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Corporate Service Department BSE Limited Jeejeebhoy Towers Dalal Street, Mumbai - 400 001 Script code: 532722	The Listing Department National Stock Exchange of India Limited Exchange Plaza, Bandra Kurla Complex, Bandra (E), Mumbai - 400 051 Script code: NITCO
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Dear Sir/Madam,

Sub: Submission of Investor Presentation for Q3 FY 2026 pursuant to Regulation 30 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015

Pursuant to Regulation 30 of the Securities and Exchange Board of India (Listing Obligations and Disclosure Requirements) Regulations, 2015 ("the Listing Regulations"), as amended, please find enclosed herewith the Investor Presentation for Q3 FY 2026 of the Company.

The said presentation is also being uploaded on the website of the Company at www.nitco.in

Kindly take the above information on your records.

Thanking You,

Yours Sincerely,
For **Nitco Limited**

Vivek Talwar
Chairman & Managing Director
DIN: 00043180

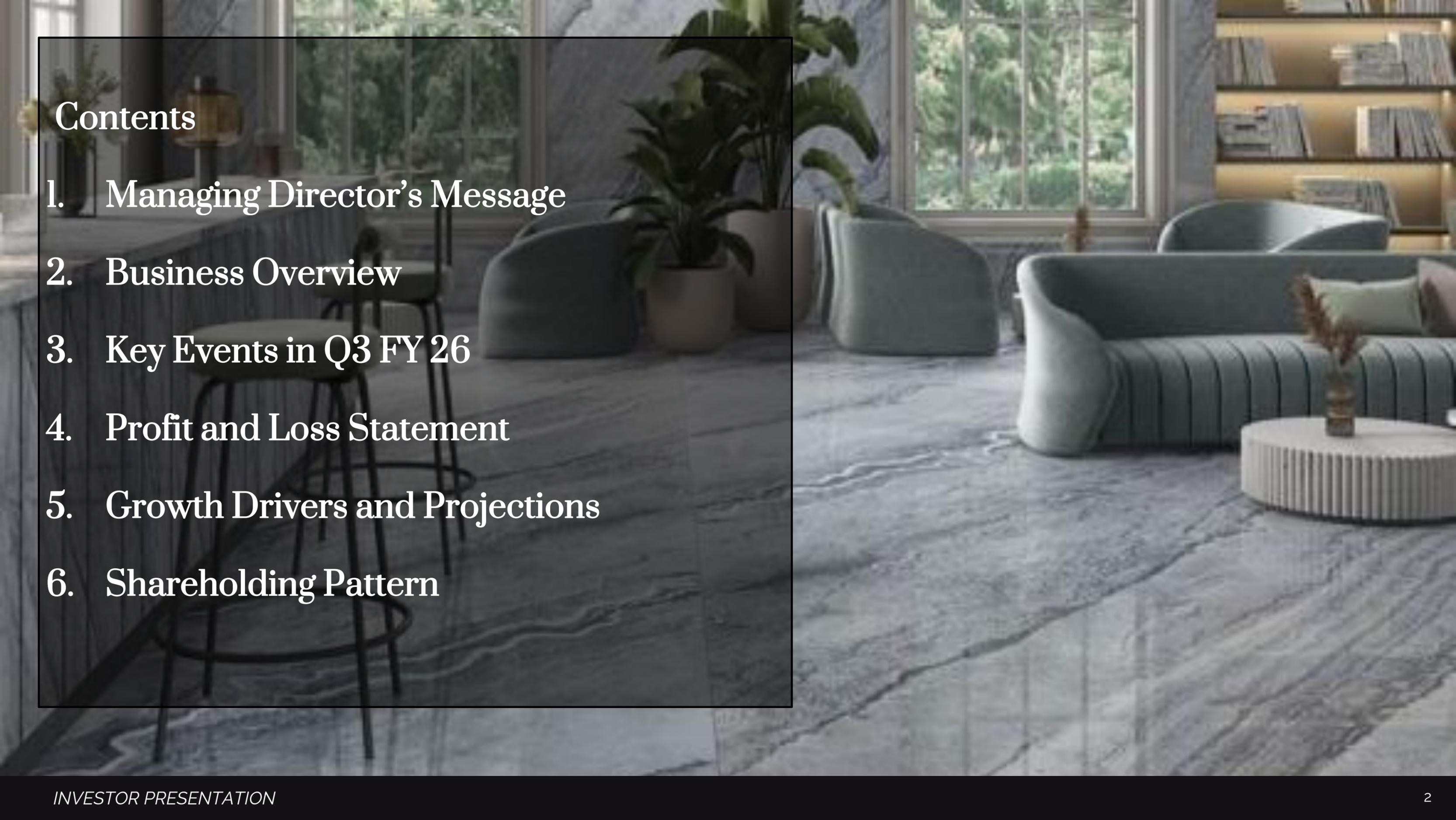
Encl.: As above

The image features a modern architectural scene with a swimming pool, lush greenery, and a glass-walled interior. The NITCO logo is positioned in the top left corner. The background shows a swimming pool with a stone wall and plants on the left, a marble wall with a vase in the center, and a dining area with a table and chairs on the right.

NITCO

TILES MARBLE MOSAICO

INVESTOR PRESENTATION
- Q3 FY 2025-26

A modern, minimalist living room with a light blue sofa, a round coffee table, and a large window with a view of greenery. The room is decorated with plants and a bookshelf in the background.

