GHARIBWAL CEMENT LIMITED

Corporate Briefing Session

Audited Accounts for the year ended June 30, 2026



CORPORATE BRIEFING

Financial Year 2026

Gharibwal Cement Limited — Company Introduction

Overview of corporate milestones, operational scale, and infrastructure capabilities

Incorporation

Incorporated in December 1960 with a strong legacy in the cement sector.

Strategic Location

Ideally situated with direct logistical access to both GT Road and the Motorway.

Production Capacity

Clinker production capacity of 7,500 tpd utilizing a blend of European & Chinese equipment.

Power Generation Infrastructure & Grid

82.5 MW Generation + 37 MW Sanctioned Load

WHR & CFB	HFO Based	Gas Based	Dual Fuel	Solar Energy	IESCO Grid
20 MW	10 MW	12 MW	16 MW	24.5 MW	37 MW

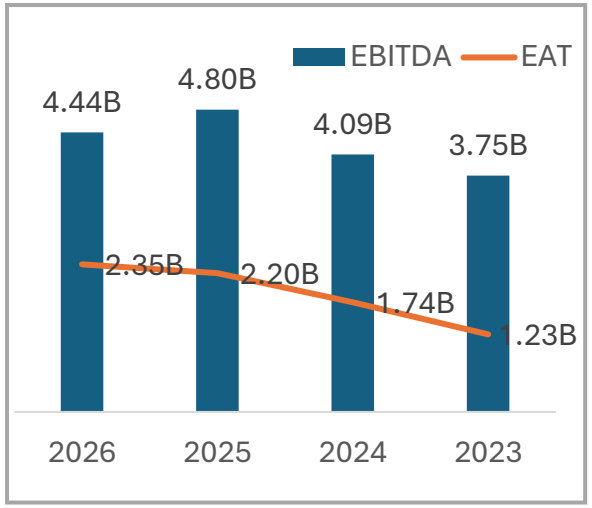
Financial Performance Snapshot

Rs '000 except ratios / EPS

	2026	2025	2026 vs 2025	2024	2023
Net Revenue	**22,312,807**	19,686,815	▲ **13.3%**	18,210,063	18,398,720
Gross Profit	**4,210,260**	4,586,115	▼ **8.2%**	3,774,770	3,793,340
EBITDA	**4,443,296**	4,803,895	▼ **7.5%**	4,091,727	3,754,649
EBIT	**3,127,282**	3,472,351	▼ **9.9%**	2,749,885	2,783,472
Profit before tax	**3,459,236**	3,589,790	▼ **3.6%**	2,830,636	2,711,966
Net Profit	**2,345,084**	2,204,744	▲ **6.3%**	1,742,730	1,232,407
EPS (Rs)	**5.86**	5.51	▲ **6.3%**	4.35	3.08
GP Margin	**18.87%**	23.30%	▼ **4.43pp**	20.73%	20.62%
EBITDA Margin	**19.93%**	24.40%	▼ **4.49pp**	22.47%	20.41%
Net Profit Margin	**10.52%**	11.20%	▼ **0.69pp**	9.57%	6.70%

FY2026: Revenue grew 13.3%, but higher costs reduced gross profit by 8.2% and EBITDA by 7.5%, driving significant margin compression.

Despite a 3.6% decline in PBT, improved effective tax rate lifted net profit and EPS by 6.3%.



FISCAL YEAR 2026: Strong revenue growth, but profitability remains under pressure, driven primarily by the strategic shift toward higher-cost imported coal amid ongoing geopolitical tensions.

Sales Performance — 2026 vs 2025

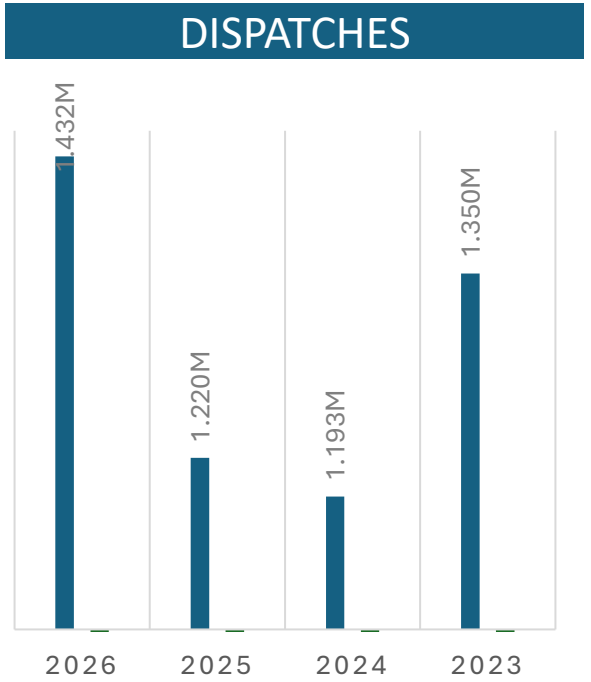
Strong Volume Growth, but Retention Under Pressure

