OBL:HO:SEC:00: New Delhi : 27.01.2026

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

Stock Code - 530365

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

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 and nine months ended on 31st December, 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 and nine months ended 31st December, 2025.

Kindly take the same on record.

Yours faithfully,

for Orient Bell Limited

YOGESH MENDIRATTA
YOGESH MENDIRATTA
2026.01.27
14:48:35 +05'30'

Yogesh Mendiratta
Company Secretary & Head - Legal

Encl.: as above

Orient Bell Ltd.

Investor Presentation Q3FY26

Disclaimer

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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Orient Bell Limited- A Leading Manufacturer of Tiles

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, GUJ - 15.5 MSM

42.4
Million sqmt Annual Capacity (including AE*)

2000+
Business Partners

300+
Tile Boutiques (Experience Centers)

Healthy Balance Sheet

0.0x
Net Debt-Equity

31 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

Operational Highlights – Q3FY26

People

T3R-2.23:1

L&D >2500 Hrs

0 Accidents

Safety Top Priority

NIL accidents

42% of Sales

From OBTX,

Active Count +300

61% of Sales

From Vitrified Tiles

44% of Sales

From GVT Salience

4.1% of Sales

Marketing Investments

COP lower by 4.5% y-o-y

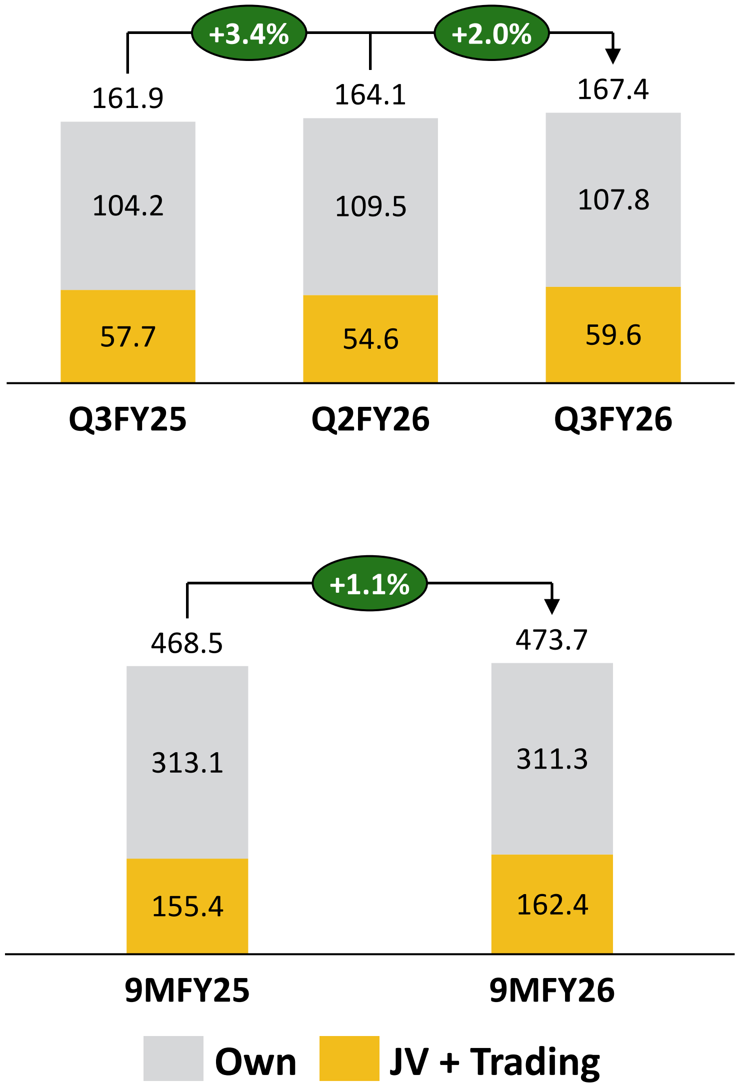
(#L-f-L basis at constant Product Mix and Energy costs)

