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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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Sub: Submission of Investor Presentation for Q4 FY 2026 pursuant to Regulation 30 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015

Dear Sir/Madam,

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 Q4 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

NITCO

TILES MARBLE MOSAICO

INVESTOR PRESENTATION
- Q4 FY 2025-26

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2. Business Overview
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Managing Director's Message

- ❑ This year delivered strong momentum for NITCO, with the marble business tripling in scale and strategic investments accelerating growth. FY26 recorded a **54%** year-on-year revenue increase of its legacy business, reflecting growth with stronger execution
- ❑ The iDAC 2026 showcase highlighted NITCO's premium marble offerings, introducing the design community to NITCO's evolving marble portfolio. The exhibition featured an exclusive and wide selection of marble sourced from iconic quarries across the world, reflecting timeless luxury and contemporary surface design.
- ❑ NITCO continues to strengthen its retail footprint through new store launches, enhanced experience centres, and an expanding franchisee network across key markets. With a strong focus on improving customer experience and design-led retail, the brand remains committed to bringing world-class marble, tiles, and mosaic surfaces closer to architects, interior designers, and consumers
- ❑ FY 27 will also bring exponential growth in in the emerging segment of real estate business

MESSAGE FROM OUR **LEADER**

Dear Shareholders

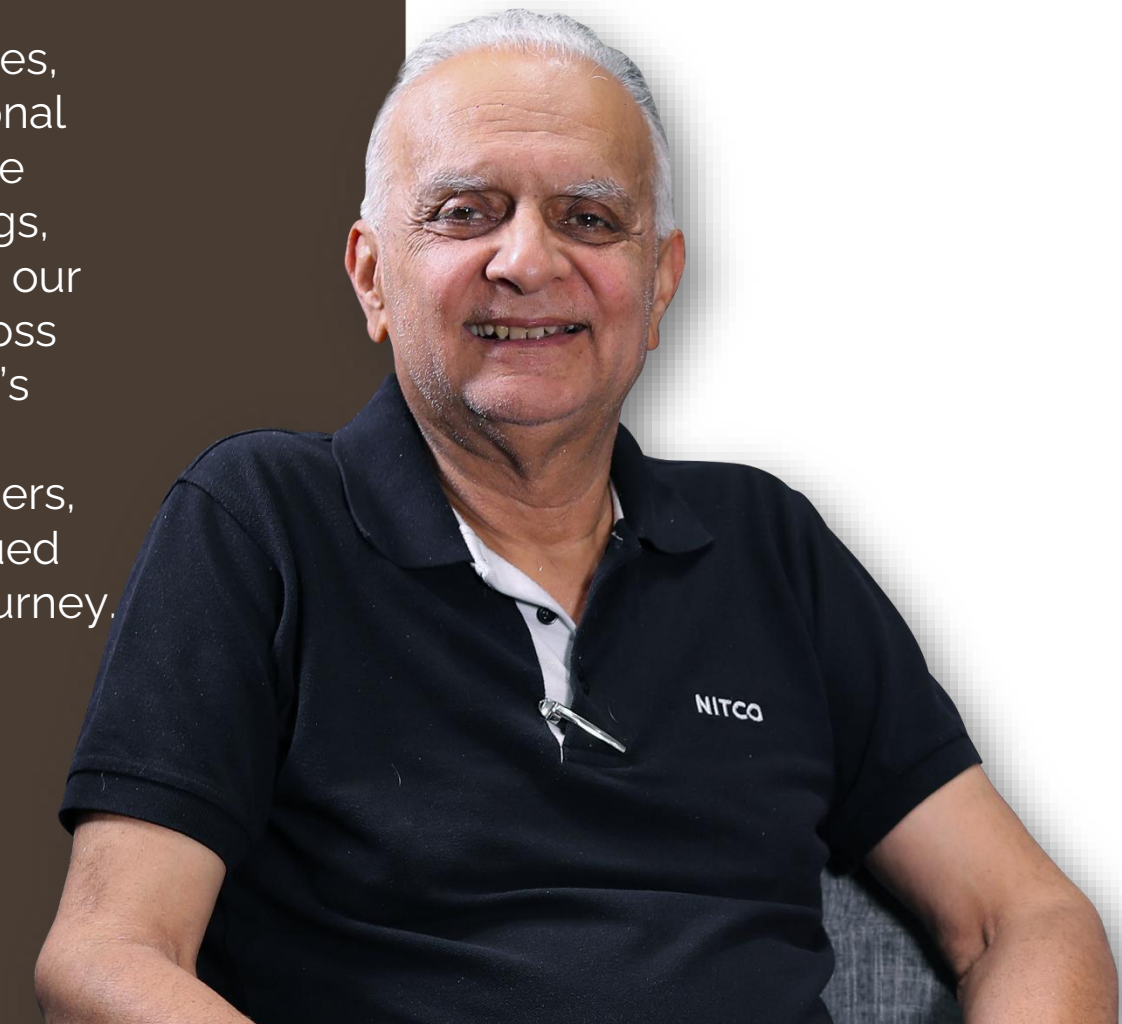
As we conclude FY 2025-26, NITCO continues to strengthen its focus across tiles, marble, and mosaic through premium product launches, industry exhibitions, and our national dealer launch initiatives. Alongside expanding our design-led offerings, we remain committed to growing our franchisee and retail network across India to further strengthen NITCO's market presence.

