

OBL:HO:SEC:00:

New Delhi : 05.08.2025

BSE Limited
Corporate Relation Department
1st Floor, New Trading Ring
Rotunga Building Phiroze Jeejeebhoy Towers
Dalal Street,
Mumbai - 400 001

National Stock Exchange of India Ltd.
Exchange Plaza,
Plot No. C/1, G Block,
Bandra-Kurla Complex,
Bandra (E)
Mumbai-400 051

Stock Code - 530365

Stock Code: ORIENTBELL

Sub: Investor Presentation under Regulation 30 of SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015 read with Para A of Part A Of Schedule III of the said Regulations for the quarter ended on 30th June, 2025

Dear Sir/ Madam,

This is with reference to Regulation 30 of SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015 read with Para A of Part A of Schedule III of the said Regulations.

Please find enclosed herewith Investor Presentation of Orient Bell Ltd. highlighting the results/performance of the Company during the quarter ended on 30th June, 2025.

Kindly take the same on record.

Yours faithfully
for Orient Bell Limited

Yogesh Mendiratta
Company Secretary & Head - Legal

Encl: as above

Orient Bell Ltd.

Investor Presentation Q1FY26



100%
TILES
0% CELEBS

This presentation may contain certain forward-looking statements relating to Orient Bell Ltd. and its future business, development and economic performance. These statements include descriptions regarding the intent, belief or current expectations of the Company, its subsidiaries and associates and their respective directors and officers with respect to the results of operations and financial condition of the Company, subsidiary or associate, as the case may be.

Such forward-looking statements are not guarantees of future performance and are subject to known and unknown risks, uncertainties and assumptions that are difficult to predict. These risks and uncertainties include, but are not limited to (1) competitive pressures; (2) legislative and regulatory developments; (3) global, macroeconomic and political trends; (4) fluctuations in currency exchange rates and general financial market conditions; (5) delay or inability in obtaining approvals from authorities; (6) technical developments; (7) litigation; (8) adverse publicity and news coverage, which could cause actual development and results to differ materially from the statements made in this presentation.

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48

Years in Ceramics Industry



5

3 State-of-the-art own Facilities, 2 AE* Facilities

Sikandrabad, UP - 14.8 MSM

Hoskote, KAR - 6.6 MSM

Dora, GUJ - 5.5 MSM

Morbi, GU - 15.5 MSM



42.4

Million sqmt Annual Capacity (including AE*)



2000+

Business Partners



385

Tile Boutiques (Experience Centers)



Healthy Balance Sheet

0.03x

Net Debt-Equity

33 days

Healthy Cash Conversion Ratio



4,000+ SKUs



Ceramic



Vitrified



Double Charge



Cool Tile



Pavers



Germ Free Tile



Anti Static



Big Slabs



Scratch Free

*AE = Associate entities



Financial & Operational Highlights



People

T3R-2.35:1
L&D >2000 Hrs



0 Accidents

Safety Top Priority
NIL accidents



45% of Sales

From OBTX,
Active Count 385



58% of Sales

From Vitrified Tiles
(+2% y-o-y)



40% of Sales

From GVT Salience
(+1.6% y-o-y)



