



POKARNA LIMITED



ANNUAL REPORT

2021-22



Driving
Excellence.
Strengthening Market
Leadership.



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Excellence.

Strengthening Market
Leadership.

At Pokarna, process innovation and an aspiration to provide world-class products have played a pivotal role in driving excellence.

In a year marked by several external headwinds, our agile and value-accretive business model helped us remain resilient.

As one of the leading exporters of granite and quartz surfaces, we provide contemporary designs, value for money and high-quality products that resonate with the changing aspirations of customers and evolving market dynamics.

At Pokarna, we constantly invest in new technologies and processes to increase our overall efficiency for a sustainable business. Our fully automated production line with cutting-edge technology helps us produce best-in-class products for our customers worldwide.

Our state-of-the-art manufacturing facilities in Telangana and Andhra Pradesh are equipped with 'Bretonstone' technology that ensures superior quality. Leveraging our presence in over 19 countries and an extensive and robust distribution network, we strengthen our market leadership and maximise value for our stakeholders.

Inside this report

120%

YoY growth in revenue

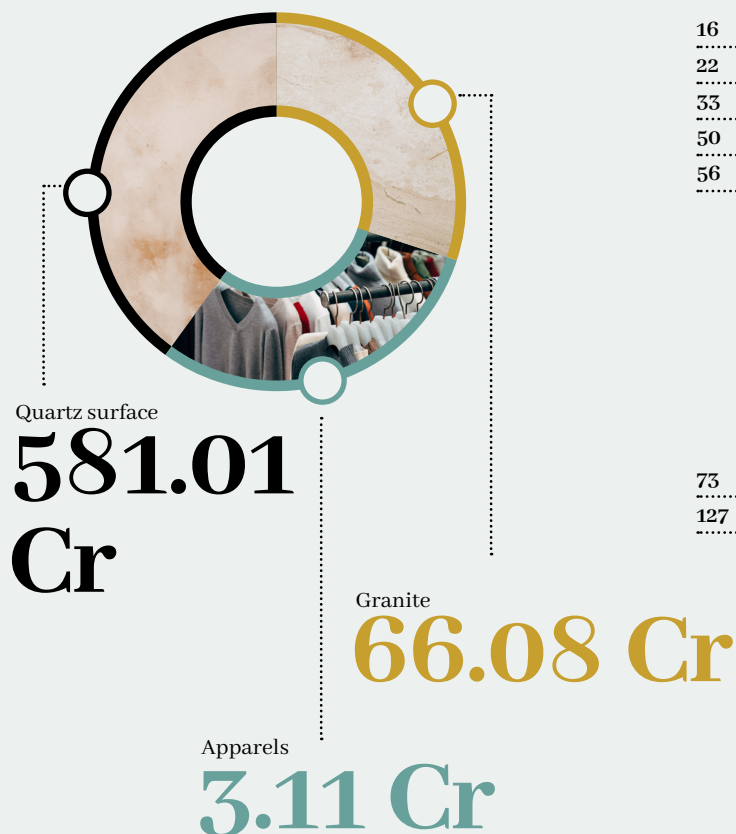
101%

YoY growth in EBITDA

177%

YoY growth in PAT

Revenue mix for FY22 (₹ crore)



