

Date: May 30, 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 Obligations and Disclosure Requirements) Regulations, 2015, please find enclosed herewith the Investors' Presentation for the financial year ended on March 31, 2024.

The above is for your information and records.

Thanking you,

Yours faithfully,

For **La Opala RG Limited**

Digitally signed by
NIDHI RATHI
Date: 2024.05.30
21:30:40 +05'30'

(Nidhi Rathi)
Company Secretary

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 Q4 FY24

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 **36,000 MTPA** capacity
- **200+** Distributors
- **22,000+** Dealers
- **Pan India** presence & international presence in **40+ countries**
- **1,200+** 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.

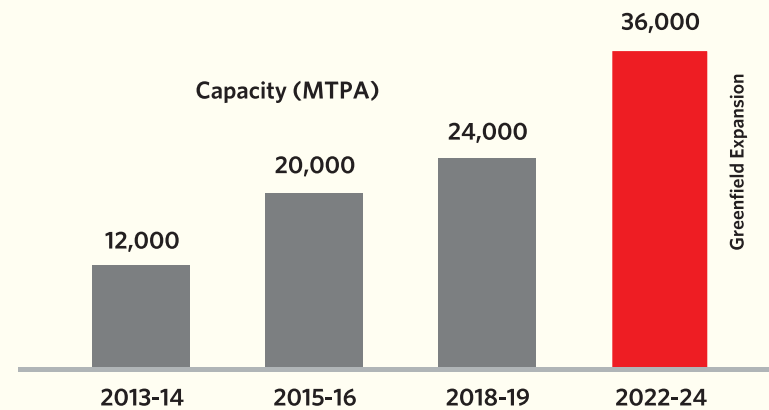
Awards and Accolades

- **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 TPA
Sitarganj, Uttarakhand Unit 2	Opalware	
Madhupur, Jharkhand	Opalware, Crystalware	5,000 TPA



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



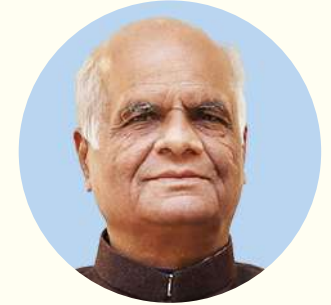
Mr. Sushil Jhunjunwala
Chairman



Mr. Ajit Jhunjunwala
Vice Chairman & MD



Mrs. Nidhi Jhunjunwala
Executive Director



Mr. Arun Churiwal
Non-executive Director



Mr. Rajiv Gujral
Non-executive
Independent Director



Mr. Subir Bose
Non-executive
Independent Director



Prof. Santanu Ray
Non-executive
Independent Director

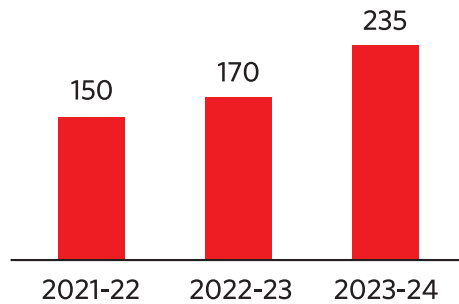


Ms. Suparna Chakrabortti
Non-executive
Independent Director

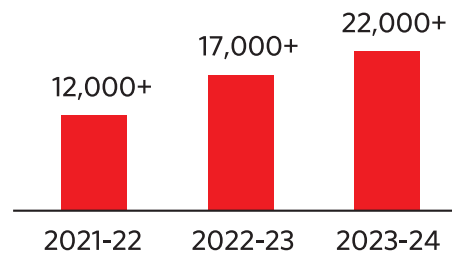
Our Reach

Key General Trade Partners

All India Distributors



All India Dealers

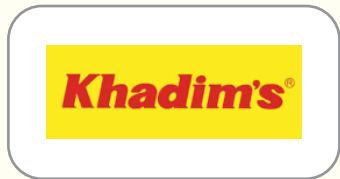
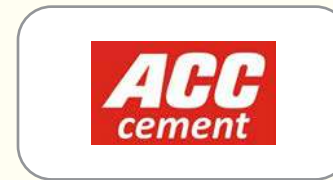