3.7% of Sales

Marketing Investments

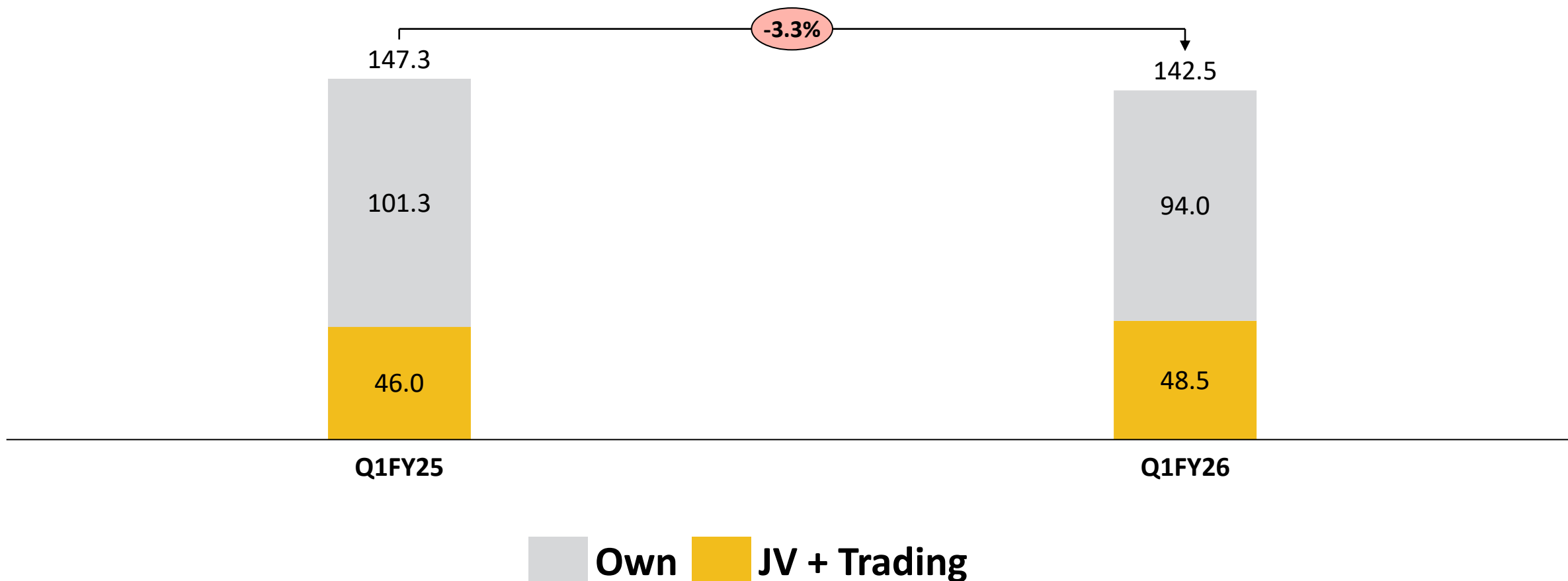


COP lower by 2.2% y-o-y

*(#L-f-L basis at constant Product Mix and Energy costs)
Focus on efficiency to lower the Cost of Production*

Consolidated OBL

Revenues (*Rs. Crores*)



Consolidated Abridged Income Statement

(Rs. Crores)	Quarter Ended		
	Q1 FY25	Q1 FY26	Y-o-Y
Income from Operation	147.2	142.1	-3.5%
Other Operating Income	0.9	0.8	-12.0%
Revenue from Operation	148.1	142.9	-3.5%
Other Income	0.5	0.6	11.3%
Cost of Goods sold*	95.4	90.2	-5.4%
Gross Margin	51.8	51.9	0.1%
Gross Margin %	35.2%	36.5%	1.3%
Operating Expenses	44.9	45.3	1.3%
EBITDA	4.9	5.6	13.3%
EBITDA %	3.3%	3.9%	0.6%
Depreciation	5.7	5.4	-5.3%
EBIT	-0.8	0.2	125.4%
Financial Charges	1.3	1.0	-20.4%
Share of profit/(loss) of Associates	0.1	0.2	254.2%
Profit Before Tax (PBT)	-2.0	-0.6	70.9%
PBT Margin %	-1.3%	-0.4%	0.9%
Tax Expenses	-0.1	-0.2	93.8%
Profit After Tax (PAT)	-1.9	-0.4	79.9%
PAT Margin %	-1.3%	-0.3%	1.0%