Corporate Overview

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the Company

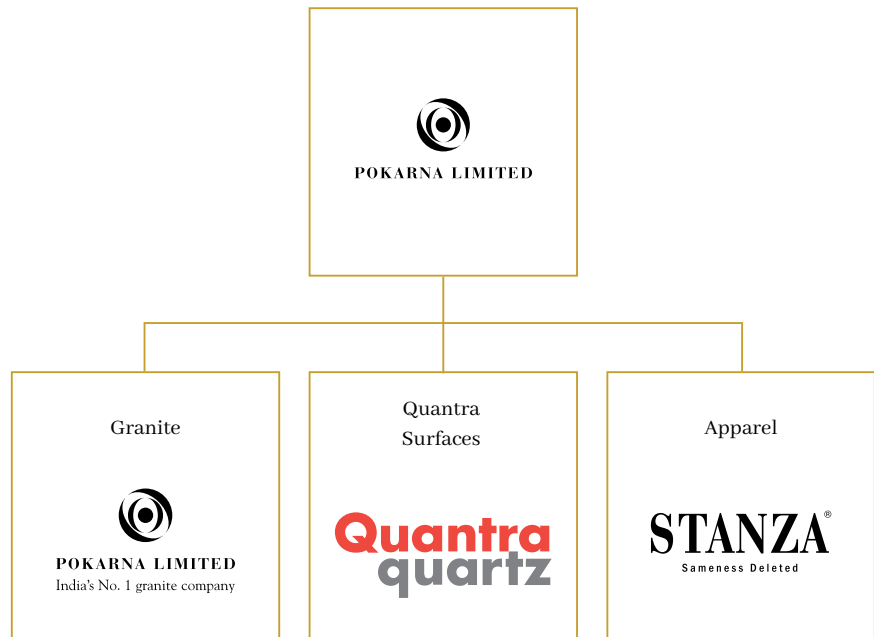


This Report is also
available online on
www.pokarna.com

About Pokarna

One of the leading exporters of Granite and the largest exporter of Quartz surface, Pokarna Limited (Pokarna) has been utilising its manufacturing expertise to delivery industry-leading quality and innovative products to our customers.

Founded in a year 1991 by Mr. Gautam Chand Jain, Chairman and Managing director. Our state-of-the-art quartz surfaces manufacturing facilities are equipped with Bretonstone® specialised technology to produce best-in-class products. We have presence in over 19 countries with an extensive and robust distribution network. We also produce and sell apparel wear under brand name of 'Stanza'.