Dispatches
1.432M tons
▲ **17.3%** | +211,615 tons

Retention
Rs 15,582/ton
▼ **3.4%** | -Rs 550/ton

Net Sales
Rs 22.31B
▲ **13.3%** | +Rs 2.63B

1. **Volume-Led Growth:** Dispatches rose by **17.3%**, driving a **13.3%** increase in total revenue.
2. **Pricing Pressure:** Net retention per ton dropped by **Rs 550/ton (-3.4%)**, partially diluting the top-line benefits of higher volume dispatches.
3. **Brand Strength:** Premium positioning of **Paidar Cement** (Ordinary Portland Cement) continues to sustain market and dispatch resilience.



Coal Mix & Cost Impact Analysis

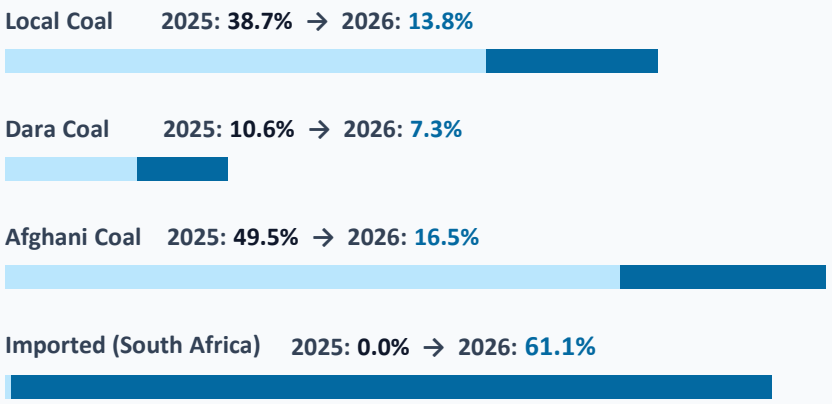
Shift toward imported coal drives average coal cost up by +25.3% per ton

FY 2026 VS FY 2025

Coal Sourcing Shift (%)

FY2025 vs FY2026

Ratio by weight



Strategic Drivers & Key Observations

- **Dominant Shift to Imported Coal:** Geopolitical tensions restricted Afghani coal supply (share dropped to 16.5% in 2026 from 49.5% in 2025), forcing reliance on Imported South African coal, which skyrocketed from 0.0% to 61.1% of the mix.
- **Higher Weighted Average Cost:** Transition to imported fuel escalated overall average coal cost to Rs. 42,552/ton (+25.3% vs Rs. 33,966/ton in 2025).

FY2026 ENERGY STRATEGY IMPACT

Power Expense & Transition Analysis

Green generation (Solar + WHR) covered **54%** of total power generation.

Solar Expansion (+10.59M kWh)

Effectively substituted thermal grid generation, driving substantial fuel cost relief across operations. Total solar generation 31.4M kWh.

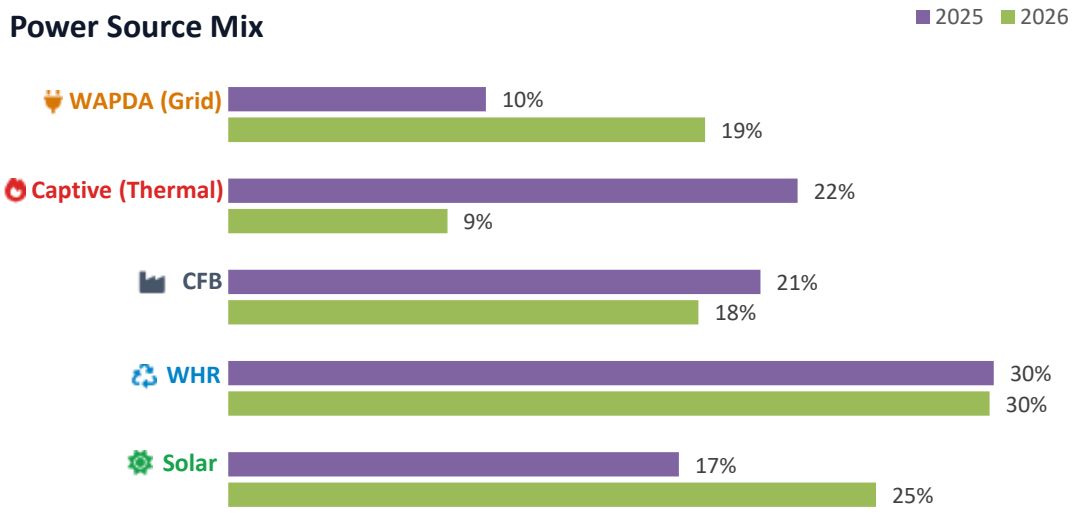
Grid Power Optimization

Replaced high-cost Captive thermal generation (Rs. 44.90/kWh) with lower-cost grid power (Rs. 37.45/kWh) and zero-fuel Solar energy.

