



SH/XII/061/2025

23rd July, 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/056/2025 dated 18th July, 2025, regarding earnings call to be held tomorrow i.e. Thursday, 24th July, 2025 to discuss Q1-FY26 earnings. In this connection, please find enclosed herewith the Earnings Presentation for Q1-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



Earnings Presentation

Q1 FY26



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

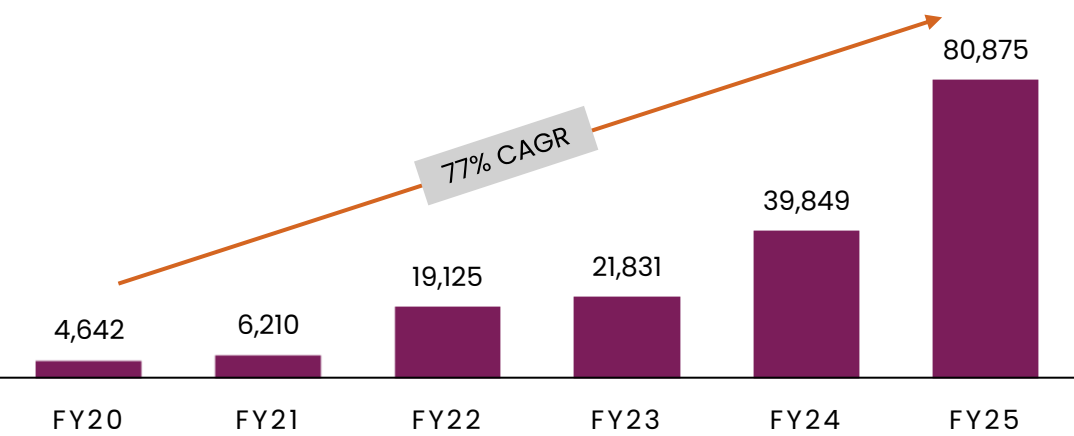
Trusted Partnerships

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

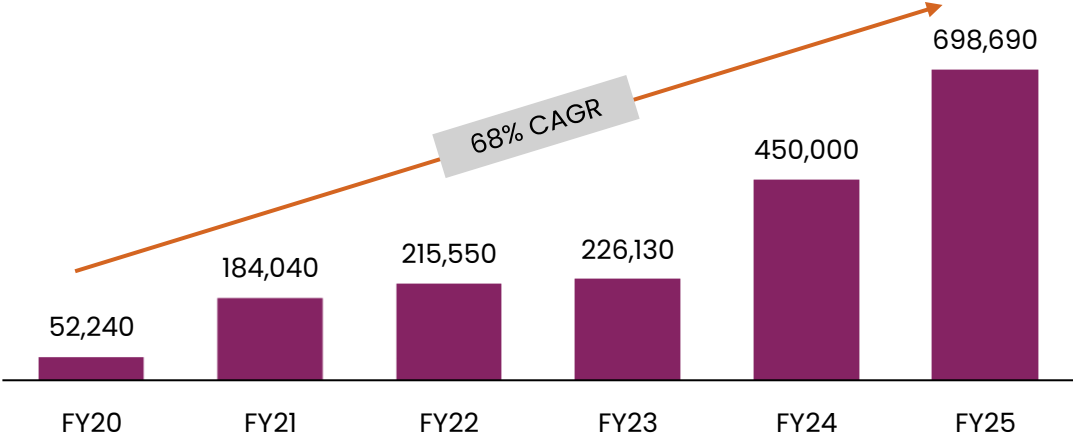
Key Annual Performance Indicators



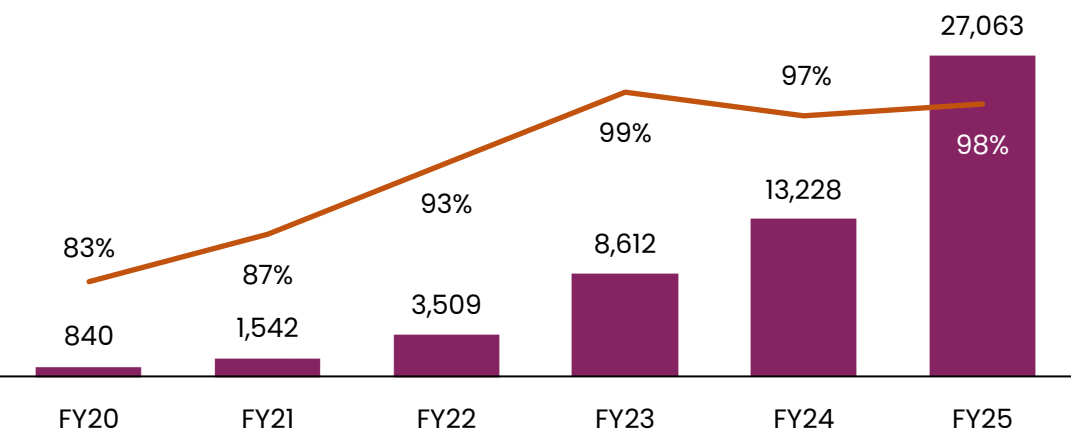
Booking Value (₹ Mn)



