Fatima
Fertilizer Company Limited

December 16, 2022
FATIMA/PSX/22/A-044

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

Subject: Corporate Briefing Session

Dear Sir,

This is to inform you that the Corporate Briefing Session of Fatima Fertilizer Company Limited will be held on Friday, December 23, 2022 at 04:30 p.m. PST through Video Conference (via Zoom) to brief the investors / analysts about Company's current financial performance and outlook.

The flyer and the presentation of Corporate Briefing Session is attached herewith. 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

Fatima
Fertilizer Company Limited

ARIF HABIB LIMITED

CORPORATE BRIEFING SESSION

You are cordially invited to the **Corporate Briefing Session** of **Fatima Fertilizer Company Limited** wherein the company's senior management shall present the company's financial performance for FY22 along with outlook.

Friday
23rd Dec, 2022

04:30 PM

Mr. Asad Murad
Chief Financial Officer &
Chief Operating Officer

Mr. Pervez Fateh
General Manager
Manufacturing

Venue: Zoom Meeting

For Registration, Please Click Here

For any query, please contact
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021-32462742

Fatima Fertilizer Company Limited

Corporate Briefing
December 23, 2022


Sheikhupura Plant


Sadiqabad Plant

Multan Plant

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- Fertilizer Plants
- Corporate Social Responsibility
- Positioning Advantage & Network
- Market Share
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Fatima Group

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Fatima Fertilizer Company Limited






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Fatima Group

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Fatima Fertilizer Company Limited - Sadiqabad Plant

- **USD 750 million green field project**
- **Joint Venture Partners**
  - Fatima Group & Arif Habib Group
- **FATIMA is listed at Pakistan Stock Exchange**
- **Capacity Enhancement**
  - Over the years via de-bottlenecking and using alternate routes, name plate capacity of 1,280,000 MT has been increased to ~1,460,000 MT
- **Brand name "Sarsabz"**

Finished products

Urea
500,000 M.Ton

CAN
420,000 M.Ton

NP
360,000 M.Ton

Intermediary products

Ammonia
500,000 M.Ton

Nitric Acid
500,000 M.Ton

Fatima Fertilizer Company Ltd. - Multan Plant

- **Company Incorporation**
  - Incorporated in 1973; sponsored by Government of Pakistan and State of Abu Dhabi
- **In 2005, acquired by Fatima Group & Arif Habib Group under privatization program**
- **Post Privatization Initiatives:**
  - Installation of Clean Development Mechanism (CDM) at Nitric Acid plant to ensure environmental compliance and enhance revenue
  - Installation of CO_2 plant as additional product
  - Energy Conservation and Operational Reliability
- **Brand name "Sarsabz"**
- **Operating Plants have been acquired by Fatima Fertilizer Co. Ltd.**

Finished Products

Urea
92,000 M.Ton

CAN
450,000 M.Ton

NP
304,500 M.Ton

CO2
63,360 M.Ton

Intermediary Products

Ammonia
316,000 M.Ton

Nitric Acid
455,500 M.Ton

Fatima Fertilizer Company Ltd. - Sheikhupura Plant

- **Company Incorporation**
  - Formerly DH Fertilizers Limited; Incorporated in 1968 as JV of Dawood Group of Industries, Pakistan and Hercules Incorporated, USA
- **Acquired by Fatima Group in July 2015**
- **Name was changed to FatimaFert Limited**
- **Wholly owned subsidiary of Fatima Fertilizer Company Limited**
- **Brand name "Bubber-Sher"**
- **Post-acquisition Projects:**
  - Energy Conservation
  - Operational Reliability

Finished products
Urea
445,500 M.Ton

ببرشیر

Intermediary products
Ammonia
269,000 M.Ton

HSE Achievements

World-class Safety Performance – Guinness Book of World Record – Sadiqabad Plant

(100 Safe Million Man-Hours)

IFA Green Leaf & Alliance for Water Stewardship Certification for Sadiqabad Plant

Achieved DuPont Process Safety Management (PSM) System Excellence level (4)

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9 Corporate Social Responsibility

"We understand our need to support the development of the communities in which we operate"

