



Pokarna Limited

Date: 01st November, 2021

Department of Corporate Services, BSE Limited, Phiroze Jeebhoy Towers, Dalal Street, Mumbai – 400001	Listing Department National Stock Exchange of India Ltd., Exchange Plaza, C-1, Block G, Bandra Kurla Complex, Bandra (E) Mumbai- 400 051
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Dear Sir,

Ref: Scrip Code / Symbol : 532486/ Pokarna

Sub: Result Presentation.

Please find enclosed Q2 FY 22 Result Presentation.

This is for your information and dissemination.

Thanking Your,

Yours Faithfully,

For Pokarna Limited



Babita Chandrakar

Company Secretary and Compliance Officer

CIN: L14102TG1991PLC013299

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POKARNA LIMITED
India's No. 1 granite company

Q2 FY22

Results Presentation

Table of Content

Financial Highlights

3

Segmental Performance

6

Key Developments

8

Key Strengths & Capabilities

11

Company Overview

13

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Financial Highlights

Business and Financial Highlights Q2 FY22– Consolidated

Q2 FY22 Performance

Quartz business continues to perform well; revenue growth of 98% over Q2FY21

Demand momentum for Quartz products remains strong; logistical hurdles continue to persist

Performance of Granite and Apparel business remains soft

Granite business – Operating environment remains challenging; focused on preserving profitability over growth

Quartz business – Strong demand continues to drive revenue momentum – positive response for new products; supply side challenges – container unavailability & freight cost weighing in on profitability

Apparel business – Efforts directed towards improving efficiencies and containing losses

Efforts directed towards ramping up operations at New Quartz Unit.

Consolidated Financials Rs. In Cr

Particulars	Q2FY22	Q2FY21	%
Revenues	148	94	58%
EBITDA	45	40	15%
Margins (%)	30.64	42.17	-28%
Depreciation	9	5	77%
Interest	10	5	81%
PAT	20	21	-2%
Margins (%)	13.74	22.3	-40%



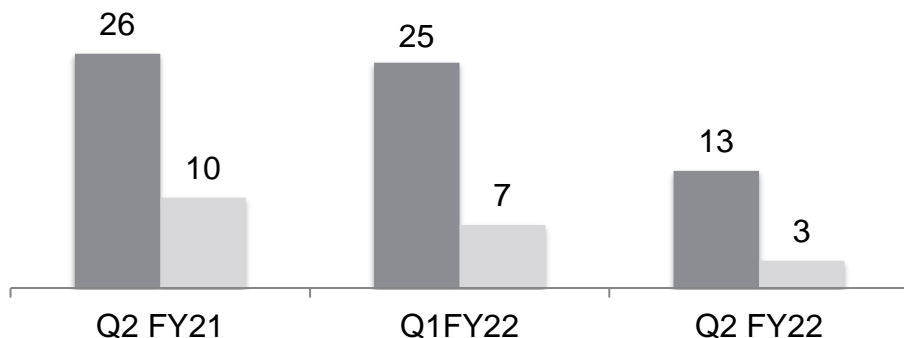
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Segmental Performance

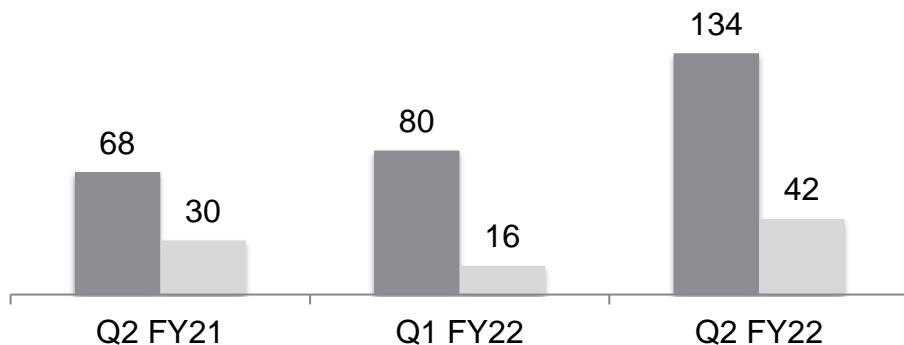
Segmental Performance

Granite



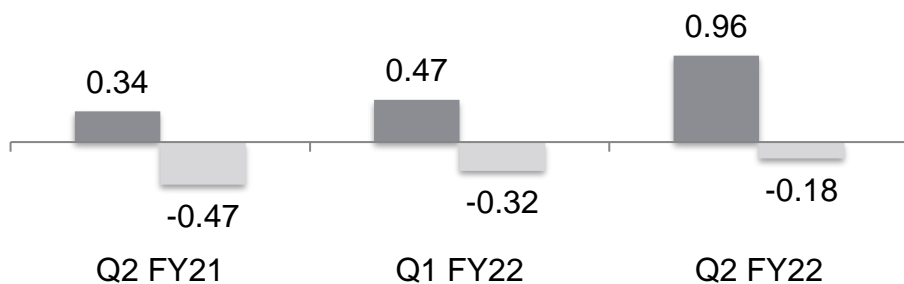
Business environment remains challenging. Prioritizing profitability over growth. Margins for the quarter stood at 26%.