We thank our shareholders, partners, and stakeholders for their continued trust and support in the NITCO journey.

Warm Regards,

Vivek Talwar

*Chairman & Managing Director,
NITCO Limited*



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Business Overview

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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 **21+ countries**, setting new benchmarks in the global tile and marble industry

NETWORK



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



350+ active dealers, **9** exclusive Le Studio experience centers and **90+** 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

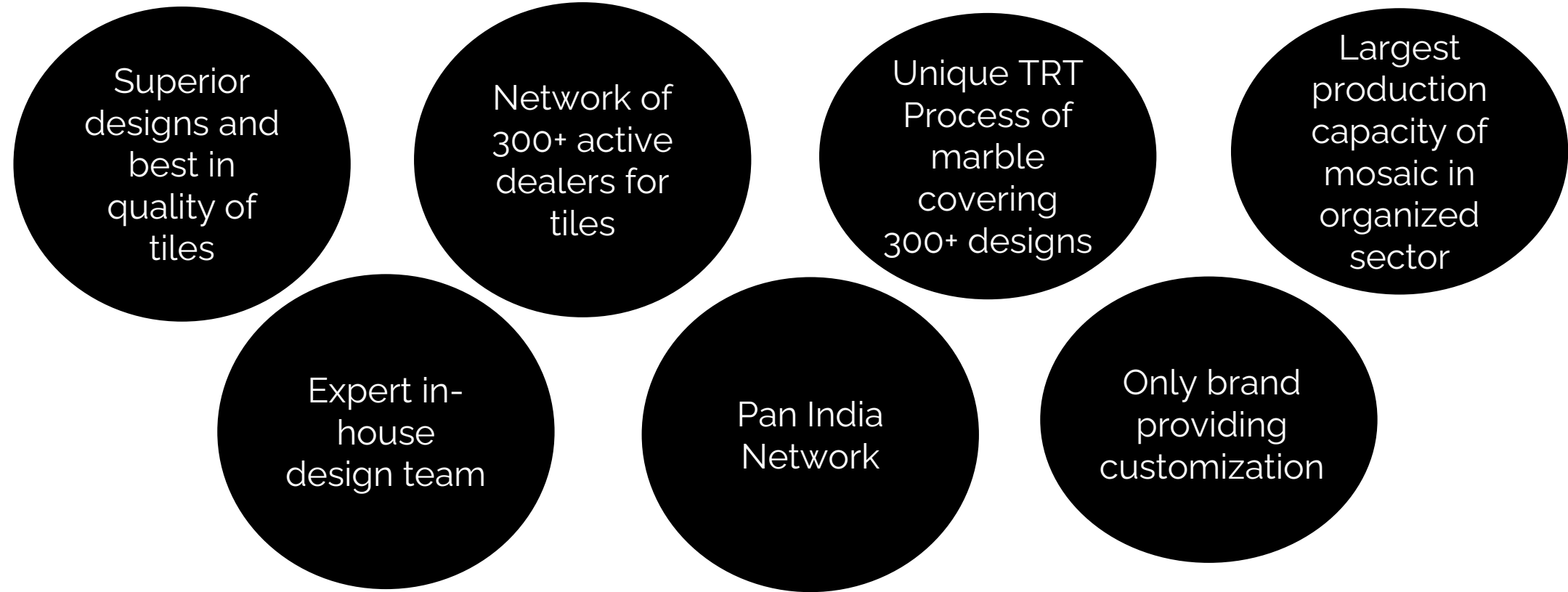
Emerging



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

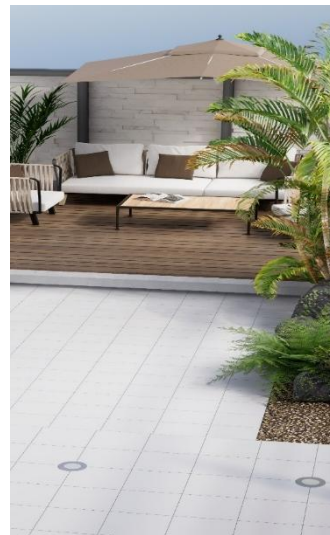
Select Product Portfolio- Tiles



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

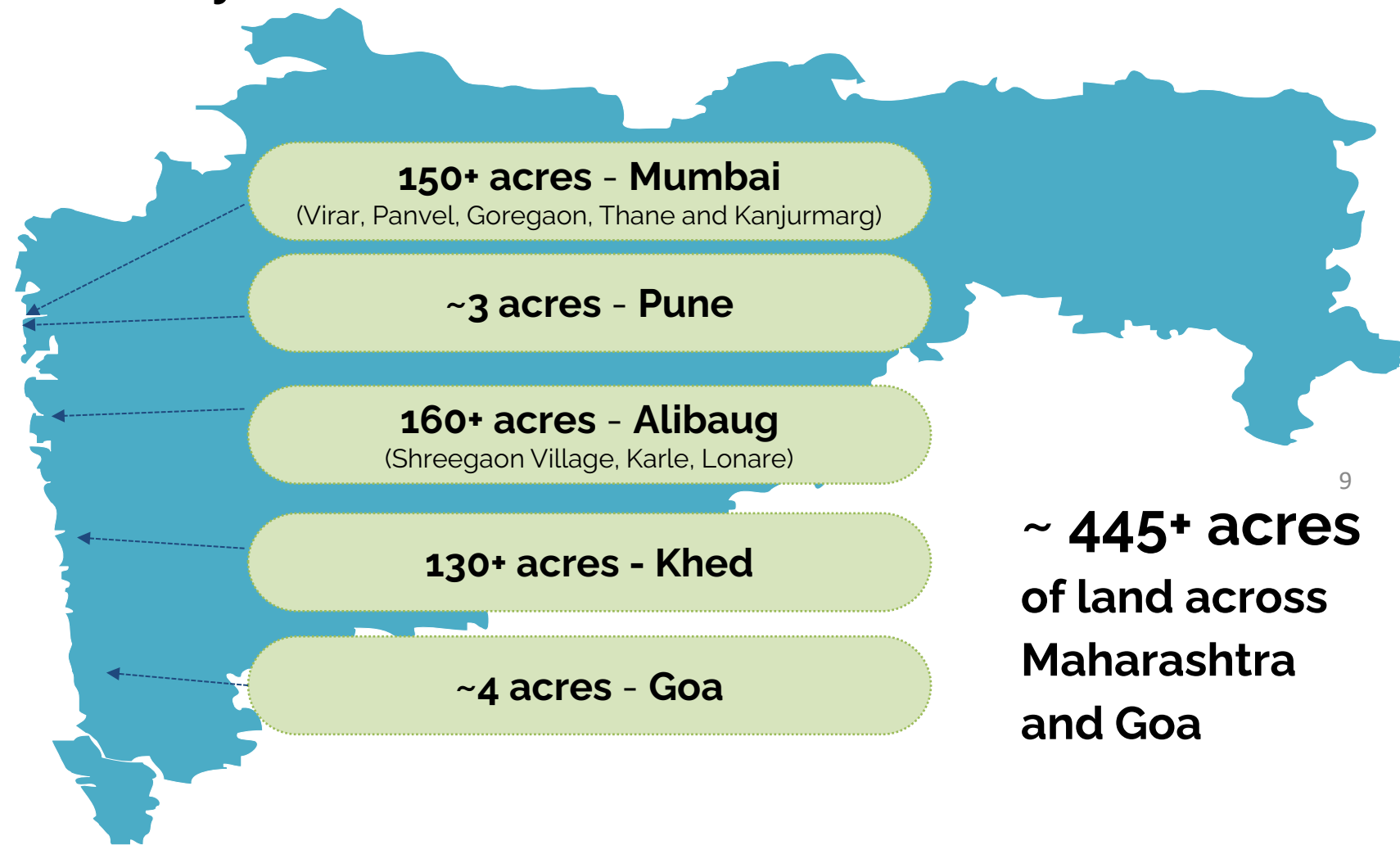


Inlays

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

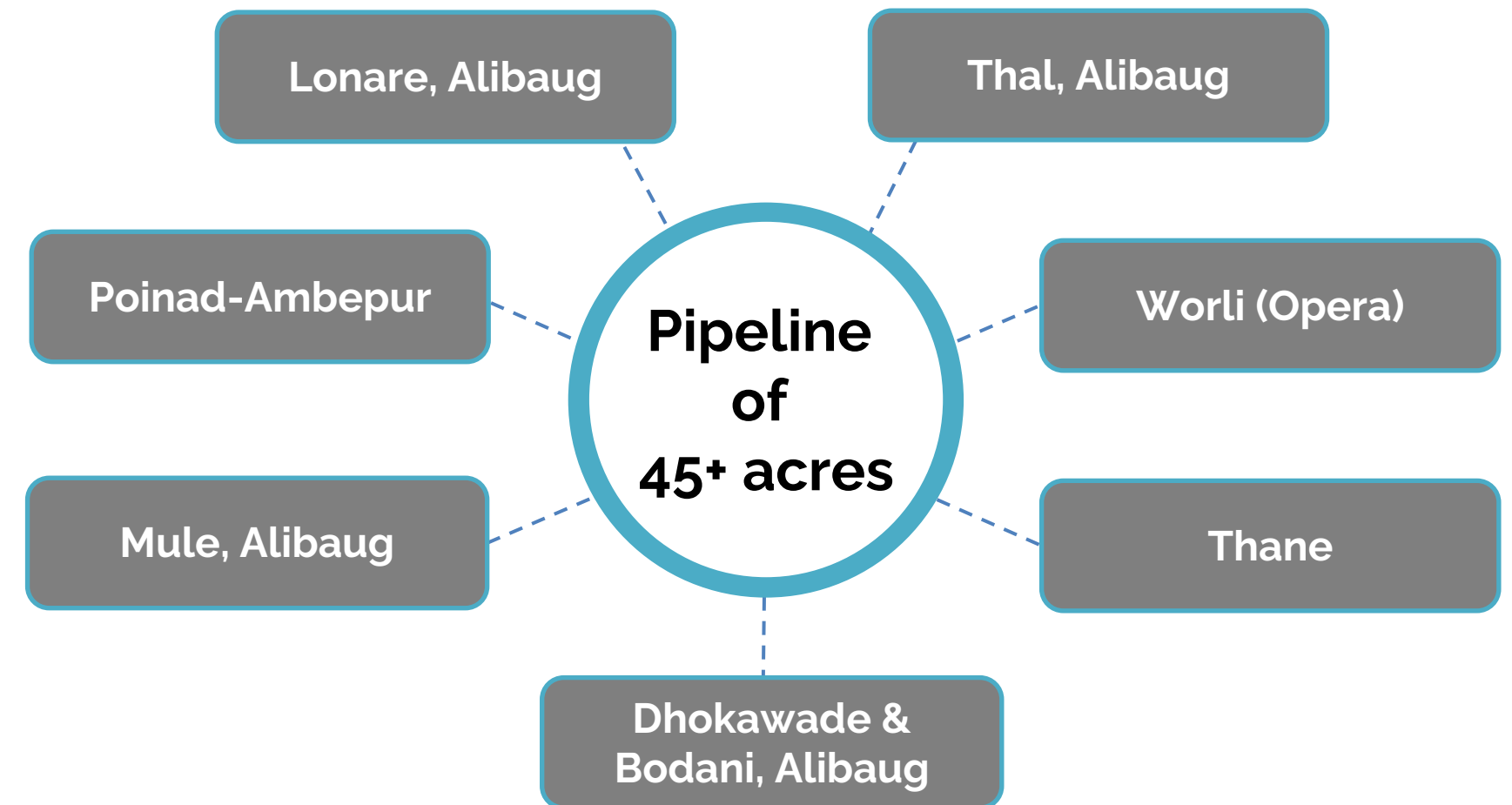
Summary of Land Bank



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 FY26** and targets unlocking substantial cashflow of **~ INR 1,000+ crores over the next 3-5 years**

03

Key Events in Q4 FY 26

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iDAC Expo 2026