- Mukhtar A. Sheikh Hospital
- Fatima Welfare Hospital
- Scholarships at LUMS and UET
- Infrastructure support to IBA
- Emergency Rehab Contribution for flood affectees
- Vaccination Center
- Contribution to SIUT, SKMH, Aga Khan Hospital

Kissan Day Celebrations

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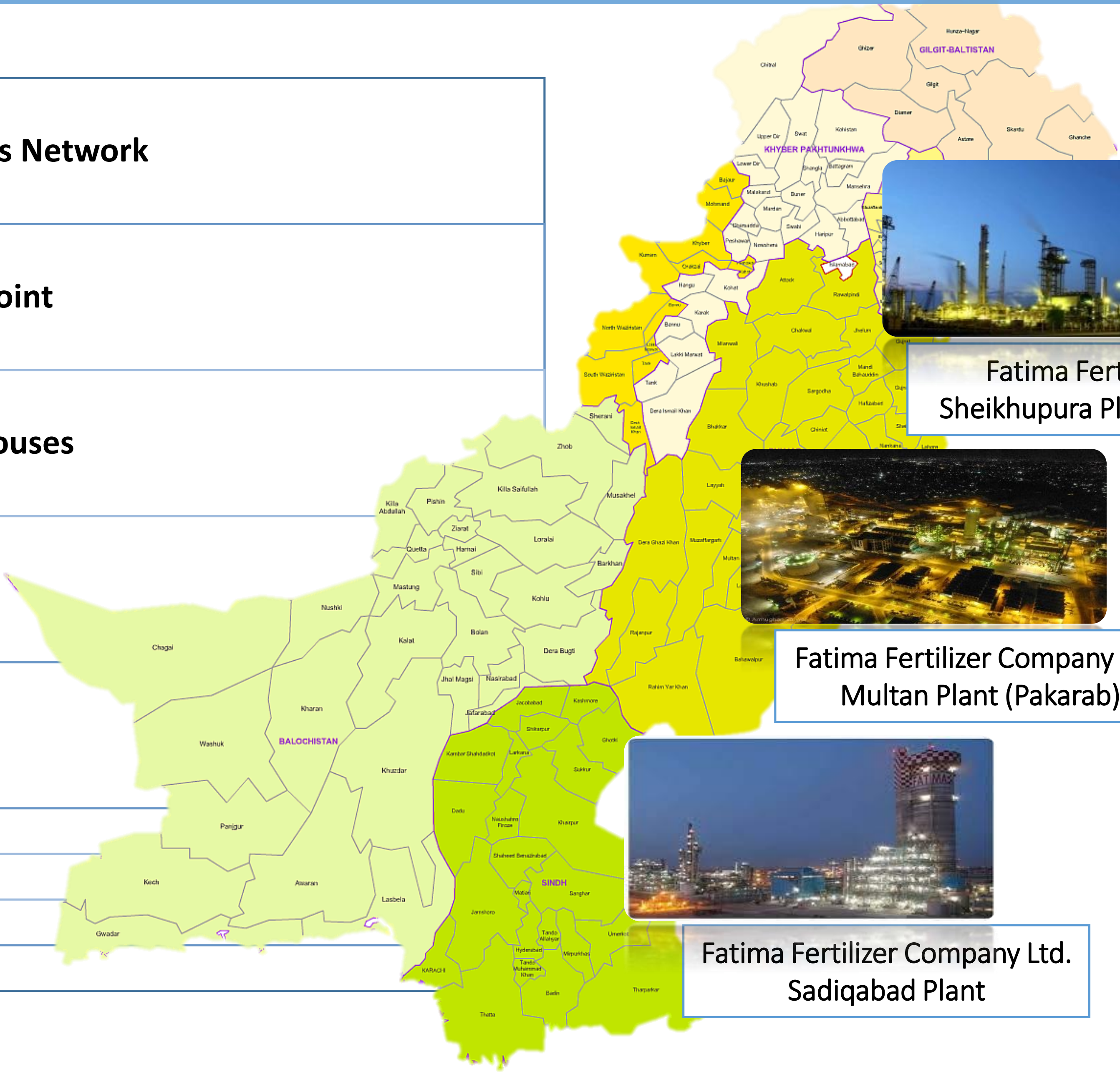
Positioning Advantage & Network

