



Pokarna Limited

18th November, 2024

To
The Deputy General Manager
BSE Limited
1st Floor, New Trading Ring
Rotunda Building, P.J. Towers
Dalal Street, Mumbai – 400001
Maharashtra, India
Scrip Code: 532486

To
The Listing Manager
National Stock Exchange of India Ltd.
Exchange Plaza
Bandra (East)
Mumbai – 400051
Maharashtra, India
Symbol: POKARNA

Dear Sir/Madam,

Sub: Presentation to Investors/Analysts for Quarter ended September 30, 2024.

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 30th September, 2024.

This is for your information and record.


Thanking You,
Yours Faithfully,
For Pokarna Limited

Pratima Khandu Gulankar
Company Secretary & Compliance Officer
ACS:66794

CIN: L14102TG1991PLC013299

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

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POKARNA LIMITED
Q2 & H1FY25
Results Presentation

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COMPANY OVERVIEW

Starting with natural granite mining and processing, we expanded to become India's largest exporter of premium quartz surfaces



Quartz Business Highlights

- **Market Leader:** India's largest exporter of premium quartz surfaces through PESL, a wholly owned subsidiary of Pokarna Ltd.
- **Global Footprint:** Products distributed across key international markets.
- **Diverse Offerings:** 100+ innovative quartz designs catering to a wide range of customer preferences.
- **Raw Material Advantage:** High-quality quartz sourced from Telangana and Andhra Pradesh.
- **Reach & Relationships:** Sold worldwide under the Quantra brand and through private label partnerships.



Quartz Business Highlights

- **Cutting-Edge Technology:** Two state-of-the-art units utilizing the advanced Bretonstone System from Breton, Italy.
- **Always Advancing:** Combining decades of expertise with innovation, technology, design, and research to stay at the forefront of the industry.
- **Team of A-Players:** A visionary, innovative, and world-class team committed to excellence



Granite Business Highlights

- **Proven Expertise:** Over 30 years of leadership in granite quarrying and processing.
- **Integrated Operations:** Seamlessly managing both quarrying and processing for superior control and efficiency.
- **Diverse Offerings:** Providing raw granite blocks and finished products to meet varied market needs.
- **Secured Sourcing:** Majority of raw materials sourced from captive quarries, ensuring consistent quality.
- **Robust Infrastructure:** Operating 10+ granite quarries and 2 state-of-the-art processing facilities.

₹440 Crore Commitment to Growth and Innovation

- **Investment:** PESL to invest ₹440 crore to expand quartz manufacturing capabilities at its state-of-the-art facility in Mekaguda, Telangana, India.
- **3rd Quartz Production Line :** The third Bretonstone production line from Breton S.p.A. (Italy) will set new benchmarks in capacity and sustainable manufacturing.
- **Operational Timeline:** This new line is expected to be operational by March 2026, enabling PESL to meet growing demand for its innovative products.
- **Financing:** The investment will be funded through a mix of debt and internal accruals.
- **Seamless Integration:** PESL plans for smooth integration at its Telangana unit with minimal disruption to ongoing operations.
- **Financial Strength:** Robust balance sheet and healthy cash flow, enabling seamless execution of growth strategies.





FINANCIAL HIGHLIGHTS

Consolidated Financials

Rs. In Cr

Particulars	Q2FY25	Q2FY24	%	H1FY25	H1FY24	%
Revenues	251	200	26	444	361	23
EBITDA	88	73	21	154	122	26
Margins (%)	35	37	(200 bps)	35	34	+100 bps
Depreciation	11	10	10	22	21	5
Interest	9	11	(18)	18	21	(14)
PAT	45	33	36	78	51	53
Margins (%)	18	17	+100 bps	18	14	+400 bps

Business and Environment overview

- **Strong Q2 Results:** PESL delivered solid performance despite challenging market conditions, reflecting the success of targeted sales and productivity initiatives
- **Encouraging U.S. Market Trends:**
 - The Federal Reserve implemented two rate cuts this year, reducing the federal funds rate by a total of 0.75 percentage points - 0.5% in September and 0.25% in November. Further easing is anticipated to support economic activity.
 - Higher home equity values are expected to drive remodeling projects that were previously deferred.
- **Strategic Growth Focus:**
 - Actively working to roll out new quartz product launches, marketing efforts, and promotional activities to accelerate sales growth.
 - Driving operational efficiencies and maintaining strict cost controls



