



OBL:HO:SEC:00:

New Delhi : 19.05.2026

BSE Limited  
Corporate Relation Department  
1st Floor, New Trading Ring  
Rotunga Building Phiroze 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 year ended on 31<sup>st</sup> March, 2026**

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 year ended on 31<sup>st</sup> March, 2026.

Kindly take the same on record.

Yours faithfully,

for Orient Bell Limited

YOGESH MENDIRATTA  
Digitally signed by  
YOGESH MENDIRATTA  
Date: 2026.05.19  
15:48:39 +05'30'

Yogesh Mendiratta  
Company Secretary & Head - Legal

Encl: as above

Orient Bell Limited

CORPORATE OFFICE: Iris House, 16 Business Centre, Nangal Raya, New Delhi - 110 046, India. Tel: +91 11 4711 9100/200

REGD. OFFICE: 8, Industrial Area, Sikandrabad - 203 205 (U.P.) India. Tel.: +91 81910 04575/ 76

E-mail: [customercare@orientbell.com](mailto:customercare@orientbell.com), Website: [www.orientbell.com](http://www.orientbell.com)

CIN: L14101UP1977PLC021546

# **Orient Bell Ltd.**

## **Investor Presentation Q4FY26 & 12MFY26**



*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.*

*Company assumes no obligation to update or alter forward-looking statements whether as a result of new information, future events or otherwise. Any forward-looking statements and projections made by third parties included in this presentation are not adopted by the Company and the Company is not responsible for such third-party statements and projections.*

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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, GUJ - 15.5 MSM



**42.4**

Million sqmt Annual Capacity (including AE\*)



**2000+**

Business Partners



## Healthy Balance Sheet

**Negative Net Debt**

**20 days**

Healthy Cash Conversion Ratio



**4,000+ SKUs**



**GHR**



**Sinker**



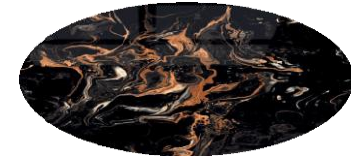
**Silktouch**



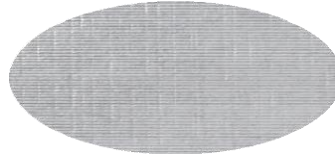
**Gloss**



**Emboss Gloss**



**Super Gloss**



**Ridge Punch**



**KitKat Punch**



**Matt**

\*AE = Associate entities



## Financial & Operational Highlights



## People

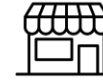
T3R-2.25:1

L&D >10000 Hrs



## 0 Accidents

Safety Top Priority



## 40% of Sales

From OBTX



## 60% of Sales

From Vitrified Tiles



## 42% of Sales

From GVT Salience



## 3.6% of Sales

Marketing Investments

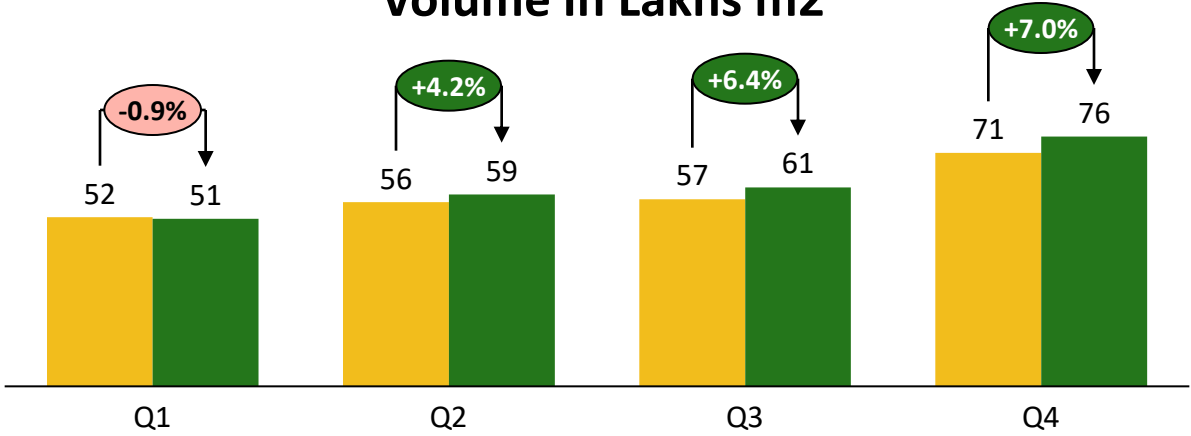


## COP lower by 3.2% y-o-y

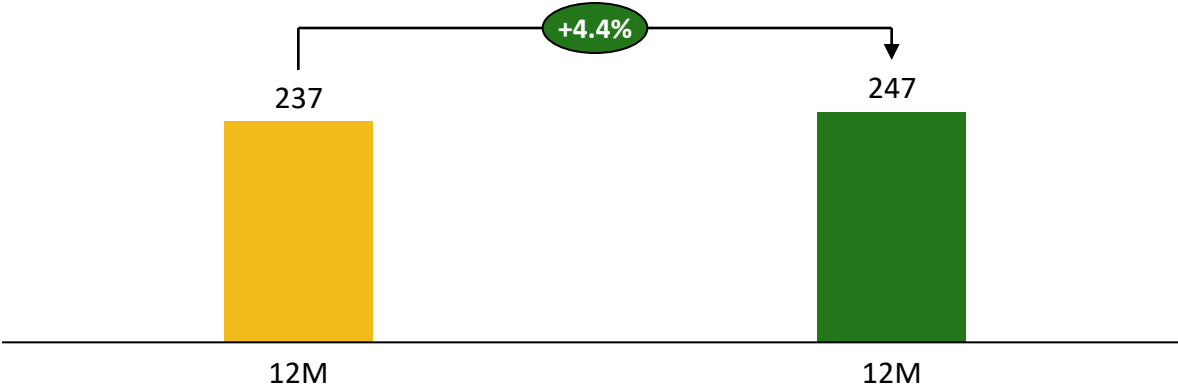
*(#L-f-L basis at constant Product Mix and Energy costs)  
Focus on efficiency to lower the Cost of Production*

