



engro fertilizers

Q4 2025

Corporate Briefing Session

27th MARCH 2026





Important Disclaimer

THIS PRESENTATION IS NOT AN OFFER OR SOLICITATION OF AN OFFER TO BUY OR SELL ANY SECURITIES OR ANY INVESTMENT

This presentation has been prepared by Engro Fertilizers Limited (“EFERT”) solely for information purposes. The presentation is for the period ended 31st December 2025 and does not contain any financial or commercial information pertaining to Q1’26, the same will be covered in the Q1’26 corporate briefing. No representation or warranty express or implied is made thereto, and no reliance should be placed on, the fairness, accuracy, sufficiency, completeness or correctness of the information or any opinion contained herein, or any opinion rendered thereto. The information contained in this presentation should be considered in the context of the circumstances prevailing at the time and will not be updated to reflect any developments that may occur after the date of the presentation. Neither Engro nor any of its respective subsidiaries, affiliates, officials, advisors, associates, employees or any person working for, under or on behalf, shall have any responsibility and/or liability of any nature whatsoever (in contract or otherwise) for any loss whatsoever arising from any use of this presentation or its contents or otherwise arising in connection with this presentation.

This presentation does not constitute or form part of a prospectus, offering circular or offering memorandum or an offer, solicitation, invitation or recommendation to purchase or subscribe for any securities and no part of it shall form the basis of, or be relied upon in connection with, or act as any inducement to enter into any arrangement, agreement, contract, commitment or investment decision in relation to any securities. This presentation shall not at all be intended to provide any disclosure upon which an investment decision could be made. No money, securities or other consideration is being solicited, and, if sent in response to this presentation or the information contained herein, will not be accepted.

The presentation may contain statements that reflect Engro’s own beliefs and expectations about the future. These forward-looking statements are based on a number of assumptions about the future, which are beyond Engro’s control. Such forward-looking statements represent, in each case, only one of many possible scenarios and should not be viewed as the most likely or standard scenario. Such forward looking statements are subject to certain risks and uncertainties that could cause actual results to differ materially from those contemplated by the relevant forward-looking statements. Engro does not undertake any obligation to update any forward-looking statements to reflect events that occur or circumstances that arise after the date of this presentation and it does not make any representation, warranty (whether express or implied) or prediction that the results anticipated by such forward-looking statements will be achieved. In addition, past performance should not be taken as an indication or guarantee of future results.

Certain data in this presentation was obtained from various external data sources that Engro believes to its knowledge, information and belief to be reliable, but Engro has not verified such data with independent sources and there can be no assurance, representation or warranty as to the accuracy, sufficiency, correctness or completeness of the included data. Accordingly, Engro makes no assurance, representation or warranty as to the accuracy, sufficiency, correctness or completeness of that data, and such data involves risks and uncertainties and is subject to change based on various factors.

You agree to keep the contents of this presentation strictly confidential. All or any part of this presentation may not be taken away, reproduced, copied, redistributed, retransmitted or disclosed in any manner or form and for any purpose whatsoever.

By attending this presentation, you are agreeing to be bound by the foregoing limitations.

Agenda

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



1. Highlights





Macro Economic Overview





Macro Economic Overview



Inflation

5.6% in 2025 vs. 4.1% in 2024 – continued moderation



Policy Rate

Closed at **10.5%** in Dec vs. **13%** in Jan 2025



Exchange Rate

Remained stable throughout the year – closing rate 280.54 (278.64 Jan 2025)



GDP & Agri Growth

2.7% FY25 vs. 2.5% FY24
Agri sector grew 0.6% FY25 vs. 6.4% FY24 (4.5% FY26 target)



Stock Market

KSE-100 closed at **174,054 points**
 58,000 points (51%) YoY gain (5 yr highest)

Ongoing geopolitical tensions are driving macroeconomic uncertainty and energy crisis, impacting Pakistan’s trade and various industrial sectors.

Sources: Pakistan Bureau of Statistics, State Bank, IMF and PSX.



Recap of 2025 & Outlook – Agricultural Landscape



1. Farmer Economics

Farmer economics improved during the year as wheat prices increased from PKR 1,800/maund in Q1 to PKR 3,500/maund Rabi support price later in the year. However, the agricultural landscape remained challenging amid adverse weather and reduced acreage.

2. Flooding Impact & Water Avails

Flood disruptions eased with limited crop damage.

Strong monsoon inflows boosted water availability, improving the 2026 Rabi outlook.

3. Input Costs

In 2025, stable inflation and currency supported input cost stability, while government initiatives (e.g. wheat support price & Kissan Card) and improved farmer incomes supported demand - the 2026 outlook appears positive.

