Pokarna Limited

31st July, 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 June 30, 2025.

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 June, 2025.

This is for your information and record.

Thanking You,
Yours Faithfully,
For Pokarna Limited

Pratima Khandu Gulankar
Digitally signed by Pratima Khandu Gulankar
Date: 2025.07.31 15:35:00 +05'30'

Pratima Khandu Gulankar
Company Secretary & Compliance Officer
ACS:66794


POKARNA LIMITED
Q1 FY26
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.

- **Expansive Footprint**: Products distributed across key international markets. Growing India presence supported by increased number of dealer and distributors partners

- **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.

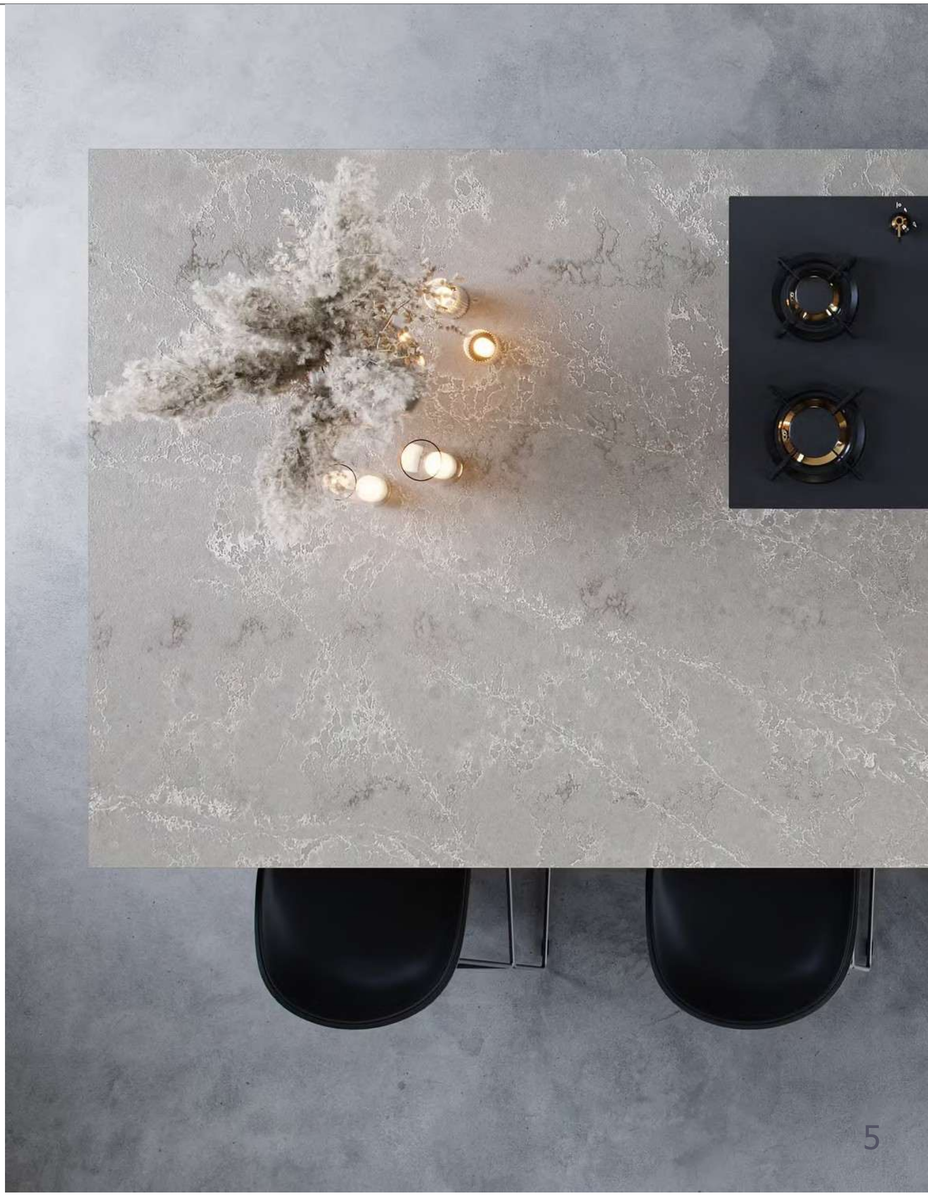
- **Reach & Relationships**: Sold worldwide under the Quantra brand and through private label partnerships.