# Q4FY26 & 12MFY26 Consolidated financial highlights

Volume In Lakhs m2

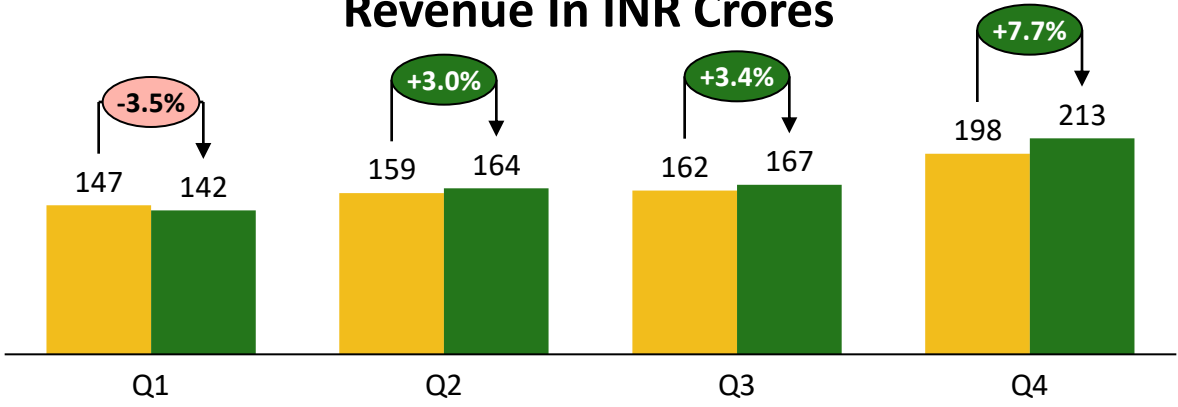


Volume In Lakhs m2

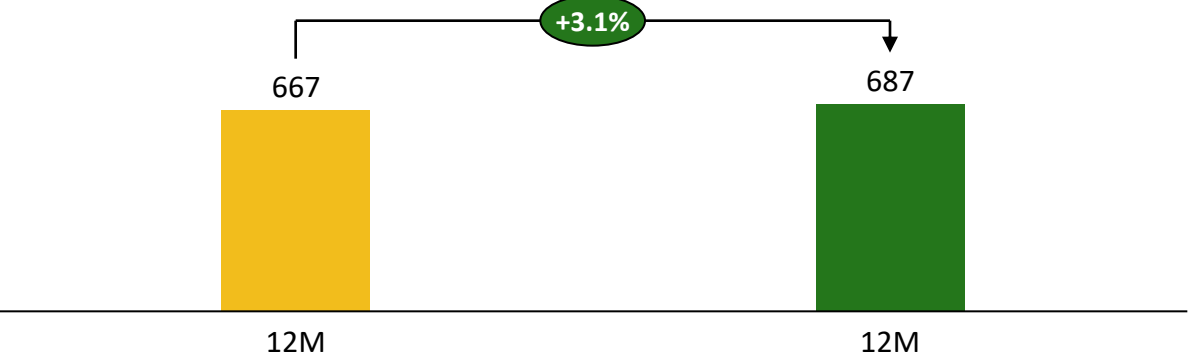


Sequential improvement after Q1 demonstrates accelerating operational momentum

Revenue In INR Crores



