



Fauji Fertilizer Company Limited

Corporate Briefing
For the Year ended December 31, 2024

February 4, 2025

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Questions & Answers Session

Farm Economics

Under Pressure due to increased cost of production



- **Net farm income** for all the crops has **decreased over last year (except wheat)**
- Wheat improved over 2023-24 but remained below 2022-23.

	2021-22	2022-23	2023-24	2024-25(P)
Crops	Net Income Rs./Acre			
Wheat	27,930	88,799	13,573	19,705*
Cotton	64,679	30,486	20,674	4,917
Sugarcane	26,216	54,475	124,322	33,552
Rice (Fine)	30,561	91,515	72,468	25,676

Provisional figures for Cotton, Rice (fine), & Sugarcane for 2024-25

*Outlook for wheat returns 2024-25 – based upon current price & last year's yield

Economic Highlights

Key Indicators Point to Economic Recovery



GDP Growth 2.38%

Projected to rebound around 3% over the next few years



1000 bps reduction in Policy Rate

From 22% to 12% : Jan 25

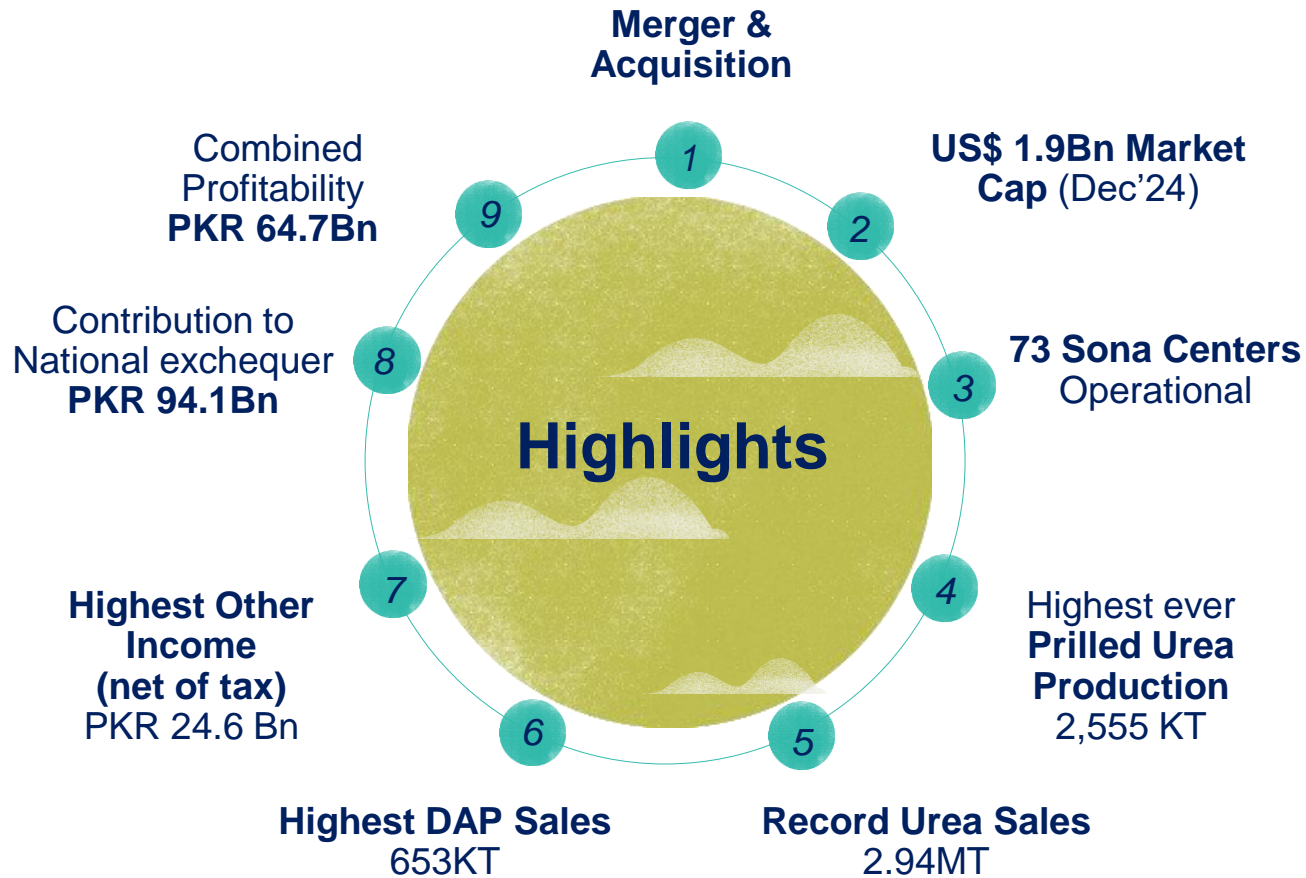


Inflation easing up

4.1% in Dec 2024 vs 29.7% in Dec 2023 (YOY)

