

Scheduled on:22/12/2023

At 11:30 A.M.

▶ CORPORATE BRIEFING SESSION



**FOR THE YEAR
ENDED JUNE 30, 2023**

▶ Agenda of the Session:

1. About Karam Ceramics Limited
2. Products Portfolio
3. Financial Highlights of 2022-23
4. Financial Highlights of Three Months ended September 30, 2023.
5. Key Challenges
6. Q & A Session

About Karam



Karam Ceramics Limited (the Company) was incorporated in Pakistan on April 8, 1979 as a public limited company under the repealed Companies Act, 1913 (now Companies Act, 2017) The shares of the Company are quoted on Pakistan Stock Exchange. The registered office of the Company is situated at address "A-31, Sindhi Muslim Cooperative Housing Society, Karachi and manufacturing facilities of the Company are located at 295/311, Deh Halkani, Hub Dam Road ,Manghopir , Karachi. The principal activity of the Company is manufacturing and sale of tiles and brand name is NOVA

Why Karam Ceramics Ltd?



We are committed to provide the Best Quality products to our customers.
Company introduced NOVA DRY BOND a thin set of mortar for the industrial of Tiles.

Better STRENGTH & BONDING!

Brand: Nova
Usage: Porcelain & Ceramic Tiles
Standard: Industrial Grade

Color: Grey
Packaging Type: Bag
Packaging: 20 KG (Approx)

ADVANTAGES

- Ready to use high bonding and durable.
- Suitable for indoor and outdoor.
- No needs for hacking or mechanical key on surface.
- Ideal for fixing tile on tile and tiles on wall decorative tiles.
- Moderate waterproofing characteristics.
- Ideal adhesive for wall, floor, showers area, dry and wet areas, etc.

SURFACE TREATMENT

- Surface must be properly clean, away from grease, oil and dust.
- Surface must be sufficient flat to permit the specified flatness of finished tiling.
- Not recommended to use in metal, wood, paint and fully glazed backgrounds. For any requirement please contact company's technical person.

TECHNICAL SPECIFICATIONS

- Base: Moderate Polymer modified cementitious.
- Color: Grey.
- Bed thickness: (Depends up on tile size & weight).
- Coverage: 20kg bag covers 3 meters area approx.
- Application: Use notched trowel.
- Initial setting time: 30 to 45 minutes & Movement: 12 to 14 Hours.
- Temp: 25 Degree to 100 Degree C.
- Safety: Non toxic, Non Flammable & Protect from damp.

NOVA TILES & MORE DRY BOND 20KG



NOVA TILES & MORE DRY BOND

- Non Slip
- Water Resistance
- High Performance
- Flexible Rapid Set
- Easy to Use

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Email: info.nova-kcl@kclgroup.com
Website: www.nova-kclgroup.com

Better STRENGTH & BONDING! 20KG

Research & development is the backbone of NOVA.

NOVA understands today's fast moving, high-tech world and are dedicated to provide consistent high quality standards to customers. Our employees stay committed to produce and maintain our best quality tiles right from the design conception stage to the production stage.

