CHASE SECURITIES

CORPORATE BRIEFING NOTES

13 Nov 2026

RA-07

STOCK SNAPSHOT

Symbol	GWLC
Price	PKR 45.80
Market cap	PKR 18.33bn
Shares	400.27mn
Free float	40.03mn
52W high	PKR 70.22
52W low	PKR 38.75

SECTOR

Cement

Umer Serang

GWLC PSX · CEMENT

Gharibwal Cement Limited

FY26 EPS	1QFY27 EPS	FY26 NET SALES	FY26 GROSS MGN
PKR 5.86	PKR 0.02	PKR 22.3bn	19%
▲ 6% YoY	▼ 97% YoY	▲ 13% YoY	FY25: 23%

KEY TAKEAWAYS

FY26 profit up 6% on 17% volume growth; kiln outage weighs on 1QFY27, restart expected in early December

Net sales rose **13%** to **PKR 22,313mn** in **FY26** on dispatches of **1.432mn tons** (**+17.3%**), while gross margin fell to **19%** (**FY25**: **23%**) as coal costs rose **25%**. Profit after tax was **PKR 2,345mn** (**+6%**). In **1QFY27**, net sales fell **22%** and EPS was **PKR 0.02** (**1QFY26**: **PKR 0.69**) after clinker production stopped in mid-August.

EARNINGS

- Gharibwal Cement reported earnings per share of **PKR 5.86** in **FY26**, up **6%** from **PKR 5.51** in **FY25**.
- Net sales reached **PKR 22.3bn** (**+13%**), while gross margin declined **4pp** to **19%** from **23%** in **FY25**.

DISPATCHES & PRICING

- Total dispatches were **1.432mn tons** in **FY26**, up **17.3%** versus **FY25**.
- Retention price averaged **PKR 15,582/ton**, down **3.4%** (**PKR 550/ton**) YoY. The current retention price stands at **PKR 19,150/ton**.

COAL COSTS

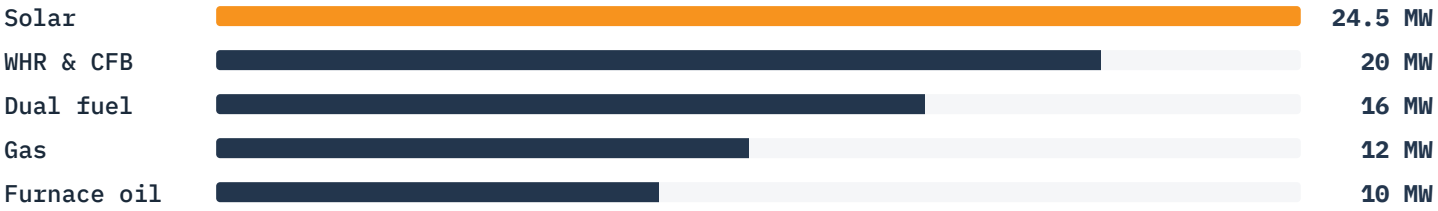
- After the Afghan border closure, the company had to diversify its coal sourcing. Average coal cost for **FY26** was **PKR 42,552/ton**, up **25%** from **PKR 33,966/ton** in **FY25**.
- South African coal currently costs **PKR 57,800/ton**; the company's current coal inventory carries an average cost of **PKR 49,500/ton**.

PLANT OPERATIONS

- Clinker production has been stopped since mid-August due to damage to the kiln ID fan. Sales have mainly been traded clinker, to preserve market share.
- The replacement fan has reached the port; after transport and installation, production is expected to restart at the start of **December 2026**.

OWN GENERATION

82.5 MW own generation plus **37 MW** sanctioned grid load.



Higher solar generation cut the blended tariff to **PKR 16.92/kWh** in **FY26** from **PKR 20.22/kWh** in **FY25**.

POWER SOURCE MIX

Source	FY25	FY26
WAPDA (grid)	10%	19%
Captive (thermal)	22%	9%
CFB	21%	18%
WHR	30%	30%
Solar	**17%**	**25%**

COAL SOURCING MIX

Source	FY25	FY26
Local	38.7%	13.8%
Dara	10.6%	7.3%
Afghan	49.5%	16.5%
Imported (S. Africa)	**0.0%**	**61.1%**

OUTLOOK

- Management expects profitability to improve as plant operations resume alongside volume growth.
- Work on the expansion project continues at a slower pace; management will notify shareholders once a clear completion timeline is set.

Financial highlights

PKR mn	FY25	FY26	YoY	1QFY26	1QFY27	YoY
Net sales	**19,687**	**22,313**	**13%**	**4,928**	**3,852**	**-22%**
Cost of sales	-15,101	-18,103	20%	-4,275	-3,553	-17%
Gross profit	**4,586**	**4,210**	**-8%**	**653**	**299**	**-54%**
Gross margin	*23%*	*19%*		*13%*	*8%*	
Selling & distribution	-89	-89	0%	-12	-20	67%
Administrative	-770	-733	-5%	-208	-232	12%
Operating profit	**3,727**	**3,388**	**-9%**	**434**	**47**	**-89%**
Depreciation & amortisation	1,332	1,316	-1%	318	313	-2%
EBITDA	**5,058**	**4,704**	**-7%**	**752**	**360**	**-52%**
Financial charges	-252	-135	-46%	-35	-39	11%
Other income	381	476	25%	84	164	95%
Other charges	-266	-270	2%	-36	-13	-64%
Profit before tax	**3,590**	**3,459**	**-4%**	**448**	**160**	**-64%**
Taxation	-1,385	-1,114	-20%	-170	-150	-12%
Profit after tax	**2,205**	**2,345**	**6%**	**278**	**9**	**-97%**
Net margin	*11%*	*11%*		*6%*	*0%*	
EPS (PKR)	**5.51**	**5.86**	**6%**	**0.69**	**0.02**	**-97%**
DPS (PKR)	1.00	1.00	0%	0.50	0.00	-100%

Source: Company accounts, Chase Research

IMPORTANT DISCLOSURES

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