

# La Opala RG Limited



Date: August 12, 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: 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 1<sup>st</sup> Quarter ended June 30, 2024.

The above is for your information and records.

Thanking You,

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

**NIDHI** Digitally signed  
by NIDHI RATHI  
**RATHI** Date: 2024.08.12  
19:23:37 +05'30'

**(Nidhi Rathi)**  
**Company Secretary**  
Encl.: As above



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CIN-L26101WB1987PLC042512

# The La Opala story across 35 years

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LA OPALA®

*diva*®  
from LA OPALA®

SOLITAIRE  
CRYSTAL™  
HANDCRAFTED 24% LEAD

COOK  
SERVE  
STORE  
BOROSILICATE

**La Opala RG Limited**  
Investors Presentation Q1 FY25

# Safe Harbour

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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.

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# La Opala At A Glance

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- **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

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**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

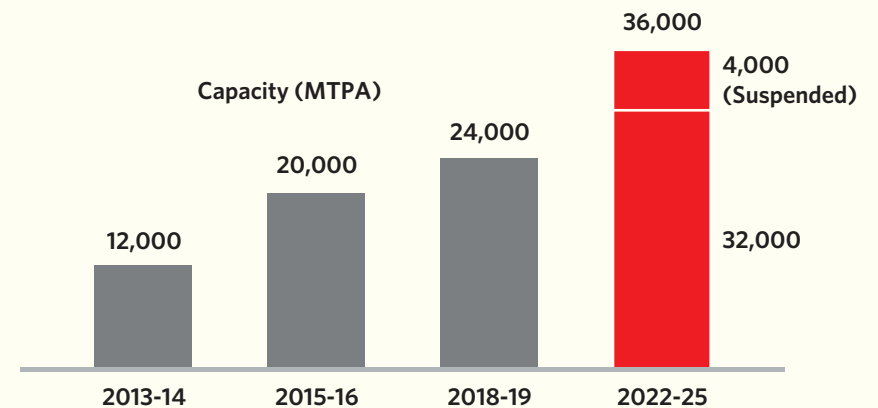
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- ..... **ET Bengal Awards**  
(nominated six years at a stretch,  
awarded in all six)
- ..... **CAPEXIL Award and EPCH Award**  
year-on-year
- ..... **Best Under a Billion,**  
by Forbes, 2013
- ..... **Star SME Medium Scale Manufacturing,**  
by 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  
Jhunhunwala, by AIGMF, 2018
- ..... **Balakrishna Gupta Award,**  
for Exports, presented by AIGMF, 2020
- ..... **Business Lifetime Achievement Award,**  
to our Chairman Mr. Sushil Kumar  
Jhunhunwala, by Sanmarg, a leading  
Hindi newspaper publication, 2023

# Our Facilities



Location	Products	Capacity
Sitarganj, Uttarakhand Unit 1	Opalware	<b>31,000 TPA</b>
Sitarganj, Uttarakhand Unit 2	Opalware	
Madhupur, Jharkhand	Crystalware	<b>1,000 TPA</b>
	Opalware	<b>4,000 TPA (Suspended)</b>



# Suspension of Operations at Madhupur Opal Glass Plant

As of July 7, 2024, operations at the Madhupur Opal Glass Plant have been suspended. This strategic decision aligns with our commitment to enhancing operational efficiency and sustainability.

## Reasons for Suspension

### Aging Infrastructure:

Operating since 1987 with outdated equipment and technology.

### Operational Efficiency:

Low efficiency resulting in increased production costs.

## Operational and Financial Impact

### Operational Shift:

No disruption to overall operations. Production transferred to Sitarganj plant, featuring advanced technology.

### Financial Outlook:

Expected cost savings due to enhanced efficiency. Financial benefits projected to begin in Q3.

## Reasons for Suspension

### Employee Support:

Offering an attractive Voluntary Retirement Scheme (VRS) for impacted employees.

As on date, more than 90% of the employees have accepted the VRS Scheme.

### Future Utilization:

Assessing potential uses for the land, building, and machinery.

