



POKARNA LIMITED
India's No. 1 granite company

Q4 & FY24

Results Presentation

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POKARNA LIMITED

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Financial Highlights

Business and environment overview

- Economic headwinds continued to impact our industry in the US during the quarter
- We are optimistic about FY 25 being a promising year for our quartz business, with improvements already being seen on the demand front, driven by our strategic initiatives. Our broad and innovative quartz offerings, along with our commitment to quality and service, will continue to guide our business with both new and existing customers
- We are receiving enthusiastic responses for our quartz from customers in Canada, France, Mexico and Russia
- **Capex update (Quartz Business)**
 - Kreos from Breton of Italy is a new-generation mixture extrusion and distribution system designed to produce full-body, ultra-thin, and uniquely innovative aesthetic slabs. This line is expected to be commercialized during Q2 of FY25
 - CHROMIA from Breton of Italy is designed for decorating engineered stone slabs with high-definition digital printing. This technology allows for printing precise, intricate patterns and vibrant colors, enhancing the aesthetic appeal and customizability of slabs. This line is expected to be commercialized during Q4 of FY25

Consolidated Financials Rs. In Cr

Particulars	Q4FY24	Q4FY23	%	FY24	FY23	%
Revenues	162	161	0.26%	688	725	-5.20%
EBITDA	44*	35	25%	221	181	22%
Margins (%)	27	22	+500bps	32	25	+700bps
Depreciation	11	10	10%	43	42	5.41%
Interest	9	11	-22%	39	48	-18%
PAT	15.5	11	45%	87	66	33%
Margins (%)	10	7	+300bps	13	9	+400bps

*High marketing and promotion expenses impacted EBIT margins.



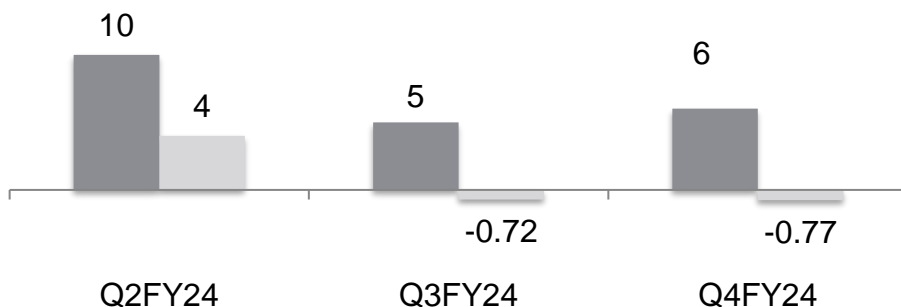
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Segmental Performance

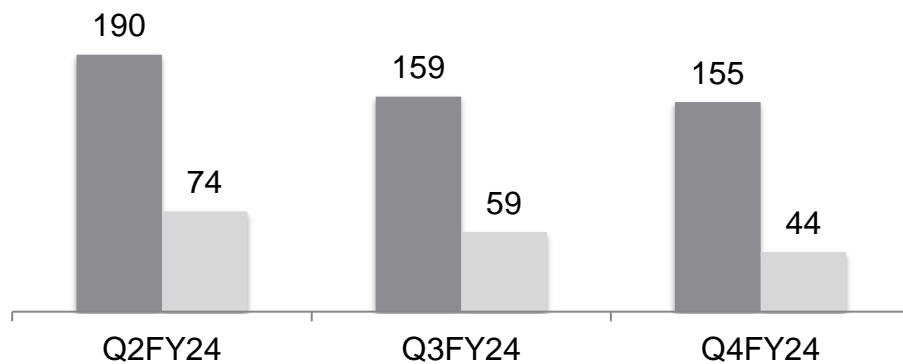
Segmental Performance

Granite



- **Granite:** While the granite business environment remains challenging, we are now moving forward with a renewed focus on the quarrying business to navigate these conditions, and our efforts are directed towards getting the division back on the profitability track in FY 25
- **Apparel:** In the meeting held on 23rd March 2024, Board approved to transfer, sell, lease, exchange, hive off, or otherwise dispose of the Apparel Business on a going concern basis.

Quartz Surfaces



- Economic headwinds and related demand conditions continued to impact our industry in the US during the quarter and the year.
- However, we are expecting improvements in FY 25



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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

- To stimulate quartz sales, we are investing in new technologies like KREOS and CHROMIA to introduce new products with enhanced and innovative aesthetic. Additionally, we are adding new clients to our portfolio.

