

December 18, 2023
FATIMA/PSX/23/A-041

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 Thursday, December 21, 2023, at 04:00 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

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: **Thursday, 21st Dec '23**

Time: **04:00 PM**

Venue: **Zoom Meeting**

For Registration, Please [Click Here](#)



For any query, please contact
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CATALYSING GREEN REVOLUTION



**Corporate Briefing
Fatima Fertilizer Company Ltd
December 21, 2023**



- Fertilizer Plants
- Positioning Advantage & Network
- Market Share
- Financial & Operational Performance
- CSR
- Future Outlook



- **Fertilizer Plants**
- Positioning Advantage & Network
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Total Production Capacity
2,572 KMT

Highest Ever Production in a year (2022)
2,829 KMT



Sadiqabad Plant

- Brand Name “Sarsabz”
- UREA 500,000 MT
- CAN 420,000 MT
- NP 360,000 MT



Multan Plant

- Brand Name “Sarsabz”
- UREA 92,000 MT
- CAN 450,000 MT
- NP 304,500 MT



Sheikhupura Plant

- Brand Name “Bubber-Sher”
- UREA 445,500 MT



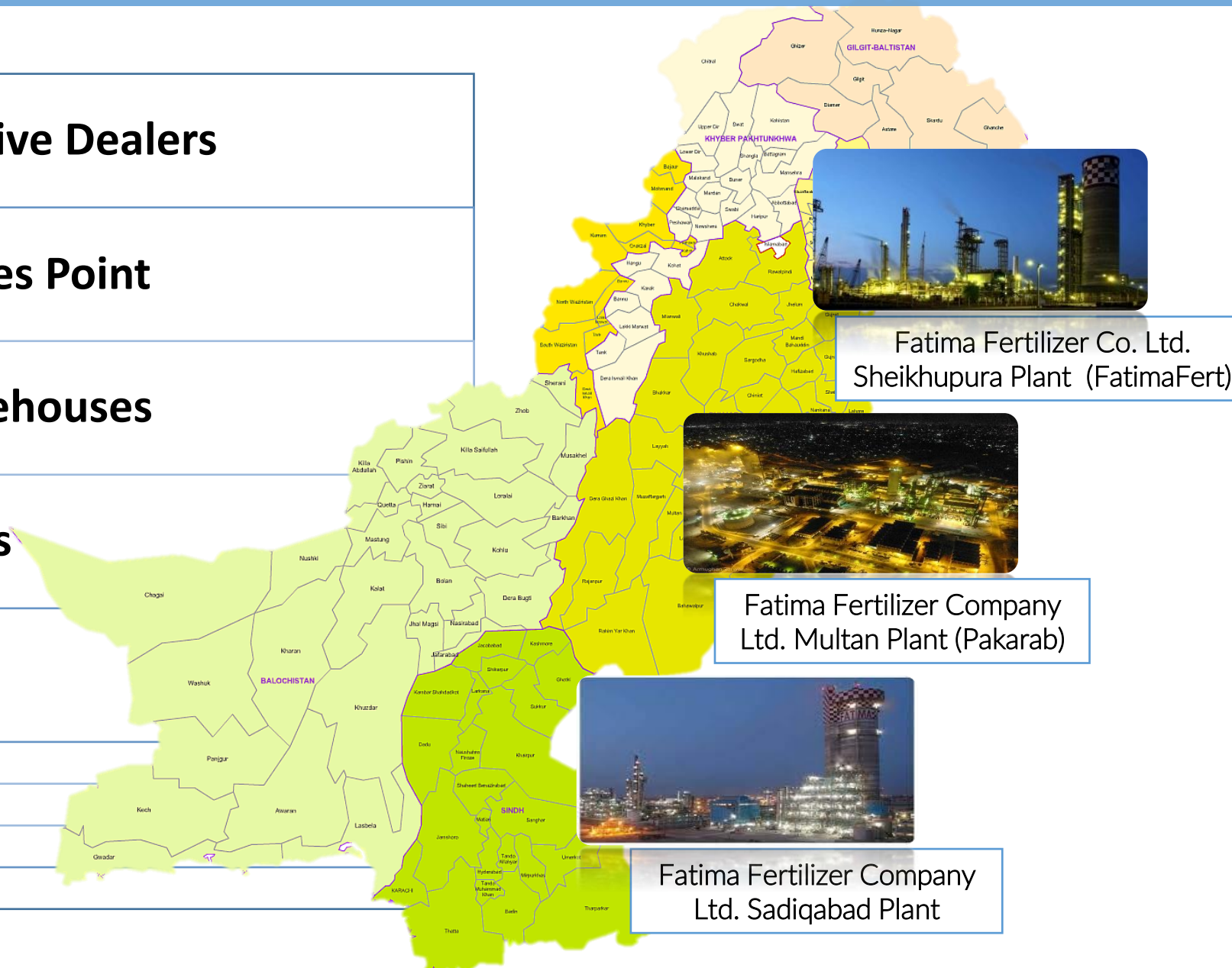
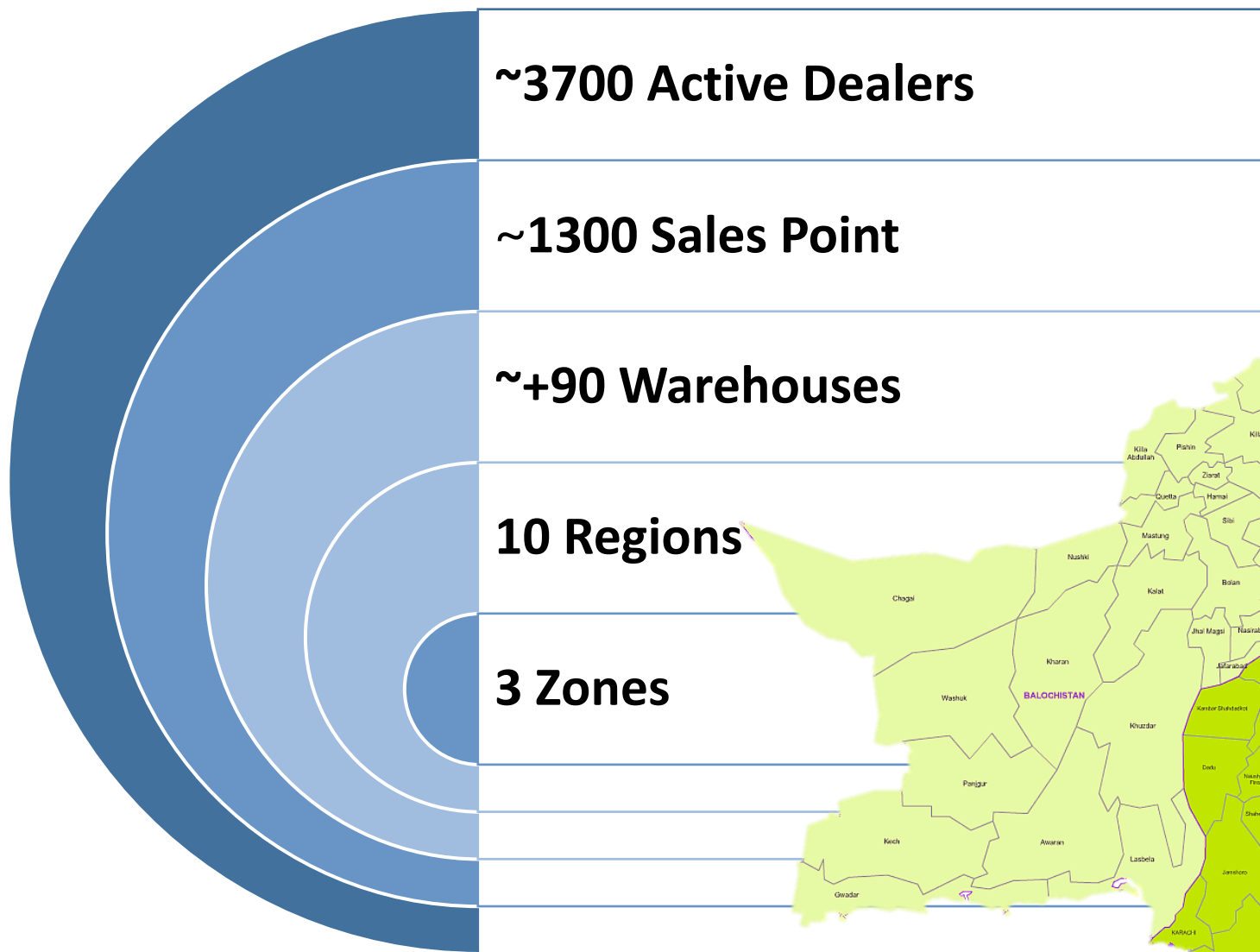
CAN & NP