However, the ongoing Middle East conflict has raised global energy & fuel prices, pushing up freight and logistics expenses. Consequently, the energy crisis & potential currency pressure may further elevate the cost of inputs.



2. Business Performance





Urea Business



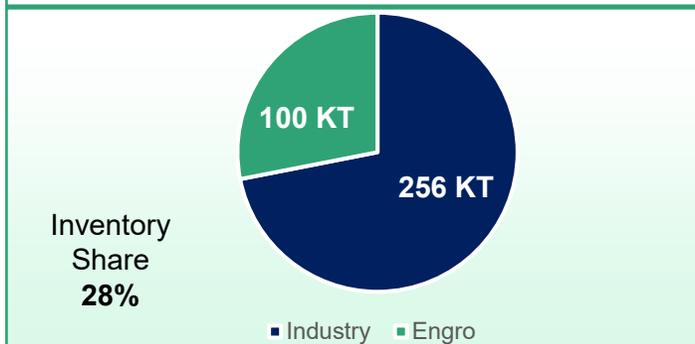
Full Year Sales(KT)



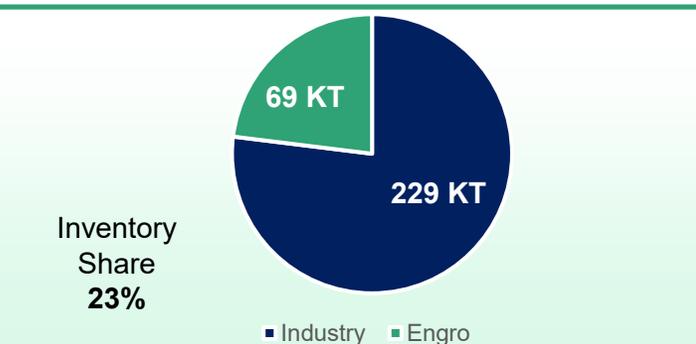
Q4 Sales (KT)



2024 Inventory*



2025 Inventory*



*Industry excluding Engro

Industry offtake in 2025 reached an all-time high, supported by a recovery in demand driven by improved farmer economics & government support.



Engro Markaz



What is Markaz?

- Retail outlets for fertilizers offering real-time pricing, digital payments, and end-to-end farmer empowerment.

Key Highlights of Engro Markaz

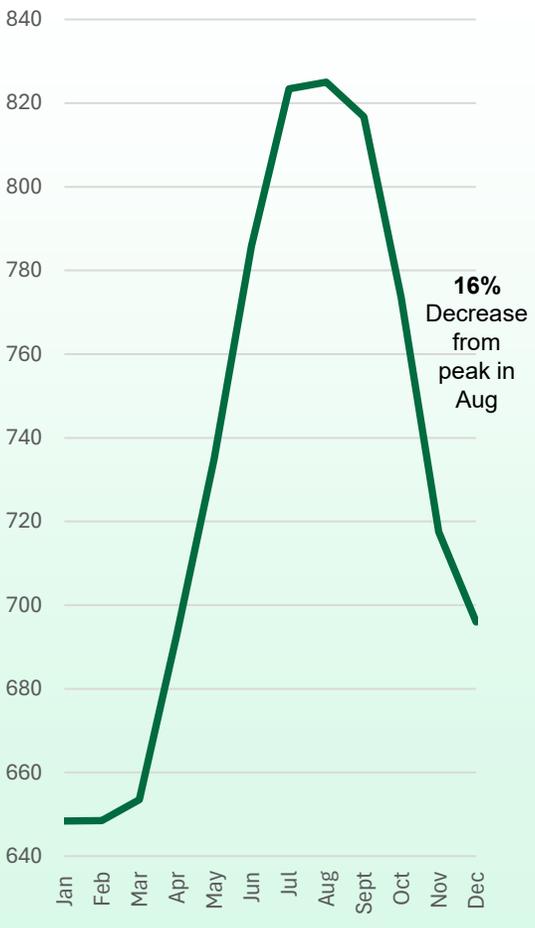
Launched in Q4 2024 to drive Engro's shift to a B2C model, Markaz generated **PKR 390+ Mn** in revenue, achieved **2,400+ MT** in sales, and onboarded **1,300 +** farmers in its pilot phase



