

Q4 2024

Corporate Briefing Session

14 February 2025



Agenda

	1	Highlights
	2	Business Performance
	3	Contributions & Challenges
	4	Q&A Session



1. Highlights





Macro Economic Overview

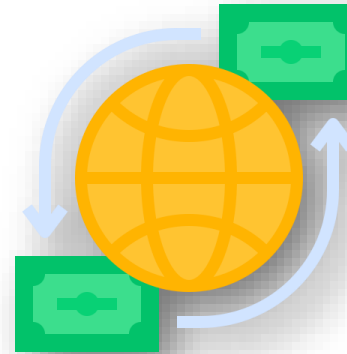


Inflation



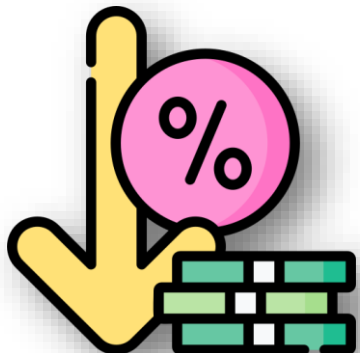
4.1% in December 2024 – lowest in the last 81 months

Exchange Rate



Remained stable throughout the year – closing rate 278.55

Policy Rate



Reduced to **13%** by the end of December 2024

Stock Market



KSE-100 closed at **115,126 points**



Financial Highlights

FY Financial Highlights



Revenue
 ↑ PKR **256.7** bn
 14.8% vs LY



Profitability
 ↑ PKR **28.2** Bn
 7.9% vs LY



EPS
 ↑ PKR **21.16**
 vs. 19.61 LY

Quarterly Financial Highlights

Revenue
 ↑ PKR **84.9** bn
 12.9% vs SPLY

Profitability
 ↓ PKR **10.3** Bn
 -7.8% vs SPLY

EPS
 ↓ PKR **7.69**
 vs. 8.34 SPLY

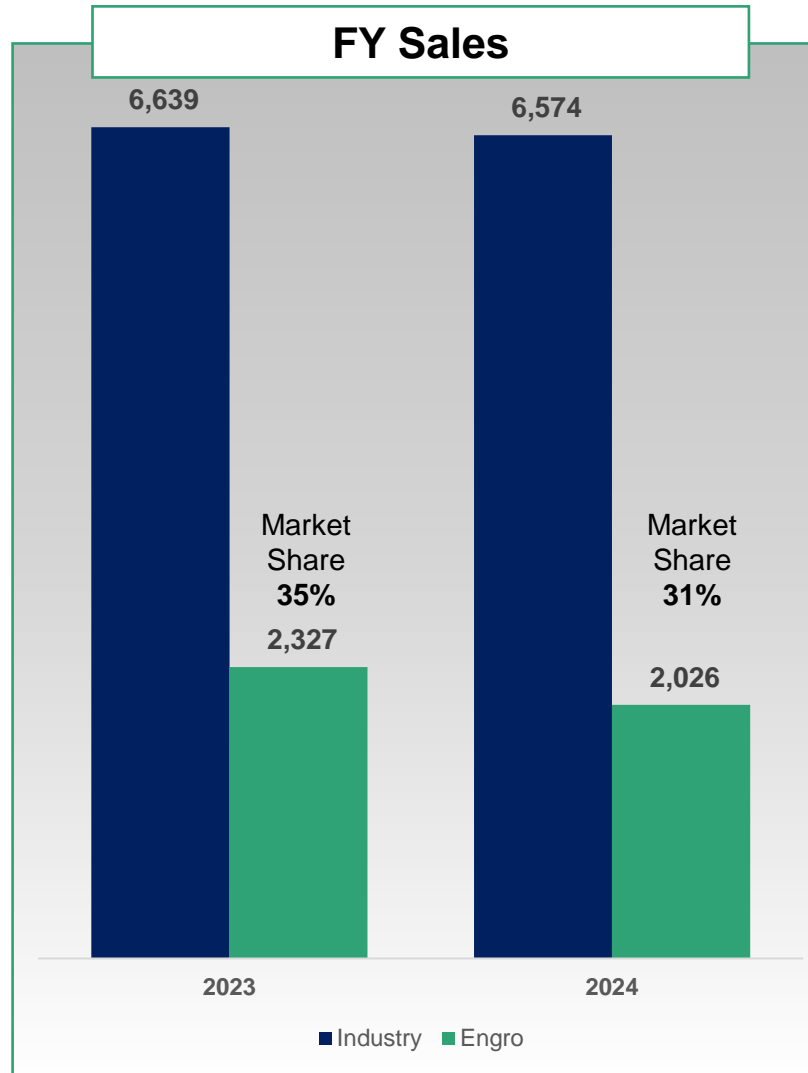
EFERT has announced a final dividend of **PKR 8.00/share** for **Q4'24**, same as PKR 8.00/share in Q4'23. Full year 2024 dividend amounted to PKR 21.50/share vs LY PKR 20.50/share.

