



Pokarna Limited

Date: 25th May, 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 Audited Financial Results (Consolidated and Standalone) of the Company for the Quarter/year ended 31st March 2023.

Thanking You,

Yours Faithfully,

For and on behalf of Pokarna Limited

GAUTAM
CHAND JAIN

Digitally signed by
GAUTAM CHAND JAIN
Date: 2023.05.25
20:05:18 +05'30'

Gautam Chand Jain
Chairperson and Managing Director

Encl: a/a

CIN: L14102TG1991PLC013299

Registered and Corporate Office: Surya Towers, 105, Sardar Patel Road, Secunderabad 500 003, Telangana, India.

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POKARNA LIMITED
India's No. 1 granite company

Q4 & FY23

Results Presentation

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India's No. 1 granite company

Financial Highlights

Business and environment overview

- The housing and construction segment in the United States continues to face challenges with buyers and developers both delaying their decision in the midst of a volatile mortgage rate scenario
- Economic headwinds, mainly in the renovation and remodeling channels in North America, have impacted the overall volume growth for the business
- The outlook for the business remains hazy at least in the near to medium term, as headwinds comprising a complex macroenvironment and volatile business trends will be offset by tailwinds in the form of low raw material prices and shipping prices / logistic costs
- Pokarna continues to closely monitor the situation and will calibrate its production and distribution strategy accordingly along with focusing on tapping new geographies like Canada, Russia and parts of Europe

Consolidated Financials Rs. In Cr

Particulars	Q4FY23	Q4FY22	%	FY23	FY22	%
Revenues	162	204	(21%)	728	650	12%
EBITDA	35	50	(30%)	181	182	(0.34%)
Margins (%)	22%	25%	(300 bps)	25%	28%	(300 bps)
Depreciation	10	10	-	42	39	8%
Interest	11	13	(12%)	48	41	17%
PAT	11	20	(47%)	66	78	(16%)
Margins (%)	7%	9.8%	(280 bps)	9%*	12%	(400 bps)

* Business Promotion expenses were for FY23 Rs.12.02 crores compared to Rs.5.87 crores for FY 22.



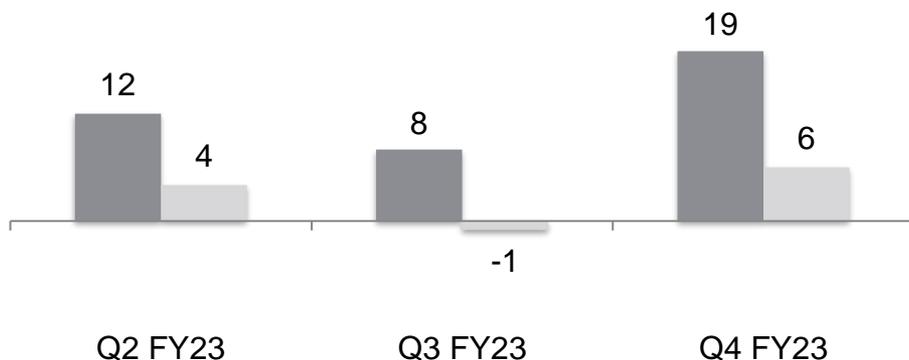
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Segmental Performance

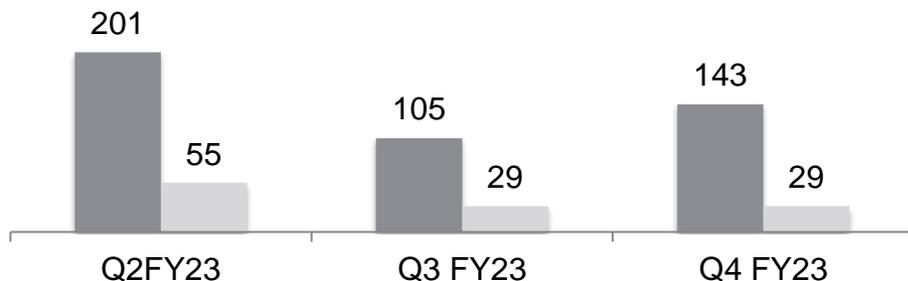
Segmental Performance

Granite



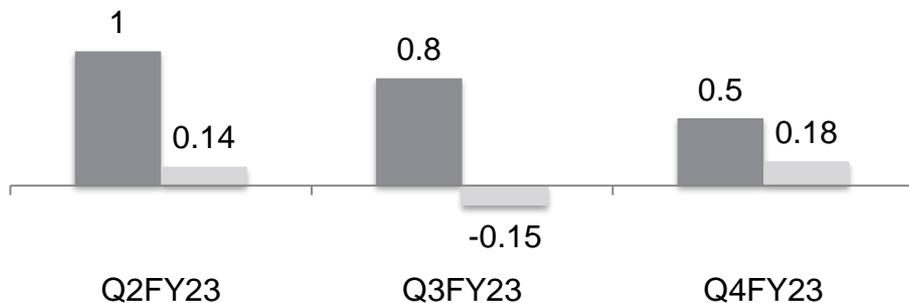
Demanding external challenges, including high competitive intensity and elevated interest rate, impacted revenue and profitability

Quartz Surfaces



Barring high end category, demand sentiments continue to remain soft across segments and channels. Overall appetite remains benign, with continued uncertainty regarding demand amongst customers and end users

Apparels



Taking measures to streamline costs



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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.

