



joy of dining

La Opala RG Limited | Annual Report 2022-23

Contents

02	Corporate snapshot
05	Our quarterly performance FY 2022-23
06	How we have strengthened our multi-year performance
08	Our key milestones
10	The La Opala collection
16	Chairman's perspective
18	Management's review
20	Environment-Social-Governance (ESG)
23	Our sustainability structure
24	5P's: Powering sustainability initiatives
25	Integrated value creation
28	Management discussion and analysis
34	Notice
45	Board's report
63	Business responsibility & sustainability reporting format
87	Corporate governance report
104	Financial section

Our performance highlights, FY 2022-23

452.32

₹ Crore, Revenue
from operations
(growth of 40.17%)

122.98

₹ Crore, PAT
(growth of 40.76%)

38.27

%, EBITDA margin
(growth of 2.35%)

Forward-looking statement

This document contains statements about expected future events and financial and operating results of La Opala RG Limited, which are forward-looking. By their nature, forward-looking statements require the Company to make assumptions and are subject to inherent risks and uncertainties. There is significant risk that the assumptions, predictions and other forward-looking statements will not prove to be accurate. Readers are cautioned not to place undue reliance on forward-looking statements as a number of factors could cause assumptions, actual future results and events to differ materially from those expressed in the forward-looking statements. Accordingly, this document is subject to the disclaimer and qualified in its entirety by the assumptions, qualifications and risk factors referred to in the management's discussion and analysis of the annual report.



joy of dining

At La Opala, we are in the business of
enhancing pride.

This simple approach has empowered us
to design better, produce more, strengthen
product quality, enhance affordability and
deepen business integrity.

The result is that our customers speak with
respect and endearment about our products.

The joy that we bring to our customers
represents the single biggest driver of our
profitability and sustainability.

CORPORATE SNAPSHOT

La Opala RG Limited.

The Company has helped transform Indian dining tables across three decades.

The Company has introduced a range of opalware that has infused specialness in everyday lives.

The Company has sustained its position as the unquestioned leader in India's opalware segment – by size, portfolio, respect, brand visibility and Balance Sheet quality.

The Company is a generic name in its business space, marked by the recall 'La Opala dena!' when customers wish to buy opalware.





Vision

The desire for beautiful things is universal. The dedication to enrich life with brilliance of beauty is rare. Our vision is to be the chosen tableware of every home across the world.



Mission

Our roadmap starts with our mission, which is enduring. It declares our purpose as a company and serves as the standard against which we weigh our actions and decisions. Our mission is to continuously optimise satisfaction of our consumers through our world class products and services. This, we believe, is the best way to ensure consistent success for our company, shareholders and employees.



Core values

Integrity: Acting and taking decisions in a manner that are fair and honest, Following the highest standards of professionalism and being recognised for doing so. Integrity for us means not only financial and intellectual integrity but encompasses all other dimensions.

Commitment: We are committed to deliver value to all our stakeholders, consumers, employees and other business partners. In the process we are being accountable for our own actions and decisions.

Passion: We need to be passionate about our work and passionate about our business. We need to hire passionate employees; we need to create passionate customers.



Our legacy

Established in 1987, La Opala RG Limited introduced opal glass and crystal glass for the first time in India. The Company is engaged in the production of opal glass tableware and 24% lead crystalware products. The Company is India's largest opal glassware brand.



Our leadership

The Company is guided by an experienced Board, with Mr. Sushil Jhunjunwala as the Chairman.

Mr. Ajit Jhunjunwala is the Vice Chairman and Managing Director, Ms. Nidhi Jhunjunwala is the Executive Director. The Board is supported by experienced professionals and capable workers across its manufacturing facilities.



Our influence

La Opala has transformed dining lifestyles through superior portfolio quality, which has brought about a transformation in family habits, preferences and standards. The Company has brought a distinctiveness to everyday dining through differentiated design and world-class quality – across opalware and glassware.



Our brands

The Company's brands are among the most respected in India's opalware and glassware segments.



The flagship brand addresses the requirements of entry-level dinner sets, plates, bowls, tea & coffee sets and other products.



The premium brand offers eight collections – Classique, Ivory, Pearl, Cosmo, Quadra, Sovrana, Velvett and Tea-Coffee.



The brand comprises hand-crafted 24% lead crystal.



The brand comprises the Borosilicate Cook Serve Store Range - 100% borosilicate glass, airtight, space-saving storage and bakeware containers.



Our products portfolio

The Company provides the widest portfolio within the country's tableware segment.

Opal glassware: Plates | Bowls | Dinner Sets | Cup & Saucer Sets | Coffee Mugs | Coffee Cups | Tea Sets | Soup Sets | Dessert Sets

Crystalware: Barware | Vases | Bowls | Stemware



Our production capabilities

The Company is India's largest manufacturer of opalware. The Company's combined production capacity across three manufacturing units in Sitarganj and Madhupur is 36,000 MTPA.

