



Pokarna Limited

31st January, 2025

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 December 31, 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 31st December, 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
Q3FY25
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 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

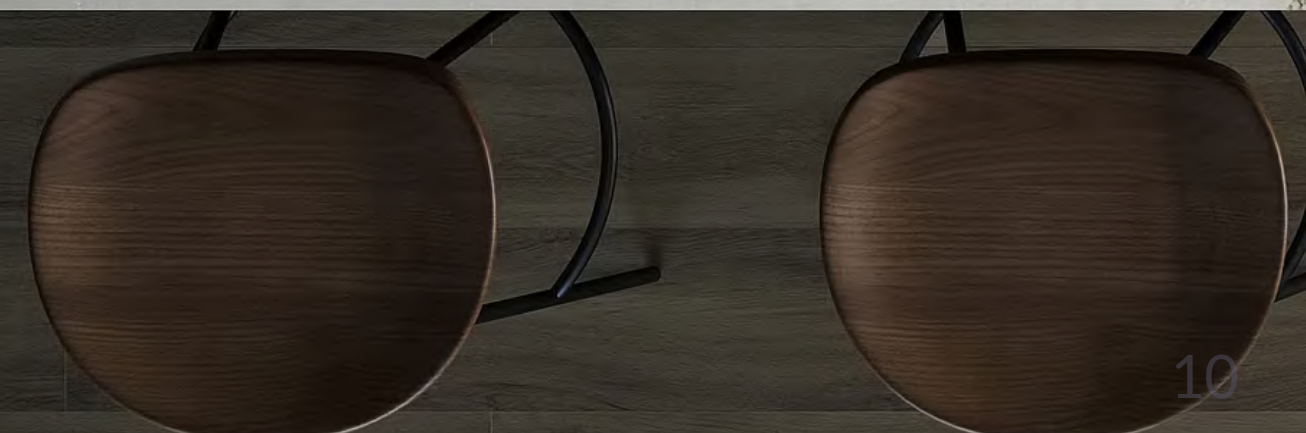
Consolidated Financials

Rs. In Cr

Particulars	Q3FY25	Q3FY24	%	9MFY25	9M FY24	%
Revenues	223.61	164.60	36%	667.45	526.02	27%
EBITDA	88.35	55.49	59%	242.45	177.41	37%
Margins (%)	40%	34%	+600 BPS	36%	34%	+200 BPS
Depreciation	10.62	10.54	1%	32.49	31.41	3%
Interest	8.57	9.00	-5%	26.72	30.11	-11%
PAT	50.60	21.23	138%	128.65	71.85	79%
Margins (%)	23%	13%	+1000 BPS	19%	14%	+500 BPS

Business and Environment overview

- **Strong Q3 Results:** PESL achieved strong results despite tough market conditions, demonstrating the effectiveness of strategic sales and productivity initiatives.
- **Product Launch :** KREOS and Chromia line products are set to make their debut at KBIS 2025 in Las Vegas on February 25, 2025.
- **New Market Opportunities:** Seeing stable 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.