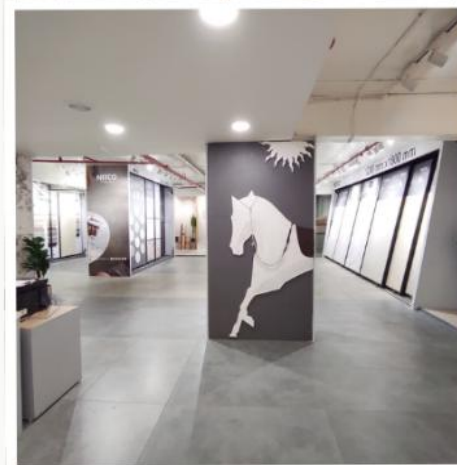
At the iDAC Exhibition, our participation was strategically focused on showcasing NITCO's premium marble offerings to the architect and design community. The exhibition highlighted our wide range of curated and exotic marble surfaces, sourced from renowned quarries across the world, reinforcing NITCO's positioning in high-values surface design.

Key event numbers

- During the quarter, NITCO conducted 22 focused stakeholder engagements, comprising **4 Architect Meets, 15 DSM Meets, and 3 Mason Meets**. These interactions enabled direct engagement with key decision-makers and influencers, strengthening relationships, increasing product awareness, and driving specification-led demand across markets.
- This momentum was further supported by the launch of **15 new stores**, marking a significant expansion of the retail footprint. Key highlights include the opening of **Le Studio in Kolkata** and **a new franchise store in Indore**, reinforcing presence in strategically important, high-growth regions.
- Collectively, these initiatives have enhanced brand visibility, deepened channel and stakeholder connect and strengthened NITCO's positioning within the premium surfaces and design-led solutions segment.

New experience center launch - KOLKATA

New store launches



