



SH/XII/097/2025

28th October, 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 vide SH/XII/092/2025 dated 17th October, 2025, regarding earnings call to be held tomorrow i.e. Wednesday, 29th October, 2025 to discuss Q2-FY26 earnings. In this connection, please find enclosed herewith the Earnings Presentation for Q2-FY26.

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

Earnings Presentation

Q2 FY26



BIRLA
QJASVI
BRNAGAR

Legacy & Trust

- 125-year-old legacy rooted in nation-building since 1897
- Part of the Aditya Birla Group, known for credibility and excellence
- Entered real estate in 2016 under the 'Birla Estates' brand

Superior Design & Execution

- Superior new age design capabilities in all our projects
- Execution anchored in speed, scale, and precision
- Positioned to lead in innovation, governance, and growth

Customer Focus

- Strong recall in premium and luxury segments
- Trusted for quality, design excellence, and transparency
- Poised to be among India's most aspirational real estate brands



Diversified Portfolio

- Portfolio spread across India's top 4 high-growth markets: MMR, Bengaluru, NCR, and Pune
- Strong presence in premium residential; scaling up commercial portfolio strategically

Efficient Sourcing Strategy

- Strategic land sourcing through outright purchases and asset-light joint ventures
- Portfolio developed on own land as well as JV/JDA partnerships with land-owners

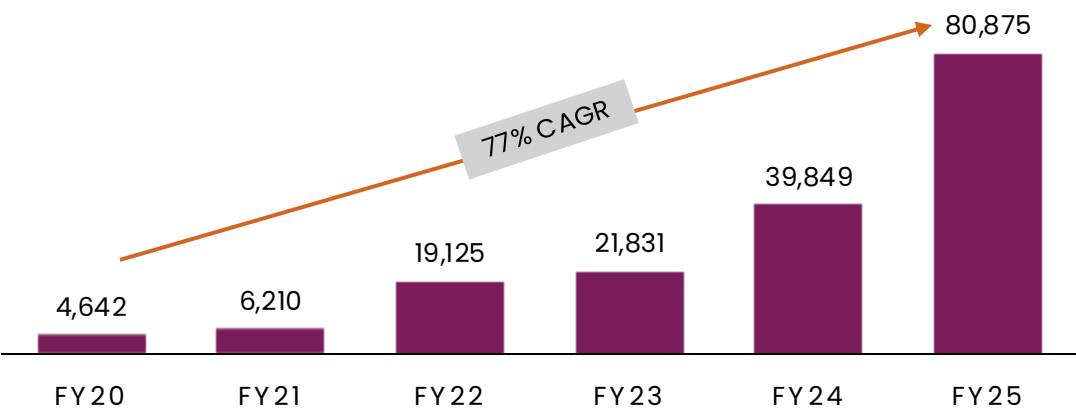
Trusted Partnerships

- Financial Partnership with marquee global investors like Mitsubishi and IFC for projects at SPV level

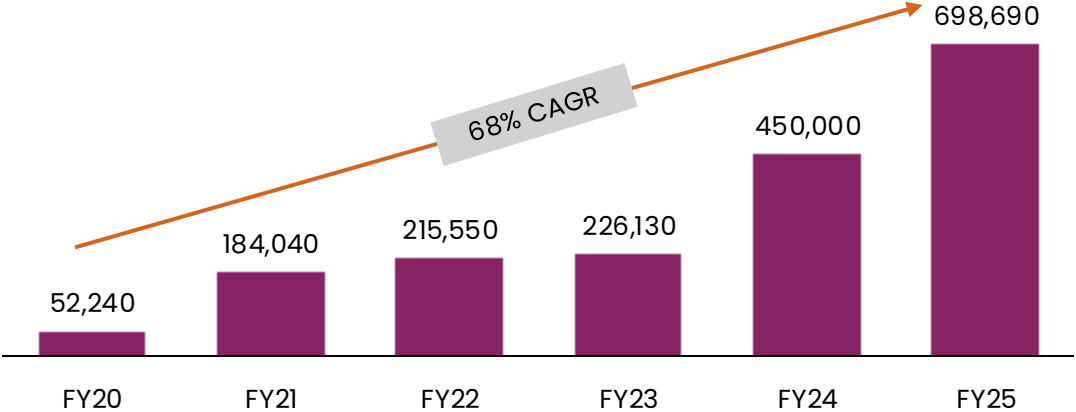
Key Annual Performance Indicators



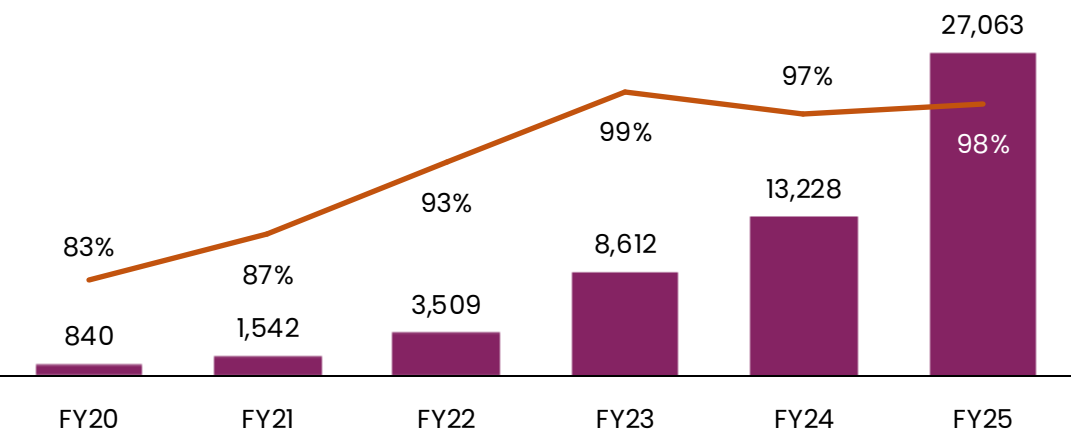
Booking Value (₹ Mn)



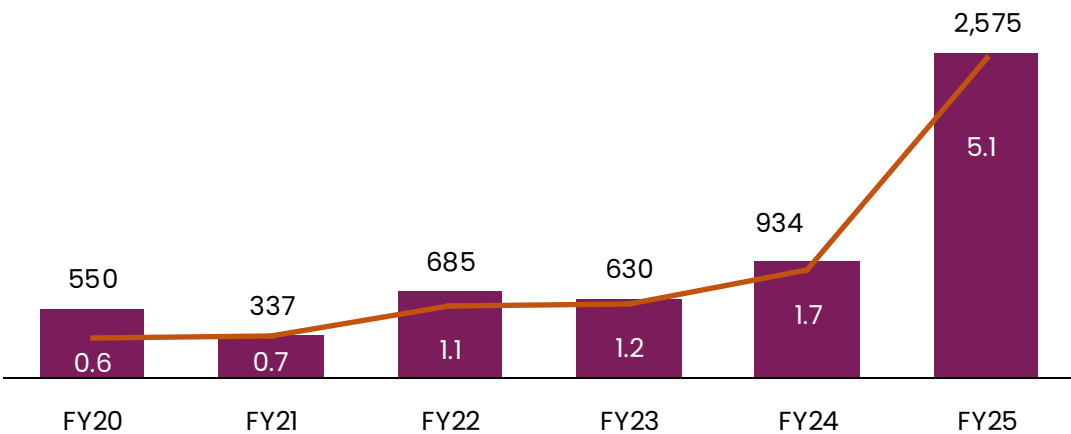
Gross Development Value (₹ Mn)