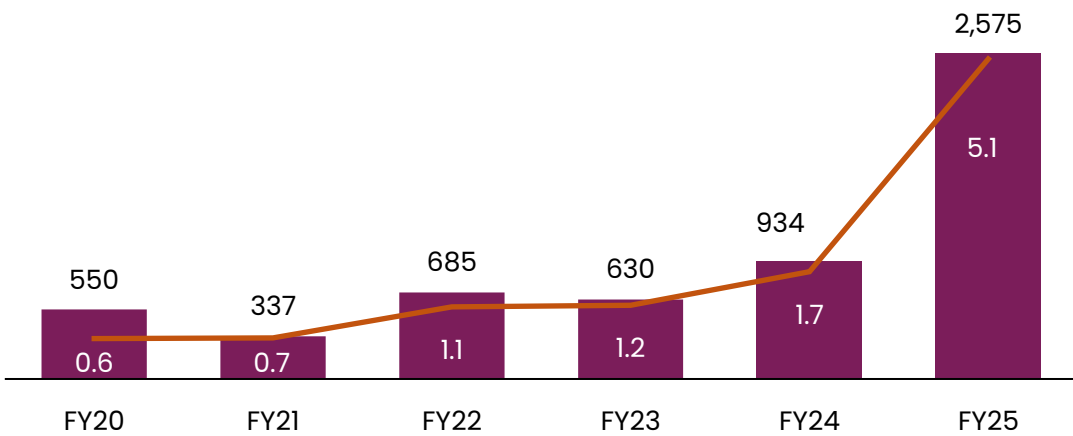
Gross Development Value (₹ Mn)



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 FY 2025, with a strong final quarter performance accentuated by seasonal festive demand. This surge propelled **annual sales of 6,50,034 housing units**.

6,50,034

Units sold in FY 2025

6,00,256

Units launched in FY 2025

1,42,225

Units sold in Q1 FY26

1,32,607

Units launched in Q1 FY26

City Wise Sales Growth



MMR

25% share of the units sold
in FY 2025

25% share
in FY 2024



Pune

13% share of the units sold
in FY 2025

15% share
in FY 2024



Delhi-NCR

9% share of the units sold
in FY 2025

6% share
in FY 2024



Bengaluru

10% share of the units sold
in FY 2025

9% share
in FY 2024



- 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.

Tier-1 Cities: Favourable Supply & Absorption Dynamics

Tier 1 Cities: Trends in New Supply vs Absorption (# Units)

Cities	New Supply FY 2025 (A)	New Supply FY 2024 (B)	% Change YoY Supply (A/B)	Total Absorption FY 2025 (C)	Absorption as a % of supply (C/A)
Mumbai	37,885	41,800	-9%	45,504	20%
Thane	72,722	89,107	-18%	85,332	17%
Pune	67,967	97,334	-30%	87,510	29%
NCR	90,993	29,179	212%	56,600	-38%
Bengaluru	77,182	60,202	28%	62,440	-19%
Navi Mumbai	29,679	33,494	-11%	31,016	5%

Key Takeaways

- Mumbai has seen a decrease in supply by 9% and absorption has exceeded supply by 20%
- Thane witnessed a decrease in supply by 18% and absorption has exceeded supply by 17%
- Pune witnessed a decrease in supply by 30% and absorption has exceeded supply by 29%
- Navi Mumbai has seen a decrease in supply by 11% and absorption has exceeded supply by 5%
- Bengaluru market has seen an increase in supply by 28% and absorption has fallen by 19%

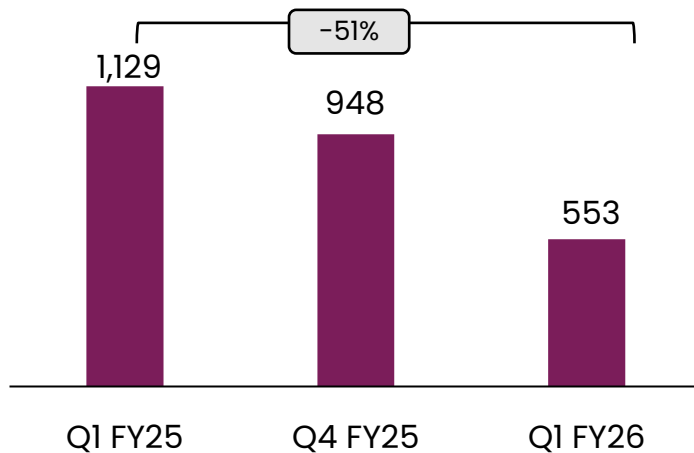
Real Estate: Q1 FY26 Highlights



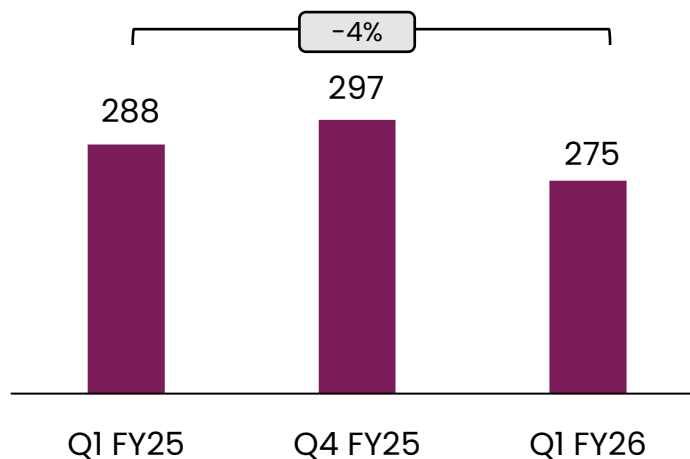
Birla Anayu, Mumbai (Artist's Impression)