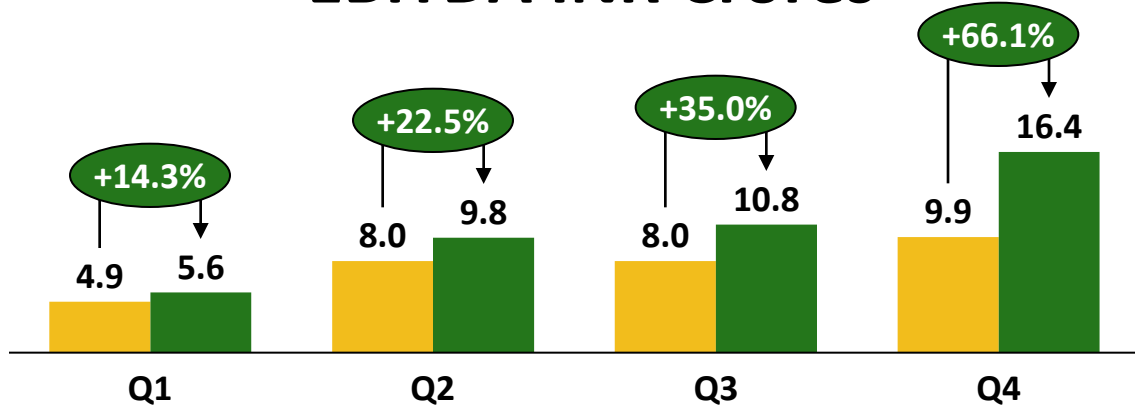
Revenue In INR Crores



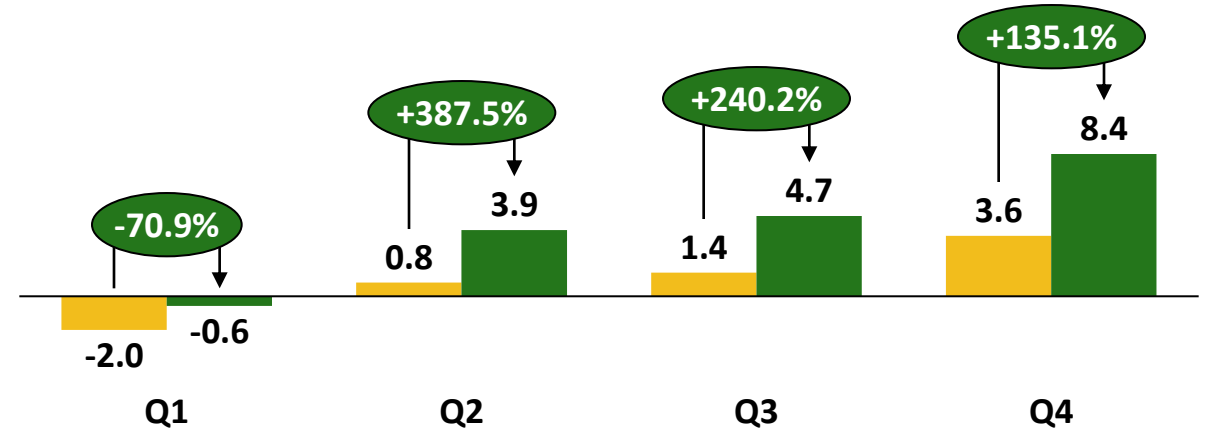
■ FY25 ■ FY26



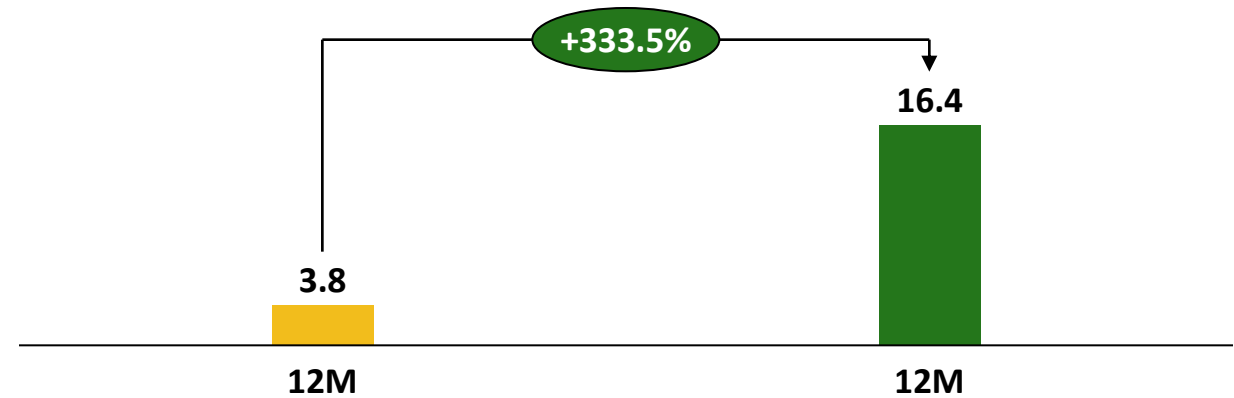
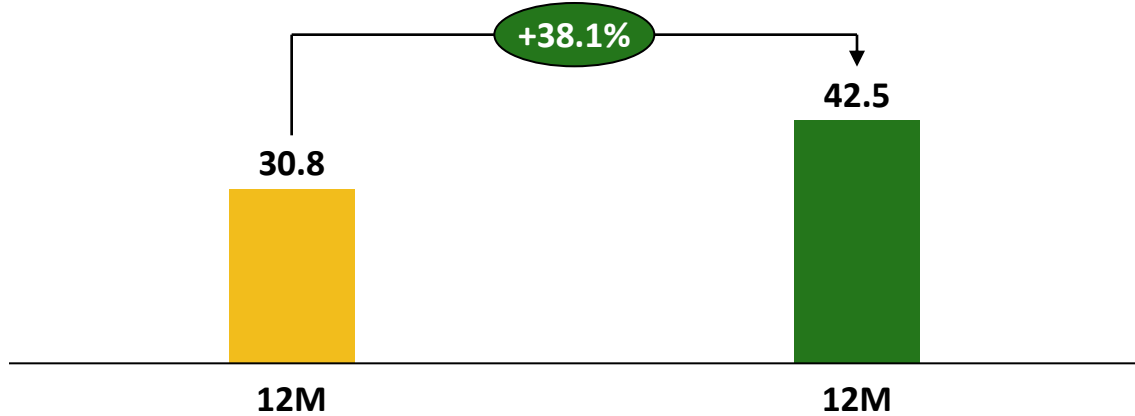
## EBITDA INR Crores



## PBT INR Crores



Shifting gears, performance gaining speed.