- ~6200 Dealer's Network
- ~1300 Sales Point
- ~+110 Warehouses
- 10 Regions
- 3 Zones



Fatima Fertilizer Co. Ltd.
Sheikhupura Plant (FatimaFert)

Fatima Fertilizer Company Ltd.
Multan Plant (Pakarab)

Fatima Fertilizer Company Ltd.
Sadiqabad Plant

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14 Name Plate Production Capacity

"000" MT

Fatima Fertilizer Company Limited

	FFL FFL-SDK	PFL FFK-MUL	DHFL FFL-SHK	***Fatima***	FFC	FFBL	Fauji	EFERT	AGL	Total
Urea	500	92	446	***1,038***	2,048	551	2,599	2,275	433	6,345
	8%	1%	7%	***16%***	32%	9%	41%	36%	7%	100%
CAN	420	450	-	***870***	-	-	-	-	-	870
NP	360	305	-	***665***	-	-	-	-	-	665
NPK	-	-	-	***-***	-	-	-	100	-	100
DAP	-	-	-	***-***	-	650	650	-	-	650
SSP	-	-	-	***-***	-	-	-	-	81	81
Total	1,280	847	446	***2,572***	2,048	1,201	3,249	2,375	514	8,711
	15%	10%	5%	***30%***	24%	14%	37%	27%	6%	100%

Source : Annual Reports

Value Added Fertilizers

Fatima Fertilizer Company Limited

CAN and NP contribute ~60% of Fatima's total production capacity of 2.57 Million MT, Fatima Fertilizer is sole producer of these products

Proven track record of agronomical advantages of value added Nitrate based NP & CAN over conventional fertilizers

Same was highlighted in ATL based print and electronic media campaigns

- *10 fisad aur*

Farmers who used CAN & NP, held top positions for highest per acre yields in provincial and district level competitions

Market Share - Nitrogen

"000" MT

Entity	2022 (09 Months)	2021 (09 Months)	FY-2021	FY-2020
Fatima	335	377	476	562
FatimaFert	304	161	291	179
FFL-Mul (PFL)	89	56	71	22
Fatima Total	**728**	**594**	**838**	**763**
Pakarab	-	-	-	24
FG Total	**728**	**594**	**838**	**787**
UREA – Total Market	**4,770**	**4,656**	**6,343**	**6,037**
Fatima	352	404	524	445
FFL-Mul (PFL)	273	285	384	48
Fatima Total	**625**	**689**	**908**	**493**
Pakarab	-	2	2	181
FG Total	**625**	**691**	**910**	**674**
CAN – Total Market	**625**	**691**	**910**	**674**
Fatima	**1,353**	**1,283**	**1,746**	**1,256**
	25%	**24%**	**24%**	**19%**
FG Total	**1,353**	**1,285**	**1,748**	**1,461**
	25%	**24%**	**24%**	**22%**
UREA+CAN – Total Market	**5,395**	**5,347**	**7,253**	**6,711**

17 Market Share - Phosphate

"000" MT

Entity	2022 (09 Months)	2021 (09 Months)	FY-2021	FY-2020
FatimaFert	8	13	27	138
Pakarab	16	41	102	20
FG Total	**24**	**54**	**129**	**158**
DAP - Total Market	**739**	**1,202**	**1,881**	**2,169**
Fatima	229	318	483	405
FFL-Mul (PFL)	281	306	420	68
Fatima Total	**510**	**624**	**903**	**473**
Pakarab	-	-	-	227
FG Total	**510**	**624**	**903**	**700**
NP + NPK - Total Market	**596**	**728**	**1,045**	**844**
Fatima	**518**	**637**	**930**	**611**
	39%	**33%**	**32%**	**20%**
FG Total	**534**	**678**	**1032**	**858**
	40%	**35%**	**35%**	**28%**
DAP+NP / NPK - Total Market	**1,335**	**1,930**	**2,926**	**3,013**