2. Industry & EFERT Business Performance

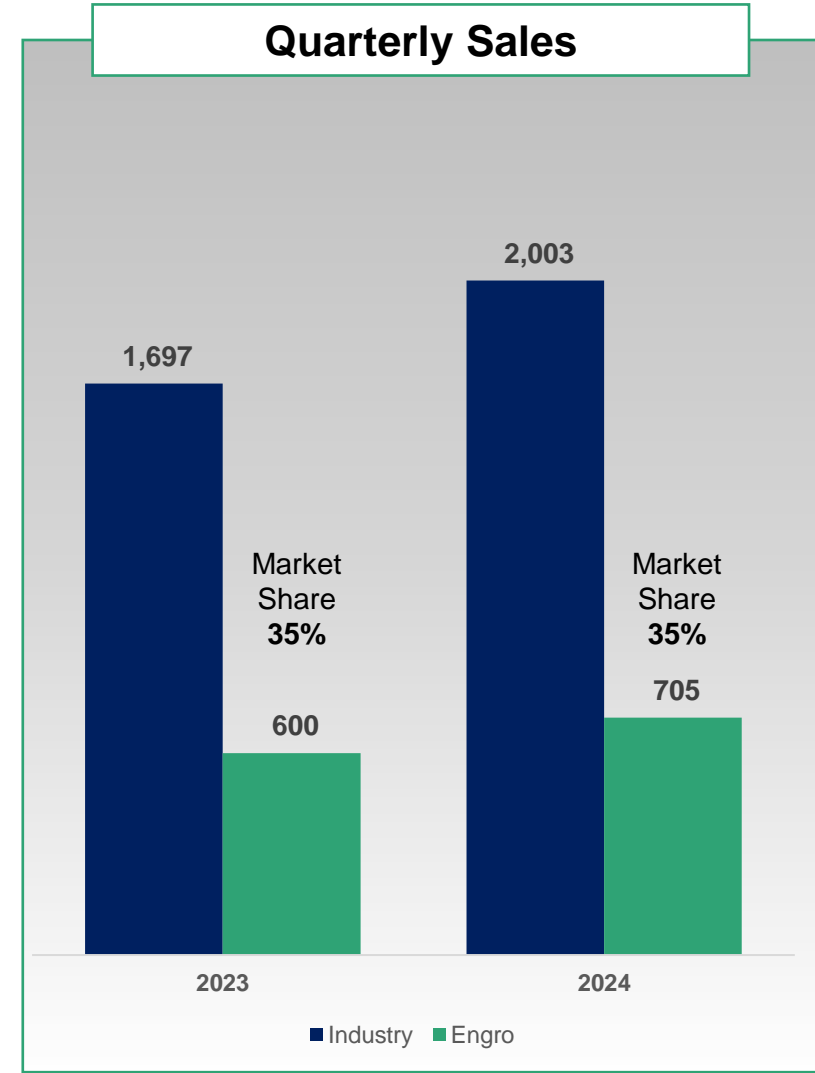




Urea Business



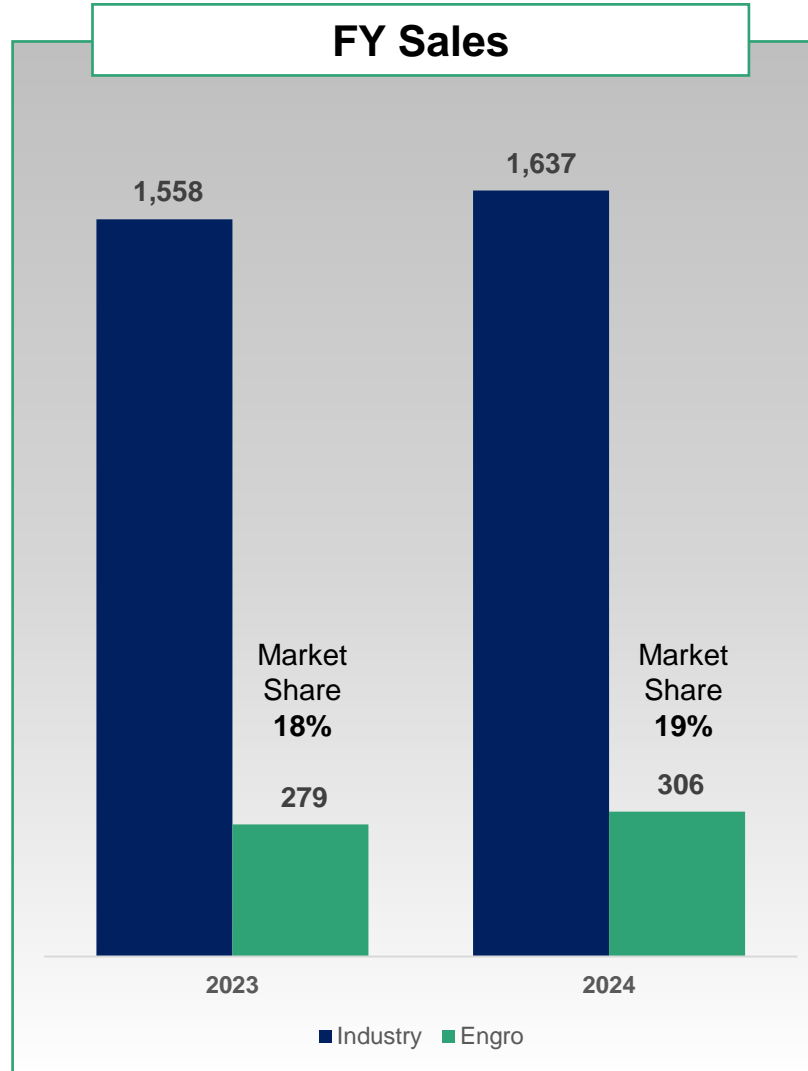