Business and Environment overview

- **Technological Advancements:**
 - **KREOS Line:** Commercialization expected in Q3FY25, with product launches planned for ~ Q4FY25.
 - **CHROMIA Line:** Expected to go live by Q4FY25.
- **New Market Opportunities:** Seeing strong interest from newer markets like Canada, France, Mexico, and Russia.
- **Pricing Challenges:** Facing competitive pricing pressures from India and Southeast Asian producers, driven by lower cost structures and aggressive market strategies.

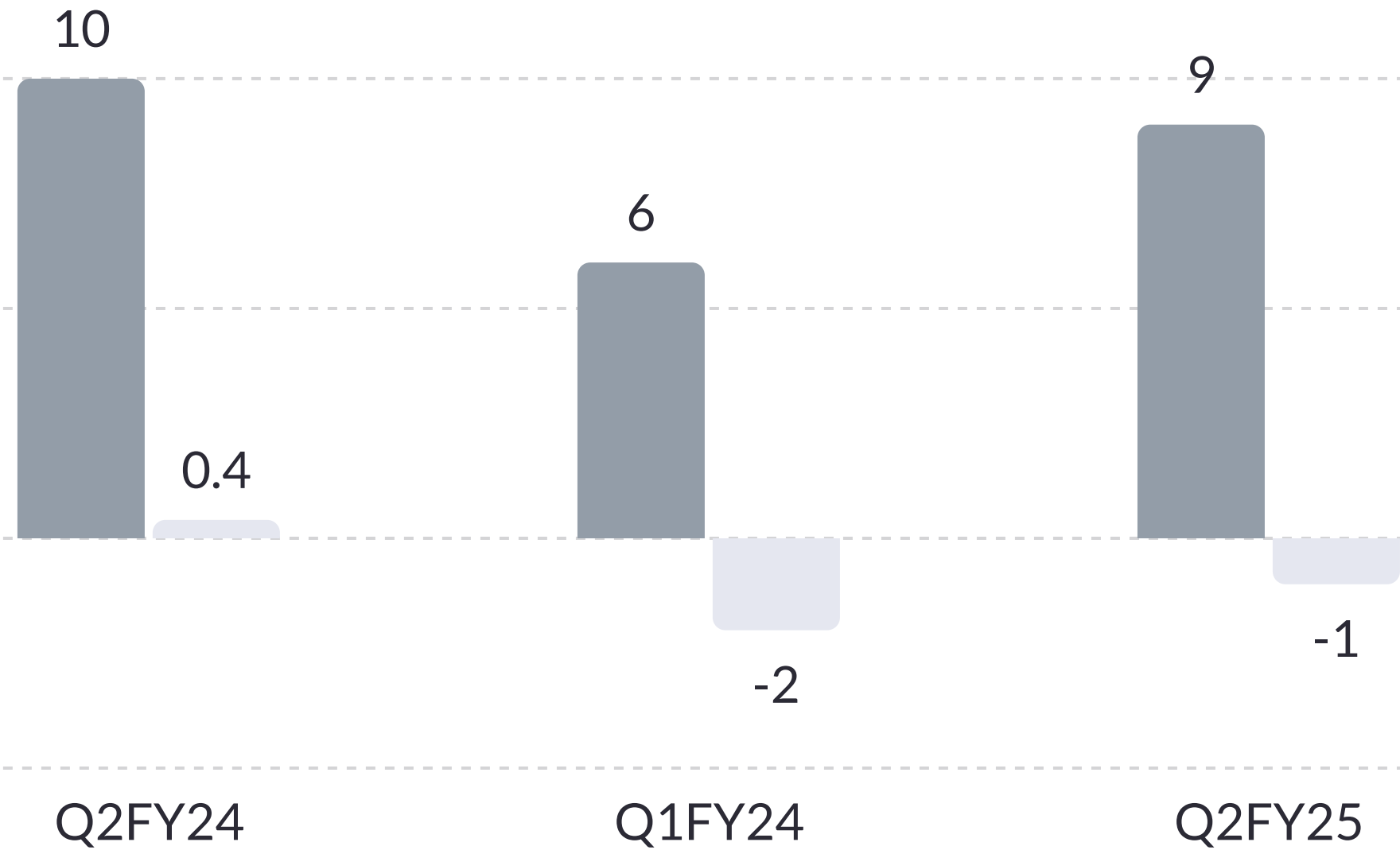




SEGMENTAL PERFORMANCE

Granite

● Revenue (Rs. In Crs) ● EBITDA (Rs. In Crs)

