



Pokarna Limited

Date: 31st January, 2022

Department of Corporate Services, BSE Limited, Phiroze Jeebhoy Towers, Dalal Street, Mumbai – 400001	Listing Department National Stock Exchange of India Ltd., Exchange Plaza, C-1, Block G, Bandra Kurla Complex, Bandra (E) Mumbai- 400 051
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Dear Sir,

Ref: Scrip Code / Symbol : 532486/ Pokarna

Sub: Result Presentation.

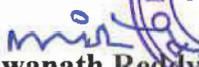
Please find enclosed Q3 FY 22 Result Presentation.

This is for your information and dissemination.

Thanking You.

Yours Sincerely,

For Pokarna Limited


M. Vishwanath Reddy
Chief Financial Officer.



CIN: L14102TG1991PLC013299

Registered & Corporate Office: Surya Towers, 105, Sardar Patel Road, Secunderabad 500 003, Telangana, India.
Phone: +91 40 6631 0111, E-mail: contact@pokarna.com, Web: www.pokarna.com



POKARNA LIMITED
India's No. 1 granite company

Q3 FY22

Results Presentation

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Financial Highlights

Business and Financial Highlights Q3 FY22– Consolidated

Q3 FY22 Performance

Business momentum remained strong, largely driven by Quartz business

Product off-take for Quartz continues to remain high – reflective of underlying demand; logistic challenges though persist

Performance of Granite and Apparel business remains soft

Granite business – Business environment remains challenging; Working towards preserving margins and profitability over growth

Quartz business – Demand momentum remains strong – newly introduced products witnessing positive response from customers; supply side challenges – container unavailability & freight cost continue to weigh in on profitability

Apparel business – Efforts directed towards improving efficiencies and containing losses

Efforts directed towards ramping up operations at New Quartz Unit.

Consolidated Financials Rs. In Cr

Particulars	Q3FY22	Q3FY21	%
Revenues	192	82	135%
EBITDA	62	28	120%
Margins (%)	32.2	34.4	(220 bps)
Depreciation	10	5	90%
Interest	9	5	80%
PAT	34	13	163%
Margins (%)	17.58	15.7	188 bps



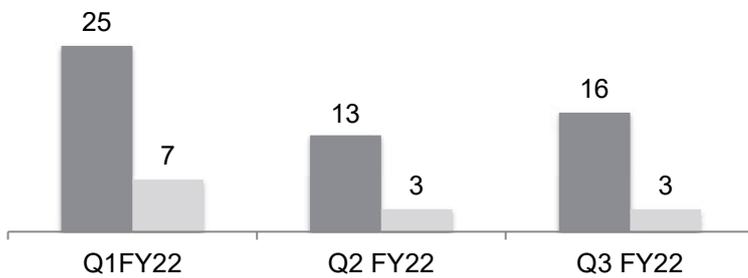
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Segmental Performance

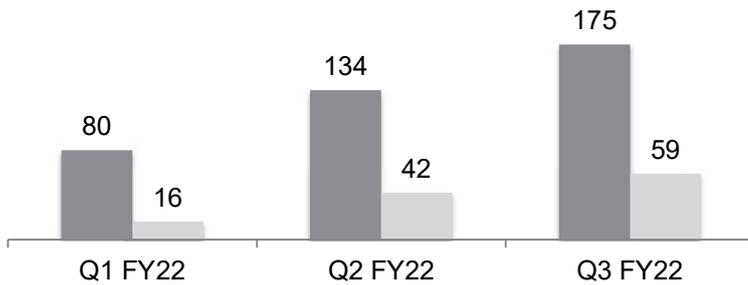
Segmental Performance

Granite



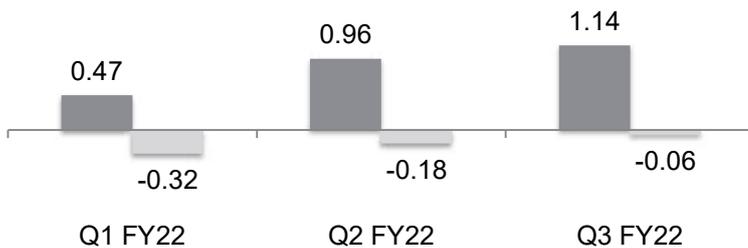
Business environment remains challenging. Prioritizing profitability over growth. Margins for the quarter stood at 21%.

