sec 31, Gurugram
Sangamwadi, Pune;
Sarjapur, Bengaluru;
Thane, MMR;
Birla Navya (P3);
Birla Trimaya (P3)
- Birla Ojasvi
- Birla Anayu
- Birla Niyaara (P2)
- Birla Trimaya (P1 & P2)
- Birla Navya (P2)
- Birla Niyaara (P1)
- Birla Tisya
- Birla Navya (P1)
- Birla Vanya
- Birla Alokya



ENVIRONMENT

Net Zero Energy Certification: Birla Aurora has been certified as a Net Zero Energy building by the Indian Green Building Council, recognizing our commitment to energy efficiency and renewable energy, resulting in an annual reduction of **2,300 MT** of CO₂ emissions.

LEED: Birla Anayu received GOLD Pre-certification from USGBC.



SOCIAL

- ▶ The organization extended its benevolence to orphanages across Mumbai, Kalyan, Bangalore, and Gurgaon by donating books, stationery, and other essential items.
- ▶ The atmosphere was enriched with warmth and joy through meaningful interactions, engaging games, and shared laughter.



Governance

Robust compliances of all statutory regulations



Century

Pulp & Paper

Turning a New
Leaf





MAJOR TAKEAWAYS

- ▶ In Q3 FY25, Production and Sales volumes decreased by 15% YoY and 9% YoY, respectively. YTD Sales volumes increased by 5% YoY driven by growth in board segment.
- ▶ Sales in Q3 FY25 has decreased by 16% YoY and 13% QoQ, however, EBITDA has decreased by 79% YoY and 53% QoQ, due to lower NSR, lower demand and rising input cost pressures from increasing wood and imported pulp costs, thus constraining profitability.
- ▶ Cost-reduction Initiatives –
 - Trial of using Bagasse pulp in middle layer of board without compromising quality undertaken.
 - Bamboo usage in Fiberline increased from 14% in Q1 to 31% in Q3 to reduce cost of captive pulp.
 - Additional capacity of chippers utilized to store wood chips instead wood logs thereby reducing downtime in Pulp mills.
- ▶ Sustainability Initiatives –
 - 138 Nurseries developed in 13 districts in wood catchment areas. About 110.43 Lac plantations completed up to Q3 FY25.
 - 43.92 MT of Compressed Methane Gas (CMG) generated from Wastewater and utilized instead of LPG in Tissue Machine.
- ▶ Strategic Initiatives -
 - Management Leadership workshop “Misson Everest” was conducted in Q3 with a leading faculty
 - Consumer branded products (B2C) strategic initiatives are under development stage.
 - Copier market strategy has been re-worked to revamp product portfolio, address market feedback and differential with respect to other competing agro-wood pulp mills.



MARKET OUTLOOK

- ▶ Writing and Printing paper segment witnessed soft market demand in Q3 FY25. However, prices have recovered at the end of Q3 and Q4 realizations are expected to be higher.
- ▶ The operating environment in the tissue segment is expected to be challenging for CPP in Q4 given the disruption from entry of new players (Gayatrishakti and Jani) and adverse demand supply balance in domestic market.
- ▶ Board segment faced challenging market conditions in Q3 with price corrections taken by domestic mills for machine coverage. The impact of price corrections is expected to flow in Q4. The Q4 outlook for both volumes and pricing remain subdued given market conditions and competitive intensity from low-cost imports.
- ▶ Exports in Paper segment expected to increase by restarting supply to M/s. Staples from Q4. With rising domestic competition, we are making efforts to develop export markets to obtain orders with a positive contribution margin and ensure machine coverage.

Focus on segment-wise B2C strategic initiatives, innovative offerings and branding will improve profitability

Q3 FY25: PRODUCTION & SALES

Particulars	Production (Tons)					Net Sales Qty (Tons)					Sales (INR Cr)				
	Q3 FY25	Q2 FY25	QoQ %	Q3 FY24	YoY %	Q3 FY25	Q2 FY25	QoQ %	Q3 FY24	YoY %	Q3 FY25	Q2 FY25	QoQ %	Q3 FY24	YoY %
Paper	47,919	52,096	-8%	57,827	-17%	50,085	55,976	-11%	56,656	-12%	319	368	-13%	414	-23%
Board	45,365	49,881	-9%	48,815	-7%	46,166	51,648	-11%	47,243	-2%	309	345	-11%	327	-6%
Tissue	9,115	12,307	-26%	13,382	-32%	9,135	12,483	-27%	12,929	-29%	97	132	-26%	127	-23%
Pulp	3,543	1,776	99%	4,178	-15%	3,101	1,535	102%	2,134	45%	18	9	93%	13	31%
Total	1,05,942	1,16,060	-9%	1,24,202	-15%	1,08,487	1,21,642	-11%	1,18,962	-9%	742	854	-13%	881	-16%