- Comprise 60% of Total Production, being produced only by Fatima



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6 Positioning Advantage & Network





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8 Market Share – Nitrogen + Phosphate



Full Year 2022 vs 2021		Aggregate				Nitrogen				Phosphate			
		2022		2021		2022		2021		2022		2021	
		Total	% Share	Total	% Share	Total	% Share	Total	% Share	Total	% Share	Total	% Share
Industry (Excl. Fatima)	KMT	6,770	71%	7,394	73%	5,515	74%	5,504	76%	1,255	63%	1,890	67%
Fatima	KMT	2,708	29%	2,680	27%	1,969	26%	1,747	24%	739	37%	933	33%
Total	KMT	9,478	100%	10,074	100%	7,484	100%	7,251	100%	1,994	100%	2,823	100%

09 Months 2023 vs 2022		Aggregate				Nitrogen				Phosphate			
		2023		2022		2023		2022		2023		2022	
		Total	% Share	Total	% Share	Total	% Share	Total	% Share	Total	% Share	Total	% Share
Industry (Excl. Fatima)	KMT	5,334	72%	4,834	73%	4,301	78%	4,043	75%	1,034	55%	792	63%
Fatima	KMT	2,103	28%	1,782	27%	1,244	22%	1,322	25%	859	45%	459	37%
Total	KMT	7,437	100%	6,616	100%	5,545	100%	5,365	100%	1,893	100%	1,251	100%

9 Market Share – Phosphate



Full Year Last 03 Years	UOM	2022				2021				2020			
		DAP	NP/ NPK	Total	% Share	DAP	NP/ NPK	Total	% Share	DAP	NP/ NPK	Total	% Share
Industry (Excl. Fatima)	KMT	1,145	110	1,255	63%	1,748	142	1,890	67%	1,965	144	2,109	71%
Fatima	KMT	59	680	739	37%	133	800	933	33%	205	648	853	29%
Total - Volume	KMT	1,204	790	1,994	100%	1,881	942	2,823	100%	2,170	792	2,962	100%
Total - Share	%	60%	40%	100%		67%	33%	100%		73%	27%	100%	