Industry declined by **1%**,
Efert Sales declined by **13%**



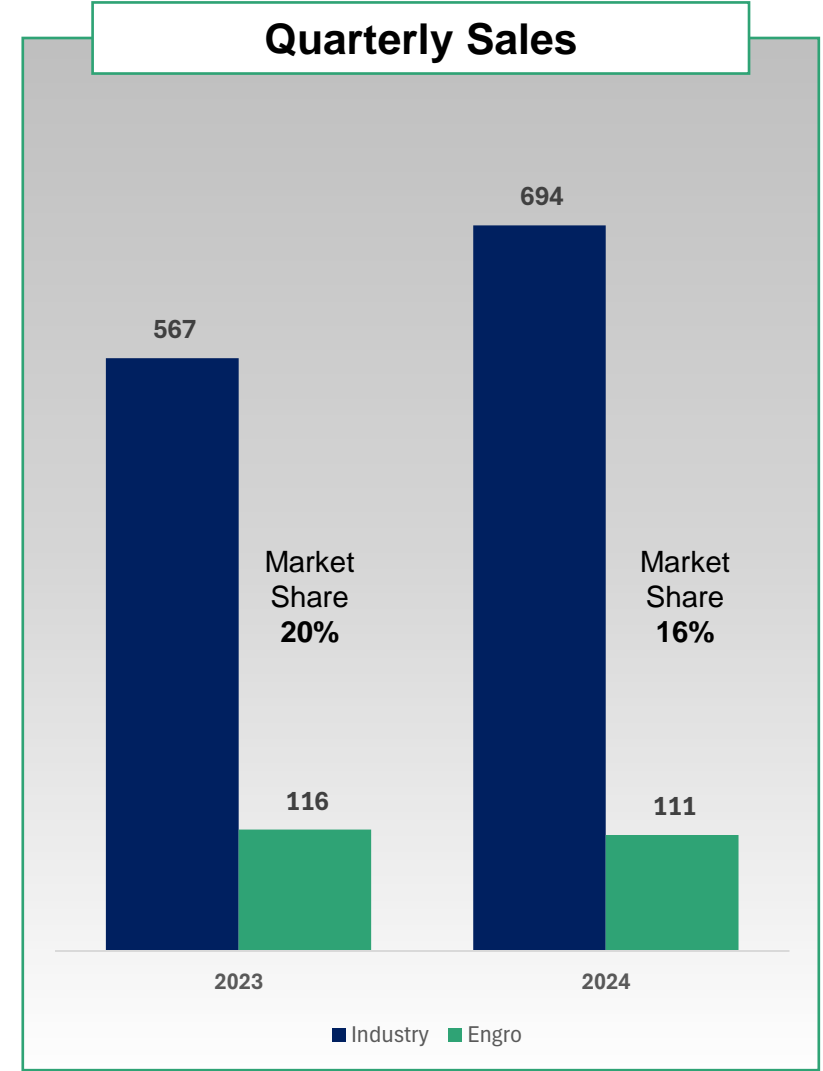
Industry increased by **18%**,
Efert Sales increased by **18%**



