

**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



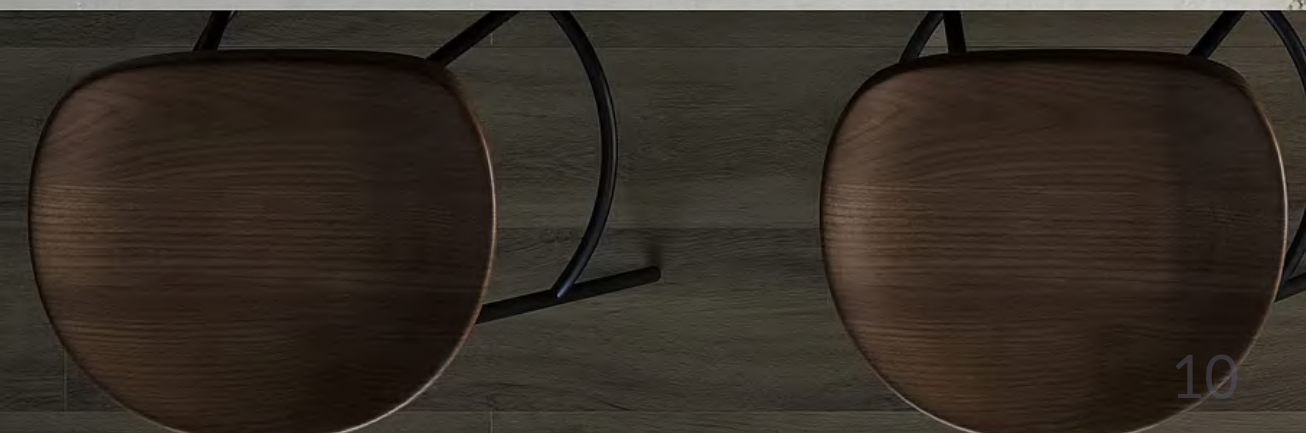
# Consolidated Financials

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%
<b>Margins (%)</b>	<b>40%</b>	<b>34%</b>	<b>+600 BPS</b>	<b>36%</b>	<b>34%</b>	<b>+200 BPS</b>
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%
<b>Margins (%)</b>	<b>23%</b>	<b>13%</b>	<b>+1000 BPS</b>	<b>19%</b>	<b>14%</b>	<b>+500 BPS</b>

