

# 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, 5<sup>th</sup> Floor,  
Bandra Kurla Complex, Bandra (E)  
Mumbai – 400 051  
Symbol: LAOPALA

**Sub: Press Release of the Company**

Dear Sir/Madam,

We are enclosing herewith the Press Release being issued today by the Company.

The above is for your information and records.

Thanking You,

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

**NIDHI** Digitally signed  
by NIDHI RATHI  
Date: 2024.11.14  
**RATHI** 17:49:19 +05'30'

**(Nidhi Rathi)**  
**Company Secretary**

Encl.: As above



Eco Centre, 8th Floor, EM-4, Sector-V, Kolkata-700091  
T +91 76040 88814/5/6/7 • info@laopala.in • www.laopala.in  
CIN-L26101WB1987PLC042512

## La Opala RG Limited reports Q2 and H1 FY25 results

**Kolkata, 14 November 2024** – La Opala RG Limited, pioneer in opalware and crystalware in India, announced its financial results for the quarter and half year ended September 30, 2024.

### Financial Performance:

Particulars (INR crores)	Q2FY25	Q2FY24	Y-o-Y%	Q1FY25	Q-o-Q%	H1 FY25	H1 FY24	Y-o-Y%
Revenue from operations	91	89	2%	73	24%	163	175	-7%
EBITDA	29	34	-15%	27	10%	56	70	-20%
EBITDA Margin%	32%	39%	-630 bps	37%	-430 bps	34%	40%	-560 bps
PBT	39	38	5%	32	24%	71	76	-7%
PAT	24	31	-23%	24	2%	48	60	-20%
PAT Margin%	27%	35%	-840 bps	32%	-590 bps	29%	34%	-490 bps

### Key Financial Highlights for Q2FY25:

- Revenue from operations was at INR 91 Crores in Q2FY25, as against INR 73 Crores in Q1FY25
- EBITDA stood at INR 29 Crores in Q2FY25, as against INR 27 Crores in Q1FY25
- EBITDA margin stood at 32% in Q2FY25, as against 37% in Q1FY25
- PAT at INR 24 Crores in Q2FY25, as against INR 24 Crores in Q1FY25

### Key Financial Highlights for H1FY25:

- Revenue from operations was at INR 163 Crores in H1FY25, as against INR 175 Crores in H1FY24
- EBITDA stood at INR 56 Crores in H1FY25, as against INR 70 Crores in H1FY24
- EBITDA margin stood at 34% in H1FY25, as against 40% in H1FY24
- PAT at INR 48 Crores in H1FY25, as against INR 60 Crores in H1FY24

Commenting on the performance during the second quarter, Mr. Ajit Jhunjunwala, Vice Chairman and Managing Director, said, “We are encouraged by the steady improvement in revenue performance, reflecting early signs of market recovery. While Q2 saw some subdued gross margins due to the gradual normalization of consumption patterns, we remain optimistic about a stronger performance in the second half of the financial year, supported by the festive and wedding demand.

Our EBITDA levels have shown sequential improvement, driven by robust cost-control measures and a relentless focus on operational efficiencies. Distribution channels have performed better compared to the previous quarters, although the recent strategic adjustments made to enhance market reach are still

*stabilizing. We are confident that these changes will translate into greater market penetration in the near term. Despite the improvement in revenues, profitability for the quarter remained at lower levels due to a one-time deferred tax expense.*

*To cater to the anticipated surge in sales during the festive season, we have proactively scaled up inventory levels and launched targeted sales promotion activities. La Opala is well-positioned to capitalise on these opportunities, backed by our superior product quality, strong brand equity, and a robust partner network. We remain confident in our ability to navigate the current challenges and deliver sustained value to our stakeholders."*

## About La Opala RG Limited

La Opala takes pride in being the first to introduce Opal Glass technology in India in the year 1988. Since then, it has continuously captured the lifestyle market. Today, it is the most popular Opalware brand of India. In its endeavour to service the consumers, it has created one of the widest distribution networks in the country. Moreover, La Opala's well-developed R&D expertise and capable design teams have successfully created elegant products and designs to satisfy the constantly evolving consumer needs. Time and again, it has established its leadership position by launching different Brands & Collections to cater to all the sections of the society. Being guided by this philosophy, in 2008, La Opala introduced its most fashionable range of Opalware, 'Diva' that ranks among the finest in the world. This new brand was crafted at the new state-of-the-art, fully automated plant, equipped with European technology at Sitarganj.

La Opala also produces the finest quality Handcrafted 24% Lead Crystalware, under the brand Solitaire Crystal.

For more details, please visit <https://www.laopala.in/>

### Disclaimer:

This press release 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.

For further details, please feel free to contact:

### Ernst & Young LLP

Kunal Bhoite/Avantika Mishra

M: 9833217607 / 9665372196

E: [kunal.bhoite@in.ey.com](mailto:kunal.bhoite@in.ey.com) / [avantika.mishra@in.ey.com](mailto:avantika.mishra@in.ey.com)