



Pokarna Limited

Date: 9th November, 2022

BSE Limited,
Phiroze Jeebhoy Towers,
Dalal Street, Fort
Mumbai - 400001

National Stock Exchange of India Ltd.,
Exchange Plaza, C-1, Block G,
Bandra Kurla Complex, Bandra (E)
Mumbai- 400 051

Scrip Code:532486

Symbol: POKARNA

Dear Sir/Madam,

**Subject: SEBI (Listing Obligations and Disclosure Requirements) Regulations,
2015 - Q2 FY23 Results Presentation**

Reference the captioned subject, we are attaching herewith Q2 FY23 results presentation.

Kindly take the same on record.

Yours Faithfully,
For and on behalf of Pokarna Limited

Piyush Khandelwal
Company Secretary & Compliance Officer

CIN: L14102TG1991PLC013299

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POKARNA LIMITED
India's No. 1 granite company

Q2 FY23

Results Presentation

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Financial Highlights

Business and environment overview

Engineered Quartz

- A robust pipeline of new exotic designs. PESL has introduced a range of new exotic designs from its Unit 2. Commercial production of the new designs has begun in Q3 of Fy 22-23.
- Actively monitoring environment. Inflationary pressures and higher interest rates are resulting in financial and psychological barriers for the building and building materials industries which in turn translates to some slowing of demand. We're taking aggressive steps to address near-term challenges with the development and introduction of new exotic designs which will place us in a relatively better position.
- Improving freight scenario: Declining freight rates and better ship availability augurs well
- Raw material prices stabilizing: Prices of key raw materials have moderated over the last quarter

Granite

- Demand environment continues to be muted
- Constant thrust on cost rationalisation

Consolidated Financials Rs. In Cr

Particulars	Q2FY23	Q2FY22	%	H1 FY23	H1 FY22	%
Revenues	213	148	44	453	254	79
EBITDA	54	45	18	113	69	64
Margins (%)	25.10	30.64	(554 bps)	24.87	27.06	(219 bps)
Depreciation	10	9	11	21	19	11
Interest	9	10	-3	19	18	4
PAT	24	20	18	52	24	115
Margins (%)	11.25	13.74	(249 bps)	11.58	9.63	195 bps



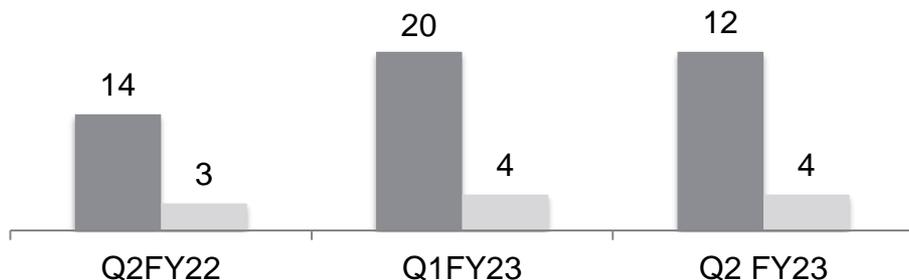
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Segmental Performance

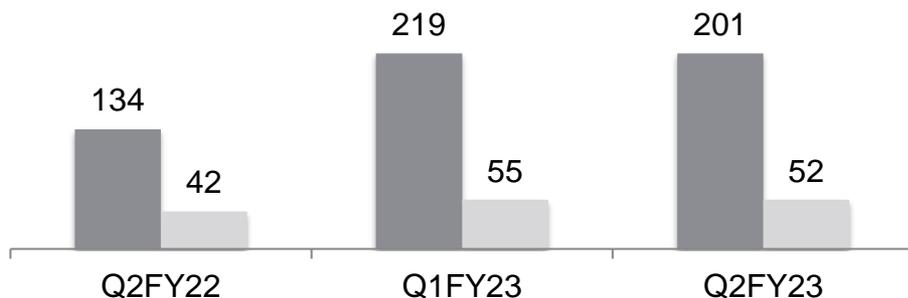
Segmental Performance

Granite



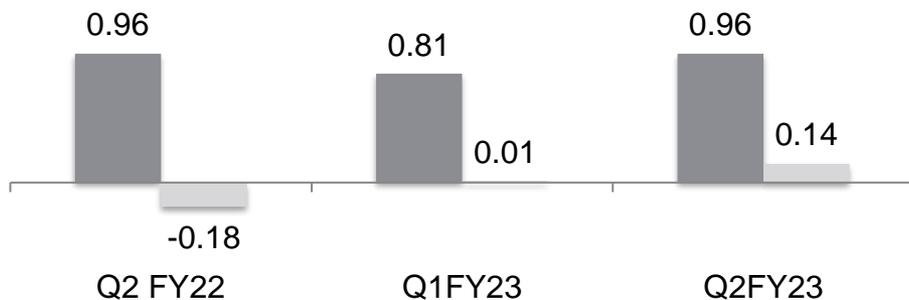
Despite revenue moderation, efforts towards containing costs resulted in maintaining overall profitability for the business.