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01

Managing Director's
Message

- ❑ This year delivered strong momentum for **NITCO**, with the marble business doubling in scale and strategic investments accelerating growth. **Q3 recorded a 22% quarter-on-quarter revenue increase**, reflecting stronger execution and market demand.
- ❑ The **Casa Eterna Launch 2025** unlocked new synergies across tiles, marble, and mosaic, enabling dealers to access higher-value opportunities. Dealer sentiment has turned positive, recognizing NITCO's renewed focus on innovation, premium offerings, and strategic clarity.
- ❑ The Union Budget 2026–27 supports a **strong outlook for the tiles and marble industry**, driven by sustained real estate growth, urban infrastructure development in Tier 2/3 cities. Per-capita tile consumption in India is expected to rise 25% to 1 square meter by FY29, with the industry growing at a **9.7% CAGR** to reach ₹769 billion. *(Reference: India's Ceramic and Tiles Market Outlook)*
- ❑ Aligned with these trends, NITCO is strengthening its real estate-linked portfolio of products. The combined strength of its businesses, expanding dealer network, and enhanced customer experiences positions the company for sustainable, long-term growth.

MESSAGE FROM OUR **LEADER**

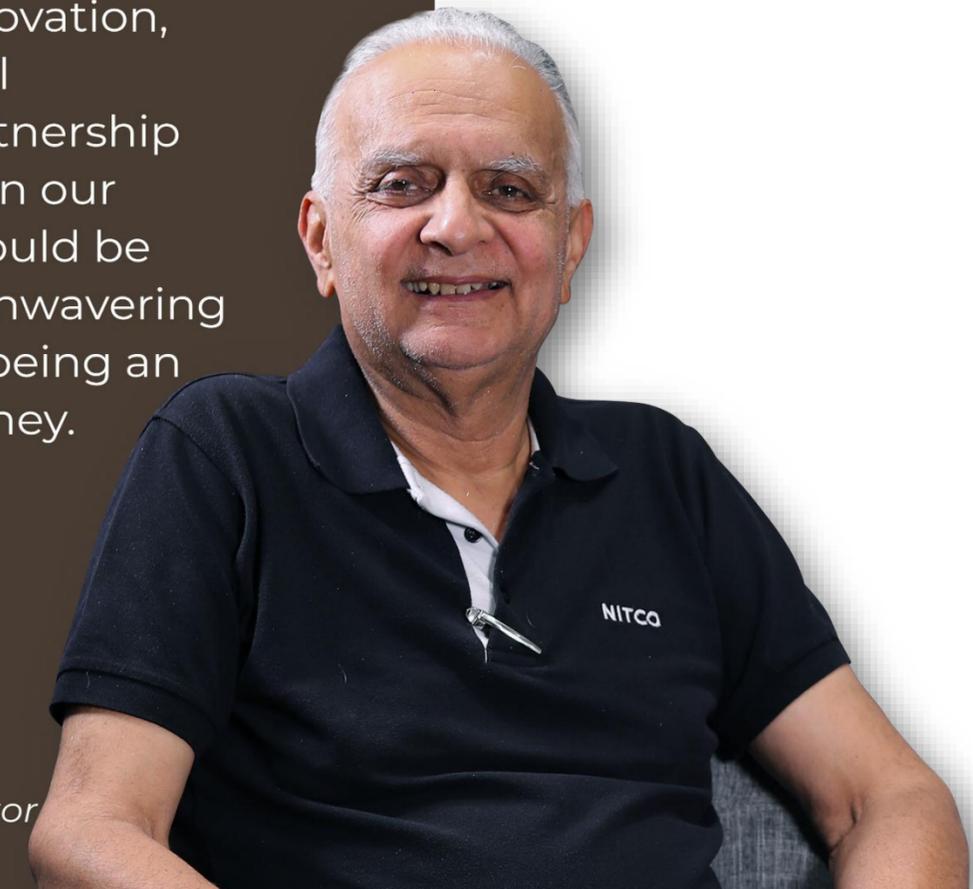
Dear Shareholders

This year marks a pivotal phase for NITCO—defined by innovation, growth, and meaningful collaborations. Your partnership has been instrumental in our success. None of this would be possible without your unwavering support. Thank you for being an integral part of our journey.

Warm regards,

Vivek Talwar

Chairman & Managing Director
NITCO Limited



02

Business Overview

About NITCO

LEGACY



A leader in the surface industry, known for its innovation, quality, and sustainability for more than **70 years**



Listed on the Bombay Stock Exchange (BSE) and National Stock Exchange (NSE) **since 2006**

MOAT



Cutting-edge technology with **nature-inspired designs**, making us the preferred choice for architects, builders, and discerning clients



Export to **18+ countries**, setting new benchmarks in the global tile and marble industry

NETWORK



Marble sourced from **25+ countries** directly from quarries



300+ active dealers, **9** exclusive Le Studio experience centers and **70+** franchise stores



Product portfolio – Tiles, Marble and Mosaic under one roof

Legacy



Tiles

- In house design excellence ensuring superior and trend leading tile design
- Top quality tiles
- Premium differentiated brand of choice for Architects and Builders



Marble

- Only automated Breton marble plant in India using Italian technology and amongst five such plants globally
- Sourced from over 25 countries directly from quarries