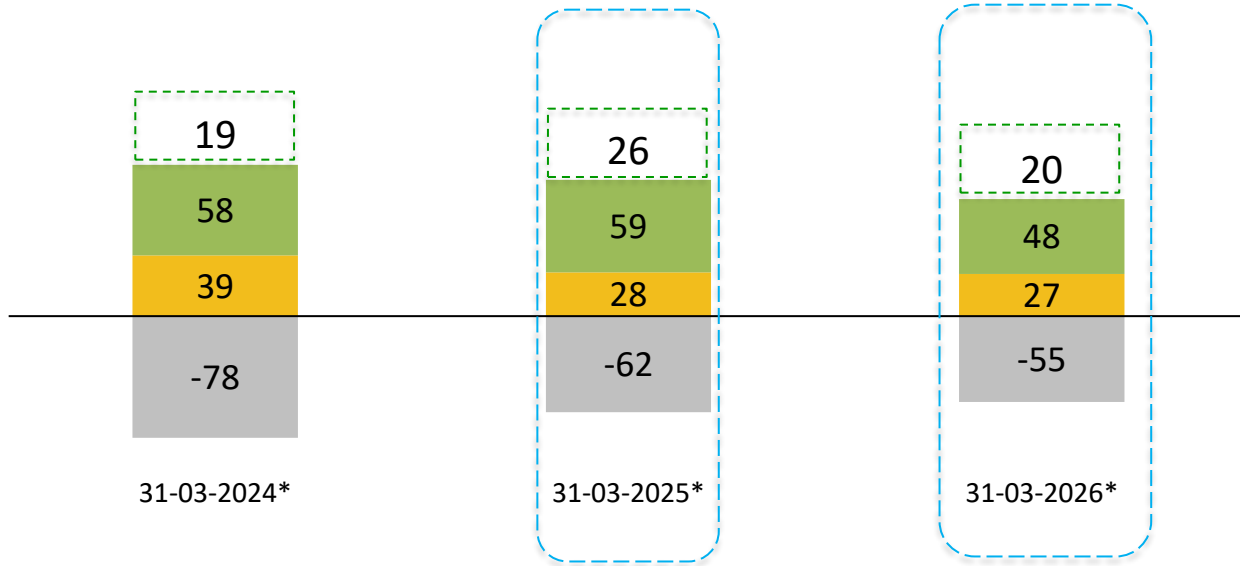


■ FY25 ■ FY26

# Strong Debt Profile & Working Capital Cycle

## Working Capital

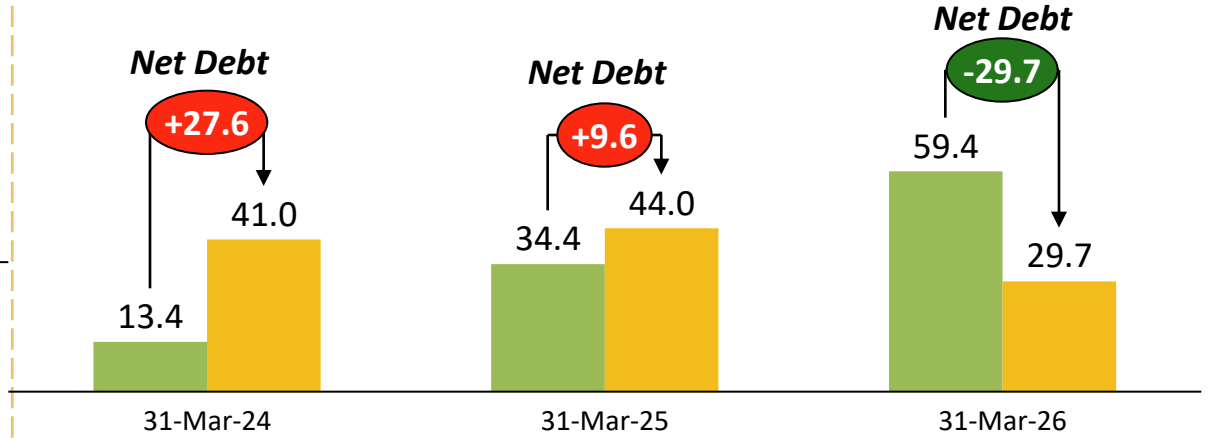
■ DSO ■ DIO ■ DPO



## Debt

Rs. In crores

■ Cash and Cash Equivalent ■ Total Borrowing#



- Steadily enhancing working capital efficiency driven by tighter debtor management and collections discipline.
- Negative Net debt (Rs 29.8 crores).
- Ample liquidity available to accelerate growth initiatives.

**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
4. # Includes Short term + Long term Borrowings'.
5. Cash and cash equivalent includes short term investments.

# Consolidated Abridged Income Statement

(Rs. Crores)	Quarter Ended			Period ended		
	Q4 FY25	Q4 FY26	Y-o-Y	12M FY25	12M FY26	Y-o-Y
Income from Operation	198.1	213.4	7.7%	666.6	687.0	3.1%
Other Operating Income	0.1	1.2	873.3%	3.2	4.4	40.4%
<b>Revenue from Operation</b>	<b>198.3</b>	<b>214.6</b>	<b>8.3%</b>	<b>669.8</b>	<b>691.5</b>	<b>3.2%</b>
Other Income	1.2	1.3	14.6%	2.7	3.0	9.9%
Cost of Goods sold*	130.5	141.2	8.2%	433.3	439.8	1.5%
Gross Margin	67.8	73.5	8.4%	236.5	251.7	6.4%
<b>Gross Margin %</b>	<b>34.2%</b>	<b>34.2%</b>	<b>0.1%</b>	<b>35.3%</b>	<b>36.4%</b>	<b>1.1%</b>
Operating Expenses	57.9	57.1	-1.4%	205.7	209.2	1.7%
<b>EBITDA</b>	<b>9.8</b>	<b>16.4</b>	<b>66.1%</b>	<b>30.8</b>	<b>42.5</b>	<b>38.1%</b>
<b>EBITDA %</b>	<b>5.0%</b>	<b>7.7%</b>	<b>2.7%</b>	<b>4.6%</b>	<b>6.2%</b>	<b>1.6%</b>
Depreciation	5.5	6.1	11.7%	22.5	22.3	-1.1%
<b>EBIT</b>	<b>4.4</b>	<b>10.2</b>	<b>134.7%</b>	<b>8.3</b>	<b>20.2</b>	<b>144.9%</b>
Financial Charges	1.1	0.7	-36.1%	4.8	3.6	-23.9%
Share of profit/(loss) of Associates	0.3	0.1	-56.8%	0.3	1.1	260.7%
Exceptional Items	0.0	1.3	NA	0.0	1.3	NA
<b>Profit Before Tax (PBT)</b>	<b>3.6</b>	<b>8.4</b>	<b>135.1%</b>	<b>3.8</b>	<b>16.4</b>	<b>333.5%</b>
<b>PBT Margin %</b>	<b>1.8%</b>	<b>3.9%</b>	<b>2.1%</b>	<b>0.6%</b>	<b>2.4%</b>	<b>1.8%</b>
Tax Expenses	0.8	2.1	164.1%	0.9	3.9	322.2%
<b>Profit After Tax (PAT)</b>	<b>2.7</b>	<b>6.2</b>	<b>126.5%</b>	<b>2.8</b>	<b>12.4</b>	<b>337.2%</b>
<b>PAT Margin %</b>	<b>1.4%</b>	<b>2.9%</b>	<b>1.5%</b>	<b>0.4%</b>	<b>1.8%</b>	<b>1.4%</b>