Our five pillars



Value Our People



Health, Safety and Sustainability



Embrace Technology and Innovation



Operating Performance



Focus on Profitable Growth

Quick facts

30+

Years of experience

20+

Countries exported

31%

5-year CAGR growth of Net worth

22%

5-year CAGR growth of Gross Block

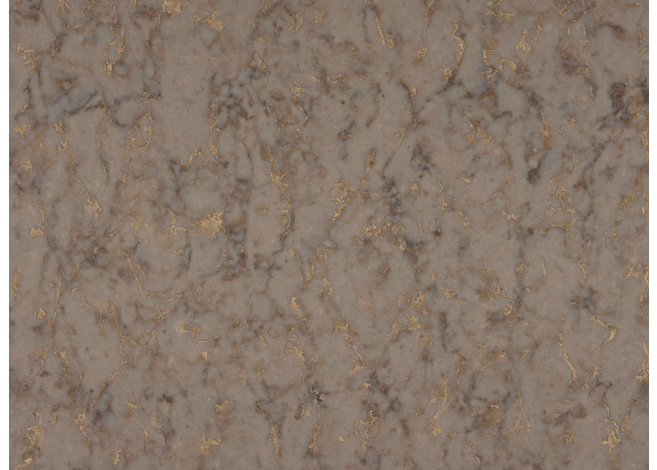
23%

5-year CAGR growth of Book Value

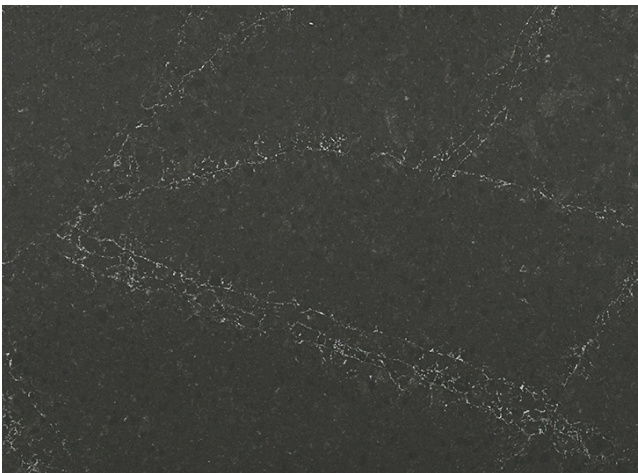
Our offerings



Arctic Breeze



Artisan Wool



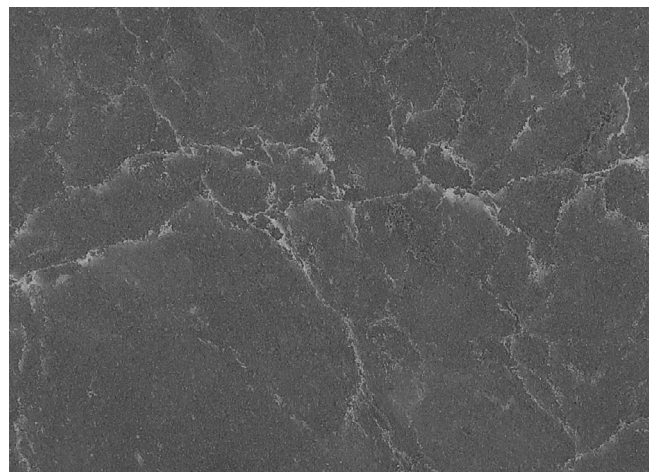
Bellini



Calacatta Capri



Donatello

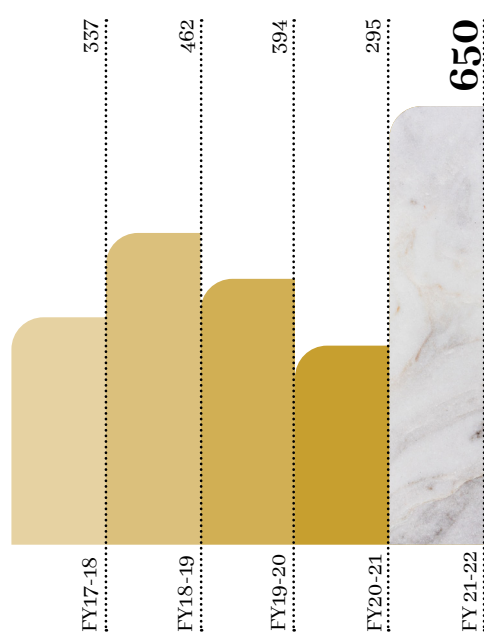


Masaccio

Financial highlight

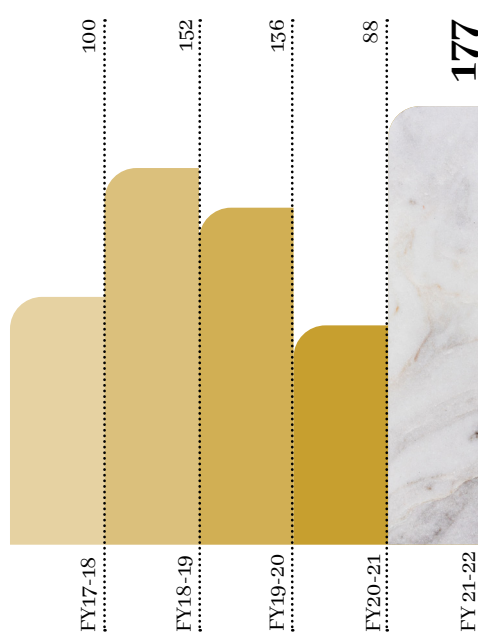
Revenue from Operations

(In INR crores)



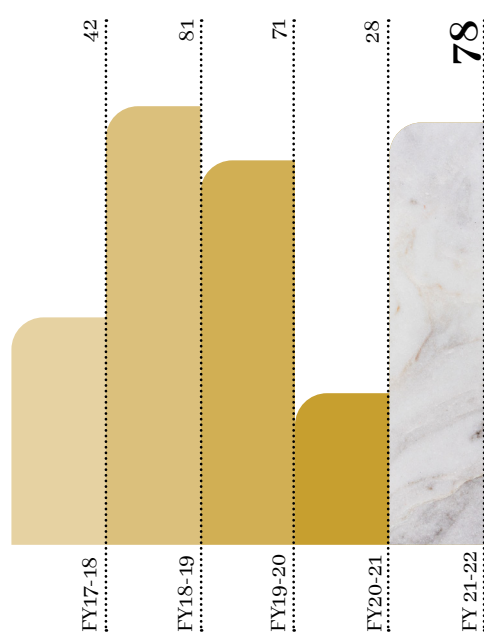
EBITDA

(In INR crores)



