

December 24, 2024
FATIMA/PSX/24/A-031

The General Manager
Pakistan Stock Exchange Limited
Stock Exchange Building
Stock Exchange Road
Karachi.

Subject: Revised Presentation on Corporate Briefing Session

Dear Sir,

With reference to our earlier announcement dated December 20, 2024, we are pleased to enclose herewith an updated version of the presentation relating to the Corporate Briefing Session of Fatima Fertilizer Company Limited.

The date and time of the Corporate Briefing Session will remain the same i.e., Tuesday, December 24, 2024 at 04:00 p.m. PST through Video Conference (via Zoom).

The investors / analysts wishing to attend the Corporate Briefing Session are requested to register themselves using the registration link mentioned on the flyer.

We would appreciate your assistance in communicating this information to market participants / TRE Certificate Holders of the Exchange.

Yours sincerely,



Anil Zia
Deputy Company Secretary

Encl: As above

CORPORATE BRIEFING SESSION

You are cordially invited to the corporate briefing session of **Fatima Fertilizer Company Limited** wherein Mr. Asad Murad and Mr. Pervez Fateh will present company's financial performance and outlook.



Mr. Asad Murad
Chief Financial Officer &
Chief Operating Officer



Mr. Pervez Fateh
General Manager
Manufacturing

Date: Tuesday, 24th Dec '24

Time: 04:00 PM

Venue: Zoom Meeting

For Registration, Please [Click Here](#)

For any query, please contact

Tahir Abbas

Director Equities

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Fatima Fertilizer Company Limited

Date : Tuesday, December 24, 2024

Time : 04:00 PM

CORPORATE BRIEFING

**CREATING
POSSIBILITIES**



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1 | **Fertilizer Business - Plants**