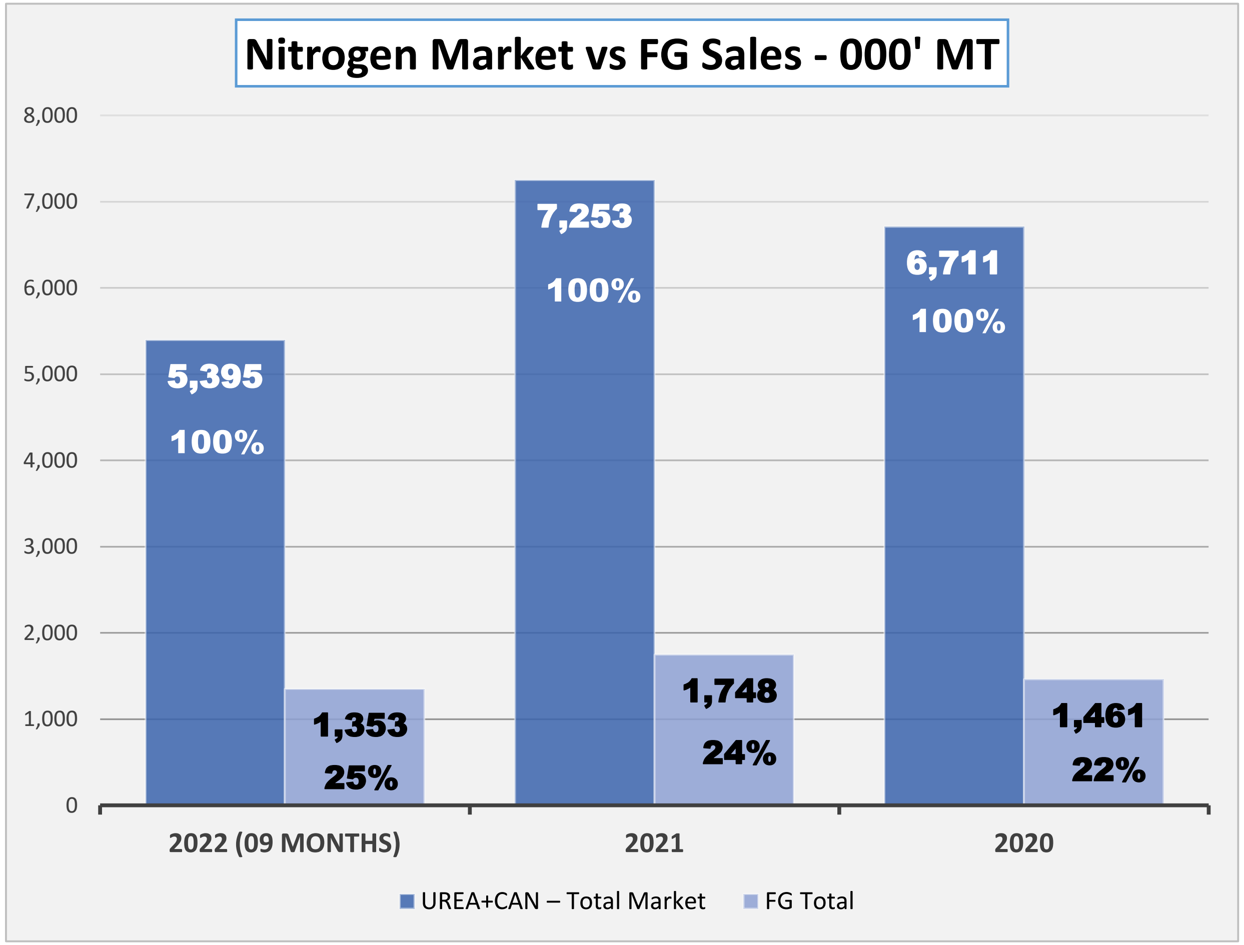
18 Market Share - Overall Market Share

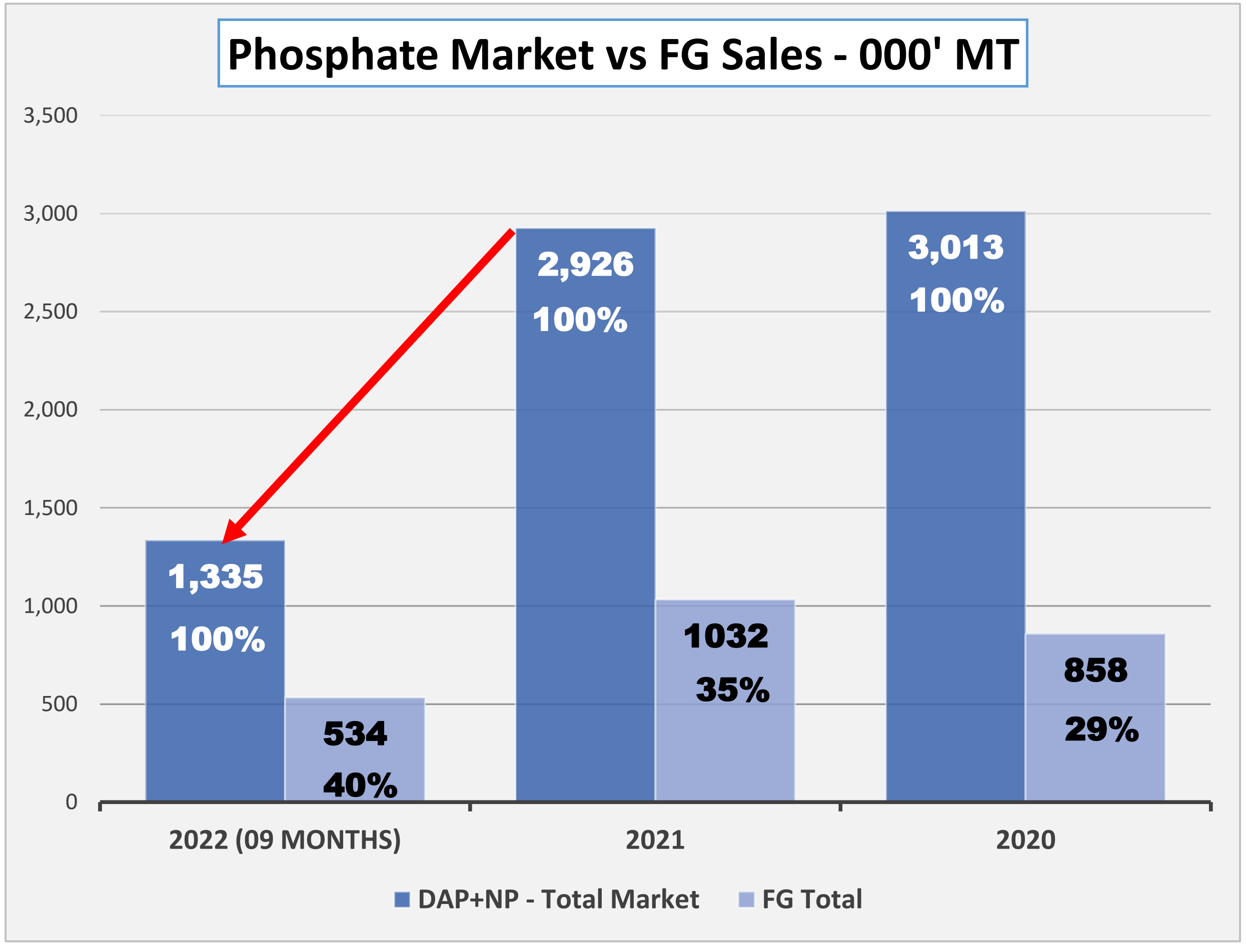
"000" MT

Fatima Fertilizer Company Limited

Entity	2022 (09 Months)	2021 (09 Months)	2021	2020
Fatima	1,871	1,920	2,676	1,867
	28%	*26%*	*26%*	*19%*
FG Total	1,887	1,963	2,780	2,319
	28%	*27%*	*27%*	*24%*
UREA + CAN + DAP + NP + NPK Total Market	6,730	7,277	10,179	9,724

19 Total Market vs FG Share





09 Months Phosphate market synopsis :

- Int't price hike, PKR devaluation, high prices and recent floods caused market to drop by 31% - 1,335K MT CY vs 1,930K MT LY
- DAP total market dropped by 39% - 739K MT CY vs 1,202K MT KY
- NP's total market dropped by 18% that shows strength of NP vs total Phosphate drop of 31% - 510MT CY vs 624 MT LY
- NP gained market share from 32% to 38%
- FG's market share improved from 35% to 40%