Collection Value (₹ Mn) & Collection Efficiency (%)



Units Sold (No.) & Area Sold (Mn Sq ft)



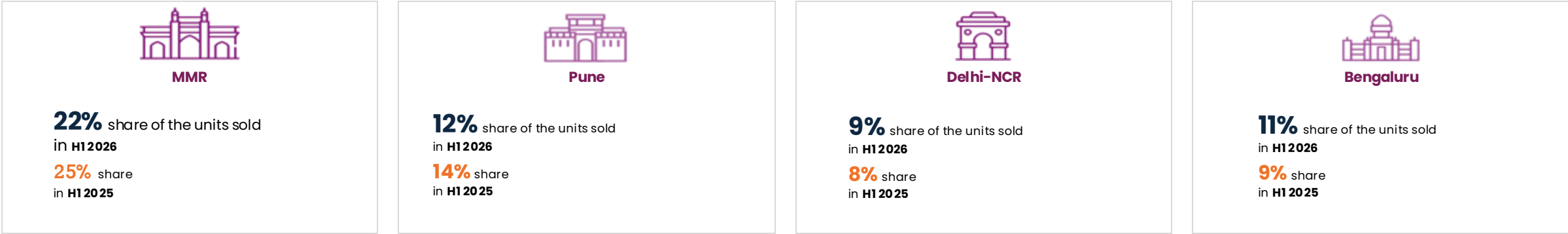
Market Insights – Residential



India's residential real estate market demonstrated positive activity throughout H1 FY 2026. This period witnessed **sales of 2,92,238 housing units.**



City Wise Sales Contribution



- The Indian real estate market continues to demonstrate resilience and steady growth, supported by a stable macroeconomic environment, rising urbanization, and evolving lifestyle aspirations.
- Projects with the right product, right location, and trusted brand name are continuing to witness healthy traction.
- There is a growing emphasis on sustainability and innovation. Green building practices, energy-efficient designs, and smart infrastructure are increasingly influencing both buyer preferences and regulatory frameworks.

Real Estate: Q2 FY26 Highlights



Birla Anayu, Mumbai (Artist's Impression)

Q2 FY26 Highlights: Real Estate

- **Booking Value** stood at ₹ 8,895 Mn in Q2FY26, **up 111%** against Q1FY26(₹ 4,225 Mn).
- Q2 FY26 saw **strong sales pickup in Birla Niyaara (Mumbai) – ₹ 3,200 Mn** and **Birla Evara (Bangalore) – ₹ 3,257 Mn.**
- **RERA launch approval** has been received for two projects in **Pune – Birla Evam, Manjri and Birla Punya, Wellesley Road***
- As on 30 Sep 2025, **80% of the launched area** (Mn sqft) across India has been **sold**
- **Strong launch pipeline for the year – ₹ 139,323 Mn**
- **Birla Niyaara & Birla Tisya have won a prestigious Sword of Honour** from the British Safety Council demonstrating excellence in the management of health and safety risks at work.
- ESG continues to be a key priority as we remain committed to building responsibly and sustainably.
 - BEPL secured a 100/100 GRESB score and was ranked **#1** residential developer in Asia, reflecting our focus on sustainable development and industry-leading ESG practices.

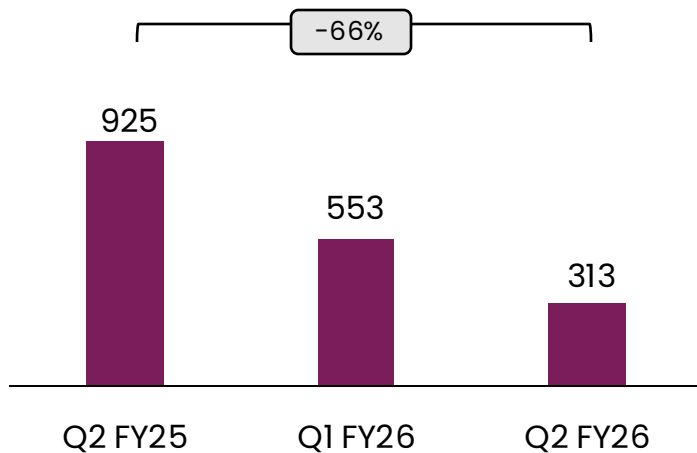
*RERA launch approval received for upto 24 floors for two towers and upto 25 floors for two towers



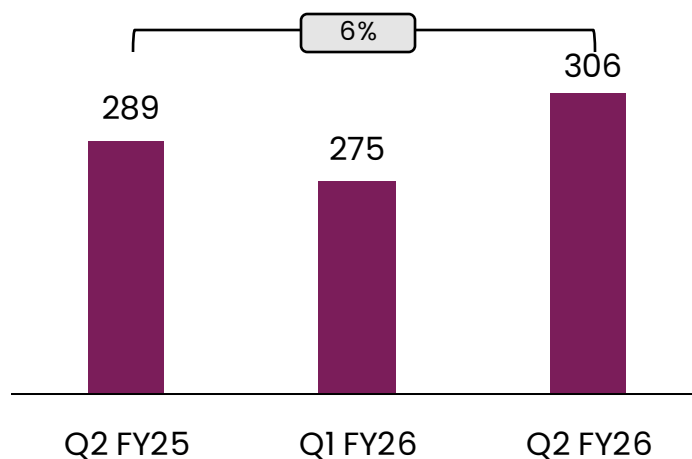
Birla Arika, Gurugram (Artist's Impression)

Quarterly Financial & Operational Highlights

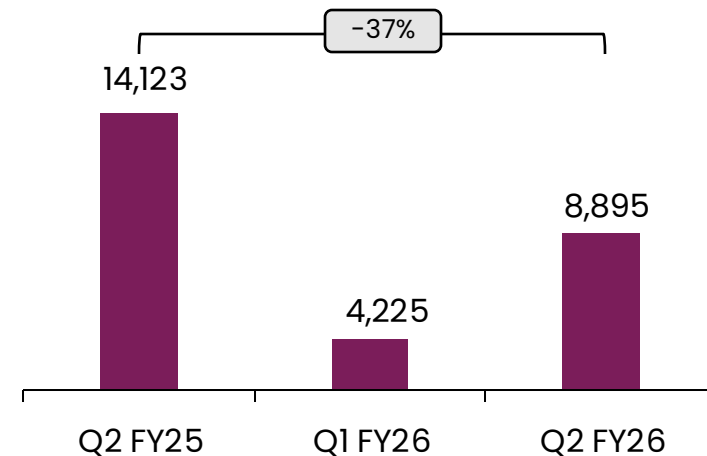
Net Total Income# (₹ Mn)