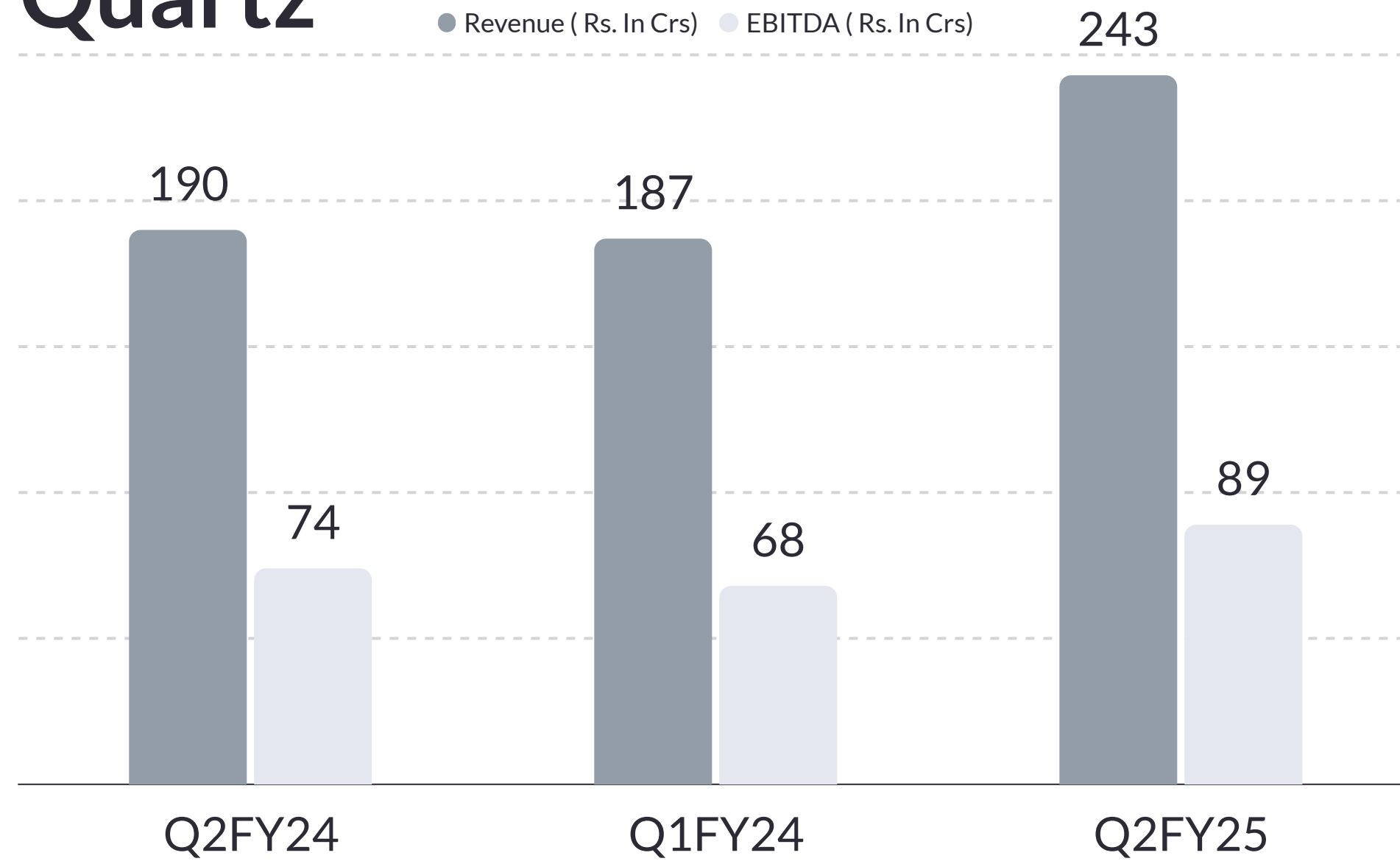


Granite: Efforts underway to improve the division's performance .