Key Large Format Store Partners



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

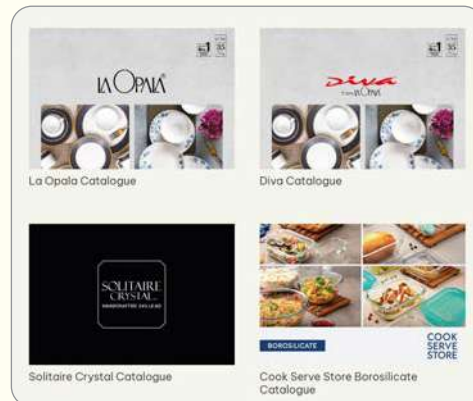


Attract
New customers

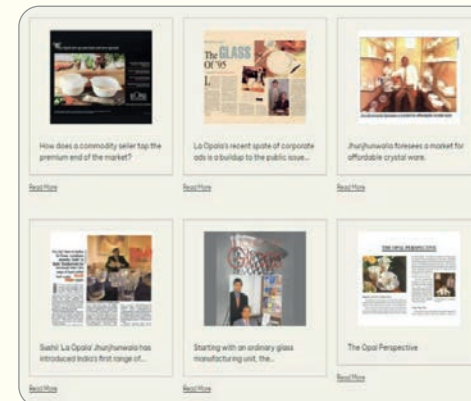


Enhancing our
wallet share of
existing customers

Catalogues



Press Clippings



TVCs



For more details please [click here](#)

Financial Overview

₹ In Lacs

Particulars	Q4FY24	Q4FY23	Variance %	FY24	FY23	Variance%
Revenue From Operation	8,252.28	10,888.36	-24.21%	36,512.77	45,232.42	-19.28%
EBITDA (Excluding Other Income)	2,560.19	4,020.64	-36.32%	13,601.39	17,217.23	-21.00%
EBITDA % (Excluding Other Income)	31.02%	36.93%	-	37.25%	38.06%	-
PBT	3,064.07	3,891.63	-21.27%	15,176.11	16,470.35	-7.86%
PAT	2,366.01	2,919.62	-18.96%	12,772.23	12,298.09	3.86%
Net Debt (period end)	-	-	-	874.17	1,220.39	-28.37%
Net Current Investment (period end)	-	-	-	47,591.19	41,778.49	13.91%

ROCE (Operating)

₹ In Lacs

Particulars	FY24	FY23
Share Capital	2,220.00	2,220.00
Reserve & Surplus	82,932.51	75,274.58
Secured Loan	874.17	1,220.39
Total Capital Employed	86,026.68	78,714.97
Less : Current Investment	47,591.19	41,778.49
Less : Non Current Investment	11,220.19	13,597.07
Operating Capital Employed	27,215.30	23,339.41
PAT	12,772.23	12,298.09
Add : Interest	647.43	749.02
Less : Income from Investment	(3,664.23)	(1,991.74)
Operating - EBIT	9,755.43	11,055.37
ROCE on Operating Capital Employed %	35.85%	47.37%