The Capacity Utilisation for Q3 FY25 was 88% as compared to 96% in Q2FY25

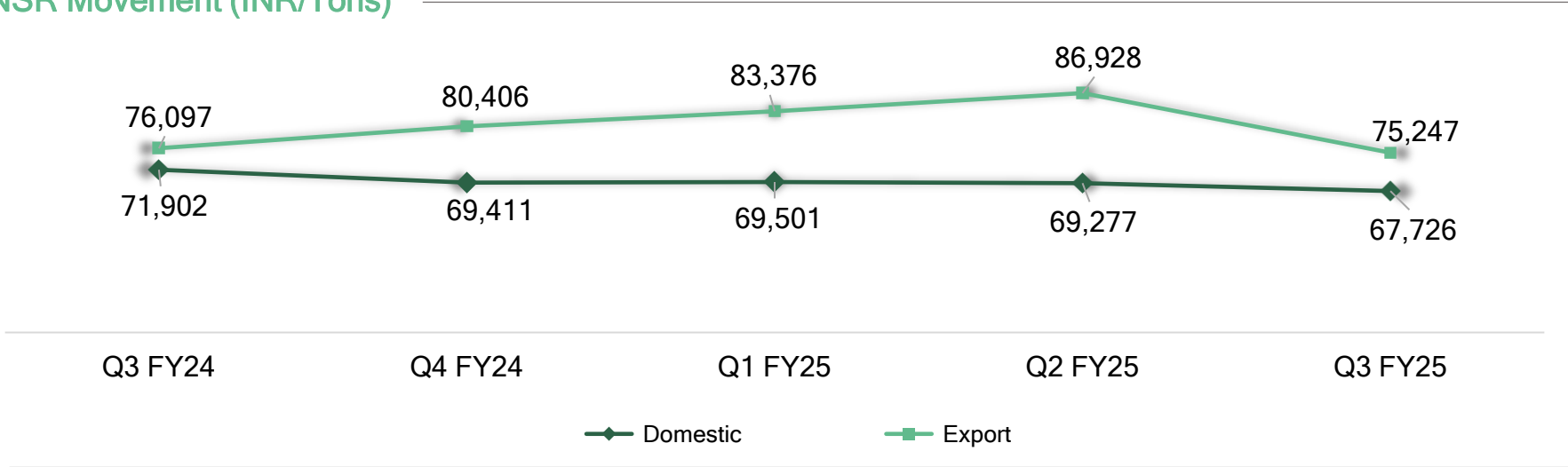
9M FY25: PRODUCTION & SALES

Particulars	Production (Tons)			Net Sales Qty (Tons)			Sales (INR Cr)		
	9M FY25	9M FY24	YoY %	9M FY25	9M FY24	YoY %	9M FY25	9M FY24	YoY %
Paper	1,54,594	1,64,399	-6%	1,59,716	1,59,448	0%	1,040	1,236	-16%
Board	1,40,829	1,29,268	9%	1,41,380	1,26,330	12%	956	885	8%
Tissue	34,505	36,855	-6%	33,973	35,112	-3%	352	362	-3%
Pulp	6,775	7,947	-15%	6,028	5,139	17%	35	33	5%
Total	3,36,703	3,38,469	-1%	3,41,097	3,26,029	5%	2382	2,516	-5%

The Capacity Utilisation for 9M FY25 was 93% as compared to 94% in 9M FY24

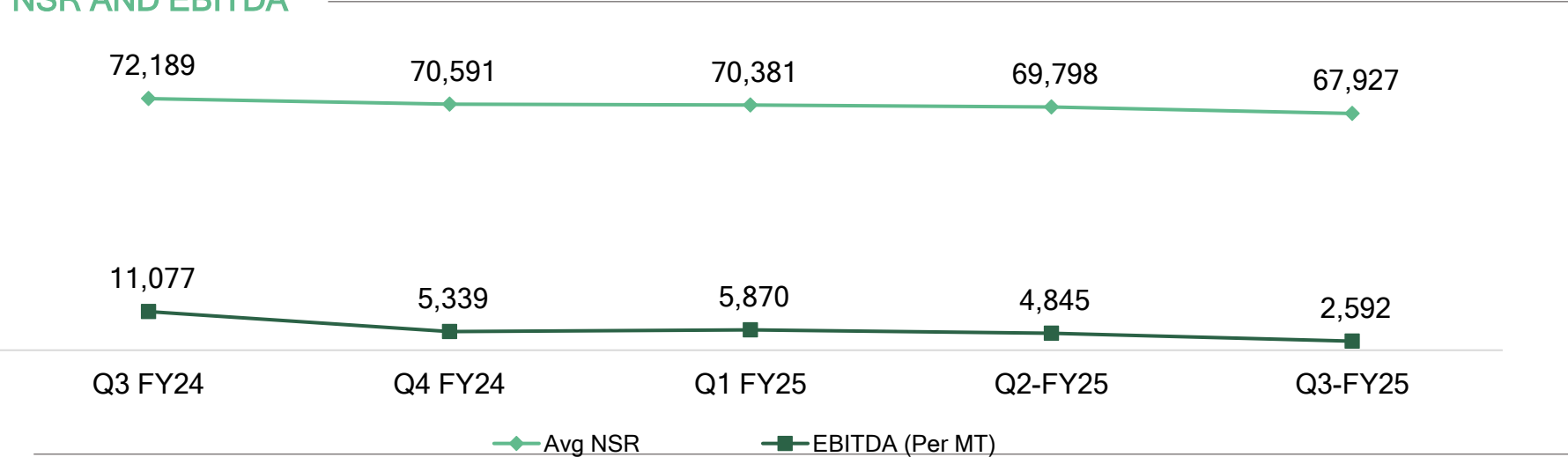
NET SALES REALIZATION (NSR) MOVEMENT

NSR Movement (INR/Tons)