Quarterly Financial & Operational Highlights

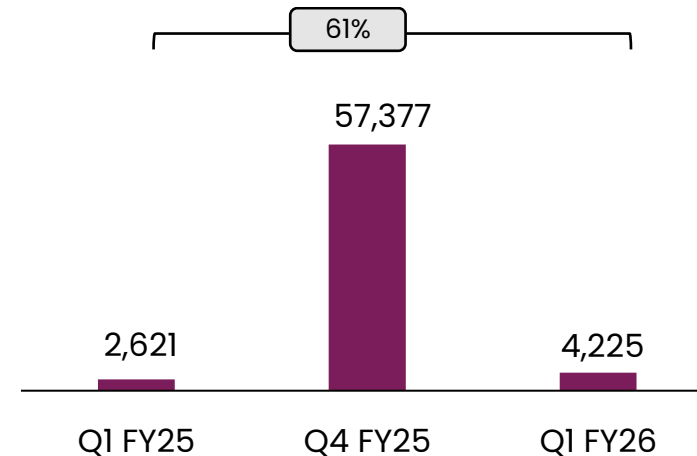
Net Total Income (₹ Mn)



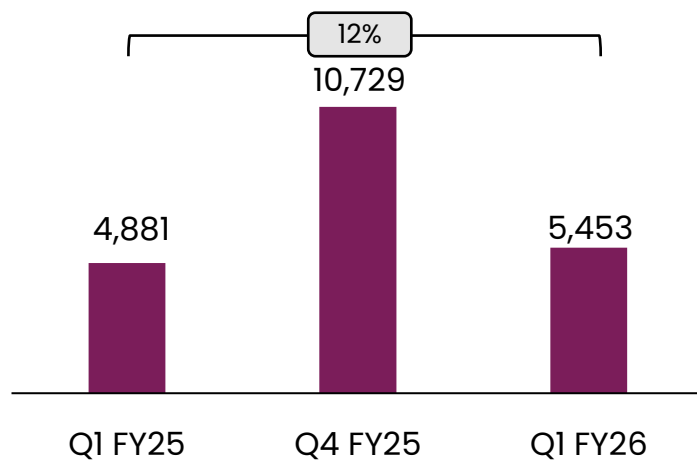
Net Leasing Income (₹ Mn)



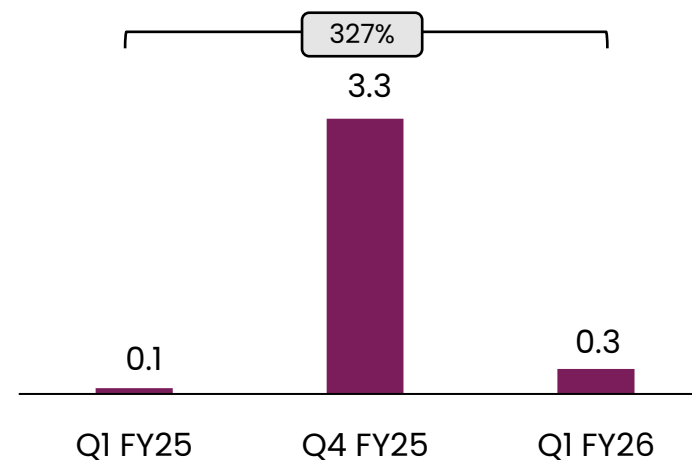
Booking Value (₹ Mn)



Collection (₹ Mn)



Area Sold (Mn Sq ft)



Q1 FY26 Highlights: Real Estate

- Booking Value of ₹4,225 Mn in 1QFY26 (up 61% YoY versus ₹2,621 Mn in 1QFY25).
- Collections of ₹5,453 Mn against ₹4,881 Mn (up 12% YoY).
- Birla Estates concluded a ~USD 50 Mn (₹4,200 Mn) investment with International Finance Corporation (IFC), a member of the World Bank Group.
 - Investments made in Manjri project (Pune) with ~ 3.13 Mn Sq ft saleable area and Thane project with ~ 6.43 Mn Sq ft saleable area.
- Increased investments in strengthening our brand and fostering deeper connections with our customers.
 - Elevated our IPL association by becoming the Principal Sponsor of the Royal Challengers Bangalore, significantly boosting brand visibility and making Birla Estates one of the most recalled real estate brands during the season.
- ESG remains a core focus area as we strive to build responsibly and sustainably.
 - We have achieved the Bureau of Energy Efficiency (BEE) certification for both Birla Aurora and Birla Centurion, in recognition of our efforts to create energy-efficient, environmentally conscious developments that set new benchmarks in sustainable real estate.