Mosaic

- Only organized player with multi-surface mosaic capability, enabling differentiated product offerings and market leadership

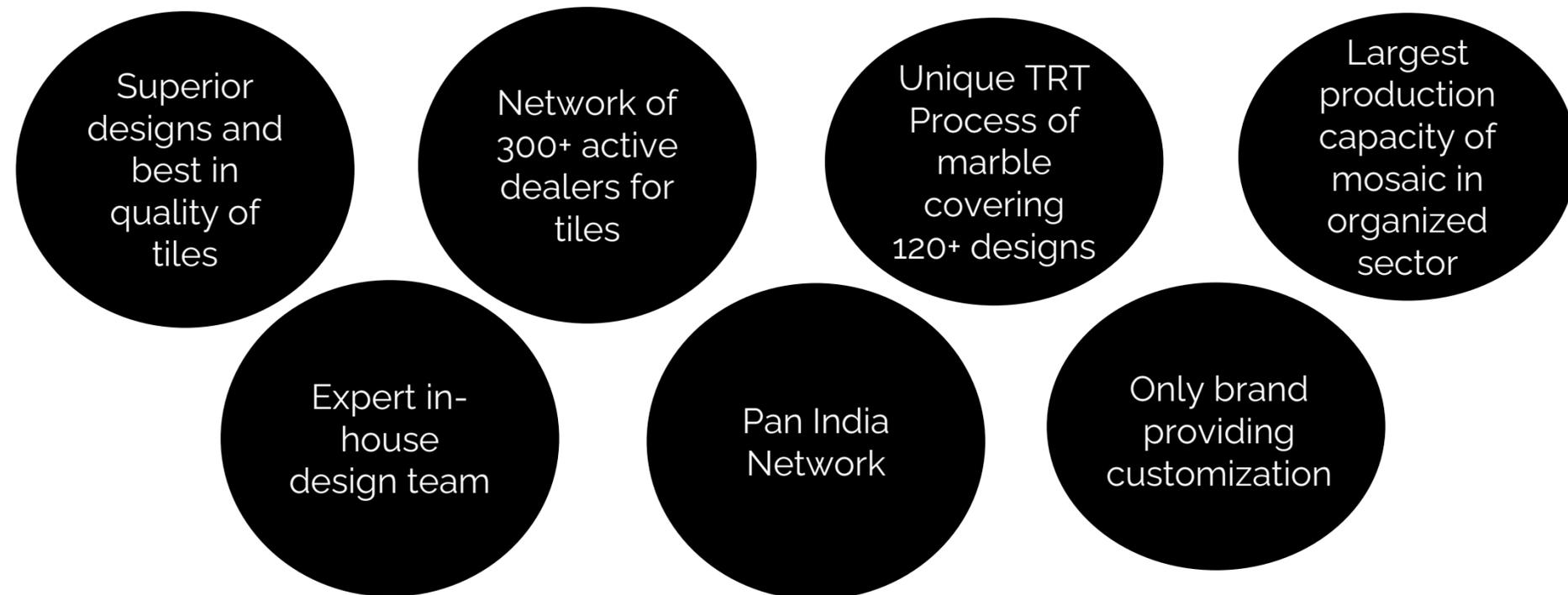
Emerging



Real Estate

- Owns several marquee land parcels, partners with leading developers and executes joint development agreements