YoY	QoQ
-6%	-2%
YoY	QoQ
-1%	-13%

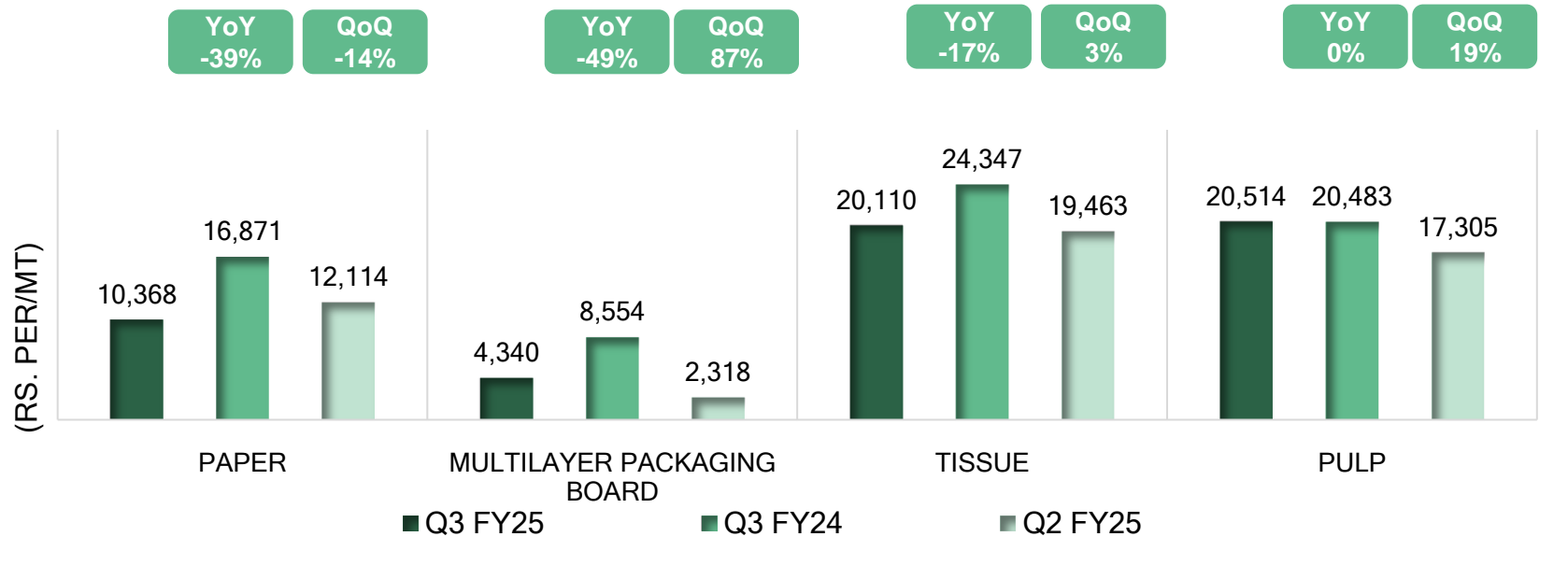
NSR AND EBITDA



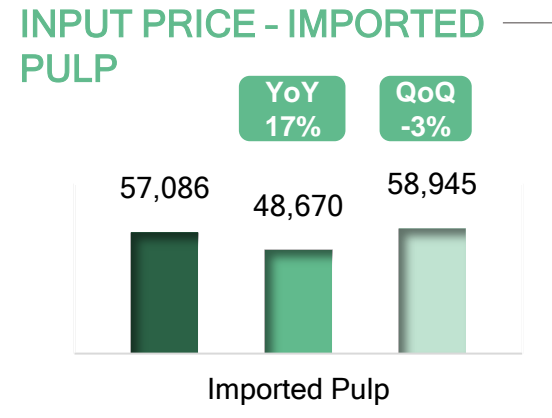
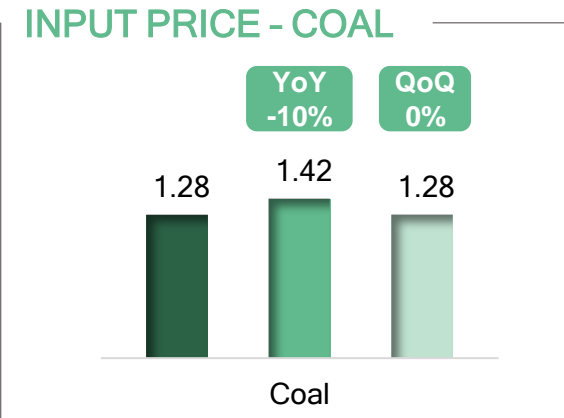
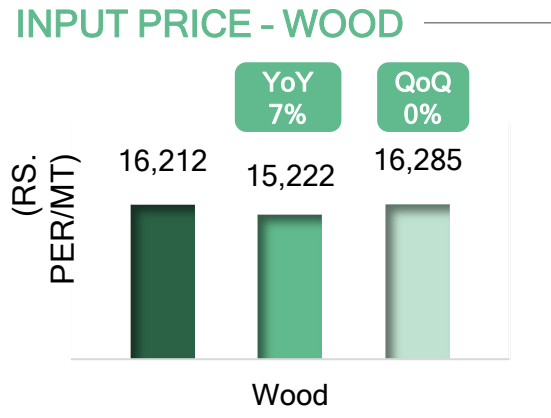
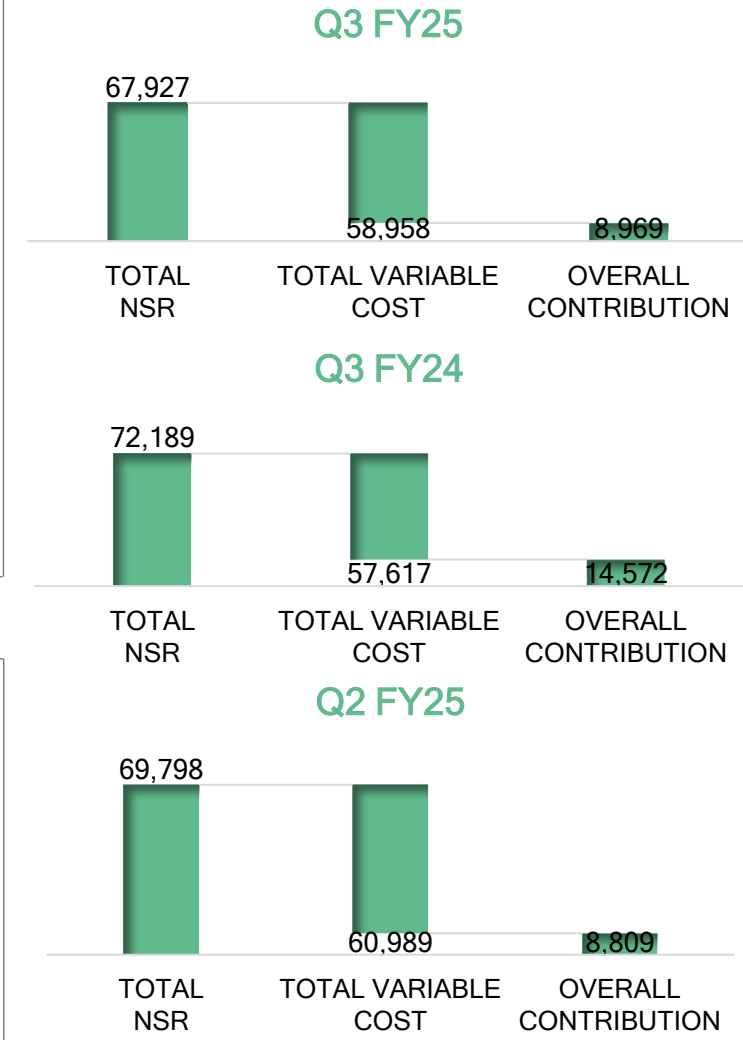
YoY	QoQ
-6%	-3%