## Madhupur, Jharkhand

Products	Capacity
Crystalware	1,000 TPA
Opalware	4,000 TPA (Suspended)



# Our Product Portfolio

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## 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

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## 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

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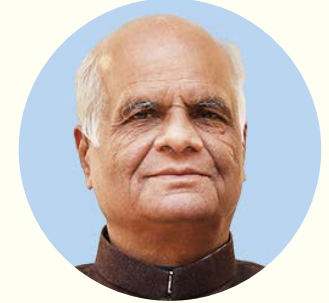
**Mr. Sushil Jhunjunwala**  
Chairman



**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

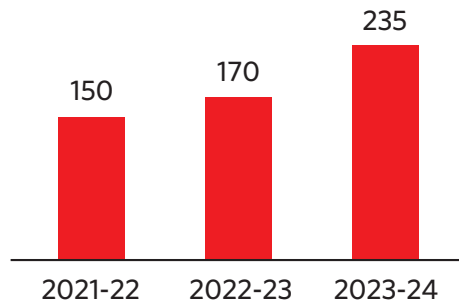


**Ms. Suparna Chakrabortti**  
Non-executive  
Independent Director

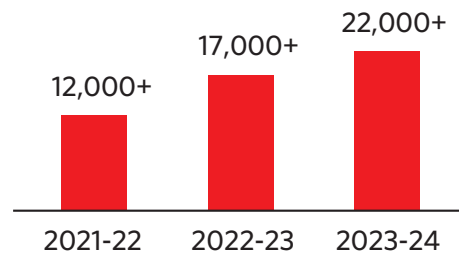
# Our Reach

## Key General Trade Partners

### All India Distributors



### All India Dealers

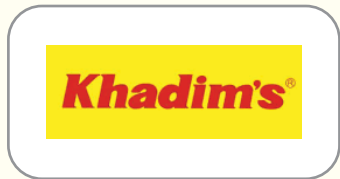
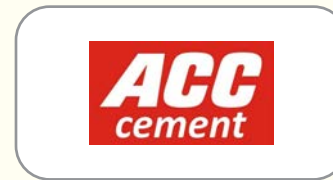


## Key Large Format Store Partners



# 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

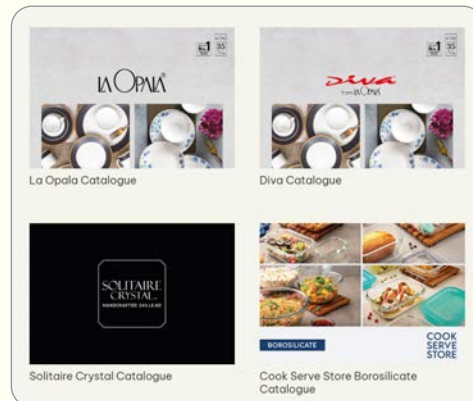


Attract  
New customers

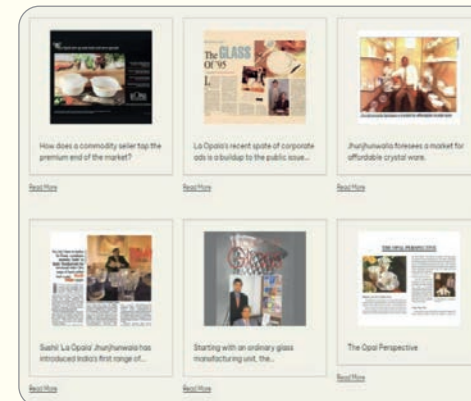


Enhancing our  
wallet share of  
existing customers

## Catalogues



## Press Clippings



## TVCs



For more details please [click here](#)