Birla Arika, Gurugram (Artist's Impression)

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 (5 projects)

Birla Navya, Golf Course Ext. Rd. (Ph 1)
Birla Navya, Golf Course Ext. Rd. (Ph 2 - 4)
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

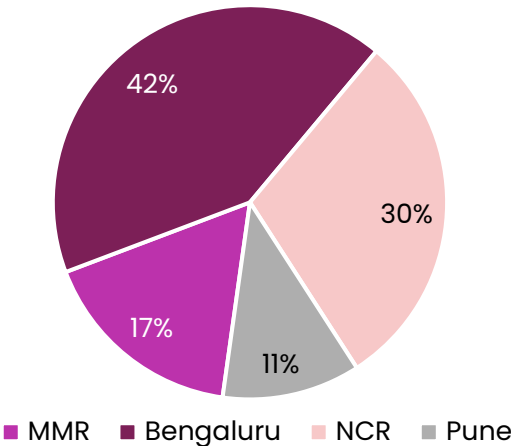


Region Wise Performance

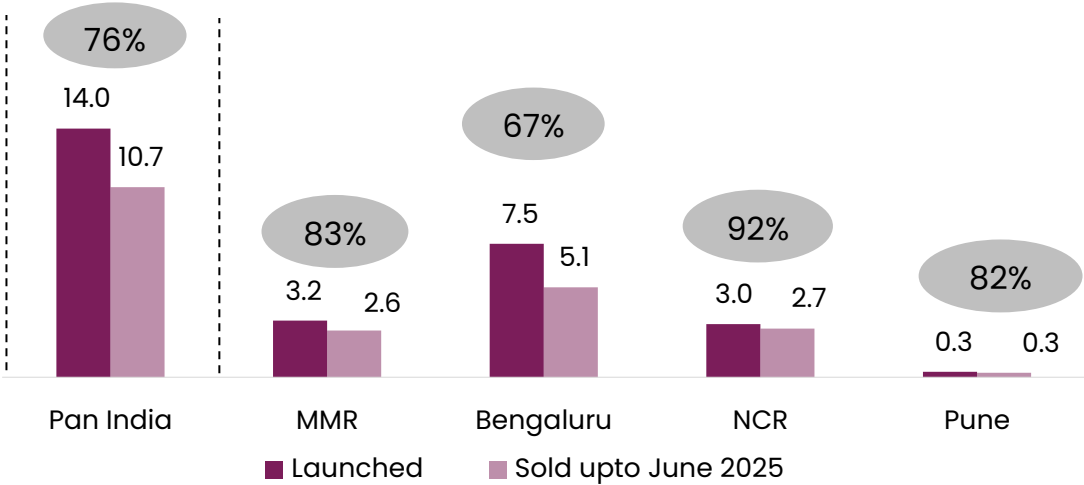


	Ongoing			Upcoming		
Particulars	Saleable Area (Mn Sq ft)	GDV (₹ Mn)	No. of Projects	Saleable Area (Mn Sq ft)	GDV (₹ Mn)	No. of Projects
MMR	3.2	1,04,689	3	11.6	3,25,755	4
Bengaluru	7.5	70,604	5	1.3	12,567	0
NCR	3.0	56,802	2	3.8	73,798	2
Pune	0.3	4,440	1	4.4	50,035	1
Total	14.0	2,36,535	11	21.1	4,62,155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

Region Wise Booking Value contribution (Q1FY26)



City-wise Launch and Sales (Mn Sq ft)

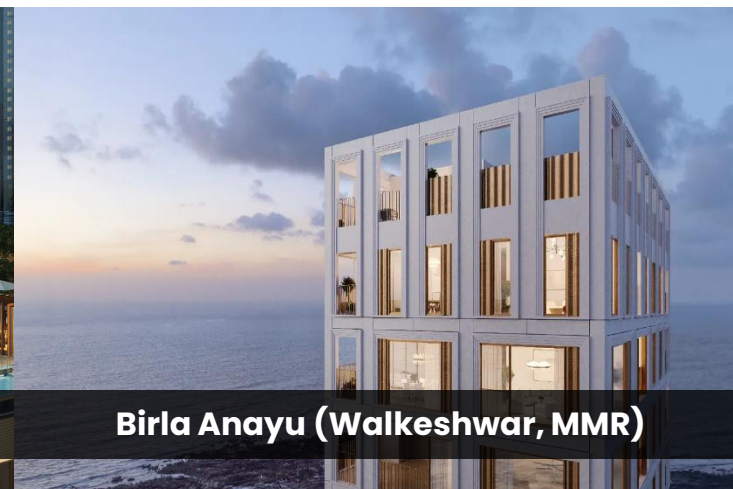
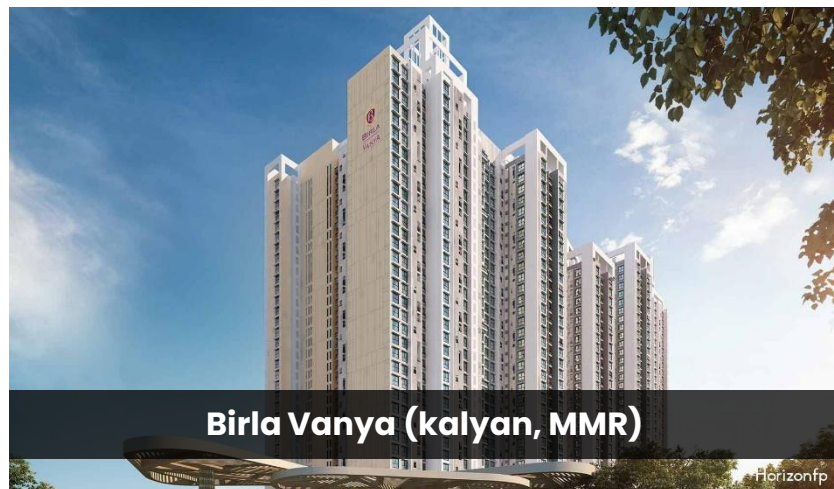