Kolkata – West Bengal

- The Kolkata store relocation was a strategic move aimed at strengthening NITCO's presence in a more premium and high-potential market. By shifting to a better catchment and more accessible location, the new store enhances brand visibility, improves customer experience, and aligns with evolving market dynamics.
- The relocation reflects NITCO's focused approach towards optimizing its retail network for better productivity and long-term growth in key markets like Kolkata.

New store launch - FRANCHISEE

New store launches



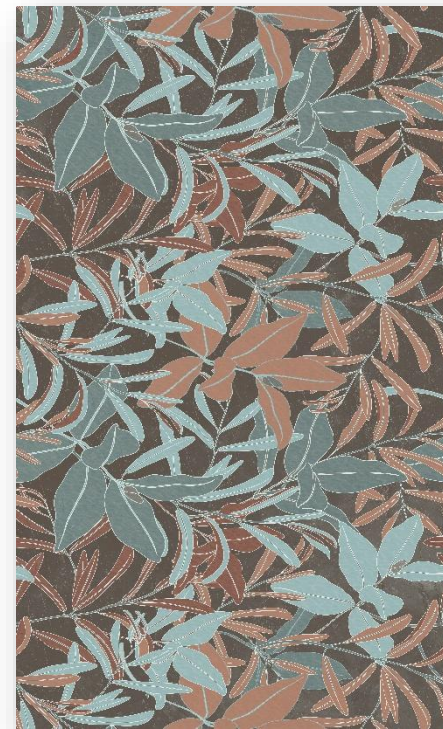
Indore– Madhya Pradesh

- This quarter, NITCO strengthened its retail footprint with the successful launch of 15 new stores across key markets in India.
- Among these, the newly opened location in Indore marks NITCO's entry into the Madhya Pradesh market, representing a strategic expansion into a high-growth urban centre, enhancing brand visibility and customer accessibility.
- This expansion aligns with NITCO's broader growth strategy of deepening market penetration, strengthening dealer networks, and delivering premium surface solutions closer to customers.
- The consistent rollout of new stores reflect strong execution capability and reinforces NITCO's position as a leading player in the tiles, marble, and mosaic segment.