Business Highlights & Challenges

(Jan-Dec 2024)



Sona Centers – Direct to Farmers

Fertilizers availability at controlled rates



Sona Centers

Direct to Consumer
Channel



Farmers

73 Stores in 2024

75,000 farmers
registered

1 million acre
land covered

Expansion plans in 2025

Successful Launch of Zinc Coated Urea

Zinc
Coated
Urea

Enhanced Efficiency Fertilizer

- Zinc Coated Urea Line commissioned at FFC-GM
- Capacity of 100,000 Metric Tons
- Launched all over Pakistan
- Nitrogen 42% and Zinc 1%



Financial Overview FY-2024



Investment income and cost optimization driving profitability



PKR 374 Bn

VS
SPLY 159 Bn

GP
GROSS
PROFIT

PKR 127 Bn

VS
SPLY 64 Bn

Div & Invest.

Income

PKR 35 Bn

VS
SPLY 17 Bn

Operating Profit

PKR 98 Bn

VS
SPLY 52 Bn

EPS

PKR 45.49

VS
SPLY PKR 23.32

Profit after tax

PKR 64.7 Bn

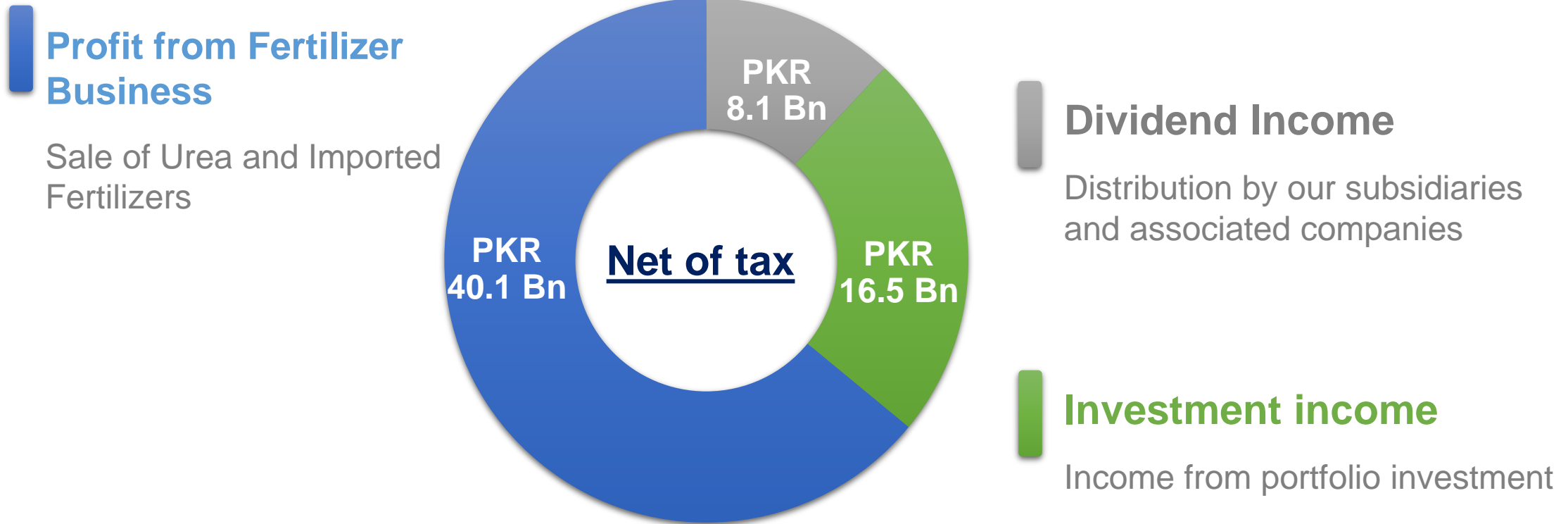
VS
SPLY 29.7 Bn



Profitability Breakdown - PKR 64.7 Bn



Fertilizer business contributing 62% towards PAT



Div. and inv. income contributing 38% to PAT

Financial Position Overview FY-2024



Equity & Reserves

PKR 132 Bn

VS

SPLY 62 Bn

Long term Invest.

PKR 77 Bn

VS

SPLY 49 Bn

Debt to equity



Dec '24 : 19% to 81%

Dec '23 : 23% to 77%

Property Plant & Equip.