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

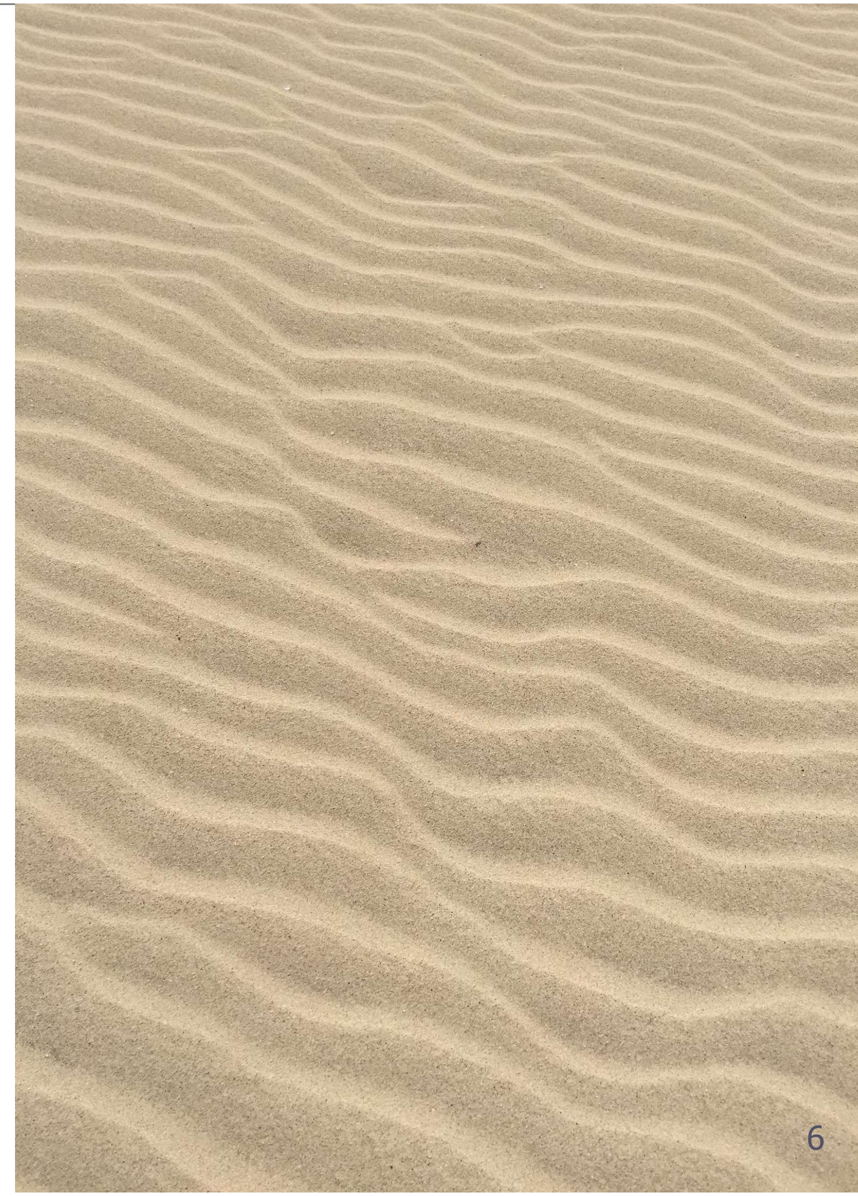
- **Proven Expertise:** Over 30 years of leadership in granite quarrying and processing.

- **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.



FINANCIAL HIGHLIGHTS

Consolidated Financials

Rs. In Cr

Particulars	Q1 FY26	Q1 FY25	%	Q4 FY25	%
Revenues	170.96	192.56	-11%	262.68	-35%
EBITDA	57.70	65.81	-12%	104.59	-45%
Margins (%)	**34%**	**34%**	**0%**	**40%**	**-6%**
Depreciation	12.13	11.36	7%	11.69	4%
Interest	7.69	8.81	-13%	10.38	-26%
PAT	28.29	33.09	-15%	58.90	-52%
Margins (%)	**17%**	**17%**	**0%**	**22%**	**-5%**

Business and Environment overview

- **Challenging business environment:**
  Uncertainties among U.S. customers following US tariff announcement continues to suppress demand, disrupting the entire value chain. We are closely monitoring shifting global trade dynamics and mounting pricing pressures, in an endeavour to mitigate upcoming volatility.