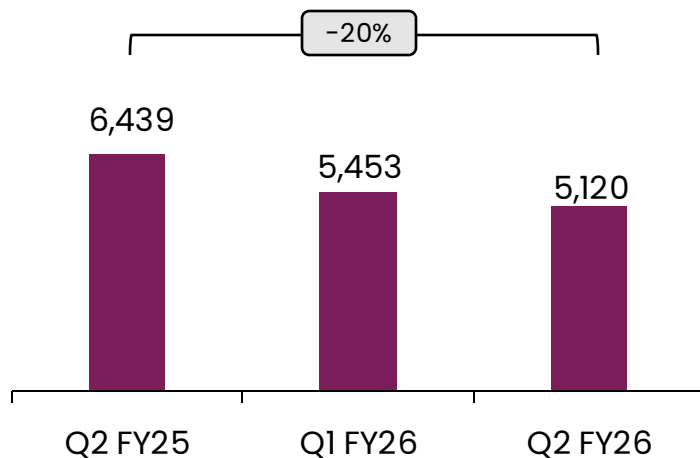
Net Leasing Income (₹ Mn)



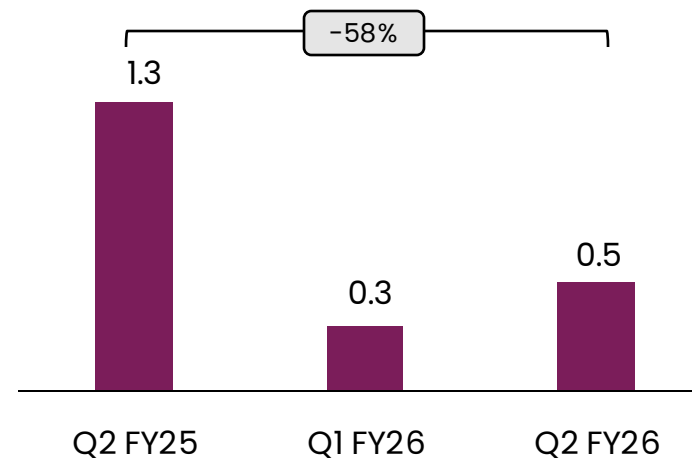
Booking Value (₹ Mn)



Collection (₹ Mn)



Area Sold (Mn Sq ft)

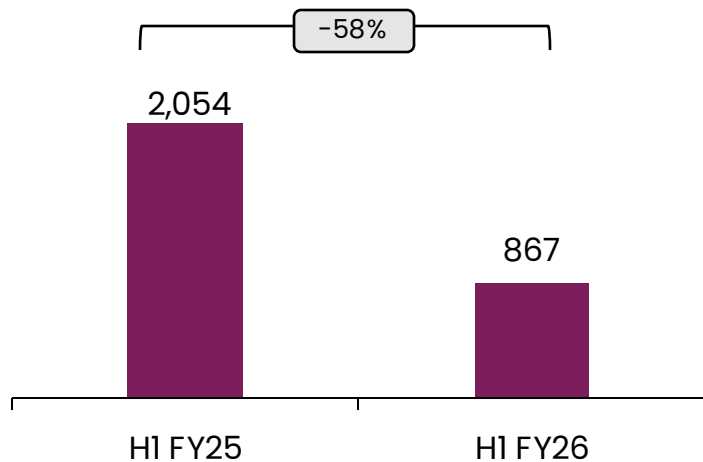


Net Total Income = Net Leasing Income + Net RE Income + Other Income

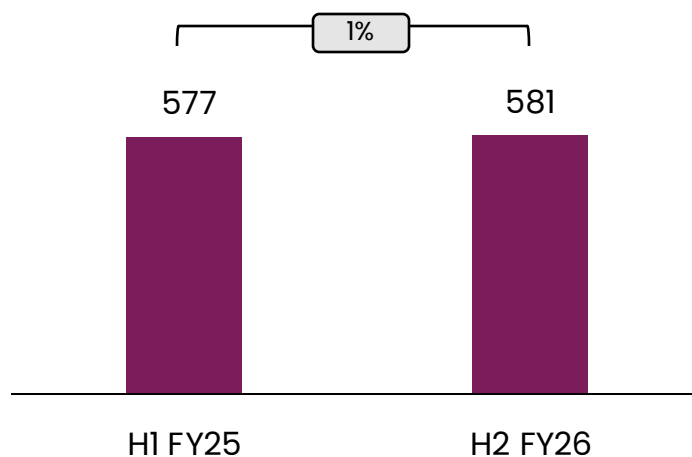
The company follows a completed contract method for real estate accounting. Net RE income recognized for the quarter will depend upon the projects completed in that quarter

Half Yearly Financial & Operational Highlights

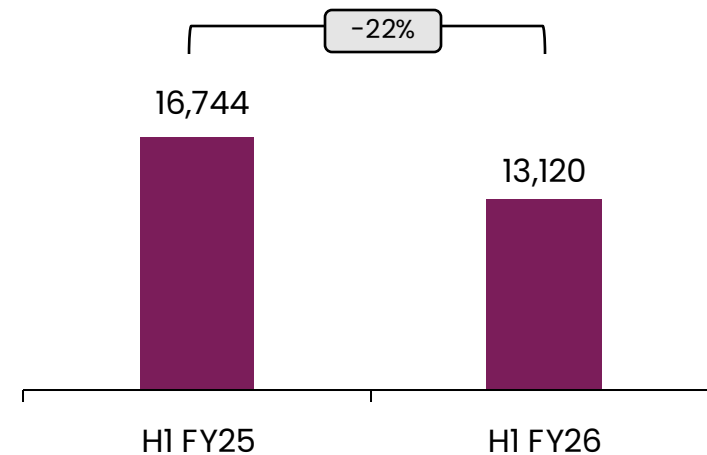
Net Total Income* (₹ Mn)



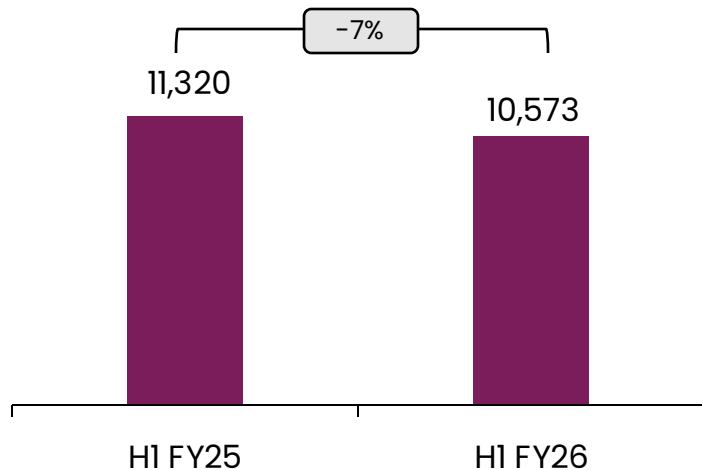
Net Leasing Income (₹ Mn)



