

La Opala RG Limited



Date: November 14, 2024

To
The Manager,
Department of Corporate Services,
BSE Ltd,
New Trading Ring, Rotunda Building
P. J. Tower, Dalal Street, Fort,
Mumbai – 400 001
Scrip Code: 526947

The Manager
Listing Department
National Stock Exchange of India Ltd
Exchange Plaza, 5th Floor,
Bandra Kurla Complex, Bandra (E)
Mumbai – 400 051
Symbol: LAOPALA

Sub: Investors Presentation

Dear Sir/Madam,

Pursuant to Regulation 30 of the SEBI (Listing Obligation and Disclosure Requirements) Regulations, 2015, please find enclosed herewith the Investors' Presentation for the 2nd Quarter ended September 30, 2024.

The above is for your information and records.

Thanking You,

Yours faithfully,
For **La Opala RG Limited**

(Nidhi Rathi)
Company Secretary
Encl.: As above



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CIN-L26101WB1987PLC042512

The La Opala story across 35+ years



LA OPALA®

diva®
from LA OPALA®

SOLITAIRE
CRYSTAL™
HANDCRAFTED 24% LEAD

COOK
SERVE
STORE
BOROSILICATE

La Opala RG Limited
Investors Presentation Q2 & H1 FY25

Safe Harbour

This presentation may include statements of future expectations and other forward looking statements based on management's current expectations and beliefs concerning future developments and their potential effects on the Company. These forward looking statements involve known or unknown risks and uncertainties that could cause actual results, performance, or events to differ materially from those expressed or implied in such statements.

Forward looking statements are provided to allow potential investors the opportunity to understand management's beliefs and opinions in respect of the future so that they may use such beliefs and opinions as one factor in evaluating an investment. These statements are not guarantees of future performance and undue reliance should not be placed on them. Important factors that could cause actual results to differ materially from our expectations include, amongst other general economic and business conditions in India, our ability to successfully implement our strategy, our research and development efforts, our growth and expansion plans and technological changes, increasing competition in and changes in political conditions in India. Neither La Opala, nor our directors, assume any obligation to update any forward looking statement contained in this release.

The Company undertakes no obligation to update forward looking statements if circumstances or management's estimates or opinions should change except as required by applicable securities laws.

The reader is cautioned not to place undue reliance on forward looking statements.

La Opala At A Glance

- **Pioneered opal glass** technology in India & was the first to introduce opal glass in 1989
- **Pioneered crystal glass** technology in India & was the first to introduce crystal glass in 1995
- Over **3 decades** of experience
- **4 Brands & 10 Sub Brands**

- **3 Manufacturing Facilities** with **32,000 MTPA** capacity
- **200+** Distributors
- **22,000+** Dealers
- **Pan India** presence & international presence in **40+ countries**
- **900+** Employees with diverse expertise

Our Journey

From humble beginnings to market leaders

- 1987** ●..... La Opala Glass Private Limited was incorporated. It pioneered opal glass technology in India and set up the first opal glass plant at Madhupur, Bihar.
- 1995** ●..... Became the first Public Limited tableware company in India.
- 1996** ●..... Pioneered the 24% Lead Crystal Glassware technology in India by setting up the first Crystal Glass plant at Madhupur, Bihar, under the brand name of 'Solitaire'.
- 1999** ●..... La Opala Glass Ltd. merged with Radha Glass & Industries Ltd. to become La Opala RG Ltd.
- 2005** ●..... Recognized as an Export House by the Government of India
- 2007** ●..... Set up a fully automated state-of-the-art plant at Sitarganj, Uttarakhand, to produce and launch world class opalware under brand name Diva
- 2012** ●..... Completed expansion at Sitarganj thereby increasing production capacity from 4,000 - 8,000 MTPA
- 2016** ●..... Completed expansion at Sitarganj thereby increasing production capacity from 8,000 - 16,000 MTPA
Set up our own Decal Plant at the Sitarganj Unit
- 2018** ●..... Increased the production capacity from 16,000 - 19,000 MTPA at Sitarganj
- 2022** ●..... The Company's 12,000 MT greenfield plant at Sitarganj successfully commenced commercial production.