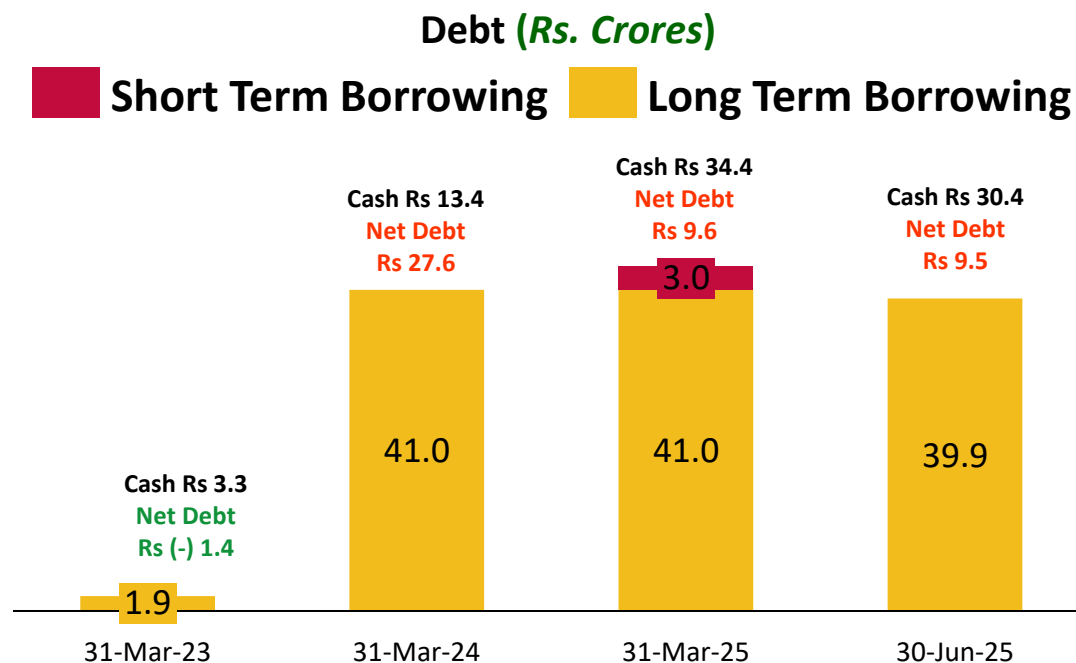
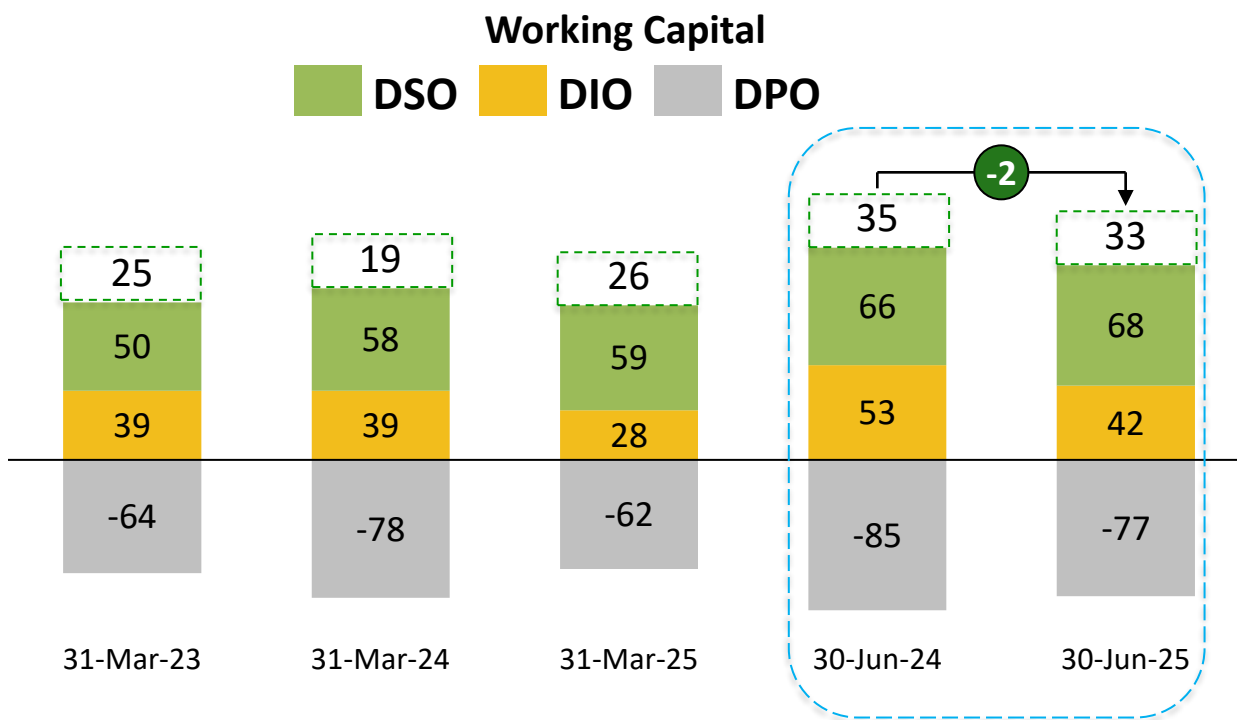
Q1FY26 Vs. LY –