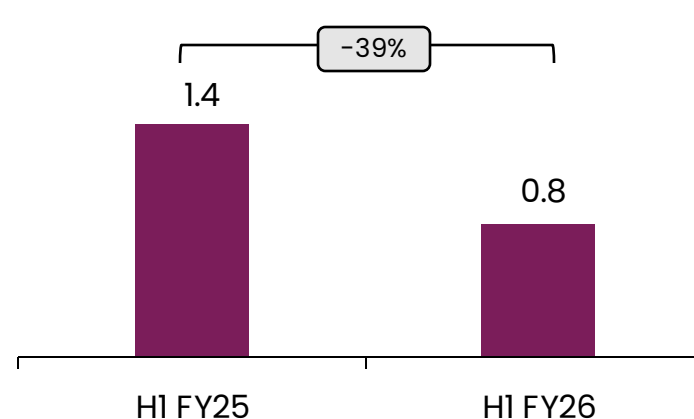
Booking Value (₹ Mn)



Collection (₹ Mn)



Area Sold (Mn Sq ft)



Net Total Income = Net Leasing Income + Net RE Income + Other Income

The company follows a completed contract method for real estate accounting. Net RE income recognized for the quarter will depend upon the projects completed in that quarter

An artist's impression of a modern, multi-story residential building at night. The building features large glass windows and balconies, some of which are illuminated from within, showing people sitting and dining. The balconies are furnished with outdoor seating and plants. In the foreground, there is a large, rectangular swimming pool with a blue interior, surrounded by a deck with lounge chairs and umbrellas. The background shows a dense urban skyline with other high-rise buildings.

Real Estate: Projects Overview

Pan India Footprint



Mumbai Metropolitan Region (9 projects)

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



NCR (4 projects)

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



Bengaluru (5 projects)

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



Pune (2 projects)

Birla Punya, Wellesley Road
Birla Evam, Manjiri

Completed Projects

Ongoing Projects

Unlaunched Projects

Projects with a revenue potential of
~₹ 700 Billion

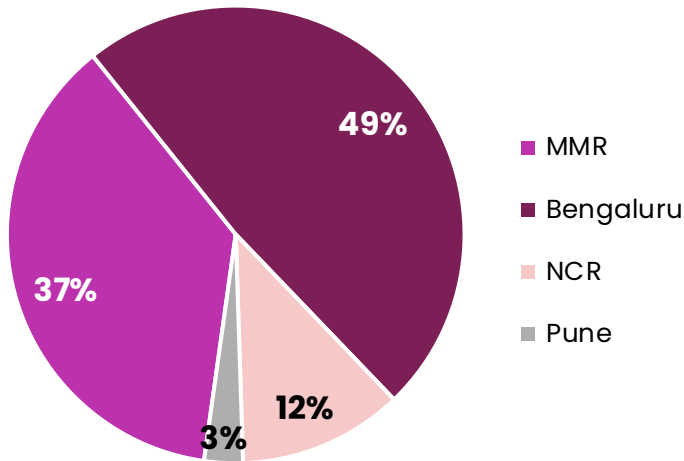


Region Wise Performance

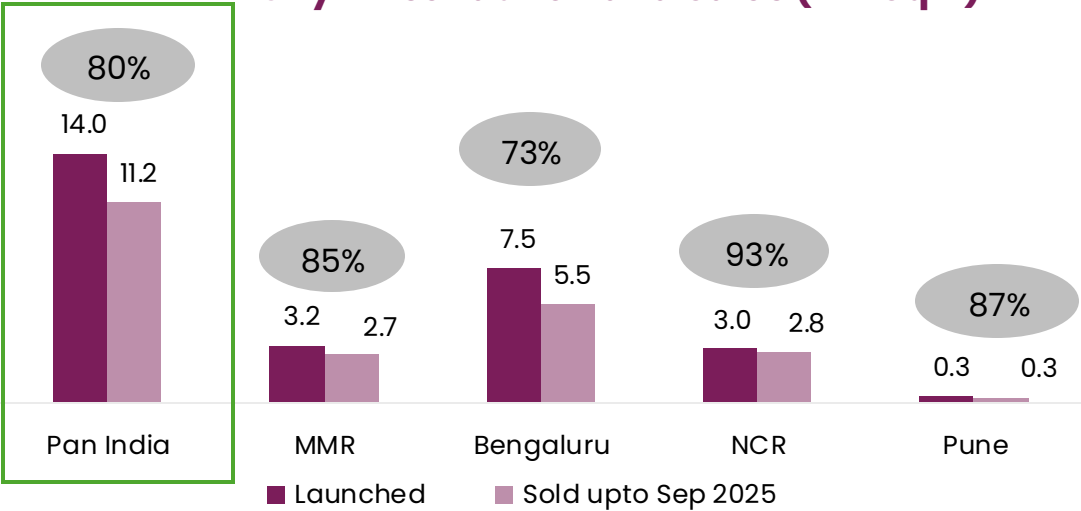


	Ongoing			Upcoming		
Particulars	Saleable Area (Mn Sq ft)	GDV (₹ Mn)	No. of Projects*	Saleable Area (Mn Sq ft)	GDV (₹ Mn)	No. of Projects*
MMR	3.2	1,04,689	3	11.6	3,25,755	4
Bengaluru	7.5	70,604	5	1.3	12,567	0
NCR	3.0	56,802	2	3.8	73,798	2
Pune	0.3	4,440	1	4.4	50,035	1
Total	14.0	2,36,535	11	21.1	4,62,155	7

Region Wise Booking Value contribution (Q2FY26)



City-wise Launch and Sales (Mn Sq ft)



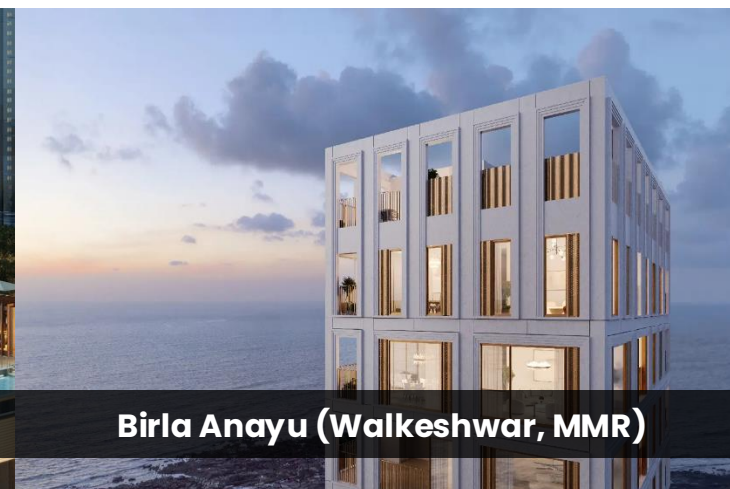
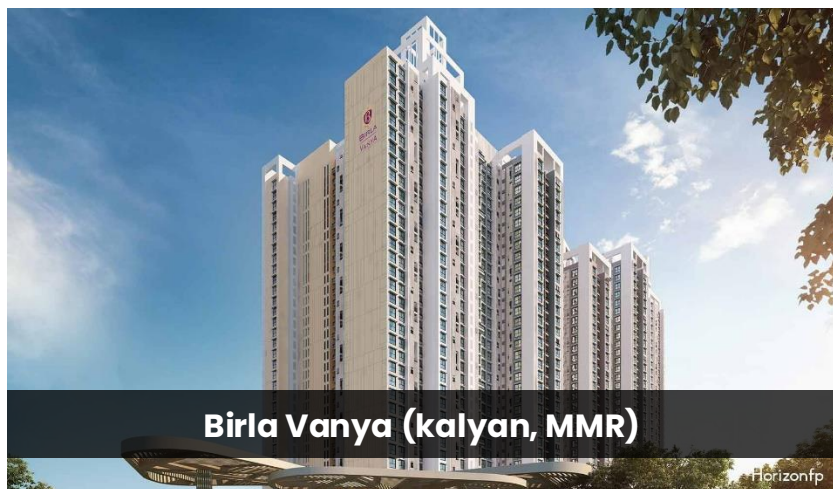
*Includes overall project numbers, RERA phase wise launch may vary