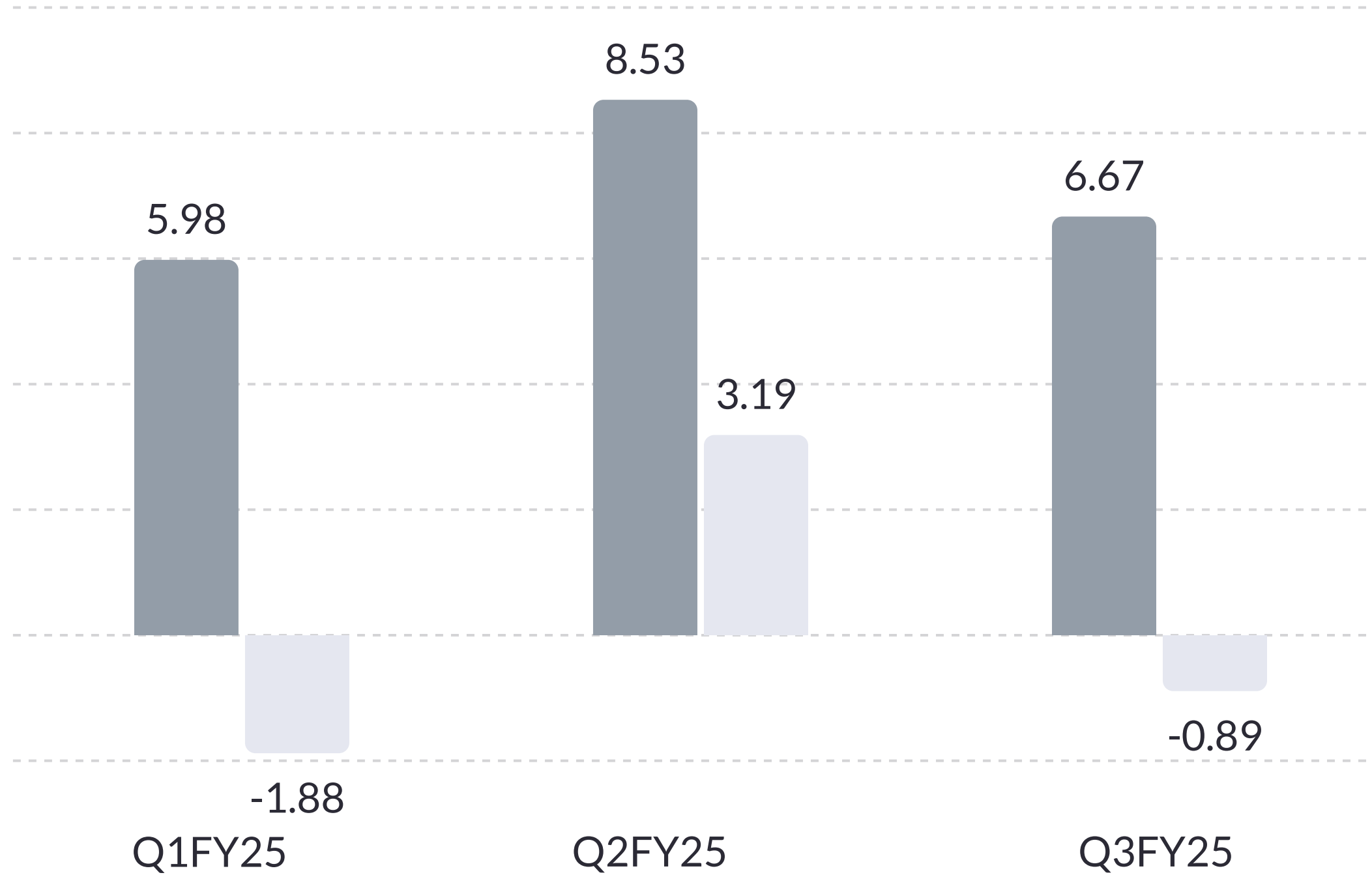




SEGMENTAL PERFORMANCE

Granite