Profit & Loss Statement

₹ In Lacs

Particulars	FY24	FY23	FY22	FY21
Revenue from Operation	36,512.77	45,232.42	32,268.98	21,127.82
Expenditure				
(Inc)/Dec in Stock	(3,100.87)	(3,008.30)	(333.55)	2,532.62
Raw Material & Packing Material Cons.	8,166.93	10,887.17	6,365.07	3,050.42
Power & Fuel	6,720.84	7,646.52	4,799.03	2,324.38
Sub Total - Cost of Goods Sold	11,786.90	15,525.39	10,830.55	7,907.42
Gross Profit	24,725.87	29,707.03	21,438.43	13,220.40
Gross Profit %	67.72%	65.68%	66.44%	62.57%
Employee Benefit Expenses	6,894.85	6,948.02	5,311.54	4,013.52
Other Expenses	4229.63	5,541.78	4,617.72	2,367.70
EBITDA	13,601.39	17,217.23	11,509.17	6,839.18
EBITDA %	37.25%	38.06%	35.67%	32.37%
Other Income	4,390.45	2,178.20	1,915.49	807.93
	17,991.84	19,395.43	13,424.66	7,647.11
Depreciation	2,168.30	2,176.06	1,366.11	1,223.02
Finance Cost	647.43	749.02	407.06	25.37
PBT	15,176.11	16,470.35	11,651.49	6,398.72
PBT%	41.56%	36.41%	36.11%	30.29%
PAT	12,772.23	12,298.09	8,737.20	4,957.40
PAT %	34.98%	27.19%	27.08%	23.46%

Balance Sheet

₹ In Lacs

Particulars	FY24	FY23	FY22	FY21
ASSETS				
1) Non current assets				
a) Property, Plant & Equipment	18,608.20	20,643.65	10,824.37	10,320.24
b) Right to use assets	1,077.17	1,090.35	1,101.84	1,115.08
c) Capital Work-in-Progress	565.73	16.65	10,834.44	7,959.42
d) Intangible Assets	10.59	10.19	6.69	6.06
e) Intangible Assets under development	-	-	-	96.13
f) Financial Assets				
Investments	11,220.19	13,597.07	18,449.29	16,140.07
Loans	497.65	475.55	469.40	387.88
g) Income tax assets (Net)	98.14	96.61	86.58	72.99
h) Other Non Current Assets	150.55	116.08	167.41	575.90
Total Non Current Assets	32,228.21	36,046.15	41,940.02	36,673.77
2) Current Assets				
a) Inventories	10,034.49	7,570.65	3,656.25	2,973.86
b) Financial Assets				
Investments	47,591.19	41,778.49	35,060.88	29,977.12
Trade Receivables	2,454.61	3,622.83	3,244.26	3,779.86
Cash & Cash Equivalents	20.34	2.82	2.67	8.60
Bank balances other than above	38.51	446.29	438.42	425.98
Other Financial Assets	80.33	33.78	48.49	83.53
c) Other Current Assets	278.77	190.91	252.12	250.79
Total Current Assets	60,498.24	53,645.77	42,703.09	37,499.74
Total Assets	92,726.45	89,691.92	84,643.11	74,173.51

Particulars	FY24	FY23	FY22	FY21
EQUITY AND LIABILITIES				
Equity				
a) Equity Share Capital	2,220.00	2,220.00	2,220.00	2,220.00
b) Other Equity	82,932.51	75,274.58	71,829.14	64,356.36
Total Equity	85,152.51	77,494.58	74,049.14	66,576.36
Liabilities				
1) Non-Current Liabilities				
a) Financial Liabilities				
Borrowings	555.56	833.33	1,250.00	-
Lease Liabilities	49.62	49.63	49.63	49.80
b) Provisions				
Other Financial Liabilities	304.71	274.66	182.65	180.10
b) Provisions	-	17.29	34.93	127.65
c) Deferred Tax Liabilities (Net)	3,679.95	4,722.25	3,083.28	2,712.91
Total Non-Current Liabilities	4,589.84	5,897.16	4,600.49	3,070.46
2) Current Liabilities				
a) Financial Liabilities				
Borrowings	318.61	387.06	149.10	105.18
Lease Liabilities	4.73	4.72	4.72	4.77
Trade Payables				
Total Outstanding dues of Micro and Small Enterprises	120.84	450.92	450.07	390.25
Total Outstanding dues other than Micro and Small Enterprises	747.40	2,165.41	1,463.03	910.35
Other Financial Liabilities	1076.19	1,724.22	2,591.27	2,404.59
b) Contract Liabilities	188.94	213.38	356.19	160.46
c) Other Current Liabilities	417.79	812.59	625.03	261.63
d) Provisions	86.54	140.63	125.41	131.13
e) Current Tax Liabilities (net)	23.06	401.25	228.66	158.33
Total Current Liabilities	2984.10	6,300.18	5,993.48	4,526.69
Total Equity and Liabilities	92,726.45	89,691.92	84,643.11	74,173.51