Ongoing Residential Projects – MMR

Projects	Location	Project Structure**	GDV ₹ Mn	Total Saleable Area Mn Sq ft	Area Sold Sq ft	Booking value ₹ Mn	Collection % of Booking	Balance inventory ₹ Mn	Average Rate Per Sqft. ₹	Date of Completion*
Birla Vanya	Kalyan	Own Land Parcel	11,500	1.33	1.18	9,450	95%	2,050	8,024	OC Received
Birla Niyaara (Ph-1)	Worli	Own Land Parcel	36,254	0.91	0.83	30,043	47%	6,211	36,003	March 2028
Birla Niyaara (Ph-2)			51,212	0.89	0.65	37,553	22%	13,659	57,511	March 2029
Birla Anayu	Walkeshwar	Outright	5,722	0.06	0.03	2,834	31%	2,888	87,668	March 2029
Total			1,04,689	3.18	2.70	79,881		24,808		

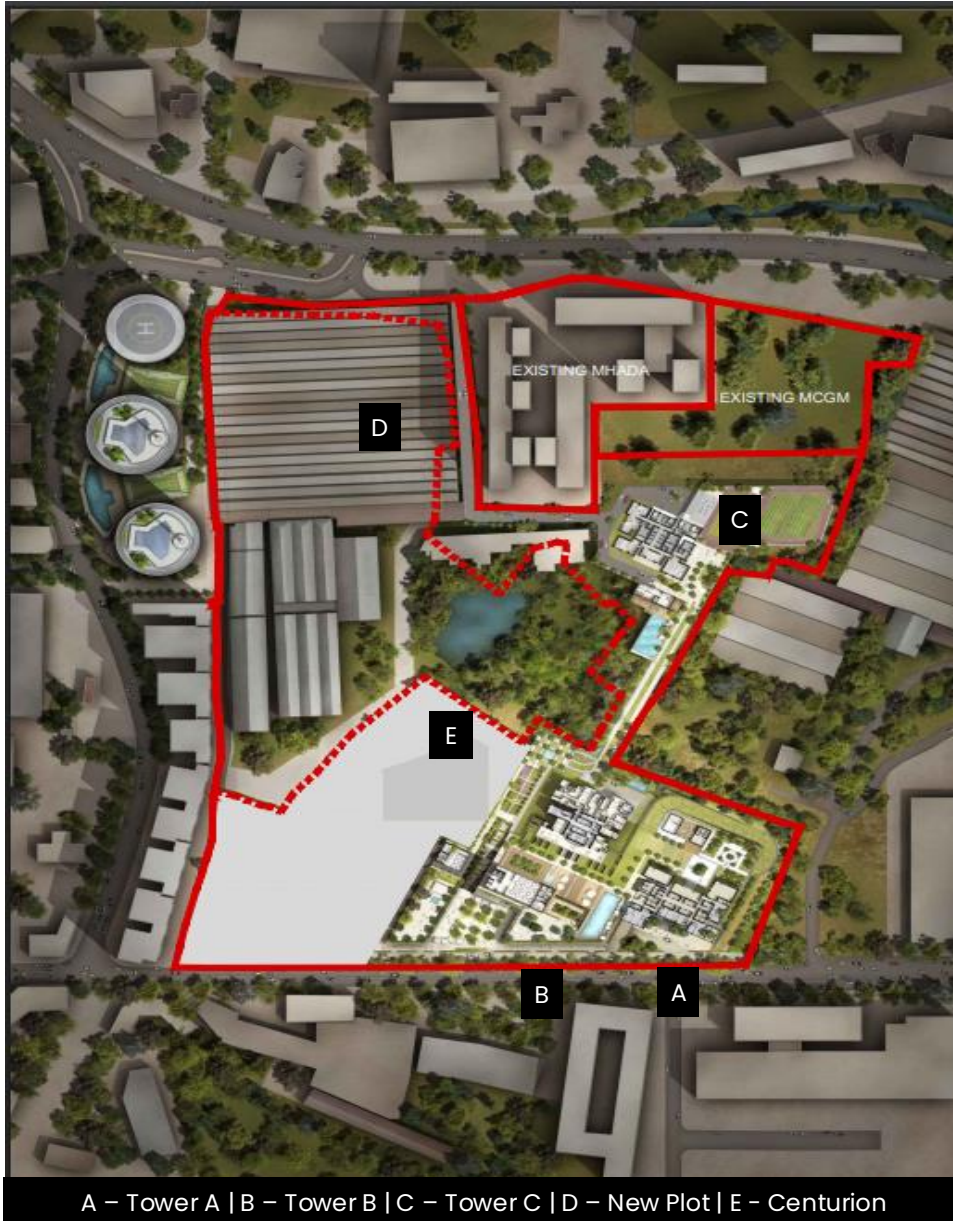
*Date of Completion as per RERA

**Land Owner – Profit Share, Revenue Share, and PE Profit Share



The above images are artist's impressions

Worli, Mumbai – Portfolio



Towers	Area (Mn Sq ft)	Status
A	0.9	Launched
B	0.9	Launched
C	0.7	Yet to be Launched
Total	~2.5	
Worli New Plot (D)	~2.6	Yet to be Launched
Commercial Development	~1.3	Yet to be Launched
Worli West	~0.4	Yet to be Launched
Grand Total	~6.8	

The masterplan of the project is designed and planned by globally recognized architects and designers as follows:

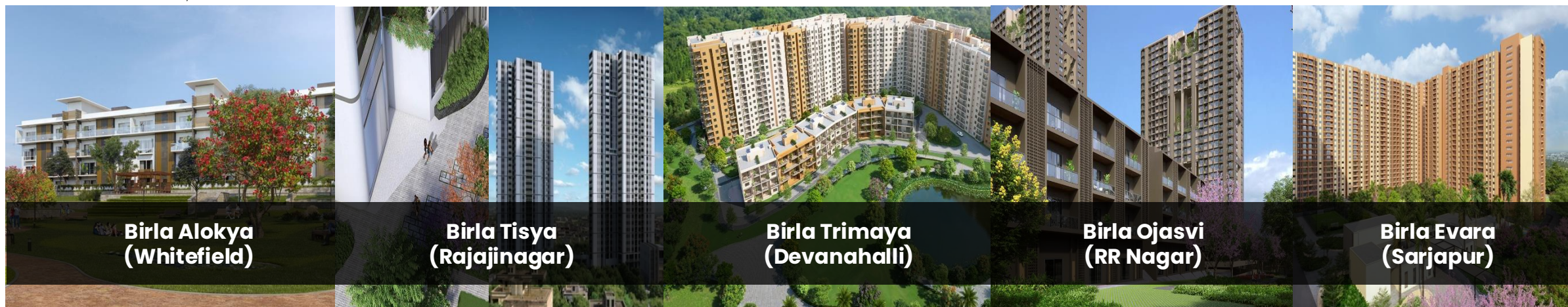
- Foster + Partners, UK
- Sasaki Associates, USA
- LERA, USA
- Coopers Hill, Singapore
- BPI Design, Singapore
- Priedmann, UAE

Ongoing Residential Projects – Bengaluru

Projects	Location	Project Structure**	GDV ₹ Mn	Total Saleable Area Mn Sq ft	Area Sold Sq ft	Booking value ₹ Mn	Collection % of Booking	Balance inventory ₹ Mn	Average Rate Per Sqft. ₹	Date of Completion*
Birla Alokya	Whitefield	Outright	3,976	0.55	0.54	3,961	100%	15	7,271	OC Received
Birla Tisya	Rajajinagar	Profit Share (BE – 40%)	6,515	0.65	0.65	6,515	76%	0	9,993	Dec-26
Birla Trimaya (Ph-1)	Devanahalli	Profit Share (BE – 47%)	4,861	0.72	0.72	4,851	59%	9	6,765	Oct-28
Birla Trimaya (Ph-2)			6,329	0.74	0.72	6,182	28%	147	8,550	Jun-29
Birla Trimaya (Ph-3)			7,753	0.88	0.75	6,793	18%	960	9,028	Aug-30
Birla Ojasvi	RR Nagar	Outright	10,579	1.01	0.86	8,668	28%	1,912	10,105	Jan-31
Birla Evara	Sarjapur	Outright	30,592	2.94	1.22*	12,613	15%	17,979	10,350	Dec-31
Total			70,604	7.49	5.47	49,583		21,021		

*Date of Completion as per RERA

**Land Owner – Profit Share, Revenue Share



*1.22 Mn sqft sold out of launched area of 1.97 Mn sqft

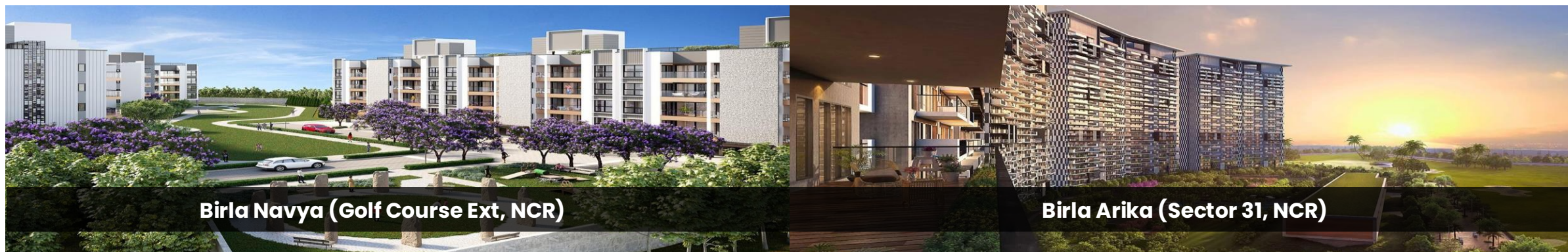
The above images are artist's impressions

Ongoing Residential Projects – NCR

Projects	Location	Project Structure**	GDV ₹ Mn	Total Saleable Area Mn Sq ft	Area Sold Sq ft	Booking value ₹ Mn	Collection % of Booking	Balance inventory ₹ Mn	Average Rate Per Sqft. ₹	Date of Completion*
Birla Navya (Ph 1)	Golf Course extension	Profit Share (BE – 50%)	4,834	0.44	0.44	4,834	100%	0	10,954	OC Received
Birla Navya (Ph 2)			7,093	0.50	0.50	7,093	47%	0	14,210	December 2025
Birla Navya (Ph 3)			3,972	0.23	0.23	3,972	35%	0	17,603	April 2027
Birla Navya (Ph 4)			7,927	0.42	0.21	4,038	17%	3,889	19,336	April 2030
Birla Arika (Ph-1)	Sector 31	Revenue Share (BE – 58%)	32,976	1.41	1.41	32,410	10%	566	22,958	December 2031
Total			56,802	2.99	2.79	52,347		4,455		

*Date of Completion as per RERA

**Land Owner – Profit Share, Revenue Share,



Birla Navya (Golf Course Ext, NCR)

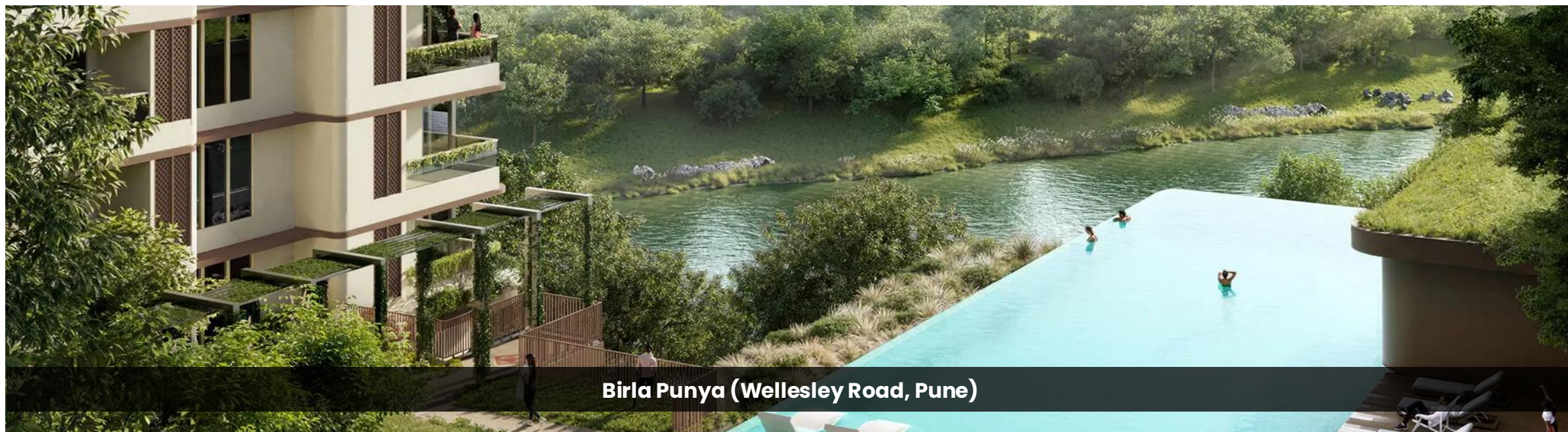
Birla Arika (Sector 31, NCR)

