



## Pokarna Limited

**Date: 25<sup>th</sup> May, 2022**

Department of Corporate Services, BSE Limited, Phiroze Jeebhoy Towers, Dalal Street, Mumbai – 400001	Listing Department National Stock Exchange of India Ltd., Exchange Plaza, C-1, Block G, Bandra Kurla Complex, Bandra (E) Mumbai- 400 051
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Dear Sir,


Ref: Scrip Code / Symbol : 532486/ Pokarna

**Sub: Result Presentation.**

Please find enclosed Q4 FY 22 Result Presentation.

This is for your information and dissemination.

Thanking Your,  
Yours Faithfully,  
For **Pokarna Limited**

  
**M. Viswanatha Reddy**  
Chief Financial Officer



**POKARNA LIMITED**  
India's No. 1 granite company

# Q4 FY22

## Results Presentation

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# Financial Highlights

# Business and Financial Highlights Q4 FY22– Consolidated

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## **Q4 FY22 Performance**

Challenging business environment – higher logistics & input prices, impacts profitability and margins despite revenue momentum

Quartz business maintains revenue momentum, witnessing good traction for new and existing products

Performance of Granite and Apparel business remains soft

**Granite business** – Tough business environment - high competitive intensity weighing on performance; Working towards preserving margins and profitability over growth

**Quartz business** – Product off-take remains high – newly introduced products witnessing positive response from customers; supply side challenges – container unavailability & freight cost continue to weigh in on profitability

**Apparel business** – Efforts directed towards improving efficiencies and containing losses

Efforts directed towards ramping up operations at New Quartz Unit.

# Consolidated Financials Rs. In Cr

Particulars	Q4FY22	Q4FY21	%	Q3 FY22	%	FY22	FY21	%
Revenues	204	92	122%	192	6%	650	295	120%
EBITDA	46	22	108%	62	(26%)	177	87	101%
<b>Margins (%)</b>	<b>22.5*</b>	<b>24.07</b>	<b>(157 bps)</b>	<b>32.2</b>	<b>(970 bps)</b>	<b>27.2</b>	<b>29.8</b>	<b>(260 bps)</b>
Depreciation	10.24	5.58	847%	9.53	7.48%	39	21	86%
Interest	8.88	5.96	49%	9	(1.57%)	36	21	70%
PAT	20.11	3.79	430%	33.75	(40%)	78.30	28.29	177%
<b>Margins (%)</b>	<b>9.84</b>	<b>4.12</b>	<b>+571 bps</b>	<b>17.58</b>	<b>(774 bps)</b>	<b>12.0</b>	<b>9.6</b>	<b>+240 bps</b>

\*Profitability and margin compression during the quarter owing to elevated input prices (crude derivatives) & higher other expenses (forex & sales / marketing events)



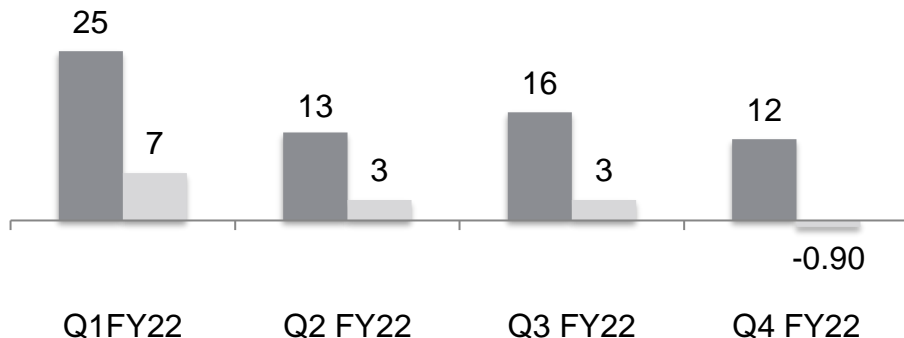
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# Segmental Performance

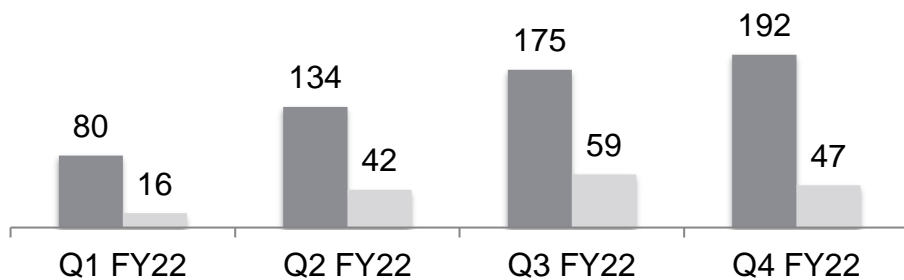
# Segmental Performance

Granite



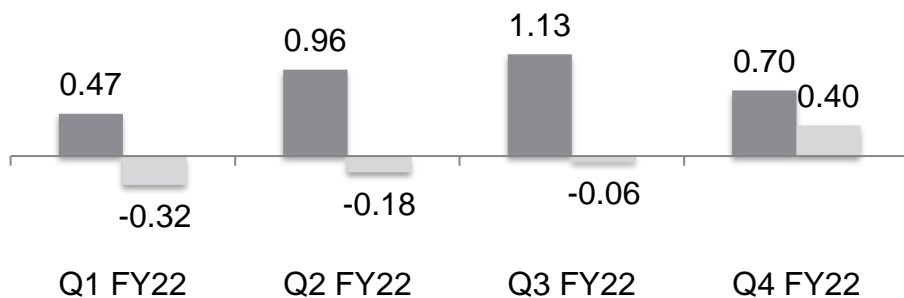
*Challenging operating environment – higher competitive intensity impacting overall profitability of the business. Undertaking steps towards preserving margins rather than chasing growth.*