SEGMENTAL CONTRIBUTION



OVERALL CONTRIBUTION (Rs. Per/MT)





ENVIRONMENT



- ❖ Total, 138 nurseries have been developed in 13 districts of our wood catchment area to provide seedling and clones to farmers
- ❖ A total of 6.03 lac plantation was completed in Q3 FY25. Distribution is as follows – Eucalyptus clones: 2.06 lac and Eucalyptus seedling: 3.97 lac. The total 110.43 lac plantation has done upto Q3 FY 25.
- ❖ 43.918 MT Compressed Methane Gas (CMG) generated from wastewater and utilized in tissue paper machine in place of LPG during Q3 FY25.



SOCIAL



- ▶ Fogging using mosquito repellent sprays is also regularly being carried out to prevent malaria and dengue.
- ▶ **Aditya Gurunani**, an athlete with an intellectual disability, was supported with a grant of **Rs. 2,00,000/-** by Century Pulp & Paper to represent the country in the **Asian Classic Powerlifting Championship 2024**, held in Tashkent, Uzbekistan from December 1st to 10th, 2024. He has won a **Gold medal** in the 83kg category

Governance - Robust Compliances of All Regulatory Requirements

Financial Summary

Subpar Financial
performance in
Q3- FY25



PROFIT & LOSS : Q3 FY25

(₹ In Crores)

Particulars	Q3 FY24	Q2 FY25	Q3 FY25	YoY %	QoQ %
Continuing Operations					
Total Income	1096	1138	961	-12%	-16%
Total Sales	982	1121	946	-4%	-16%
Total EBITDA	223	99	18	-92%	-82%
Less: Finance cost	8	17	10	25%	-44%
Less: Depreciation	53	55	56	5%	1%
PBT	162	26	-48		
Share of Profit in JV-(BAKPL)	-6	0	0		
Exceptional Items*	0	0	0		
Tax (Asset - / Liability +)	53	14	-11		
PAT	103	12	-37		
Net Loss for the period from discontinuing operations					
Net Loss for the period from discontinuing operations	-23	-10	-5		
PAT (After discontinuing operations)	80	2	-42		

PROFIT & LOSS : 9M FY25

(₹ In Crores)

Particulars	9M FY24	9M FY25	YoY %
Continuing Operations			
Total Income	2871	3267	14%
Total Sales	2722	3206	18%
Total EBITDA	436	241	-45%
Less: Finance cost	24	39	62%
Less: Depreciation	155	165	7%
PBT	257	37	-86%
Share of Profit in JV-(BAKPL)	-17	-8	
Exceptional Items*	0	0	
Tax (Asset - / Liability +)	95	26	-72%
PAT	145	3	-98%
Discontinuing Operations			
Net Loss for the period from discontinuing operations	-105	-26	
PAT (After discontinuing operations)	40	-23	

CASH FLOW - Q3 FY25

(₹ In Crores)