Focus on efficiency to lower the Cost of Production

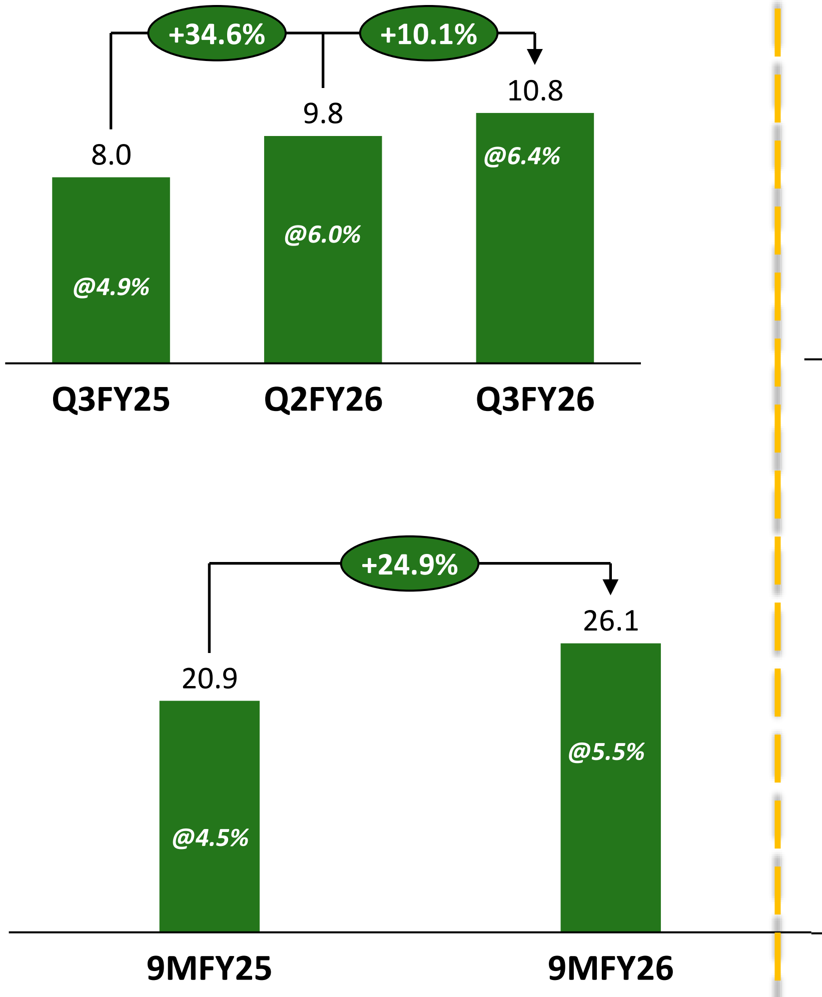
T3R - Tooth to Tail Ratio ; L&D – Learning & Development ; OBTX – Orient Bell Tile Showrooms ; GVT – Glazed Vitrified Tiles ; # L-f-L : Like for Like ; COP – Cost of production

Consolidated Financial Highlights

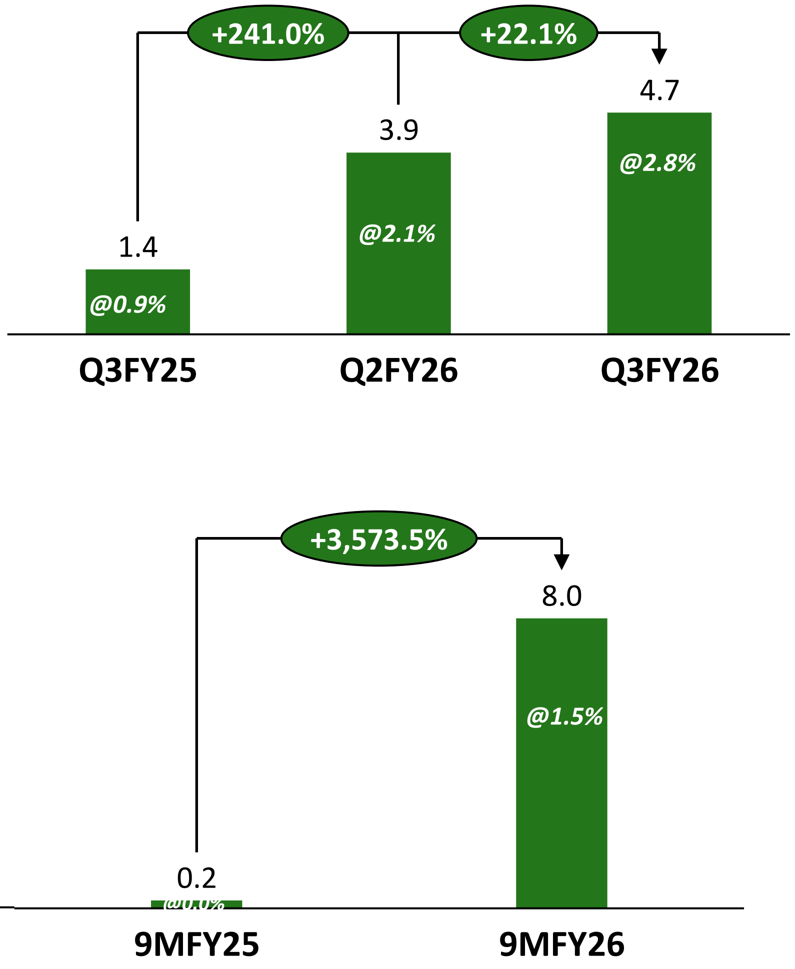
Sales (*Rs. Crores*)