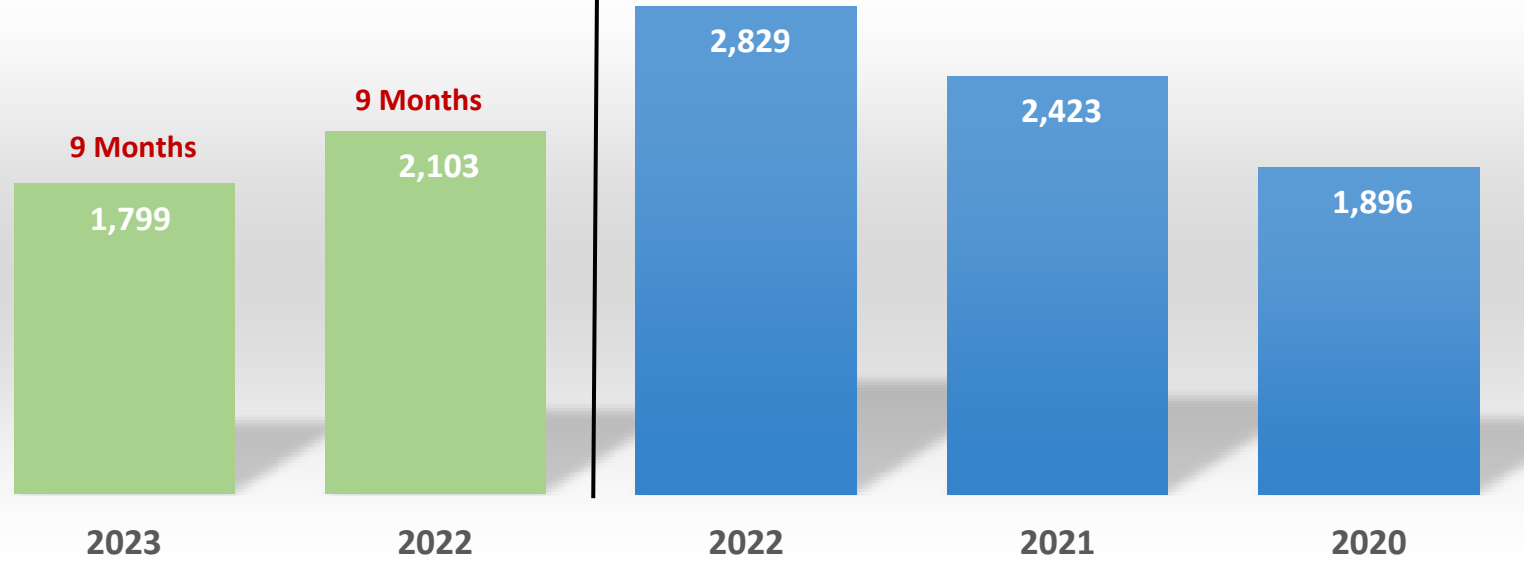
09 Months 2023 vs 2022	UOM	2023 (Sep YTD)				2022 (Sep YTD)			
		DAP	NP/ NPK	Total	% Share	DAP	NP/ NPK	Total	% Share
Industry (Excl. Fatima)	KMT	942	91	1,034	55%	706	86	792	63%
Fatima	KMT	59	801	859	45%	33	426	459	37%
Total - Volume	KMT	1,001	892	1,893	100%	739	512	1,251	100%
Total - Share	%	53%	47%	100%		59%	41%	100%	



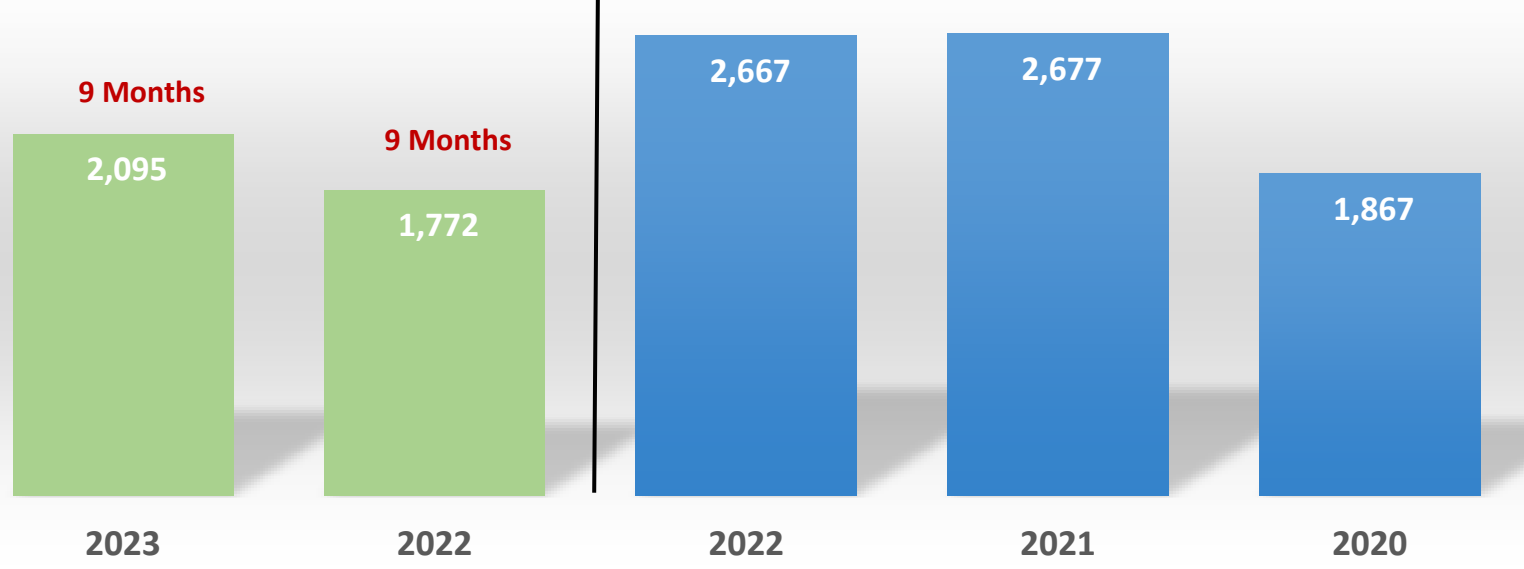
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11 Production & Sales Volumes