2 | Key Highlights

3 | Production Sales Volumes & Market Share

4 | Financial and Operational Performance

5 | Inventory Position

6 | Corporate Social Responsibility - CSR

7 | Diversity, Equity & Inclusion

8 | Future Outlook

Sadiqabad Plant Capacity

Brand: "Sarsabz"
Urea - 500,000 MT
CAN - 420,000 MT
NP - 360,000 MT



Multan Plant Capacity

Brand: "Sarsabz"
Urea - 92,000 MT
CAN - 450,000 MT
NP - 304,500 MT



Sheikhupura Plant Capacity

Brand: "Bubber-Sher"
Urea - 445,500 MT



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KEY HIGHLIGHTS

Annual 2023

Production Volume

2,538
KMT

Sales Volume

2,866
KMT

Profit After Tax

PKR 23.01
Billion

EBITDA

PKR 67
Billion

4,837 FULL TIME & CONTRACTUAL EMPLOYEES
Contribution to National Exchequer 2023

PKR 46
Billion

9 Months 2024

Production Volume

2,140
KMT

Sales Volume

1,683
KMT

Profit After Tax

PKR 22.77
Billion

EBITDA

PKR 57
Billion

Contribution to National Exchequer 2024

PKR 43
Billion

2,829

KEY HIGHLIGHTS

Annual 2023

Earnings Per Share



Dividend Per Share



Equity Size



Balance Sheet Size



Debt : Equity Ratio



9 Months 2024

Earnings Per Share



Dividend Per Share*



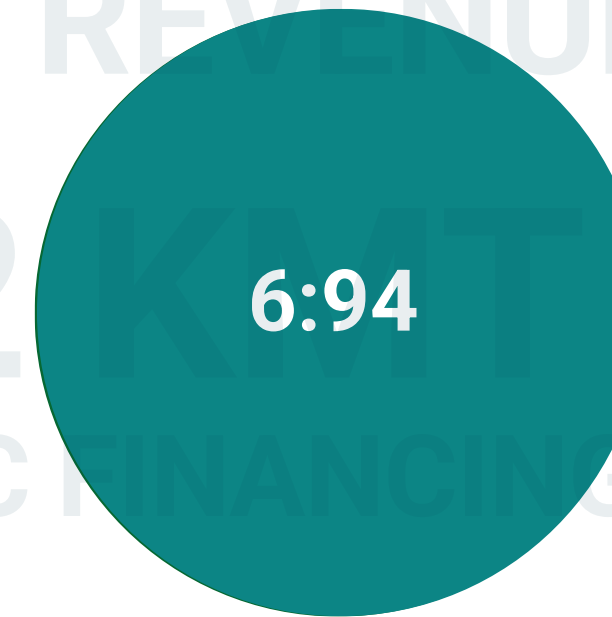