Ongoing Residential Projects – MMR

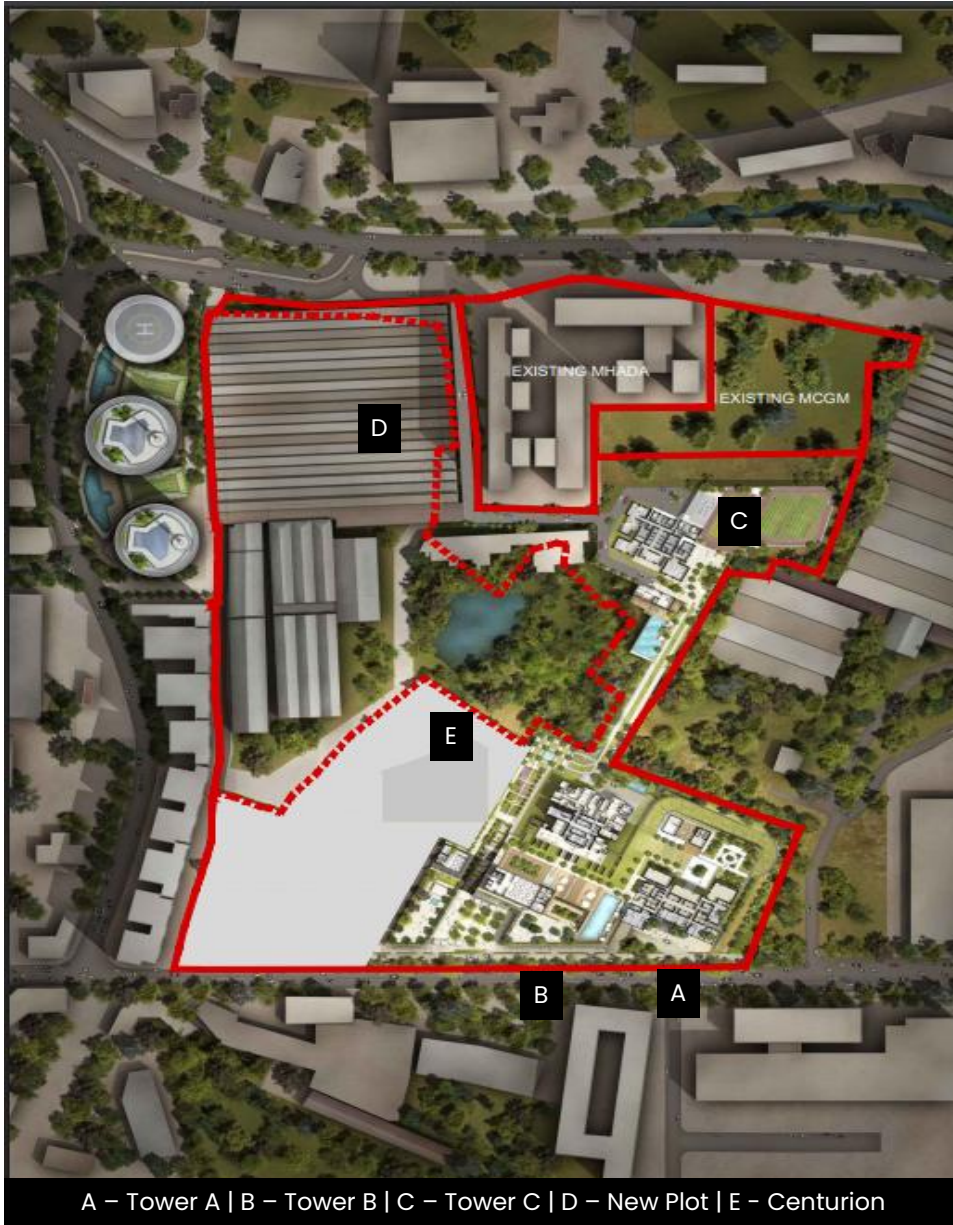
Projects	Location	Project Structure**	GDV ₹ Mn	Total Saleable Area Mn Sq ft	Area Sold Sq ft	Booking value ₹ Mn	Collection % of Booking	Balance inventory ₹ Mn	Average Rate Per Sqft. ₹	Date of Completion*
Birla Vanya	Kalyan	Own Land Parcel	11,500	1.33	1.17	9,357	92%	2,144	8,025	OC Received
Birla Niyaara (Ph-1)	Worli	Own Land Parcel	36,254	0.91	0.84	30,433	46%	5,821	36,168	March 2028
Birla Niyaara (Ph-2)			51,212	0.89	0.59	33,963	22%	17,249	57,355	March 2029
Birla Anayu	Walkeshwar	Outright	5,722	0.06	0.03	2,834	23%	2,888	87,668	March 2029
Total			1,04,689	3.18	2.63	76,587		28,102		

