



Date: August 13, 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 (Standalone and Consolidated) of the Company for the Quarter ended 30<sup>th</sup> June, 2024.

Thanking You,

Yours Faithfully,

**For and on behalf of Pokarna Limited**

Gautam  
Chand Jain

Digitally signed by  
Gautam Chand Jain  
Date: 2024.08.13  
17:29:09 +05'30'

**Gautam Chand Jain**  
**Chairman & Managing Director**  
**(DIN: 00004775)**

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](mailto:contact@pokarna.com), **Web:** [www.pokarna.com](http://www.pokarna.com)



# Q1FY25

## Results Presentation

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India's No. 1 granite company

# Financial Highlights

# Business and environment overview

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- The US residential remodeling sector continues to experience strain as inflation and future uncertainties lead consumers to delay major discretionary purchases.
- We are focusing on managing the aspects of our business within our control, such as working on launching innovative quartz products.
- Expect shipping / freight expenses to remain elevated in the near term.
- We continue to receive strong, positive feedback for our quartz from customers in new geographies like Canada, France, Mexico, and Russia.
- Installation of Kreos, a new-generation mixture extrusion and distribution system from Breton of Italy, is in progress for commercialization in Q3FY25. Kreos is designed to produce full-body, ultra-thin, and uniquely innovative aesthetic slabs.
- CHROMIA from Breton of Italy too, which is designed for decorating engineered stone slabs with high-definition digital printing, is on track to commence operations at the end of the current fiscal. This technology allows for printing precise, intricate patterns and vibrant colors, enhancing the aesthetic appeal and customizability of slabs.
- Los Angeles County, US, jury has made a ruling in a silicosis lawsuit involving certain stone companies. Please note that our company is not connected to or involved in this lawsuit.

# Consolidated Financials Rs. In Cr

Particulars	Q1FY25	Q1FY24	%	Q4FY24	%
Revenues	193	162	19%	162	19%
EBITDA	66	49	35%	44	50%
<b>Margins (%)</b>	<b>34</b>	<b>30</b>	<b>+400 bps</b>	<b>27</b>	<b>+700 bps</b>
Depreciation	12	12	-	11	1.65%
Interest	9	10	-9.54%	9	-
PAT	33	18	84.65%	15.5	113.35%
<b>Margins (%)</b>	<b>17</b>	<b>11</b>	<b>+600 bps</b>	<b>10</b>	<b>+700 bps</b>



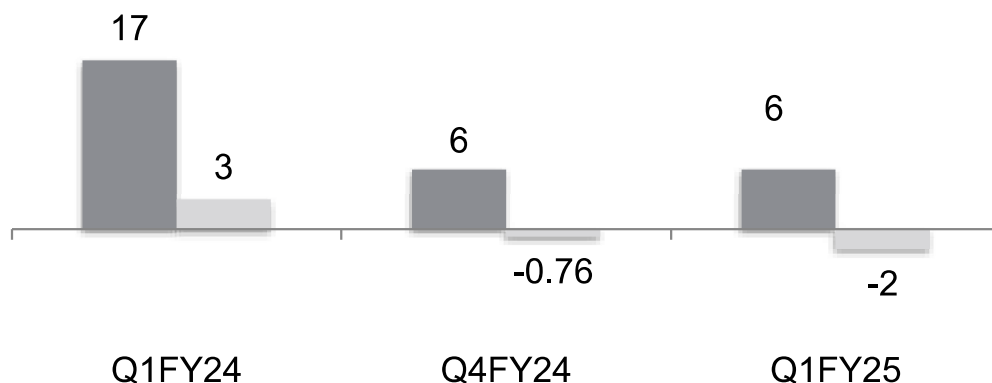
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# Segmental Performance