EBITDA (*Rs. Crores*)



PBT (*Rs. Crores*)



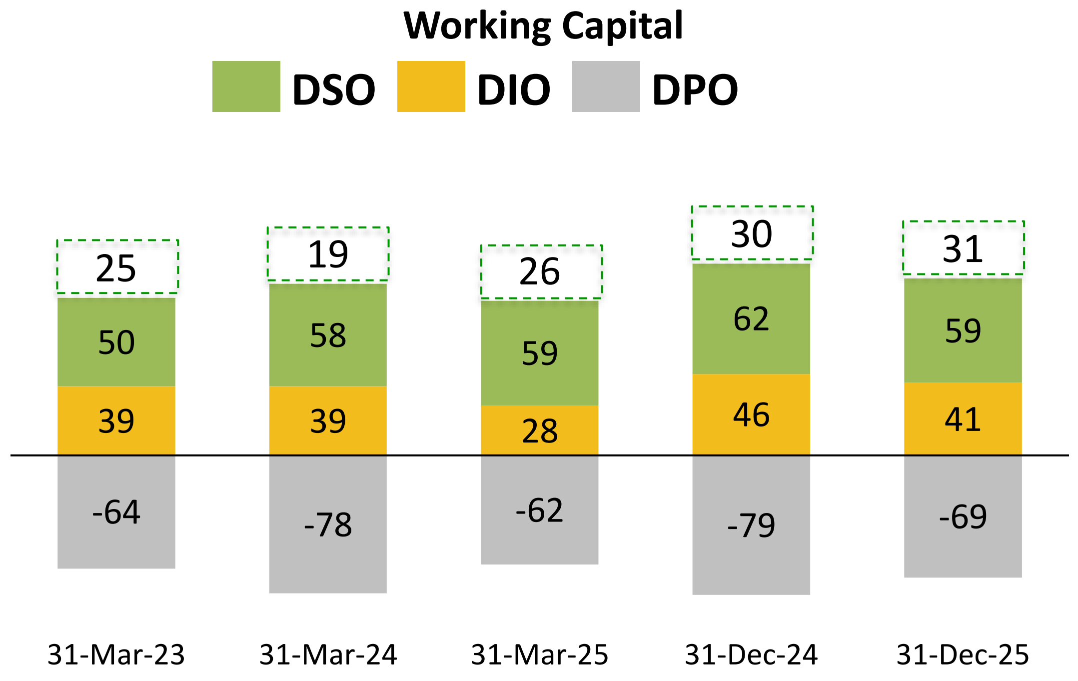
Consolidated Abridged Income Statement

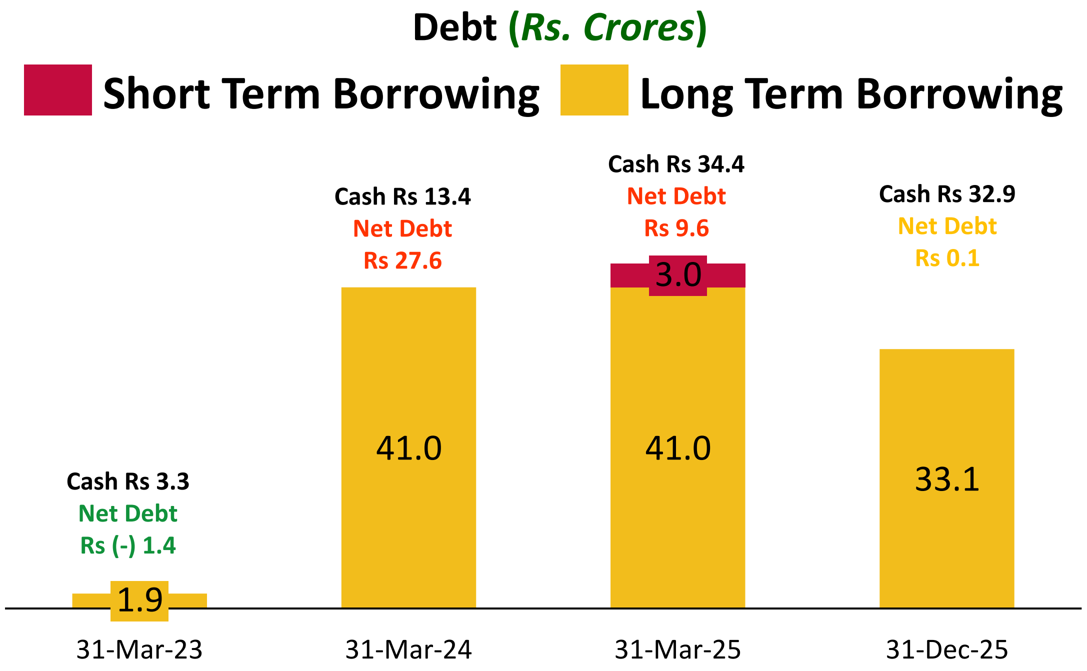
(Rs. Crores)	Quarter Ended			Period Ended		
	Q3 FY25	Q3 FY26	*Y-o-Y*	9M FY25	9M FY26	*Y-o-Y*
Income from Operation	161.9	167.4	*3.4%*	468.5	473.6	*1.1%*
Other Operating Income	1.1	1.4	*26.1%*	3.0	3.2	*5.2%*
Revenue from Operation	163.0	168.8	*3.6%*	471.5	476.8	*1.1%*
Other Income	0.5	0.5	*1.7%*	1.5	1.6	*6.4%*
Cost of Goods sold*	103.6	108.1	*4.4%*	298.7	298.6	0.0%
Gross Margin	58.4	59.4	*1.7%*	169.7	175.0	3.1%
Gross Margin %	36.0%	35.5%	-0.6%	36.2%	37.0%	0.7%
Operating Expenses	50.4	48.6	-3.5%	148.8	148.9	0.0%
EBITDA	**8.0**	***10.8***	***34.6%***	***20.9***	***26.1***	***24.9%***
EBITDA %	*4.9%*	*6.4%*	*1.5%*	*4.5%*	*5.5%*	*1.1%*
Depreciation	5.6	5.4	*-4.7%*	17.0	16.1	-5.2%
EBIT	**2.4**	**5.4**	***128.0%***	**3.9**	**10.0**	***156.2%***