Equity Size



Balance Sheet Size



Debt : Equity Ratio



*Interim Divided only / LY at 09 Months PKR 1.75 Only

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Production Volume - KMT



Sales Volume - KMT

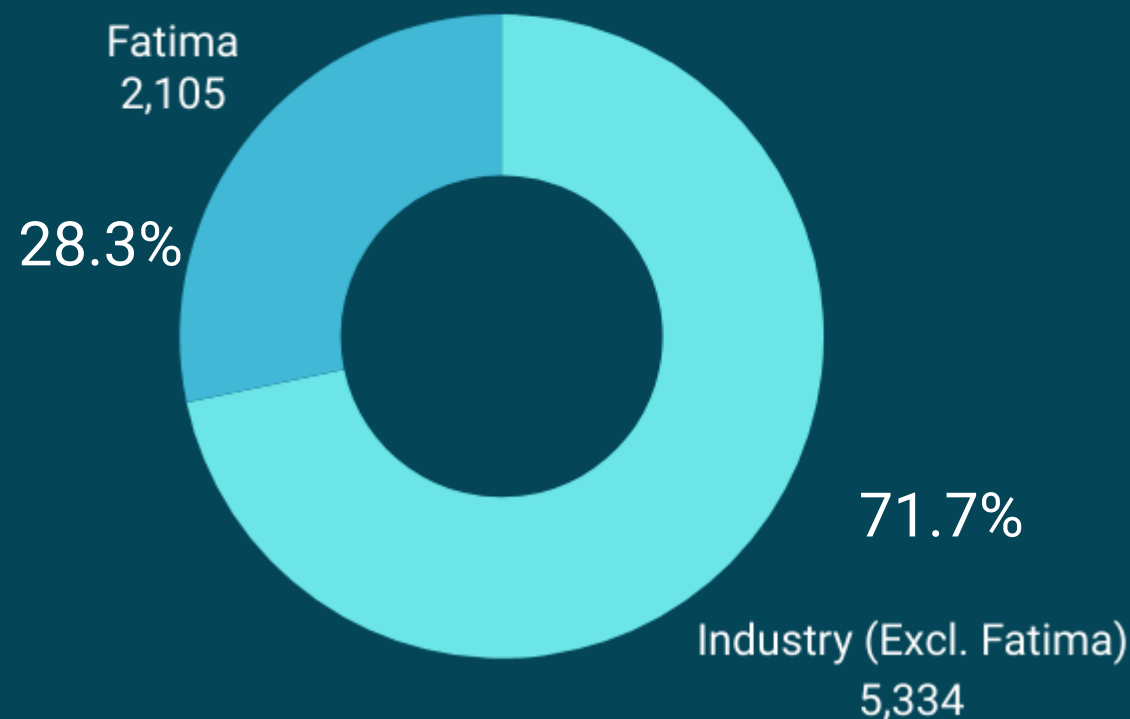


Market Share - 09 Months Ended

2023

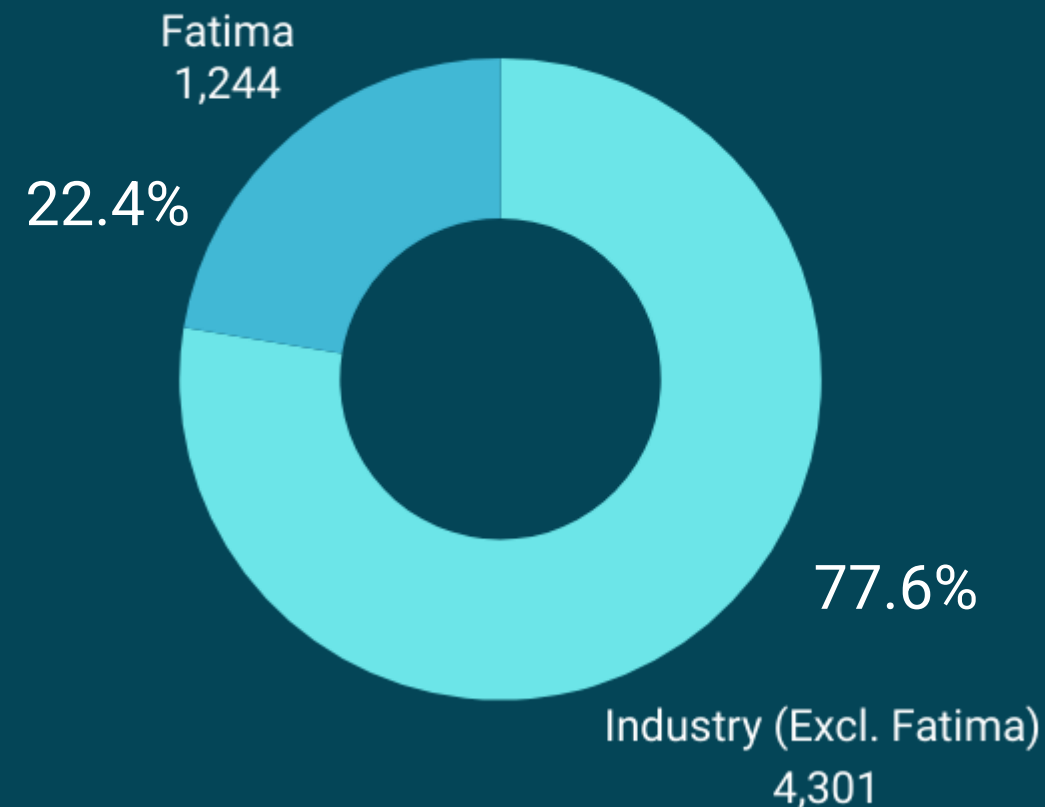
Aggregate

Industry (Excl. Fatima)
Fatima



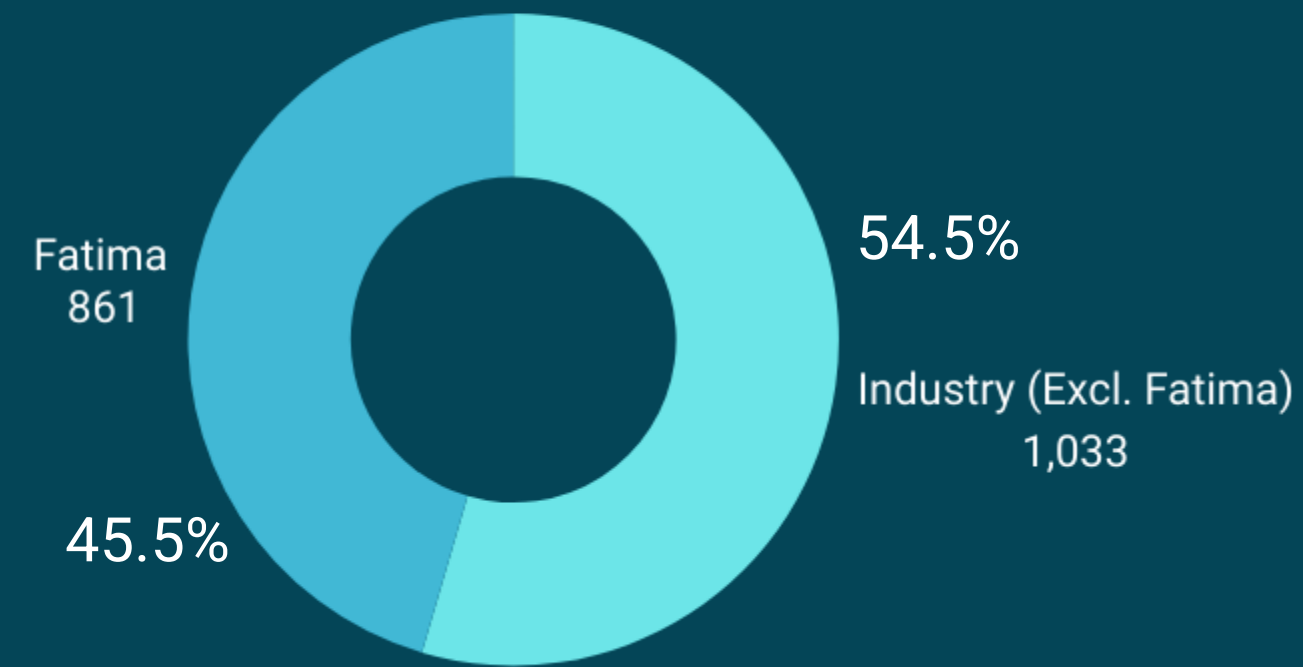
Nitrogen

Industry (Excl. Fatima)
Fatima

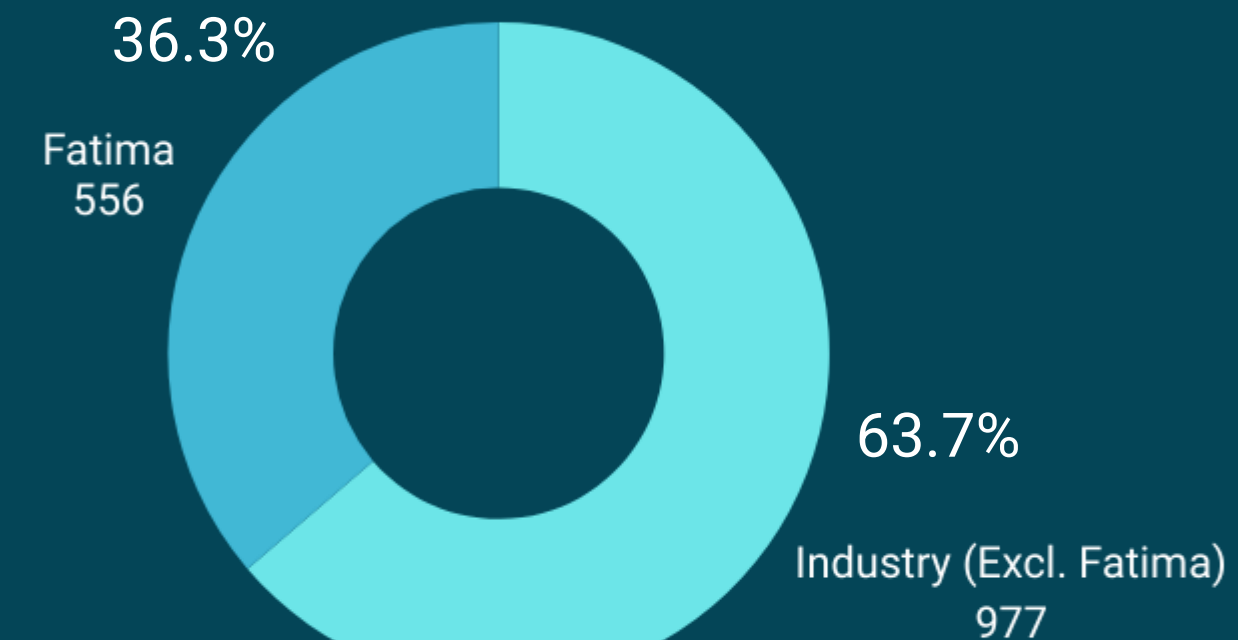
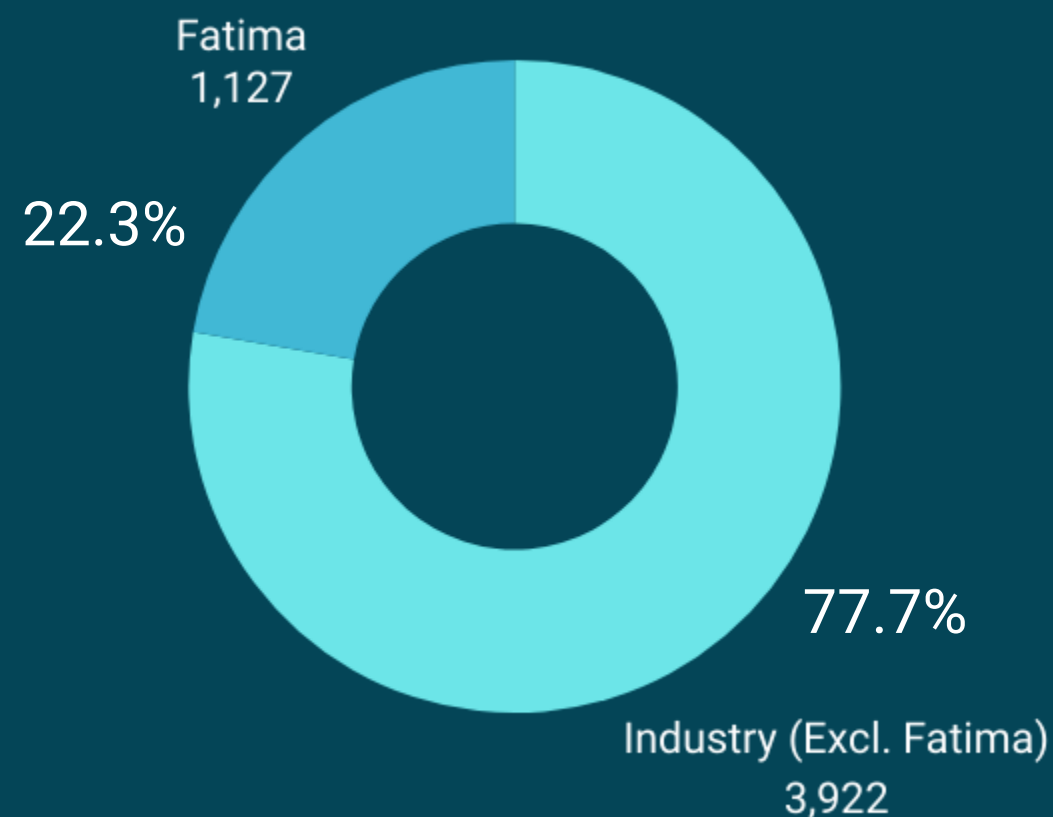
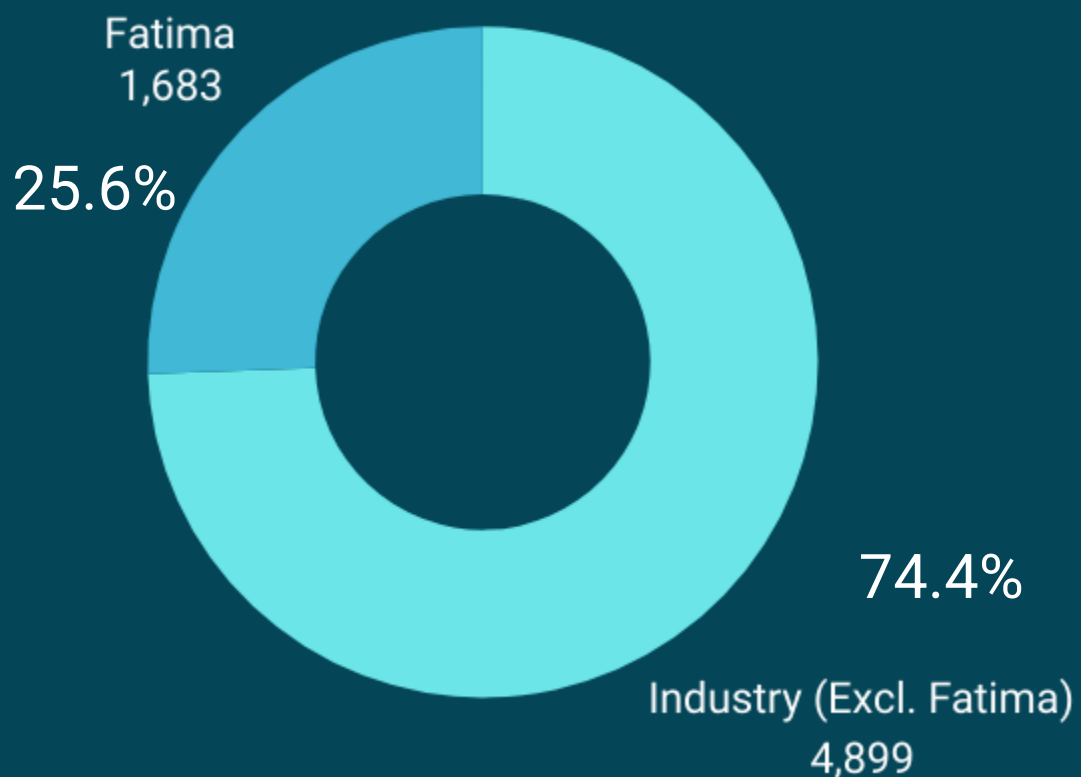