*Date of Completion as per RERA

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



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	~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	6,491	74%	24	9,981	Dec-26
Birla Trimaya (Ph-1)	Devanahalli	Profit Share (BE – 47%)	4,861	0.72	0.72	4,861	44%	0	6,765	Oct-28
Birla Trimaya (Ph-2)			6,329	0.74	0.72	6,168	24%	161	8,550	Jun-29
Birla Trimaya (Ph-3)			7,753	0.88	0.68	6,128	15%	1,624	9,052	Aug-30
Birla Ojasvi	RR Nagar	Outright	10,579	1.01	0.83	8,297	20%	2,282	10,057	Jan-31
Birla Evara	Sarjapur	Outright	30,592	2.94	0.91	9,356	14%	21,236	10,243	Dec-31
Total			70,604	7.49	5.05	45,262		25,343		

*Date of Completion as per RERA

**Land Owner – Profit Share, Revenue Share



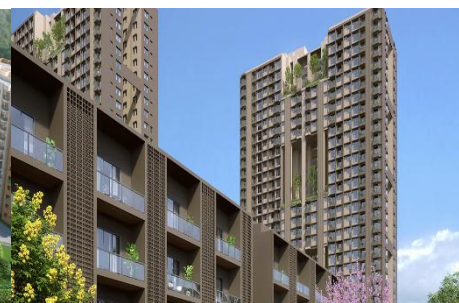
**Birla Alokya
(Whitefield)**



**Birla Tisya
(Rajajinagar)**



**Birla Trimaya
(Devanahalli)**



**Birla Ojasvi
(RR Nagar)**



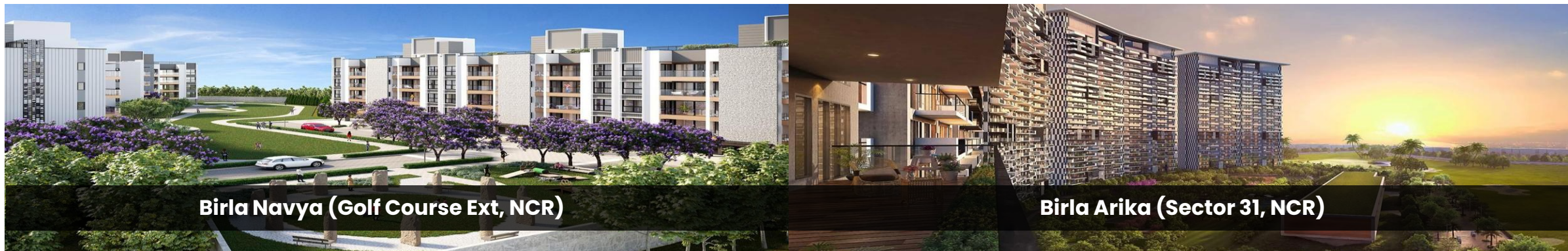
**Birla Evara
(Sarjapur)**

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	44%	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	0.16	3,137	10%	4,791	19,198	April 2030
Birla Arika (Ph-1)	Sector 31	Revenue Share (BE – 58%)	32,976	1.41	1.41	32,275	10%	701	22,932	December 2031
Total			56,802	2.99	2.74	51,310		5,492		

*Date of Completion as per RERA

**Land Owner – Profit Share, Revenue Share,



Birla Navya (Golf Course Ext, NCR)

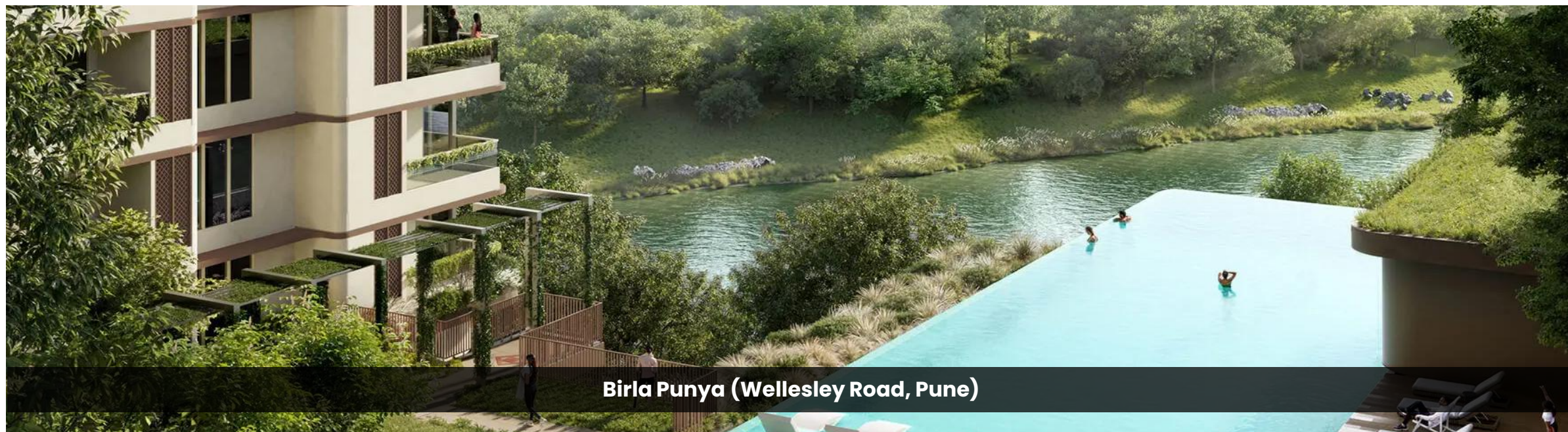
Birla Arika (Sector 31, NCR)