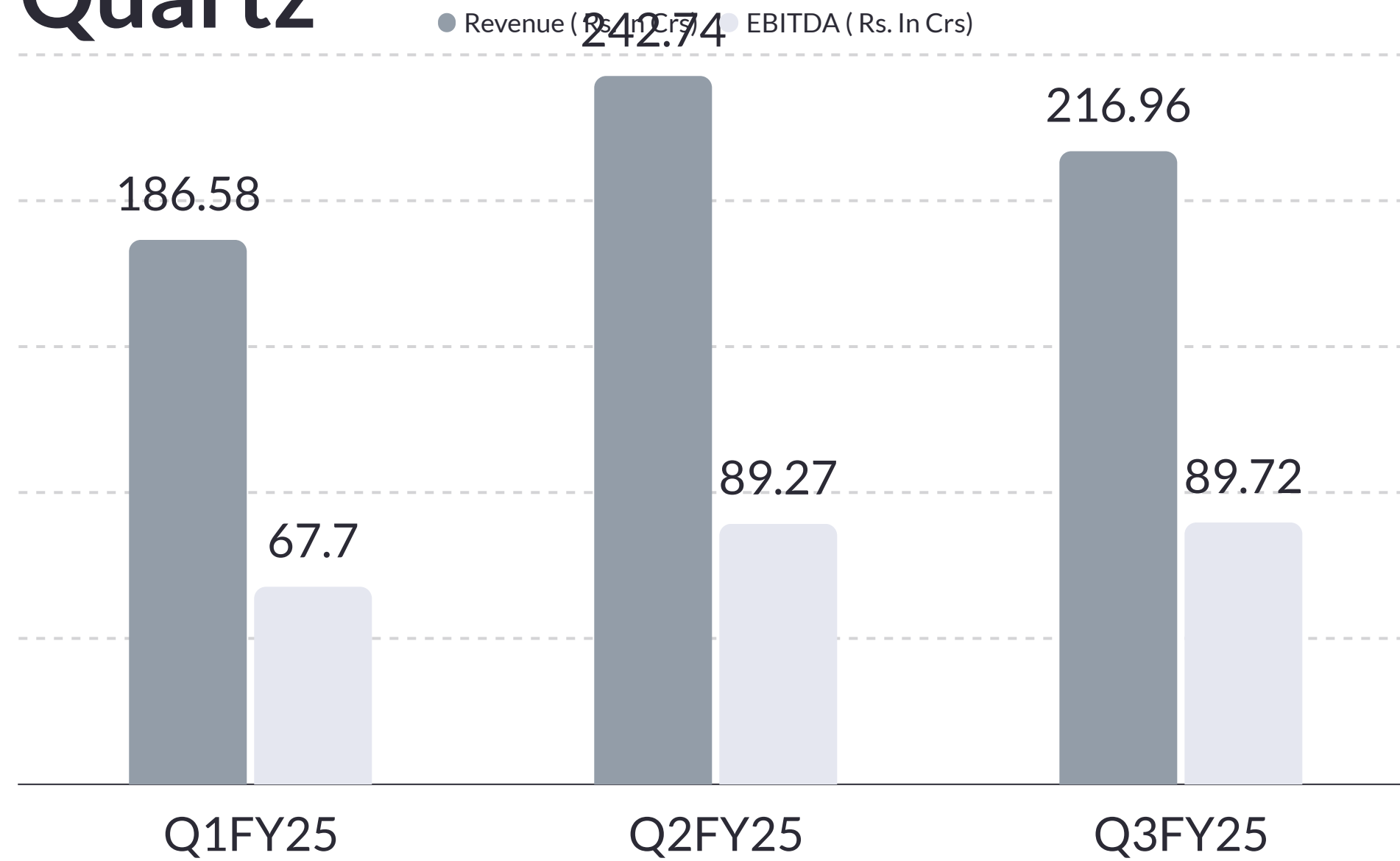
● Revenue (Rs. In Crs) ● EBITDA (Rs. In Crs)



