Pokarna Limited

29th May, 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 and Year ended March 31, 2025.

We forward herewith a presentation that will be made to the Investors/Analysts in connection with the Audited Financial Results (Standalone and Consolidated) of the Company for the Quarter and Year ended 31st March, 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: 2025.05.29 17:52:21 +05'30'

Pratima Khandu Gulankar
Company Secretary & Compliance Officer
ACS:66794

POKARNA LIMITED
Q4 & FY25
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.

FINANCIAL HIGHLIGHTS

Consolidated Financials

Rs. In Cr

Particulars	Q4FY25	Q4Y24	%	FY25	FY24	%
Revenues	262.68	161.59	63%	930.13	687.61	35%
EBITDA	104.59	43.78	139%	347.04	221.18	57%
Margins (%)	**40%**	**27%**	**+13 BPS**	**37%**	**32%**	**+5 BPS**
Depreciation	11.69	11.17	5%	44.19	42.58	4%
Interest	10.38	8.87	17%	37.10	38.99	-5%
PAT	58.90	15.51	280%	187.55	87.36	115%
Margins (%)	**22%**	**10%**	**+12 BPS**	**20%**	**13%**	**+7 BPS**

Business and Environment overview

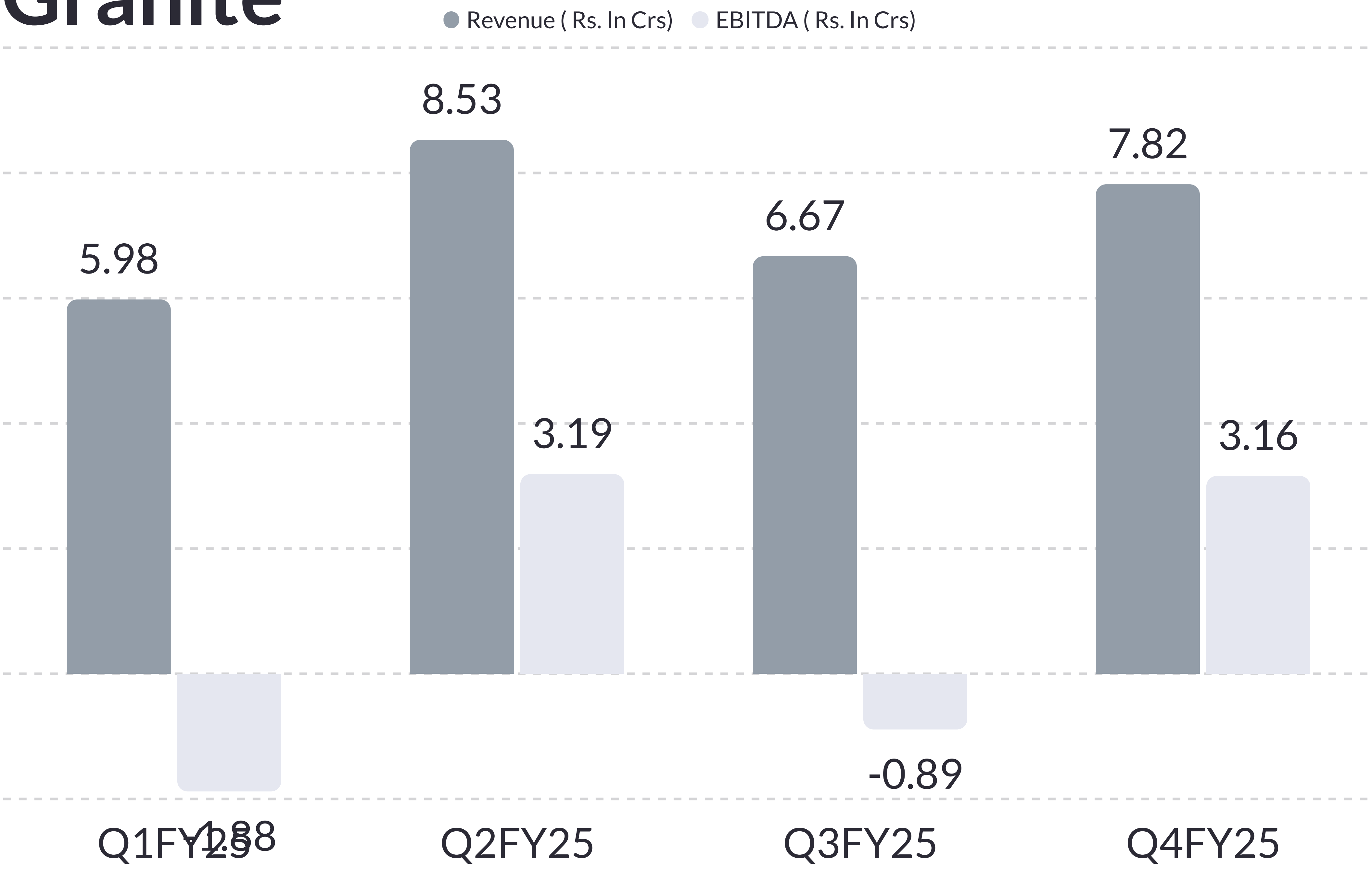
- **Resilient Performance Amid Challenging Market Conditions:**
  PESL delivered strong results despite industry headwinds, reflecting the effectiveness of our strategic sales execution, operational efficiency, and productivity-focused initiatives. However, with global trade dynamics evolving and pricing pressures intensifying, we remain vigilant and are proactively preparing for continued uncertainty in the quarters ahead.
- **U.S. Tariff Announcement Increases Trade Uncertainty:**
  The U.S. government's recent announcement of broad global tariffs has created significant uncertainty in import-driven sectors, including quartz surfaces. The final structure, timing, and impact on landed cost remain fluid and are being closely tracked.
- **Macroeconomic Environment Still Weak:**
  U.S. inflation remains sticky, and while job numbers are steady, consumer confidence is soft. Homeowners are cautious with spending, especially on big-ticket discretionary categories like kitchen and bath upgrades.