Quartz Surfaces



Positive response from customers for new and existing products driving higher sales velocity. Supply side challenges though namely container unavailability and higher freight rates continue to impact business' profitability.

Apparels



Undertaking steps towards cost rationalization and containing losses

■ Revenues (Rs cr) ■ EBITDA (Rs cr)



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Key Developments

Enhancing Brand visibility



Periodic participation in International exhibition and Trade shows to amplify brand visibility and strengthen customer connect

Way Forward

Focus on improving capacity utilization at new quartz unit

Supply chain disruptions, port congestion, container unavailability and rising shipping costs continue to pose a challenge. Exports to the East coast though have smoothed to an extent

COVID-19 disruption remain a major uncertainty



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Key Strengths & Capabilities

Key Strengths & Capabilities

Quartz

- Experienced leadership team with significant tenure and track record.
- State of art production facilities and continued focus on R&D
- Comprehensively serving through private label products and Quantra brand
- Laser-focused on operational excellence
- Focused on key niches in the US market with clear roadmap to healthy margins.

Granite

- Vertically integrated with captive quarries and state of the art mining and processing infrastructure
- Broad, diverse presence by geography, for last 30 years
- Experienced management team.



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Company Overview

Business Overview



Years of Experience



State of the art Granite
Mfg. units in Telangana



State of the art Quartz
Mfg. units in Telangana
and Andhra Pradesh



State of the art Apparel
Mfg. unit in Telangana



Captive Quarries located in
Andhra Pradesh,
Telangana and Tamil Nadu



Countries of Presence

Granite

- **Backward Integrated** – Sourcing majority of raw material from captive quarries.
- **Captive quarries rich in resources** – Home to some of the most sought after colors.

Black Galaxy	Steel Grey	Tan Brown
Silver Waves	Arizona brown	Dragon Red
Hail Storm	Flash Blue	Vizag Blue
Golden Dream	Pokarna green	Tan Brown Classic
Coffee brown	Black Coffee	Cream Cashmere
Coral Gold		

- **Diverse / Rich offerings** - Company's **color palette** includes over **75 varieties** of granite sourced from India, Ukraine, Madagascar and Norway.
- **Deep entrenched relationship** with dealers across key regions of operations.

State-of-the-art Manufacturing Facilities

- Fully automated production line – Cutting edge technology armed with fully computer-controlled high speed polishing lines transforms granite from its crude form to final product unmatched in quality.



- **Factories:**

Unit – I

Survey No.123, Tooprantpet (Village), Choutuppal (Mandal), Yadadri Bhuvanagiri (District), Telangana.

Unit - II

Survey No. 563, 568 & 574, Aliabad Village, Shameerpet. (Mandal), R.R. District, Telangana.

Quartz Surfaces



- Pokarna Engineered Stone Limited (PESL) – wholly owned subsidiary of Pokarna Ltd., is India's largest manufacturer and exporter of quartz surfaces.
- Global Demand – Products exported across various geographies.
- Diverse Product offering – Color Palette of 80+ catering to best of every market across all spectrums.
- Availability of abundant Raw material: The States of Telangana and Andhra Pradesh are found to be home to some of the best quality quartz raw material.
- In addition to private label manufacturing, distributed and supplied across the globe under the brand name Quantra®.

