



## Pokarna Limited

Date: November 8, 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 Half year and Quarter ended 30<sup>th</sup> September, 2023.

Thanking You,

Yours Faithfully,

**For and on behalf of Pokarna Limited**

DISHA  
JINDAL

Digitally signed by  
DISHA JINDAL  
Date: 2023.11.08  
17:16:01 +05'30'

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



**POKARNA LIMITED**  
India's No. 1 granite company

# Q2 & H1FY24

**Results Presentation**

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# Financial Highlights

# Business and environment overview

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- The housing sector in USA particularly the residential segment remains soft amidst high mortgage rates, high prices and tight supply. Continue to witness pressure in the residential renovation and remodeling channels in North America.
- Overall pricing environment remains competitive amidst lower demand and capacity utilization. Pokarna Ltd., is focused towards creating innovative surfaces by harnessing the power of engineering and ingenuity. Furthermore, it is also undertaking requisite steps towards widening its distribution reach, improving its operational excellence and lowering costs.
- Due to the uncertain demand in the global market, we are even more intensely focused on enhancing our capabilities and scale in the most efficient manner. Additionally, we are taking steps to improve our operational efficiencies and concentrate on growth strategies.

# Consolidated Financials Rs. In Cr

Particulars	Q2FY24	Q2FY23	%	H1FY24	H1FY23	%
Revenues	200	213	-6	362	453	-20
EBITDA	73	56	29	122	119	3
<b>Margins (%)</b>	<b>37%</b>	<b>25%</b>	<b>+1200bps</b>	<b>34%</b>	<b>25%</b>	<b>+900bps</b>
Depreciation	9.89	10.46	-6	21.44	20.80	3
Interest	11.46	12.25	-7	21.35	24.57	-13
PAT	33	24	36	51	52	-4
<b>Margins (%)</b>	<b>16%</b>	<b>11%</b>	<b>+500bps</b>	<b>14%</b>	<b>12%</b>	<b>+200bps</b>



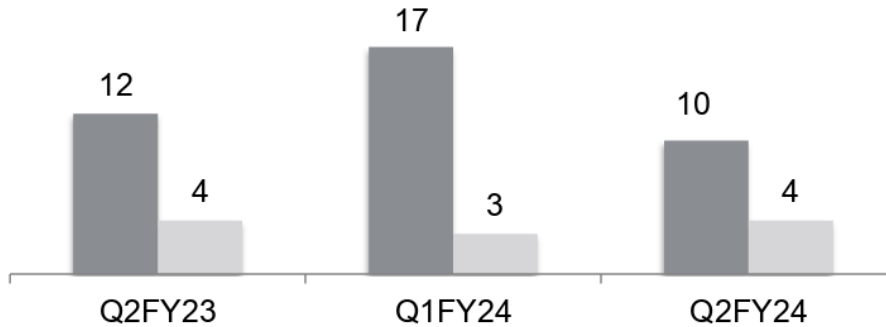
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# Segmental Performance

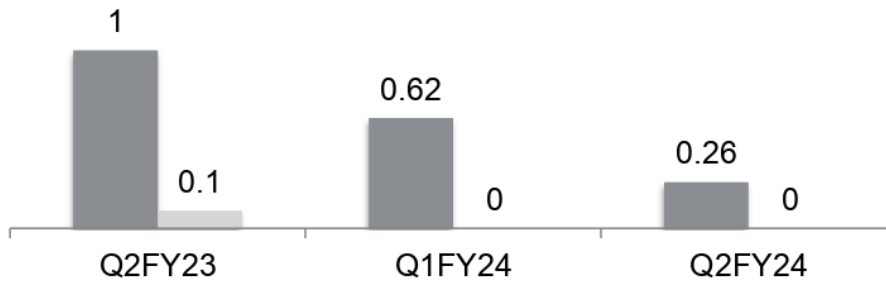
# Segmental Performance

Granite



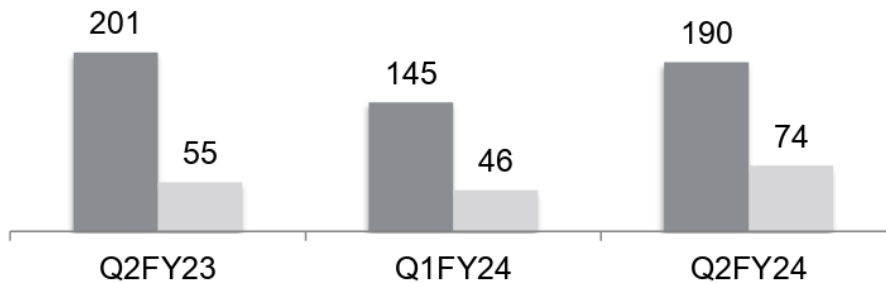
- Challenging external environment weigh on demand and business sentiments
- Maintain cautious outlook for both granite mining and apparel business
- Adaptive actions will be taken as required

Apparels



- Better product mix (new launches) and supportive input prices help drive margins and profitability
- Customers in US, Canada, Russia, France, Mexico, UAE and more
- Uncertain demand in US amidst high interest rates, house prices and tight supply. Challenge in predicting cycle extent and full-year outlook due to global complexity

Quartz Surfaces



■ 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

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Focus on improving capacity utilization 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

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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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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

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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.