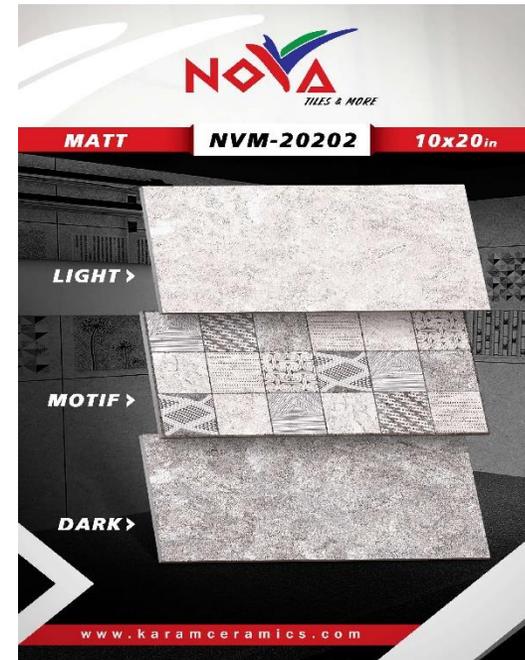
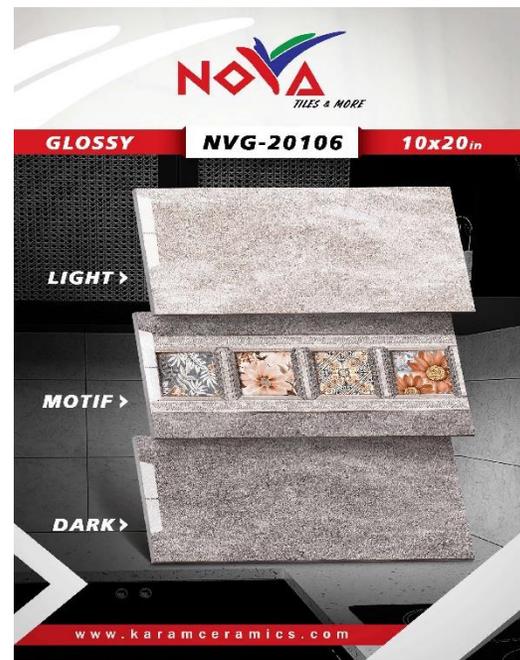
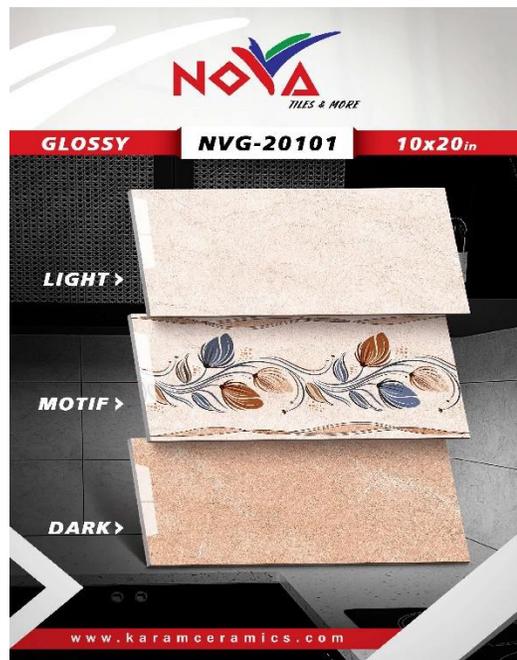
We are a Public Limited Company listed on Pakistan Stock Exchange.

Karam Ceramics Limited with brand name NOVA is equipped with the latest state of art technology and Machinery to Manufacture Tiles.

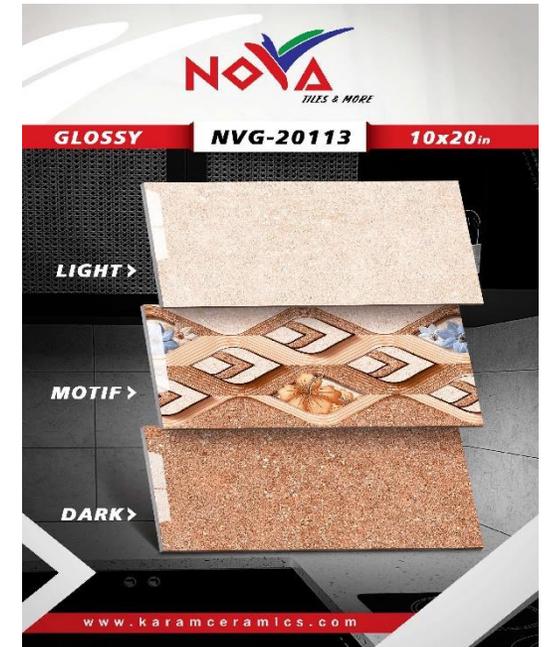
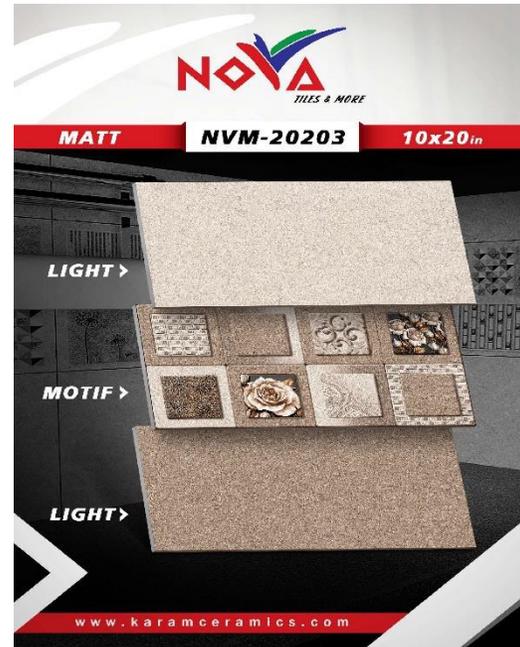
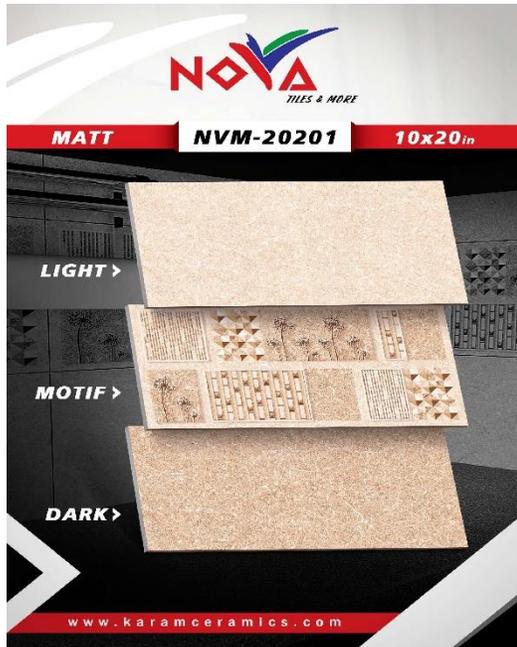
Why Karam Ceramics Ltd?