Newly launched ‘Tiles Collection – Linear Structured Punch’



AZUL MACAUBAS



BURBERRY DECOR



AVALLON SLATE



COLAB DECOR

- **Collection Overview** - A curated mix of marble-inspired elegance, nature-driven patterns, subtle textures, and contemporary geometrics, crafted to deliver a cohesive and versatile design offering.
- **Design Philosophy** - Balances premium aesthetics with functional adaptability, enabling seamless integration across base surfaces, feature walls, and accent elements across residential and commercial spaces.
- **Application Versatility** - Designed to support layered compositions, combining surfaces, décor elements, and textures to create depth, continuity, and spatial harmony.

- **USP** - A thoughtfully coordinated range that allows effortless pairing of materials, finishes, and patterns while maintaining a consistent premium visual language.
- **Range Composition** - Curated Surface Expressions includes a diverse mix of marble-inspired finishes, nature-led textures, and contemporary geometric patterns, offering flexibility across design styles and project scales.
- **Design Aesthetics** - Modern, Warm and Enduring reflects a contemporary design approach that integrates luxury, warmth, and visual depth, aligned with evolving architectural and interior trends.

Branding Activities



Franchisee opening



Van Branding

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

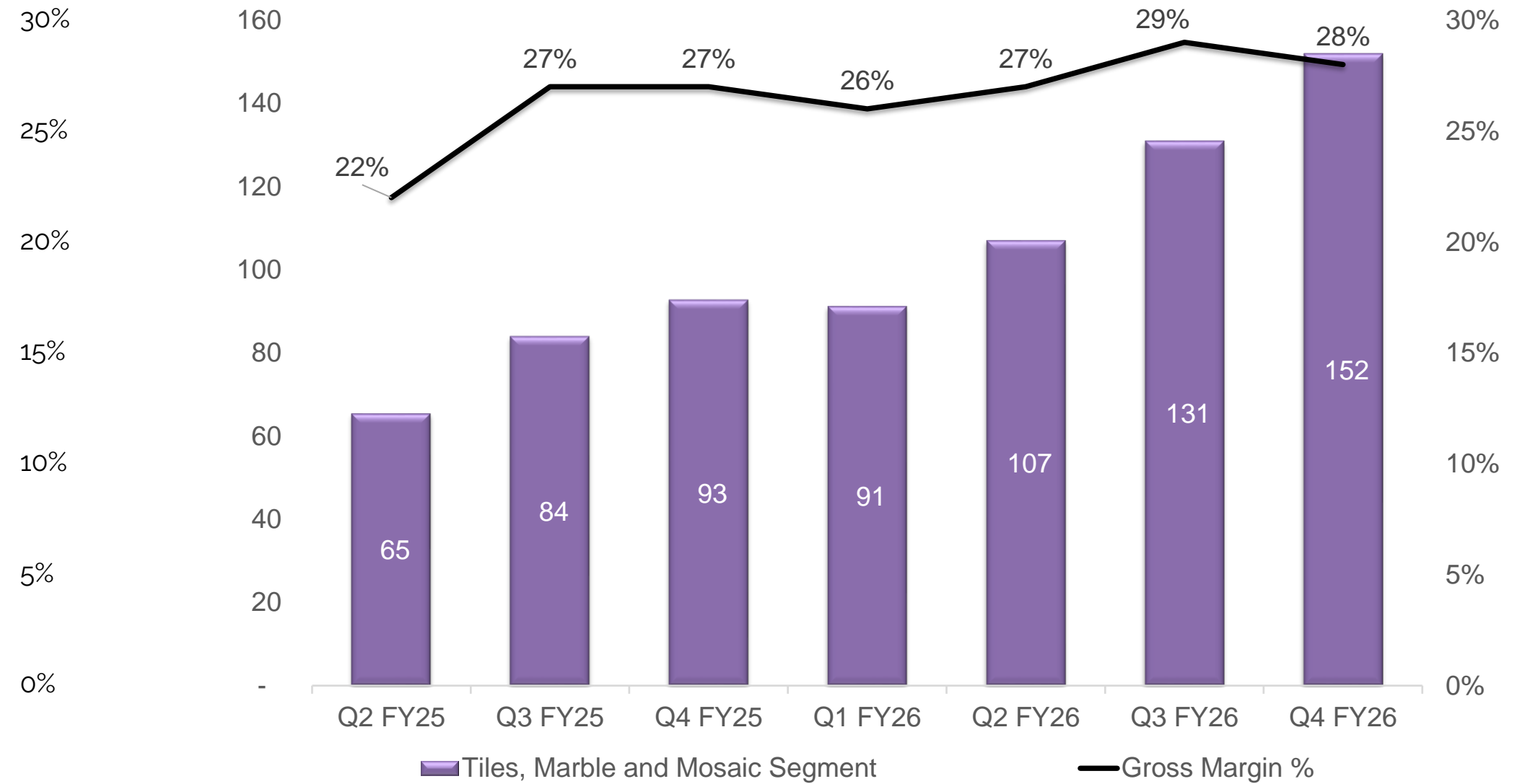
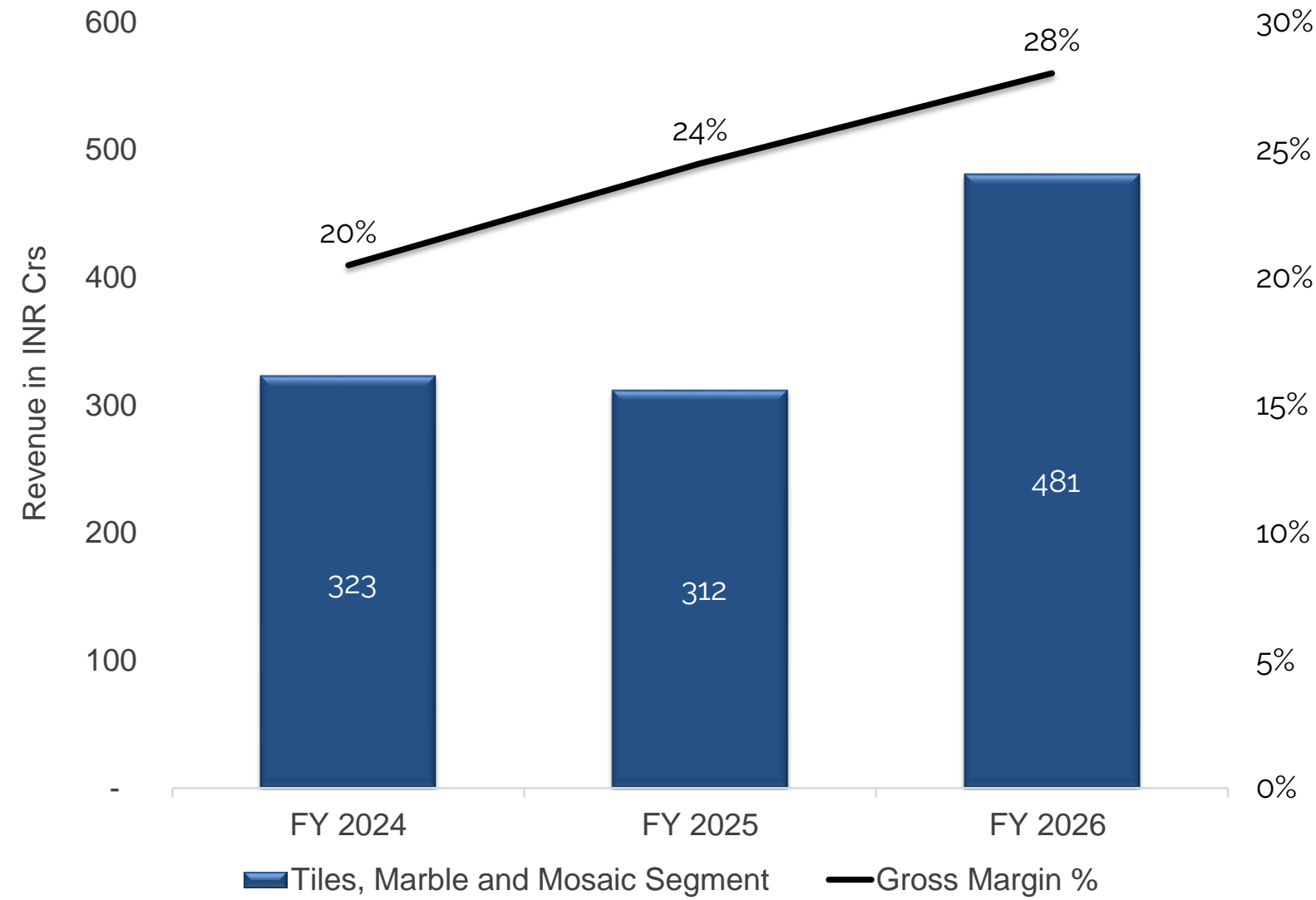
Design-led technical product explanation

Design, durability, and compliance discussion

04

Profit and Loss Statement

Financial Performance of Tiles, Marble and Mosaic Business



- YoY Revenue grew by 54% from FY25 to FY26 and 63% from Q4 FY 25 to Q4 FY 26. QOQ revenue grew by 16% from Q3 FY26 to Q4 FY26
- The growth is supported by debt restructuring, working capital infusion, and fund-raising support by Authum
- Additionally, the company recorded INR 58 crores from the real estate business in FY26 (not included above)