Quartz Surfaces



Demand momentum remains strong. Heartened by positive response to the newly introduced products. Supply side challenges though namely container unavailability and higher freight rates continue to impact business' profitability.

Apparels



Undertaking steps towards 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 at 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

COVID-19 disruption remain a major uncertainty



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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.

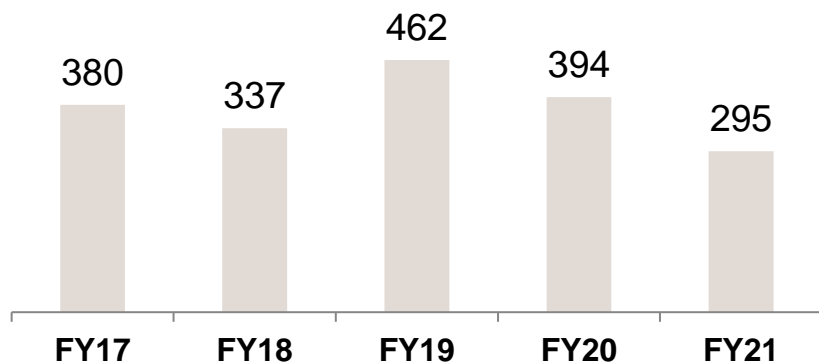
Factory:

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

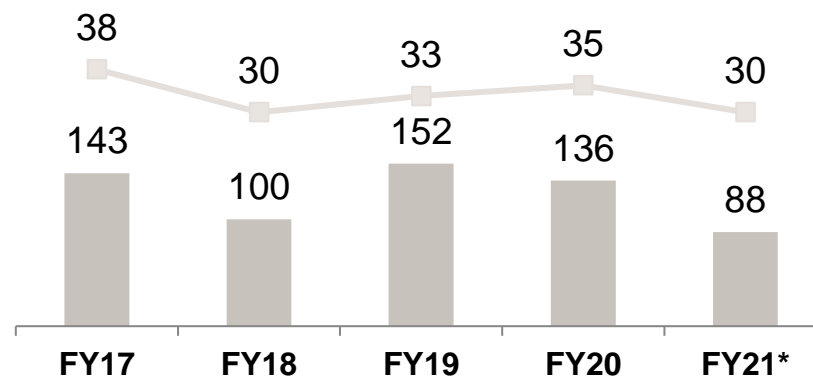
Unit II: Survey No.901-902,908-912, Mekaguda Grampanchayat, Nandigam Mandal, Ranga Reddy, Telangana

Financial Performance

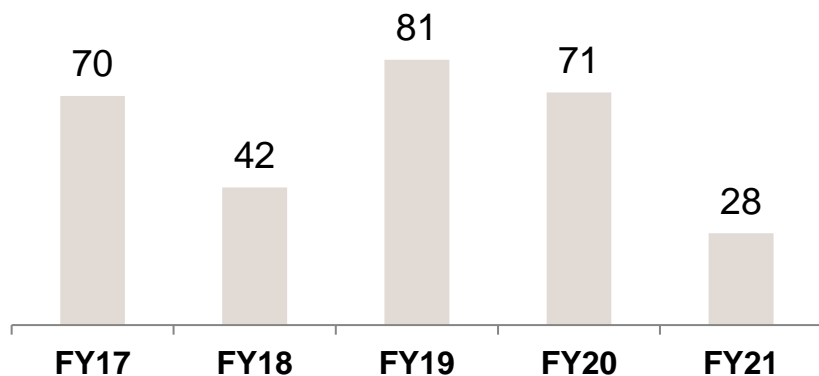
Revenues (Rs.cr)



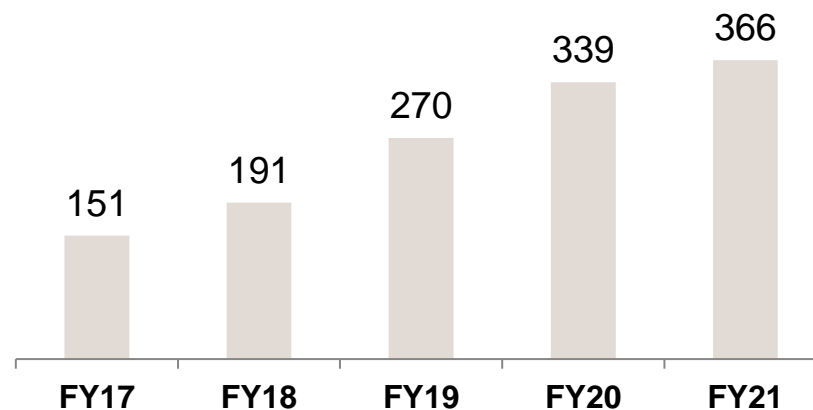
EBITDA (Rs.cr) Margins (%)



PAT (Rs.cr)



Networth (Rs.cr)



* Q4FY21 includes –

- One time inventory write-down of ~Rs. 5 crore on finished goods to cover risks arising from slow-moving items, discontinued products, excess inventories and net realizable value lower than cost.
- ~Rs.6 crore towards CSR expenses, included under the head “other expenses”.

Investor Contacts

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

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