Financial Charges	1.1	0.9	*-12.7%*	3.7	3.0	-20.5%
Share of profit/(loss) of Associates	**0.1**	**0.2**	*169.1%*	**0.0**	**0.9**	*4703.9%*
Profit Before Tax (PBT)	**1.4**	**4.7**	**241.0%**	**0.2**	**8.0**	**3573.5%**
PBT Margin %	0.9%	2.8%	2.0%	0.0%	*1.7%*	*1.6%*
Tax Expenses	0.4	1.3	227.2%	0.1	1.8	*1376.0%*
Profit After Tax (PAT)	**1.0**	**3.4**	**245.5%**	**0.1**	**6.2**	***6347.6%***
PAT Margin %	***0.6%***	***2.0%***	*1.4%*	***0.0%***	***1.3%***	*1.3%*

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

1. ***Vs LY***
   - *Revenue up 3.6% vs Q3FY25 & 1.1% vs 9MFY25.*
   - *Entire revenue growth in 9MFY26* ***"ADDED"*** *to EBITDA due to continued operational efficiency.*
   - *EBITDA margin up 150bps vs Q3LY ; 110bps vs 9M LY.*
2. ***PAT @ Rs. 3.4 crores in Q3FY26 & 6.2 crores in 9MFY26.***
3. Continued marketing investment strengthening brand visibility and trust, leading to a positive impact on conversion rates