Business and Environment overview

- **Export Pricing Pressure Intensifying:**
  Underutilized capacity 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

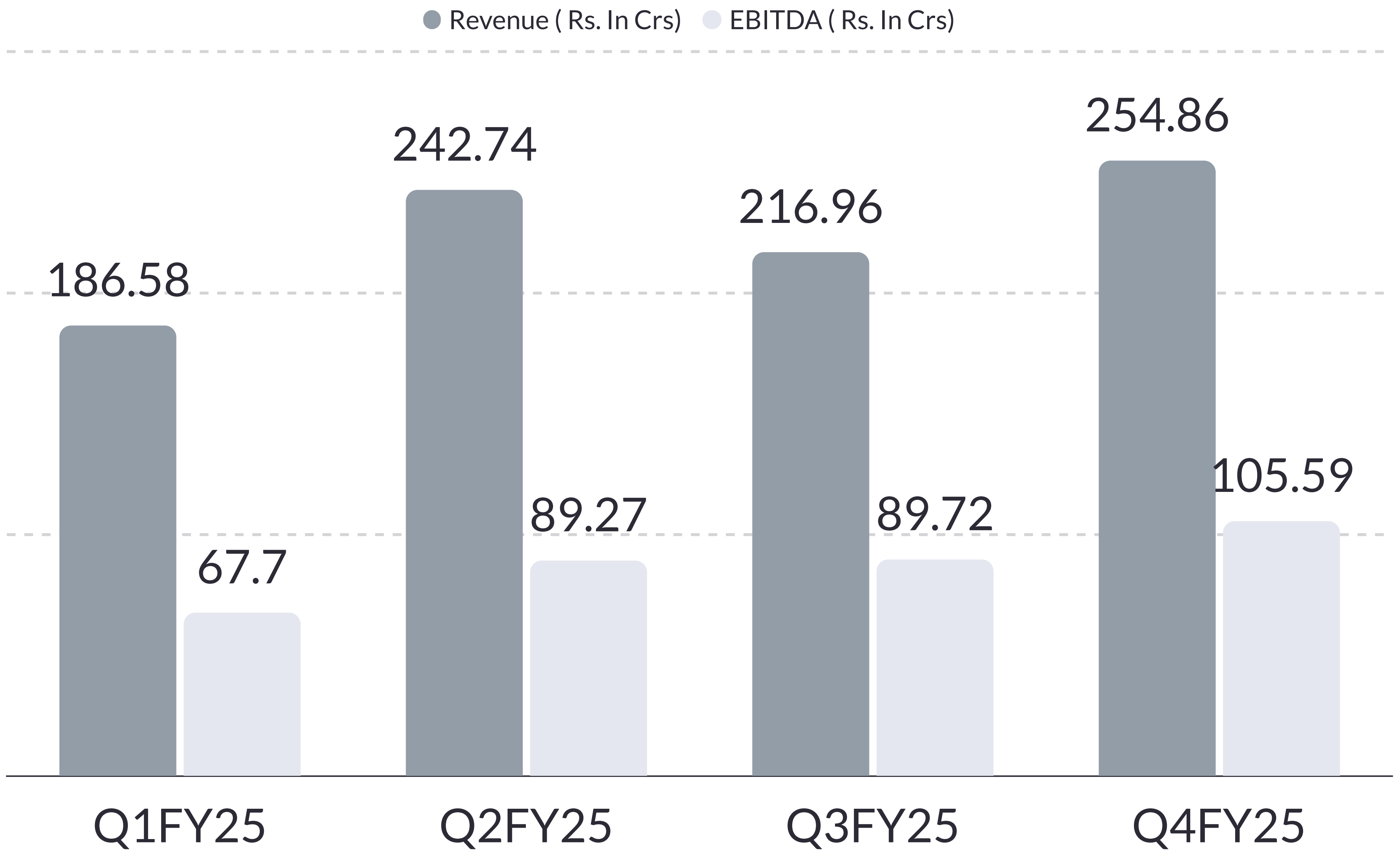
Granite



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

Apparel: The Company has completed the disposal.