# 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.

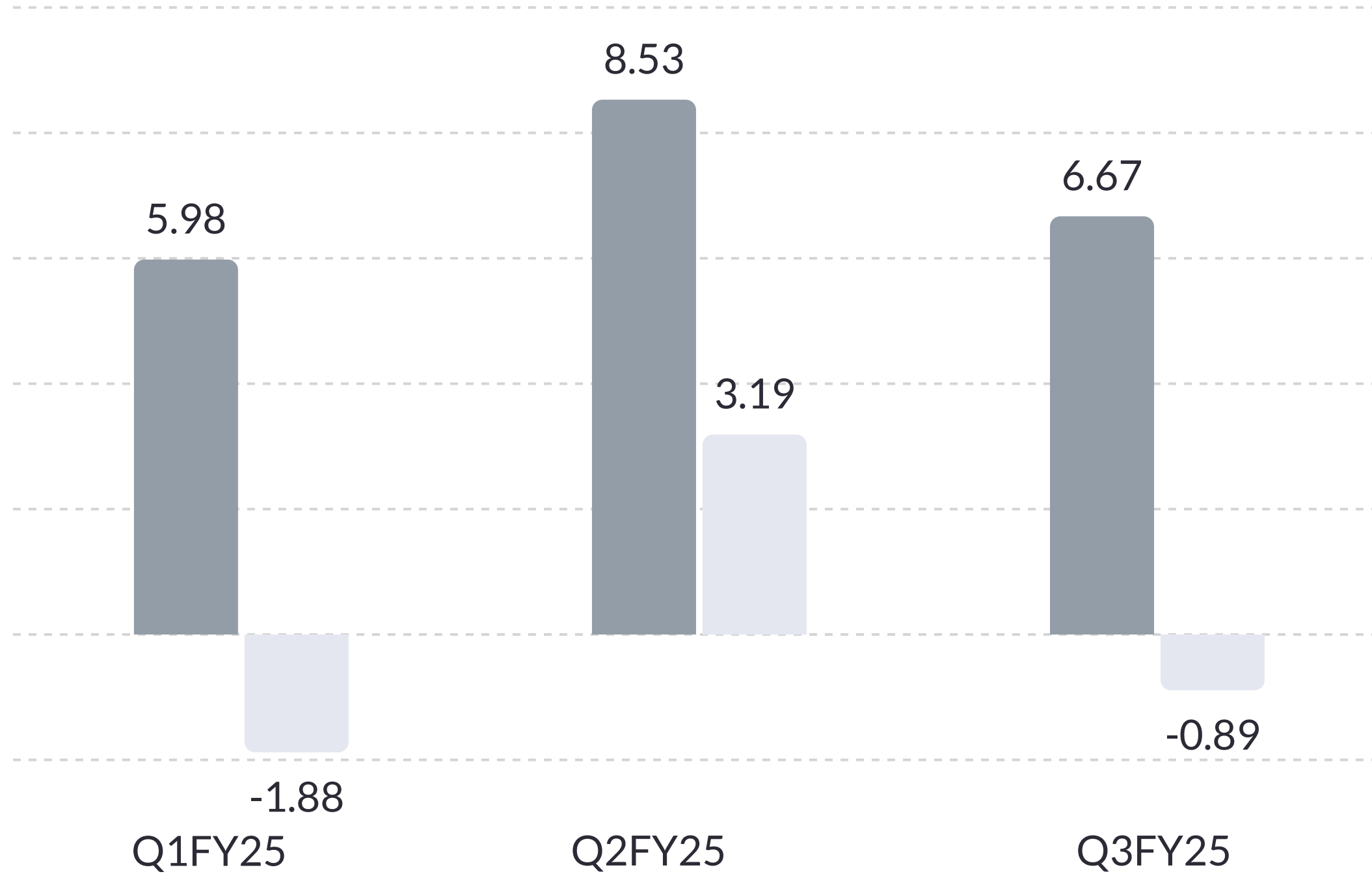




