

The General Manager
Pakistan Stock Exchange Limited
Stock Exchange Building
Stock Exchange Road
Karachi - 74000, Pakistan

Director/HOD (Enforcement Department)
Securities and Exchange Commission of Pakistan
NIC Building, Jinnah Avenue
Islamabad - 44000, Pakistan

Subject: **Financial Results for the Quarter Ended 31 March 2024**

Dear Sir,

1. It is informed that the Board of Directors of our Company, in their meeting held at Fauji Foundation, 68 – Tipu Road, Rawalpindi on 25 April 2024, recommended the following: -

- | | | | |
|----|---|---|-----|
| a. | Cash Dividend | : | Nil |
| b. | Bonus Issue | : | Nil |
| c. | Right Shares | : | Nil |
| d. | Any other Entitlement / Corporate Action. | : | Nil |
| e. | Any other price sensitive Information. | : | Nil |

2. The Financial Results of the Company for the quarter ended 31 March 2024, comprising of Statement of Profit or Loss (Unconsolidated as Annex-A and Consolidated as Annex-B) are attached.

3. **FINANCIAL RESULTS – OVERVIEW**

- a. The Company exhibited robust financial performance, reporting its highest-ever first quarter profit after tax of Rs. 4.3 Bn as compared to the loss after tax of Rs. 5.4 Bn in same quarter last year (SQLY). This performance is attributed to higher international DAP margins, significant forward sales and higher DAP sales volume of 179KT (2023: 127KT) as DAP production continued throughout the quarter (2024: 177KT vs 2023: 52KT), owing to deferment of plant turnaround, which is now performed on alternate years. DAP sales include 10KT of imported DAP. The Company also did not incur significant exchange loss during the quarter due to stability in Pak Rupee- Dollar parity, which had adversely impacted the results during SQLY by Rs. 4.6 Bn.
- b. Management proactively managed the working capital, leading to substantial reduction of finance cost by Rs. 1.5 Bn as compared to SQLY. On the other hand, significant forward sales helped in improving cash flow, resulting in increase in bank deposit income by Rs. 2.2 Bn as compared to SQLY. Other income also includes dividend of Rs. 0.8 Bn received from Askari Bank Limited.



FFBL

Fauji Fertilizer Bin Qasim Limited

- c. On a consolidated basis, the Group is reporting a profit after tax of Rs. 7.6 Bn, marking a significant improvement from a loss of Rs. 4.6 billion in SQLY. This upswing is primarily attributed to the first-quarter profit by the Parent Company (FFBL). The improved financial performance of our joint venture (PMP) has also contributed a profit after tax of Rs. 1.7 Bn in the consolidated results as compared to a loss of Rs. 1.8 Bn in SQLY.
- d. Gas curtailment continues to be the biggest challenge for FFBL which has adversely affected Urea production. The Company received 40% less gas against its allocated volume during the quarter. We strongly urge the Government to prioritize this sector for gas supply to avoid fertilizer shortage in the country and save scarce foreign exchange on import of Urea.
- e. As part of its business sustainability growth initiative, the Company is expanding its product portfolio by introducing Boron Fortified DAP to enhance yield, promote sustainable agriculture and strengthening the market share.
- f. Going forward, the supply of allocated volumes of gas and its pricing, DAP price trend in the international phosphate market, domestic DAP market size and stability of Pak Rupee against the US Dollar will remain critical for the Company's financial performance.
- g. The quarterly report of the Company for the quarter ended 31 March 2024 will be transmitted through PUCARS separately, within the specified time and shall also be made available on our website <https://www.ffbl.com>.

Regards

Brig Khuram Shahzada SI(M), (Retd)
Company Secretary



FAUJI FERTILIZER BIN QASIM LIMITED
CONDENSED INTERIM STATEMENT OF PROFIT OR LOSS (UN-AUDITED)
FOR THE PERIOD ENDED MARCH 31, 2024

	Note	Quarter ended March 31,	
		2024	2023
		(Rupees '000)	
Sales - net	14	46,523,738	31,522,701
Cost of sales	15	(37,747,877)	(29,379,987)
Gross profit		8,775,861	2,142,714
Selling and distribution expenses		(2,392,731)	(686,542)
Administrative expenses		(398,883)	(172,013)
Operating profit		5,984,247	1,284,159
Finance costs		(1,019,699)	(2,487,988)
Exchange loss - net		(6,445)	(4,619,834)
Other expenses	16	(727,493)	(1,316)
Other income	17	4,024,996	898,275
		8,255,606	(4,926,704)
Unwinding cost of GIDC payable	6	(59,338)	(162,632)
Profit / (loss) before taxation		8,196,268	(5,089,336)
Taxation - net	18	(3,889,996)	(339,877)
Profit / (loss) after taxation		4,306,272	(5,429,213)
Earnings / (loss) per share - basic and diluted (Rupees)		3.33	(4.20)

The annexed notes, from 1 to 22, form an integral part of these condensed interim financial statements.

CHAIRMAN

CHIEF EXECUTIVE

DIRECTOR

CHIEF FINANCIAL OFFICER


Brig Khurram Shahzada, SI(M) (Retd)
 Company Secretary
 Fauji Fertilizer Bin Qasim Limited
 FFBL Tower, DHA-II, Islamabad

FAUJI FERTILIZER BIN QASIM LIMITED
 CONDENSED INTERIM CONSOLIDATED STATEMENT OF PROFIT OR LOSS (UN-AUDITED)
 FOR THE PERIOD ENDED MARCH 31, 2024

	Note	Quarter ended March 31,	
		2024	Re-presented 2023
		(Rupees '000)	
Sales - net	14	53,719,949	39,625,645
Cost of sales	15	(41,224,295)	(34,520,629)
Gross profit		12,495,654	5,105,016
Selling and distribution expenses		(2,819,774)	(1,134,970)
Administrative expenses		(624,421)	(459,612)
Operating profit		9,051,459	3,510,434
Finance costs		(1,854,184)	(3,381,788)
Exchange gain / (loss) - net		(4,381)	(4,859,637)
Other operating expenses	16	(1,215,197)	(66,278)
Unwinding of GIDC payable		(59,338)	(162,632)
		5,918,359	(4,959,901)
<i>Other income</i>	17		
Share of profit of associate and joint venture - net		3,419,470	138,634
Others		3,341,082	893,306
		6,760,552	1,031,940
Profit / (loss) before taxation		12,678,911	(3,927,961)
Taxation - net	18	(5,055,384)	(638,144)
Profit / (loss) after tax from continuing operations		7,623,527	(4,566,105)
Loss from discontinued operations - FML		-	(68,055)
Profit- / (loss) for the period		7,623,527	(4,634,160)
Profit / (loss) attributable to:			
- Owners of the Holding Company		7,158,406	(4,854,881)
- Non-controlling interest		465,121	220,721
		7,623,527	(4,634,160)
Earnings / (loss) per share - basic and diluted (Rupees)		5.54	(3.76)

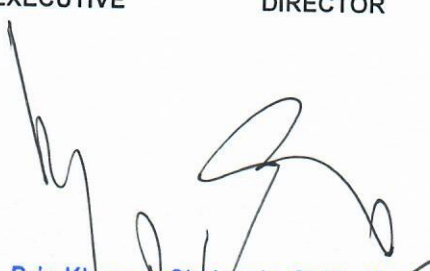
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