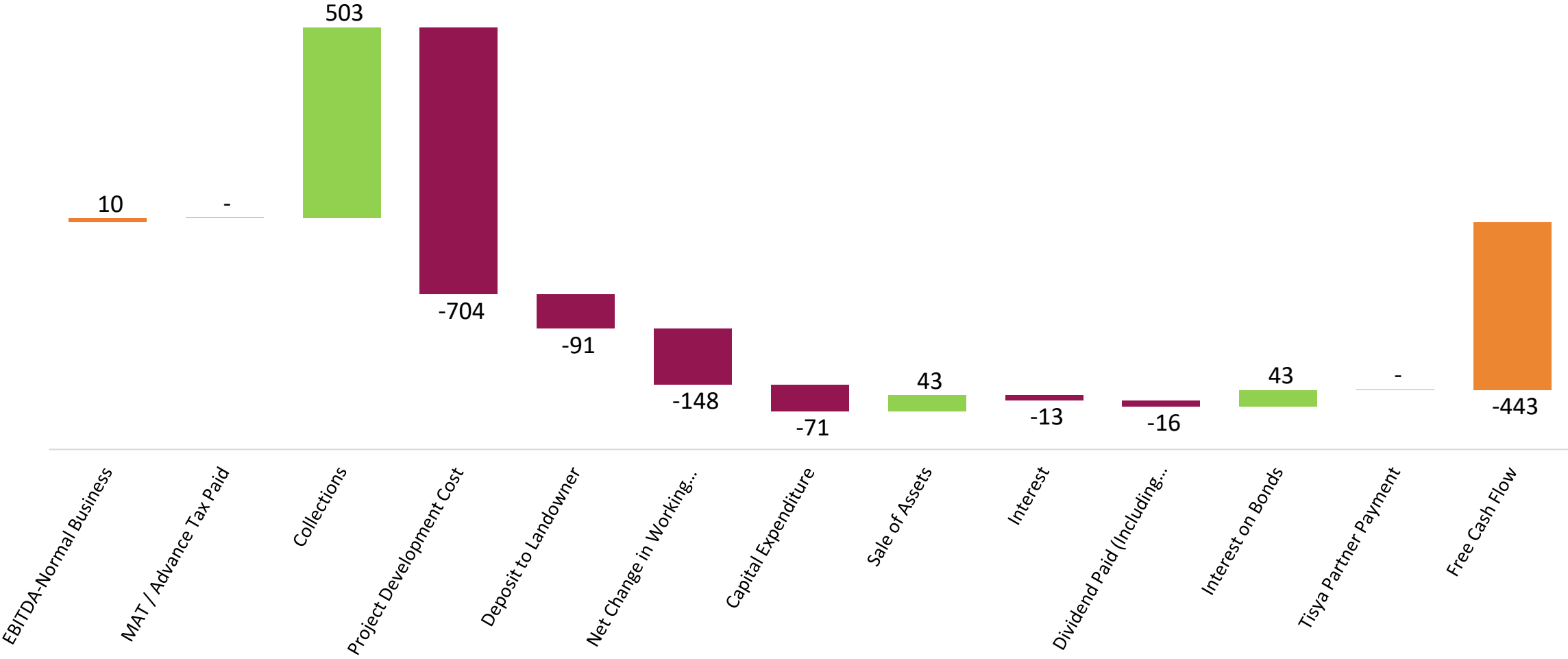
No	Particulars	Continuing operations					Discontinued Operations Textiles	Grand Total
		Birla Estates	Pulp & Paper	Rayon	H.O.	Total		
	EBITDA-Normal Business	-23	28	13	0	18	-8	10
	MAT / Advance Tax Paid	0	-	-	0	0	-	0
	Collections	503	-	-	-	503	-	503
	Project Development Cost	-704	-	-	-	-704	-	-704
	Deposit to Landowner	-91	-	-	-	-91	-	-91
	Net Change in Working Capital	-151	35	-12	0	-128	-20	-148
A)	Operating Cash Flow	-464	63	1	0	-400	-28	-429
	Capital Expenditure	-7	-64	0	0	-71	-	-71
	Sale of Assets	0	0	0	0	0	43	43
B)	Investing Cash Flow	-7	-64	0	0	-71	43	-28
	Interest	-9	-4	0	-	-13	0	-13
	Dividend Paid (Including Tax)	-16	0	0	0	-16	0	-16
	Interest on Bonds	0	-	-	43	43	-	43
	Tisya Partner Payment	0	0	0	0	0	0	0
C)	Financing Cash Flow	-25	-4	0	43	14	0	14
D)	Free Cash Flow (A+B+C)	-496	-5	1	43	-457	14	-443

CASH FLOW : Q3 FY25



(₹ In Crores)

■ Increase ■ Decrease ■ Total



CASH FLOW - 9M FY25

(₹ In Crores)

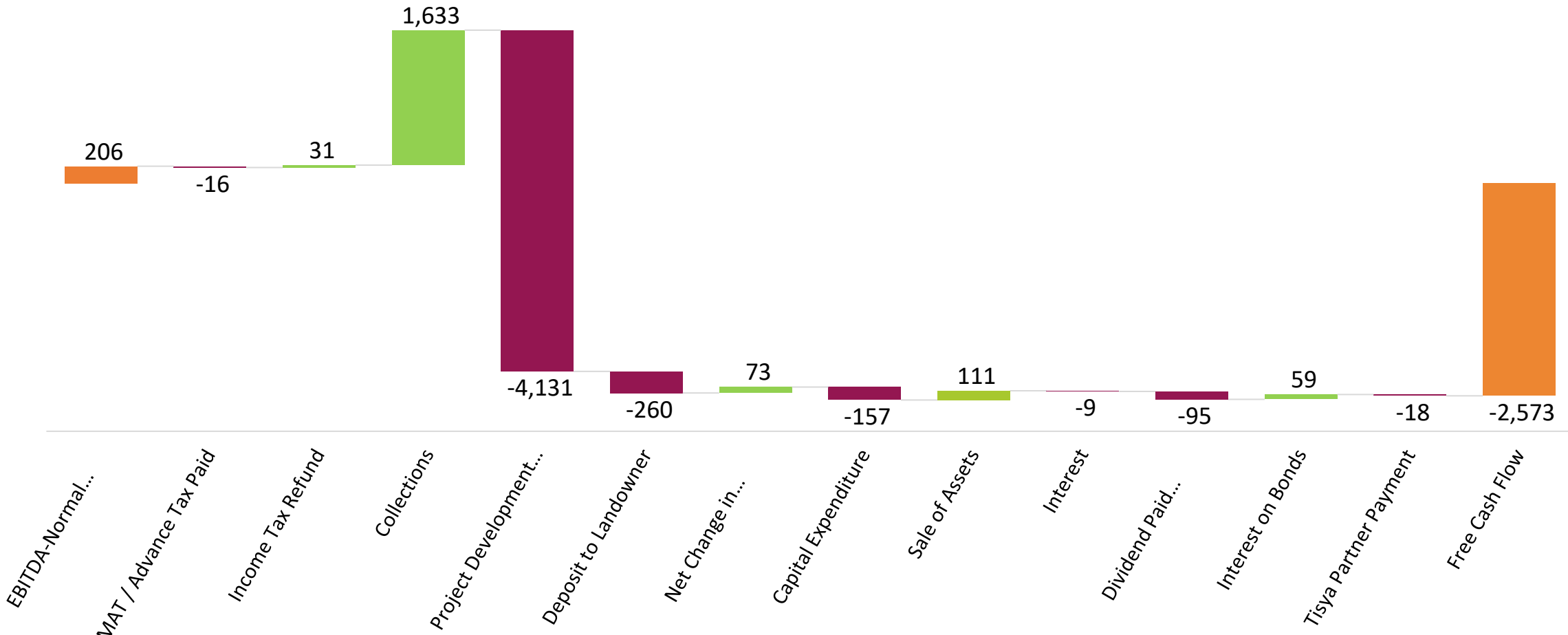
No	Particulars	Continuing operations				Total	Discontinued Operations	Grand Total
		Birla Estates	Pulp & Paper	Rayon	H.O.		Textiles	
	EBITDA-Normal Business	48	152	41	0	241	-35	206
	MAT / Advance Tax Paid	0	-	-	-16	-16	-	-16
	Income Tax Refund	0	-	-	31	31	-	31
	Collections	1633	-	-	-	1633	-	1633
	Project Development Cost	-4131	-	-	-	-4131	-	-4131
	Deposit to Landowner	-260	-	-	-	-260	-	-260
	Net Change in Working Capital	327	-107	-40	0	181	-108	73
A)	Operating Cash Flow	-2382	45	1	15	-2321	-143	-2464
	Capital Expenditure	-18	-137	0	-2	-157	-	-157
	Sale of Assets	0	0	0	0	0	111	111
B)	Investing Cash Flow	-18	-137	0	-2	-157	111	-46
	Interest	5	-11	0	-	-6	-2	-9
	Dividend Paid (Including Tax)	-39	0	0	-56	-95	0	-95
	Interest on Bonds	0	-	-	59	59	-	59
	Tisya Partner Payment	-18	0	0	0	-18	0	-18
C)	Financing Cash Flow	-52	-11	0	3	-60	-2	-62
D)	Free Cash Flow (A+B+C)	-2452	-103	1	16	-2538	-35	-2573

