

Scheduled On: December 26, 2025
At 12:00 P.M.

● **CORPORATE BRIEFING SESSION**



**FOR THE YEAR
ENDED JUNE 30, 2025**

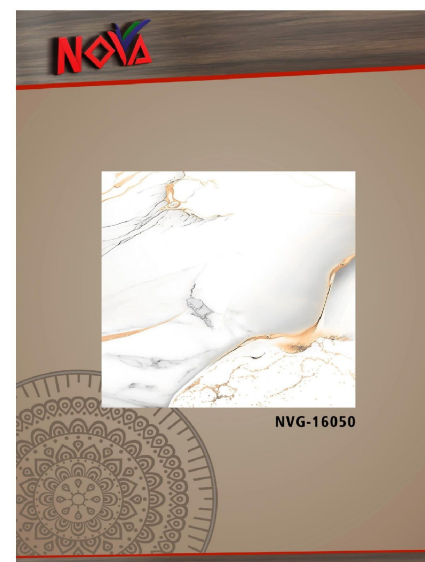
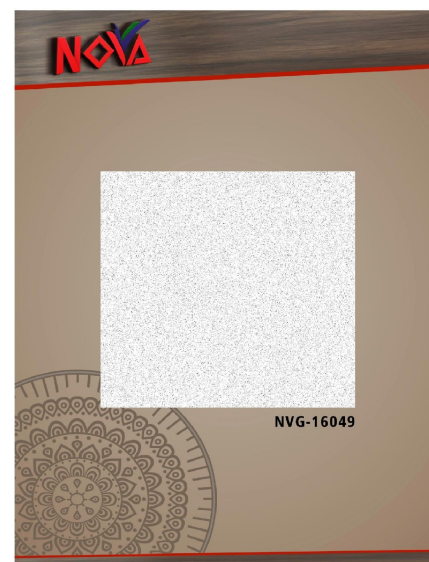
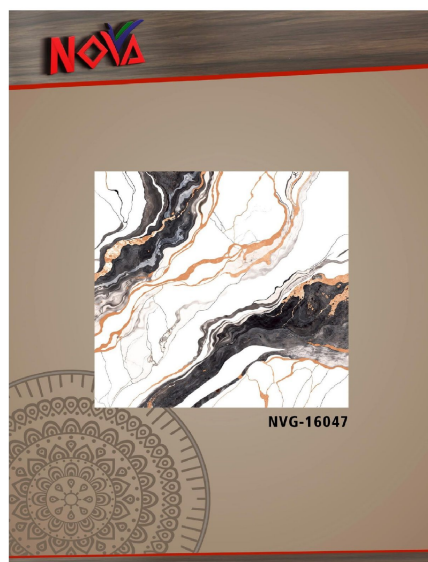
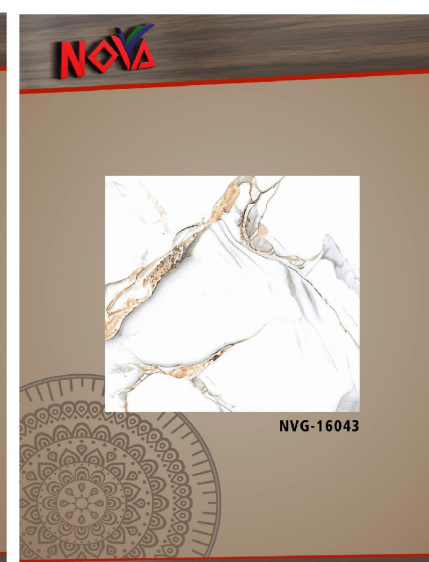
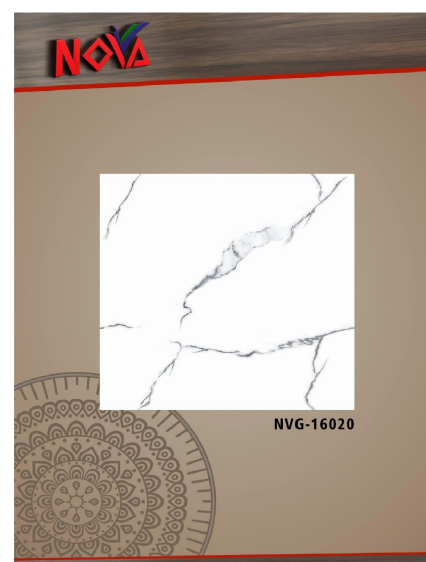
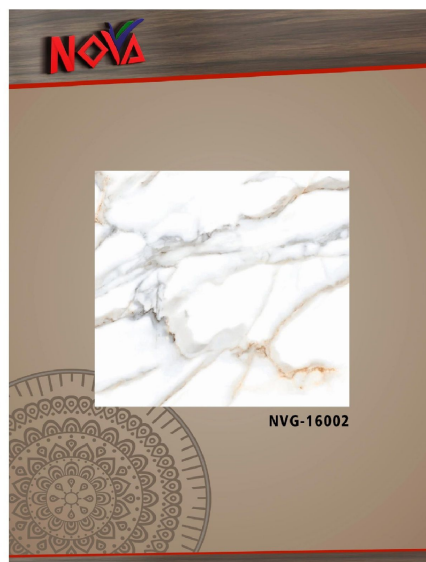
● **Agenda of the Session:**