Apparel: Board approved divestment of the business as a going concern on 23rd March 2024.

Quartz

● Revenue (Rs. In Crs) ● EBITDA (Rs. In Crs)



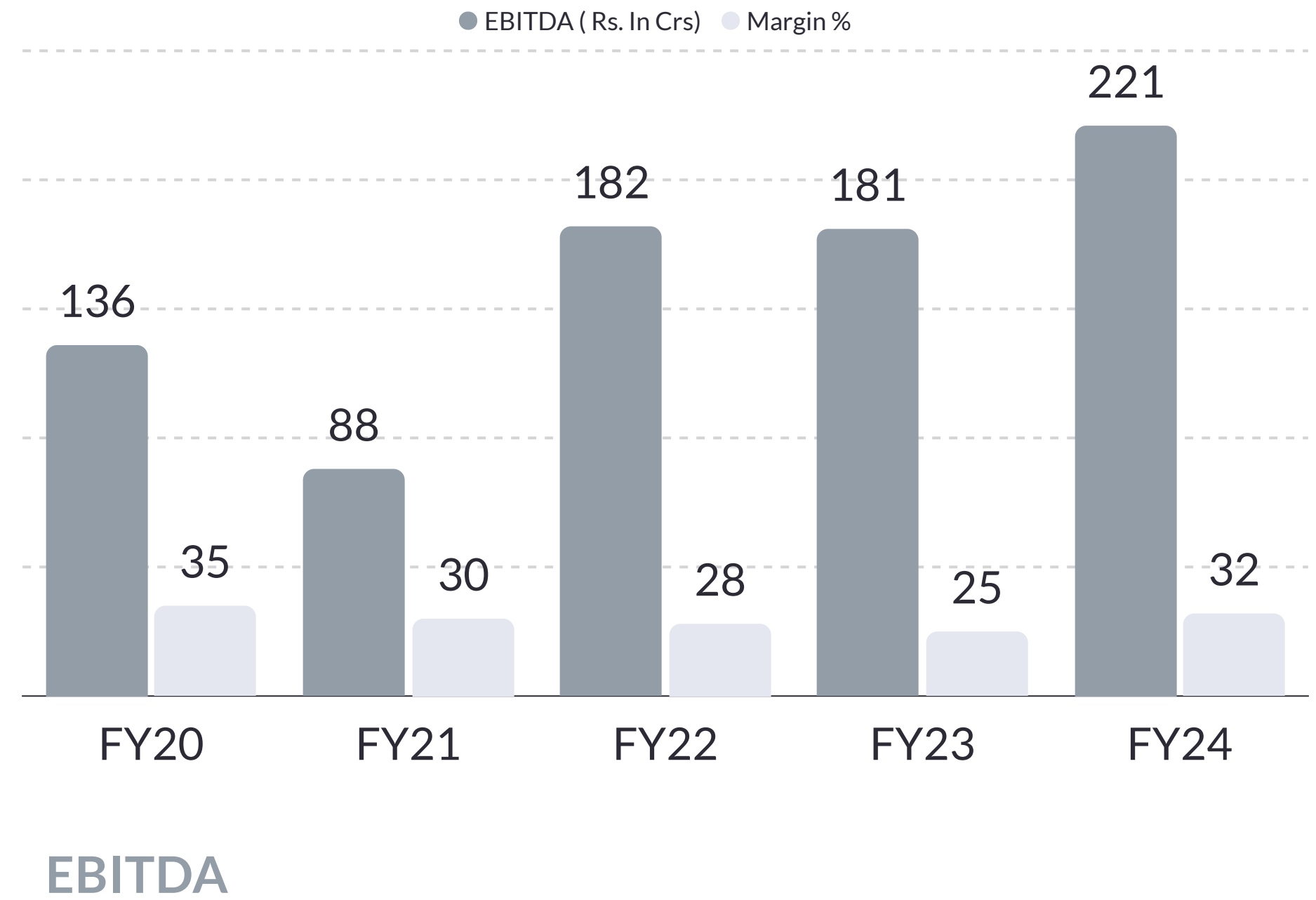
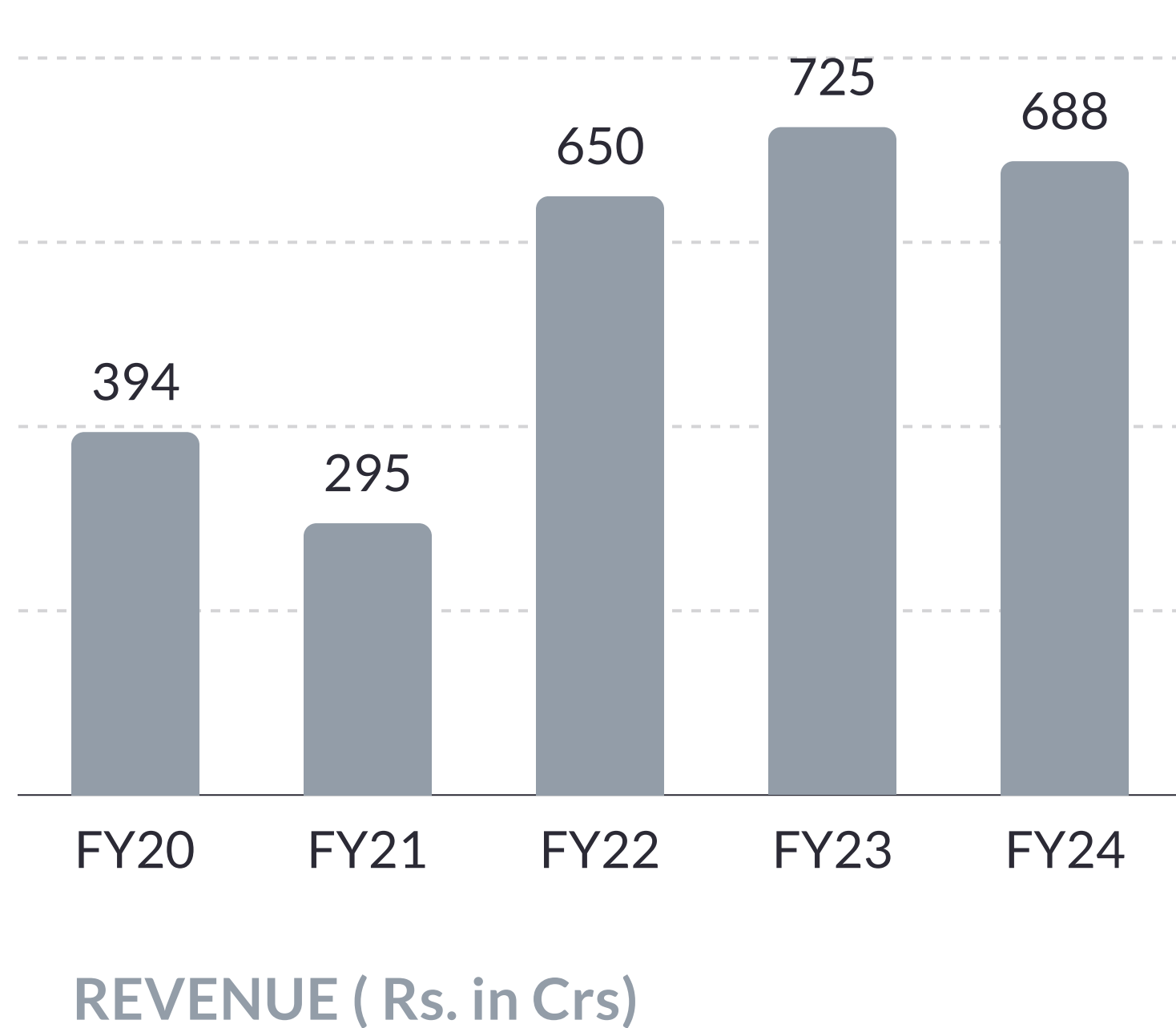
- Actively working to roll out new quartz product launches, marketing efforts, and promotional activities to accelerate sales growth.
- Driving operational efficiencies and maintaining strict cost controls.