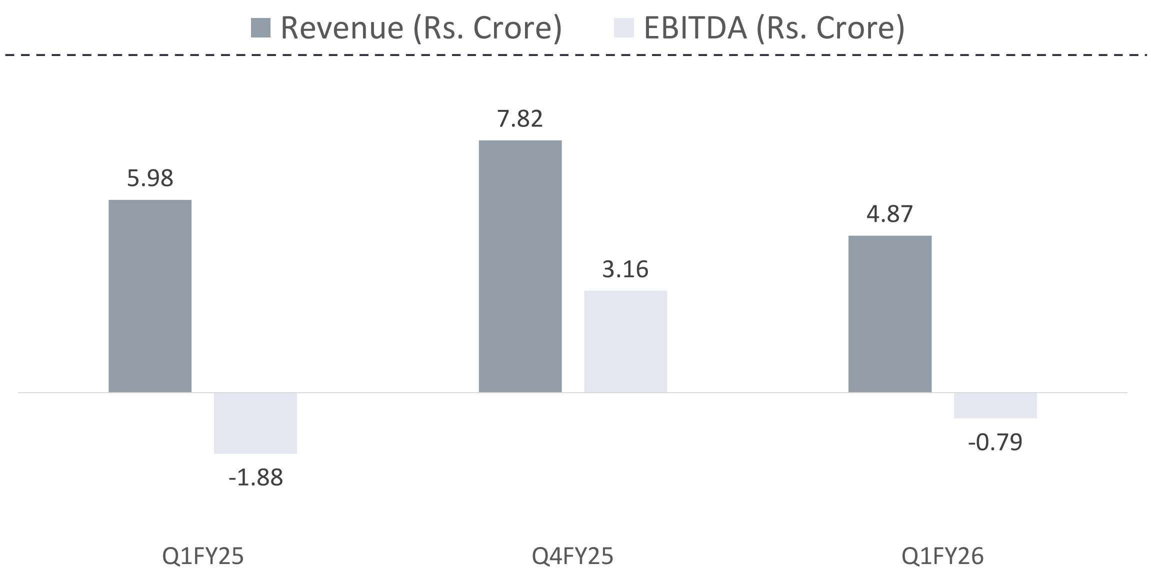
- **Macroeconomic Environment Still Weak:**
  Persistent high interest rates, along with uncertainty surrounding tariffs and immigration policies, are exerting pressure on demand in the U.S. home improvement sector. Big-ticket home improvement projects including kitchen and bath remodeling are kept on hold with customers prioritizing budget conscious projects.