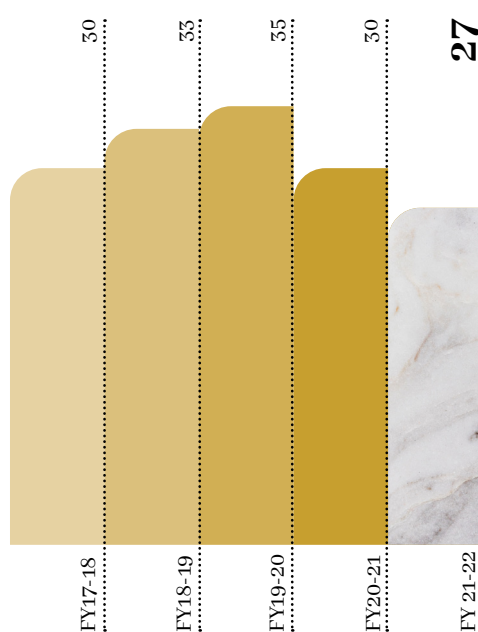
PAT

(In INR crores)

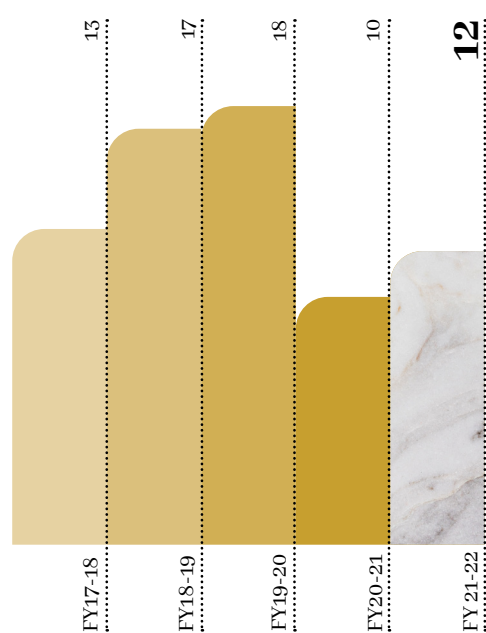


EBITDA Margin

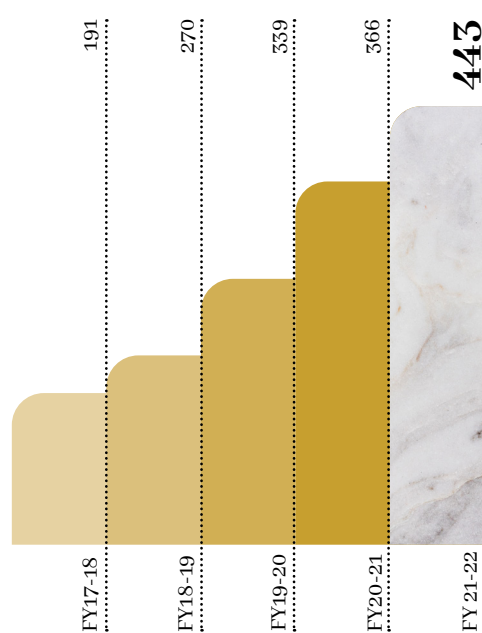
(%)



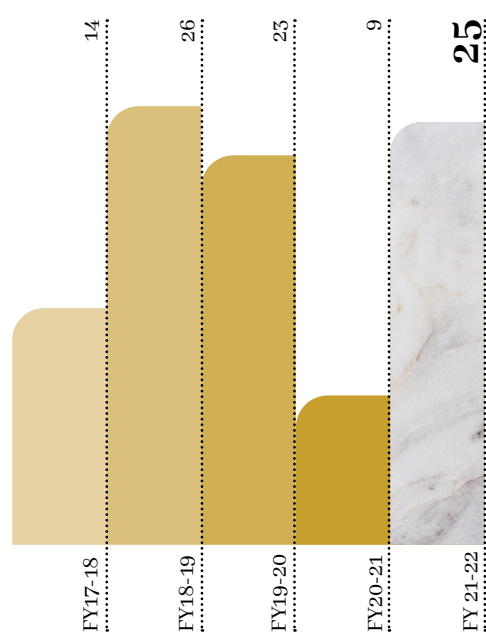
PAT Margin (%)