Product portfolio



State of Art – Marble plant at Silvassa



Cutting edge Mosaic plant at Silvassa



Product portfolio

Select Product Portfolio- Tiles



Glazed Vitrified Tile



Double Charge



Ceramic Floor and Wall

Select Product Portfolio- Marble



Barmant Maestro Marble



Rosso Armani Marble



Cappolino Quorzo Marble

Select Product Portfolio- Mosaic



Mosaic

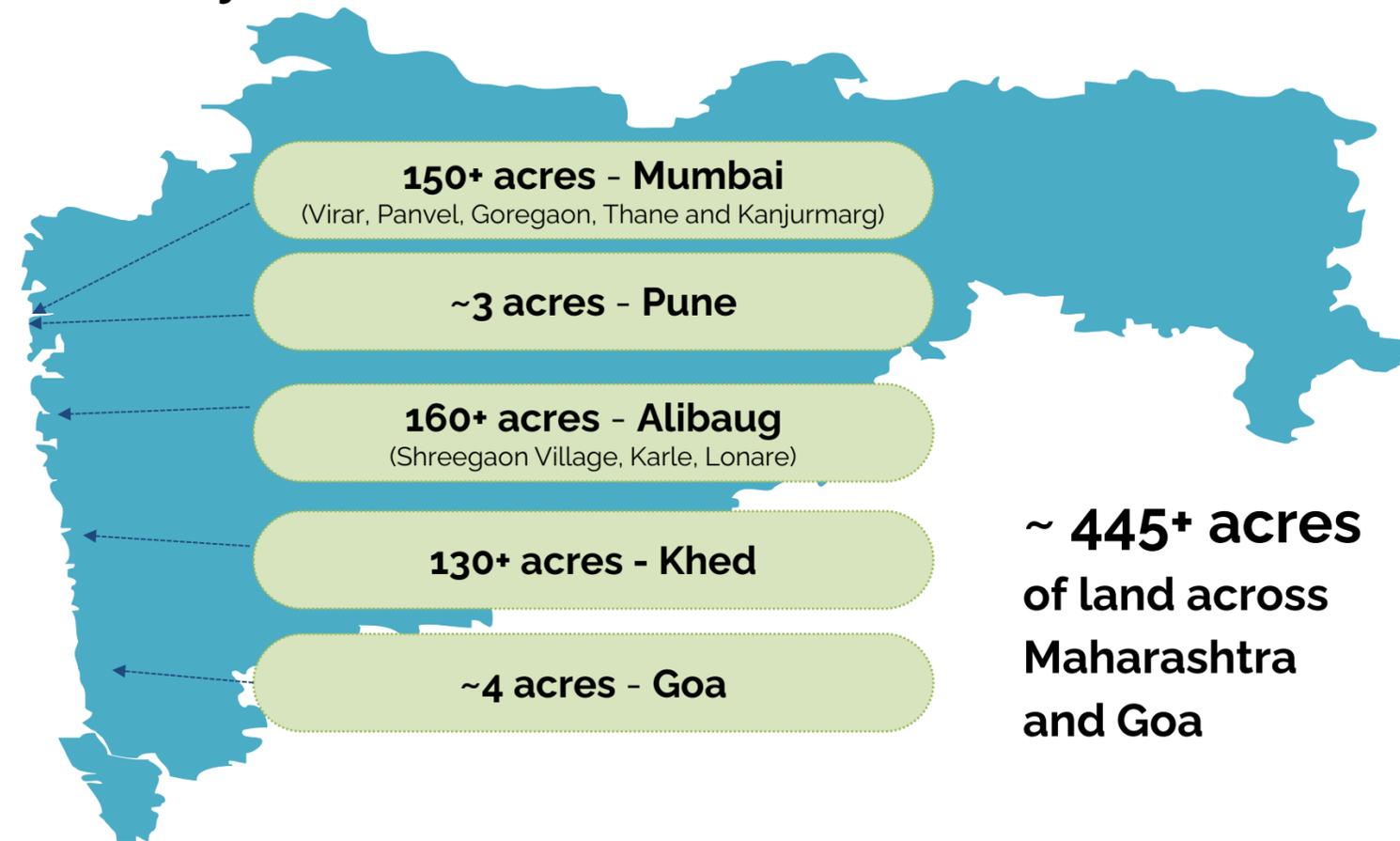


Inlays

Real Estate – The surface of luxury

- NITCO's Real Estate division drives long-term value through strategic development and asset monetization of its extensive land portfolio across high-potential regions to transform prime acreage into thriving urban and luxury projects
- The company's real estate initiatives unlock significant financial strength and support sustainable growth, complementing its core building materials business