Business and Environment overview

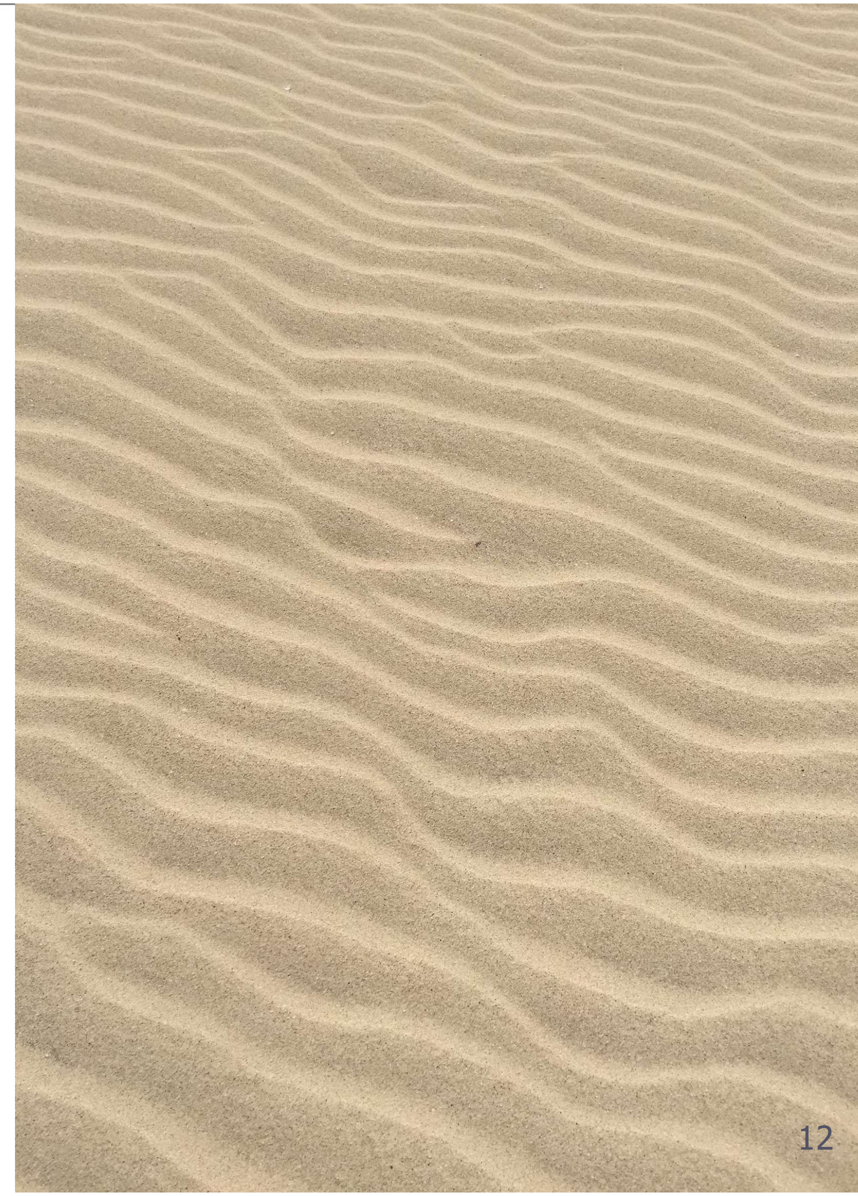
- **Export Pricing Pressure Intensifying:**
  Underutilized capacities in India and South East Asia has led newer players to aggressively undercut prices in the U.S. market. This has created severe downward pressure on average selling prices, especially in mid- to lower-tier product categories.
- **Balancing Stability with Strategic Flexibility:**
  We remain focused on long-term value through consistency, quality, and design differentiation. At the same time, we continue to actively support our U.S. customers in navigating cost pressures, policy shifts, and evolving market conditions. Where it aligns with strategic relationships or enhances capacity utilization, we remain open to volume opportunities, while maintaining pricing discipline and service reliability.
- **Outlook: Highly Cautious:** With continued economic uncertainty, evolving tariffs, and increasing price competition in the U.S we are preparing for prolonged headwinds and maintain a very cautious outlook.