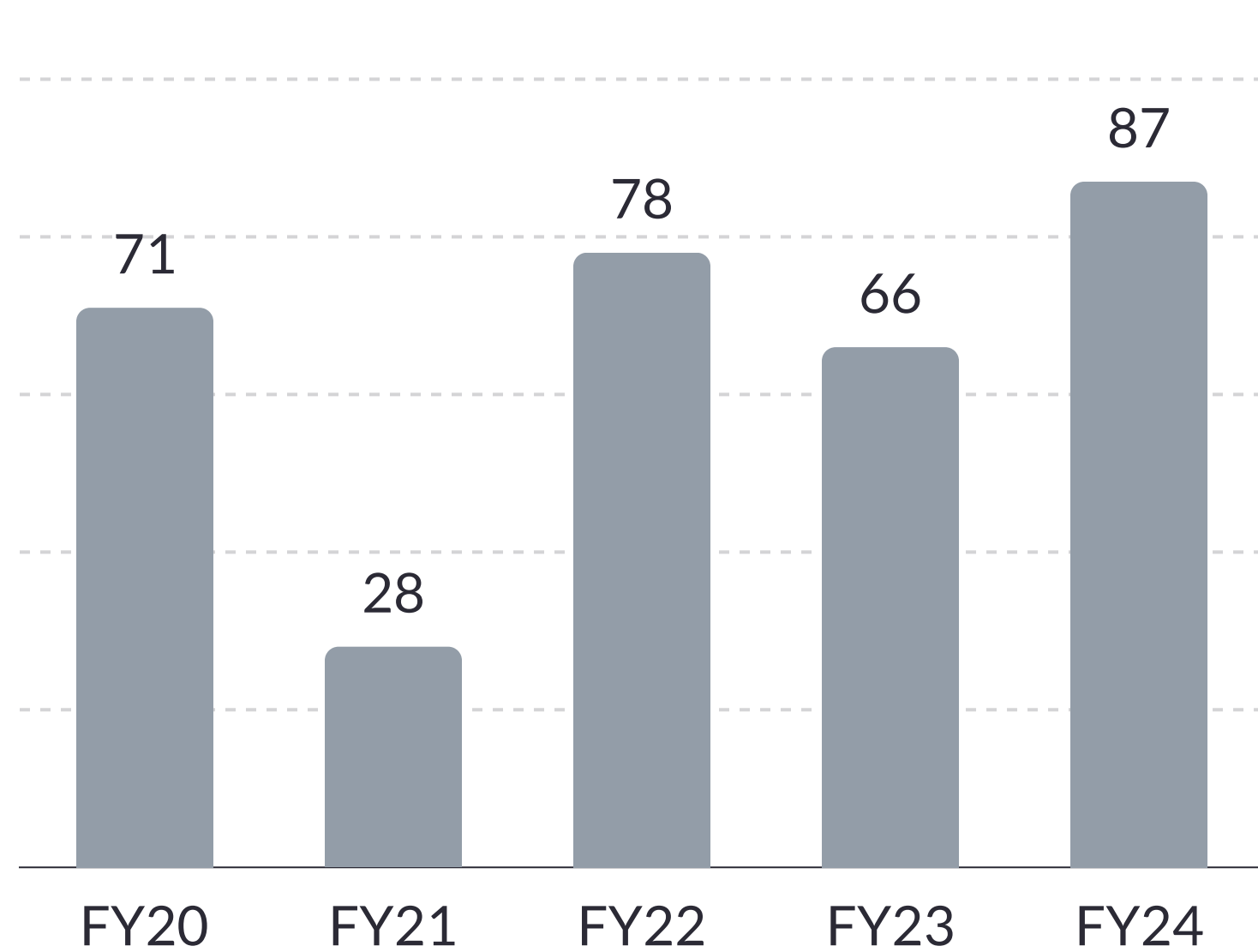
A top-down view of a conference table with a white marble top. In the center of the table is a square brass light fixture with a central vertical rod and four circular base pieces. To the right of the light fixture is a white ceramic bowl filled with several bright orange citrus fruits. Below the table, three modern, light-colored chairs are visible, arranged in a row. The table is set on a light-colored wooden floor with a herringbone pattern.