Strong Debt Profile & Working Capital Cycle





- Consistently managing working capital cycle efficiently.
- Net debt @ Rs 0.1 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

Impactful TV innovation in 5 languages to build awareness

orientbell tiles

R. भारत

R. বাংলা

R. ಕನ್ನಡ

abp न्यूज़

abp माझा

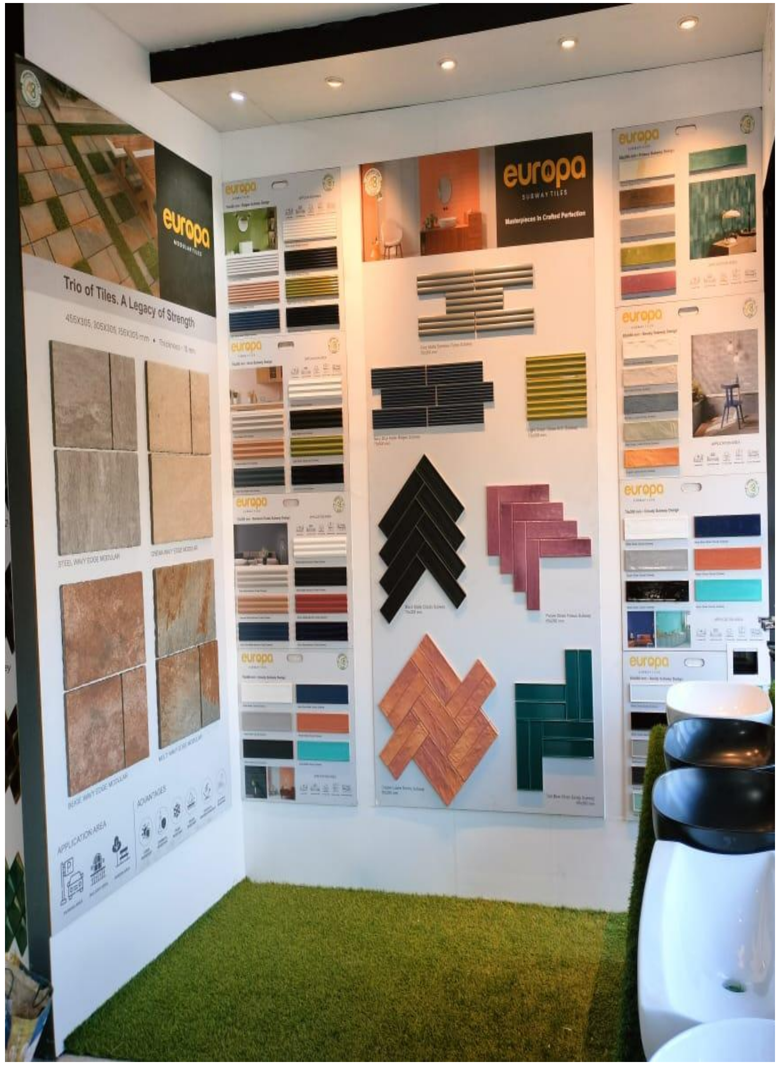
Anchor Mention [Click here]

Text Headlines [Click here]

Top News Swipes [Click Here]

