



Pokarna Limited

Date: February 15, 2023

BSE Limited,
Phiroze Jeebhoy Towers,
Dalal Street, Fort
Mumbai - 400 001

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 Sir/Madam,

**Subject: SEBI (Listing Obligations and Disclosure Requirements), Regulations
2015 - Q3FY23 Results Presentation.**

Reference the captioned subject, we are attaching herewith Q3FY23 results presentation.

Kindly take the same on record.

Yours Faithfully,
For Pokarna Limited

Piyush Khandelwal
Company Secretary & Compliance Officer

CIN: L14102TG1991PLC013299

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POKARNA LIMITED
India's No. 1 granite company

Q3&9M FY23

Results Presentation

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Financial Highlights

Business and environment overview

- After a strong first half of FY23, housing and construction markets in the United States have witnessed a significant decline on the back of rising interest rates and high inflation
- In response to declining demand and a steep fall in shipping prices, our customers chose to reduce their inventory levels and put certain orders on hold
- As a consequence, Pokarna Engineered Stone Limited too reduced its production volumes resulting in increased unabsorbed overhead expenses and consequent lower margins and profitability
- High interest rates combined with lower consumer confidence are impeding demand and volumes. While it is presently difficult to predict how long this will sustain; the Company proposes to continue to limit production volumes till the environment stabilizes
- Pokarna Ltd. is confident and prepared to navigate these downturns by tapping new geographies like Canada, Russia and parts of Europe

Consolidated Financials Rs. In Cr

Particulars	Q3FY23	Q3FY22	%	9M FY23	9M FY22	%
Revenues	113	192	(41)	566	446	27
EBITDA	25	62	(60)	137	131	5
Margins (%)	21.84	32.19	(1035 bps)	24.27	29.27	(500 bps)
Depreciation	11	10	11	31	28	11
Interest	10	9	7	29	27	5
PAT	3	34	(92)	55	58	(5)
Margins (%)	2.32	17.58	(1526 bps)	9.73	13.05	(332) bps



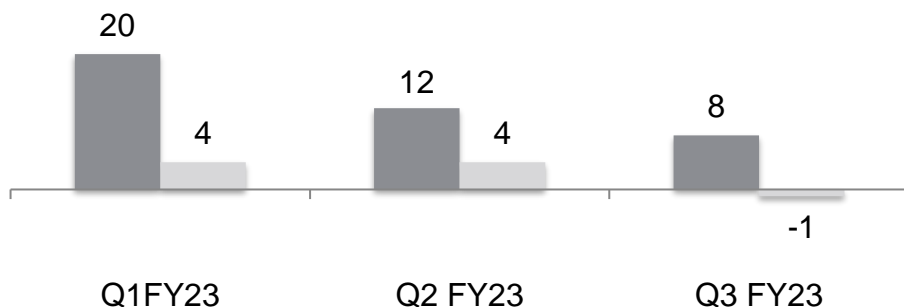
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Segmental Performance

Segmental Performance

Granite



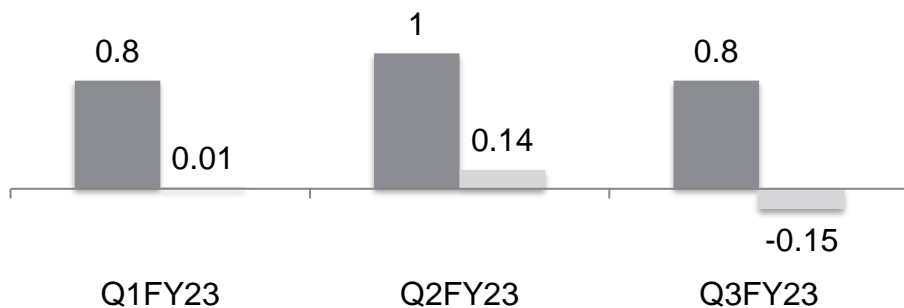
Challenging external environment – heightened competitive intensity, higher interest rates impacted revenues and profitability

Quartz Surfaces



Rising interest rate environment weighed in on demand and customer sentiments. Furthermore, sharp fall in shipping rates resulted in customers cutting back on inventory levels and keeping orders on hold.

Apparels



Undertaking steps towards cost rationalization



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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

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.