- Gross margins improved by 130 bps
- Marketing Investment @ 3.7% of sales.

EBITDA improved to 3.9% vs 3.3% in Q1FY25.

*Material Consumed, Trading purchase, change in inventories and power and fuel

Strong Debt Profile & Working Capital Cycle



- Healthy Cash conversion cycle @ 33 days. DSO +2 days vs Q1LY; DIO (-) 11days vs Q1LY.
- Net debt @ Rs 9.5 crores.
- Comfortable Loan Maturity Profile for coming years.

Notes :

1. Day Sales Outstanding (DSO) and Days Inventory Outstanding (DIO) computed on the basis of sales while Days Payable Outstanding (DPO) derived using Cost of Goods Sold.
2. Working Capital (WC) Cycle or Cash Conversion Cycle (CCC) Days = DSO + DIO - DPO
3. *Calculated based on last 3 Trailing Months



Company Initiatives

Focused on relevant products on Instagram & on whatsapp



The video was launched in four south India languages and Hindi covering the entire market.

While building brand awareness about our unique products



orientbell • Your bathroom deserves more than just a random tile colour! 🚿 🛁

Choosing the right tile colour combination can completely transform your bathroom, making it look more spacious, luxurious, or soothing. Here are 5 stunning tile colour combos you can try. SAVE IT FOR LATER

Explore all these tiles and more only on www.orientbell.com

#BathroomMakeover #TileTrends #DesignInspiration
#OrientbellTiles



orientbell • Planning your dream bathroom? Don't let these 3 mistakes ruin the vibe! 🚿 🛁

1 Use anti-skid tiles:
They might look sleek, but glossy tiles can be super slippery, especially when wet. Opt for anti-skid tiles for a safer and more practical choice.

2 Don't ignore spacing:
Whether it's between the sink and toilet or the shower area and storage, poor spacing can make your bathroom feel cramped and dysfunctional. Think movement, flow, and accessibility while designing.

3 Ventilation is not optional:
Skipping proper ventilation leads to trapped moisture, mold growth, and bad odours. A well-placed window or exhaust fan can make a world of difference in keeping your space fresh and dry.

Get these basics right and your bathroom will not only look great, but also function like a charm.



orientbell • If your home feels like an oven during summers, it's time to think beyond just ACs. Get Cool Tiles from Orientbell – a smart, energy-efficient way to beat the heat!

- ✓ Reflects sunlight instead of absorbing it – Cool Tiles are designed with a special glaze that reflects most of the solar radiation.
- ✓ Lowers indoor temperature – When used on rooftops, these tiles help reduce heat transfer, keeping your interiors cooler by up to 7-8°C than outside
- ✓ Saves electricity – Less heat inside means less dependency on air conditioners, leading to significantly lower energy bills
- ✓ Low-maintenance & long-lasting – Made to endure extreme weather conditions while staying stylish and functional

Just one upgrade on your roof can make your entire home feel cooler – naturally! ☀️
Explore Cool Tiles ONLY on www.orientbell.com

#CoolTiles #OrientbellTiles #SmartLiving #SummerReadyHomes



orientbell • A home makeover isn't complete if the flooring is forgettable. 🏠 ✖️
Don't let dull tiles bring down your entire ambiance. SAVE THESE 5 stunning tile ideas that can instantly uplift your interiors
There's something to make your floors the real showstopper.