CASH FLOW : 9M FY25

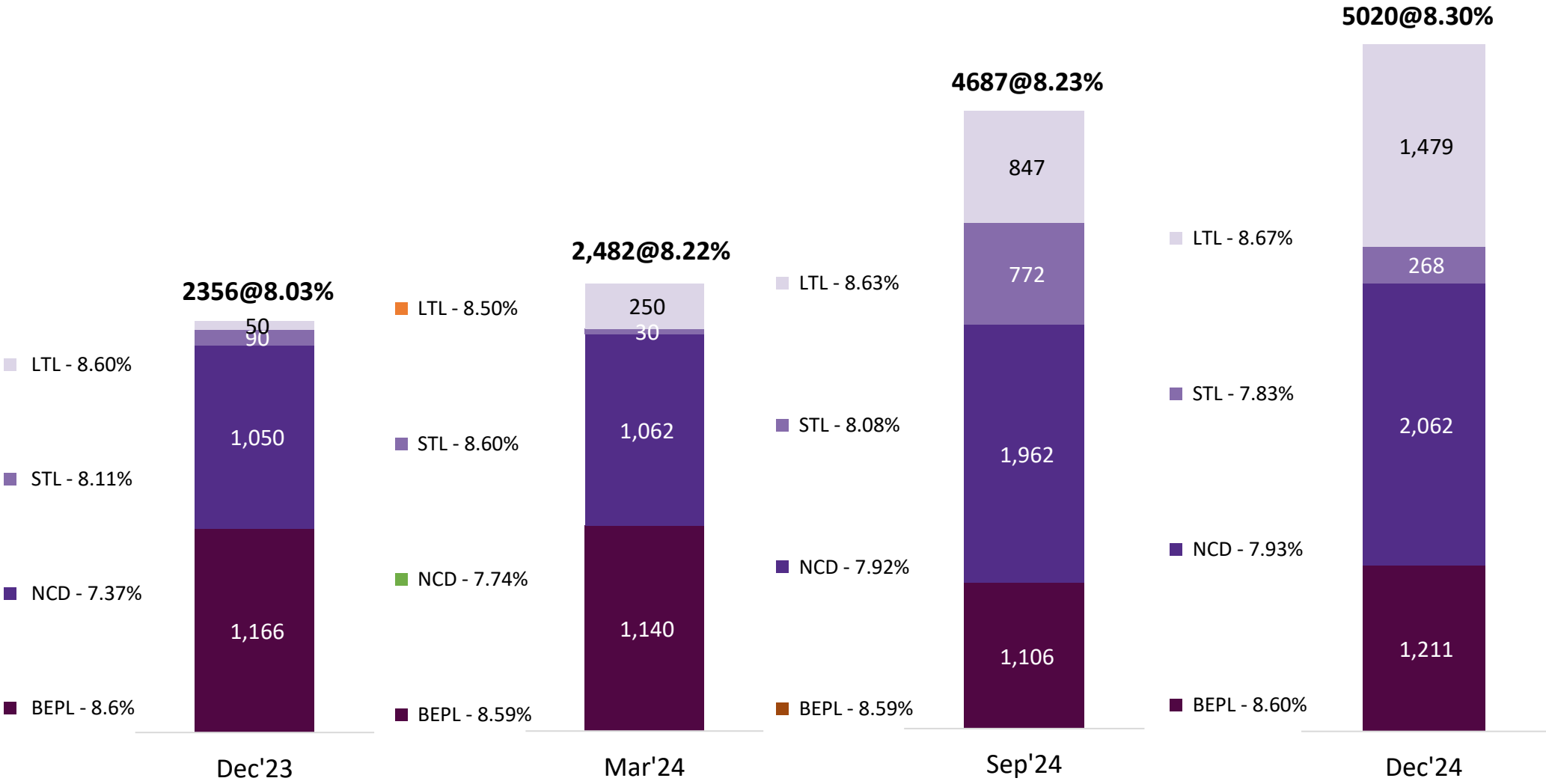


(₹ In Crores)