PKR 58 Bn

VS

SPLY 40 Bn

Short term Invest.

PKR 216 Bn

VS

SPLY 96 Bn

Current ratio



Dec '24 : 1.14 Times

Dec '23 : 0.93 Times



Key Performance Indicators

Record Prilled Urea Production

Production

Sona P : 2,115 KT

Neem Coated : 440 KT

Sona G : 287 KT

Sona DAP : 452 KT

Imported DAP : 157 KT

TOTAL : 3,451 2023 2,549KT

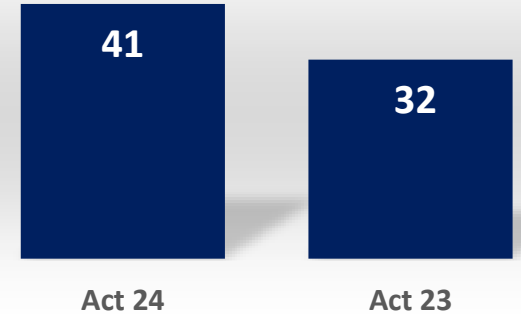


IFA Stewardship Award 2024 for Safety, Health and Environment

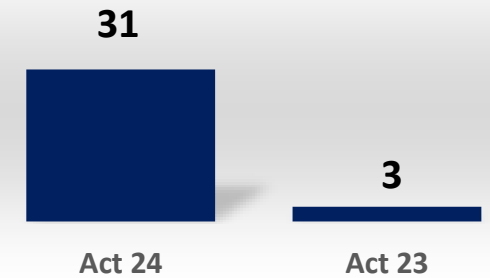
Got Machhi Plant - 25 Million Safe men hour award from National Safety Council (USA)