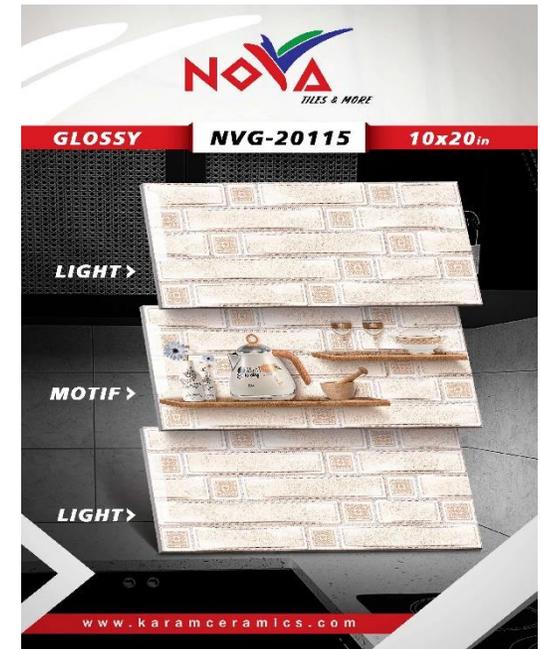
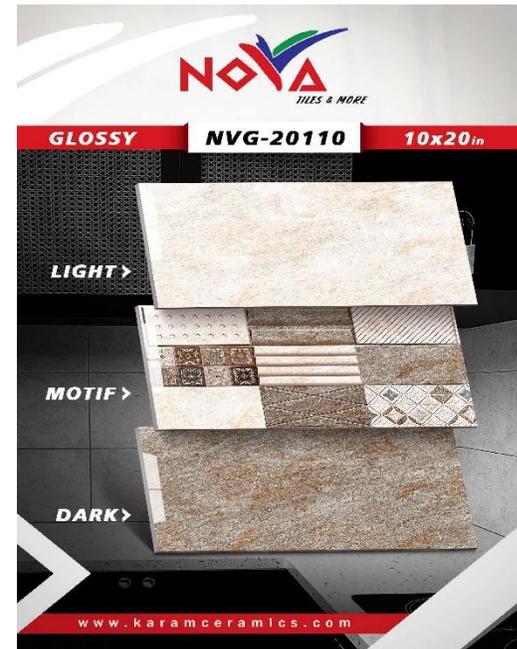
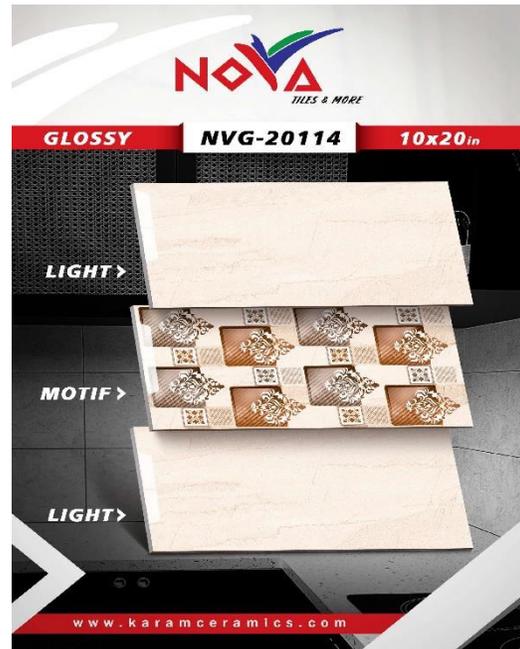
- ▶ A total Range of 16 sets of design each set were launched (3 Tiles per set (a) Light Co (b) Dark (c) Motive was one set