# SEGMENTAL PERFORMANCE

# Granite

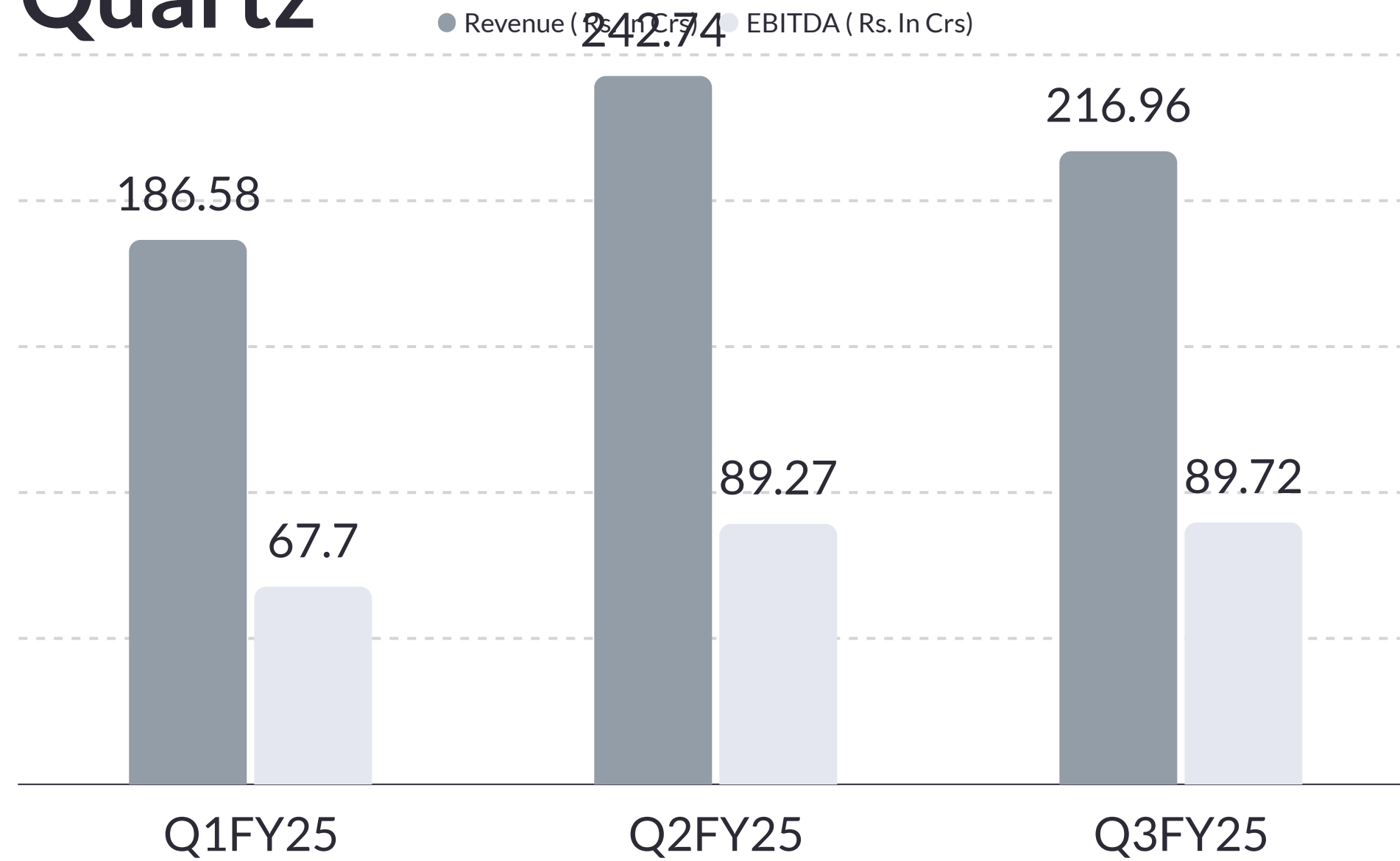
● Revenue (Rs. In Crs) ● EBITDA (Rs. In Crs)