SEGMENTAL PERFORMANCE

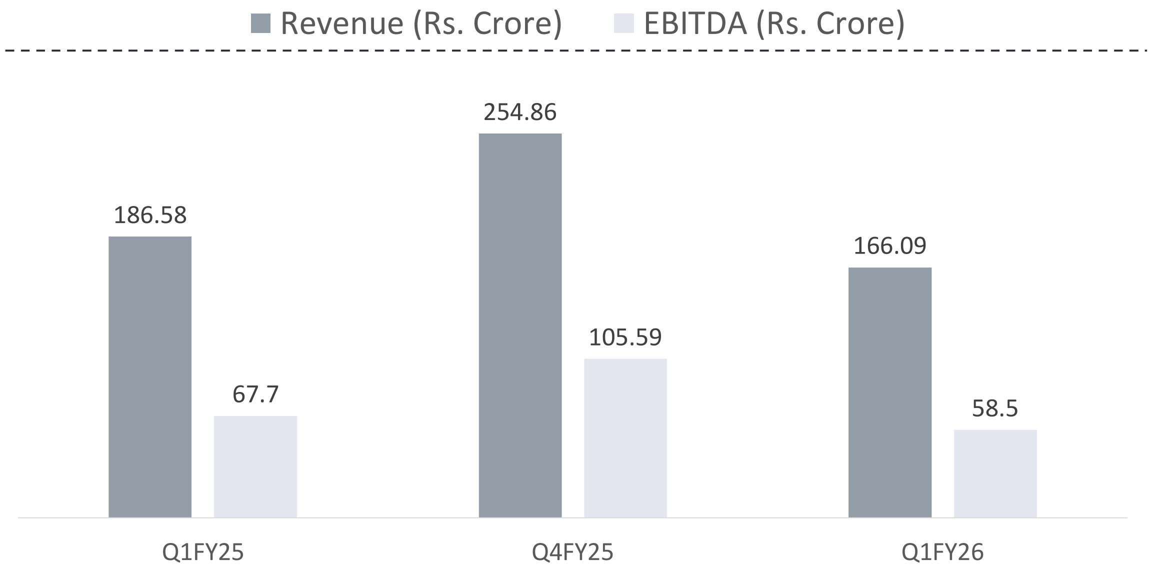
Granite



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

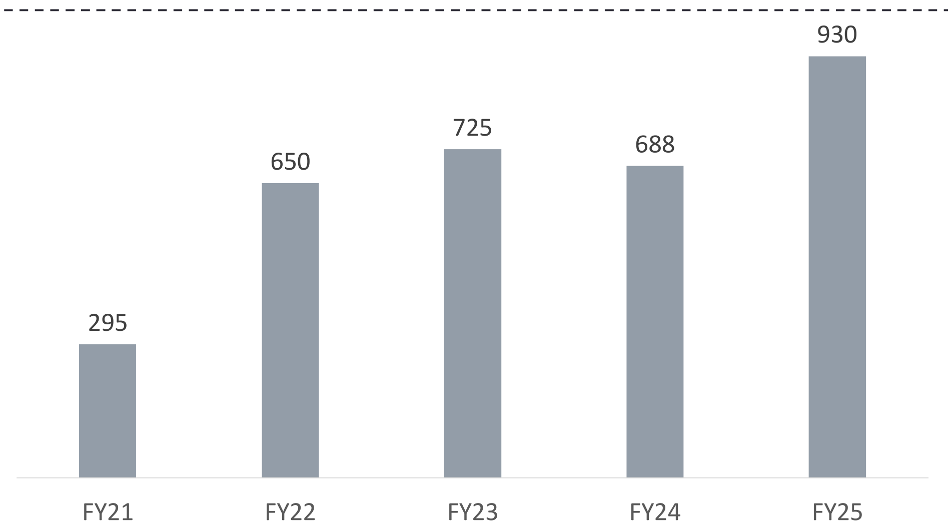


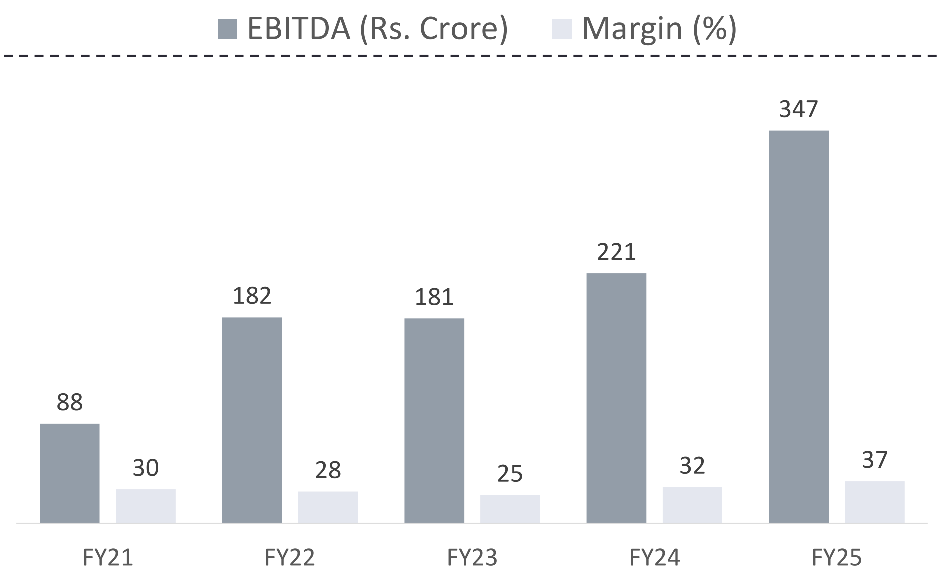
Quartz


Revenue (Rs. Crore)
EBITDA (Rs. Crore)
186.58
67.7
254.86
105.59
166.09
58.5
Q1FY25
Q4FY25
Q1FY26

