



**SCHEDULED ON:09/01/2023  
AT 11:00 A.M.**

**CORPORATE BRIEFING SESSION**

**FOR THE YEAR  
ENDED JUNE  
30, 2022**



## Agenda of the Session:

1. About Karam Ceramics Limited
2. Products Portfolio
3. Financial Highlights of 2021-22
4. Financial Highlights of Three Months ended September 31, 2022.
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Ceramics Limited (the Company) was incorporated in Pakistan on April 8, 1979 as a public limited company under the repealed Companies Act, 1913 (now Companies Act, 2017) The shares of the Company are quoted on Pakistan Stock Exchange.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 present address "A-31, Sindhi Muslim Cooperative Housing Society, Karachi previous address. BC-6, Block 5, Kehkashan, Clifton Karachi, Pakistan 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.

On November 12, 2021 intention for the acquisition of 95.6% shares of the company was made by Swat Ceramics (Private) Limited (SCPL) in accordance with Securities Act 2015 and the Listed Companies (Substantial Acquisition of Voting Shares and Takeovers) Regulations, 2017 However, the proposed acquisition was changed where the proposed acquisition was offered by sponsors of SCPL Company rather than the SCPL itself.

On March 04, 2022 the proposed acquirer entered into a share purchase agreement with the sponsors of the Company for the purchase of 10,613,259 shares which represents 72.95% of the total capital of the Company at a price of Rs 20 per ordinary share. Further, a public announcement was made on May 13, 2022 for the purchase of additional 1,967,700 ordinary shares which represents 13.52% of the total capital of the Company at a price of 62.77 per ordinary share, out of which 536,813 shares were obtained from minority share holders.

The new management has taken over on July 26, 2022

New Management has selected brand name "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.



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.

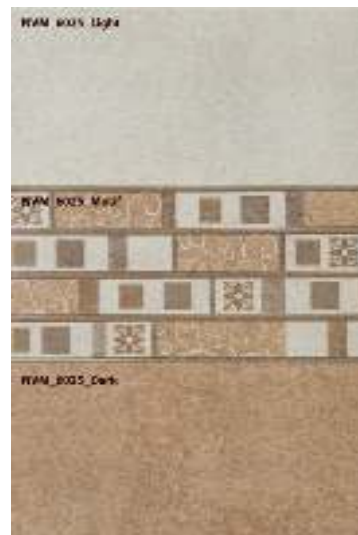
We are a Public Limited Company listed on Pakistan Stock Exchange.

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 12 Number of design set were launched (3 Tiles per set (a) Light Color (b) Dark Color (c) Motive was one set



# Why Karam Ceramics Ltd?



## ❖ Design of new Boxes for Floor + Wall Tiles



# Category of Shareholders

30 June 2022



## Category of Shareholders As On 30/06/2022

Particulrs	No of Folio	Balance Share	Percentage
DIRECTORS, CEO & CHILDREN	8	10403019	71.5049
BANKS, DFI & NBF1	2	312562	2.1484
INSURANCE COMPANIES	1	1500	0.0103
GENERAL PUBLIC (LOCAL)	294	3040274	20.8973
GENERAL PUBLIC (FOREIGN)	5	757420	5.2061
OTHERS	3	33901	0.2330
<b>Company Total</b>	<b>313</b>	<b>14548676</b>	<b>100.0000</b>



# PRODUCT PORTFOLIO



## COLOURED & DECORATIVE / EFFECT GLAZE WALL TILES

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





# KEY FINANCIALS HIGHLIGHTS

# Financial Highlights



(Rs. In millions)

	2022	2021	2020	2019	2018	2017	2016	2015	2014	2013
Sales	818	1126	927	1439	1210	861	1196	1304	1278	1156
Gross Profit	-198	35.74	-66	187	136	22	58	134	93	111
Expenses (Net)	104	123	119	136	120	107	95	87	72	96
Profit before Taxtation	-257.7	-7.8	-95	51	16	-85	-0.06	47	23	14
Profit after Taxtation	-251.7	41.63	-43	28	14	-75	-22	37	17	2.4
Dividend %				5%	8%	-		12%	10%	-
Right Shares %	-	-	-	-	-	-	-	-	-	-
Earning per Share (Rs.)	-17.30	2.86	-3.01	1.98	0.95	-5.12	-1.54	2.54	1.16	0.17

# PERFORMANCE – QTR WISE



## PROFIT AND LOSS ACCOUNT

FOR THE FIRST QUARTER ENDED SEPTEMBER 30, 2022

	September 2022 Rupees	September 2021 Rupees
Revenue	62,024,918	268,249,425
Cost of sales	(158,271,658)	(242,239,652)
<b>Gross profit / (Loss)</b>	<b>(96,246,740)</b>	<b>26,009,773</b>
Selling and distribution expenses	3,634,149	1,743,376
Administrative expenses	6,952,697	5,407,120
	(10,586,846)	(7,150,496)
Operating profit / (Loss)	(106,833,586)	18,859,277
Other income	1,612,624	4,701,863
Finance cost	(8,895,802)	(13,358,858)
	(7,283,178)	(8,656,995)
<b>Profit / (Loss) before taxation</b>	<b>(114,116,764)</b>	<b>10,202,281</b>
Taxation	2,638,464	2,512,969
<b>Profit / (Loss) after taxation</b>	<b>(111,478,300)</b>	<b>12,715,250</b>
Earnings / (Loss) per share-basic diluted	(7.66)	0.87



# KEY CHALLENGES

# KEY CHALLENGES – 2021-22



## MARKET CHALLENGES

- Imposition of multiple changes
- High Energy cost
- New companies entering in the market



**Q&A**  
**THANK YOU!**