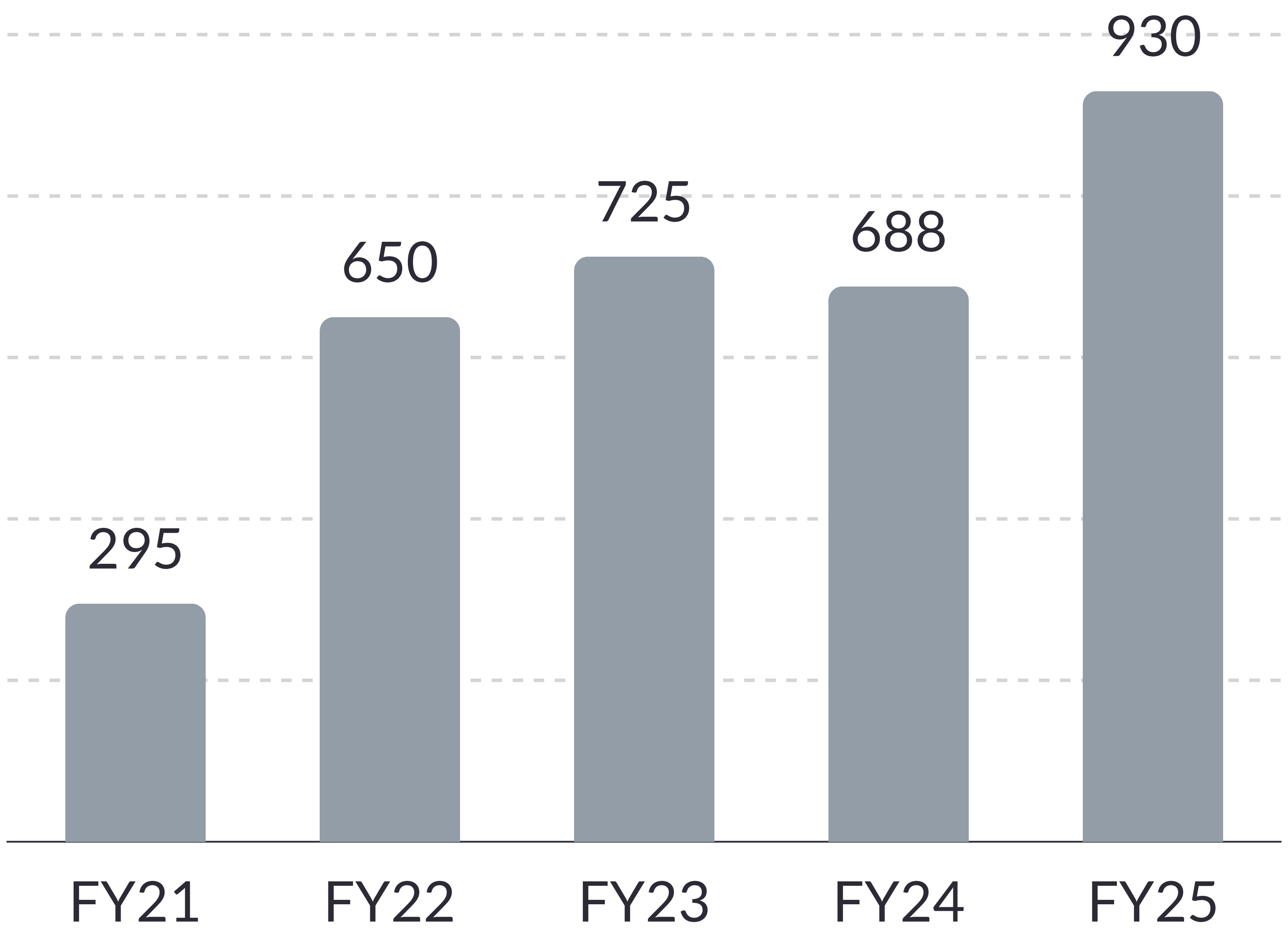
Quartz



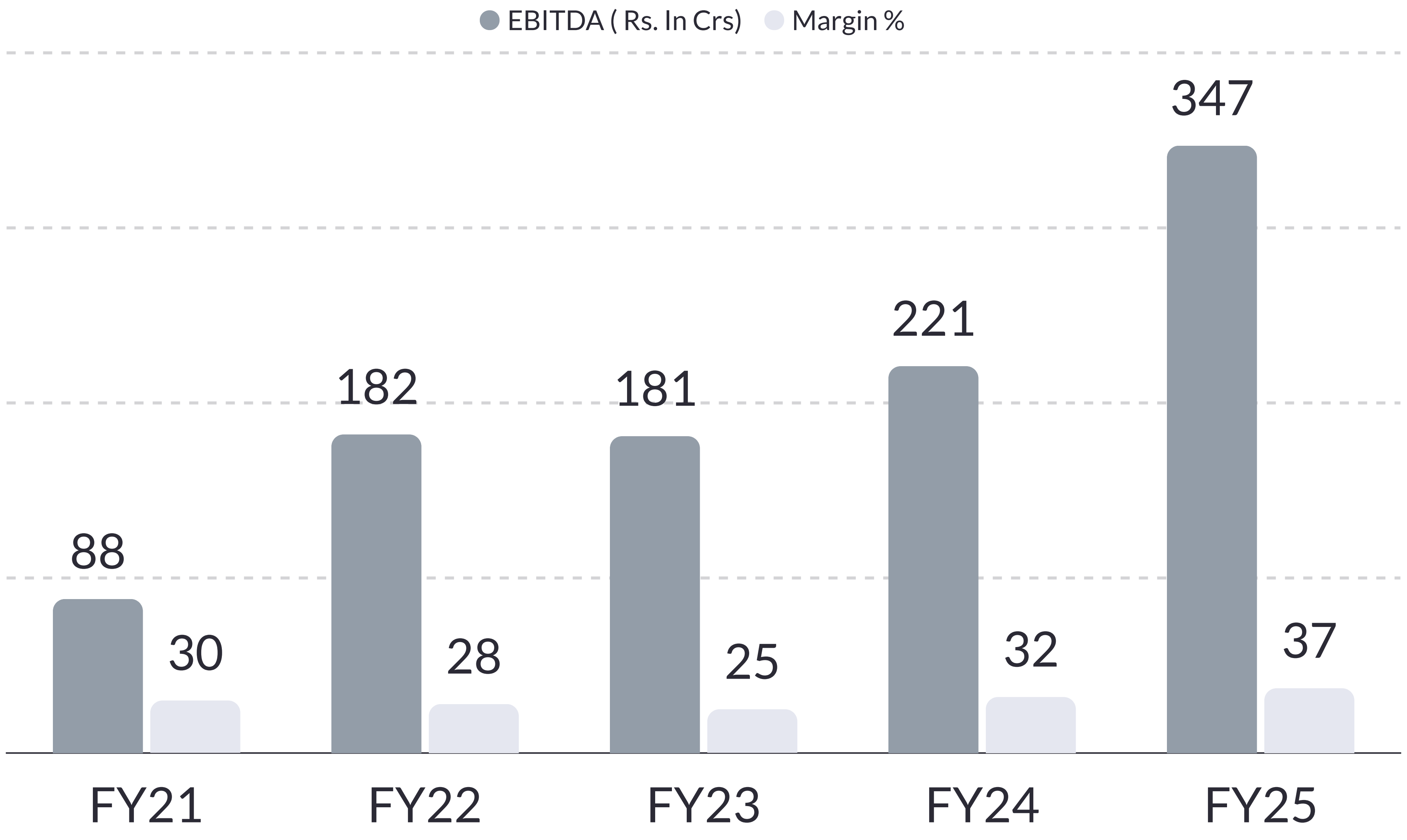
Revenue (Rs. In Crs)
EBITDA (Rs. In Crs)
186.58
67.7
242.74
89.27
216.96
89.72
254.86
105.59
Q1FY25
Q2FY25
Q3FY25
Q4FY25

