

# GHARIBWAL CEMENT LIMITED

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## Corporate Briefing Session

Financial Year 2024

## Company Briefs:

- Incorporated in December 1960.
- Strategical location, has access to GT Road as well as Motorway.
- 89% shares are held by directors, their spouse and associates.
- Clinker production capacity of plant is 6,700 tpd.
- Blend of European and Chinese equipment.
- Own power generation plant (70MW)
  - WHR & CFB turbine 20MW
  - HFO based generators 10MW
  - Gas based generators 12MW
  - Dual fuel-based generators 16MW
  - Solar 12MW

## FINANCIAL PERFORMANCE – FY2024

	FY2024	FY2023	% Change
Dispatches (Ton)	1,193,204	1,349,789	-11.6%
Capacity utilization (%)	53%	60%	-11.6%
Net sales (Rs. mn)	18,165	18,316	-0.8%
Gross profit (Rs. mn)	3,775	3,793	-0.5%
EBITDA (Rs. mn)	4,092	3,755	9.0%
Finance expense/(income) (Rs. mn)	(80)	72	-212.9%
Net profit (Rs. mn)	1,743	1,232	41.4%
EPS (Rs./share)	4.35	3.08	41.4%
Average net selling price (Rs./ton)	15,224	13,569	12.0%
Average cost of sales (Rs./ton)	12,060	10,759	12.1%

# FUEL AND POWER MIX

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## Fuel Mix

- Local coal : 31% (FY23: 20%)
- Afghan coal : 40% (FY23: 58%)
- Imported coal : 29% (FY23: 22%)
- Average coal cost: Rs. 44k/ton

## Power Mix

- WHR & CFB : 54% (FY23: 50%)
- WAPDA : 32% (FY23: 31%)
- HFO : 14% (FY23: 19%)
- Gas : 0% (FY23: 0%)
- Average power cost: Rs. 27/unit – *only fuel expenses*

# BMR Projects – existing line

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- **Solar plant 8MW** : under negotiation with various vendors. Target completion date by March 2025 with budget of Rs. 550 million.
- **Cooler retrofit** : work started on replacement of existing cooler with advance cooler from FLSmidth. Completion by December 2024. It will increase capacity of the plant and reduce fuel consumption.
- **Line II** : Major pyro equipment from FLSmidth arrived at factory. Civil work is under progress slow and steadily with internal cash generation.

THANK YOU

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Questions and Answers