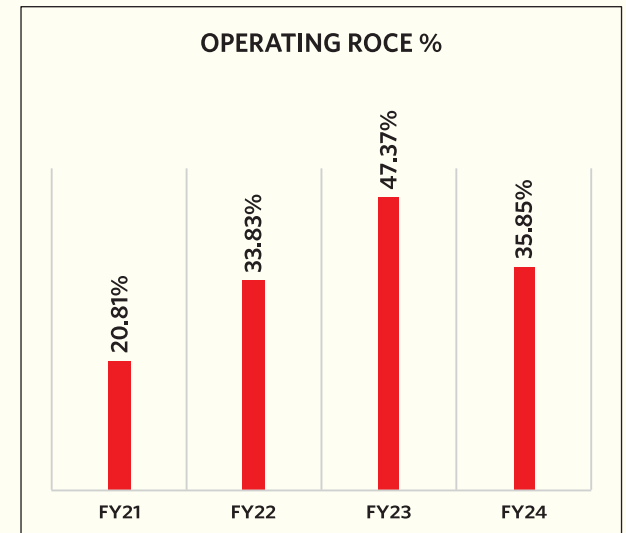
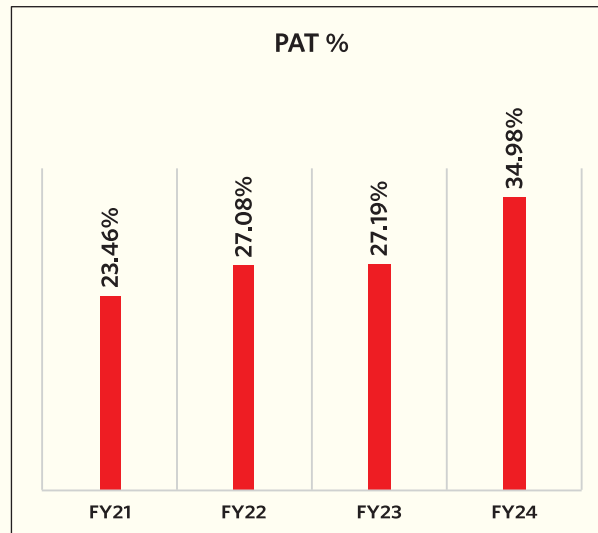
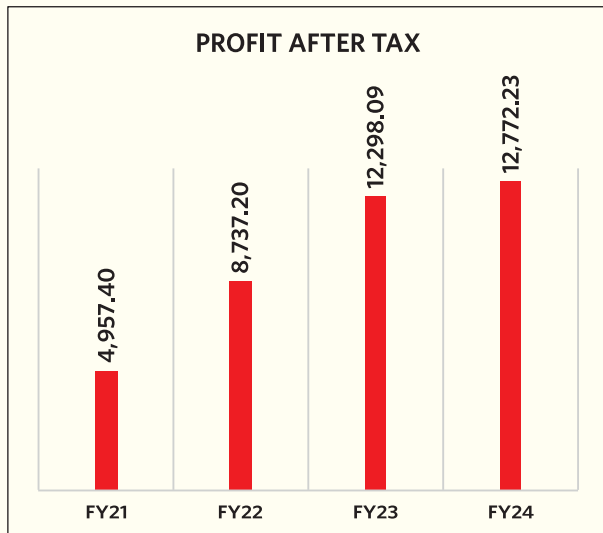
