



MARI — FY26 Analyst Briefing Takeaways



AKD Securities Limited

Mari Energies Ltd (MARI) held its analyst briefing earlier today to brief investors about FY26 financial results and future outlook:

- Company reported net sales of Pkr192bn during FY26, up 8%YoY, driven by higher sales volumes and improved pricing. Hydrocarbon sales increased 5.5%YoY to 41.3mmboe during the 39.1mmboe in FY25.
- Net profit increased 34%YoY to Pkr87.1bn (EPS: Pkr72.5), supported by higher volumes, improved pricing, and reversal of super tax charge during FY26. Company also announced Pkr27.0/sh cash payout vs Pkr21.7/sh in SPLY.
- Company currently holds 28 operated and 19 non-operated onshore blocks, alongside 18 operated, 6 non-operated, and 1 international non-operated offshore block. Total D&PL acreage stands at 155.3k sq km, with 24 offshore and 15 onshore exploration blocks added during the year.
- Management noted that circular debt growth has reversed during FY26, with the company receiving additional recoveries of past receivables. Authorities remain committed to resolving the issue, with discussions ongoing with the IMF.
- Company made 2 discoveries in FY26, namely Shams-1 in Mari D&PL and Tibri in Kalchas South, with 8 appraisal/exploration wells drilled. Shams-1 was brought online within 90 days of discovery and is currently producing 35mmcf/d.
- Waziristan block is back online, with company deploying additional security forces to protect the pipeline in coordination with the provincial government and SNGPL. The block is currently producing 100mmcf/d from 3 wells.
- Company is currently drilling in Ghauri block and plans to start Spinwam-2 in Waziristan. Shewa-3 has been completed and is currently producing 12-16mmcf/d.
- At Soho field in Sujawal, company is working with SSGC to bring the field online through an EWT facility, targeting production of 20mmcf/d.
- Mari field revitalization is underway through compression projects, horizontal wells, Goru-B reservoir enhancement, and a pressure enhancement facility, which is currently being commissioned. Management remains confident of identifying additional resources from the flagship field moving forward. Mari D&PL has also been extended until 2065, providing long-term production visibility.
- Ghazij discovery in 2023 remains a key development in Mari D&PL. Current production stands at 78mmcf/d, with plans to increase it to 222mmcf/d. Government has allocated the incremental gas to fertilizer plants. Full development will require around 140 wells, with 25 wells drilled presently.
- In the offshore portfolio, company plans to commence seismic surveys with Turkish partners in Block-C during Nov'26, which will be followed by seismic activity in the Makran Basin. Management guided that offshore seismic costs range between US\$15-20k per line sq km, depending on insurance costs and vessel rates.
- On minerals, Mari Minerals currently has operated leases in EL-322/323, EL-186, EL-388, EL-302 and EL303, while ML-22 (Siah Diq) is a non-operated asset. A cold-storage and geo-chemical testing facility has also been established in Islamabad, allowing samples to be analyzed locally.
- Sky47 (MARI stake: 60%) has inaugurated its Karakoram-01 data center in Islamabad, with total power capacity of 5MW. The Karachi facility remains on track for commissioning.
- Company has formed a 51:49 JV with Ghani Chemicals (GCIL) for greenhouse gas mitigation, aiming to convert methane emissions into LNG and CO2 into food-grade liquid CO2. Management is exploring export opportunities for liquid CO2 moving forward.
- Management targets hydrocarbon sales of 117k boe/day in FY27, compared to 113.1k boe/day in FY26.
- We reiterate 'BUY' on Mari Energies with a Dec'26 TP of Pkr935/sh, led by strong self-operated production growth, lower oil-price reliance given its gas-heavy mix, share in AD-NOC Abu Dhabi Block-5, and diversification in minerals, AI and datacenter segments.

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628.4

Price (Pkr/sh)



1,200.6

Shares (mn)



754,411.1

Market
Capitalization
(PkrMn)

2,722.3

Market
Capitalization
(USDmn)

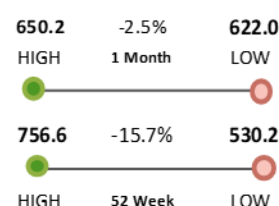
0.775

3M Avg
Turnover (mn)

504.7

3M Avg DT
Value(PkrMn)

Price Performance



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- Discounted Cash Flow (DCF, DDM)
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- Equity & Asset return based methodologies (EVA, Residual Income etc.)

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- Neutral > 0% to < 15% expected total return
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