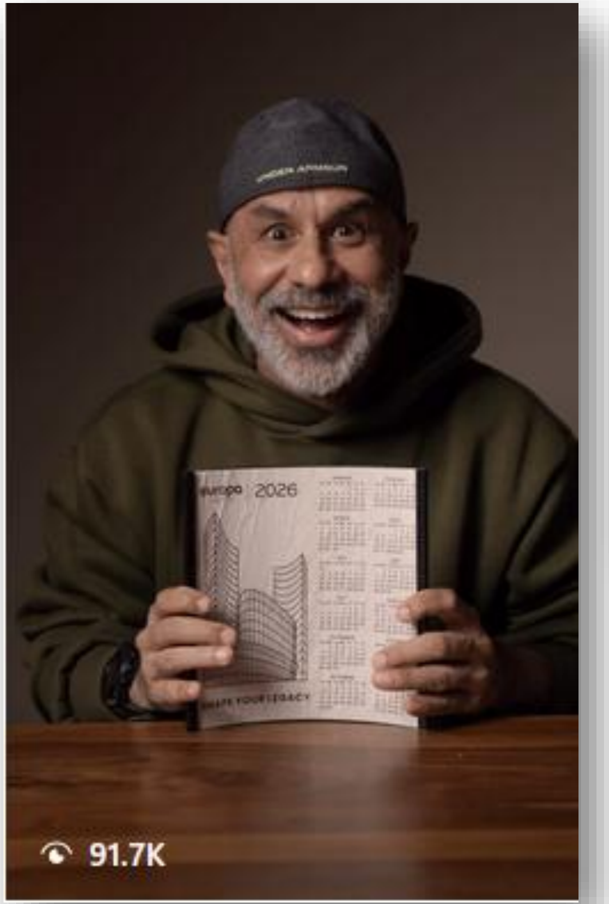
Superfast Swipes [Click Here]

NPD: Rapid Premiumization of Product Range

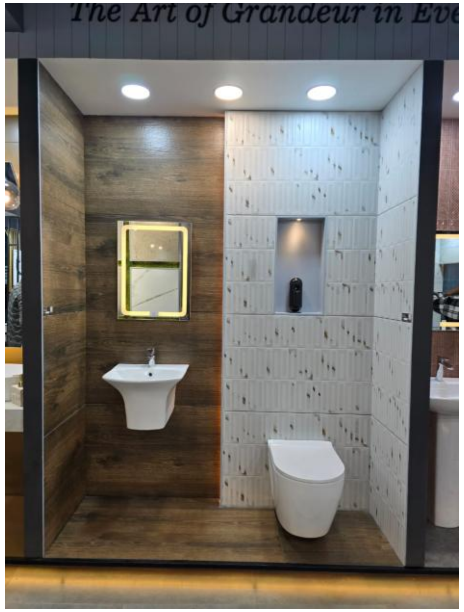


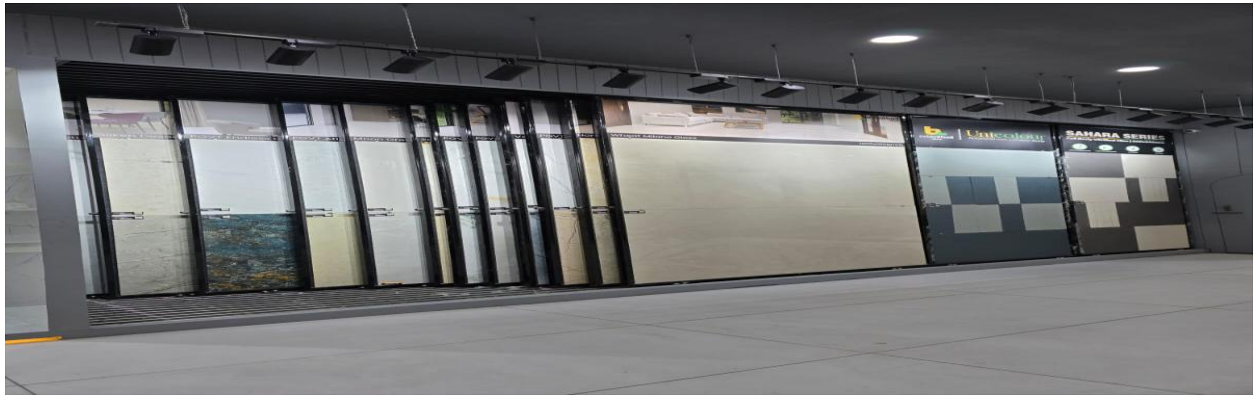
Flexi tiles, Europa series & large slabs are constant talking points.