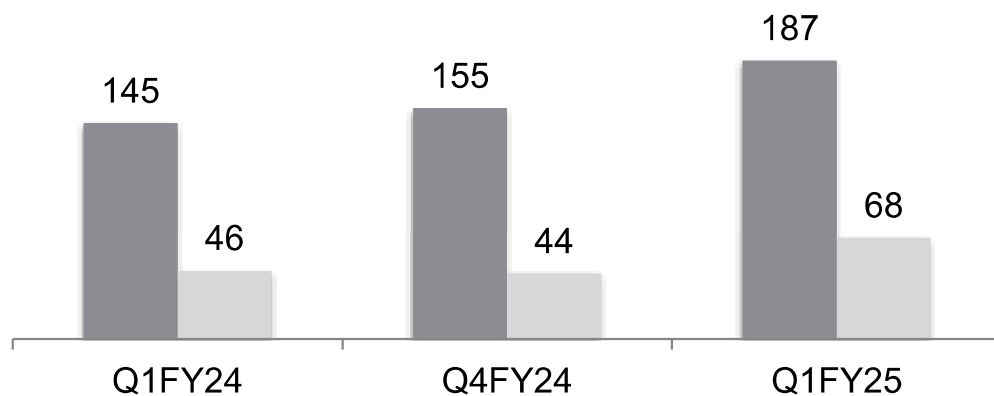
# Segmental Performance

Granite



- **Granite:** Focusing on the quarrying business to navigate the present challenging conditions. Our efforts are directed towards getting the division back on the profitability track in FY 25
- **Apparel:** In the meeting held on 23rd March 2024, Board approved to transfer, sell, lease, exchange, hive off, or otherwise dispose of the Apparel Business on a going concern basis.

Quartz Surfaces



- While economic headwinds and related demand conditions continued to impact our industry in the US during the quarter, differentiated offering and product mix drove revenues and profit growth during the quarter.
- Expect revenue and profitability on similar lines in the next quarter.





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# Key Developments

# Enhancing Brand visibility

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



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# Key Strengths & Capabilities

# 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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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.  
\*Discontinued



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

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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.