Location	Products manufactured
Sitarganj, Uttarakhand - Unit 1	Opalware
Sitarganj, Uttarakhand - Unit 2	Opalware
Madhupur, Jharkhand	Opalware, Crystalware



Our distribution network

The Company's pan-India distribution network comprises more than 200 distributors and 20,000 retailers, addressing demand in urban and semi-urban India. The Company is present in more than 600 towns (population 1,00,000+); it exports products to more than 30 countries.



Our employees

As of 31st March, 2023, the La Opala team comprised 1,184 employees with diverse expertise: design, production, quality assurance, legal, finance, marketing, business development, technology and people management, among others.



Our listing

The Company's shares are listed on the Bombay Stock Exchange and National Stock Exchange. The market capitalisation of the Company stood at ₹3,768.45 Crore as on 31st March, 2023.

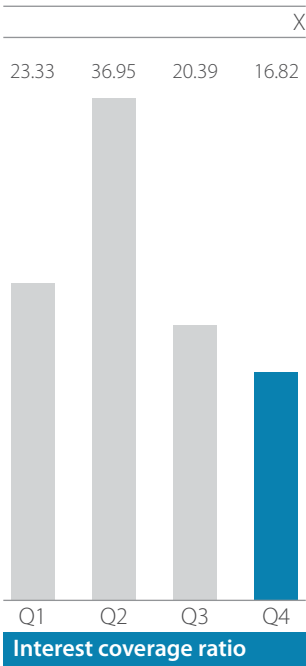
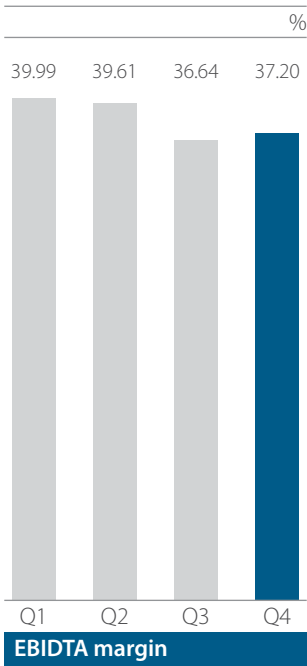
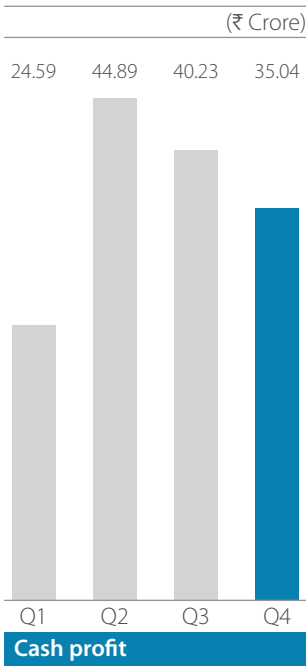
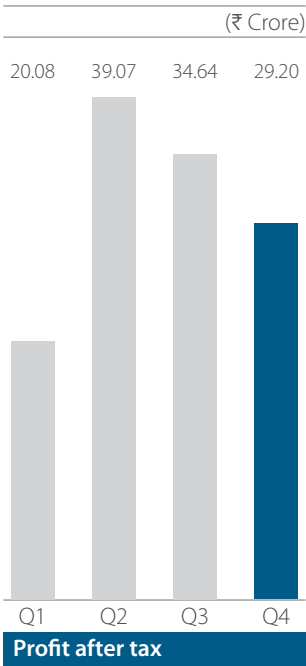
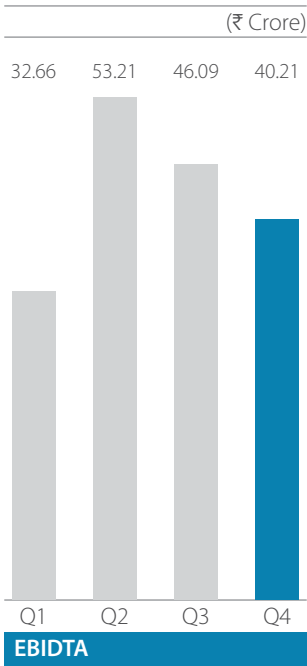
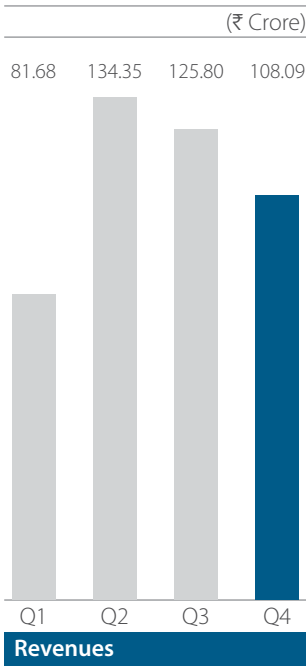