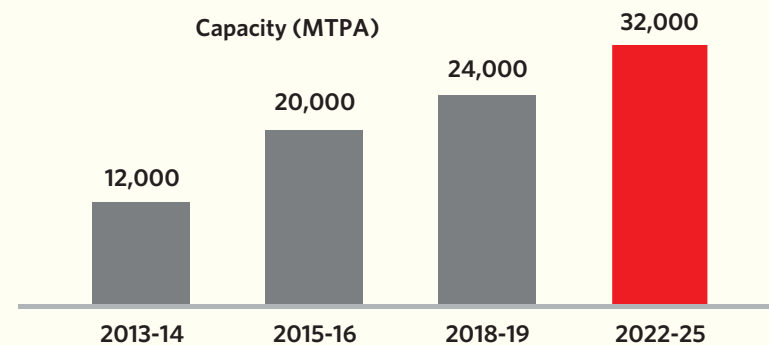
Awards and Accolades

- **ET Bengal Awards**
(nominated six years at a stretch,
awarded in all six)
- **CAPEXIL Award and EPCH Award**
year-on-year
- **Best Under a Billion,**
by Forbes, 2013
- **Star SME Medium Scale Manufacturing,**
by Business Today SME Awards, 2013
- **India's Most Trusted Dinnerware Brand,**
by The Brand Trust Report
India Study, 2016
- **FE CFO Awards,**
by The Financial Express, 2017 & 2019
- **CK Somany Glass Award,**
to our Chairman Mr. Sushil Kumar
Jhunjunwala, by AIGMF, 2018
- **Balakrishna Gupta Award,**
for Exports, presented by AIGMF, 2020
- **Business Lifetime Achievement Award,**
to our Chairman Mr. Sushil Kumar
Jhunjunwala, by Sanmarg, a leading
Hindi newspaper publication, 2023

Our Facilities



Location	Products	Capacity
Sitarganj, Uttarakhand Unit 1	Opalware	31,000 MTPA
Sitarganj, Uttarakhand Unit 2	Opalware	
Madhupur, Jharkhand	Crystalware	1,000 MTPA



Our Product Portfolio

La Opala **MELODY** Collection



The original & affordable Tea & Coffee Collection by La Opala

La Opala **NOVO** Collection



Whiter, lighter and stronger aspirational products at affordable prices

Diva **CLASSIQUE** Collection



First to elevate tableware quality with dainty floral designs

Diva **IVORY** Collection



International styling adored through the years by customers with a global profile

Diva **PEARL** Collection



Classy & elegant dinnerware with timeless designs to elevate dining experience

Diva **COSMO** Collection



Pristine white tableware with wider eating space for the HORECA industry

Our Product Portfolio

Diva **QUADRA** Collection



Dining experience made trendy & stylish with square shapes

Diva **SOVRANA** Collection



Inspired by elements of royalty, evokes an aura of nobility and prestige

Diva **VELVETT** Collection



Beautifully crafted with embossed look, velvety shine and modern patterns

Diva **TEA & COFFEE** Collection



Cup & Saucer and Coffee Mugs made with tempered extra strong glass

COOK SERVE STORE



100% Borosilicate Storage Containers, Lunch Boxes & Bakeware of various shapes & sizes

SOLITAIRE CRYSTAL



Handcrafted 24% Lead Crystal Tumblers, Beer Mugs & Vases

Our Experienced Board Members



Mr. Sushil Jhunjunwala
Chairman



Mr. Ajit Jhunjunwala
Vice Chairman & MD



Mrs. Nidhi Jhunjunwala
Executive Director



Mr. Subir Bose
Non-executive
Independent Director



Prof. Santanu Ray
Non-executive
Independent Director

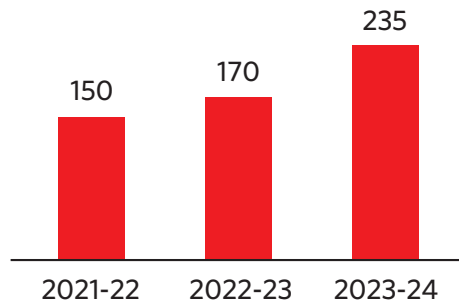


Ms. Suparna Chakrabortti
Non-executive
Independent Director

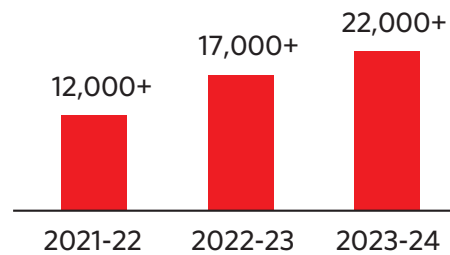
Our Reach

Key General Trade Partners

All India Distributors



All India Dealers



Key Large Format Store Partners



Our Supporters

Key Institutional Partners



Our Brand Recall Strategy

Our Brand is the biggest asset of our business: "1st in this category with proper packaging, advertising & new designs."