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Financial Performance – 2021 to 2018

Fatima Fertilizer Company Limited

Description	Unit	2021	2020	2019	2018
Production	MT in K	2,423	1,896	1,634	1,405
Sale Volume	MT in K	2,677	1,867	1,834	1,566
Revenue	Rs. in M	112,488	71,267	74,964	51,310
EBITDA	Rs. in M	37,840	25,180	23,776	22,204
Profit Before Tax	Rs. In M	28,185	18,742	17,193	16,790
Profit After Tax	Rs. in M	18,474	13,275	12,070	11,914
Earning / Share	Rs.	8.8	6.32	5.75	5.67
Dividend / Share	Rs.	3.5	2.50	2.00	1.75
Price Earning	Times	4.09	4.60	4.63	6.43
Book Value / Share	Rs.	47.74	41.48	37.15	33.14
Long Term Loans	Rs. in M	7,064	8,917	12,479	16,008
Equity	Rs. in M	100,263	87,103	78,008	69,595
Balance Sheet Size	Rs. in M	184,893	157,557	155,116	128,208

Financial Performance – FY 2021 vs 2020

Fatima Fertilizer Company Limited

Description	Unit	2021	2020	Change	Change %
Production	MT in K	2,423	1,896	527	28%
Sale Volume	MT in K	2,677	1,867	810	43%
Revenue	Rs. in M	112,488	71,267	41,221	58%
EBITDA	Rs. in M	37,840	25,180	12,660	50%
Profit Before Tax	Rs. in M	28,185	18,742	9,443	50%
Profit After Tax	Rs. in M	18,474	13,275	5,199	39%
Earning / Share	Rs.	8.8	6.32	2.48	39%
Dividend / Share	Rs.	3.5	2.50	1.00	40%
Price Earning	Times	4.09	4.60	(0.51)	(11)%
Book Value / Share	Rs.	47.74	41.48	6.26	15%
Long Term Loans	Rs. in M	7,064	8,917	(1,853)	(21)%
Equity	Rs. in M	100,263	87,103	13,160	15%
Balance Sheet Size	Rs. in M	184,893	157,557	27,336	17%

Financial Performance – 2022 (09 Months) vs 2021 (09 Months)

Fatima Fertilizer Company Limited

Description	Unit	Sep-22 (09 Months)	Sep-21 (09 Months)	Change	Change %
Total Production	MT in K	2,103	1,827	276	15%
Sale Volume	MT in K	1,871	1,919	(48)	(3%)
Revenue	Rs. in M	98,920	76,770	22,150	29%
EBITDA	Rs. in M	33,689	29,123	4,566	16%
Profit Before Tax	Rs. in M	25,994	22,491	3,502	16%
Profit After Tax	Rs. in M	9,899*	14,092	(4,193)	(30%)
Earning / Share	Rs.	4.71	6.71	(2)	(30%)
Book Value / Share	Rs.	48.92	45.69	3.23	7%
Long Term Loans	Rs. in M	10,558	8,098	2,460	30%
Equity	Rs. in M	102,738	95,944	6,794	7%
Balance Sheet Size	Rs. in M	213,446	173,924	39,522	23%

* Rs 4.5B impact of super tax @ 10% on FY-2021 and @ 4% on CY
* Rs.2.8B impact of 4% increase in deferred Tax Rate from 29% to 33%

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Fatima Group

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Outlook

Recent Kissan package by Federal GoP, drop of phosphatic fertilizers prices, better support prices etc. are expected to improve offtake

Due to availability of stocks and efficient plant operations, Fatima will continue to serve the farmers

PSX Notices

Dec 05 & 09, 2022

-- Amalgamation of "Pakarab" with and into Fatima will improve overall balance sheet size and will provide further growth opportunities

-- MOU signed with MPCL for long term sustainable supply of gas at required pressure from HRL

Using its almost debt free balance sheet, Fatima is continuously exploring opportunities for business expansion and diversification

Fatima Fertilizer Company Limited

THANK YOU!

Contact Us

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