■ Increase ■ Decrease ■ Total



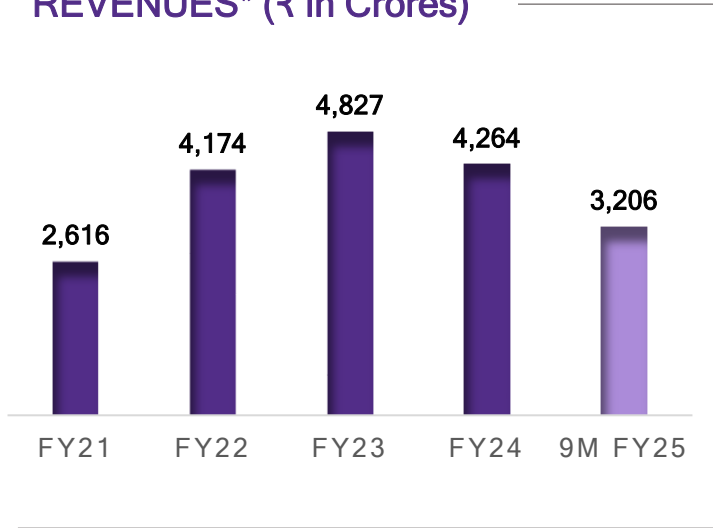
OUTSTANDING LOAN



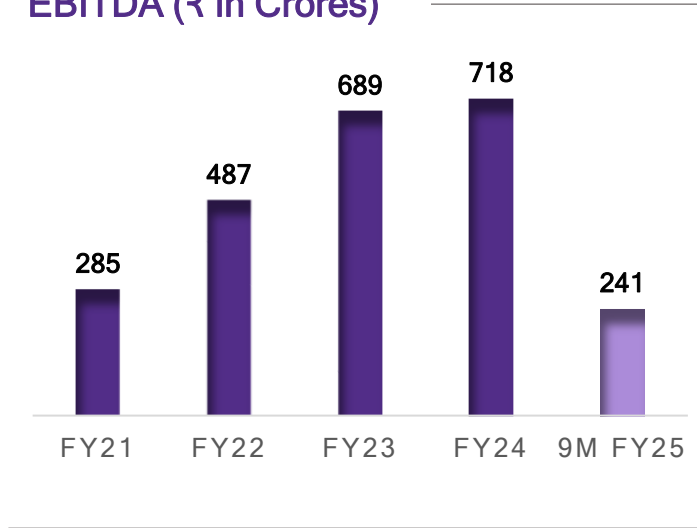
FINANCIAL PERFORMANCE

For Continuing Operations

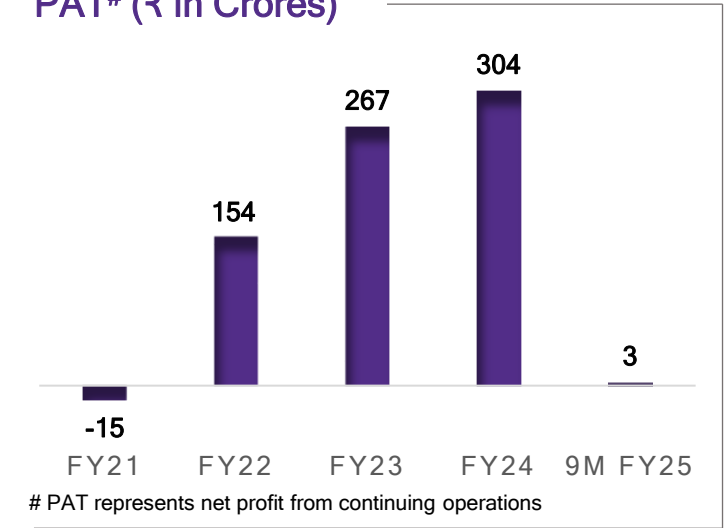
REVENUES* (₹ in Crores)



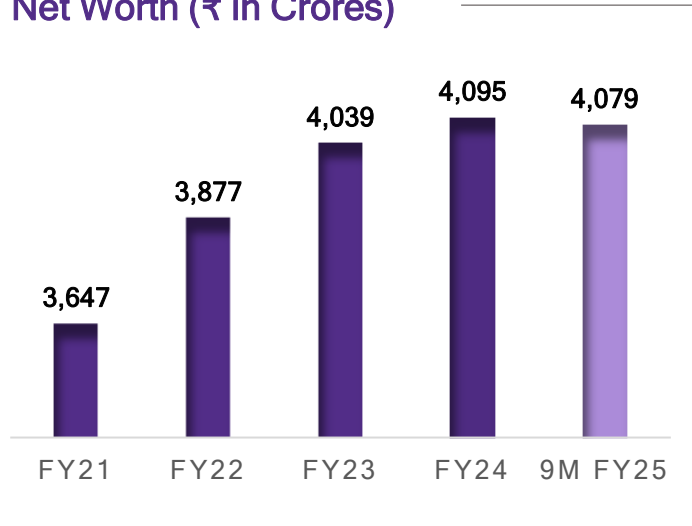
EBITDA (₹ in Crores)