Phosphate

Industry (Excl. Fatima)
Fatima



2024

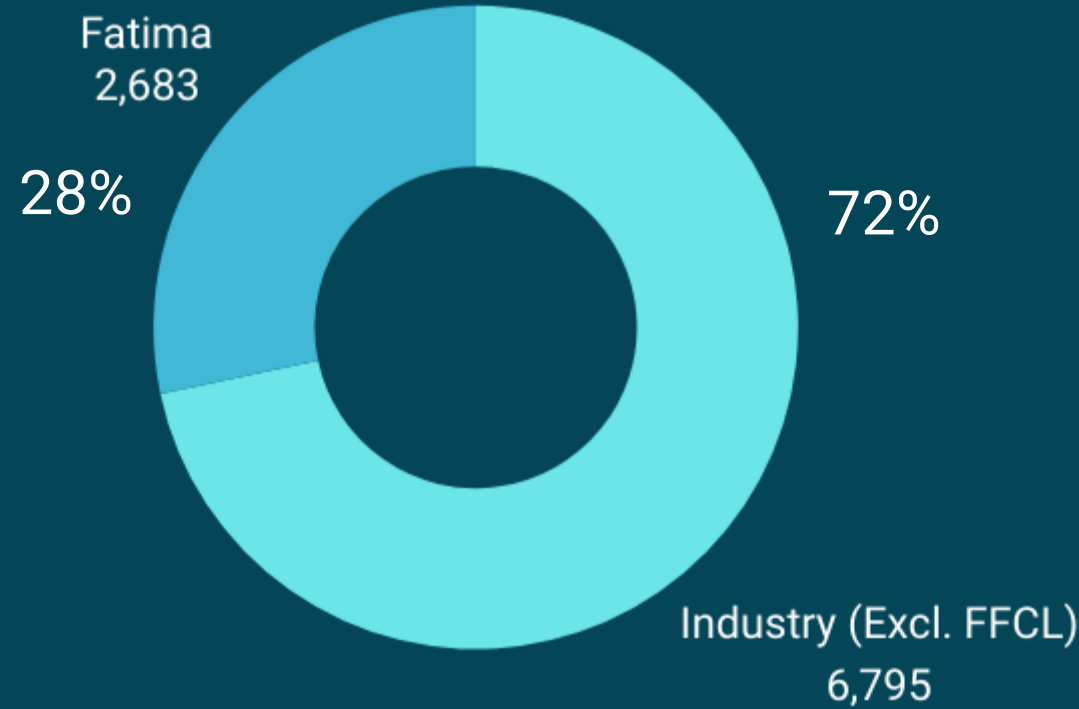


Market Share - Full Year

2022

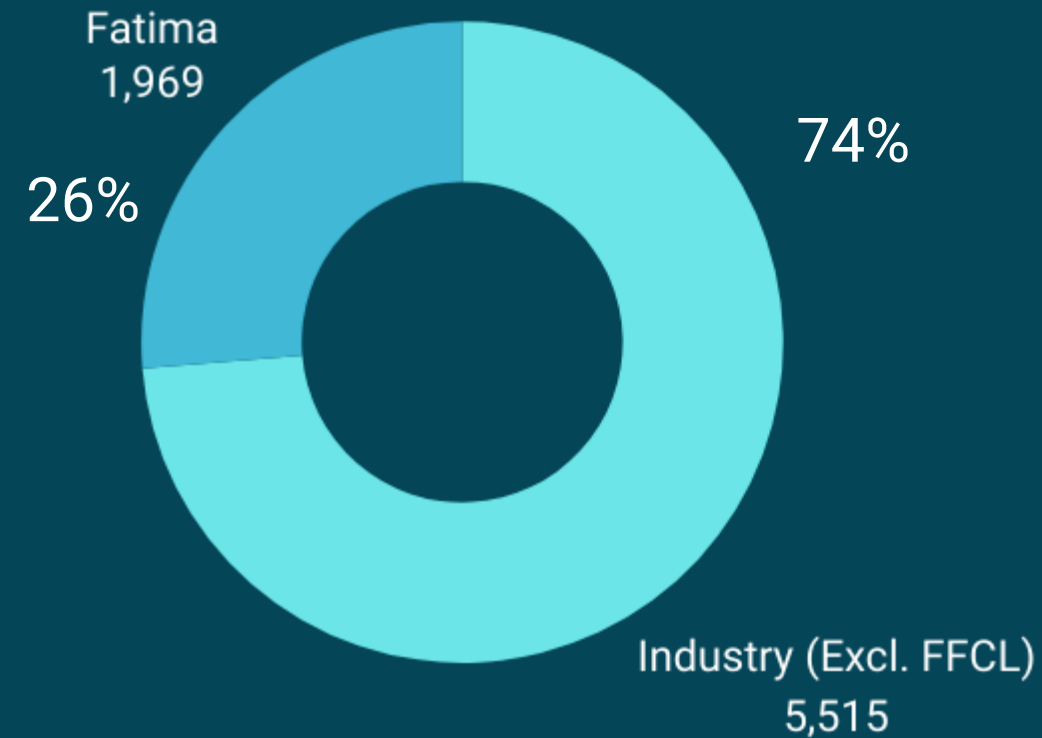
Aggregate

Industry (Excl. FFCL)
Fatima



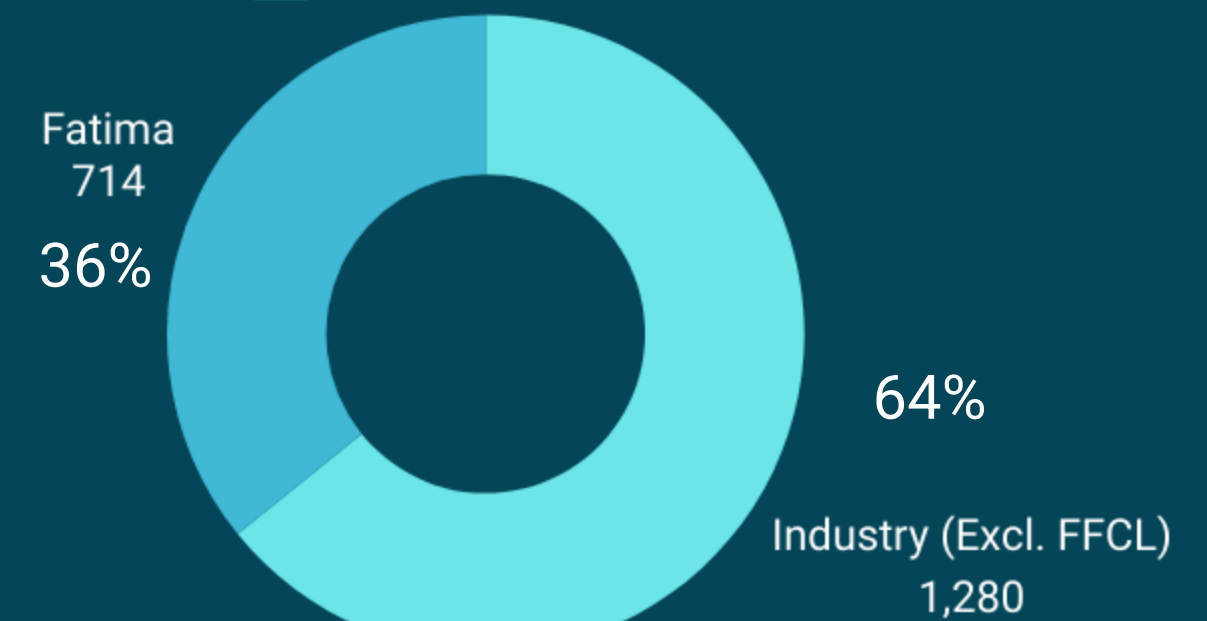