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



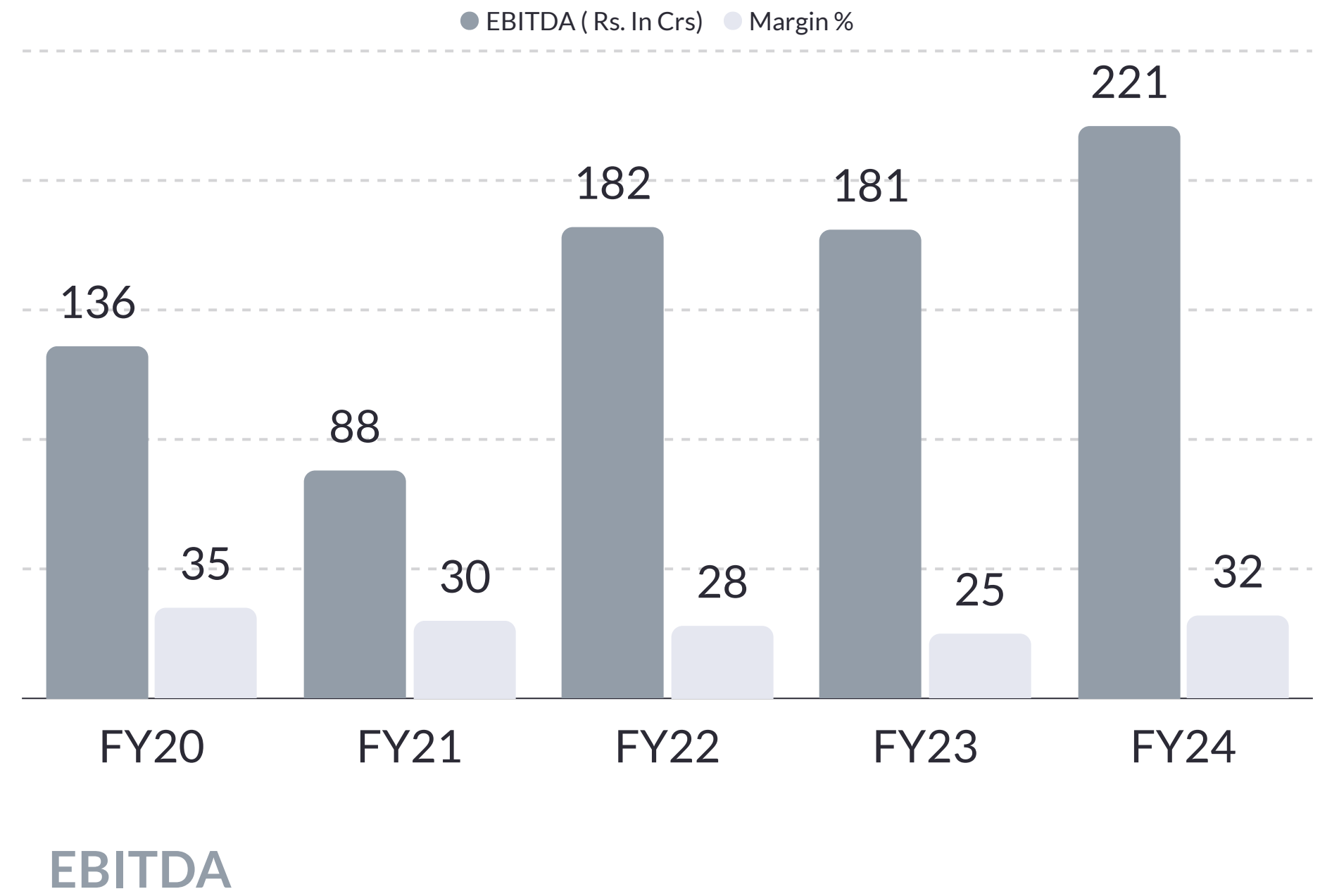
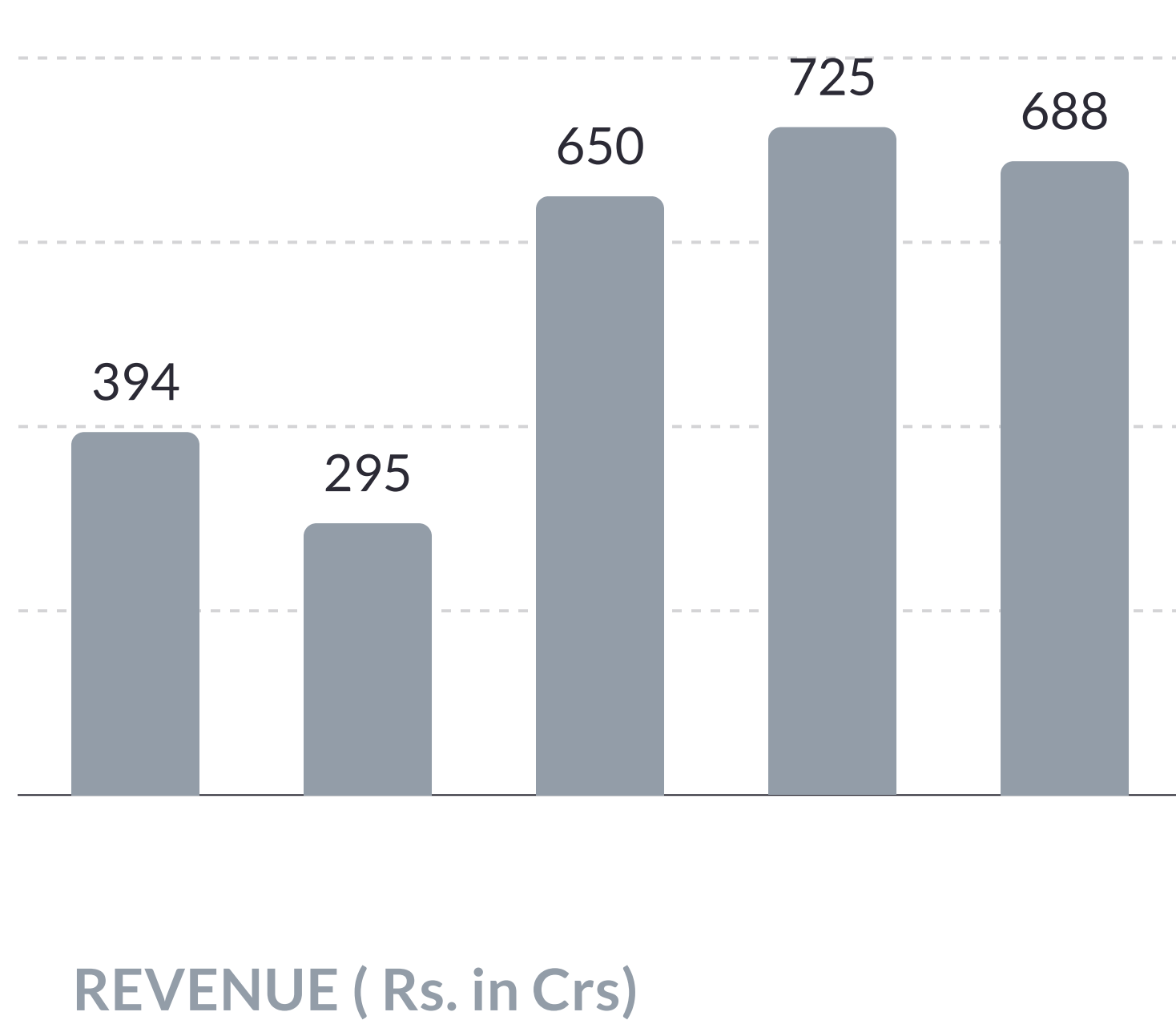
- Actively working to roll out new quartz product launches, marketing efforts, and promotional activities to accelerate sales growth.
- Driving operational efficiencies and maintaining strict cost controls.