Quartz Surfaces



*Demand momentum remains strong – positive response from customers for new and existing products, helping sustain the sales velocity. Supply side challenges though namely container unavailability and higher freight rates weigh in on business' profitability.*

Apparels



*Undertaking steps towards cost rationalization and containing losses*





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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

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Focus on improving capacity utilization at new quartz unit

Supply chain disruptions, port congestion, container unavailability and rising shipping costs continue to pose a challenge. Exports to the East coast though have smoothed to an extent



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# Key Strengths & Capabilities

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## 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

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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

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- 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.

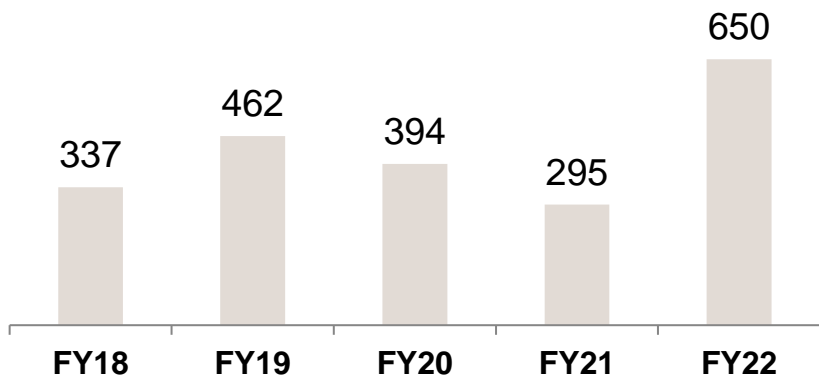
### Factory:

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

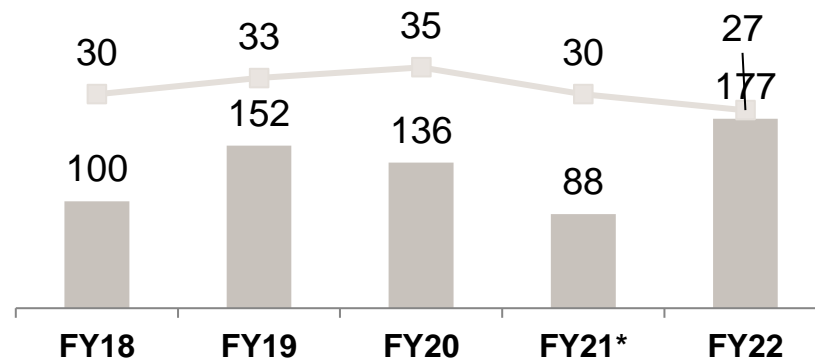
Unit II: Survey No.901-902,908-912, Mekaguda Grampanchayat, Nandigam Mandal, Ranga Reddy, Telangana

# Financial Performance

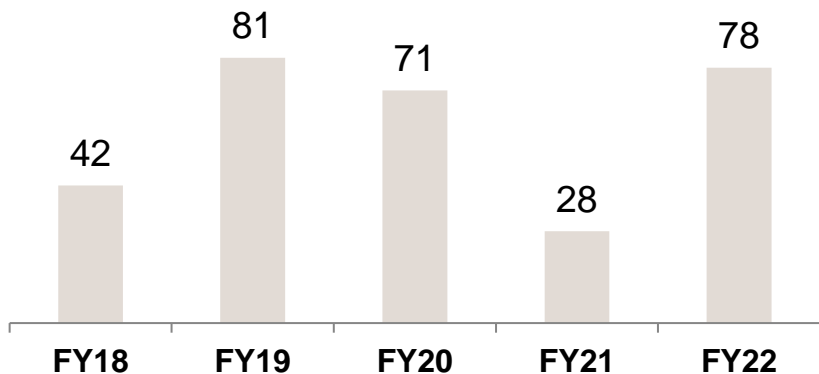
### Revenues (Rs.cr)



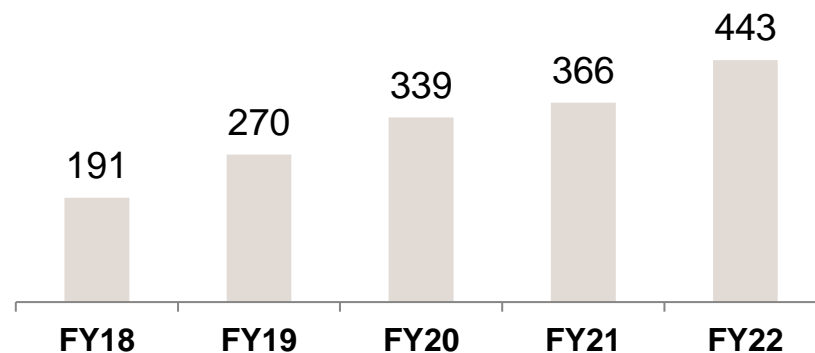
### EBITDA (Rs.cr) Margins (%)



### PAT (Rs.cr)



### Net worth (Rs.cr)



# Investor Contacts

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**Quantra**<sup>®</sup>  
quartz

**STANZA**<sup>®</sup>  
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**BSE : 532486 NSE: POKARNA**  
**CIN: L14102TG1991PLC013299**