Production Volumes in KMT



Sales Volumes in KMT



Production

➤ Name Plate Capacity : 2,572K MT

MT in "000"	Urea	CAN	NP	Total
Sadiqabad (Fatima)	500	420	360	1,280
Multan (Pakarab)	92	450	305	847
Sheikhupura (Fatima Fert)	446	-	-	446
Total	1,038	870	665	2,572

- 30% of name plate capacity of Pakistan is being managed by Fatima
- In Year-2022, achieved 10% higher than name plate capacity
- In Year-2023, despite 03 Plants turnaround, we expect to achieve name plate capacity

Sales

Raising bars especially in NP & CAN

2,095 KMT

Sales Volumes

Full Year 2022

2,667

Full Year 2021

2,677

159,460 PKR-M

Revenue

Full Year 2022

158,797

Full Year 2021

112,488

39,350 PKR-M

EBITDA

Full Year 2022

39,103

Full Year 2021

37,840

12,647 PKR-M

PAT

Full Year 2022

14,302

Full Year 2021

18,474

2,095 KMT

Sales Volumes

Sep YTD 2022

1,772

Sep YTD 2021

1,815

159,460 PKR-M

Revenue

Sep YTD 2022

99,667

Sep YTD 2021

76,770

39,350 PKR-M

EBITDA

Sep YTD 2022

33,772

Sep YTD 2021

28,238

12,647 PKR-M

PAT

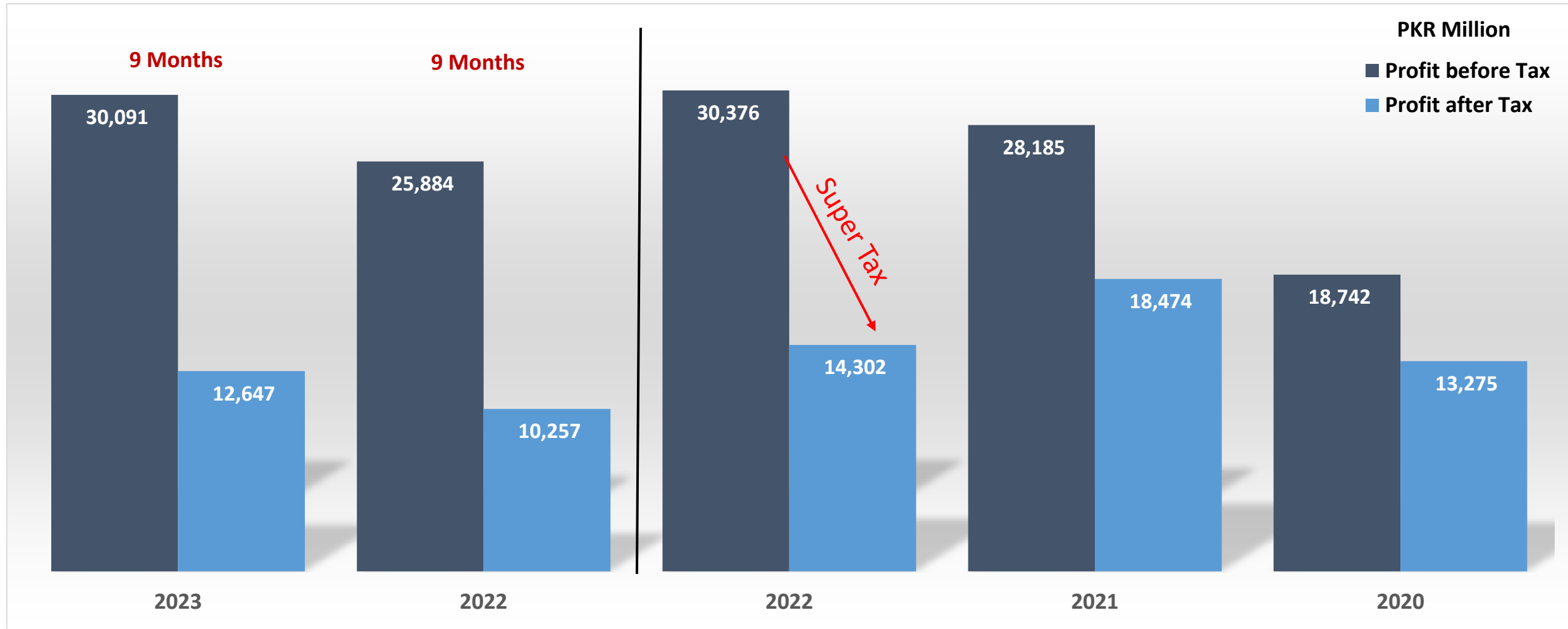
Sep YTD 2022

10,257

Sep YTD 2021

14,092

14 Profitability Trend



- 1 After Tax Profitability YoY growth till Year-2021 prior to **Super Tax**
- 2 **Super Tax introduced in 2022** adversely affected the bottom line of Fertilizer Sector
- 3 2023 - 09 Months improved financial performance

15 Financial Outlook – 2022 vs 2021



Description	Unit	2022	2021	2020	2022 vs 2021	
					Change	Change %
Production	MT in K	2,829	2,423	1,896	406	17%
Sales Volume	MT in K	2,667	2,677	1,867	(10)	0%
Revenue	Rs. in M	158,797	112,488	71,267	46,309	41%
EBITDA	Rs. in M	39,103	37,840	25,180	1,263	3%
Profit Before Tax	Rs. In M	30,376	28,185	18,742	2,191	8%
Profit After Tax	Rs. in M	14,302	18,474	13,275	(4,172)	(23)%
