

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, 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  
RATHI

Digitally signed  
by NIDHI RATHI  
Date: 2024.05.30  
21:29:17 +05'30'

**(Nidhi Rathi)**

**Company Secretary**

**Encl.: As above**

## La Opala RG Limited reports Q4 and full-year FY24 results

Kolkata, West Bengal (India), 30 May 2024 – La Opala RG Limited, pioneer and market leader in Opalware in India, announced its financial results for the quarter and full year ended March 31, 2024.

Commenting on the performance during the quarter, Mr. Ajit Jhunjunwala, Vice Chairman and Managing Director, said, “Our performance for the quarter was subdued owing to lower consumer discretionary spending and some softness in general trade channels. Despite a challenging external environment, we have strived to maintain our margin position by focusing on stringent cost control measures and maintaining optimum utilisation levels. Our commitment to understanding customer needs drives our efforts in portfolio expansion through value-added products and new categories.

While our revenues were lower on a sequential basis due to festive sales in Q3 FY24, our dedication to high-quality products and strong brand recognition positions La Opala to capitalise on the anticipated upward demand movement. Our extensive experience, manufacturing capabilities, robust partner network, and strong brand recall make us the preferred choice among customers.”

### Financial Performance:

Particulars (INR crores)	Q4FY24	Q4FY23	Q-o-Q%	Q3FY24	Q-o-Q%	FY24	FY23	Y-o-Y%
Revenue from operations	83	109	-24%	107	-23%	365	452	-19%
EBITDA	26	40	-36%	41	-38%	136	172	-21%
EBITDA Margin%	31%	37%	-600 bps	38%	-700 bps	37%	38%	-100 bps
PBT	31	39	-21%	45	-32%	152	165	-8%
PAT	24	29	-19%	44	-46%	128	123	4%
PAT Margin%	29%	27%	+200 bps	41%	-1200 bps	35%	27%	+800 bps

### Key Financial Highlights for Q4FY24:

- Revenue from operations was at INR 83 Crores in Q4FY24, as against INR 109 Crores in Q4FY23
- EBITDA stood at INR 26 Crores in Q4FY24, as against INR 40 Crores in Q4FY23
- EBITDA margin stood at 31% in Q4FY24, as against 37% in Q4FY23
- PAT at INR 24 Crores in Q4FY24, as against INR 29 Crores in Q4FY23
- Extensive range of value-added products lead to better realizations

## Key Financial Highlights for FY24:

- Revenue from operations was at INR 365 Crores in FY24, as against INR 452 Crores in FY23
- EBITDA stood at INR 136 Crores in FY24, as against INR 172 Crores in FY23
- EBITDA margin stood at 37% in FY24, as against 38% in FY23
- PAT at INR 128 Crores in FY24, as against INR 123 Crores in FY23
- Strong balance sheet with cash position at Rs. 476 Crores in FY24
- The Board of Directors have recommended dividend of Rs. 10/- per equity share (@ 500%) inclusive of special dividend of Rs. 5/- per equity share of the face value of Rs. 2 each for the financial year ended March 31, 2024(subject to the approval of the Shareholders at the ensuing Annual General Meeting).

# La Opala RG Limited



## 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 and No. 1 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)



Eco Centre, 8th Floor, EM-4, Sector-V, Kolkata-700091  
T +91 76040 88814/5/6/7 • [info@laopala.in](mailto:info@laopala.in) • [www.laopala.in](http://www.laopala.in)  
CIN-L26101WB1987PLCO42512