HISTORICAL FINANCIALS

Historical Financials

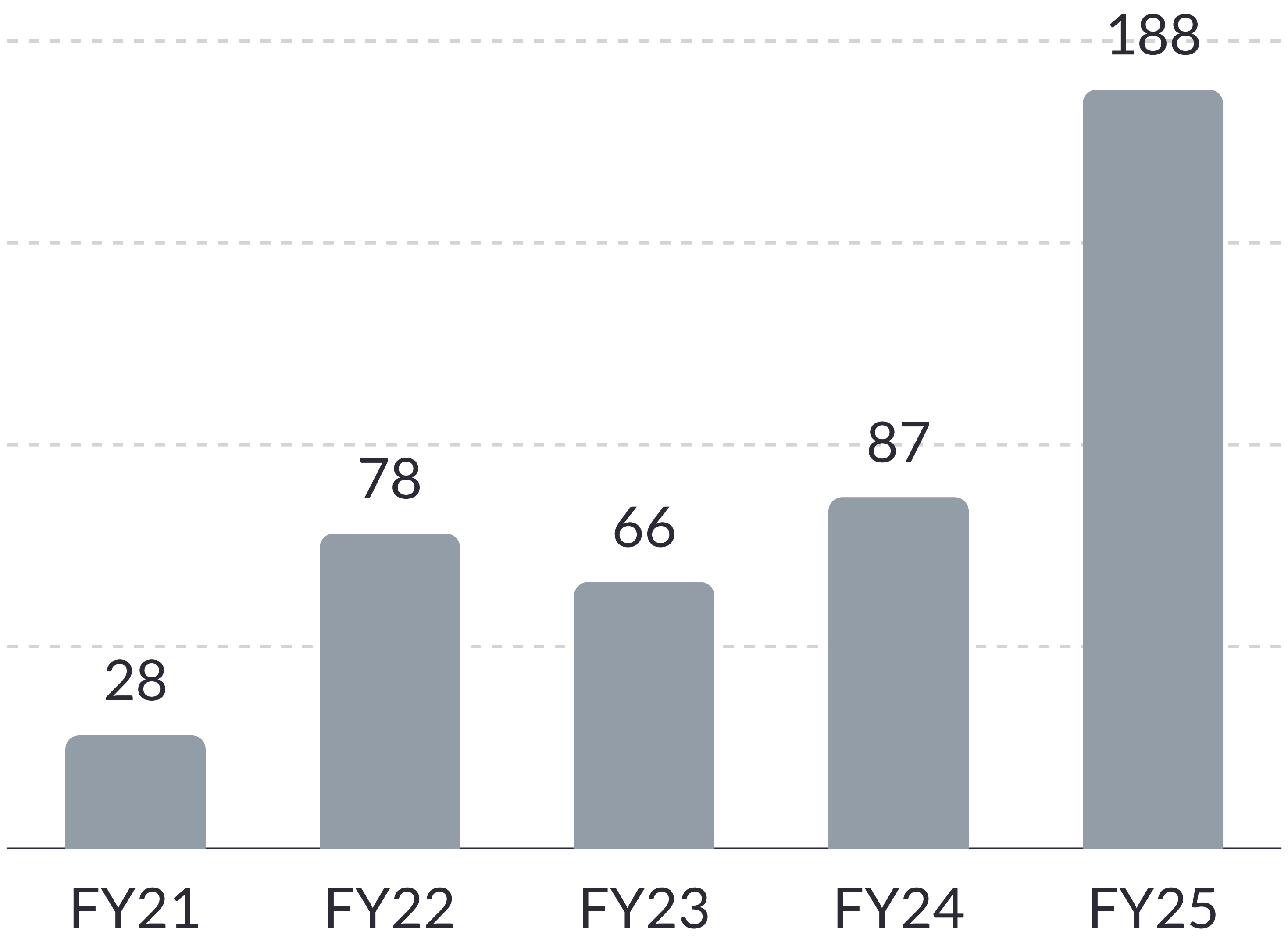


REVENUE (Rs. in Crs)