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	0.25	3,597	10%	843	14,318	Sep-31
Total			4,440	0.31	0.25	3,597		843		

*Date of Completion as per RERA

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



FY26 Project Launch Pipeline



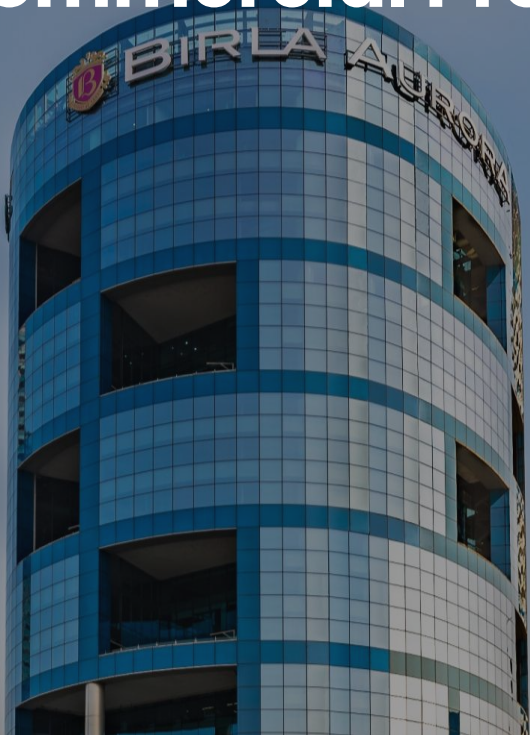
Projects		Location	Ownership	Economic Interest %	Total Estimated GDV ₹ Mn	GDV launch in FY26 ₹ Mn	Saleable Area Mn Sq ft
MMR	Birla Niyaara - C	Worli	Own	100%	131,801	44,335	0.7
	Thane Project	Thane	Outright	56%	98,730	16,294	1.3
	Plotted Development	Boisar	Outright	100%	4,744	2,790	0.9
NCR	Birla Navya	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	Manjri	Outright	56%	-	19,522	2.1
Future Pipeline (C)				21	322,833	13.3
Total Portfolio (A+B+C)				348	698,690	35.0

Existing Commercial Projects



Birla Aurora

Location	Prabhadevi, Mumbai
Leasable Area (in sqft)	0.26 Mn
Annual Gross Lease Rental FY 2024-25	₹ 672 Mn.
Occupancy	100%



Birla Centurion

Location	Worli, Mumbai
Leasable Area (in sqft)	0.32 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:

- Standing Investments: GRESB score increased from 80 (2023) to 90 (2024)
- Developments: GRESB score improved from 91 (2023) to 96 (2024)

Energy efficiency:

- Birla Aurora and Birla Centurion received Energy Star Rating Certification from the Bureau of Energy Efficiency (BEE), Government of India.
- Comprehensive climate risk assessment studies conducted for Birla Anayu, Birla Punya, and Birla Trimaya.



Social

Safety Excellence:

- International Recognition: ROSPA Silver Award (July 2024)
- British Safety Council: 5-Star Rating awarded to Birla Niyaara
- Birla Estates has successfully achieved 49 million safe man-hours without any Lost Time Injury (LTI) across all ongoing projects and operational sites.
- Launched annual wellness calendar as part of our ongoing commitment to employee wellbeing at BEPL



Governance

ISO Certification:

- The company has been officially awarded Integrated Management System (IMS) certification for the implementation of:
 - ISO 9001:2015 – Quality Management
 - ISO 14001:2015 – Environmental Management
 - ISO 45001:2018 – Occupational Health & Safety Management