Explore these and more only on www.orientbell.com

#OrientbellTiles #HomeMakeover #FloorTiles #ShopTilesOnline

And our unique culture

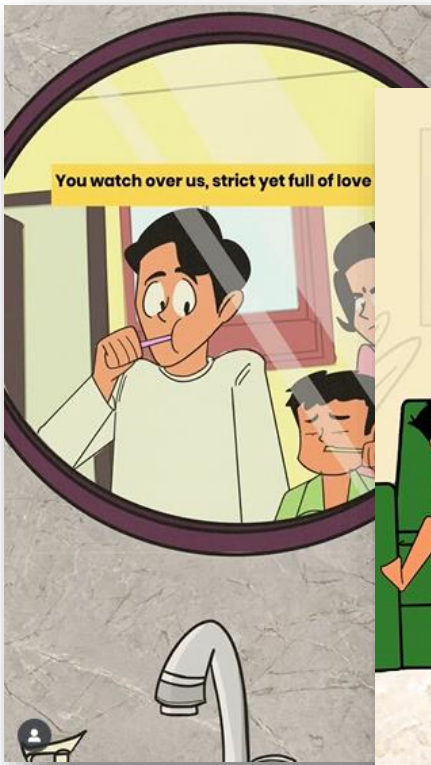


bulbulindia and orientbell
Original audio

bulbulindia Had a fun time being creative with Cool Tiles from @orientbell tiles. These tiles literally cool your place by reducing temperature up to 7 to 8 degree Celsius, this is done with an SRI value upto 98.

Hope you like the art pieces and do check out cool tiles on www.orientbell.com

#cooltiles #staycoolnaturally #smartcooling #ecofriendlyliving #beattheheat #sustainabledesign #moderninteriors #smarthomes #interiorinspo #bulbulindia



sreeharinair000 and orientbell
Original audio

sreeharinair000 From the first light to the last goodnight, she is the heart of every moment. And under every moment, stand tiles built for her world @orientbell #collab

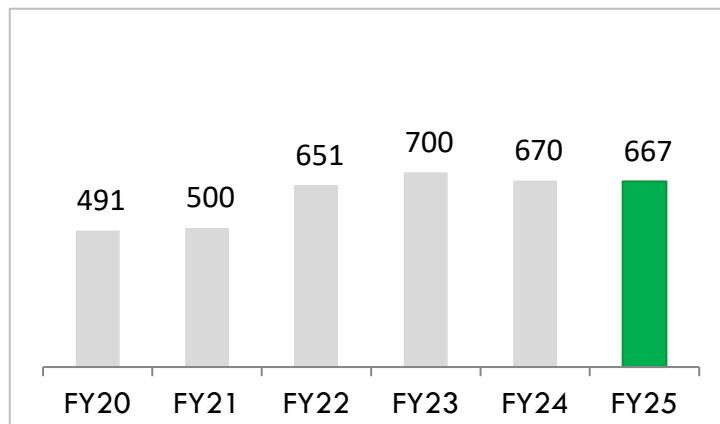
#2danimation #digitalanimation #animation #digitalillustration #relatable #reels #instagram #reels #mothersday #motherlove #motherhood #mother #mothernature