# Financial Overview

₹ In Lacs

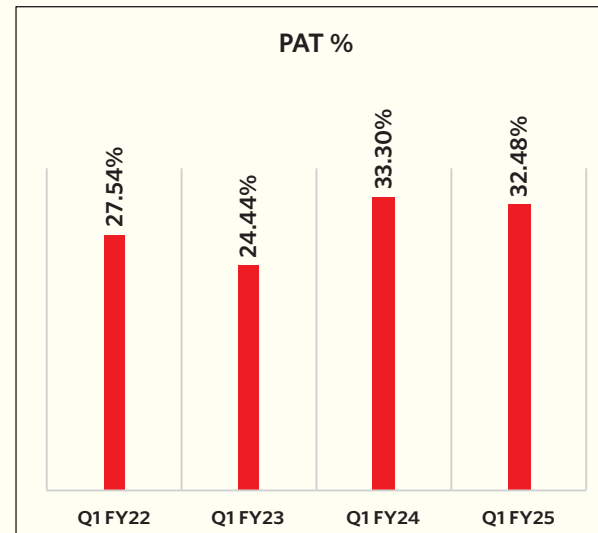
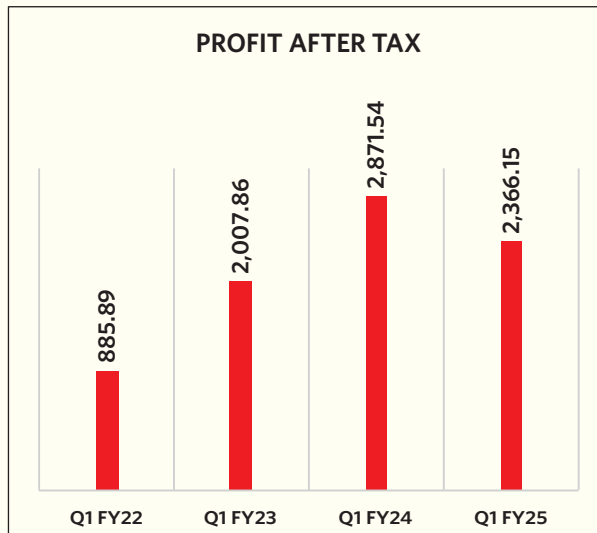
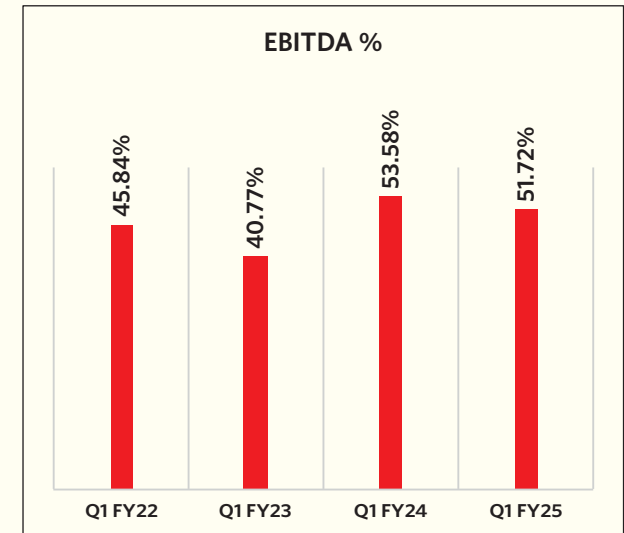
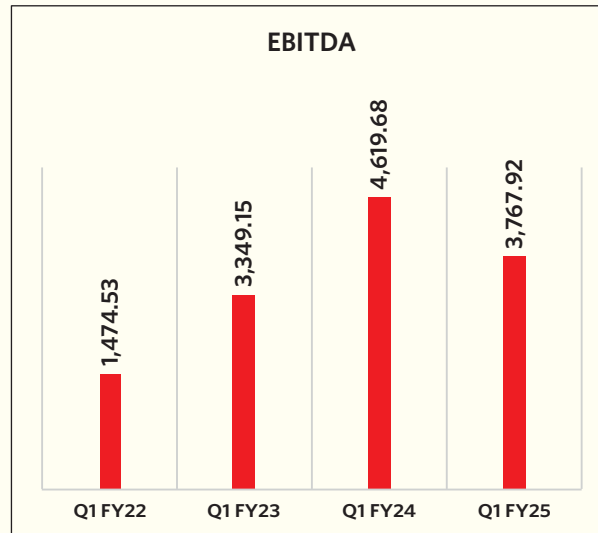
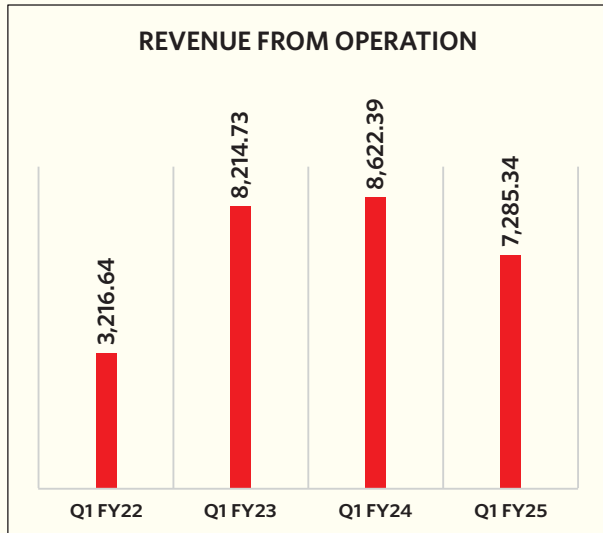
Particulars	Q1 FY25	Q1 FY24	Variance %
Revenue From Operation	7,285.34	8,622.39	-15.51%
EBITDA (Excluding Other Income)	2,667.14	3,530.06	-24.44%
EBITDA % (Excluding Other Income)	36.61%	40.94%	-
PBT	3,167.35	3,865.53	-18.06%
PAT	2,366.15	2,871.57	-17.60%
Net Current Investment (period end)	49,899.24	43,249.10	15.38%