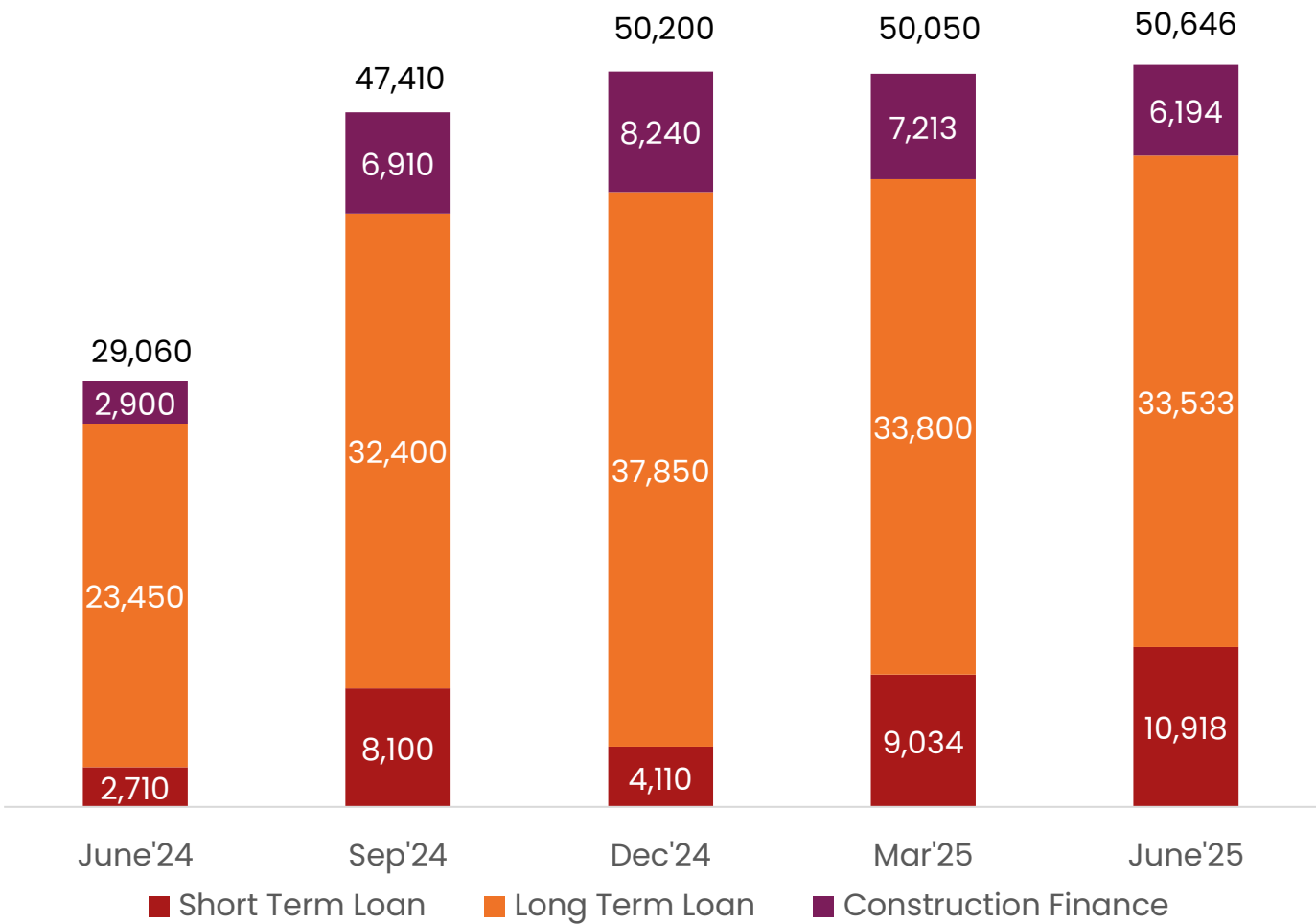
Financial Overview

Birla Trimaya, Bangalore (Artist's Impression)

Debt Profile



Outstanding Debt (₹ Mn)



Net Debt

Particulars	(₹ Mn)
Gross Debt	50,646
Less: Cash and Bank balance	2,859
Less: Mutual Funds	2,910
Less: RERA balances	5,417
Net Debt	39,459

Credit Rating

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

Cash Flow Potential



Monetization Progress & Unlaunched Potential (₹ Mn)

■ Collected ■ Outstanding Collections ■ Unsold ■ Unlaunched Projects



Launched Projects	(₹ Mn)
Pending Collection from Sold Inventories	116,508
Estimated Value of unsold inventory	59,779
Remaining Estimated Project Cost	102,773
Estimated Surplus Cash flow Potential	73,515

Profit & Loss : Q1 FY26 – Consolidated

(₹ In Million)

Particulars	Q1 FY26	Q4 FY25	Q1 FY25
Continuing Operations			
Total Sales	1,456	3,948	3,533
Other Income	118	130	119
Total Income	1,574	4,078	3,652
Total EBITDA	-280	-120	575
Finance cost	71	115	110
Depreciation	155	158	161
PBT before share of loss of JV	-506	-393	303
Share of loss of joint venture	-25	-56	-79
PBT (Excl. Exceptional item)	-531	-449	224
Exceptional Items	0	-1,240	0
PBT	-531	-1,689	224
Tax (Asset - / Liability +)	-58	-419	125
PAT	-473	-1,270	100
Discontinuing Operations			
Profit / (Loss) from discontinuing operations	202	-82	74
PAT (After discontinuing operations)	-271	-1,352	174

Disclaimer



Aditya Birla Real Estate Limited

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