Nitrogen

Industry (Excl. FFCL)
Fatima



Phosphate

Industry (Excl. FFCL)
Fatima



2023

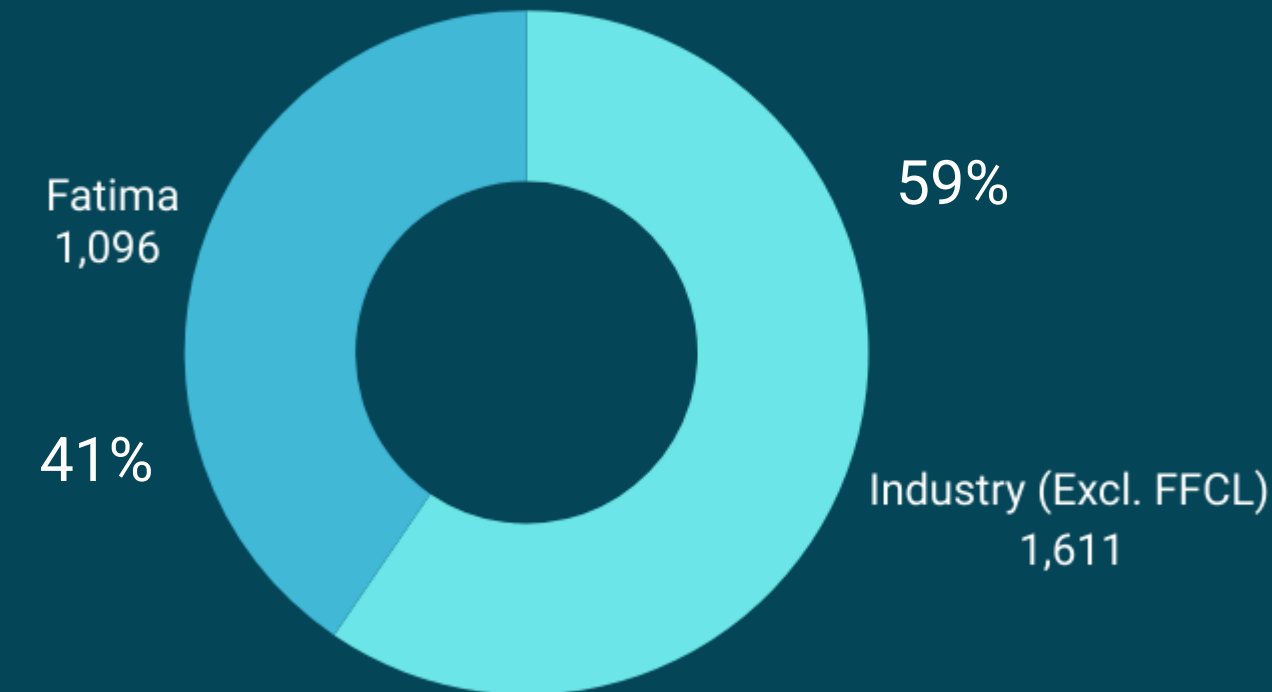
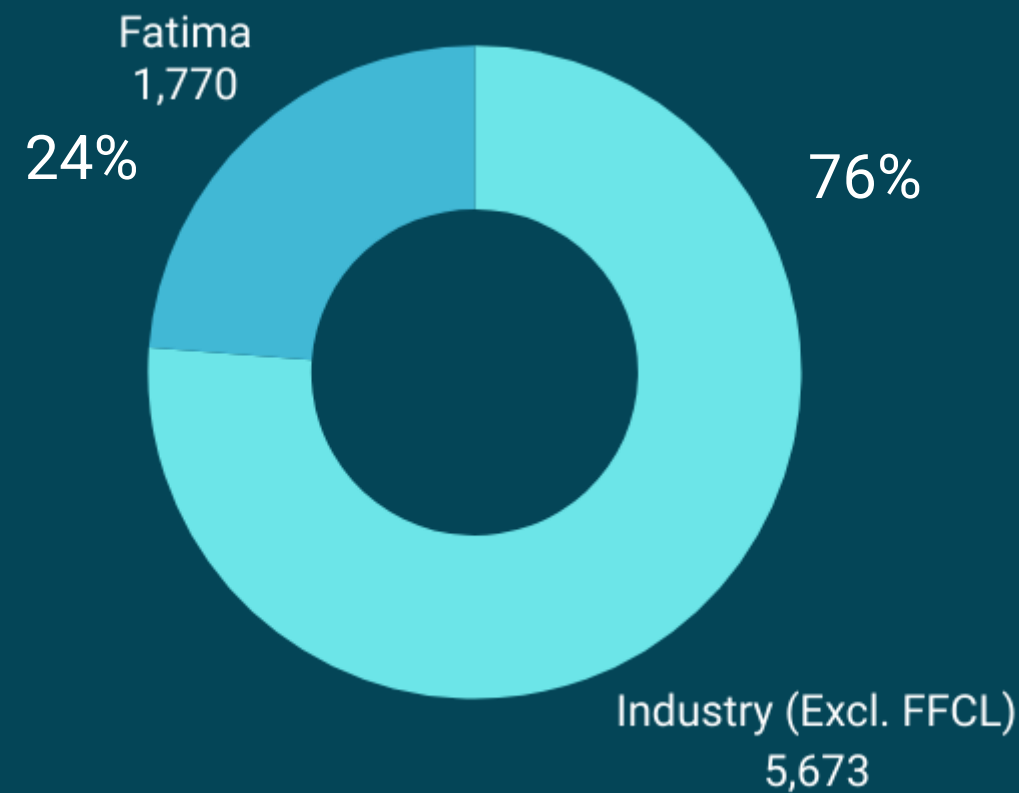
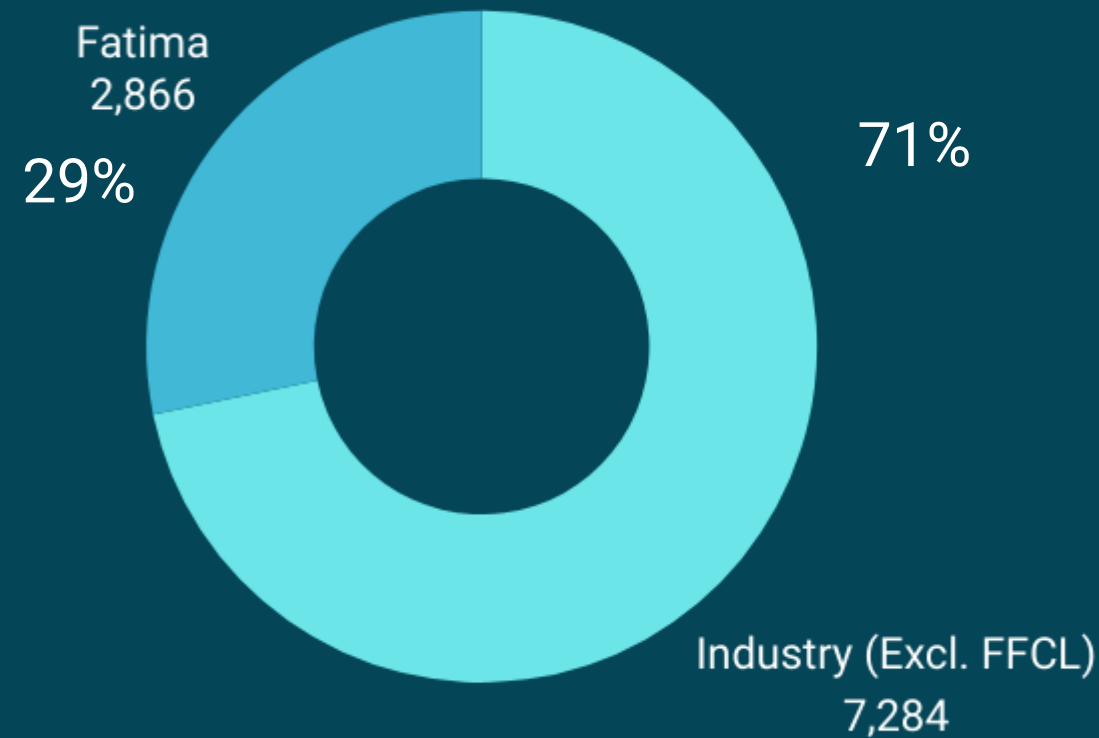