## 1. Vs LY.

- Volume up 7.0% vs Q4FY25 & 4.4% vs 12MFY25.
- Revenue up 7.7% vs Q4FY25. & 3.1% vs 12MFY25.

2. Disciplined cost control coupled with operating leverage driving margin expansion. EBITDA margin up 270 bps vs Q4LY ; 160 bps vs 12M LY.

3. Significant expansion in profitability, with PBT increasing from ₹3.8 Cr to ₹16.4 Cr.

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



## **Operational Footprint & Quality Standards**

# Our clientele


# Quality Certifications & Standards Compliance

**VEXIL BUSINESS PROCESS SERVICES**

**Certificate**

The Certificate is issued to:

**Orient Bell Limited**  
 8, Industrial Area  
 Sankarabad 203 205  
 District: Bulandshahr  
 Uttar Pradesh  
 INDIA

who have implemented an Occupational Health and Safety Management System, which meets the requirements laid down in ISO 45001:2018, with the following scope:

**Manufacture and Sale of Ceramic, Vitrified & Porcelain Tiles**

Certificate No: H9105985  
 Original Issue: 28 April 2020  
 Expired on: 03 March 2025  
 Recertification Audit: 12 April 2023  
 Latest Issue: 19 April 2025  
 Valid Till: 03 March 2029

**ISO 45001:2018**

**HEALTH & SAFETY MANAGEMENT**

**VEXIL BUSINESS PROCESS SERVICES**

**Certificate**

The Certificate is issued to:

**Orient Bell Limited**  
 8, Industrial Area  
 Sankarabad 203 205  
 District: Bulandshahr  
 Uttar Pradesh  
 INDIA

who have implemented a Quality Management System, which meets the requirements laid down in ISO 9001:2015, with the following scope:

**Manufacture and Sale of Ceramic, Vitrified & Porcelain Tiles**

Certificate No: Q8108811  
 Original Issue: 29 April 2020  
 Expired on: 03 March 2025  
 Recertification Audit: 12 April 2023  
 Latest Issue: 19 April 2025  
 Valid Till: 03 March 2029

**ISO 9001:2015**

**QUALITY MANAGEMENT**





- ✓ Our Manufacturing facilities discharge “**Zero Waste**”. We reuse 100% of the process waste.
- ✓ Our facility are among the **greenest tile manufacturing** facilities. Planted more than 50,000 trees across India.
- ✓ Sourcing clean energy through a **7 MW Solar Power Plant at Sikandrabad & 2.3 MW at Hoskote** reinforcing our ESG commitment.
- ✓ **Recharged 3.9 lacs KL** of water annually through Rainwater harvesting & Water Recharging Ponds against our usage of 1.9 Lacs KL in Sikandrabad plant.
- ✓ Our **unique dry-process plant** at Hoskote reduces water consumption in tile manufacturing by approximately 50%





