



**ORIENT Bell**  
WALL & FLOOR TILES



## Quarter 1/Financial Year Overviews

### Own Manufacturing

*In Q1 FY17 - Produced  
5.08 msm from its own  
manufacturing plants.*

*Capacity utilised 84.6%.*

### Operational Performance

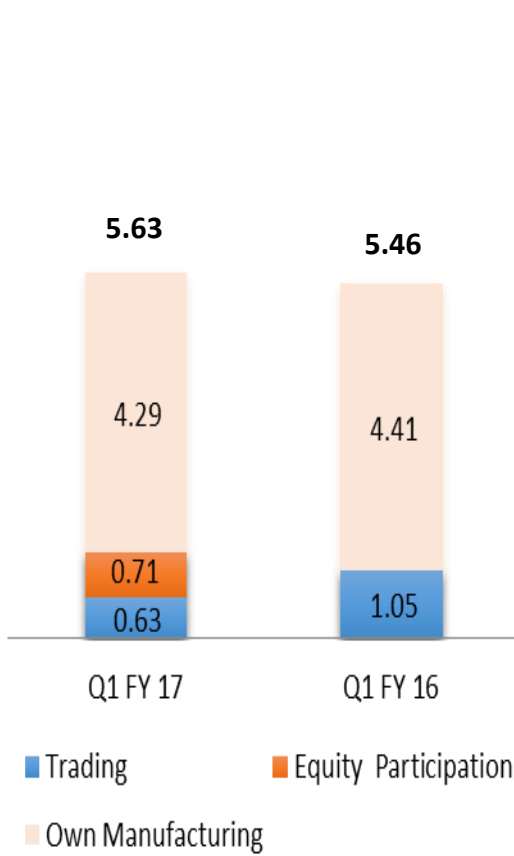
*In Q1FY17 – Net Sales  
increased by 2.3% over  
Q1 FY16.*

### Financial Performance

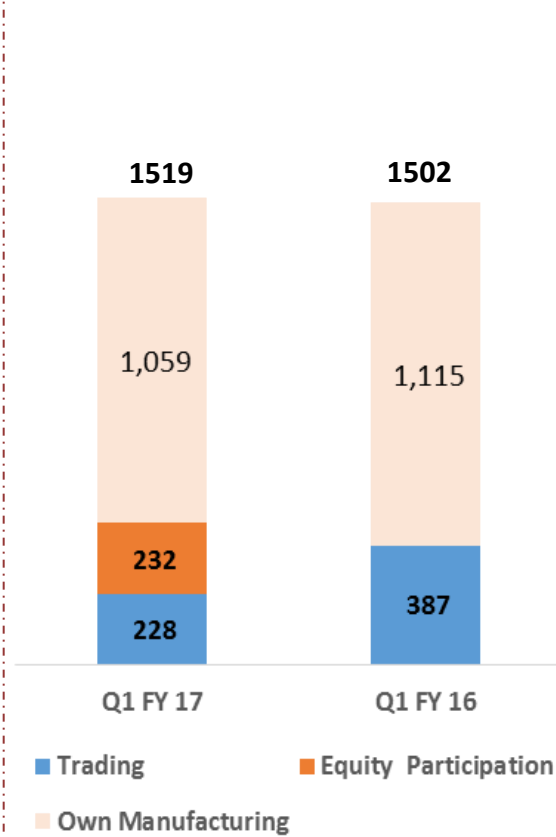
*In Q1FY17 – PBT  
increased by 243.5%  
compared to Q1FY16.*

# Sales Performance

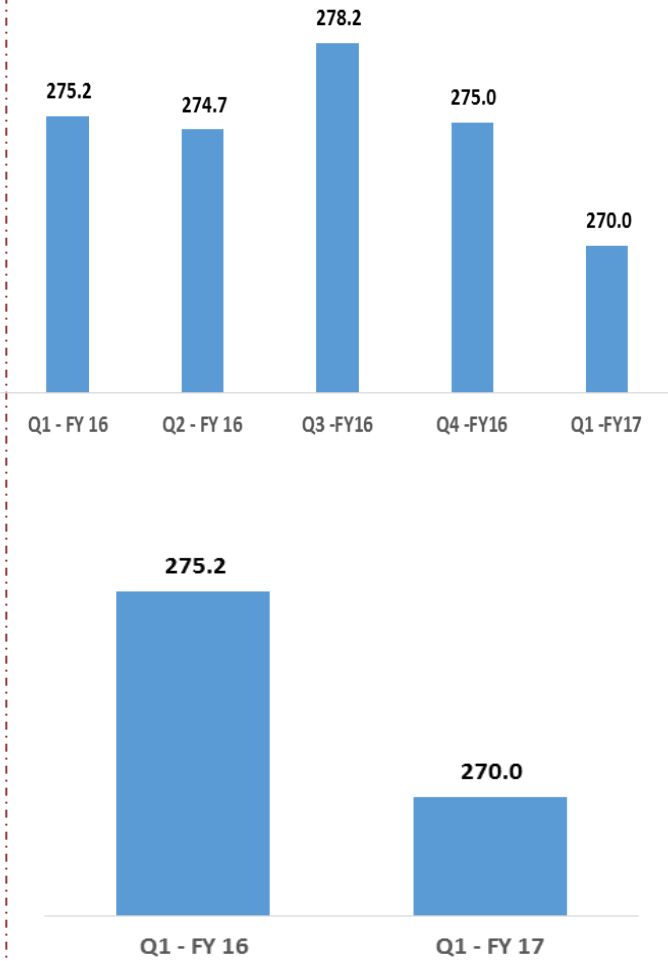
## Sales Volume (in Mn Sq Mtrs)



## Sales Value (INR Mn)



## Average Sales Price ( INR/m2)



## Income Statement

	Q1 FY 17	Q1 FY 16	Growth FY 17 Q1 vs FY 16 Q1
Gross Sales	1,519	1,502	1.1%
Net Sales	1,411	1,380	2.3%
EBITDA	102	98	3.9%
Margin on Net Sales	7.2%	7.1%	1.6%
PBT	26	8	243.5%
Margin on Net Sales	1.8%	0.5%	235.9%
PAT	10	0	5127.3%
Margin on Net Sales	0.7%	0.0%	5011.8%

All figures in INR mn except Margin and Growth y-o-y data.

## Disclaimer

*The information contained herein has been prepared to assist prospective investors in making their own evaluation of the Company and does not purport to be all-inclusive or to contain all of the information a prospective or existing investor may desire.*

*This Information may include certain statements and estimates provided by the Company with respect to the projected future performance of the Company. Such statements, estimates and projections reflect various assumptions by management concerning possible anticipated results, which assumptions may or may not be correct.*

*Prospective investors will be expected to have conducted their own due diligence investigation regarding these and all other matters pertinent to investment in the Company.*

*This presentation may contain statements that are “forward looking statements.” The company’s actual future results may differ materially from those suggested by such statements, depending on various factors for which the company and its management does not take any responsibility.*

**For further information, please contact:**

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**Investor Relations:**

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