PAT %	% of Revenue	9%	16%	19%	-	(7%)
Earning / Share	Rs.	6.81	8.80	6.32	(1.99)	(23)%
Dividend / Share	Rs.	3.50	3.50	2.50	0.00	0%
Equity	Rs. in M	107,089	100,263	87,103	6,826	7%
Balance Sheet Size	Rs. in M	231,095	184,893	157,557	46,202	25%

16 09 Months Financial Outlook – 2023 vs 2022



Description	Unit	Sep-23 (9 Months)	Sep-22 (9 Months)	Change	Change %
Production	MT in K	1,799	2,103	(304)	(14)%
Sales Volume	MT in K	2,095	1,772	323	18%
Revenue	Rs. in M	159,460	99,667	59,793	60%
EBITDA	Rs. in M	39,350	33,772	5,578	17%
Profit Before Tax	Rs. In M	30,091	25,884	4,207	16%
Profit After Tax	Rs. in M	12,647	10,257	2,390	23%
PAT %	% of Revenue	8%	10%	-	(2%)
Earning / Share	Rs.	6.02	4.88	1.14	23%
Dividend / Share	Rs.	1.75	-	1.75	100%
Equity	Rs. in M	108,711	107,089	1,622	2%
Balance Sheet Size	Rs. in M	230,101	231,095	(994)	0%



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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 2023**

PKR 663 M



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20 Future Outlook



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



- Fatima Fertilizer is poised for consistent growth in 2023, thanks to ample volumes, particularly in **phosphate**, and effective strategic measures in position.



- With a consistent **gas supply**, the company is set to maximize production, contributing significantly to the agriculture sector.



- Fatima Fertilizer is diversifying beyond its core fertilizer business into **various sectors** including IT, Digital Bank, Agri-Business, Mining, FinTech, and REITs.
- Shareholders recently endorsed an additional investment of **Rs 7.66B in REITs and Rs. 1.25B** for acquisition of 33.33% Investment in **NRL** and future investment.



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