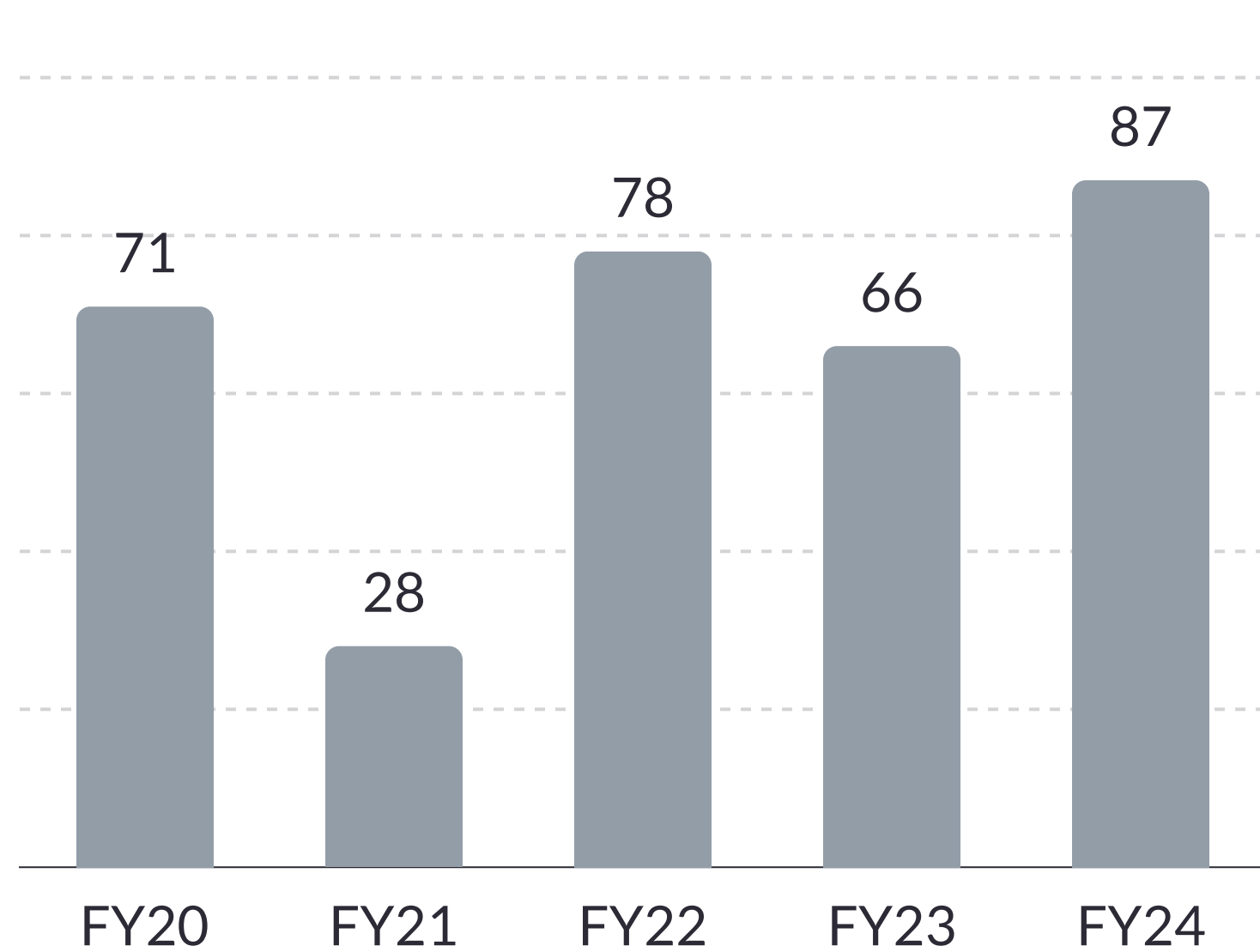
A top-down view of a conference table with a white marble top. In the center of the table is a white rectangular sink with a gold faucet and four gold handles. To the right of the sink is a white bowl filled with oranges. At the bottom of the frame, three grey office chairs are visible, facing the table. The table is set on a light-colored wooden floor with a herringbone pattern.