# Performance Over Years



# Financial Performance Over Years

₹ In Lacs



# Profit & Loss Statement

₹ In Lacs

Particulars	Q1 FY25	Q1 FY24	Q1 FY23	Q1 FY22
Revenue from Operation	7,285.34	8,622.39	8,214.73	3,216.64
<b>Expenditure</b>				
(Inc)/Dec in Stock	(203.83)	(2,228.40)	(1,621.25)	(1,239.19)
Raw Material & Packing Material Cons.	1,227.47	2,590.80	2,318.79	1,025.97
Power & Fuel	1,129.35	1,910.48	1,742.12	884.25
<b>Sub Total - Cost of Goods Sold</b>	<b>2,152.99</b>	<b>2,272.88</b>	<b>2,439.66</b>	<b>671.03</b>
<b>Gross Profit</b>	<b>5,132.35</b>	<b>6,349.51</b>	<b>5,775.07</b>	<b>2,545.61</b>
<b>Gross Profit %</b>	<b>70.45%</b>	<b>73.64%</b>	<b>70.30%</b>	<b>79.14%</b>
Employee Benefit Expenses	1,627.73	1,813.50	1,508.73	1,144.08
Other Expenses	837.48	1,005.95	998.91	449.73
<b>EBITDA</b>	<b>2,667.14</b>	<b>3,530.06</b>	<b>3,267.43</b>	<b>951.80</b>
<b>EBITDA %</b>	<b>36.61%</b>	<b>40.94%</b>	<b>39.78%</b>	<b>29.59%</b>
Other Income	1,100.78	1,089.62	81.72	522.73
	<b>3,767.92</b>	<b>4,619.68</b>	<b>3,349.15</b>	<b>1,474.53</b>
Depreciation	472.34	593.65	451.31	308.63
Finance Cost	128.23	160.50	140.40	9.91
<b>PBT</b>	<b>3,167.35</b>	<b>3,865.53</b>	<b>2,757.44</b>	<b>1,155.99</b>
<b>PBT%</b>	<b>43.48%</b>	<b>44.83%</b>	<b>33.57%</b>	<b>35.94%</b>
<b>PAT</b>	<b>2,366.15</b>	<b>2,871.57</b>	<b>2,007.86</b>	<b>885.89</b>
<b>PAT %</b>	<b>32.48%</b>	<b>33.30%</b>	<b>24.44%</b>	<b>27.54%</b>

# 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