DAP Business



Industry increased by **5%**,
Efert Sales increased by **10%**



Industry increased by **22%**,
Efert Sales decreased by **4%**



FY 2025 – Prospective Agricultural Landscape

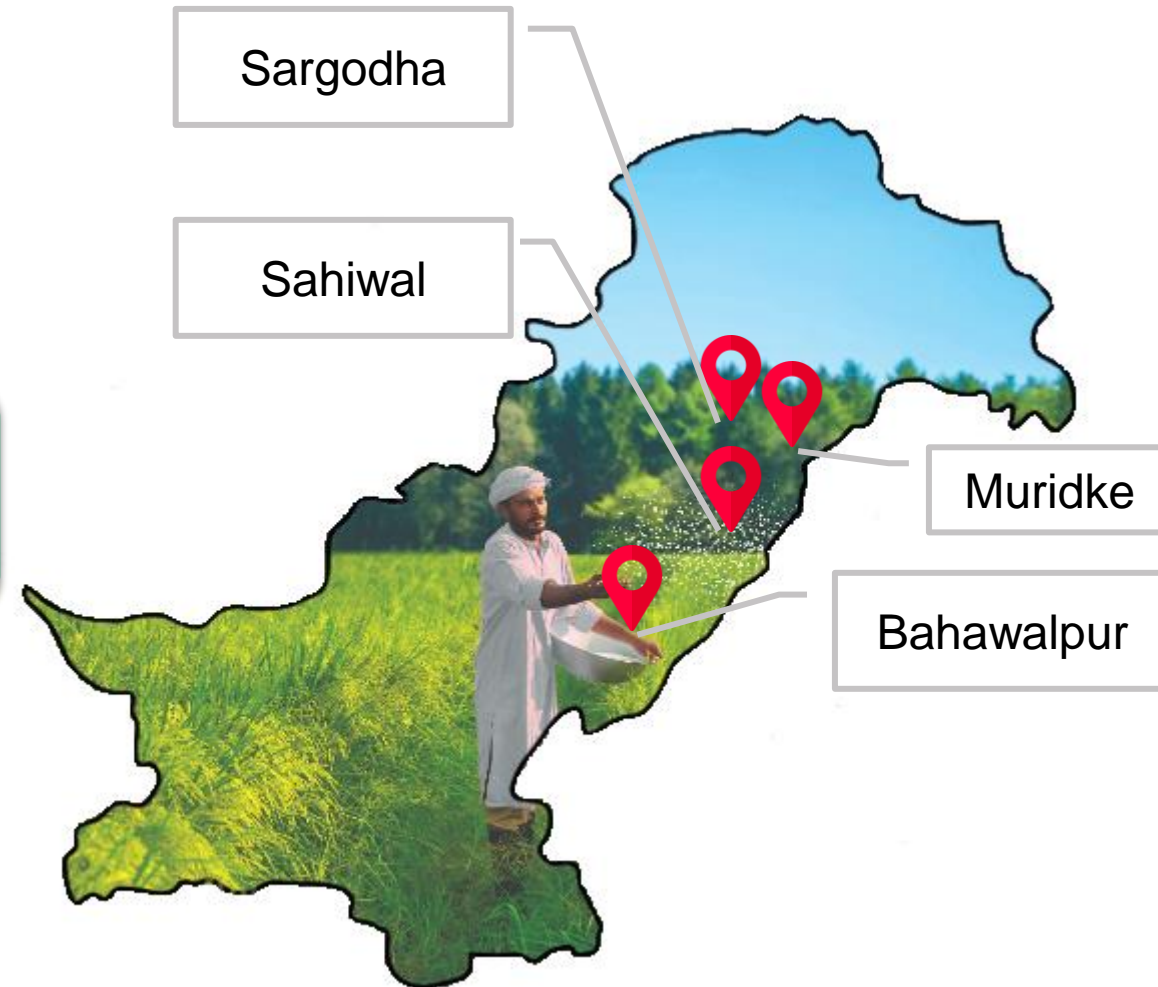
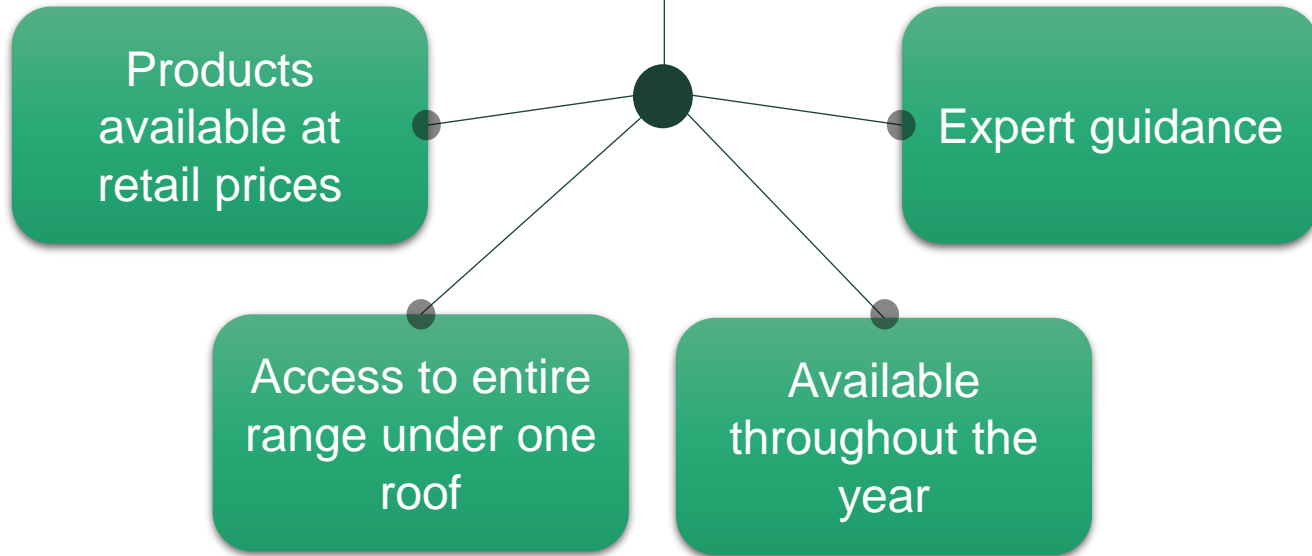


3. Contributions & Challenges





Engro Markaz



While Efert has launched Markaz as a pilot project, we consider that UgAi will further improve sales because of its direct reach to farmers.



Contributing to the Nation

Contribution to the National Exchequer

During the year, the Company contributed **~PKR 54.4 Bn** towards the National Exchequer by way of Government taxes, duties, and levies, compared to PKR 34.6 Bn in 2023.

Import Substitution - shielding farmers from higher costing international Urea

International Urea

Local Urea

MRP per bag - PKR

7,125

4,649

International Urea – Premium per Bag

~2,400 (42%)



Pressure Enhancement Facility

- **Approximately USD 300Mn CAPEX** by the fertilizer industry to enhance gas pressure from Mari field, thereby securing long term sustainability of company operations
- **Phase 1**
 - **Scope 1** : Completed.
 - **Scope 2** : In Progress, Expected completion by Q2 2025.
- **Phase 2**: Ordering of compressors is in progress.





Thank you