Enhance Brand's
visibility and
credibility

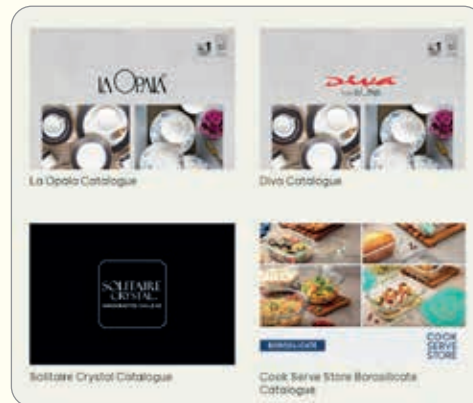


Attract
New customers

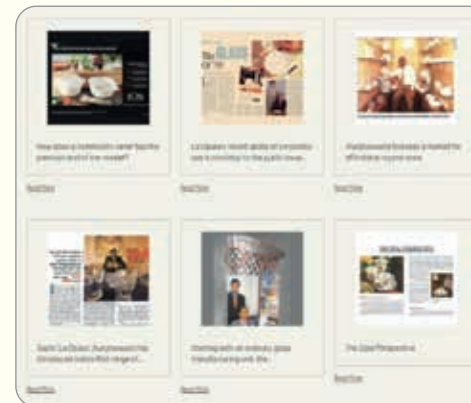


Enhancing our
wallet share of
existing customers

Catalogues



Press Clippings



TVCs



For more details please [click here](#)

Financial Performance

Financial Overview

₹ In Lacs

Particulars	Q2 FY25	Q2 FY24	Variance %	H1 FY25	H1 FY24	Variance %
Revenue From Operation	9,061.45	8,924.00	1.54%	16,346.79	17,546.39	-6.84%
EBITDA (Excluding Other Income)	2,928.25	3,447.89	-15.07%	5,595.39	6,977.95	-19.81%
EBITDA % (Excluding Other Income)	32.32%	38.64%	-	34.23%	39.77%	-
PBT	3,935.20	3,751.26	4.90%	7,102.55	7,616.79	-6.75%
PAT	2,406.04	3,119.01	-22.86%	4,772.19	5,990.58	-20.34%
Net Current Investment (period end)	53,100.94	43,214.78	22.88%	53,100.94	43,214.78	22.88%

Note : The Company invests its surplus funds into debt mutual funds. In compliance with Ind AS - 12 "Income taxes", the Company records deferred tax liabilities as per applicable law (taking cognisance of the indexation benefit) on fair value gain on these investments. The Finance (No.2) Act, 2024 withdrew the indexation benefit on Long-term capital gains on debt mutual funds which are purchased prior to April 1, 2023 and the tax rate applicable on the said mutual funds was changed from 20% plus surcharge and cess (with indexation) to 12.5% plus surcharge and cess (without indexation).

Deferred tax liabilities have been remeasured at the prescribed rate on account of withdrawal of the indexation benefit and change in the tax rate, which has resulted in increase in deferred tax liabilities and corresponding deferred tax expense by Rs. 602 lakh which has been recognised in the unaudited financial results during the quarter and six months ended September 30, 2024. The actual payment of tax would be made at the time of redemption of this asset class. The cash outflow towards tax could be different at the time of redemption depending on the actual gain and prevailing tax regulations.

Profit & Loss Statement

₹ In Lacs

Particulars	Q2 FY25	Q2 FY24	Y-o-Y % Variance	H1 FY25	H1 FY24	Y-o-Y % Variance
Revenue from Operation	9,061.45	8,924.00	1.54%	16,346.79	17,546.39	-6.84%
Expenditure						
(Inc)/Dec in Stock	1,506.71	(787.59)	-	1,302.88	(3,015.99)	-
Raw Material & Packing Material Cons.	1,072.29	1,993.48	-46.21%	2,299.76	4,584.28	-49.83%
Power & Fuel	940.22	1,658.51	-43.31%	2,069.57	3,568.99	-42.01%
Sub Total - Cost of Goods Sold	3,519.22	2,864.40	-	5,672.21	5,137.28	-
Gross Profit	5,542.23	6,059.60	-8.54%	10,674.58	12,409.11	-13.98%
Gross Profit %	61.16%	67.90%	-	65.30%	70.72%	-
Employee Benefit Expenses	1,661.50	1,685.72	-1.44%	3,289.23	3,499.22	-6.00%
Other Expenses	952.48	925.99	2.86%	1,789.96	1,931.94	-7.35%
EBITDA	2,928.25	3,447.89	-	5,595.39	6,977.95	-
EBITDA %	32.32%	38.64%	-	34.23%	39.77%	-
Other Income	1,544.75	1,024.91	50.72%	2,645.53	2,114.53	25.11%
EBITDA (Including Other Income)	4,473.00	4,472.80	0.004%	8,240.92	9,092.48	-9.37%
Depreciation	420.08	575.09	-	892.42	1,168.74	-
Finance Cost	117.72	146.45	-19.62%	245.95	306.95	-19.87%
PBT	3,935.20	3,751.26	4.90%	7,102.55	7,616.79	-6.75%
PBT%	43.43%	42.04%	-	43.45%	43.41%	-
PAT	2,406.04	3,119.01	-22.86%	4,772.19	5,990.58	-20.34%
PAT %	26.55%	34.95%	-	29.19%	34.14%	-