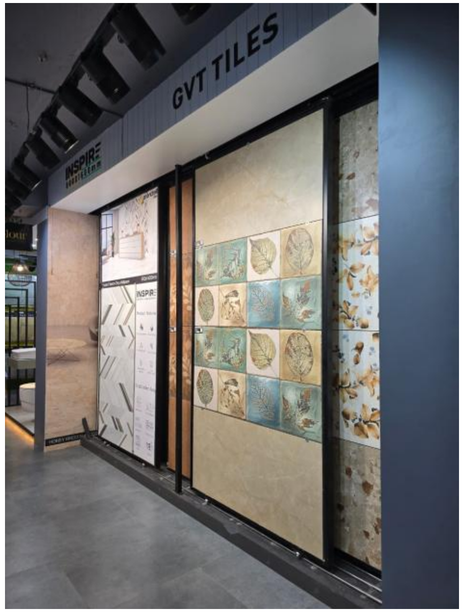
Social Media to communicate our premium offerings to audience



Continue to Launch Large experience centers

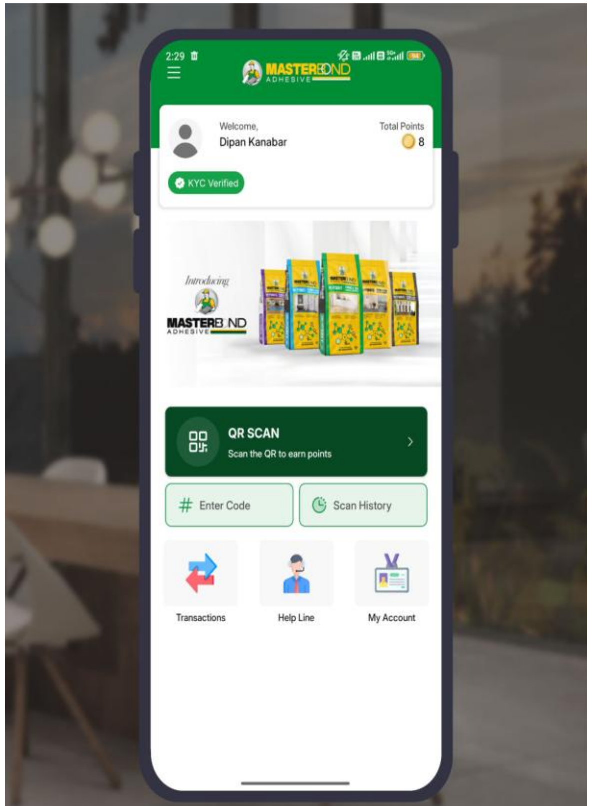






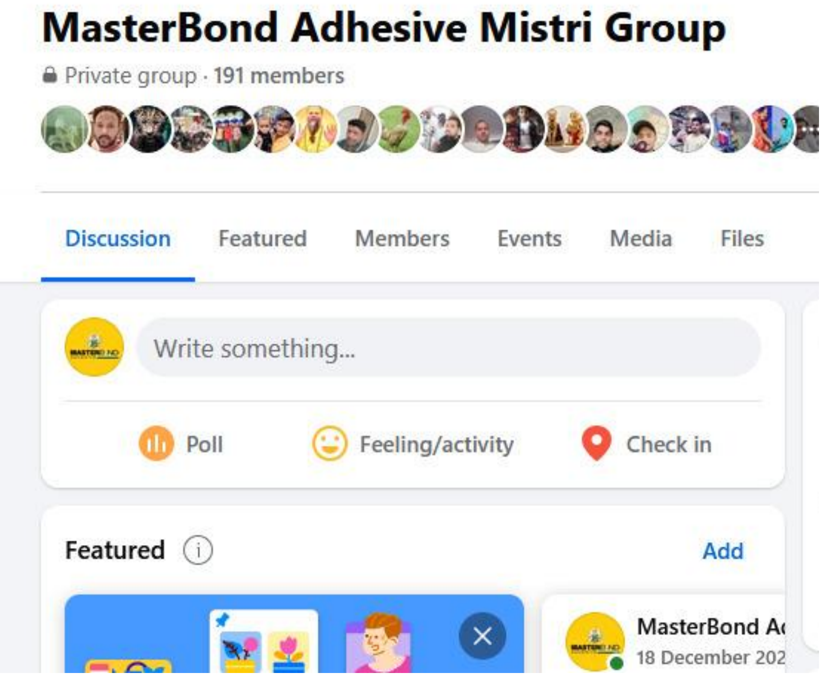
Showcasing Our Latest Tile Collections to Architects