## Company Initiatives

# Impactful TV innovation in 5 languages to build awareness

## Media Presence across 5 languages



R. भारत

R. বাংলা

R. ಕನ್ನಡ

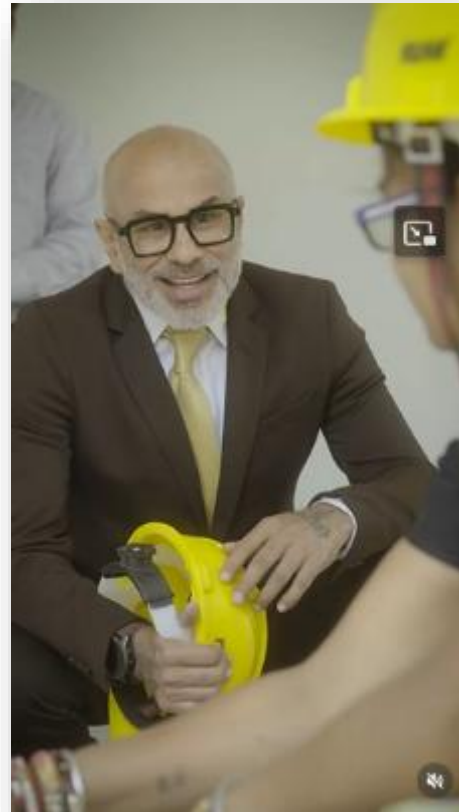


# NPD: Rapid Premiumization of Product Range



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

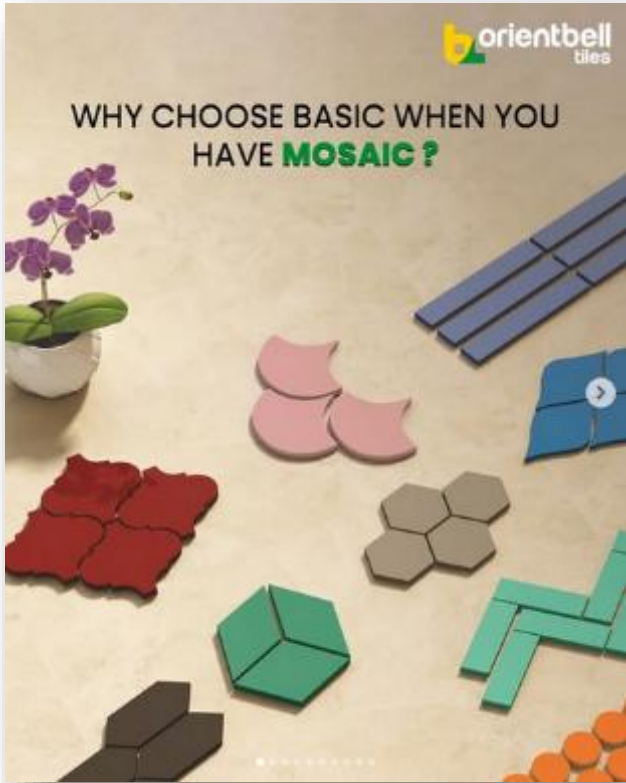
# Challenging the status quo, sharing real stories



**Women's day campaign 2026** (2-part series) was about sharing the story of women masons who are levelling up their skills and making us question **why women can't lay tiles?**

**Cumulative Numbers**  
**Views:** 1.8M  
**Engagement:** 118K+  
**Saves & Shares:** 1.5K+

# Social Media to communicate our premium offerings to audience



orientbell • Mosaic tiles make every space feel special. Small pieces, big impact with shapes, colors, and patterns that instantly stand out.

Why go basic when you can add detail, depth, and character? Because great spaces are built one tile at a time.

[orientbell, tiles, mosaic tiles, home decor, interior design, design trends, interior 2026, Tile patterns, Design Innovation, Modern Interiors, timeless design]



orientbell • Premium edge-cut tiles crafted for seamless lines, a finish that feels effortlessly refined.

Designed for spaces that demand nothing less than perfection.

[orientbell, tiles, arteza tiles, home decor, interior design, design trends, interior 2026, Tile patterns, Design Innovation, Modern Interiors, timeless design]



orientbell • Where pattern meets permanence.

From statement outdoor floors to rich marble-inspired interiors, this blend of warmth, geometry and texture transforms every surface.

Earthy tones. Crafted motifs. Polished depth. Made for spaces that feel designed, not just done.

[orientbell, tiles, subway tiles, home decor, interior design, design trends, interior 2026, Tile patterns, Design Innovation, Modern Interiors, timeless design]



orientbell • Each tile brings its own story and character.

Gloss adds brightness and a refined sense of luxury. Matte offers grip with a calm, understated finish. Carving tiles introduce depth, turning floors into art. Wooden tiles bring in natural warmth and timeless appeal.

Different styles, one elevated home.

[orientbell, tiles, flexi tiles, home decor, interior design, carving tiles, anti-skid tiles, design trends, wooden tiles, interior 2026, Tile patterns, Design Innovation, Modern Interiors, matte tiles]



orientbell • War doesn't just shake borders. It shakes industries.

Tile manufacturing depends on high-temperature baking powered by natural gas. With global conflicts disrupting supply, gas shortages have pushed production costs higher. Add rising freight costs, and the pressure on the tile industry becomes clear.

When the world changes, even the tiles beneath our feet feel it.

[orientbell, tiles, premium tiles, Building Materials, design materials, Tile Manufacturing, Tile Industry, Freight Costs, interior 2026, Global Economy, Market Trends, Industry Insights]

orientbell • While you wait for freight and gas prices to drop, the stock keeps getting more expensive. Just like gold, people keep saying "we'll buy it later" and later always costs more. The market doesn't pause, prices only look for reasons to go up.

The smart move is to secure your cost when you can.

[orientbell, tiles, premium tiles, Building Materials, design materials, Tile Manufacturing, Tile Industry, Freight Costs, interior 2026, Global Economy, Market Trends, Industry Insights]

orientbell • When scale matters, we deliver 🙌

From 10,000 sqm and beyond, your supply is sorted. Call 1800-208-1015 📞

[orientbell, tiles, flexi tiles, home decor, interior design, design trends, interior 2026, Design Innovation, Modern Interiors, Tile Stock]

orientbell • Prices rising like it's a sequel no one asked for 📈

2x... 4x... 8x...  
Tile industry after the war be like: "yeh toh bas shuruat hai"

From fuel costs to freight, everything's adding up, and the impact shows on every tile.

[orientbell, tiles, premium tiles, Building Materials, design materials, Tile Manufacturing, Tile Industry, Freight Costs, interior 2026, Global Economy, Market Trends, Industry Insights]