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



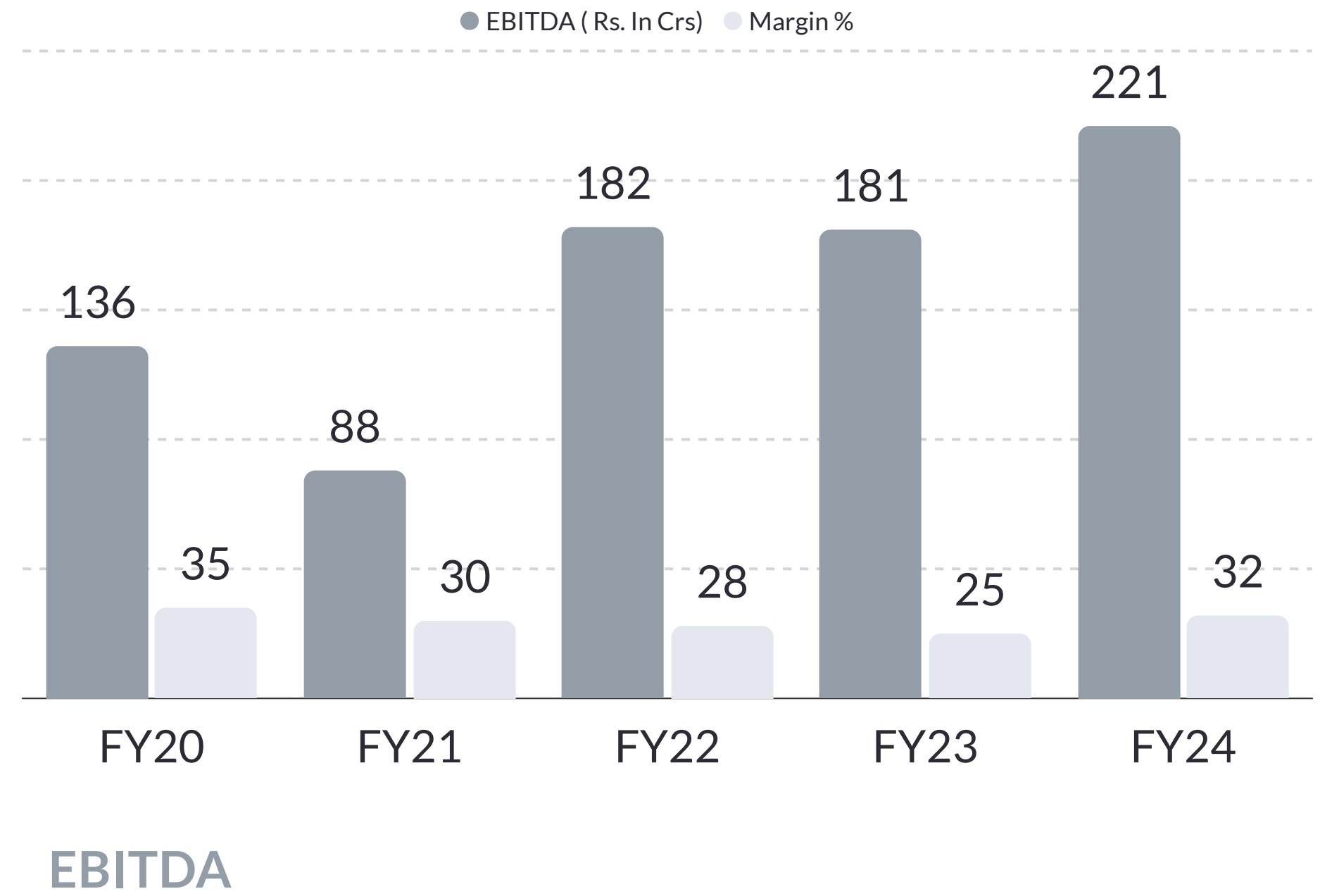
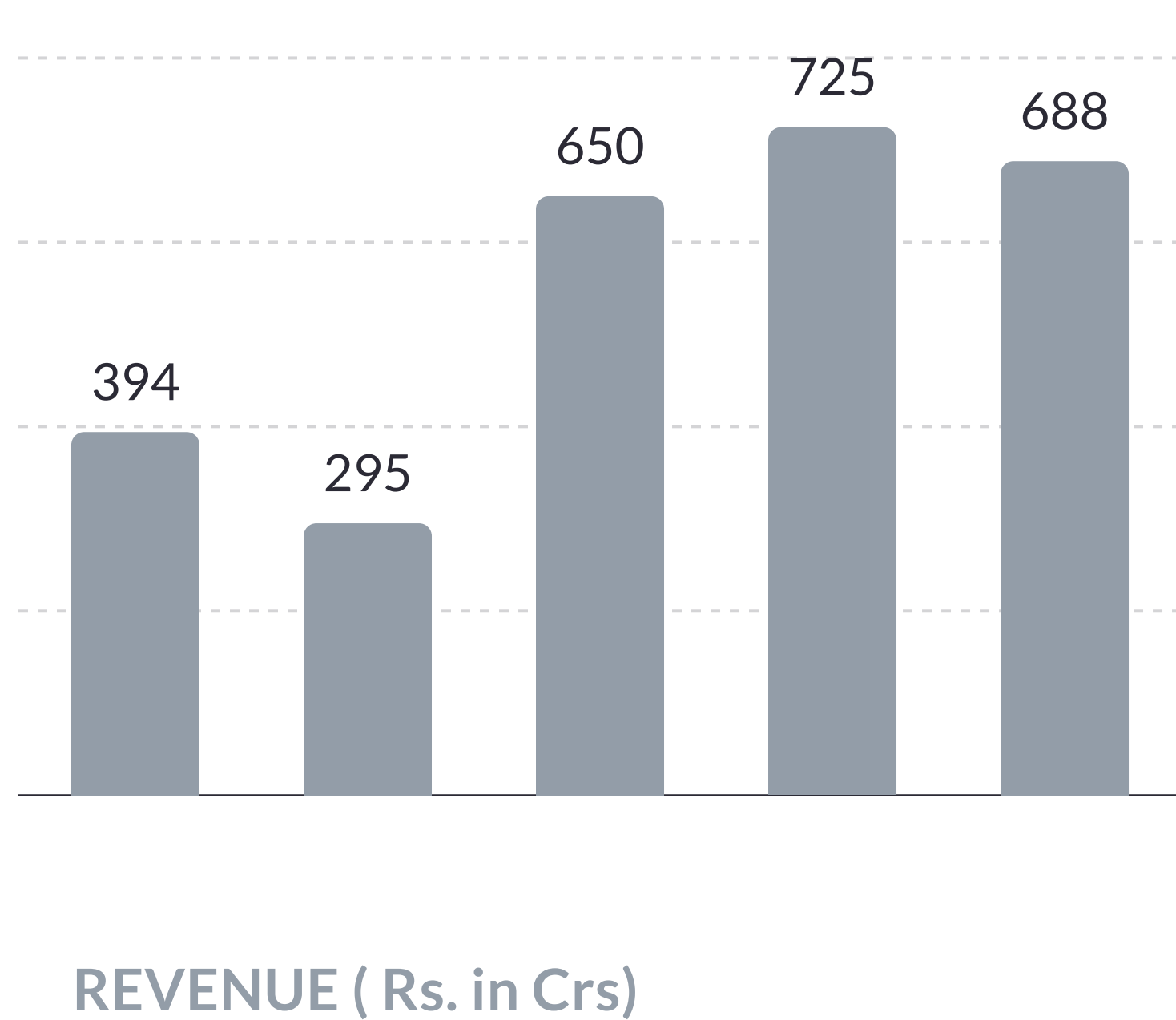
- Actively working to roll out new quartz product launches, marketing efforts, and promotional activities to accelerate sales growth.
- Driving operational efficiencies and maintaining strict cost controls.