Inventory

Urea



DAP

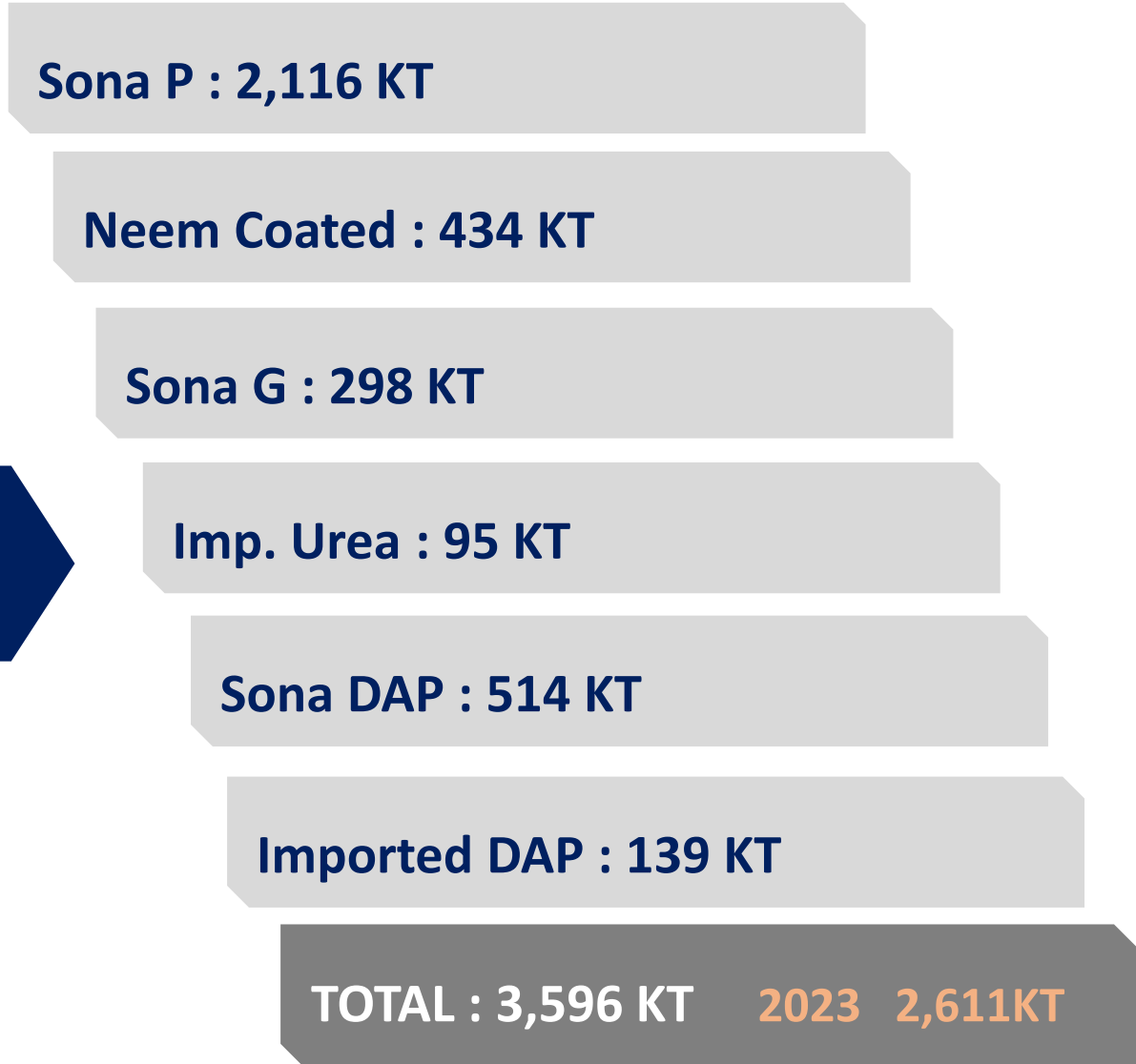




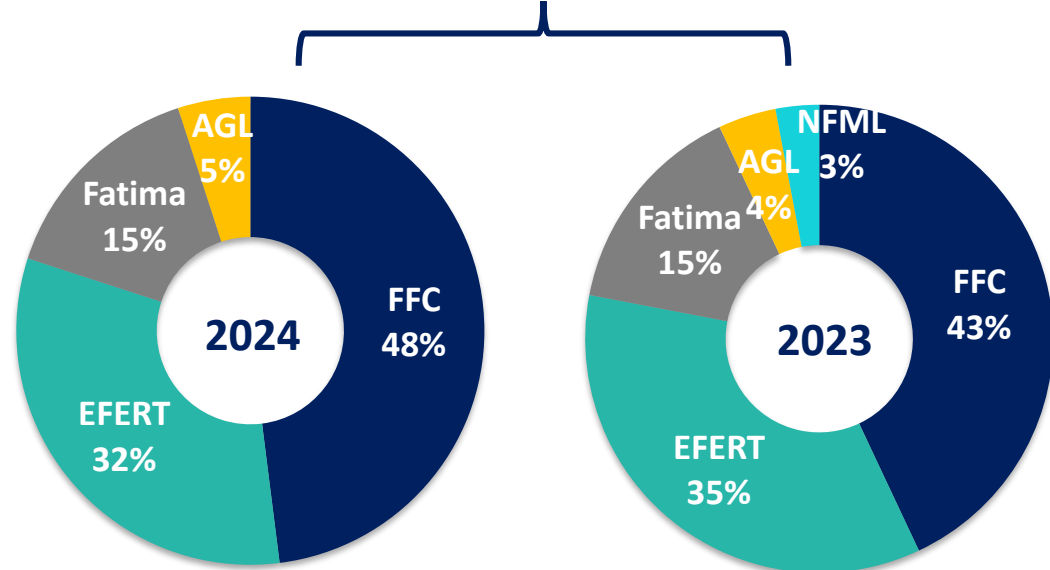
Key Performance Indicators

Record Urea & DAP offtake

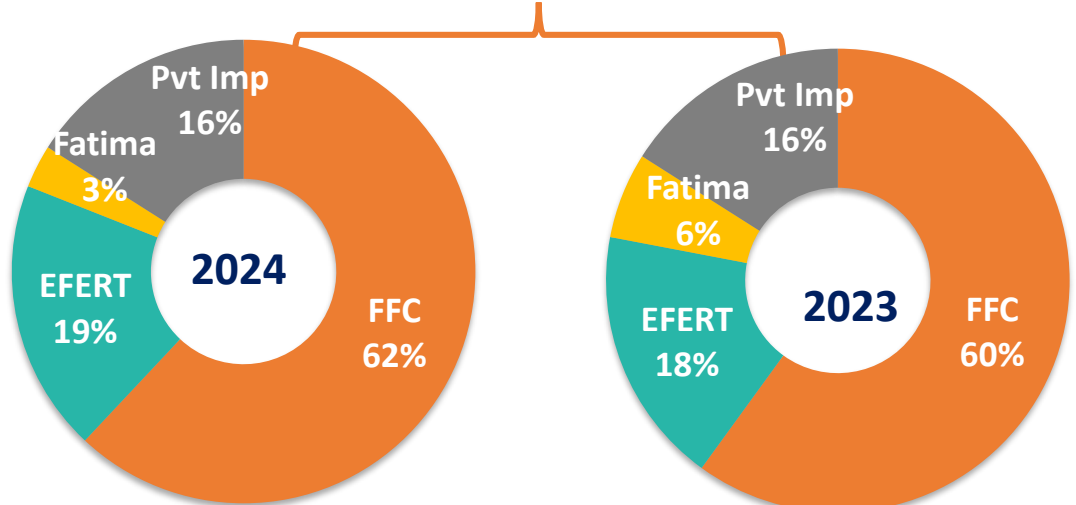
Sales



Urea Market Share



DAP Market Share

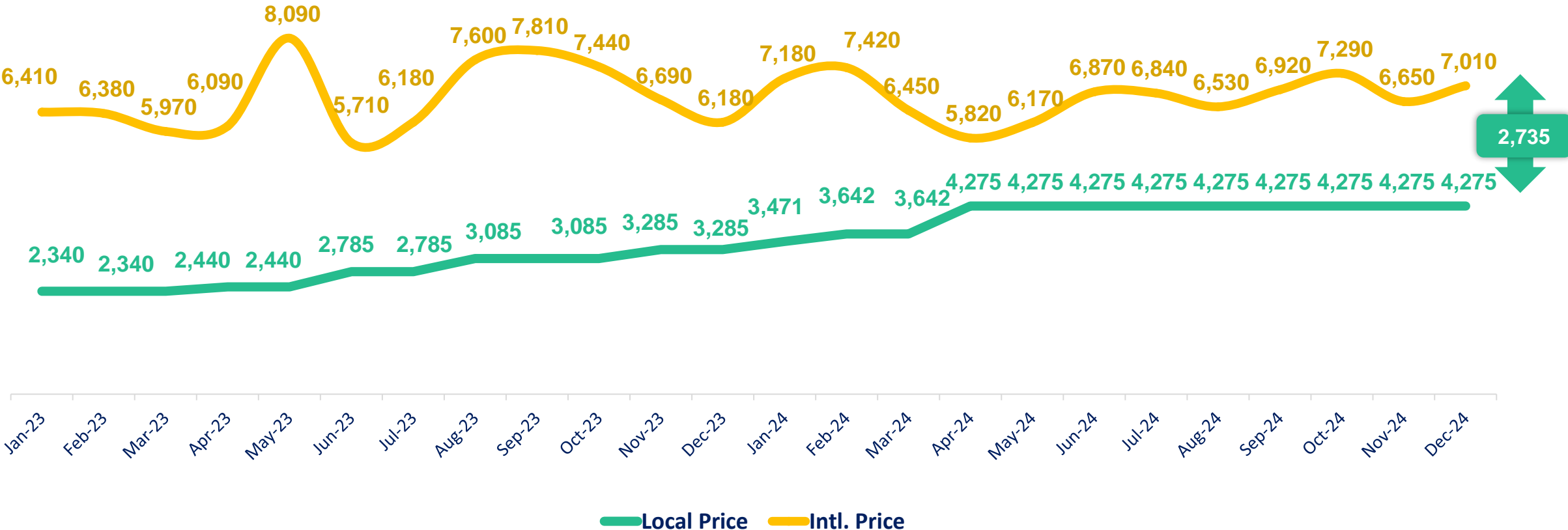


* Includes figures for 6 months (Jul-Dec)

Local vs International Prices – Urea (PKR/Bag)



Benefit of **USD 564Mn (PKR 157Bn)** passed on to the farmers during FY 2024



Group Structure

Subsidiaries

Fauji Fresh n Freeze (FFF)
100%

FFC Energy Limited (FFCEL)
100%

Foundation Wind (FWEL-I)
100%

Foundation Wind (FWEL-II)
80%

FFBL Power (FPCL)
75%

Fauji Foods (FFL)
47.8%

OLIVE Technical (OLIVE)
100%



Associates

Askari Bank (AKBL)
64.7% (added 21.57%)



Pak Maroc (PMP)
37.5% (added 25%)

Thar Energy Limited (TEL)
30%

Agritech (AGL)
29.3%



Fauji Cement (FCCL)
4.3%



Acquired / Increased stake
post FFBL Merger



Awards & Recognition



ICAP Best Corporate Report Award

Best Report 2023 for Chemical & Fertilizer Sector & Sustainability Report

•Overall 2nd position in Best Corporate Report 2023

SAFA Best Annual Report Award 2023

Overall Winner

Gold in Manufacturing Sector

Merit Awards for Corporate Governance & Integrated Reporting

PSX Top 25 Companies Award

3rd Position

14th consecutive year amongst Top Positions

Amir Chinoy Corporate Excellence Award

Corporate Excellence
Awarded by MAP in Industrial Category

39th Corporate Excellence Awards

ESG Reporting Award (CFA)

Best ESG in 21st Annual Excellence Awards

Q&A Session