# Continue to Launch Large experience centers

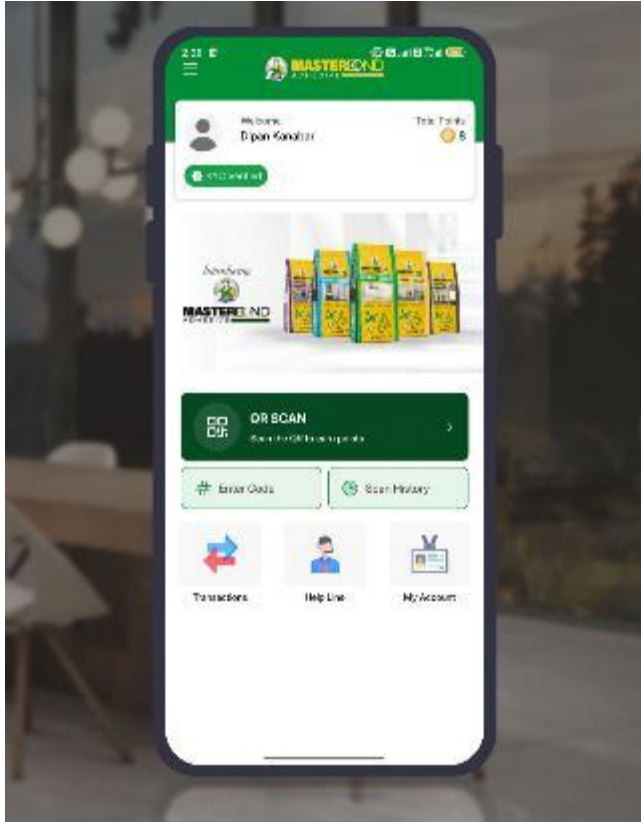


*The Art of Grandeur in Every*



# Display enabled architect meets





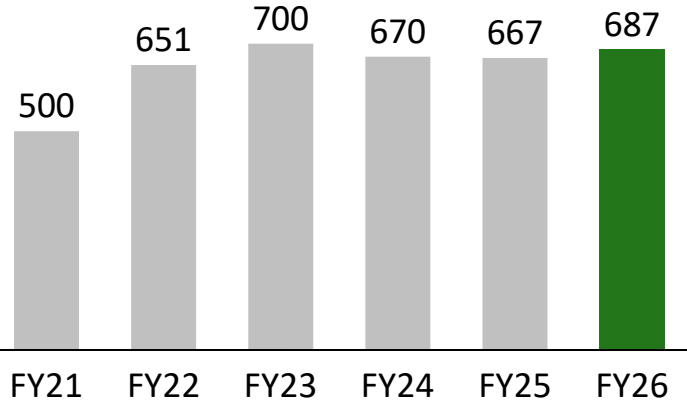
**Mason Meet**



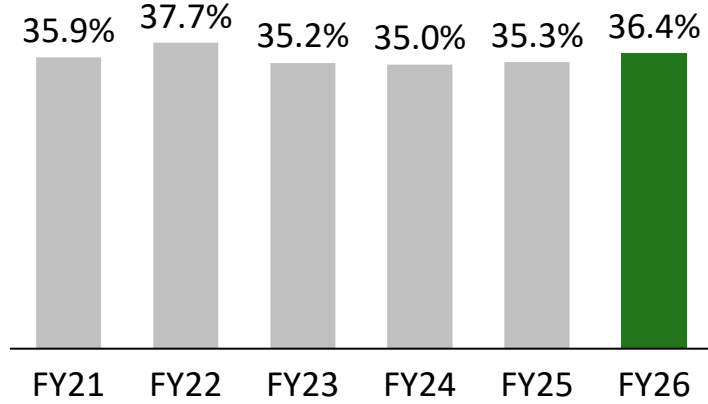
## Historical Financials

# Historical Annual Performance Trends

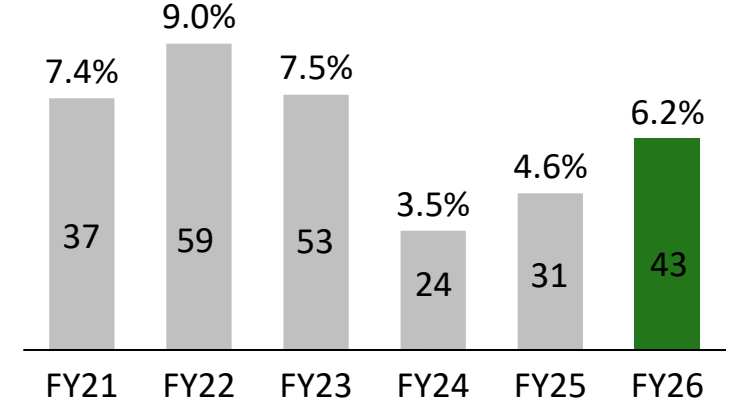
### Revenue (Rs Crores)



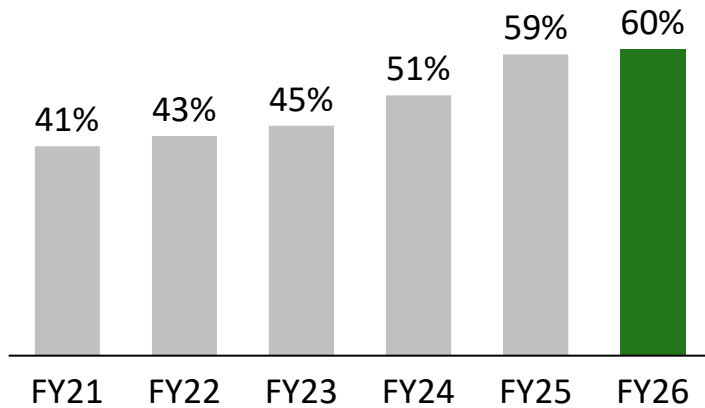
### Gross Margin\* (%)



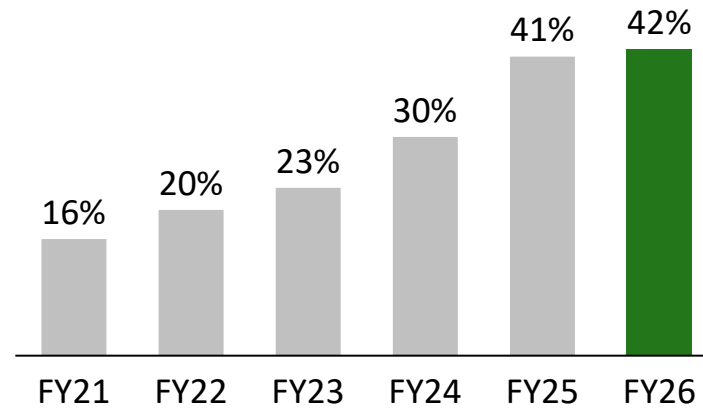
### EBITDA (Rs Crores)