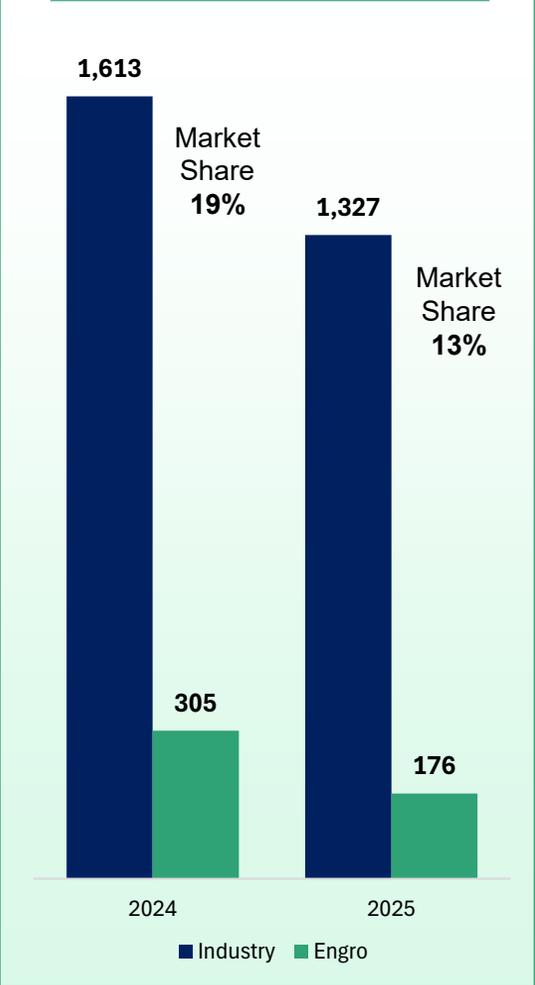
DAP Business



DAP International Prices (USD/MT)



Full Year Sales (KT)



Q4 Sales (KT)



Domestic DAP demand fell to 1,327 KT in 2025 (vs. 1,613 KT in 2024) due to volatility in the global DAP market and the resulting higher landed import costs; EFERT adopted a cautious buying approach.



Financial Highlights – 1/3

FY Financial Highlights



Revenue
 ↓ PKR **237.1** bn
 -7.6% vs LY



Profitability*
 ↓ PKR **22.6** Bn
 -19.9% vs LY



EPS
 ↓ PKR **16.95**
 vs. 21.16 LY

Quarterly Financial Highlights

Revenue
 ↑ PKR **101.8** bn
 20.0% vs SPLY

Profitability*
 ↓ PKR **8.4** Bn
 -18.7% vs SPLY

EPS
 ↓ PKR **6.26**
 vs. 7.70 SPLY

**Includes previous year's supertax*

EFERT has declared a final dividend of **PKR 4.0/share** for Q4'25, vs PKR 8.0/share in Q4'24. Full year 2025 dividend amounted to PKR 15/share (88.5% payout) vs LY PKR 21.5/share (102% payout).