Quartz Surfaces



Higher product offtake coupled with stabilising operations at unit 2 resulted in revenue growth. While freight rates have moderated, raw material prices continue to remain elevated resulting in margins of 26% for Q2FY23

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

Focus on improving capacity utilization of new quartz unit

Declining freight rates and better ship bodes well for the business however volatile commodity prices pose near term challenges.



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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.

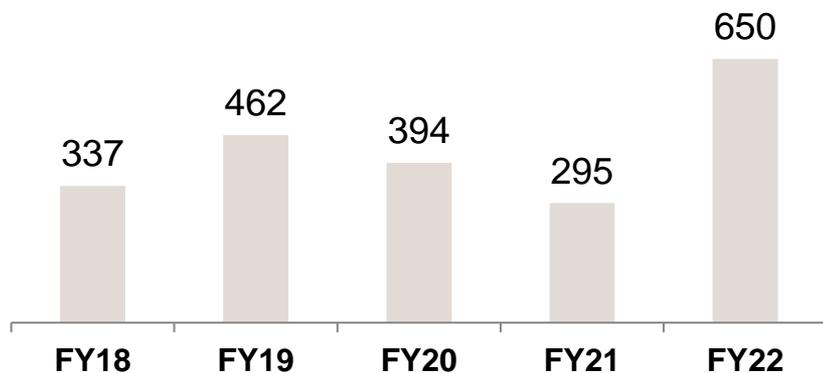
Factory:

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

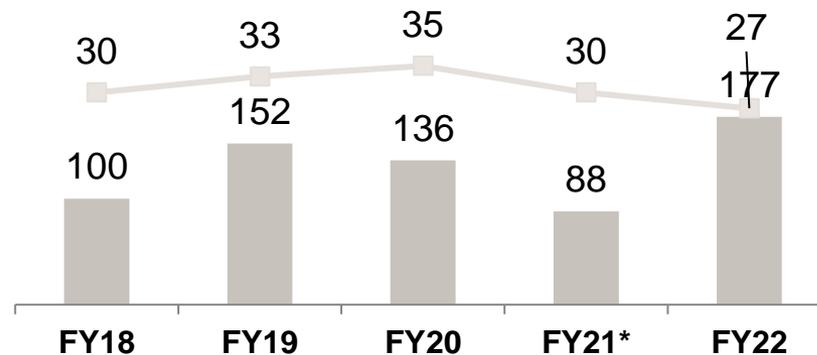
Unit II: Survey No.901-902,908-912, Mekaguda Grampanchayat, Nandigam Mandal, Ranga Reddy, Telangana

Financial Performance

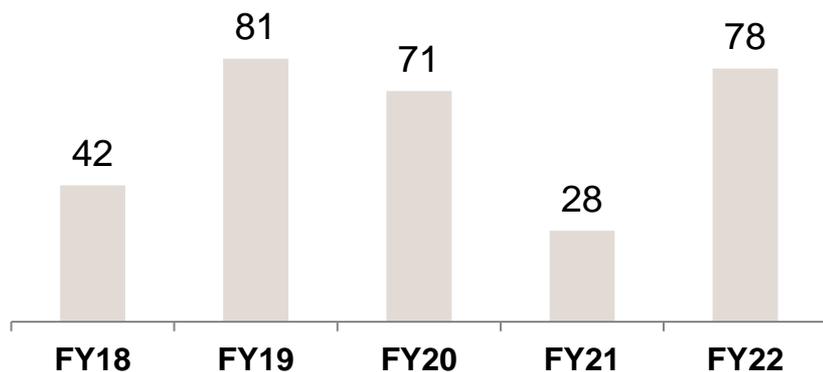
Revenues (Rs.cr)



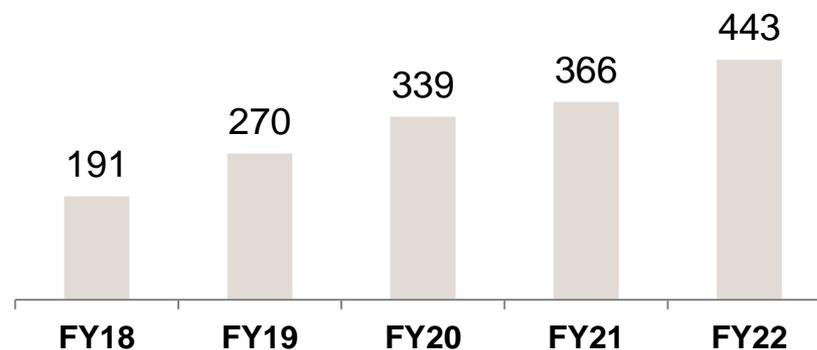
EBITDA (Rs.cr) Margins (%)



PAT (Rs.cr)



Net worth (Rs.cr)



Investor Contacts

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