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- 8 | **Future Outlook**

KPIs 9M '24 vs Full Year-2023-22

1,683 KMT

Sales Volumes

Full Year 2023

2,866

Full Year 2022

2,683

171,001 PKR-M

Revenue

Full Year 2023

235,423

Full Year 2022

159,745

56,592 PKR-M

EBITDA

Full Year 2023

66,519

Full Year 2022

42,015

22,771 PKR-M

PAT

Full Year 2023

23,008

Full Year 2022

14,714

*Consolidated basis

KPIs 9M '24 vs 9M 2022-23

1,683 KMT

Sales Volumes

Sep YTD 2023
2,095

Sep YTD 2022
1,772

171,001 PKR-M

Revenue

Sep YTD 2023
161,430

Sep YTD 2022
100,262

56,592 PKR-M

EBITDA

Sep YTD 2023
40,399

Sep YTD 2022
34,413

22,771 PKR-M

PAT

Sep YTD 2023
12,992

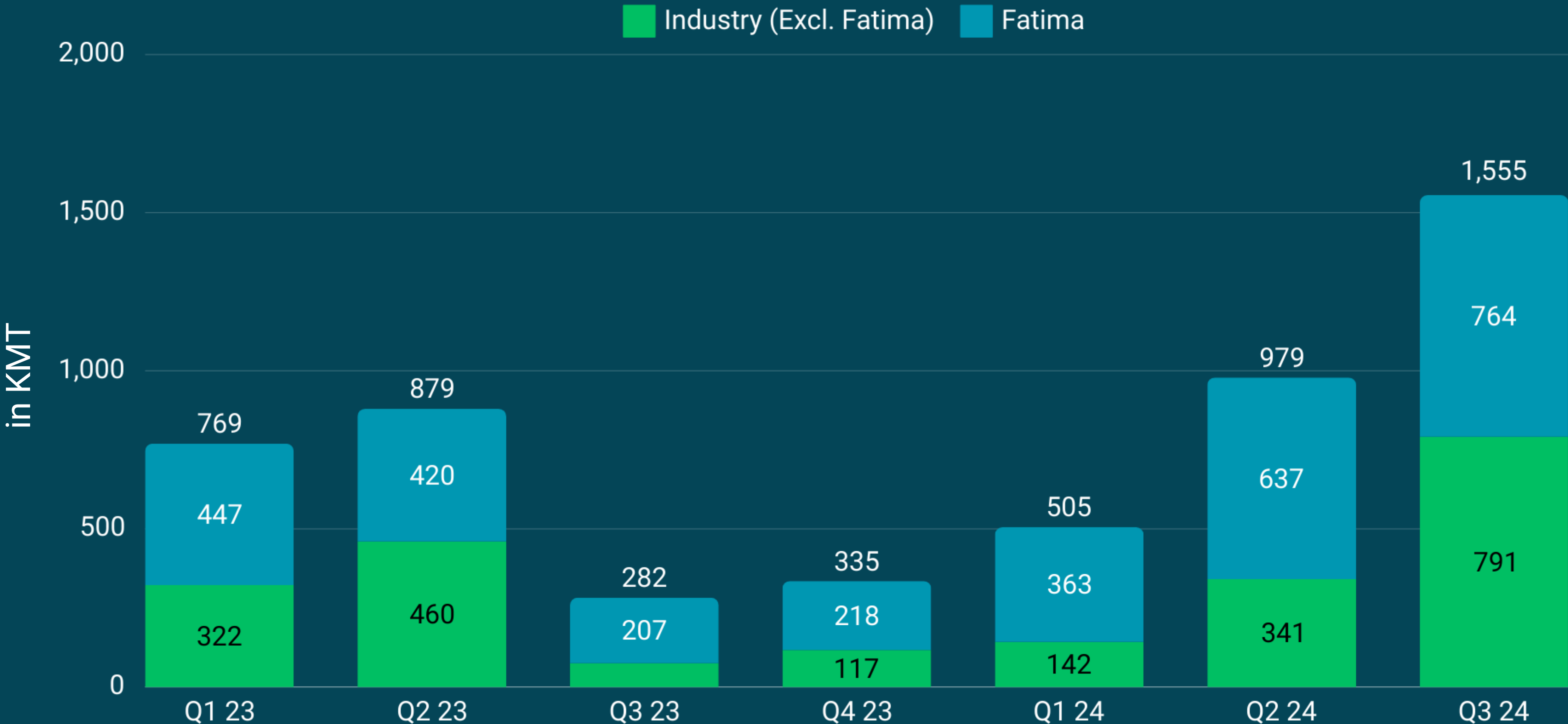
Sep YTD 2022
10,812

*Consolidated basis

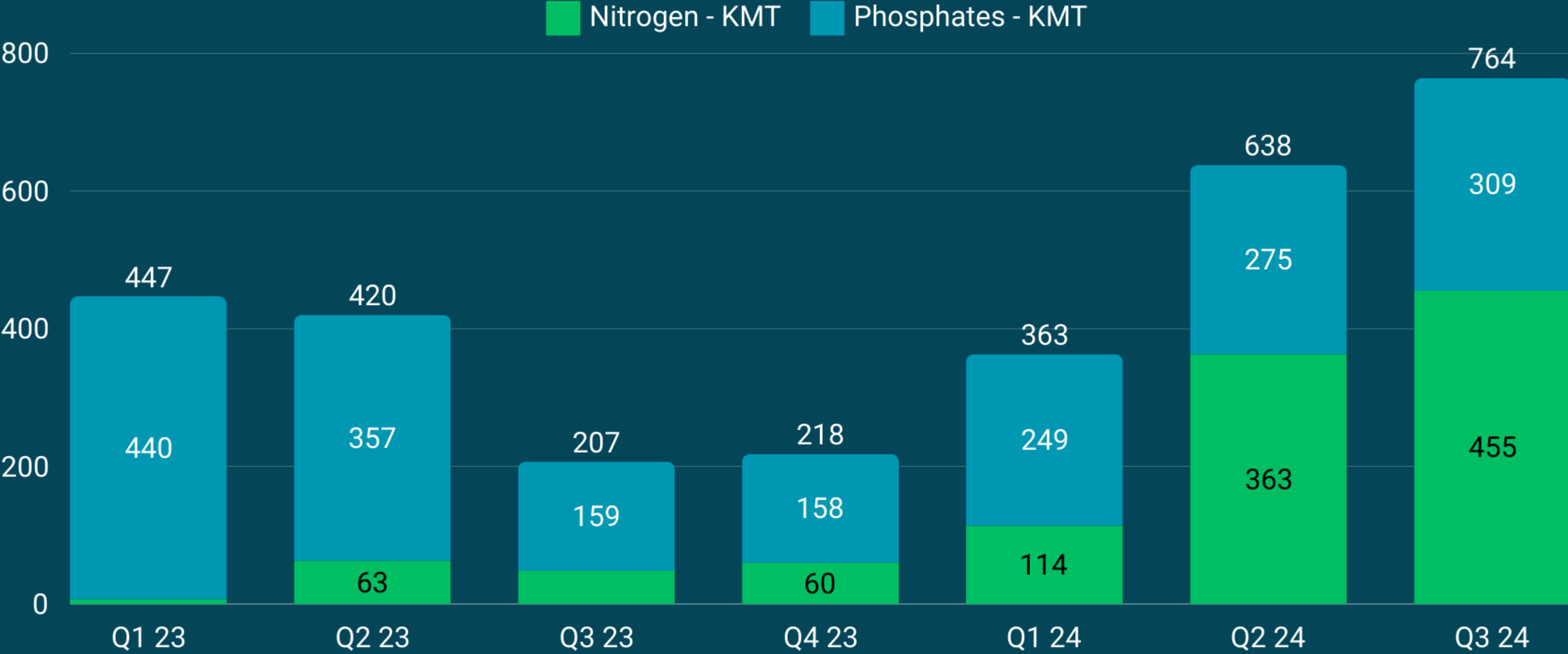
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Industry Inventory Position