Financial Highlights – 2/3



Revenue has decreased by **7.6%**



Cost of Sales has decreased by **10.7%**



Gross profit has increased by **0.4%**



Selling and Distribution has increased by **14%**



Borrowing Cost has increased by **49%**



Effective tax rate increased by **6%**



Profitability has decreased by **20%**

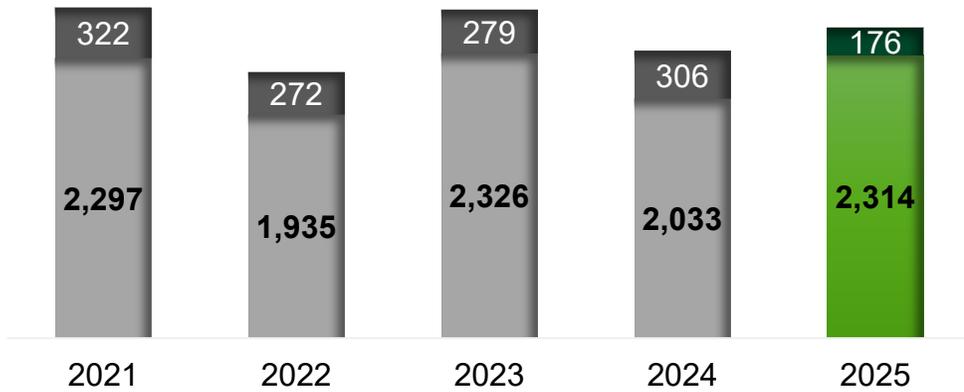


Financial Highlights – 3/3

1

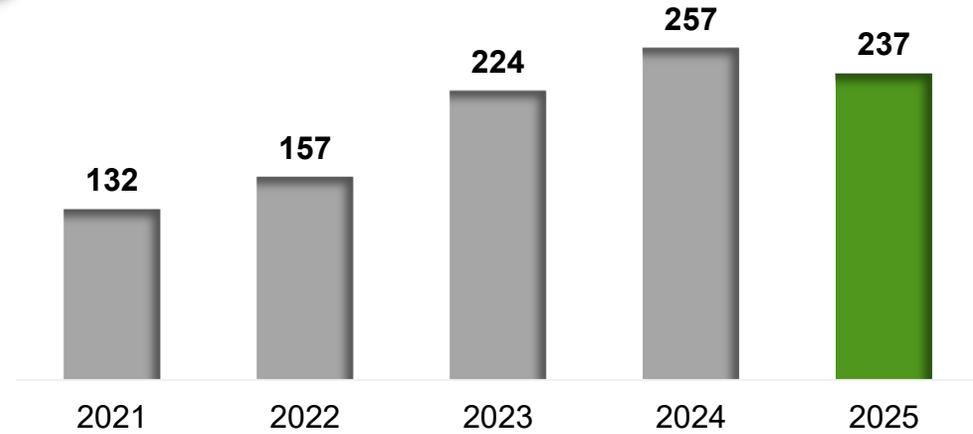
Sales Volume (kt)

■ Urea (Incl Zurea) ■ Phosphates



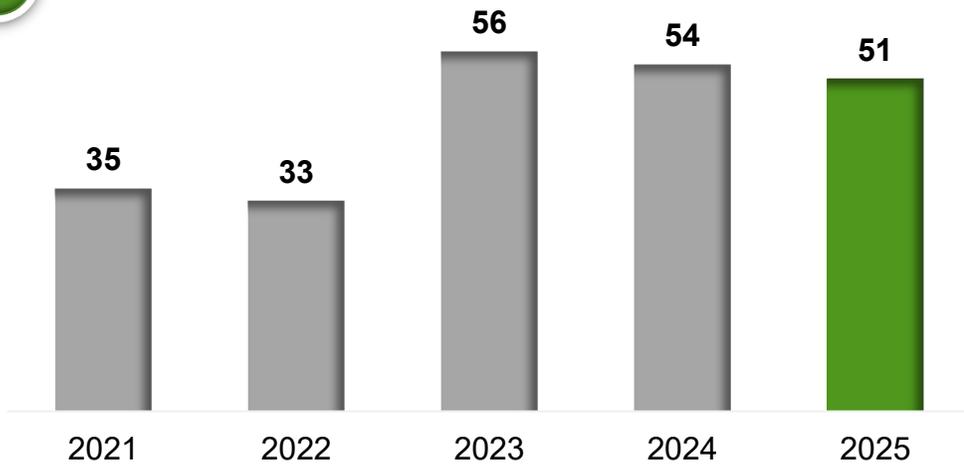
2

Revenue (PKR Bn)



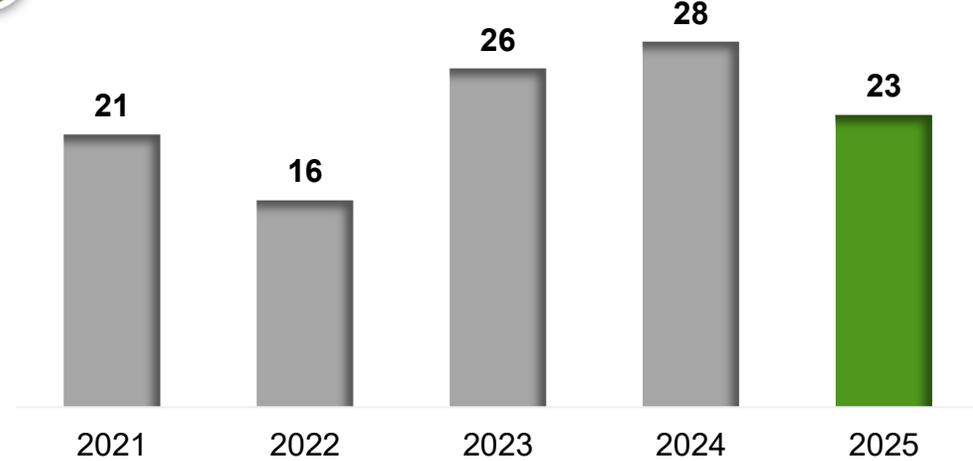
3

EBITDA (PKR Bn)



4

PAT (PKR Bn)





3. Contributions & Challenges





Contributing to the Nation

Contribution to the National Exchequer

The Company contributed ~**PKR 33 Bn** towards the National Exchequer by way of Government taxes, duties, and levies.

Import Substitution - shielding farmers from higher costing international Urea

	International Urea	Local Urea
MRP PKR / Bag*	6,683	4,649
Discount to international pricing PKR / Bag*	2,034 (30%)	

*Full year weighted average Prices



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 Q4 2026
- **Phase 2:** Procurement & installation of compressors and other activities are in progress.





Thank you