



**POKARNA LIMITED**  
India's No. 1 granite company

# Q1 FY23

## Results Presentation

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**POKARNA LIMITED**

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# Financial Highlights

# Business and Financial Highlights Q1 FY23– Consolidated

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## Q1 FY23 Performance

Continued revenue improvement. Overall business environment challenges however remained during the quarter

Quartz business maintained its growth momentum on the back of strong demand environment and consumer appreciation

Performance of Granite and Apparel business remains soft

**Granite business** – Competitive intensity remained elevated; subdued customer offtake. Focus remains on improving product mix and containing costs

**Quartz business** – Product offtake remains high, continue to see good response for newly launched products; supply side challenges – high input costs, container unavailability & freight costs weigh in on profitability

**Apparel business** – Efforts directed towards improving efficiencies and containing losses

# Consolidated Financials Rs. In Cr

Particulars	Q1FY23	Q1FY22	%	Q4 FY22	%
Revenues	240	105	128	204	17.5
EBITDA	59	23	155	46	29
<b>Margins (%)</b>	<b>24.6*</b>	<b>22</b>	<b>+260 bps</b>	<b>22.5</b>	<b>+210 bps</b>
Depreciation	10	9	10	10	-
Interest	9	8	12	9	-
PAT	28	4	605	20	42
<b>Margins (%)</b>	<b>11.87</b>	<b>3.8</b>	<b>+807 bps</b>	<b>9.8</b>	<b>+207 bps</b>

\*Margins for the quarter would have been better but for the forex loss of Rs.6.82 cr on account of restatement of debt drawn for establishing new unit, which was offset against the forex gain on exports and net forex loss charged to P & L account is Rs.1.65 cr reported under other expenses



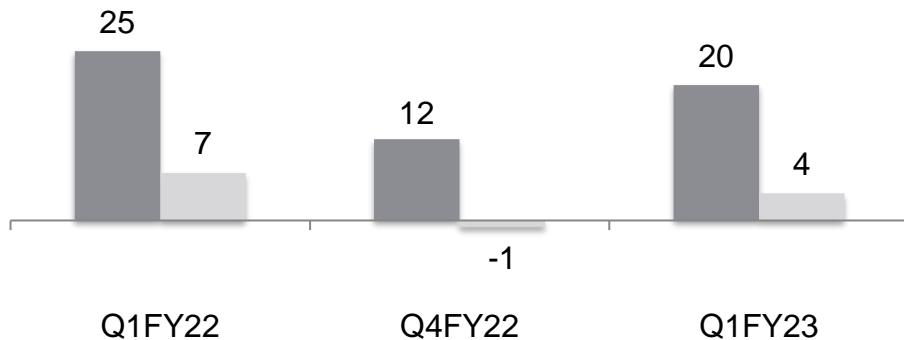
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# Segmental Performance

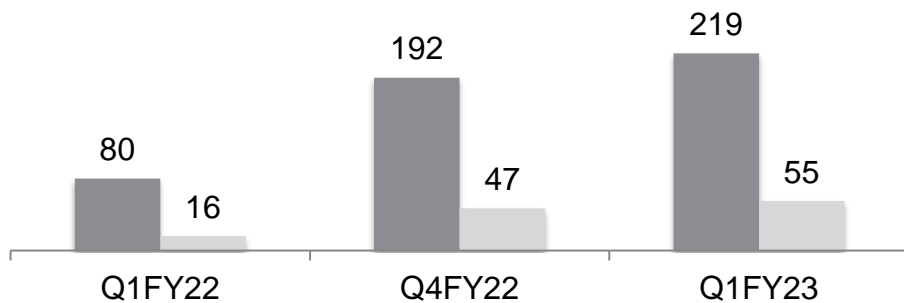
# Segmental Performance

Granite



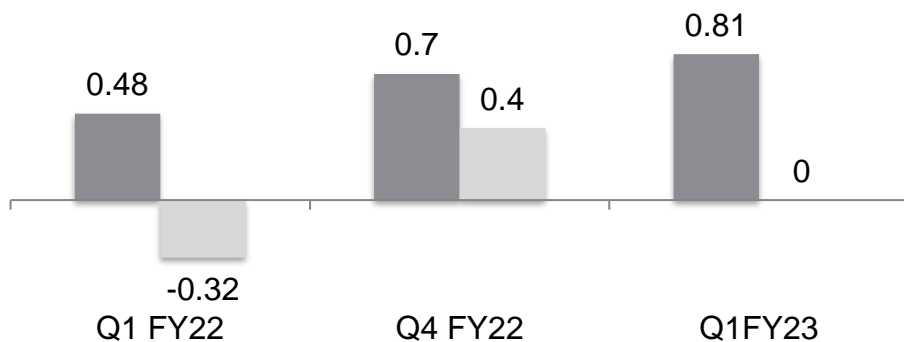
*Business environment remains challenging – while sequentially we have seen an improvement, on an overall basis business continues to face growth hurdles*