Profit & Loss Statement

Note: The Company invests its surplus funds into debt mutual funds. In compliance with Ind AS - I2 "Income taxes ". the Company records deferred tax liabilities as per applicable law (taking cognisance of the indexation benefit) on fair value gain on these investments. The Finance (No.2) Act, 2024 withdrew the indexation benefit on Long-term capital gains on debt mutual funds which are purchased prior to April 1, 2023 and the tax rate applicable on the said mutual funds was changed from 20% plus surcharge and cess (with indexation) to 12.5% plus surcharge and cess (without indexation).

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Balance Sheet

₹ In Lacs

Particulars	H1 FY25	FY24
ASSETS		
1) Non current assets		
a) Property, Plant & Equipment	17,080.65	18,608.20
b) Right to use assets	1,070.56	1,077.17
c) Capital Work-in-Progress	1,310.01	565.73
d) Intangible Assets	8.89	10.59
e) Intangible Assets under development	-	-
f) Financial Assets		
Investments	13,461.47	11,220.19
Loans	507.03	497.65
g) Income tax assets (Net)	98.20	98.14
h) Other Non Current Assets	141.54	150.55
Total Non Current Assets	33,678.35	32,228.21
2) Current assets		
a) Inventories	8,564.67	10,034.49
b) Financial Assets		
Investments	53,100.94	47,591.19
Trade Receivables	5,027.75	2,454.61
Cash & Cash Equivalents	177.42	20.34
Bank balances other than above	38.36	38.51
Other Financial Assets	58.97	80.33
c) Other Current Assets	203.79	278.77
Total Current Assets	67,171.90	60,498.24
Total Assets	1,00,850.25	92,726.45

Particulars	H1 FY25	FY24
EQUITY AND LIABILITIES		
Equity		
a) Equity Share Capital	2,220.00	2,220.00
b) Other Equity	79,426.33	82,932.51
Total Equity	81,646.33	85,152.51
Liabilities		
1) Non-Current Liabilities		
a) Financial Liabilities		
Borrowings	416.67	555.56
Lease liabilities	48.62	49.62
b) Provisions		
Other Financial Liabilities	319.96	304.71
c) Deferred Tax Liabilities (Net)		
Provisions	-	-
Deferred Tax Liabilities (Net)	4,230.17	3,679.95
Total Non-Current Liabilities	5,015.42	4,589.84
2) Current Liabilities		
a) Financial Liabilities		
Borrowings	277.78	318.61
Lease liabilities	3.37	4.73
Trade Payables		
Total Outstanding dues of Micro and Small Enterprises	349.83	120.84
Total Outstanding dues other than Micro and Small Enterprises	760.24	747.40
Other Financial Liabilities	10,974.19	1,076.19
b) Contract Liabilities	178.26	188.94
c) Other Current Liabilities	1,561.95	417.79
d) Provisions	34.15	86.54
e) Current Tax Liabilities (net)	48.73	23.06
Total Current Liabilities	14,188.50	2,984.10
Total Equity and Liabilities	1,00,850.25	92,726.45

Cash Flow Statement

₹ In Lacs

Particulars	H1 FY25	H1 FY24
Net Profit Before Tax	7,102.55	7,616.79
Adjustment for : Non - Cash Items/ Other Investment or Financial Items	(1,403.31)	(624.22)
Operating profit before working capital changes	5,699.24	6,992.57
Changes in working capital	(569.23)	(4,311.71)
Cash generated from Operations	5,130.01	2,680.86
Direct taxes paid (net of refund)	1,203.58	1,884.48
Net Cash from Operating Activities	3,926.43	796.38
Net Cash from Investing Activities	(3,341.15)	(39.82)
Net Cash from Financing Activities	(428.20)	(559.85)
Net Increase/ (Decrease) in Cash & Cash Equivalents	157.08	196.71
Add : Cash & Cash Equivalents at the beginning of the period	20.34	2.82
Cash & Cash Equivalents at the end of the period	177.42	199.53

Thank You

Company Information

La Opala RG Ltd.

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CIN: L26101WB1987PLC042512

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Investor Contact

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