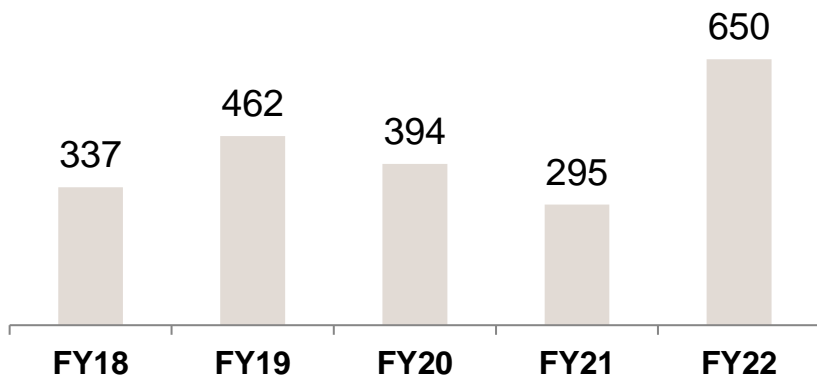
Factory:

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

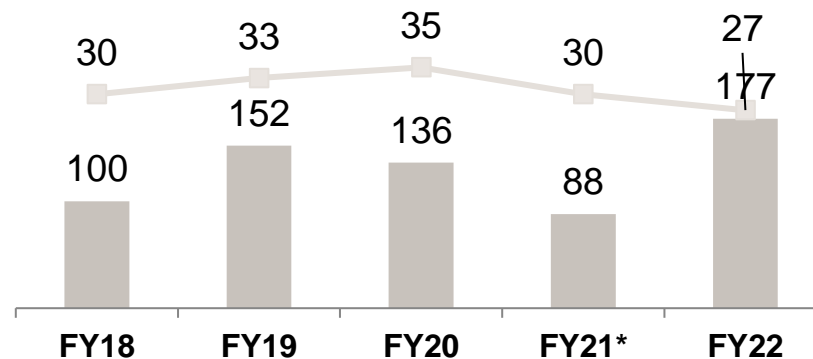
Unit II: Survey No.901-902,908-912, Mekaguda Grampanchayat, Nandigam Mandal, Ranga Reddy, Telangana

Financial Performance

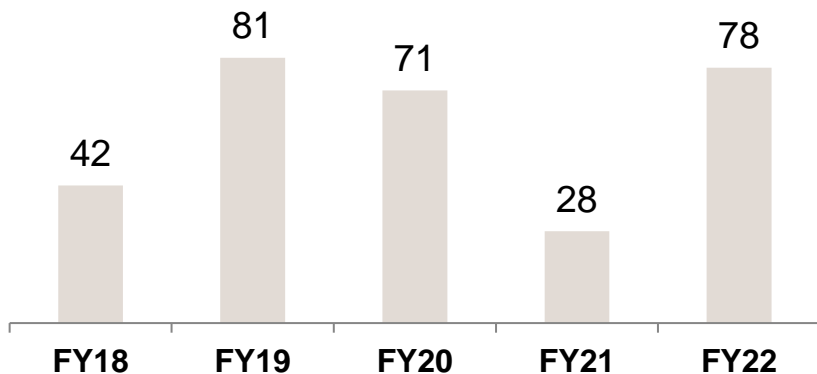
Revenues (Rs.cr)



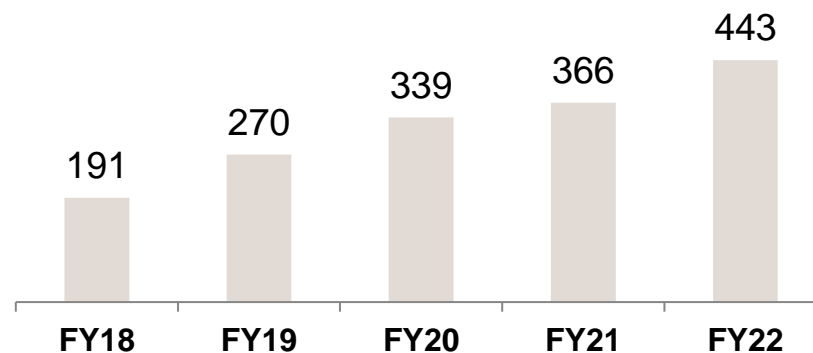
EBITDA (Rs.cr) Margins (%)



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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