Fatima Inventory Position



- Poor Farmer Economics led to accumulation of Inventory in 2024
- Availability of Stock holds opportunity once the demand picks up

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SDG Partnership with UNDP

- Fatima Fertilizer has become the first private sector entity in Pakistan to partner with the United Nations Development Programme (UNDP) by adopting the SDG Impact Framework
- The “SDGs Impact through business: Sustainability framework for Fatima Fertilizer” outlines how we have embedded the impact framework assessment into its business operations.
- [Sustainability Framework for Fatima Fertilizer](#)



SDG Impact



Corporate Social Responsibility

Health

- 500 bedded State of Art “M. A. Sheikh Hospital”
- “Fatima Welfare Trust Hospital” adjacent to SDQ Plant



Education

- Scholarships at LUMS and UET
- Infrastructure support to IBA
- “Pakarab Public School”
- Financial support to “Care Foundation”
- Others



Social Development

- Donations in way of social development are regularly made to entities including “Pakistan Center for Philanthropy”, “The Hunar Foundation” “The Citizen foundation” and others.



Donations

Sep YTD 2024
PKR 715 Million

Sep YTD 2023
PKR 663 Million

Year 2023
PKR 896 Million

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DE&I

Fatima Group established Fatima Diversity, Equity & Inclusion Council last year, Fatima's DE&I program is called "Sab Saath" with the vision to: **'Create a work environment and impact communities Where Diversity Thrives, Equity Prevails, and Inclusion Unites.'**

Fatima Group will focus on three priorities:

- Increase the ratio of talented females across all functional areas.
- Build the right culture for collaborative work environment between multi generations.
- Inclusion of differently abled individuals in the work force.

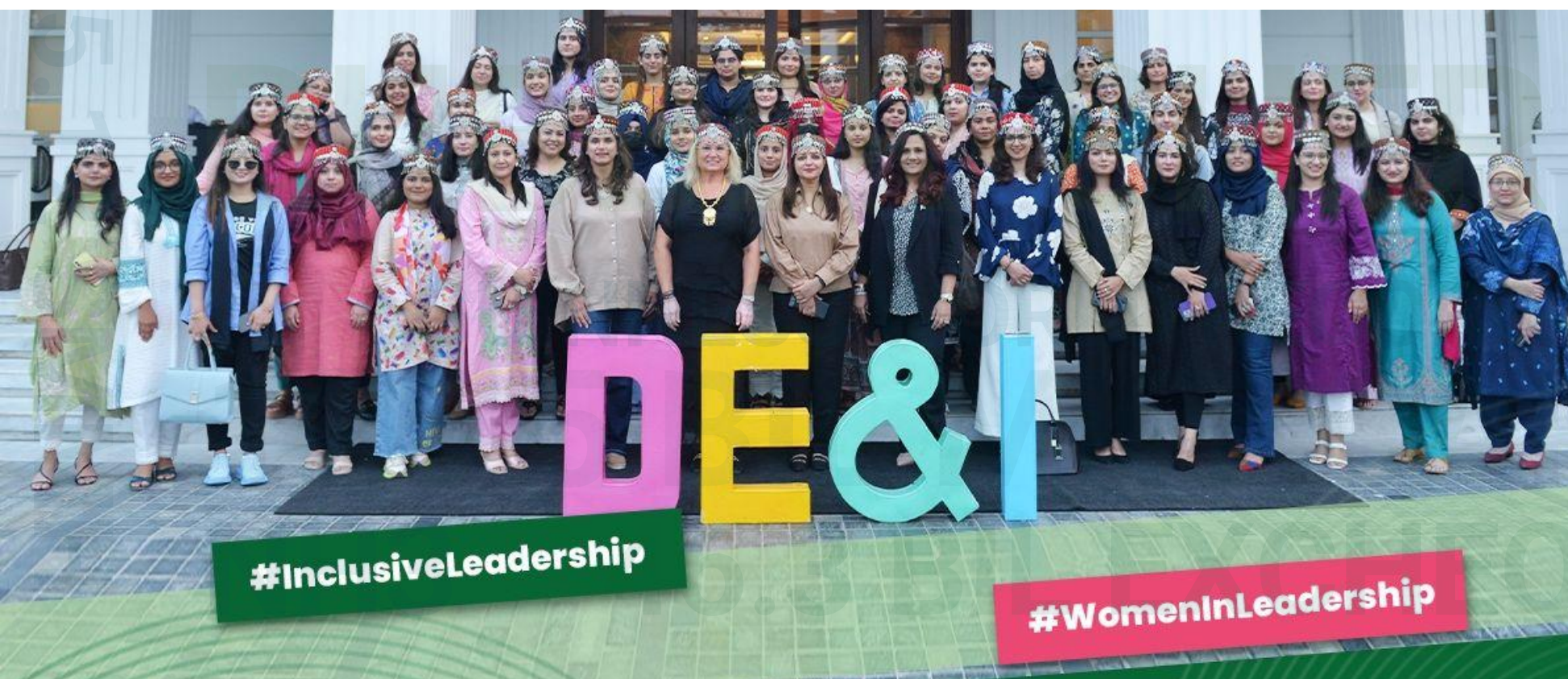


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Future Outlook



- Implementing advanced technology, hybrid seeds, and innovative agricultural practices through **Corporate Agri Farming** in the **Green Revolution** will enhance national food security and bolster the country's economic well-being.



- Fatima Fertilizer will continue to add value for farmers and shareholders via availability of 764* KMT inventory and excellent plant operations.

*Inventory as at September 30, 2024



- With a consistent **gas supply** to all 03 Plants, the company is all set to maximize production, contributing significantly to the agriculture sector.
- USD **300 Mln** CAPEX by the fertilizer industry to enhance gas pressure from Mari field, thereby securing long term sustainability of fertilizer industry.



- Fatima Fertilizer is diversifying beyond its core fertilizer business into **various sectors** including Corporate Farming, Digital Bank, Agri-Business, Mining, FinTech, and REITs.
- Shareholders recently endorsed an additional investment of **Rs. 4.4 Billion** in REITs aggregating to **Rs. 15 Billion** investment



Session

Thank You

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