



Pokarna Limited

Date: August 9, 2023

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 Sirs,

Presentation to Investors/Analysts

We forward herewith a presentation that will be made to the Investors/ Analysts in connection with the Unaudited Financial Results (Consolidated and Standalone) of the Company for the Quarter ended 30th June, 2023.

Thanking You,

Yours Faithfully,

For and on behalf of Pokarna Limited

DISHA Digitally signed
by DISHA JINDAL
Date: 2023.08.09
18:44:37 +05'30'
JINDAL

Disha Jindal
Company Secretary and Compliance officer

Encl: a/a

CIN: L14102TG1991PLC013299

Registered and Corporate Office: Surya Towers, 105, Sardar Patel Road, Secunderabad 500 003, Telangana, India.

Phone: +91 40 6631 0111, **Email:** contact@pokarna.com, **Web:** www.pokarna.com



POKARNA LIMITED
India's No. 1 granite company

Q1FY24

Results Presentation

Table of Content

Financial Highlights

3

Segmental Performance

6

Key Developments

8

Key Strengths & Capabilities

11

Company Overview

13

Safe Harbor

No representation or warranty, express or implied, is made as to, and no reliance should be placed on, the fairness, accuracy, completeness or correctness of the information or opinions contained in this presentation. Such information and opinions are in all events not current after the date of this presentation. Certain statements made in this presentation may not be based on historical information or facts and may be "forward looking statements" based on the currently held beliefs and assumptions of the management of the Company, which are expressed in good faith and in their opinion reasonable, including those relating to the Company's general business plans and strategy, its future financial condition and growth prospects and future developments in its industry and its competitive and regulatory environment.

Forward-looking statements involve known and unknown risks, uncertainties and other factors, which may cause the actual results, financial condition, performance or achievements of the Company or industry results to differ materially from the results, financial condition, performance or achievements expressed or implied by such forward-looking statements, including future changes or developments in the Company's business, its competitive environment and political, economic, legal and social conditions. Further, past performance is not necessarily indicative of future results. Given these risks, uncertainties and other factors, viewers of this presentation are cautioned not to place undue reliance on these forward-looking statements. The Company disclaims any obligation to update these forward-looking statements to reflect future events or developments.

This presentation is for general information purposes only, without regard to any specific objectives, financial situations or informational needs of any particular person. This presentation does not constitute an offer or invitation to purchase or subscribe for any securities of the Company by any person in any jurisdiction, including India and the United States. No part of it should form the basis of or be relied upon in connection with any investment decision or any contract or commitment to purchase or subscribe for any securities. The Company may alter, modify or otherwise change in any manner the content of this presentation, without obligation to notify any person of such change or changes. This presentation may not be copied or disseminated in any manner.



POKARNA LIMITED

India's No. 1 granite company

Financial Highlights

Business and environment overview

- Believe channel inventories haven't yet fully reduced and may take more time to bottom out. Residential remodelling remains a significant headwind for the industry due to decreased home sales and postponed improvement projects.
- Price competition from Southeast Asia is intensifying amid decreasing volumes. Asset utilization has stayed low due to lower demand. In short, the business outlook remains dynamic due to challenges posed by the complex macroeconomic environment and volatile business trends. Our focus remains on cost control and enhancing productivity initiatives, exploring new markets, and expanding the distribution network.
- We are also developing alternative product formulations to meet the demand for low respirable crystalline silica products.
- At Pokarna, we're proactively tackling present challenges while positioning ourselves for forthcoming opportunities. As the industry makes a recovery, our quartz business is poised to gather momentum. In the U.S., the shortage of housing supply and the demand for renovating aging homes will propel business expansion, driven by increased investments in favourable conditions. These factors will contribute to the growth of our products in long term.

Consolidated Financials Rs. In Cr

Particulars	Q1FY24	Q1FY23	%	Q4FY23	%
Revenues	162	240	(32%)	162	0.40%
EBITDA	49	62	(22%)	35	38%
Margins (%)	30%	25%	+500bps	22%	+800bps
Depreciation	12	10	12%	10	11%
Interest	10	12	(20%)	11	(14%)
PAT	18	29	(37%)	11	68%
Margins (%)	11%	12%	(100bps)	7%	+400bps