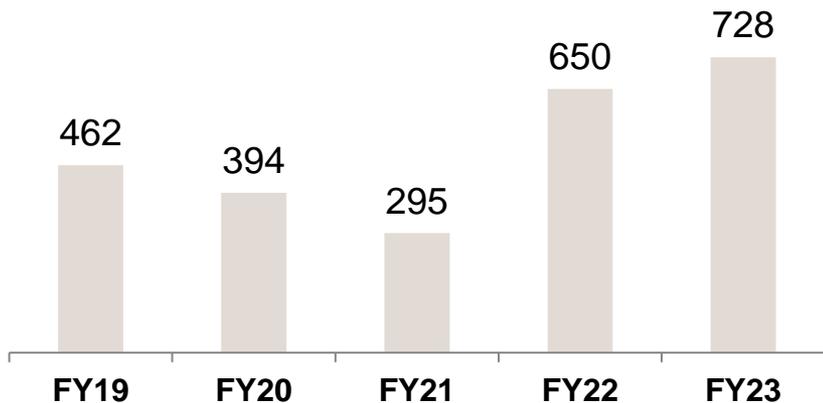
Factory:

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

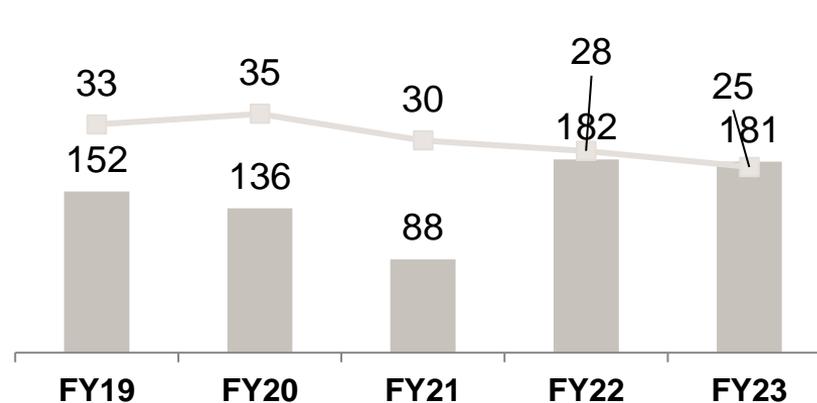
Unit II: Survey No.901-902,908-912, Mekaguda Grampanchayat, Nandigam Mandal, Ranga Reddy, Telangana

Financial Performance

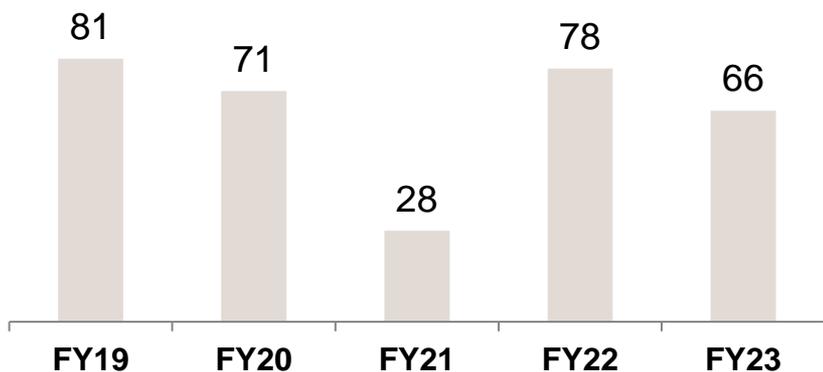
Revenues (Rs.cr)



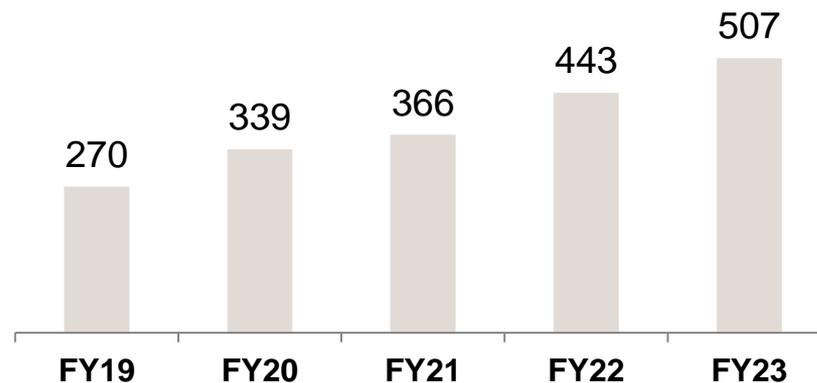
EBITDA (Rs.cr) Margins (%)



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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