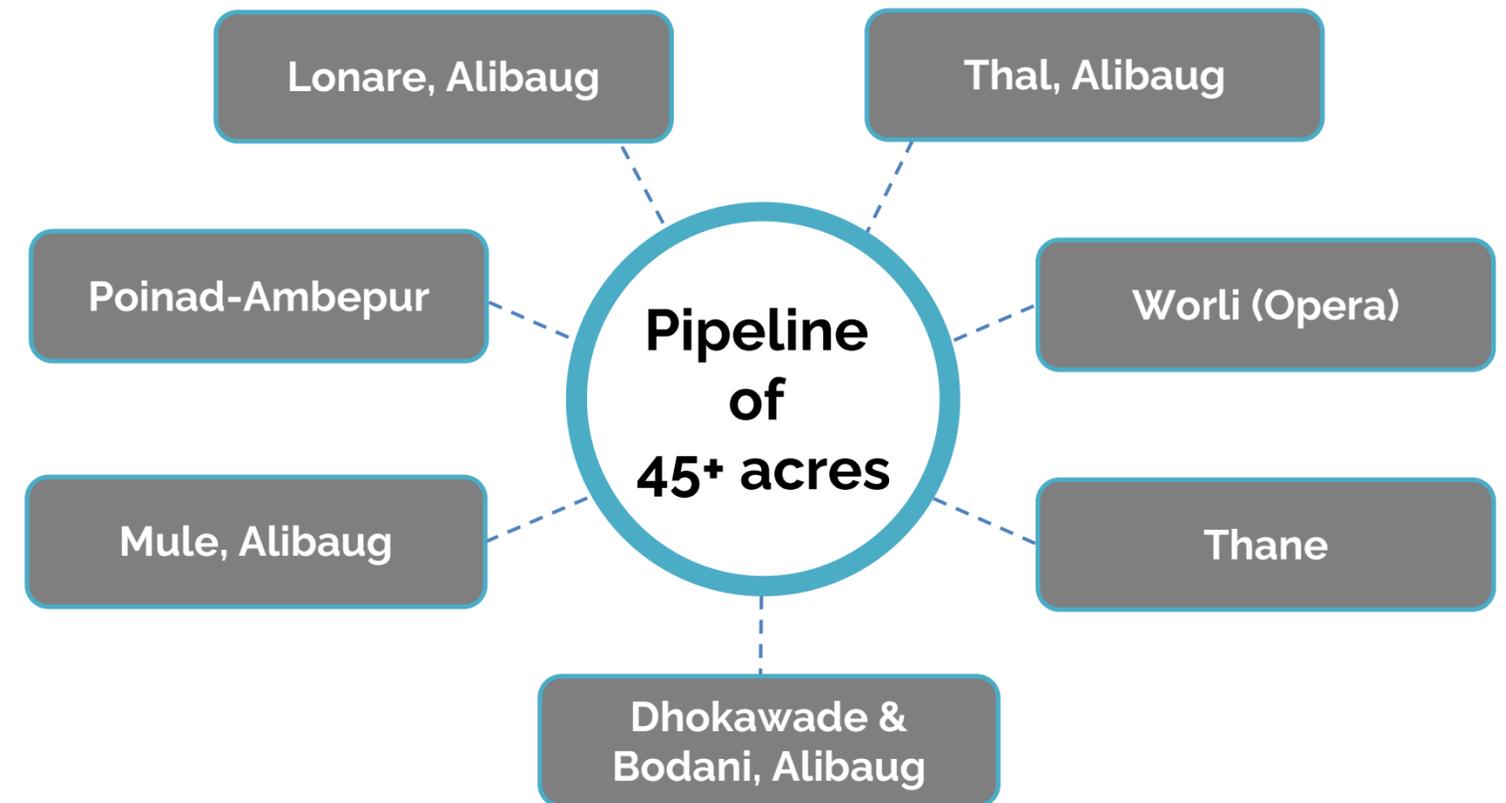
Summary of Land Bank



Recent deals done

- 01 Thane Plot Monetization**
Transferred its plot securing 7,459 sq.m of saleable area with an estimated ₹100 crore realization
- 02 Alibaug plot development**
Signed a JDA with Total Environment, expected to yield ₹350 crores over 3 years

Upcoming pipeline over the next 24 months



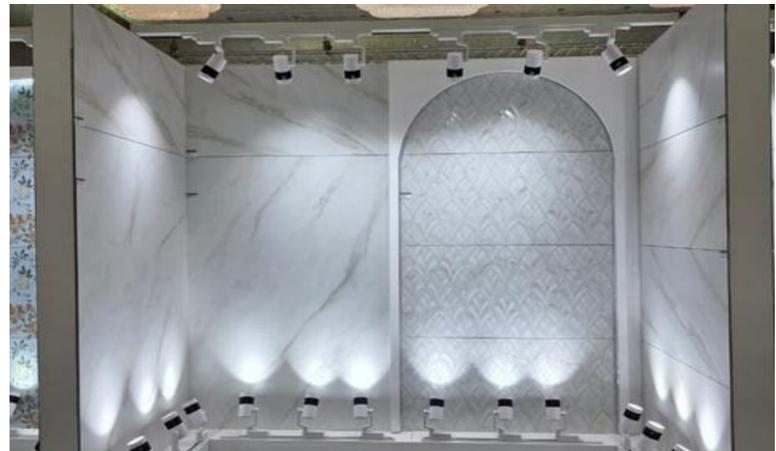
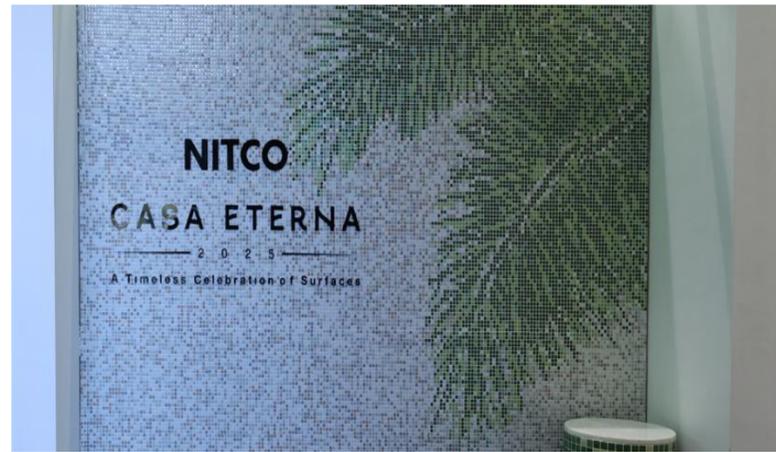
NITCO has unlocked **INR 58 crores in 9M FY26** and targets unlocking substantial cashflow of **~ INR 1,000+ crores over the next 3-5 years**

03

Key Events in Q3 FY 26

‘Casa Eterna 2025’ launch

New Product Designs Launched



- Casa Eterna 2025 event attended by ~**70 dealers** was held at state of art Silvassa marble plant which showcased distinguished technology, innovation and designs in surfaces of the India's finest Marble, Mosaic and Tiles.
- Launched "**Natura series**" - premium natura tiles inspired by stone, terrain and earth's natural wonders including replicating natural marble's beauty
- **Mosaic incarnation** : Mosaic as part of the launch story, emerged as a HERO category, drawing attention from architects, dealers and Project customers
- NITCO was successful in showcasing an array of design possibilities, technology of superior process via its **state-of-the-art Silvassa marble plant**, precision Mosaic and ability to curate the best quality Tiles surface