Ongoing Residential Projects – Pune

Projects	Location	Project Structure**	GDV ₹ Mn	Total Saleable Area In Mn Sq ft	Area Sold Sq ft	Booking value ₹ Mn	Collection % of Booking	Balance inventory ₹ Mn	Average Rate Per Sqft. ₹	Date of Completion*
Birla Punya (Ph-1)	Wellesley Road	Outright	4,440	0.31	0.27	3,840	15%	600	14,395	Sep-31
Total			4,440	0.31	0.27	3,840		600		

*Date of Completion as per RERA

**Land Owner – Profit Share, Revenue Share, and PE Profit Share



FY26 Project Launch Pipeline



Projects		Location	Ownership	Economic Interest %	Total Estimated GDV ₹ Mn	GDV launch in FY26 ₹ Mn	Saleable Area Mn Sq ft
MMR	Birla Niyaara - C	Worli	Own	100%	131,801	44,335	0.7
	Thane Project	Thane	Outright	56%	98,730	16,294	1.3
	Plotted Development	Boisar	Outright	100%	4,744	2,790	0.9
NCR	Birla Navya	Golf Course extension	Profit Share	50%	30,248	6,422	0.3
	Sector 71	Gurgaon	Outright	100%	14,093	6,712	0.5
	Birla Arika	Gurgaon	Revenue Share	58%	58,582	25,606	1.0
Bengaluru	Birla Trimaya	Devanahalli	Profit Share	47%	31,509	6,650	0.7
Pune	Birla Punya	Wellesley Road	Outright	100%	27,303	22,863	1.3
	Birla Evam	Manjri	Outright	56%	27,172	7,651	1.0
Total					424,182	139,323	7.8

Total Project Portfolio



Projects		Ownership	Economic Interest %	Land Area Acres	Estimated GDV ₹ Mn	Total Saleable Area Mn Sq ft
Ongoing Projects (A)				204	236,535	14.0
FY26 Pipeline (B)				123	139,323	7.8
Mumbai	Thane-Kalwa	Outright	56%	-	82,436	5.1
	Worli – New Plot	Own	100%	10	148,702	2.6
	Worli West	Own	100%	4	29,246	0.4
	Boisar	Outright	100%	-	1,953	0.6
Bengaluru	Birla Trimaya	Profit Share	47%	-	5,917	0.6
NCR	Sector 71	Outright	100%	-	7,381	0.5
	Mathura Road	Revenue Share	64%	7	27,676	1.4
Pune	Birla Evam	Outright	56%	-	19,522	2.1
Future Pipeline (C)				21	322,832	13.3
Total Portfolio (A+B+C)				348	698,690	35.0

Existing Commercial Projects



Birla Aurora

Location	Prabhadevi, Mumbai
Leasable Area (in sq ft)	0.26 Mn
Annual Gross Lease Rental H1 FY 2025-26	₹ 328 Mn.
Annual Gross Lease Rental FY 2024-25	₹ 672 Mn.
Occupancy	100%



Birla Centurion

Location	Worli, Mumbai
Leasable Area (in sq ft)	0.32 Mn
Annual Gross Lease Rental H1 FY 2025-26	₹ 331 Mn.
Annual Gross Lease Rental FY 2024-25	₹ 649 Mn.
Occupancy	100%

Strategic Alliances & Actions

Strategic Alliance with IFC



About IFC:

The International Finance Corporation (IFC), part of the World Bank Group, is the premier global development institution exclusively focused on the private sector in emerging markets.

Operating in over 100 countries, IFC deploys its capital, expertise, and influence to foster markets and opportunities



About the Partnership:

Birla Estates secured a ₹4,200 Million investment from IFC for residential projects in Pune and Thane, covering ~9.5 million sq. ft.

The projects will be developed via SPVs, with Birla Estates having economic interest of 56% and IFC 44%.

Strategic Alliance with Mitsubishi Estate



MITSUBISHI ESTATE CO., LTD.

About Mitsubishi:

Mitsubishi Estate is a leading Japanese real estate developer, renowned for its extensive portfolio including office buildings (especially in Tokyo's Marunouchi district), residential properties, retail, hotels, and logistics.

They operate globally, with significant presence in the US, Europe, and Asia. The company emphasizes long-term urban development, sustainability, and innovation through new business creation. Their diverse activities make them a major player in the international real estate market.



About the Partnership:

Birla Estates has entered a ₹5,600 Mn joint venture with Mitsubishi Estate Co. Ltd. for a premium residential project in Southeast Bengaluru. The 4 million sq. ft. project will be developed via a 51:49 SPV structure.

This marks Mitsubishi's first investment in India's real estate sector.

Strategic Divestment: Century Pulp and Paper



Transaction Overview

- Divestment of Century Pulp & Paper (CPP) to ITC Ltd.
- Structured as a slump sale for ₹34.98 Bn (subject to adjustments)
- Agreement signed on 31st March 2025
- Part of strategic shift to focus on core real estate business

Rationale Behind the Transaction

- Strategic portfolio realignment to focus on real estate
- Enhances capital allocation and operational clarity
- Unlock long-term shareholder value



Environment, Social and Governance (ESG)



Environment

GRESB performance:

- Developments Portfolio: GRESB score improved from 96 (2024) to a perfect score of 100 (2025)
- Standing Investments: GRESB score increased from 90 (2024) to 94 (2025)
- Received Regional Sector Leader and Global Sector Leader, Non-listed companies in Asia in the 2025 GRESB Real Estate Assessment Development Benchmark.



Social

ESG Data Book:

- Developed the ESG Data Book for FY 2024–25 — a concise and structured version of the ESG Report.
- The Data Book provides a snapshot of our performance during the year, enabling stakeholders to quickly understand progress against our ESG priorities and commitments.



Governance

IGBC Certification:

- Birla Punya has received IGBC Gold Pre-Certification, by adhering to sustainable design and construction practices throughout the project's lifecycle