### Vitrified Sales (%)



### GVT Sales (%)



Consolidated Figures

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

# Consolidated Historical Income Statement

(Rs Crore)	FY21	FY22	FY23	FY24	FY25	FY26
Revenue from operation	502.5	654.3	705.1	674.4	669.7	691.5
Other Income	1.9	3.0	5.4	2.7	2.2	3.0
Cost of Goods Sold	241.4	269.7	274.9	295.7	316.1	305.9
Employee Benefit Expense	79.2	92.5	100.9	99.2	100.2	100.2
Other Expenses	149.4	236.5	281.9	258.6	224.8	242.9
<b>Total Operating Expenses</b>	467.3	598.6	657.7	653.5	641.2	649.0
<b>EBITDA</b>	<b>37.1</b>	<b>58.7</b>	<b>52.8</b>	<b>23.6</b>	<b>30.8</b>	<b>42.5</b>
<b>EBITDA Margin</b>	<b>7.4%</b>	<b>9.0%</b>	<b>7.5%</b>	<b>3.5%</b>	<b>4.6%</b>	<b>6.2%</b>
Interest	5.7	4.1	2.4	1.9	4.8	3.6
Depreciation	20.6	20.6	21.1	21.4	22.5	22.3
Share of Profit/(Loss) of Associates	0.7	1.2	0.7	0.9	0.3	1.1
Exceptional Items						-1.3
<b>PBT</b>	<b>11.5</b>	<b>35.2</b>	<b>30.0</b>	<b>1.2</b>	<b>3.8</b>	<b>16.4</b>
Tax Expenses (Credits)	3.8	3.0	7.4	0.2	0.9	3.9
<b>PAT</b>	<b>7.7</b>	<b>32.2</b>	<b>22.6</b>	<b>0.9</b>	<b>2.8</b>	<b>12.4</b>
<b>PAT Margin</b>	<b>1.5%</b>	<b>4.9%</b>	<b>3.2%</b>	<b>0.1%</b>	<b>0.4%</b>	<b>1.8%</b>

# Consolidated Historical Balance Sheet

(Rs Crore)	Mar'21	Mar'22	Mar'23	Mar'24	Mar'25	Mar'26
Share Capital	14.4	14.4	14.5	14.6	14.7	14.7
Reserves	234.9	270.3	295.8	298.4	301.5	314.1
<b>Shareholders' Funds</b>	<b>249.3</b>	<b>284.8</b>	<b>310.3</b>	<b>313.0</b>	<b>316.1</b>	<b>328.8</b>
Long Term Borrowings	24.4	1.9	0.0	41.0	29.7	16.1
Lease Liabilities	6.1	4.7	4.4	2.0	0.7	0.6
Other Long Term Financial liabilities	11.2	12.6	13.0	13.1	13.5	13.6
Deferred Tax Liabilities	21.3	14.1	15.3	15.9	16.9	17.0
Long Term Provisions	1.8	1.9	1.9	1.9	1.9	2.0
<b>Total Non-Current Liabilities</b>	<b>64.8</b>	<b>35.1</b>	<b>34.6</b>	<b>73.9</b>	<b>62.7</b>	<b>49.3</b>
Trade Payables	97.2	99.7	115.2	148.9	111.4	106.3
Lease Liabilities	1.9	1.6	2.4	2.4	1.3	0.9
Other Current Liabilities	20.2	21.1	15.2	12.6	20.3	21.6
Short Term Provisions	1.1	2.5	1.5	3.6	3.6	3.2
Short Term Borrowings	-	7.5	1.9	0.0	14.3	13.6
<b>Total Current Liabilities</b>	<b>120.3</b>	<b>132.3</b>	<b>136.21</b>	<b>167.4</b>	<b>150.7</b>	<b>145.6</b>
<b>Total Liabilities</b>	<b>434.4</b>	<b>452.2</b>	<b>481.1</b>	<b>554.3</b>	<b>529.5</b>	<b>523.8</b>

(Rs Crore)	Mar'21	Mar'22	Mar'23	Mar'24	Mar'25	Mar'26
Fixed Assets incl. CWIP	201.1	203.6	247.8	293.4	277.7	260.7
Right-of-use assets	6.0	4.3	5.0	3.0	1.2	1.3
Non-Current Investments	7.6	8.8	9.5	10.4	13.1	14.2
Other Non-Current Assets	6.0	9.6	7.0	4.6	3.5	3.4
<b>Total Non-Current Assets</b>	<b>220.7</b>	<b>226.5</b>	<b>269.3</b>	<b>311.4</b>	<b>295.6</b>	<b>279.5</b>
Inventories	60.2	68.8	86.1	89.0	61.6	65.2
Trade Receivables	92.6	103.3	111.2	131.5	130.6	112.7
Investments	-	-	-	-	-	29.2
Cash and Bank	51.0	41.1	3.3	13.4	34.4	30.1
Other Current Assets	9.9	12.7	11.1	9.0	7.3	7.1
<b>Total Current Assets</b>	<b>213.7</b>	<b>225.6</b>	<b>211.8</b>	<b>242.9</b>	<b>233.9</b>	<b>244.3</b>
<b>Total Assets</b>	<b>434.4</b>	<b>452.2</b>	<b>481.1</b>	<b>554.3</b>	<b>529.5</b>	<b>523.8</b>

# Thank You

## **Orient Bell Limited**

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## **Stellar IR Advisors Pvt. Ltd.**

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