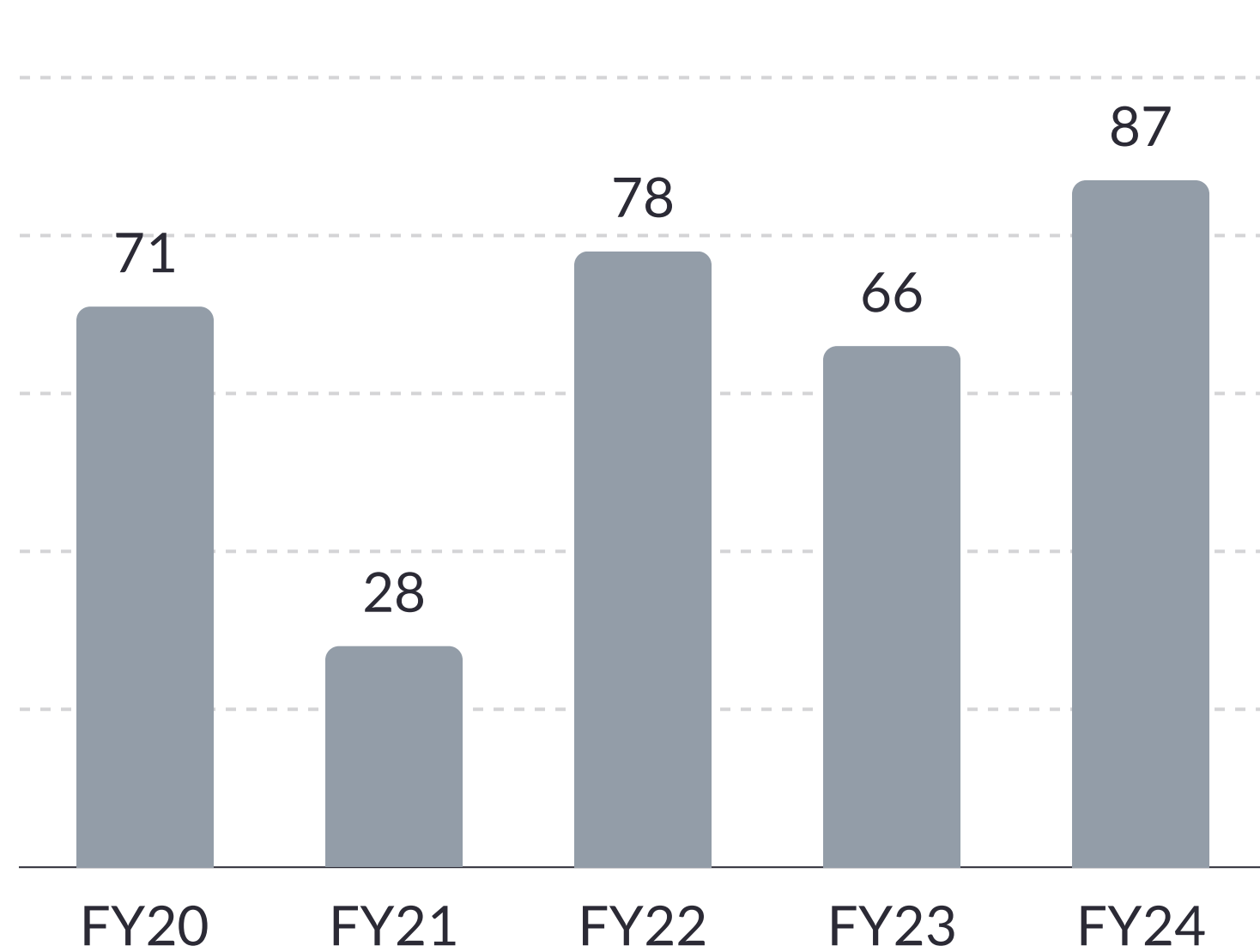
A top-down view of a conference table with a white marble top. In the center of the table is a white rectangular sink with a gold faucet and four gold handles. To the right of the sink is a white bowl filled with oranges. At the bottom of the frame, three grey office chairs are visible, facing the table.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