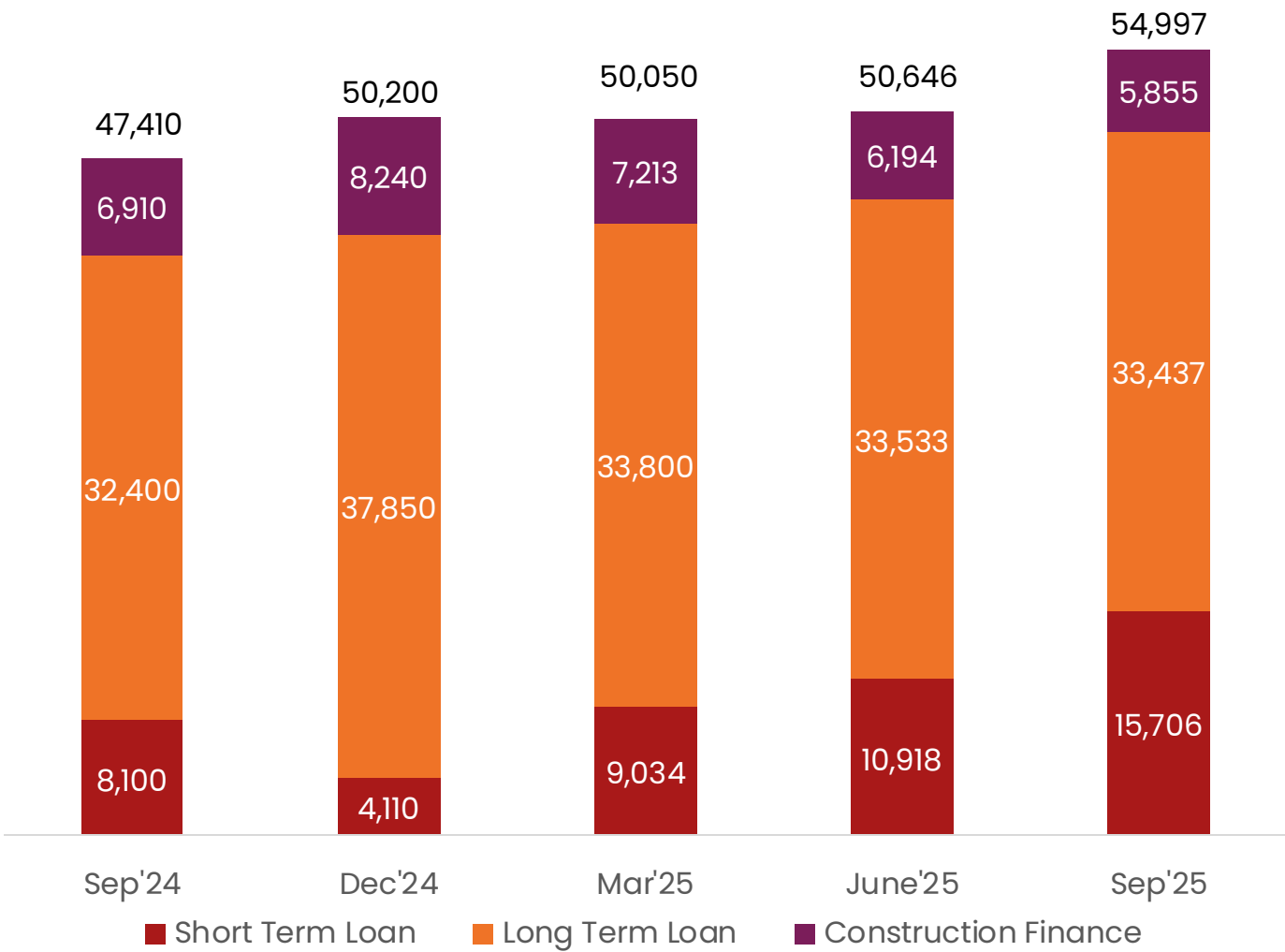
Financial Overview

Birla Trimaya, Bangalore (Artist's Impression)

Debt Profile



Outstanding Debt (₹ Mn)



Net Debt

Particulars	(₹ Mn)
Gross Debt	54,997
Less: Cash and Bank balance	933
Less: Mutual Funds	5,606
Less: RERA balances	6,196
Net Debt	42,263

Credit Rating – ABREL

Facilities/Instruments	Rating
Non-convertible debentures	CARE AA; Stable
Commercial paper	CARE A1+

Credit Rating – BEPL

Facilities/Instruments	Rating
Long Term Bank Facilities	CARE AA Stable
Short Term Bank Facilities	CARE A1+

Cash Flow Potential



Monetization Progress & Unlaunched Potential (₹ Mn)

■ Collected ■ Outstanding Collections ■ Unsold ■ Unlaunched Projects



Launched Projects	(₹ Mn)
Pending Collection from Sold Inventories	1,20,283
Estimated Value of unsold inventory	50,883
Remaining Estimated Project Cost	(96,995)
Estimated Surplus Cash flow Potential	74,172

Profit & Loss : Q2 FY26 – Consolidated

(₹ In Million)

Particulars	Q2 FY26	Q1 FY26	Q2 FY25
Continuing Operations			
Total Sales	978	1,456	2,664
Other Income	154	118	94
Total Income	1,132	1,574	2,758
Total EBITDA	-547	-281	364
Finance cost	177	71	155
Depreciation	157	155	157
PBT before share of loss of JV	-882	-506	51
Share of loss of joint venture	-37	-25	0
PBT	-918	-531	51
Tax (Asset + / Liability -)	187	58	-64
PAT	-731	-473	-13
Discontinued Operations			
Profit / (Loss) from discontinued operations	553	202	41
PAT (After discontinued operations)	-178	-271	28

Profit & Loss : H1 FY26 – Consolidated

(₹ In Million)

Particulars	H1 FY26	H1 FY25
Continuing Operations		
Total Sales	2,434	6,197
Other Income	272	214
Total Income	2,706	6,411
Total EBITDA	-828	938
Finance cost	248	265
Depreciation	312	319
PBT before share of loss of JV	-1,388	355
Share of loss of joint venture	-61	-79
PBT	-1,449	276
Tax (Asset + / Liability -)	245	-189
PAT	-1,204	87
Discontinued Operations		
Profit / (Loss) from discontinued operations	755	115
PAT (After discontinued operations)	-449	202

Cash Flow Q2 FY26 – Consolidated

(₹ In Million)

No	Particulars	Continuing Operations	Discontinued Operations	Total
	EBITDA	-547	880	333
	MAT/Advance Tax Paid	-202	0	-202
	Income Tax Refund	50	0	50
	Collections	4,471	0	4,471
	Project Development Cost	-4,966	0	-4,966
	Deposit from Landowner recovered / (paid)	135	0	135
	Net Change in Working Capital	-426	-800	-1,226
A)	Operating Cash Flow	-1,485	80	-1,405
	Capital Expenditure	-164	-426	-590
	Sale of Assets	5	0	5
B)	Investing Cash Flow	-159	-426	-585
	Interest Paid	-575	-13	-588
	Dividend Paid	-220	0	-220
	JV Partner Payment	0	0	0
C)	Financing Cash Flow	-795	-13	-808
D)	Free Cash Flow (A+B+C)	-2,439	-359	-2,798

Cash Flow H1 FY26 – Consolidated

(₹ In Million)

No	Particulars	Continuing Operations	Discontinued Operations	Total
	EBITDA	-828	1,270	442
	MAT/Advance Tax Paid	-281	0	-281
	Income Tax Refund	50	0	50
	Collections	9,080	0	9,080
	Project Development Cost	-10,300	0	-10,300
	Deposit from Landowner recovered / (paid)	498	0	498
	Net Change in Working Capital	-3,132	-445	-3,578
A)	Operating Cash Flow	-4,913	825	-4,088
	Capital Expenditure	-250	-914	-1,164
	Sale of Assets	10	0	10
B)	Investing Cash Flow	-240	-914	-1,154
	Interest Paid	-769	-51	-819
	Dividend Paid	-220	0	-220
	JV Partner Payment	-242	0	-242
C)	Financing Cash Flow	-1,230	-51	-1,281
D)	Free Cash Flow (A+B+C)	-6,384	-139	-6,523

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