Why Karam Ceramics Ltd?



Why Karam Ceramics Ltd?



Why Karam Ceramics Ltd?



❖ Design of new Boxes for Floor + Wall Tiles

16 x 16



10 x 20



Why Karam Ceramics Ltd?



❖ Design of new Boxes for Floor + Wall Tiles

12 x 12



Product Portfolio



COLOURED & DECORATIVE / EFFECT GLAZE WALL TILES

- 10 X 20
- 12 X 12
- 16 X 16

**IN FUTURE GOING
UP TO PRODUCE**

12 x 24

60 x 60

60 x 120



▶ KEY FINANCIALS HIGHLIGHTS

Financial Highlights



FINANCIAL HIGHLIGHTS

(Rs. In millions)

	2023	2022	2021	2020	2019	2018	2017	2016	2015	2014
Sales	977	818	1126	927	1439	1210	861	1196	1304	1278
Gross Profit	-362	-198	35.74	-66	187	136	22	58	134	93
Expenses (Net)	126	101	123	119	136	120	107	95	87	72
Profit before Taxtation	-484.5	-257.7	-7.8	-95	51	16	-85	-0.16	47	23
Profit after Taxtation	-474.9	-251.8	41.63	-43	28	14	-75	-22	37	17
Dividend %	-	-	-	-	5%	8%	-	-	12%	10%
Right Shares %	-	-	-	-	-	-	-	-	-	-
Earning per Share (Rs.)	-32.65	-17.30	2.86	-3.01	1.98	0.95	-5.12	-1.54	2.54	1.16

PERFORMANCE – QTR WISE



KARAM CERAMICS LIMITED
STATEMENT OF PROFIT OR LOSS
FOR THE FIRST QUARTER ENDED SEPTEMBER 30, 2023

	September 2023	September 2022
	-----Rupees-----	
Revenue	372,661,288	62,024,918
Cost of sales	(419,454,255)	(158,271,658)
Gross profit / (loss)	<u>(46,792,967)</u>	<u>(96,246,740)</u>
Selling and distribution expenses	<u>3,026,344</u>	<u>3,634,149</u>
Administrative expenses	<u>7,122,468</u>	<u>6,952,697</u>
	<u>(10,148,812)</u>	<u>(10,586,846)</u>
Operating profit / (loss)	<u>(56,941,779)</u>	<u>(106,833,586)</u>
Other income	<u>557,686</u>	<u>1,612,624</u>
Finance cost	<u>(2,203,799)</u>	<u>(8,895,802)</u>
	<u>(1,646,113)</u>	<u>(7,283,178)</u>
Profit / (loss) before taxation	<u>(58,587,892)</u>	<u>(114,116,764)</u>
Taxation	(4,408,472)	2,638,464
Profit / (loss) after taxation	<u>(62,996,364)</u>	<u>(111,478,300)</u>
Earnings / (loss) per share - basic and diluted	<u>(4.33)</u>	<u>(7.66)</u>

▶ KEY CHALLENGES

KEY CHALLENGES – 2022-23



MARKET CHALLENGES

- High Energy cost
- New companies entering in the market
- Difficulty opening L/c for Import Raw material & spares with or not available Pakistan
- Large Chinese manufacture already exits with the Tax Benefits from the government

▶ Q&A

▶ THANK YOU!