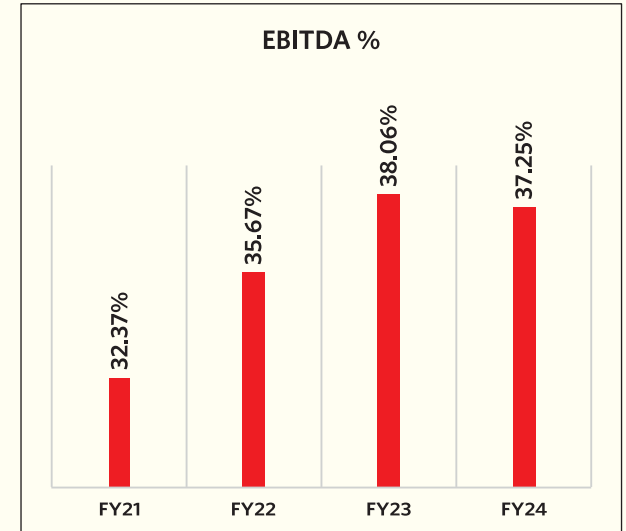
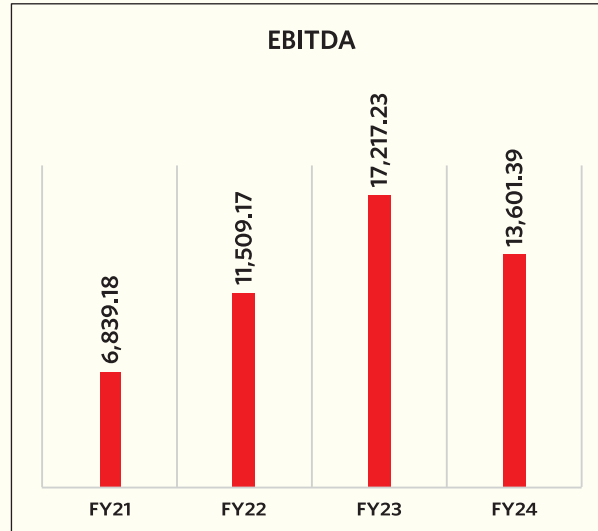
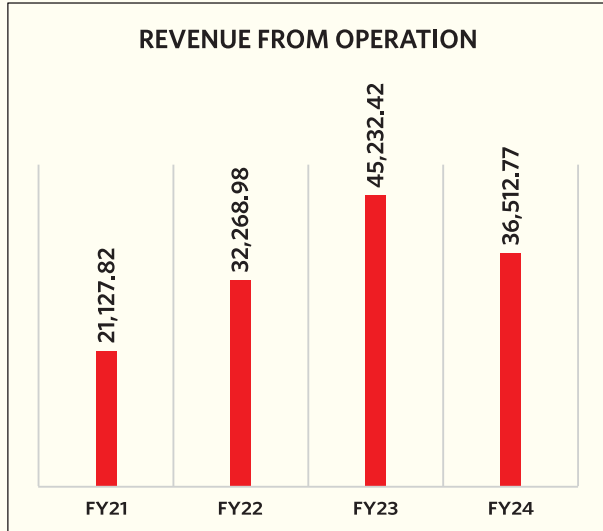
Cash Flow Statement