State-of-the-art Manufacturing Facilities

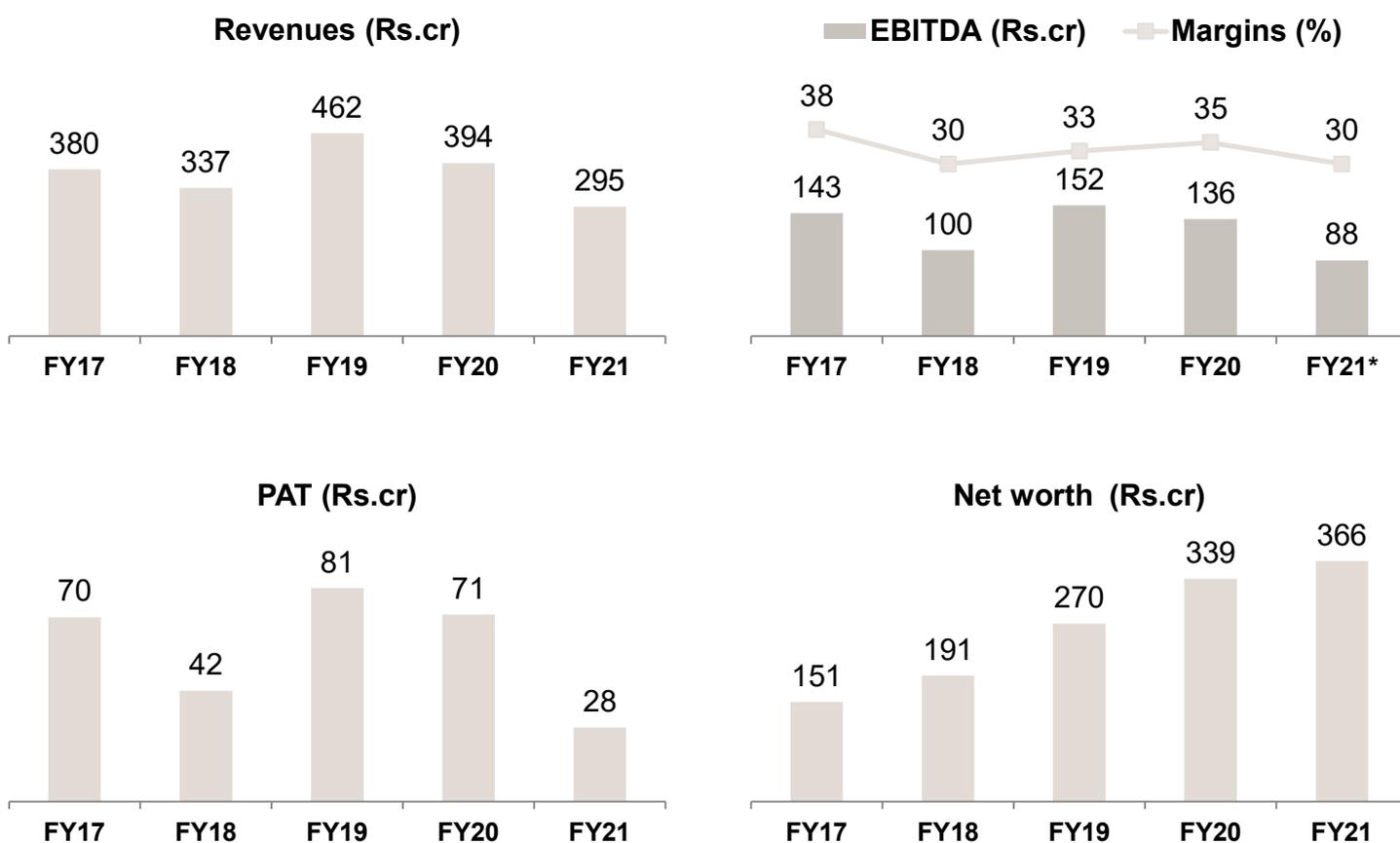
- Two state-of-the-art Manufacturing units
- Best in business technology - Bretonstone® System of Breton S.p.A, Italy.

Factory:

Unit I: Plot. No: 45, APSEZ, Achutapuram, Rambilli Mandal, Vishakapatnam District, Andhra Pradesh.

Unit II: Survey No.901-902,908-912, Mekaguda Grampanchayat, Nandigam Mandal, Ranga Reddy, Telangana

Financial Performance



* Q4FY21 includes –

- One time inventory write-down of ~Rs. 5 crore on finished goods to cover risks arising from slow-moving items, discontinued products, excess inventories and net realizable value lower than cost.
- ~Rs.6 crore towards CSR expenses, included under the head “other expenses”.

Investor Contacts

For more information about us, please visit www.pokarna.com or contact:

M.Viswanatha Reddy

Pokarna Limited

105, 1st Floor, Surya Towers, S. P. Road,

Secunderabad, Telangana – 500003

Tel: +91 40 2784 4101 / 2784 2182

Fax: +91 40 2784 2121

E-mail: companysecretary@pokarna.com

Gavin Desa / Suraj Digawalekar

CDR India

Tel: +91 22 6645 1237 / 1219

Fax: +91 22 6645 1213

E-mail: gavin@cdr-india.com

suraj@cdr-india.com

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