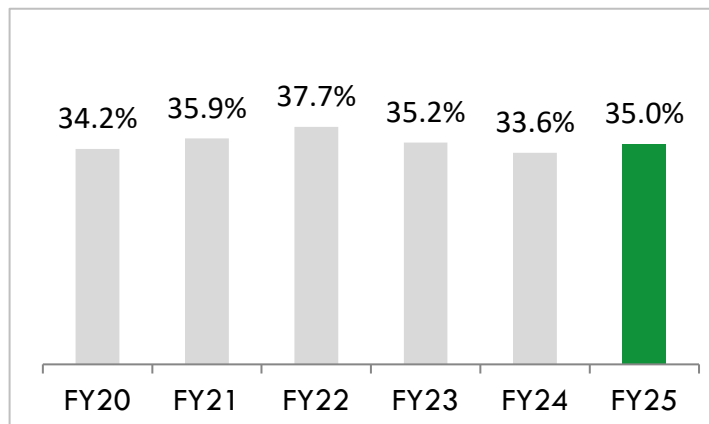
Historical Financials

Historical Annual Performance Trends

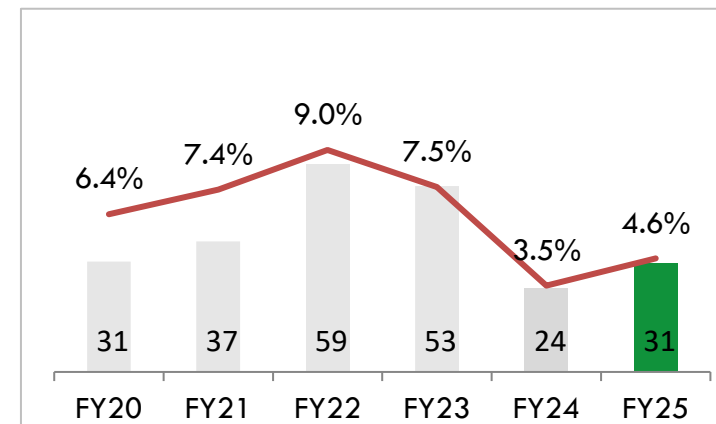
Revenue (Rs Crores)



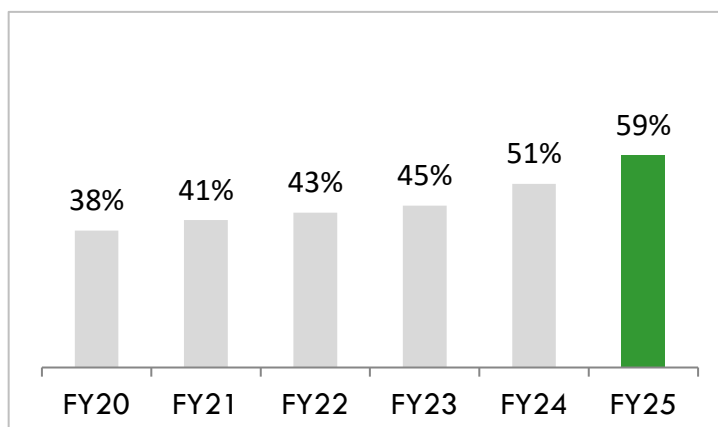
Gross Margin* (%)



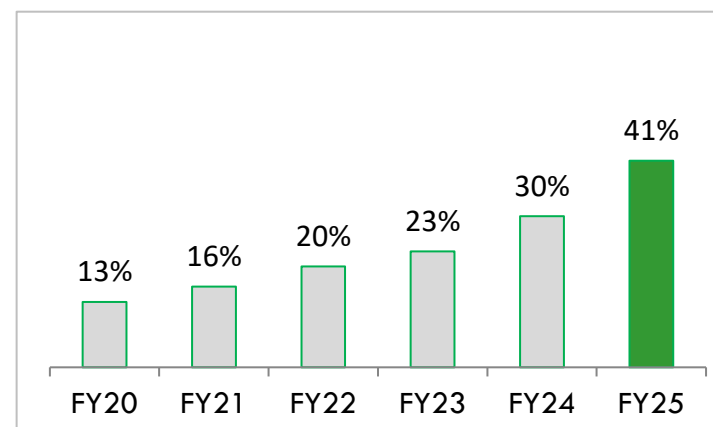
EBITDA (Rs Crores)



Vitrified Sales (%)



GVT Sales (%)



Consolidated Figures

*Gross Margins: Sales-COGS(Material consumed+ inventory change+ purchases+ power & Fuel)

