



Pokarna Limited

Date: February 7, 2024

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 Nine months and Quarter ended 31st December, 2023.

Thanking You,

Yours Faithfully,

For and on behalf of Pokarna Limited

DISHA Digitally signed
by DISHA JINDAL
Date: 2024.02.07
12:53:14 +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

Q3 & 9MFY24

Results Presentation

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POKARNA LIMITED

India's No. 1 granite company

Financial Highlights

Business and environment overview

- Business environment remains uncertain with demand trends in innovation and remodeling activities remaining soft across key global markets
- General consumption trend remains subdued due to sluggish residential sales and heightened competition in the United States and Canada
- Witnessing a delay in residential projects as customers defer plans, influenced by elevated interest rates and an inflationary environment
- Pokarna Ltd. is dedicated to enhancing business efficiency by implementing a flexible pricing structure, making prudent investments in sales and marketing campaigns, and intensifying research and development efforts to introduce a innovative and appealing range of products.

Consolidated Financials Rs. In Cr

Particulars	Q3FY24	Q3FY23	%	9MFY24	9MFY23	%
Revenues	165	113	46%	527	566	-7%
EBITDA	54	27	98%	176	146	20%
Margins (%)	33	24	+900bps	33	26	+700bps
Depreciation	10.75	10.55	2%	32	31	3%
Interest	9	12	-26%	30	37	-17%
PAT	21	3	709%	72	55	30%
Margins (%)	12.87	2.32	+1055bps	13.63	9.73	+390bps



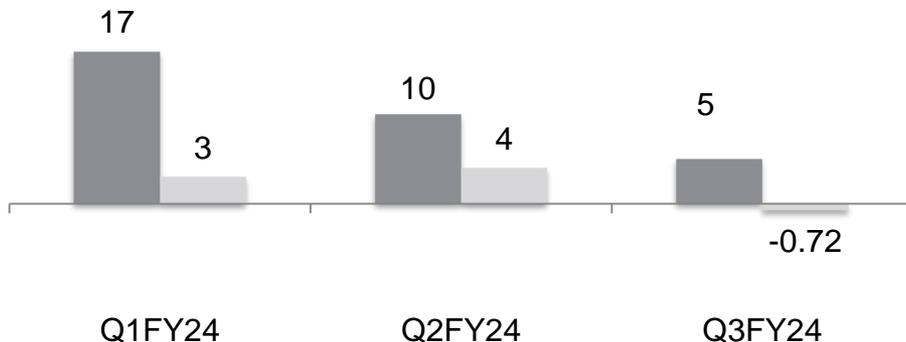
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Segmental Performance

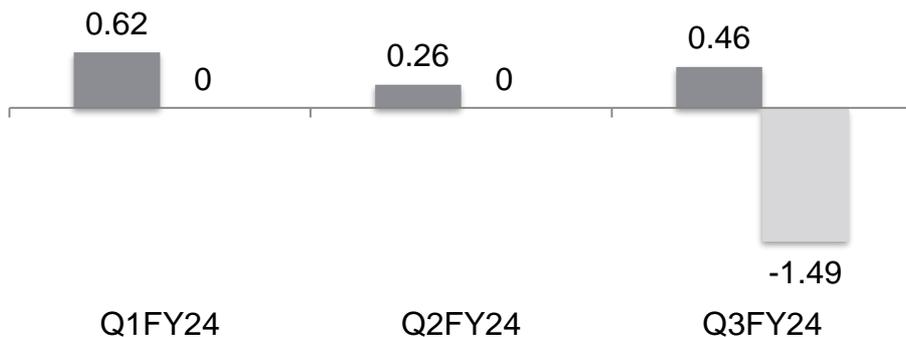
Segmental Performance

Granite



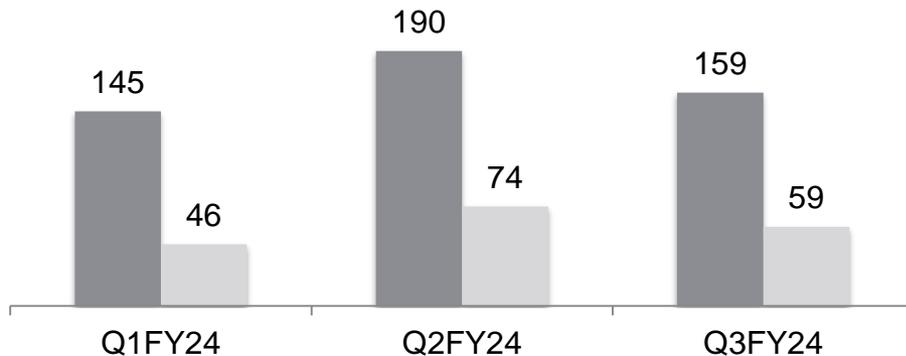
- Demand sentiments remains muted
- Efforts directed towards containing costs
- Maintain cautious outlook for both granite mining and apparel business

Apparels



- Garnering positive response across markets for newly launched products
- Better product mix coupled with prudent cost management helped in sustaining 36% EBITDA margins

Quartz Surfaces



- Demand environment yet to revive, high inflation and interest rate affecting buyers' sentiments

■ 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 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



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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.