Our awards & recognition

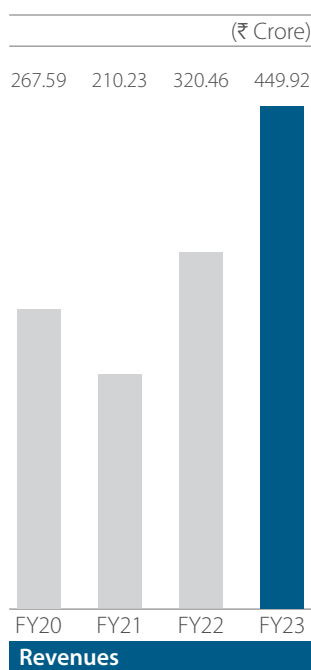
- ET Bengal Awards (nominated six years at a stretch, awarded in all six)
- CAPEXIL Award and EPCH Award year-on-year
- Best Under a Billion, presented by Forbes, in 2013
- Star SME Medium Scale Manufacturing, presented by Business Today SME Awards, in 2013
- India's Most Trusted Dinnerware Brand, presented by The Brand Trust Report, India Study, in 2016
- FE CFO Awards, presented by The Financial Express, in 2017 and 2019
- CK Somany Glass Award, presented to our Chairman Mr. Sushil Kumar Jhunjhunwala, by All India Glass Manufacturers' Federation, in 2018
- CAPEXIL Special Award for Excellence in Exports, presented by CAPEXIL India, for the year 2019-20
- Balakrishna Gupta Award, for Exports, presented by All India Glass Manufacturers' Federation, in 2020
- CAPEXIL Special Award for Excellence in Exports, presented by CAPEXIL India, for the year 2020-21
- CAPEXIL Special Award for Excellence in Exports, presented by CAPEXIL India, for the year 2021-22
- Business Lifetime Achievement Award, presented to our Chairman Mr. Sushil Kumar Jhunjhunwala, by Sanmarg, a leading Hindi newspaper publication, in 2023

Our quarterly performance

FY 2022–23



How we have strengthened our multi-year performance



Definition

Growth in sales net of taxes.

Why is this measured?

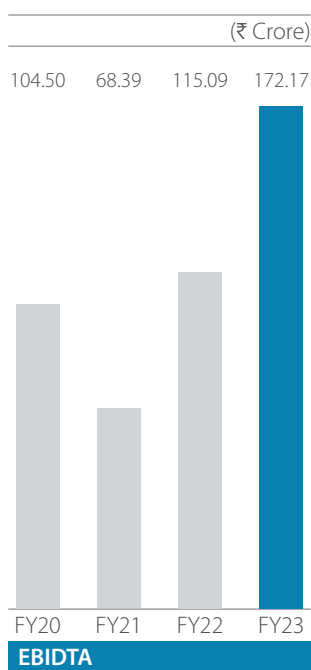
It is an index that showcases the Company's ability to optimise business operating costs despite inflationary pressures, which can be easily compared with the retrospective average and sectoral peers.

What does it mean?

Aggregate sales increased by 40.40% to ₹449.92 Crore in FY2022-23 due to enhanced capacity utilisation following stronger demand.

Value impact

The Company performed better than the sectoral average.



Definition

Earnings before the deduction of fixed expenses (interest, depreciation, extraordinary items and tax)

Why is this measured?

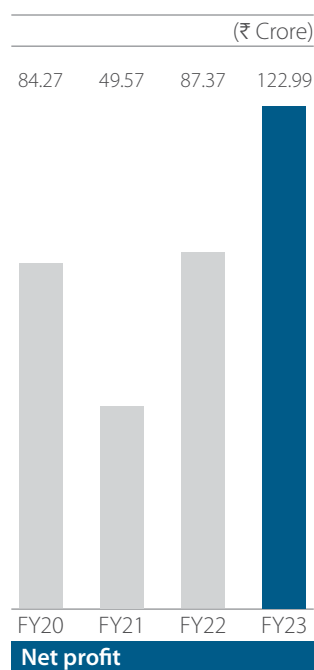
It is an index that showcases the Company's ability to optimise business operating costs despite inflationary pressures and can be compared with retrospective averages of sectoral peers.

What does it mean?

Helps create a robust growth engine and allows the Company to build profits in a sustainable manner.

Value impact

A high EBIDTA highlights the Company's operational efficiency and stable earnings potential.



Definition

Profit earned during the year after deducting all expenses and provisions

Why is this measured?