HISTORICAL FINANCIALS

Historical Financials

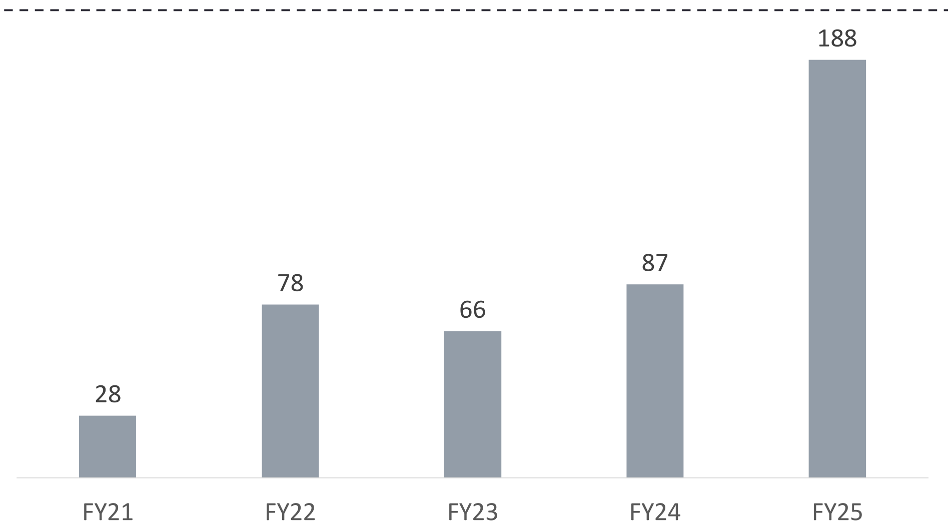




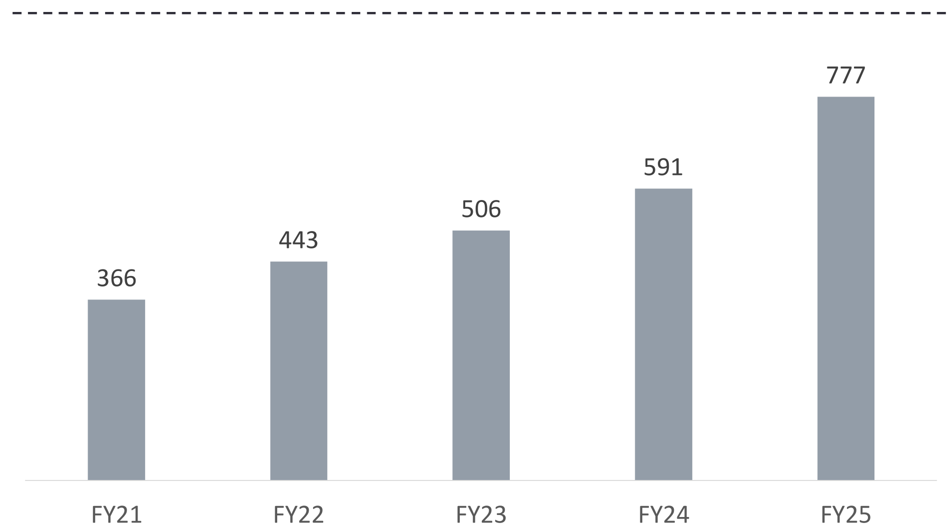
REVENUE (Rs. in Crs)

EBITDA

Historical Financials



PATR (Rs. in Crs)



NETWORTH (Rs. in Crs)

INVESTOR CONTACT

Pokarna Limited M. Viswanatha Reddy 105, 1st Floor, Surya Towers, S. P. Road, Secunderabad, Telangana – 500003 Tel: +91 40 2784 4101 / 2784 2182 Fax: +91 40 2784 2121 E-mail: companysecretary@pokarna.com	CDR India **Gavin Desa / Suraj Digawalekar** Tel: +91 22 6645 1237 / 1219 Fax: +91 22 6645 1213 E-mail: gavin@cdr-india.com / suraj@cdr-india.com