Newly launched 'Natura and Mosaico' Designs

Natura Portfolio-Tiles



Copenhagen



Lhasa Verde



Mojave



Neymar Beige

New Mosaico Designs



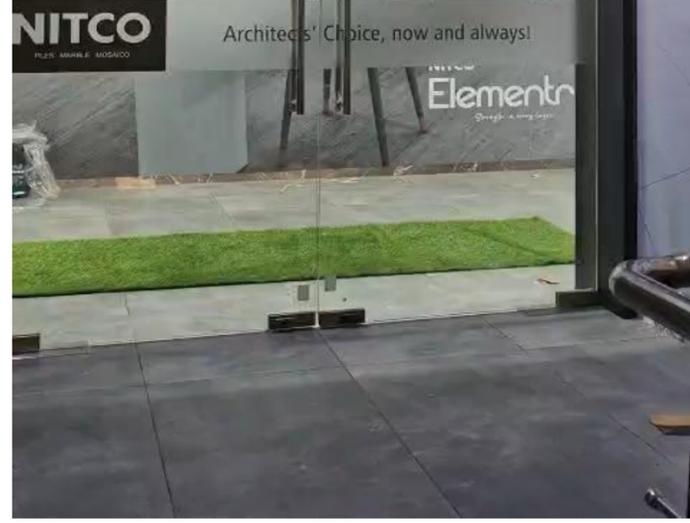
- **Details on products and designs** – Nature-inspired marble and stone surfaces engineered with advanced tile technology for premium interiors.
- **Sizes and Formats** – Available in **600 x 1200 mm** and **1200 x 1800 mm**
- **USP** – Single design available across multiple surface finishes, combining luxury aesthetics with high-performance durability.

- **Expanded Range** – Multiple curated editions within Natura, including **Classic Edition** – marble-inspired timeless surfaces, **Earth Edition** – grounded, warm, soil- and stone-inspired tones, **Exotic Edition** – rare marble looks with bold natural character **Extensive décor range** (Blossom Decor, Mirelle Decor, Fressia White Decor, etc.)
- **Design Aesthetics** – Timeless marble realism with refined veining, earthy tones, and layered decorative expressions.

Redesigned customer experience for product visibility

- Company has launched a new tiles display store at Morbi having enhanced display models, improving product visibility and customer decision making.
- Company has opened three new franchise stores in Bihar, Uttarakhand and Tamil Nadu

New tiles display store at Morbi



New LSE openings



Kashipur, Uttarakhand

Nawada, Bihar



Hosur, Tamil Nadu

Branding Activities



Mason meets

Correct installation methods and practices

Sales and technical support guidance

Detailed explanation of tile specifications



Architect & Engineers meets

Tile engineering and design fundamentals

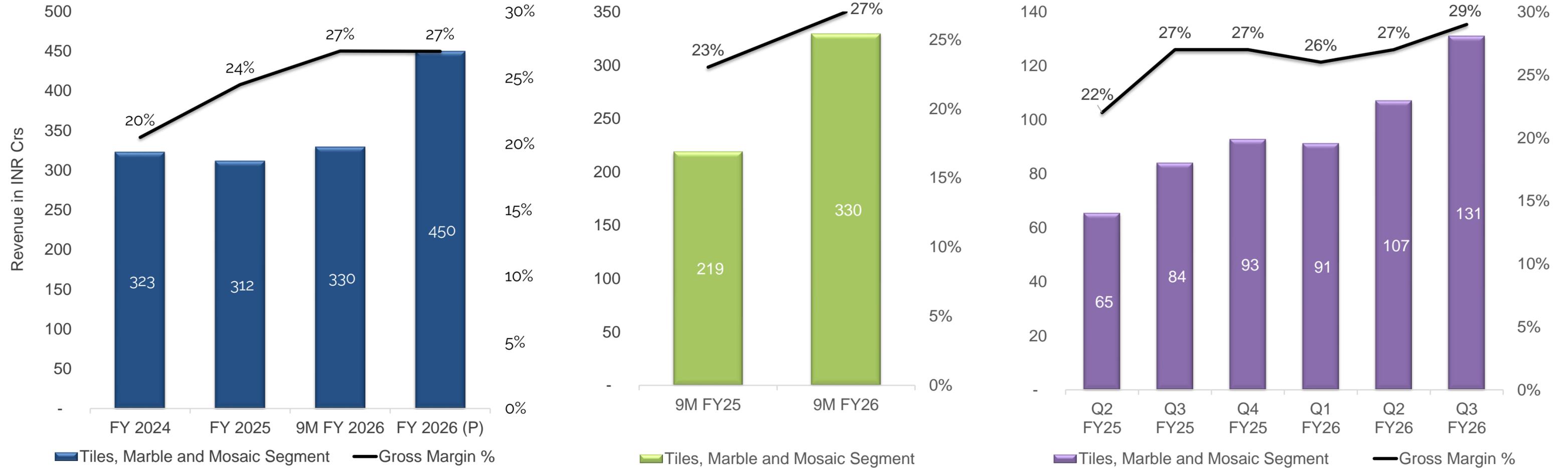
Design-led technical product explanation

Design, durability, and compliance discussion

04

Profit and Loss Statement

Financial Performance of Tiles, Marble and Mosaic Business



- YoY Revenue grew by 56% from Q3 FY25 to Q3 FY26 and 50% from 9M FY25 to 9M FY26 and is projected to rise by ~44% in FY 2026 vs FY 2025
- The growth is supported by debt restructuring, working capital infusion, and fund-raising support by Authum
- Company recorded QoQ FY 26 revenue growth of 22 % from INR 107 crores in Q2 FY26 to INR 131 crores in Q3 FY26
- Additionally, the company recorded INR 58 crores from the real estate business in 9M FY26 (not included above)