1. About Karam Ceramics Limited
2. Products portfolio
3. Financial Highlights of 2024-25
4. Financial Highlights for the period ended September 30, 2025
5. Market Challenges
6. Way Forward / Strategic Priorities:
7. Q & A Session

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Ceramics Limited (the Company) was incorporated in Pakistan on April 8, 1979 as a public limited company under the repealed Companies Act, 1913 (now Companies Act, 2017) The shares of the Company are quoted on Pakistan Stock Exchange.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, S.M.C.H.S, Karachi and manufacturing facilities of the Company are located at 295/311, Deh Halkani, Hub Dam Road ,Manghopir , Karachi,Pakistan. The principal activity of the Company is manufacturing and sale of tiles and brand name is NOVA

PRODUCTS PORTFOLIO







FINANCIAL HIGHLIGHTS

(Rs. In millions)

| | 2025 | 2024 | 2023 | 2022 | 2021 | 2020 | 2019 | 2018 | 2017 | 2016 |
|-----------------------------|----------|---------|---------|--------|-------|--------|------|------|-------|-------|
| Sales | 584.21 | 1348 | 977 | 818 | 1126 | 927 | 1439 | 1210 | 861 | 1196 |
| Gross Profit | -531.85 | -419 | -362 | -198 | 35.74 | -66 | 187 | 136 | 22 | 58 |
| Expenses (Net) | -84.1 | 58 | 126 | 101 | 123 | 119 | 136 | 120 | 107 | 95 |
| Loss before Taxtation | -623.376 | -474 | -484.5 | -257.7 | -7.8 | -95 | 51 | 16 | 85 | -0.16 |
| Profit /Loss after Taxtatio | -728.226 | -432.08 | -474.96 | -251.8 | 41.63 | -43 | 28 | 14 | -75 | -22 |
| Dividend % | | | | | - | | 5% | 8% | - | - |
| Right Shares % | - | - | - | - | - | - | - | - | - | - |
| Earning per Share (Rs.) | -50.05 | -29.70 | -32.65 | -17.30 | 2.86 | -31.01 | 1.98 | 0.95 | -5.12 | 1.54 |

Market Challenges:



1. Energy & Cost Pressures

- **Escalating Energy Costs:** Energy shortages and rising fuel prices—primarily driven by natural gas supply constraints and increased reliance on alternative fuels—have significantly increased production costs.
- **Intense Competition from Chinese Manufacturers:** Producers from China benefit from government-backed tax incentives and structural cost advantages, creating an uneven competitive landscape for domestic manufacturers.
- **Macroeconomic Uncertainty:** Ongoing economic volatility has suppressed consumer spending, constrained market growth, and reduced investment appetite across the industry.

2. Construction Industry Slowdown

- **Declining Construction Activity:** A sustained slowdown in construction activity has directly reduced tile demand, negatively impacting sales volumes, order inflows, and overall project pipelines.

3. Production Utilization & Operational Challenges

- **Underutilized Manufacturing Capacity:** Demand volatility and aggressive price competition have resulted in manufacturing plants operating below optimal capacity levels.
- **Margin Compression:** Rising input costs combined with lower capacity utilization have compressed margins, limiting the ability to reinvest in efficiency improvements and capacity expansion.

Way Forward / Strategic Priorities:



1. Energy Optimization

Improve energy efficiency through the installation of electric power supply systems to eliminate dependence on gas-based captive installations.

2. Freight Optimization

Reduce logistics costs by procuring raw materials from Sindh and nearby regions to minimize freight distances and expenses.

3. Raw Material Localization

Increase localization of raw material sourcing to achieve sustainable cost savings and enhance supply-chain resilience.

4. Sustainability Initiatives

Conduct feasibility studies for the installation of water recycling systems to reduce environmental impact and operating costs.

5. Growth Initiatives

Explore opportunities to expand the customer base across new market segments and geographic regions.

6. Product Portfolio Enhancement

Develop differentiated, value-added products to strengthen market positioning, enhance brand perception, and improve pricing power.

7. Cost Control Measures

Implement disciplined expense management and comprehensive cost-control initiatives across all operational functions.