Quartz Surfaces



*Revenue growth remains strong on the back of higher offtake of products and new product launches. Expect sales momentum to sustain as new unit starts ramping up production. Operating margins stood at 25% for the quarter.*

Apparels



*Undertaking steps towards cost rationalization and containing losses*



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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

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Focus on improving capacity utilization of 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



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# Key Strengths & Capabilities

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## 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

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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

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- 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:

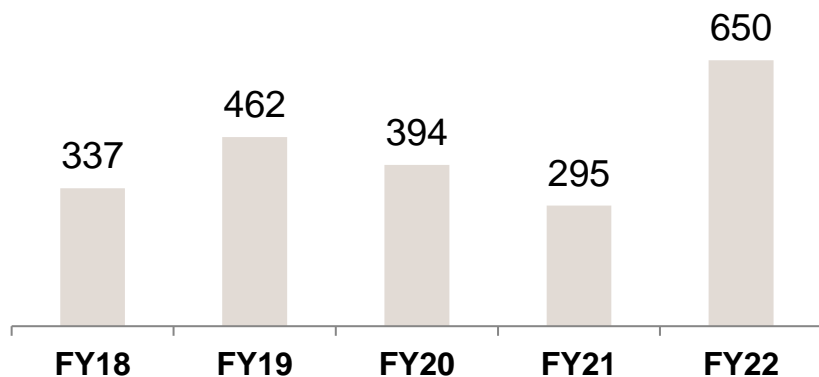
Unit I: Plot. No: 45, APSEZ, Achutapuram, Rambilli Mandal, Vishakapatnam District, Andhra Pradesh.

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

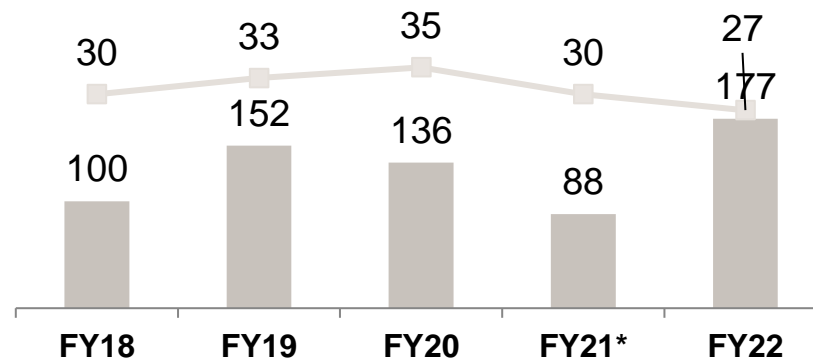


# Financial Performance

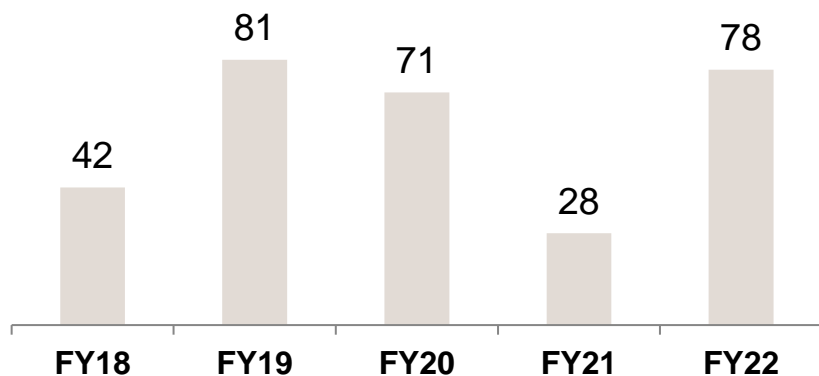
### Revenues (Rs.cr)



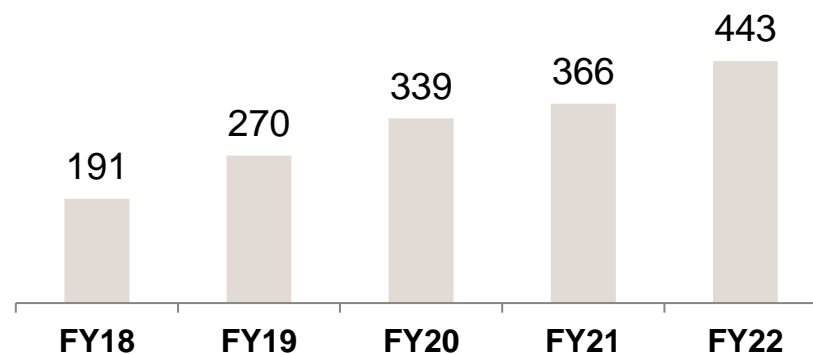
### EBITDA (Rs.cr) Margins (%)



### PAT (Rs.cr)



### Net worth (Rs.cr)



# Investor Contacts

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