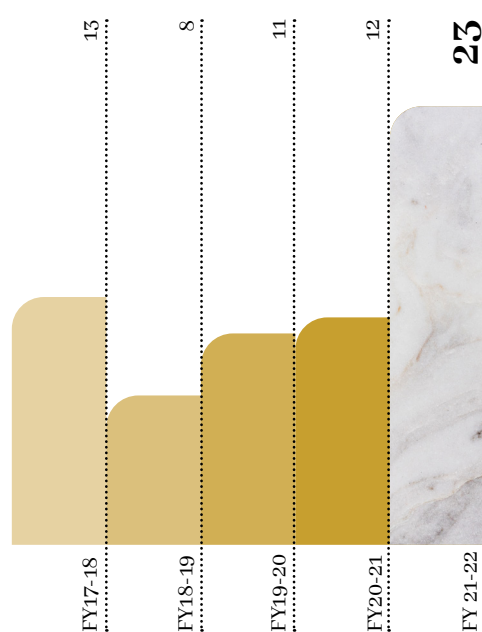
Net Worth (In INR crores)



EPS (in Rs.)



Cash and Cash Equivalent (In INR crores)



Chairman's message



I am pleased that we have grown by 50% in the Indian market in comparison to FY 2020-21. This is attributable to our brand building exercise and continuous efforts in establishing our reach.

Dear Stakeholders,

The year 2021-22 posed a unique set of challenges to the global economies. After dealing with subsequent waves of the pandemic, when the world was gearing up towards recovery, 2022 threw up more headwinds to the global outlook. Russia's invasion of Ukraine in the fourth quarter of the fiscal led to increasing raw material and freight costs and impacted several industries and businesses. Like many other businesses, our profitability and margins were also impacted despite the strong revenue momentum.

Amid a number of challenges, it is our team who showed up for our customers to cater to their demands throughout the year. I am so proud of our talented team, and I continue to be appreciative for their unwavering commitment as well as willingness to care, collaborate and learn for the upliftment of the organization.

In terms of our quartz business performance, during the fiscal, I am pleased that we have grown by 50% in the Indian market in comparison to FY 2020-21. This is attributable to our brand building exercise and continuous efforts in establishing our reach. Besides our endeavours in India, for our international markets, we carried out periodic participation in International exhibitions and trade shows to amplify our brand visibility and strengthen our customer connect.

Talking about the segment performance, in our Quartz business we introduced new products, which also witnessed positive response from customers. Our existing products also continued to perform well. We are continually directing our efforts in ramping up operations at New Quartz unit. Our Granite business could not perform as per expectations due to the highly competitive environment. Our profitability was impacted significantly for the Granite business. We therefore currently are directing our efforts towards preserving our margins. Similar to Granite business, our Apparel business was impacted too, however we are undertaking steps towards cost rationalization and containing our losses.

On the financial front, our consolidated revenue grew from Rs 295 Crore in 2020-21 to Rs 650 in 2021-22 registering a growth of 120%. Our EBITDA increased to Rs 177



Leveraging our manufacturing expertise and more than three decades of experience, we will keep delivering industry-leading quality and innovative products to our customers fortifying our presence in both domestic and overseas market.

Crore in 2021-22 from Rs 87 Crore in 2020-21 with a growth of 101%. Our PAT stood at Rs 78.30 in 2021-22 in comparison to Rs 28.29 in the previous year.

Looking forward, although supply chain disruptions, port congestion, container unavailability and rising shipping costs continue to pose challenge in near term, we are optimistic for our long term success. As the real estate keeps gaining momentum, the demand for kitchen countertops and thereby Quartz and Granite will continue to be promising. Leveraging our manufacturing expertise and more than three decades of experience, we will keep delivering industry-leading quality and innovative products to our customers fortifying our presence in both domestic and overseas market.

To conclude, I will take this opportunity to thank our shareholders for reposing their

confidence in our capabilities. We will continue with our focus towards creating long term value for our stakeholders by adhering to highest standards of commitment and promoting innovation.

Regards,

Gautam Chand Jain

Chairman & Managing Director

1. Albania
2. Bangladesh
3. Canada
4. China
5. Germany
6. Israel
7. Italy
8. Jordan
9. Kuwait
10. Mexico
11. Maldives
12. New Zealand
13. Romania
14. Slovakia
15. Taiwan
16. Tanzania
17. UK
18. USA
19. Netherlands.

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