- Based on these initiatives, we expect quartz business performance to improve in FY 25



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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

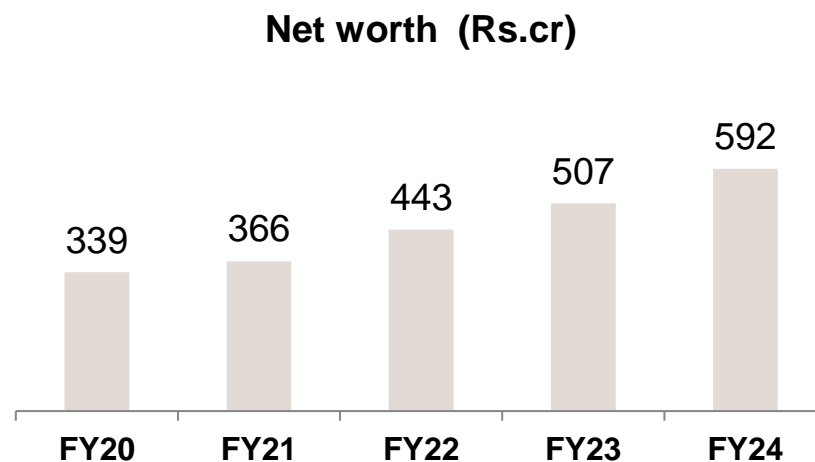
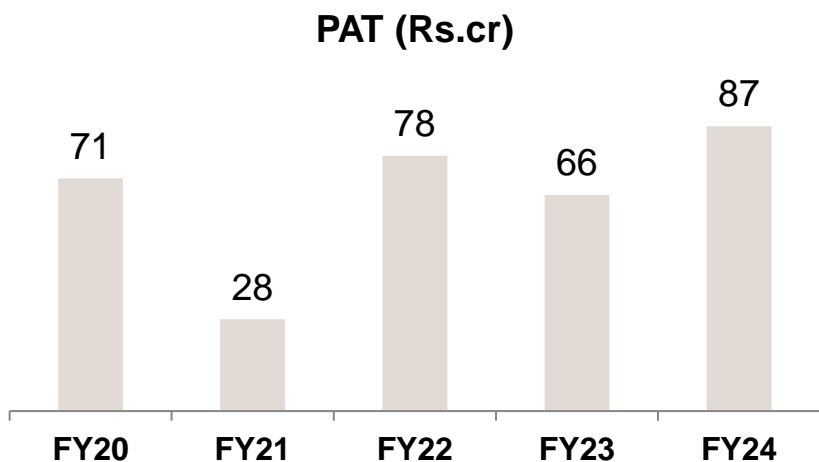
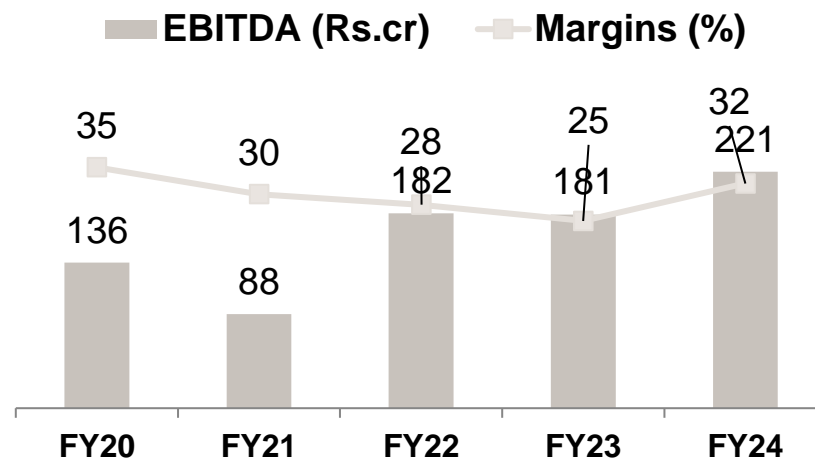
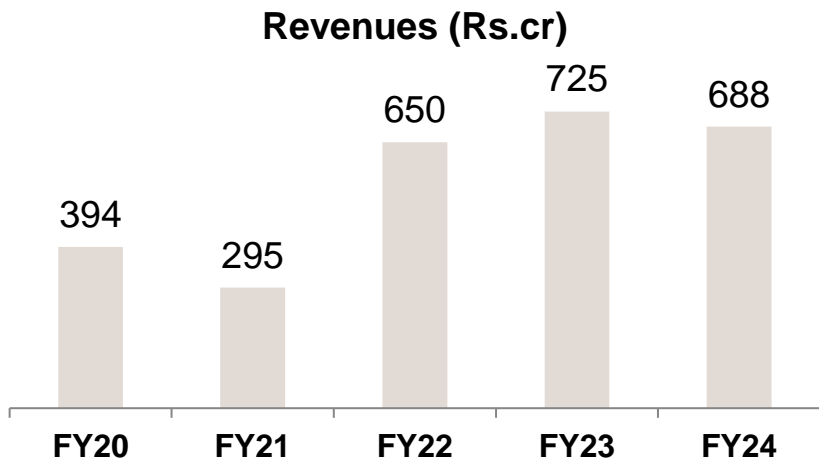
- Two state-of-the-art Manufacturing units
- Best in business technology - Bretonstone® System of Breton S.p.A, Italy.

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



Investor Contacts

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