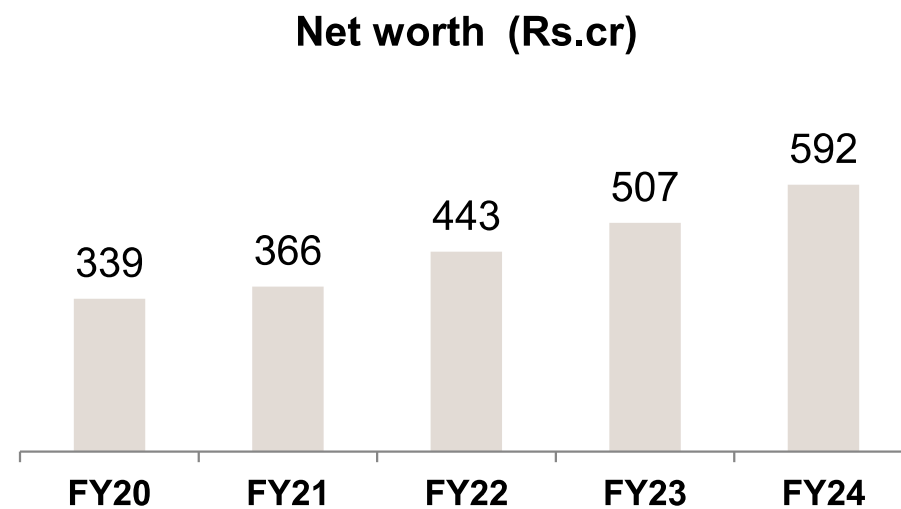
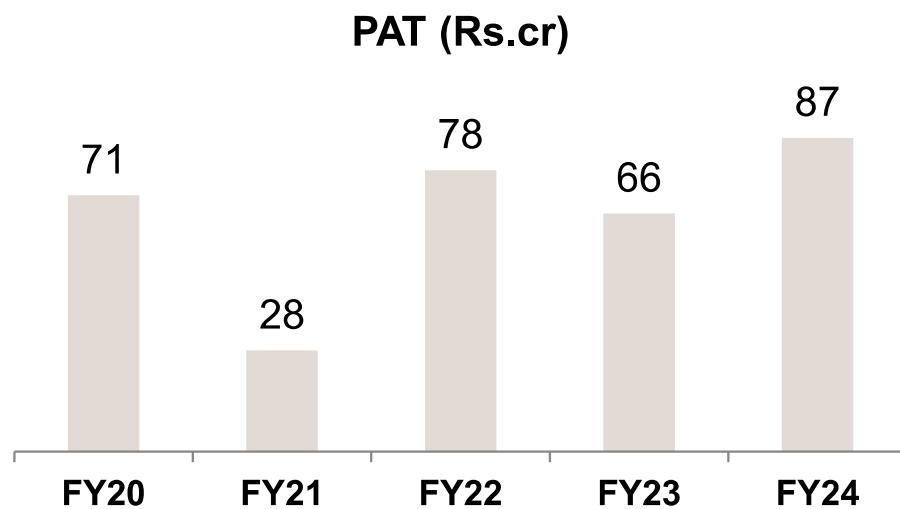
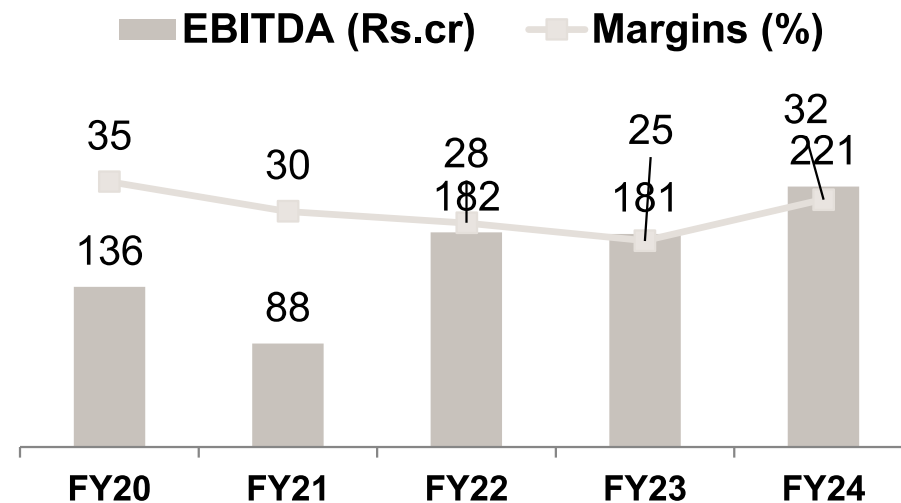
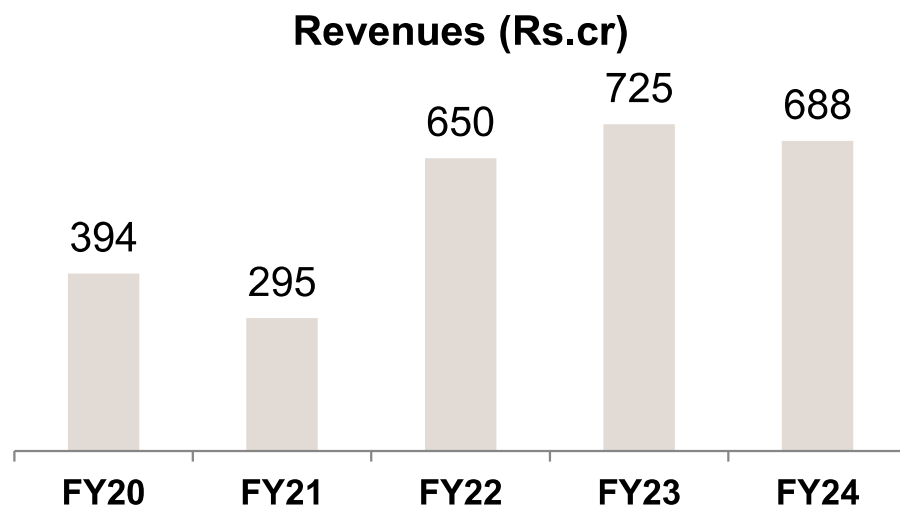
### Factory:

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



# Consolidated Financial Performance



# Investor Contacts

*For more information about us, please visit [www.pokarna.com](http://www.pokarna.com) or contact:*

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**CIN: L14102TG1991PLC013299**