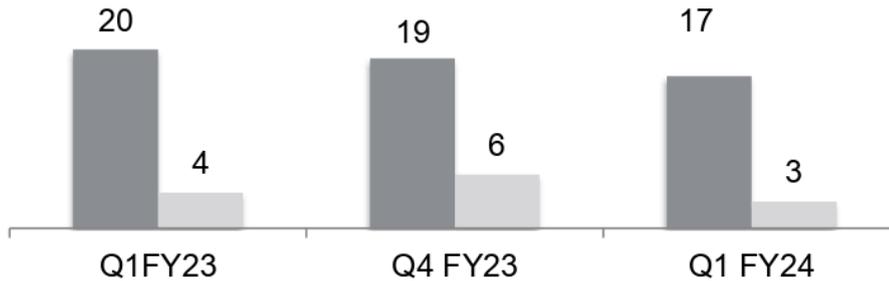
POKARNA LIMITED

India's No. 1 granite company

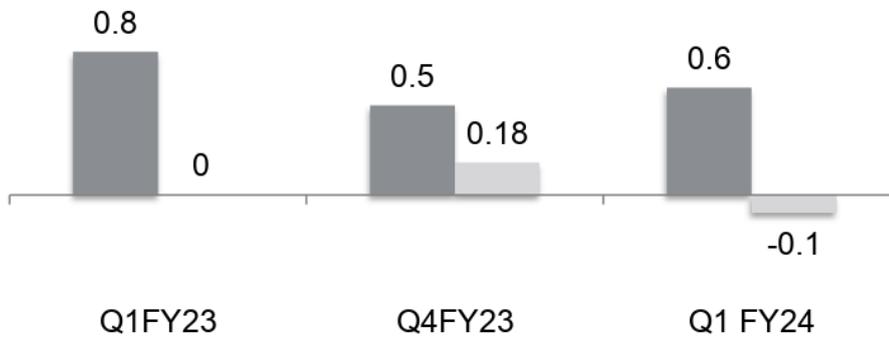
Segmental Performance

Segmental Performance

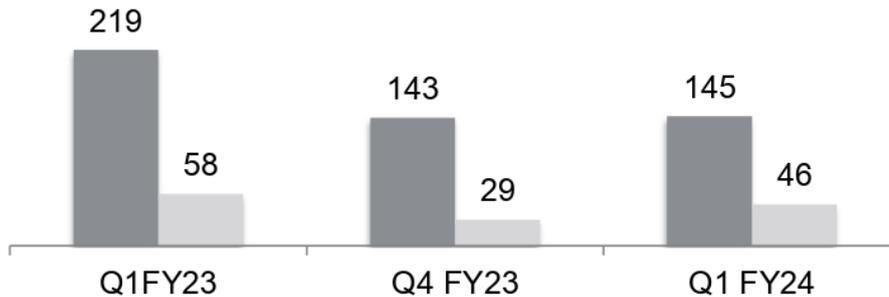
Granite



Apparels



Quartz Surfaces



■ Revenues (Rs cr) ■ EBITDA (Rs cr)

- Granite industry challenges persist due to China's demand slowdown. Also impacted by State governments' tax measures
- Cautious outlook for both granite mining and apparel business
- Adaptive actions will be taken as required

- Margins improved through introduction of new exotic designs, lower raw material costs, and reduced shipping prices
- Customers in US, Canada, Russia, France, Mexico, UAE, Palestine, and more
- The US countertop industry is facing headwinds due to higher interest rates, ongoing inflation, and reduced consumer confidence. Challenge in predicting cycle extent and full-year outlook due to global complexity.



POKARNA LIMITED

India's No. 1 granite company

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 while maintaining margins in present range

Rising interest rates, higher inflation and declining consumer confidence are likely to impact demand momentum in the near term



POKARNA LIMITED

India's No. 1 granite company

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.



POKARNA LIMITED

India's No. 1 granite company

Company Overview

Business Overview



30

Years of Experience



2

State of the art Granite
Mfg. units in Telangana



2

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



1

State of the art Apparel
Mfg. unit in Telangana



10+

Captive Quarries located in
Andhra Pradesh,
Telangana and Tamil Nadu



20+

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.