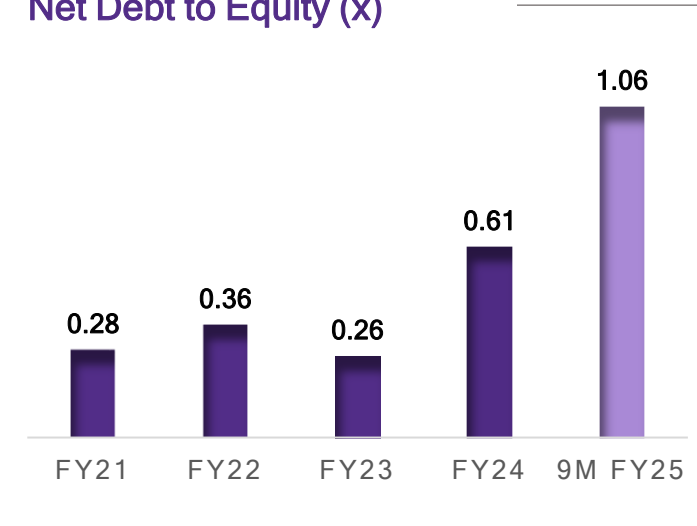
PAT# (₹ in Crores)



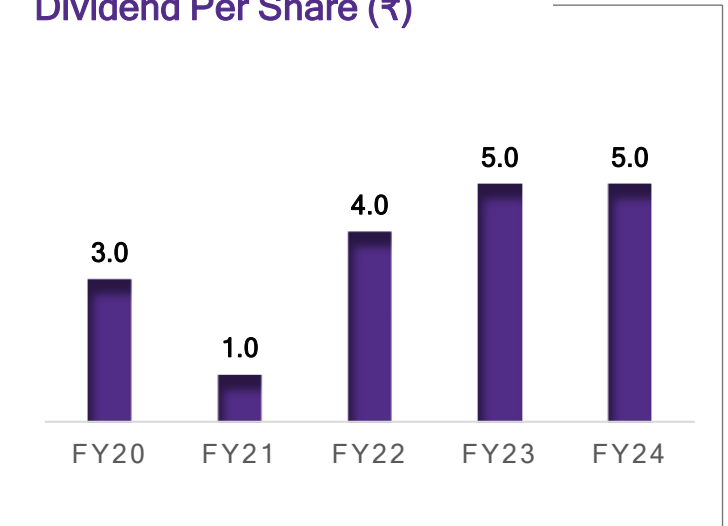
Net Worth (₹ in Crores)



Net Debt to Equity (x)



Dividend Per Share (₹)

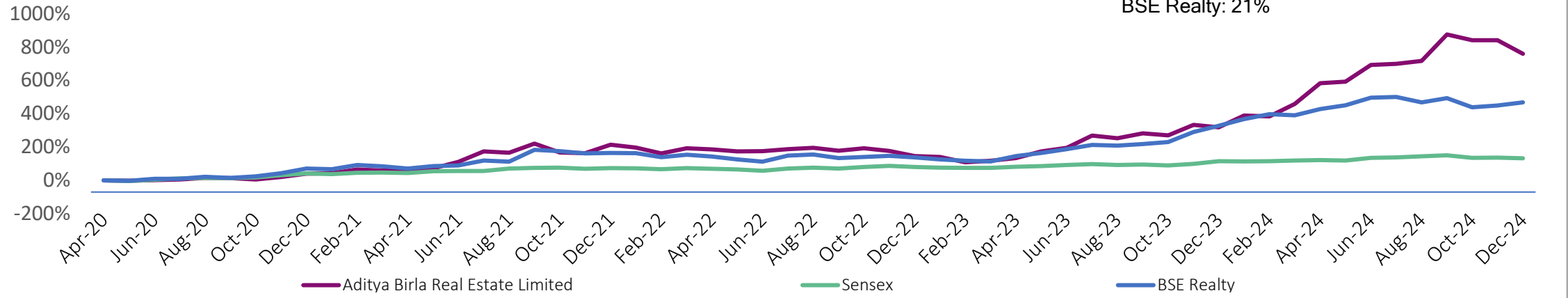


CREATING SHAREHOLDER VALUE: A TRANSFORMATIVE JOURNEY

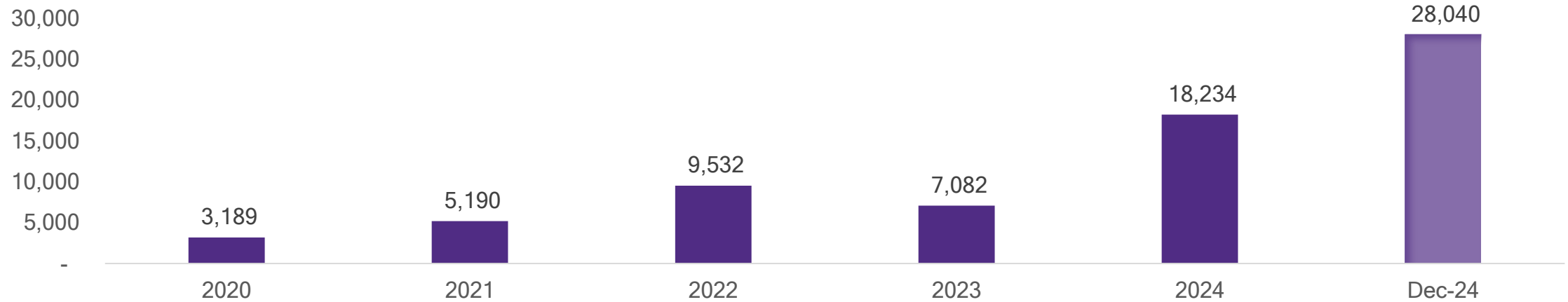


Relative Price Performance up to 31st December, 2024

3 Year Price CAGR:
 Aditya Birla Real Estate Limited: 29%
 Sensex: 8%
 BSE Realty: 21%



Market Capitalisation (₹ Crores)



Aditya Birla Real Estate Limited

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THANK YOU



Bringing our century old legacy and expertise into all our businesses while focusing on sustainability, customer centricity, technology and innovation to be future ready