Profit & Loss Statement– Company

In INR Crores

Particulars	Q3 FY26	Q3 FY 25	YoY (%)	Q3 FY26	Q2 FY 26	YoY (%)	YTD – FY 26	YTD – FY 25	YoY (%)
Revenue from operations	131.18	84.05	56%	131.18	107.10	22%	387.97	218.84	77%
Other Income	1.75	0.55	219%	1.75	2.32	-25%	6.92	3.16	119%
Total Income	132.92	84.60	57%	132.92	109.42	21%	394.88	222.00	78%
Expenditure									
Cost of Materials Consumed	24.31	10.62	129%	24.31	20.02	21%	56.22	25.00	125%
Purchase of Stock In Trade	69.00	50.43	37%	69.00	57.74	20%	181.95	142.58	28%
Employee Benefit expenses	18.94	13.91	36%	18.94	22.01	-14%	55.49	39.62	40%
Depreciation	1.51	169.88	-99%	1.51	-14.09	-111%	-10.03	184.24	-105%
Finance Cost	1.06	10.56	-90%	1.06	0.96	10%	3.15	63.98	-95%
Other Expenses	24.71	14.79	67%	24.71	20.79	19%	63.52	38.97	63%
Total Expenses	139.54	270.18	-48%	139.54	107.43	30%	350.30	494.43	-29%
<i>EBITDA – Excluding ESOP expenses¹</i>	-2.62	-5.14	49%	-2.62	-4.76	45%	45.49	-24.21	288%
<i>EBITDA Margin (%) – Excluding ESOP expenses</i>	-2%	-6%		-2%	-4%		12%	-11%	
EBIDTA	-4.04	-5.14	21%	-4.04	-11.14	64%	37.70	-24.21	256%
<i>EBITDA Margin (%)</i>	-3%	-6%		-3%	-10%		10%	-11%	
Reported PBT before exceptional item	-6.61	-185.58	96%	-6.61	1.99	-433%	44.58	-272.43	116%
Exceptional items – gain/(loss) ²	-4.00	-473.15		-4.00	-		-4.00	-461.85	
Reported PAT	-10.61	-658.73	98%	-10.61	1.99	-635%	40.58	-734.28	106%

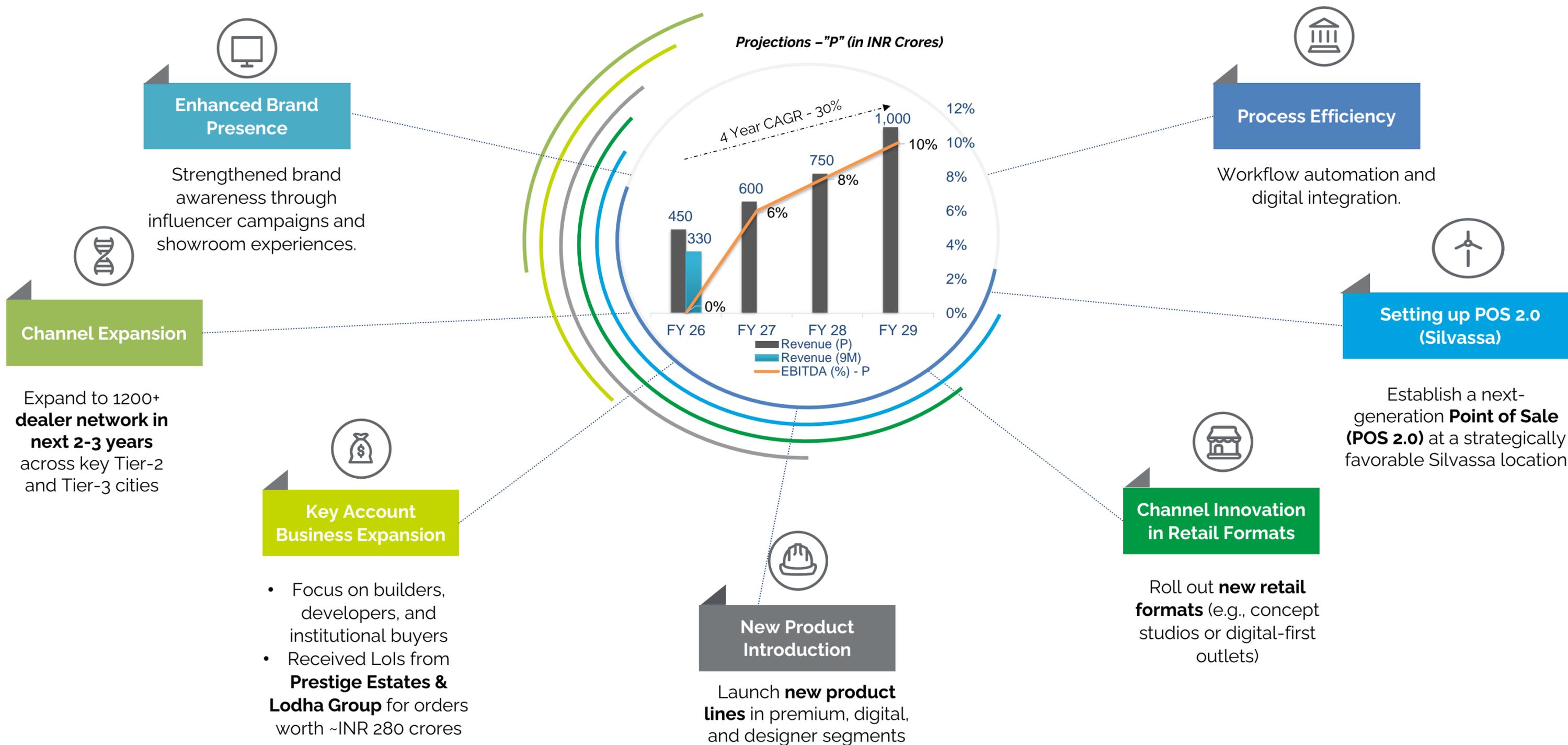
Notes:

1. Cost for ESOP expense for Q3 is 1.42 Cr and 9M FY 26 is INR 7.79 Cr
2. Exceptional item in the profit & loss statement for Q3 FY 26 and 9M FY 26 includes financial implication from the changes to the employee benefit plans arising from legislative amendments referred to as the "new labour code". Hence, one-time additional provision of INR 4 Cr is made towards increase in gratuity and leave liability.

05

Growth Drivers & Projections

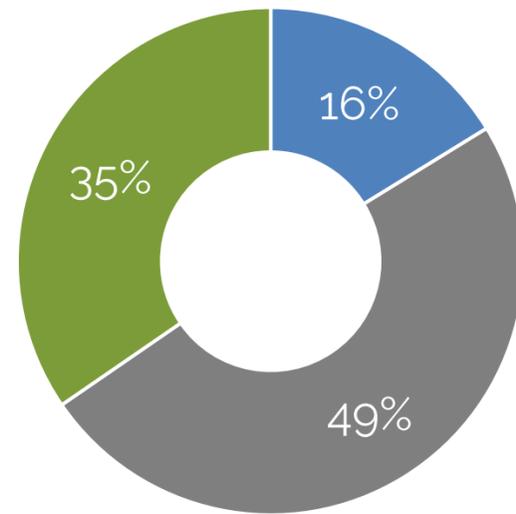
Growth drivers and projections for Tiles, Marble and Mosaic



06

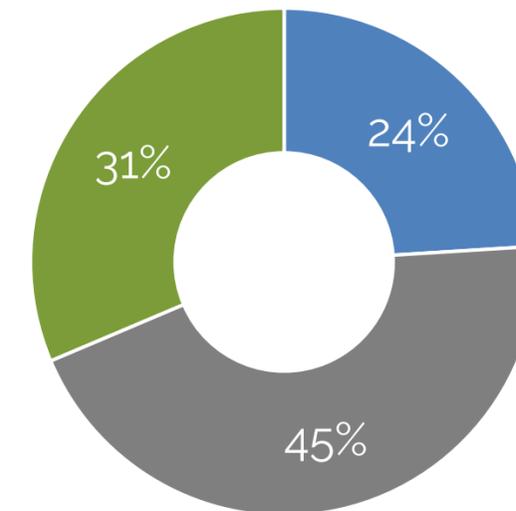
Shareholding Pattern

Shareholding Pattern – December 31, 2025



- Promoter and Promoter Group
- Authum Investment And Infrastructure Limited
- Others

Shareholding Pattern on fully diluted basis
(Post conversion of warrants)



- Promoter and Promoter Group
- Authum Investment And Infrastructure Limited
- Others

Authum Investment & Infrastructure Ltd (“Authum”)

- Authum is a listed NBFC having net worth of ~ INR 16,028 crore as on Dec 31, 2025
- It deals in long term equity investments, strategic investments, financial investments and is also diversifying into a fully integrated credit platform
- Authum joined as a financial investor, restructured the company's debt, infused working capital, and supported fund-raising efforts, effectively addressing post-COVID capital structure challenges.

Source: NSE, As on Dec 31, 2025

Board of Directors and Management Team

Board of Directors

Mr. Vivek Talwar
Promoter, Chairman & Managing Director

Ms. Poonam Talwar
Promoter & Non-Executive Director

Dr. Ajaybir Singh Jasbir Singh Bakshi
Independent Director

Mr. Harsh Kedia
Independent Director

Ms. Priyanka Agarwal
Independent Director

Mr. Santhosh Kumar Shet
Independent Director

Management Team



Mr. Vivek Talwar
Promoter, Chairman & Managing Director



Mr. Bikash Jain
Chief Financial Officer

20+ years of global finance leadership experience across multinational organizations



Mr. Diviyang Chheda
President - Operations

31+ years of experience across building materials, retail, and office supplies



Ms. Anikaa Wasan
Director - Sales (Marble)

10+ years of professional experience, including 8+ years of specialized expertise in the marble and natural stone sector.



Ms. Rupali Kambli
Company Secretary & Compliance Officer

11+ years of experience with expertise in corporate governance, regulatory compliance, risk management, and shareholder relations



Mr. Subrata Basu
Vice President – Marketing

20+ years of experience, combining marketing, sales, and business management expertise to build brands



Mr. Ajeet Kumar Singh
Senior General Manager – Sales (Tiles)

22+ years of leadership experience across reputed organizations



Mr. Bhavin Chikhal
Vice President – Sales (Marble)

20+ years of experience in the marble industry having come from one the largest Marble companies in India



Mr. Gourav Roy Chowdhury
General Manager - Information Technology

18 years of experience across the retail and manufacturing industries.

Disclaimer

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