# HISTORICAL FINANCIALS

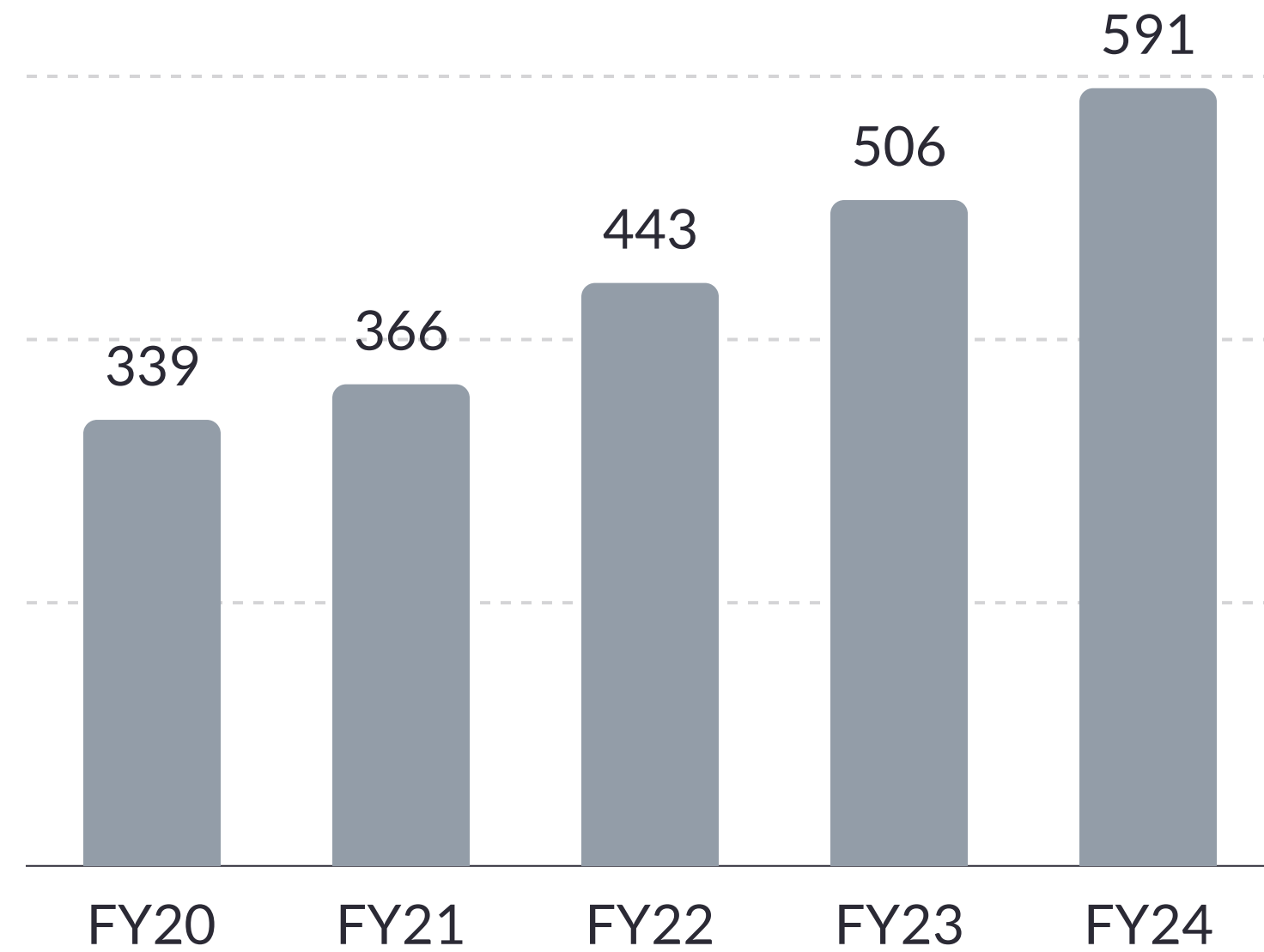
# Historical Financials



# Historical Financials



PAT ( Rs. in Crs)



NETWORTH ( Rs. in Crs)



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