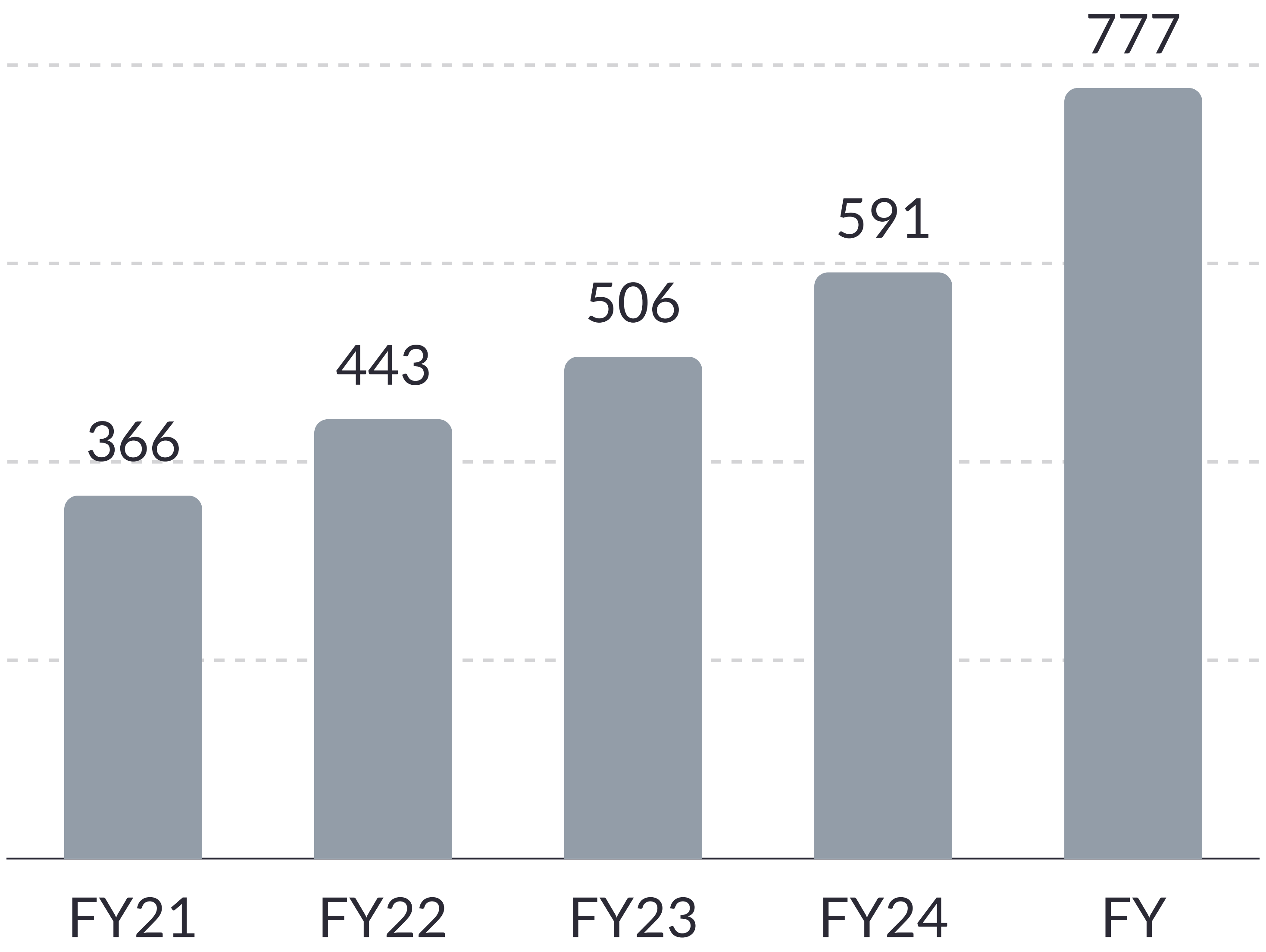


EBITDA

Historical Financials



PAT (Rs. in Crs)



NETWORTH (Rs. in Crs)

INVESTOR CONTACT

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