HISTORICAL FINANCIALS

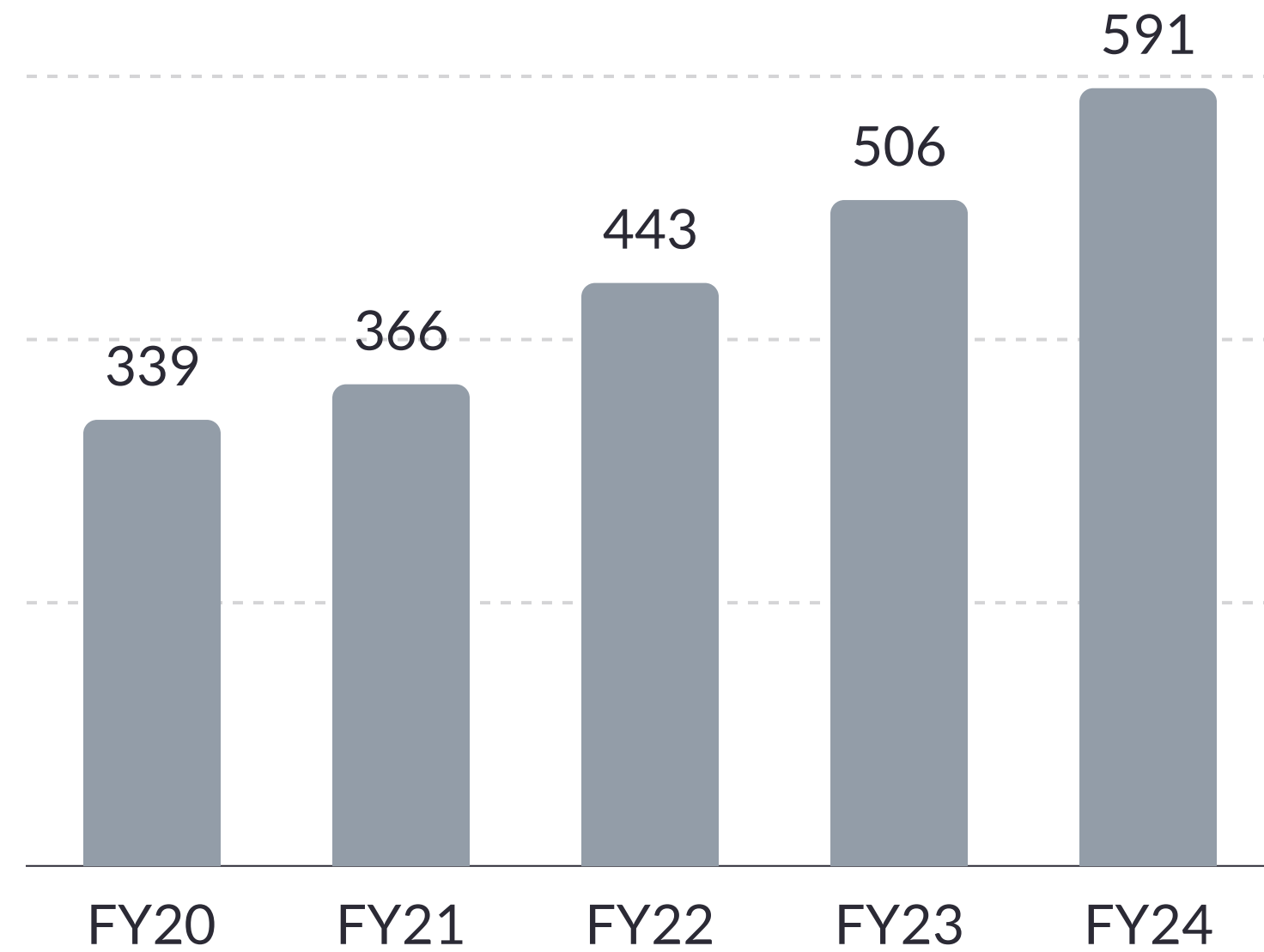
Historical Financials



Historical Financials



PAT (Rs. in Crs)



NETWORTH (Rs. in Crs)

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