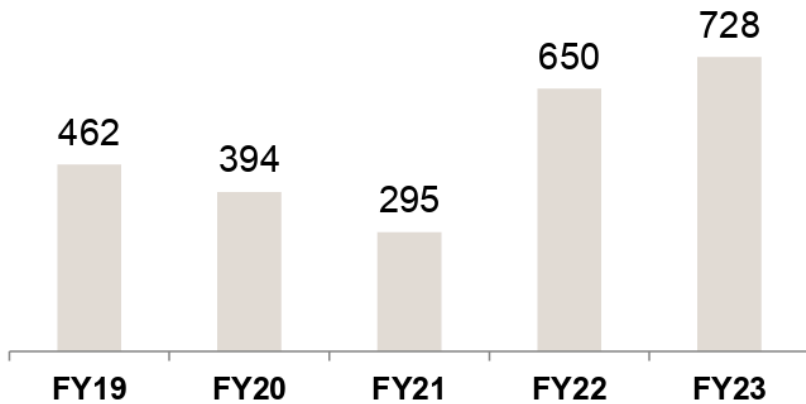
### Factory:

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

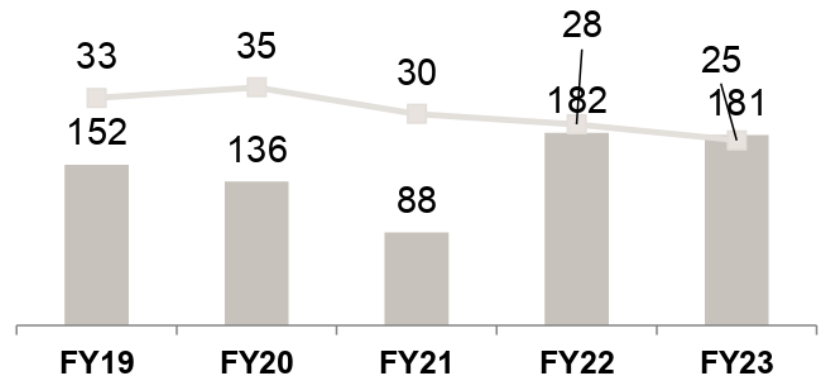
Unit II: Survey No.901-902,908-912, Mekaguda Grampanchayat, Nandigam Mandal, Ranga Reddy, Telangana

# Financial Performance

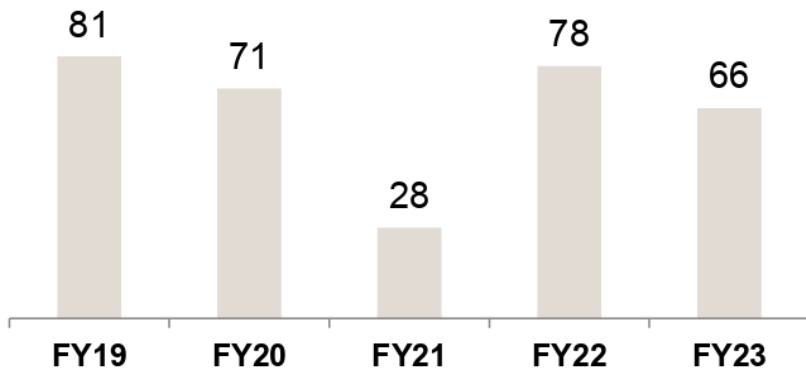
### Revenues (Rs.cr)



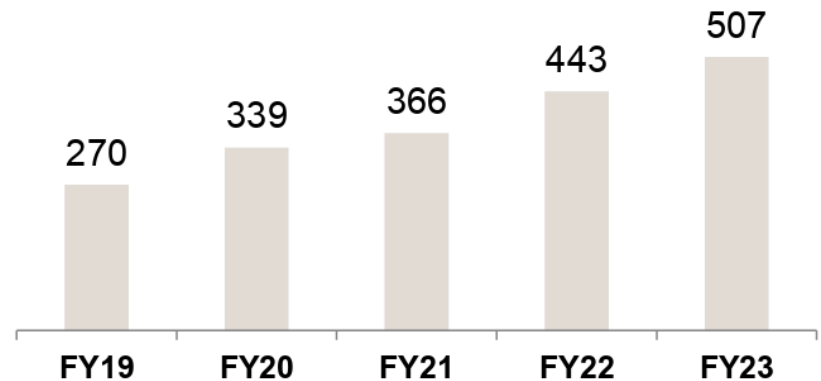
### EBITDA (Rs.cr) Margins (%)



### PAT (Rs.cr)



### Net worth (Rs.cr)



# Investor Contacts

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

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**Quantra**<sup>®</sup>  
**quartz**

**STANZA**<sup>®</sup>  
Sameness Deleted

**BSE : 532486 NSE: POKARNA**  
**CIN: L14102TG1991PLC013299**