₹ In Lacs

Particulars	FY24	FY23	FY22	FY21
Net Profit Before Tax	15,176.11	16,470.35	11,651.49	6,398.72
Adjustment for : Non - Cash Items/ Other Investment or Financial Items	(1,555.97)	828.64	726.83	539.36
Operating profit before working capital changes	13,620.14	17,298.99	12,378.32	6,938.08
Changes in working capital	(3,508.30)	(3,088.23)	319.10	3,298.48
Cash generated from Operations	10,111.84	14,210.76	12,697.42	10,236.56
Direct taxes paid (net of refund)	3,291.81	3,278.86	2,758.28	1,908.15
Net Cash from Operating Activities	6,820.03	10,931.90	9,939.14	8,328.41
Net Cash from Investing Activities	(2,474.57)	(6,888.47)	(7,499.01)	(7,922.89)
Net Cash from Financing Activities	(4,327.95)	(4,043.28)	(2,446.06)	(409.39)
Net Increase/ (Decrease) in Cash & Cash Equivalents	17.52	0.15	-5.93	-3.87
Add : Cash & Cash Equivalents at the beginning of the period	2.82	2.67	8.60	12.47
Cash & Cash Equivalents at the end of the period	20.34	2.82	2.67	8.60

Financial Performance Over Years

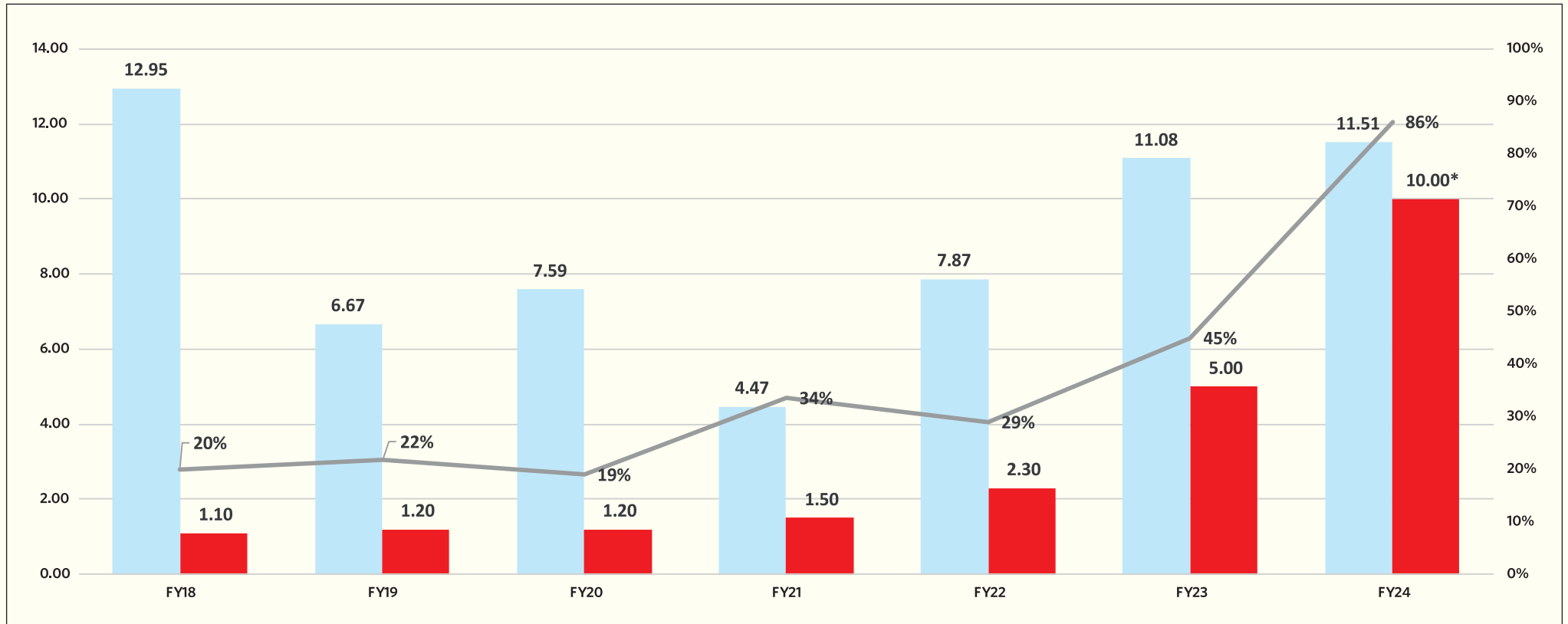
₹ In Lacs



Consistent Dividend Payout

	EPS
	Dividend Per Share
	Dividend Pay Out
	Face Value ₹ 2/-

*FY 24 - Inclusive of ₹ 5/- special dividend per equity share



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

Investor Contact

For further details, please feel free to contact:

Ernst & Young LLP

Kunal Bhoite/Avantika Mishra

Contact No: 9833217607 / 9665372196

Mail Id: kunal.bhoite@in.ey.com / avantika.mishra@in.ey.com