Initiatives for Master Bond Adhesive



App launched

Facebook Page



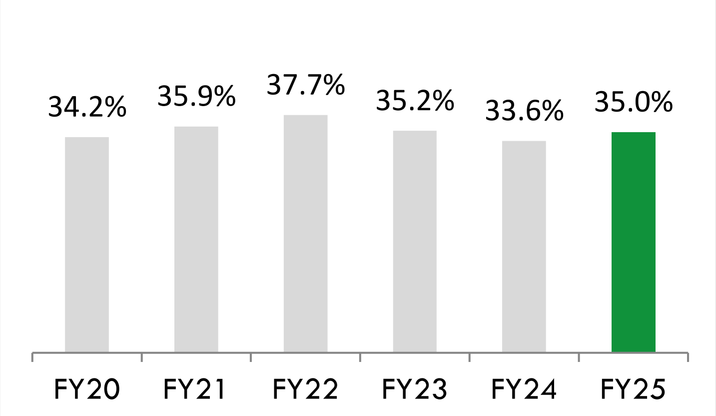
Mason Meet

Historical Financials

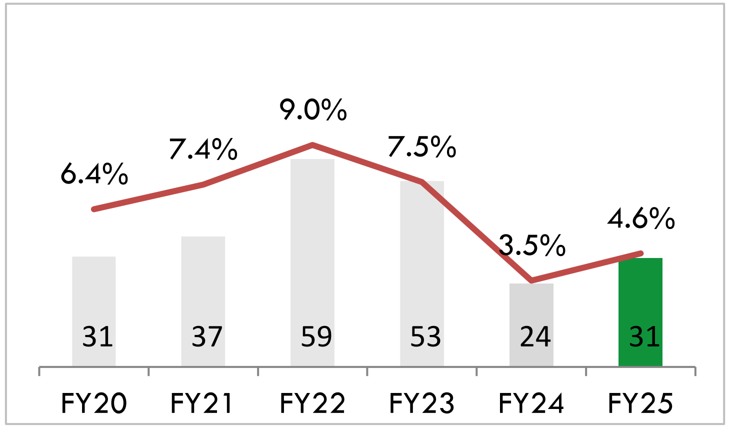
Historical Annual Performance Trends

Revenue (Rs Crores)

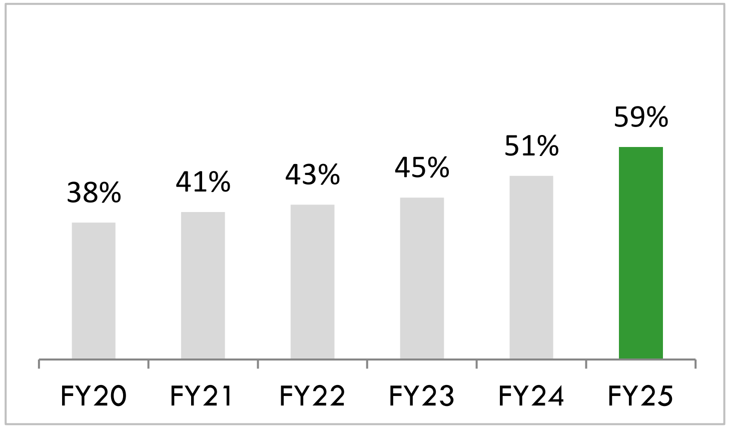
Gross Margin* (%)



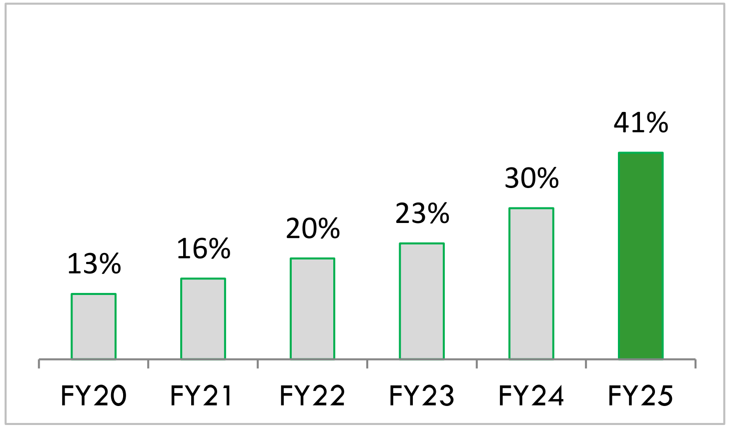
EBITDA (Rs Crores)



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. Anuj Arora – CFO

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