

Date: February 14, 2025

To
The Secretary
Listing Department
BSE Limited
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 Limited
Exchange Plaza, 5th Floor, Plot No. C/1, G Block
Bandra Kurla Complex, Bandra (E)
Mumbai – 400 051
Symbol: LAOPALA

Dear Sir/Madam,

Sub: Investors Presentation

Pursuant to Regulation 30 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, please find enclosed herewith the Investors' Presentation for the 3rd Quarter ended December 31, 2024.

The above is for your information and records.

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

(Alok Pandey)
Chief Financial Officer

Encl.: As above

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 Q3 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.

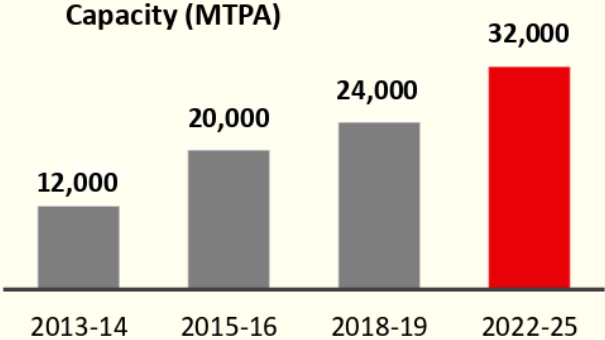
Awards and Accolades

- 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, presented to our Chairman Mr. Sushil Jhunjhunwala, by AIGMF, 2018
- Balakrishna Gupta Award, for Exports, presented by AIGMF, 2020
- Business Lifetime Achievement Award, presented to our Chairman Mr. Sushil Jhunjhunwala, by Sanmarg, a leading Hindi newspaper publication, 2023
- Hurun Industry Achievement Awards – Tableware, presented to our Chairman, Mr. Sushil Jhunjhunwala, 2024

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 E-Commerce Partners



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

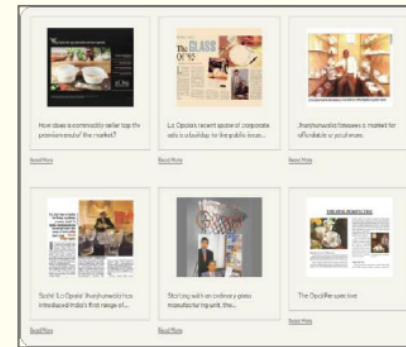


Enhancing our
wallet share of
existing customers

Catalogues



Press Clippings



TVCs



For more details please [click here](#)

Financial Performance

Financial Overview

Rs In Lacs

Particulars	Q3 FY25	Q3 FY24	Variance %	9 Mth FY25	9 Mth FY24	Variance %
Revenue From Operation	9,129.59	10,714.10	-14.79%	25,476.38	28,260.49	-9.85%
EBITDA (Excluding Other Income)	2,563.40	4,063.25	-36.91%	8,158.79	11,041.20	-26.11%
EBITDA % (Excluding Other Income)	28.08%	37.92%	-	32.02%	39.07%	-
PBT	2,882.24	4,495.25	-35.88%	9,984.79	12,112.04	-17.56%
PAT	2,316.97	4,415.64	-47.53%	7,089.16	10,406.22	-31.88%
Net Current Investment (period end)	47,750.84	44,654.65	6.93%	47,750.84	44,654.65	6.93%

Profit & Loss Statement

Rs In Lacs

Particulars	Q3 FY25	Q3 FY24	Y-o-Y % Variance	9M FY25	9M FY24	Y-o-Y % Variance
Revenue from Operation	9,129.59	10,714.10	-14.79%	25,476.38	28,260.49	-9.85%
Expenditure						
(Inc)/Dec in Stock	1,729.50	368.30	369.59%	3,032.38	(2,647.69)	-214.53%
Raw Material & Packing Material	1,271.62	1,892.59	-32.81%	3,571.38	6,476.87	-44.86%
Power & Fuel	981.78	1,600.78	-38.67%	3,051.35	5,169.77	-40.98%
Sub Total - Cost of Goods Sold	3,982.90	3,861.67	3.14%	9,655.11	8,998.95	7.29%
Gross Profit	5,146.69	6,852.43	-24.89%	15,821.27	19,261.54	-17.86%
Gross Profit %	56.37%	63.96%	-	62.10%	68.16%	-
Employee Benefit Expenses	1,639.84	1,689.57	-2.94%	4,929.07	5,188.79	-5.01%
Other Expenses	943.45	1,099.61	-14.20%	2,733.41	3,031.55	-9.83%
EBITDA	2,563.40	4,063.25	-36.91%	8,158.79	11,041.20	-26.11%
EBITDA %	28.08%	37.92%	-	32.02%	39.07%	-
Other Income	949.72	1,158.69	-18.04%	3,595.25	3,273.22	9.84%
EBITDA (Including Other Income)	3,513.12	5,221.94	-32.72%	11,754.04	14,314.42	-17.89%
Depreciation	472.29	519.63	-9.11%	1,364.71	1,688.37	-19.17%
Finance Cost	158.59	207.06	-23.41%	404.54	514.01	-21.30%
PBT	2,882.24	4,495.25	-35.88%	9,984.79	12,112.04	-17.56%
PBT%	31.57%	41.96%	-	39.19%	42.86%	-
PAT	2,316.97	4,415.64	-47.53%	7,089.16	10,406.22	-31.88%
PAT %	25.38%	41.21%	-	27.83%	36.82%	-

Thank You

Company Information

La Opala RG Ltd.

ECO Centre, 8th Floor, EM 4, Sector V, Kolkata 700091

CIN: L26101WB1987PLC042512

Contact No: 7604088814/5/6/7

Mail Id: info@laopala.in

Website: www.laopala.in