Profit & Loss Statement– Company

In INR Crores

Particulars	Q4 FY26	Q4 FY 25	YoY (%)	Q4 FY26	Q3 FY 26	QoQ (%)	FY 26	FY 25	YoY (%)
Revenue from operations	151.75	92.93	63%	151.75	131.18	16%	539.71	311.77	73%
Other Income	1.44	9.81	-85%	1.44	1.75	-17%	8.36	12.97	-36%
Total Income	153.19	102.74	49%	153.19	132.92	15%	548.08	324.74	69%
Expenditure									
Cost of Materials Consumed	31.63	12.76	-148%	31.63	24.31	-30%	87.85	37.80	-132%
Purchase of Stock In Trade	77.32	55.11	-40%	77.32	69	-12%	259.27	197.70	-31%
Salary, Wages & Others	19.04	14.18	-34%	19.04	17.53	-9%	66.75	53.80	-24%
Employee Stock Options	1.39	-	100%	1.39	1.42	2%	9.18		
Depreciation	1.67	2.99	44%	1.67	1.51	-11%	-8.35	187.22	104%
Finance Cost	1.54	2.31	33%	1.54	1.06	-45%	4.68	66.29	93%
Other Expenses	26.97	17.34	-56%	26.97	24.71	-9%	90.49	56.30	-61%
Total Expenses	159.55	104.68	-52%	159.55	139.54	14%	509.85	599.11	-15%
<i>EBITDA – Excluding ESOP expenses</i>	-1.76	3.36	-152%	-1.76	-2.63	33%	43.73	-20.86	310%
<i>EBITDA Margin (%) – Excluding ESOP expenses</i>	-1.2%	3.3%		-1.2%	-2%		8.0%	-11%	
EBIDTA	-3.15	3.36	-194%	-3.15	-4.05	22%	34.55	-20.86	266%
<i>EBITDA Margin (%)</i>	-2.1%	3.3%		-2.1%	-3%		6.3%	-11%	
Reported PBT before exceptional item	-6.36	-1.94	-228%	-6.36	-6.62	4%	38.22	-274.37	114%
Exceptional items – gain/(loss) ²	-	-		-	-4.00	-100%	-4.00	-461.85	99%
Reported PAT	-6.36	-1.94	-228%	-6.36	-10.62	40%	34.22	-736.22	105%

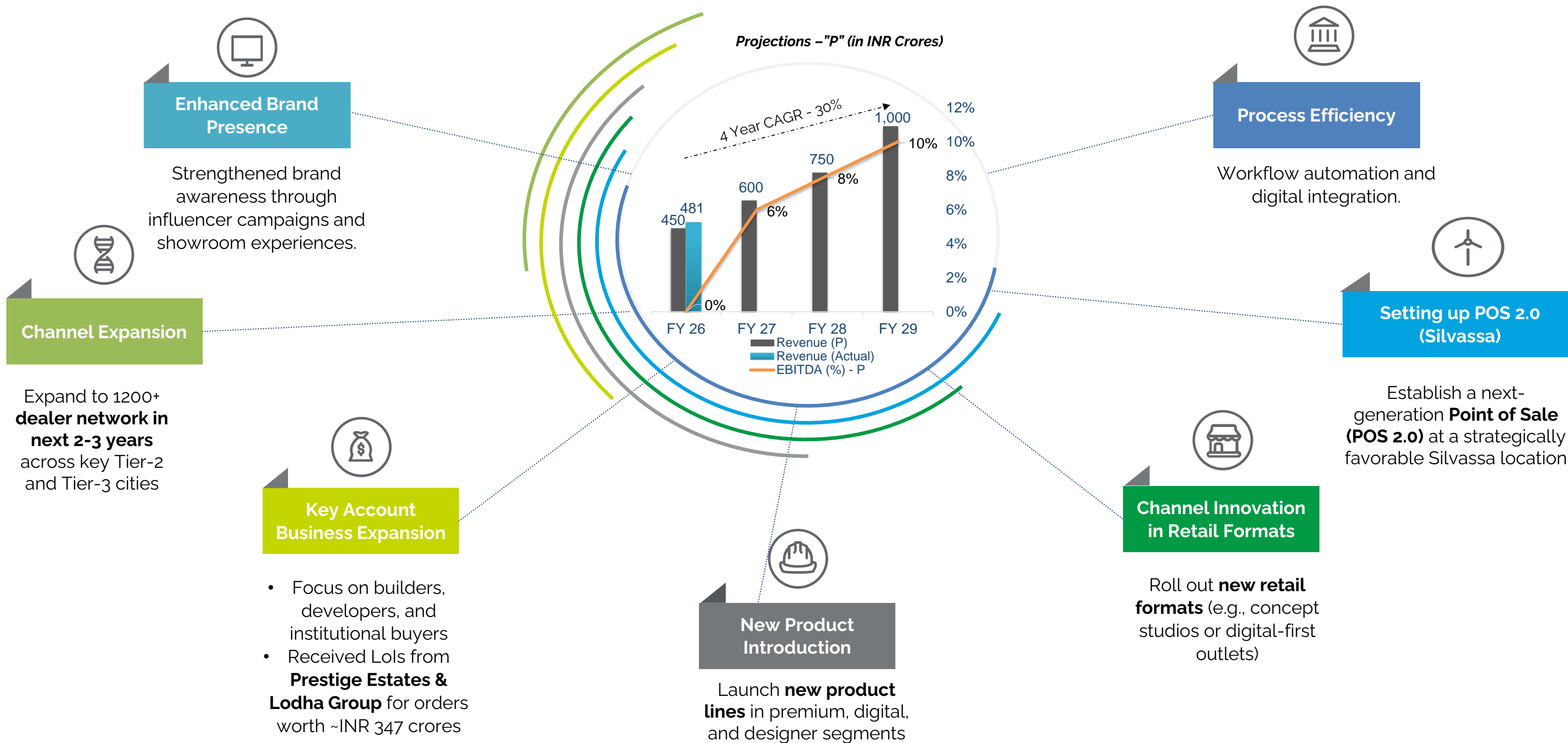
Notes:

- Exceptional item in the profit & loss statement for Q3 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

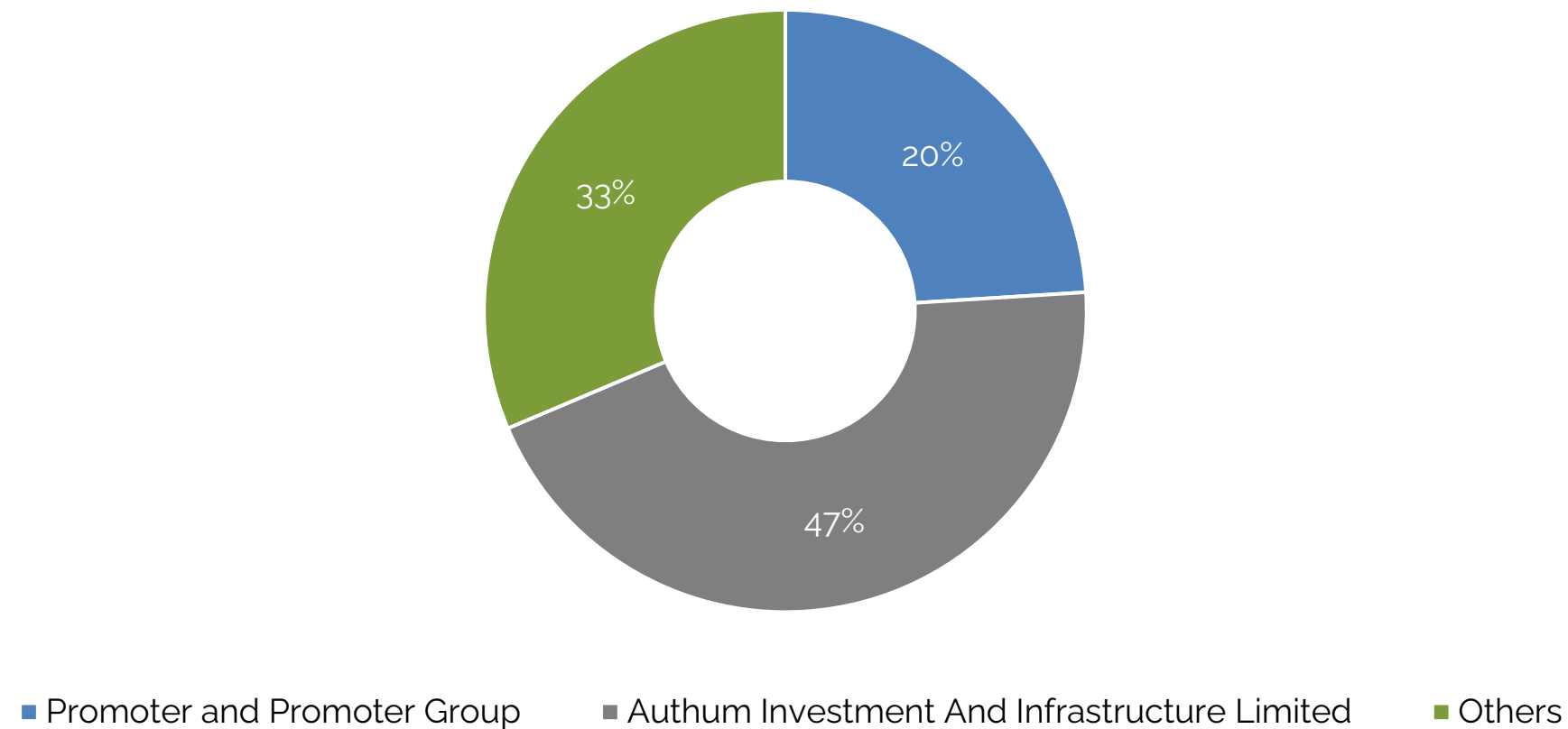
Growth drivers and projections for Tiles, Marble and Mosaic



06

Shareholding Pattern

Shareholding Pattern on fully diluted basis as on March 31, 2026
(Post conversion of warrants)



Authum Investment & Infrastructure Ltd (“Authum”)

- Authum is a listed NBFC having net worth of ~ INR 16,028 crore as on December 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 March 31, 2026

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. Amit Dhawan
Senior Advisor and Consulting Partner

30+ years of global leadership experience across staffing, logistics, security & business services



Mr. Kamal Abrol
Chief Financial Officer

30+ years of leadership experience across global finance, strategic transformation, and fintech with organizations including G4S plc, IndiGo, and TRC Securities.



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
Vice President – Sales (Tiles)

22+ years of leadership experience across reputed organizations



Mr. Bhavin Chikhhal
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.

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