Consolidated Historical Income Statement

(Rs Crore)	FY20	FY21	FY22	FY23	FY24	FY25
Revenue from operation	492.3	502.5	654.3	705.1	674.4	669.7
Other Income	5.3	1.9	3.0	5.4	2.7	2.2
Cost of Goods Sold	236.3	241.4	269.7	274.9	295.7	316.1
Employee Benefit Expense	73.6	79.2	92.5	100.9	99.2	100.2
Other Expenses	156.4	149.4	236.5	281.9	258.6	224.8
Total Operating Expenses	466.23	467.3	598.6	657.7	653.5	641.2
EBITDA	31.4	37.1	58.7	52.8	23.6	30.8
EBITDA Margin	6.4%	7.4%	9.0%	7.5%	3.5%	4.6%
Interest	8.1	5.7	4.1	2.4	1.9	4.8
Depreciation	20.6	20.6	20.6	21.1	21.4	22.5
Share of Profit/(Loss) of Associates	0.3	0.7	1.2	0.7	0.9	0.3
PBT	3.0	11.5	35.2	30.0	1.2	3.8
Tax Expenses (Credits)	-4.2	3.8	3.0	7.4	0.2	0.9
PAT	7.2	7.7	32.2	22.6	0.9	2.8
PAT Margin	1.5%	1.5%	4.9%	3.2%	0.1%	0.4%

Consolidated Historical Balance Sheet

(Rs Crore)	Mar'20	Mar'21	Mar'22	Mar'23	Mar'24	Mar'25
Share Capital	14.3	14.4	14.4	14.5	14.6	14.7
Reserves	225.3	234.9	270.3	295.8	298.4	301.5
Shareholders' Funds	239.6	249.3	284.8	310.3	313.0	316.1
Long Term Borrowings	33.4	24.4	1.9	0.0	41.0	29.7
Lease Liabilities	7.9	6.1	4.7	4.4	2.0	0.7
Other Long Term Financial liabilities	10.5	11.2	12.6	13.0	13.1	13.5
Deferred Tax Liabilities	22.0	21.3	14.1	15.3	15.9	16.9
Long Term Provisions	1.5	1.8	1.9	1.9	1.9	1.9
Total Non-Current Liabilities	75.2	64.8	35.1	34.6	73.9	62.7
Trade Payables	77.3	97.2	99.7	115.2	148.9	111.4
Lease Liabilities	2.2	1.9	1.6	2.4	2.4	1.3
Other Current Liabilities	19.4	20.2	21.1	15.2	12.6	20.3
Short Term Provisions	0.4	1.1	2.5	1.5	3.6	3.6
Short Term Borrowings	6.0	-	7.5	1.9	0.0	14.3
Total Current Liabilities	105.3	120.3	132.3	136.21	167.4	150.7
Total Liabilities	420.2	434.4	452.2	481.1	554.3	529.5

(Rs Crore)	Mar'20	Mar'21	Mar'22	Mar'23	Mar'24	Mar'25
Fixed Assets incl. CWIP	225.5	201.1	203.6	247.8	293.4	277.7
Right-of-use assets	7.9	6.0	4.3	5.0	3.0	1.2
Non-Current Investments	7.0	7.6	8.8	9.5	10.4	13.1
Other Non-Current Assets	4.0	6.0	9.6	7.0	4.6	3.5
Total Non-Current Assets	244.4	220.7	226.5	269.3	311.4	295.6
Inventories	80.6	60.2	68.8	86.1	89.0	61.6
Trade Receivables	86.9	92.6	103.3	111.2	131.5	130.6
Cash and Bank	3.0	51.0	41.1	3.3	13.4	34.4
Other Current Assets	5.3	9.9	12.7	11.1	9.0	7.3
Total Current Assets	175.8	213.7	225.6	211.8	242.9	233.9
Total Assets	420.2	434.4	452.2	481.1	554.3	529.5

Thank You

Orient Bell Limited

Mr. Sandeep Jhanwar – HOF

Mr. Ashish Kapur – AGM Treasury, Investor Relations & Corporate Finance

+91-11-4711-9100 (B)

investor@orientbell.com | www.orientbell.com



Stellar IR Advisors Pvt. Ltd.

Pooja Sharma | Suyash Samant

pooja.sharma@stellar-ir.com | suyash@stellar-ir.com



A-405, Kanakia Wall Street, Andheri Kurla Road , Andheri (East), Mumbai -400093