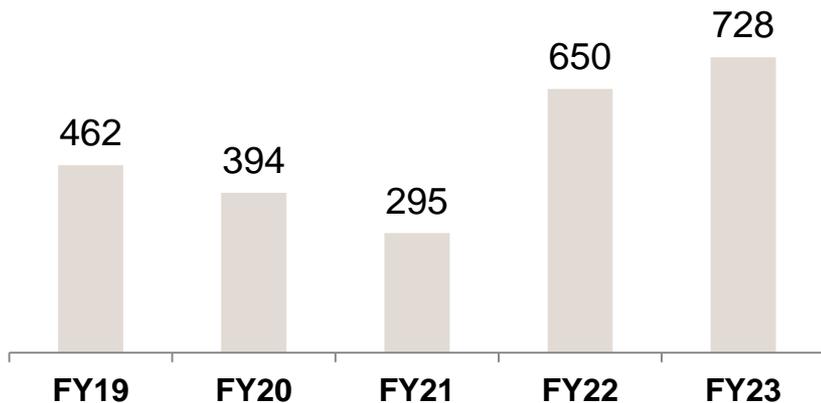
Factory:

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

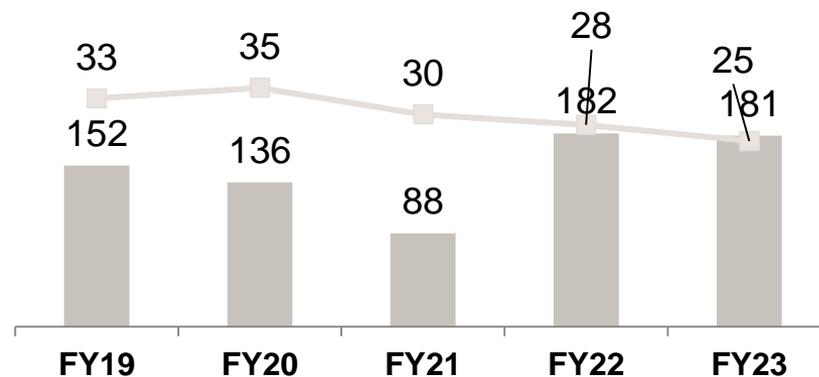
Unit II: Survey No.901-902,908-912, Mekaguda Grampanchayat, Nandigam Mandal, Ranga Reddy, Telangana

Financial Performance

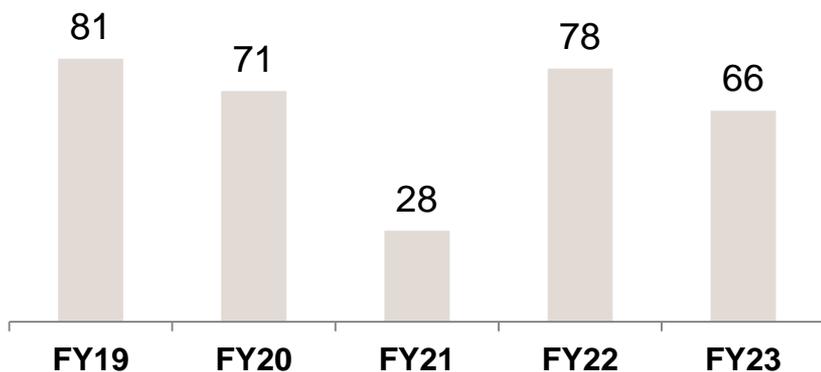
Revenues (Rs.cr)



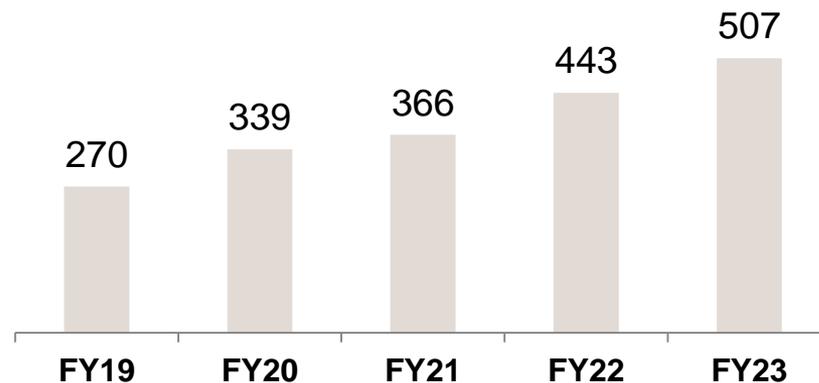
EBITDA (Rs.cr) Margins (%)



PAT (Rs.cr)



Net worth (Rs.cr)



Investor Contacts

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

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quartz

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