HISTORICAL FINANCIALS

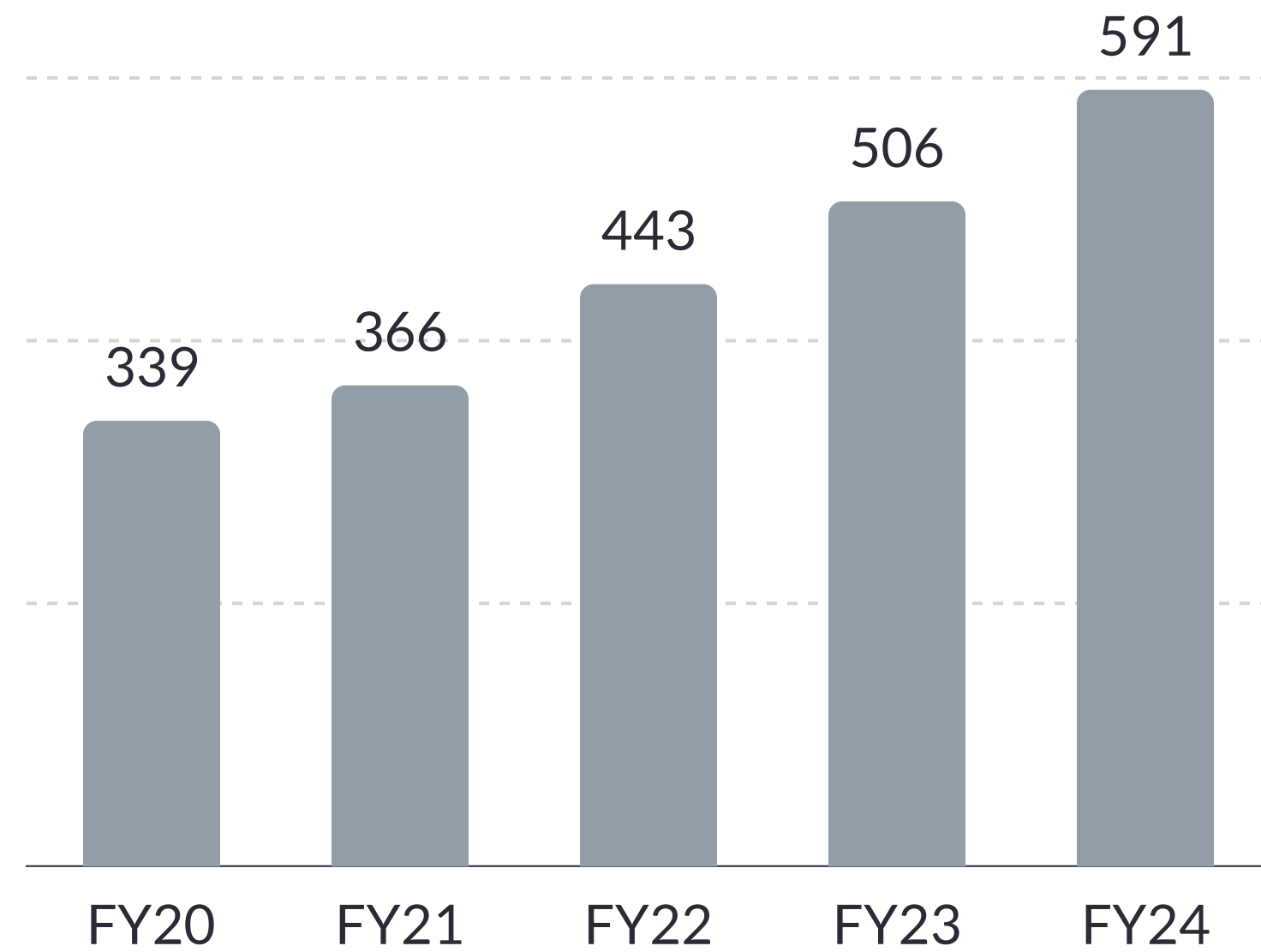
Historical Financials



Historical Financials



PAT (Rs. in Crs)



NETWORTH (Rs. in Crs)

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