Tariff Shift & Cost Compression

WAPDA grid tariff decreased by **24.4%** (Rs. 49.52 to Rs. 37.45), while Captive thermal escalated by **13.3%** due to fuel prices. Rapid solar expansion successfully dragged overall blended tariff down to **Rs. 16.92/kWh** (vs. Rs. 20.22 in FY2025).

Power Source Mix



FINANCIAL POSITION & RESILIENCE

Debt Profile & Capital Structure – FY2026

Highly conservative leverage framework providing immense balance sheet strength and financial flexibility.

Capital Classification **Highly Conservative**

Total Borrowings At year end

Rs. 1,012 M

Total Equity At year end

Rs. 28,041 M

Debt to Equity Ratio

3.48% : 96.52%

0.034 : 1 (Conservative Capital Structure)

Exceptional Solvency & Safety Cushion

With debt accounting for only **3.48%** of total capital, the company operates with minimal leverage risk, insulating operations from interest rate volatility.

Strong Equity Base (Rs. 28,041M)

Retained earnings and equity reserves dominate capital foundation (**96.52%**), highlighting self-funded growth capability and high creditworthiness.

Uncapped Future Headroom

An ultra-low debt ratio of **0.034 : 1** creates substantial debt headroom for strategic investments, expansion projects, or opportunistic acquisitions without financial distress.

Capital Mix Breakdown (FY2026)



Total Equity	Rs. 28,041 M
Total Borrowings	Rs. 1,012 M
Debt-to-Equity Multiplier	0.034x

QUARTERLY REVIEW & OPERATIONAL HIGHLIGHTS

Financial Performance – 1Q Ended September 2026

Lower dispatches dragged the profitability for the quarter.

Quarterly Financial & Operational Summary

Operational / Financial Metric	1QFY2027	1QFY2026	Change	% Change
Net Sales (Rs. mn)	**3,852**	**4,928**	**(1,076)**	**-22%**
Gross Profit (Rs. mn)	299	653	**(354)**	**-54%**
EBITDA (Rs. mn)	**354**	**716**	**(362)**	**-51%**
Profit After Tax (Rs. mn)	9	278	**(269)**	**-97%**
EPS (Rs.)	**0.02**	**0.69**	**(0.67)**	**-97%**

Dispatches Down 31% YoY (ID Fan Damage)

Sales dispatches dropped **31% YoY** following the stoppage of clinker production in mid-August 2026 due to Kiln ID fan damage, impacting overall quarterly revenue.

Operational Recovery Plan

Replacement ID fan has arrived at Karachi port. Installation activities are underway; clinker operations are expected to fully resume by month-end.

Margin Compression

Average cost of sales rose **20%** (Rs. 16,225/ton), compressing GP ratio from 13% to **8%** and EBITDA ratio from 15% to **9%**.

Sustained Balance Sheet Liquidity

Despite bottom-line pressure (PAT Rs. 9M), liquidity remains robust with a current ratio improving to **2.60x** (vs 2.47x) along with sufficient cash and cash equivalents in hand..

Frequently Asked Questions:

What is the current average retention price of the company and average for FY26?
What is average fuel mix of the company?
What was average coal cost for the company in FY26 and current average coal costs?
What is average power mix of the company?
What is cost per unit of electricity for the company?
What are average grid rates per unit for FY26?
How much is solar contributing to power mix?
What is the latest update on capacity expansion of the company?



- Question & Answer Session

GHARIBWAL CEMENT LIMITED

Disclaimer & Important Notices

Information Purposes Only

No Offer or Solicitation

This presentation has been prepared by Gharibwal Cement Limited (“Gharibwal Cement”) solely for informational purposes. It does not constitute or form part of an offer, solicitation, prospectus, or recommendation to purchase, subscribe for, buy, or sell any securities or investments. No part of it shall form the basis of, or be relied upon in connection with, any contract, commitment, or investment decision.

Forward-Looking Statements & Risks

This presentation contains statements reflecting Gharibwal Cement’s current beliefs and assumptions, representing only possible scenarios. These statements are subject to significant risks and uncertainties that could cause actual results to differ materially. Past performance is no guarantee of future results, and Gharibwal Cement undertakes no obligation to update forward-looking statements.

No Representation & Limitation of Liability

No representation or warranty (express or implied) is made as to the fairness, accuracy, completeness, or correctness of the information or opinions contained herein. Neither Gharibwal Cement nor any of its affiliates, advisors, or representatives accepts any responsibility or liability whatsoever for any loss arising from the use of this presentation.

External Data Sources & Context

Information contained herein should be considered strictly in the context of prevailing circumstances at the time of presentation. Certain data obtained from external third-party sources is believed reliable, but has not been independently verified; Gharibwal Cement makes no guarantee as to its completeness or accuracy.

- Thank You!