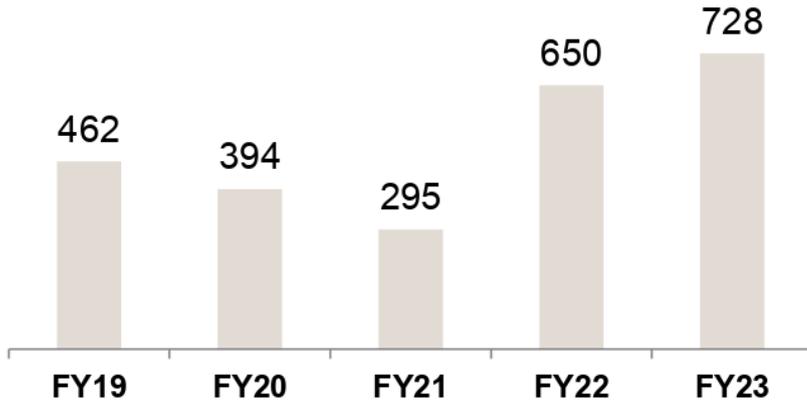
Factory:

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

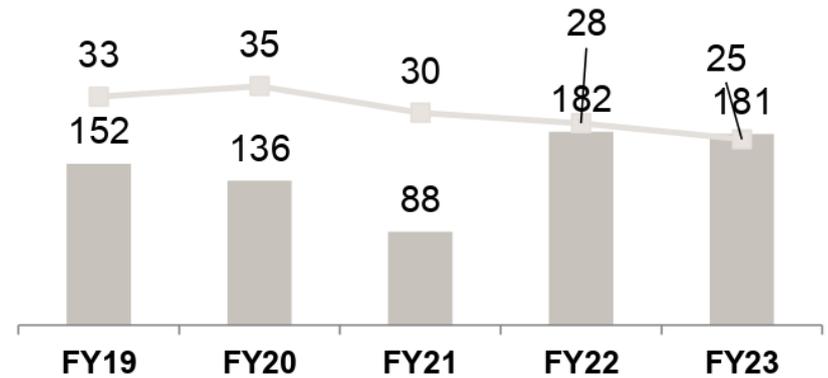
Unit II: Survey No.901-902,908-912, Mekaguda Grampanchayat, Nandigam Mandal, Ranga Reddy, Telangana

Financial Performance

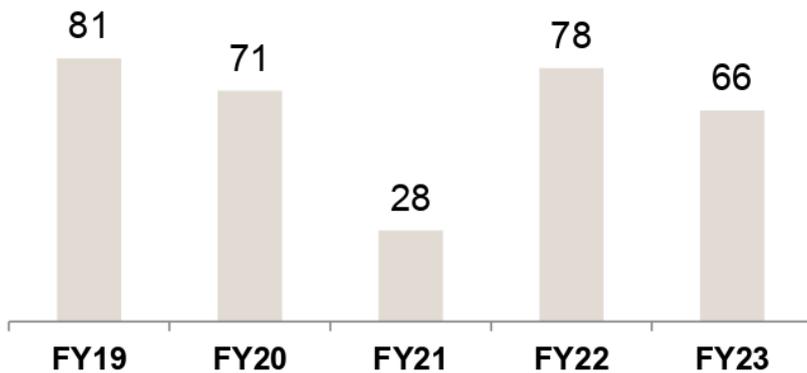
Revenues (Rs.cr)



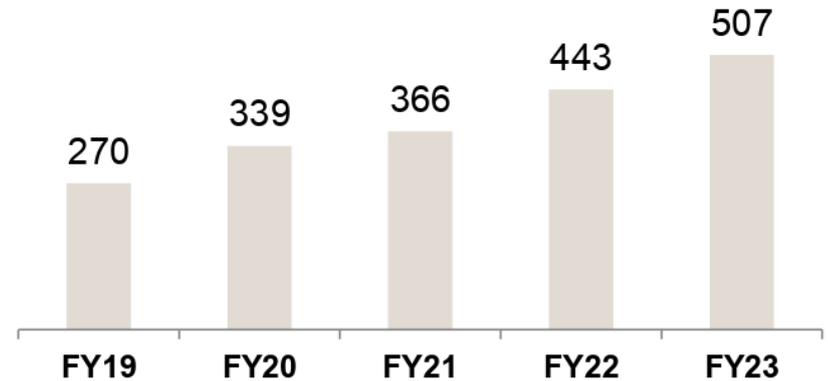
EBITDA (Rs.cr) Margins (%)



PAT (Rs.cr)



Net worth (Rs.cr)



Investor Contacts

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

Quantra[®]
quartz

STANZA[®]
Sameness Deleted

BSE : 532486 NSE: POKARNA
CIN: L14102TG1991PLC013299