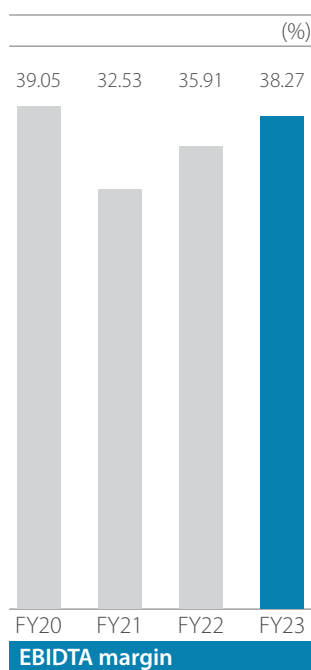
It highlights the strength in the business model in generating value for its shareholders.

What does it mean?

Ensures that adequate cash is available for reinvestment and allows the Company's growth engine to sustain.

Value impact

The Company reported a 40.76% increase in net profit in FY2022-23 following enhanced revenues

**Definition**

EBIDTA margin is a profitability ratio used to measure a company's pricing strategy and operating efficiency

Why is this measured?

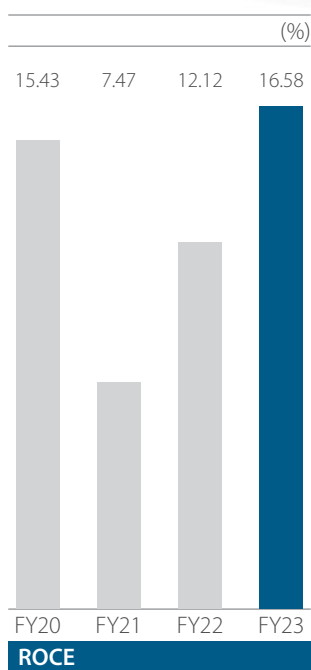
The EBIDTA margin provides an idea of how much a company earns (before accounting for interest and taxes) on each rupee of sales.

What does it mean?

Demonstrates adequate buffer in the business, which, when multiplied by scale, enhances surpluses.

Value impact

The Company reported a 2.36% increase in EBIDTA margin during FY2022-23, following a revival in revenues and controlled expenses

**Definition**

It is a financial ratio that measures a company's profitability and the efficiency with which its capital is employed in the business

Why is this measured?

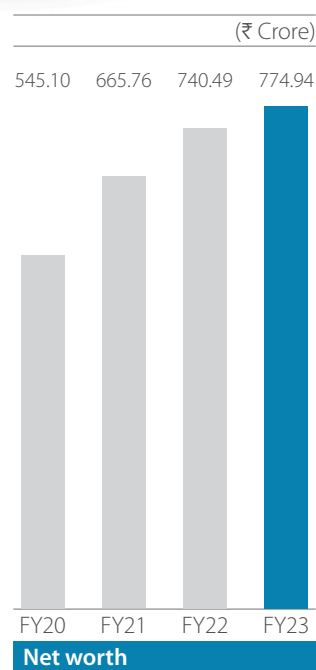
ROCE is a useful metric for comparing profitability across companies based on the amount of capital they use – especially in capital-intensive sectors.

What does it mean?

Enhanced ROCE can potentially drive valuations and perception (on listing)

Value impact

The Company reported a 4.46% increase in ROCE during FY2022-23 followed increased sales

**Definition**

This is derived through the accretion of shareholder-owned funds

Why is this measured?

Net worth indicates the financial soundness of the Company – the higher the better.

What does it mean?

This indicates the borrowing capacity of the Company and influences the gearing (which, in turn, influences the cost at which the Company can mobilise debt).

Value impact

The Company's net worth strengthened 4.65% during the year under review.

Our key milestones

La Opala Glass Private Limited was incorporated. It pioneered opal glass technology in India by commissioning the first opal glass plant at Madhupur, Bihar.

1987

La Opala earned the distinction of becoming the first exporter of opal glass tableware.

1991

La Opala became the first public limited tableware company in India.

1995

La Opala pioneered the 24% lead crystal glassware technology in India by setting up the first crystal glass plant at Madhupur, Bihar. In the same year, it launched India's first 24% lead crystal glassware under the brand name of Solitaire.

1996

La Opala became the first Indian company to export 24% lead crystal tableware.

1997

La Opala Glass Ltd. merged with Radha Glass & Industries Ltd., creating La Opala RG Ltd.

1999

The Company was recognised as an Export House by the Government of India.

2005

The Company became the first in India to supply 24% lead crystal glassware to the world-renowned Rosenthal. The Company set up a fully automated state-of-the-art plant at Sitarganj, Uttarakhand, to produce and launch Diva, the hi-tech world class opal brand in the premium segment.

2007

The Company was ranked 250th among the top 400 small cap companies of India by *Dalal Street* magazine.

2011

The Company completed a major expansion at Sitarganj, Uttarakhand.

2012

