

Fauji Fertilizer Company Limited

Corporate Briefing

Quarter Ended 2026

May 6, 2026



Flow of Presentation

- **Agri Economics**
- **Highlights & Challenges**
- **Performance Review**
- **Group Financial Snapshot**
- **Q&A Session**

Economic Highlights



Global pressures persist, policy rate escalated



Agriculture Growth FY26

Growth target of **4.5% for
FY'26** vs 1.5% in 2025

Growth may face challenges
amid ongoing regional crisis



Interest rates increased by 100bps (at 11.5%) in April' 26

To **curb inflation** and safeguard
macroeconomic stability



Geo Political Unrest

Impacting macro economics,
global energy, fertilizer,
sulphur & phos acid prices



Industry Inventory Status Mar'2026

Urea **803 KT** vs 831 KT SPLY
FFC 106 KT (13%)

DAP **209 KT** vs 213 KT LY
FFC 92 KT (44%)



Urea Market Share

Market contracted by 6%

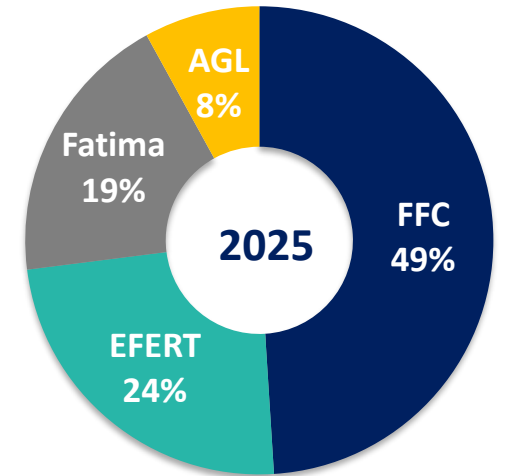
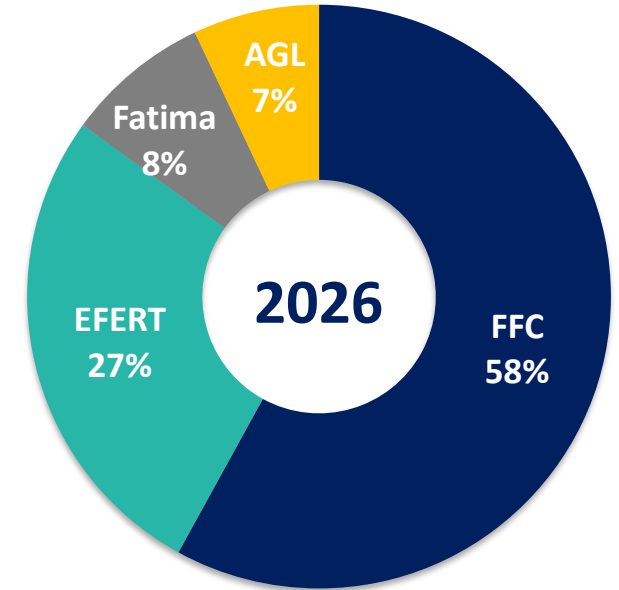
Urea



FFC Share Increased to 58% (49% SPLY)

Industry sales
1,037 KT vs 1,099 KT SPLY 2025 (↓ 5.6%)

Sales KT	Mar 2026	Mar 2025	% Variance
Sona P	560	503	11%
Sona G	41	34	21%
Total	601	537	12%





DAP Market Share

Market expanded by 94%

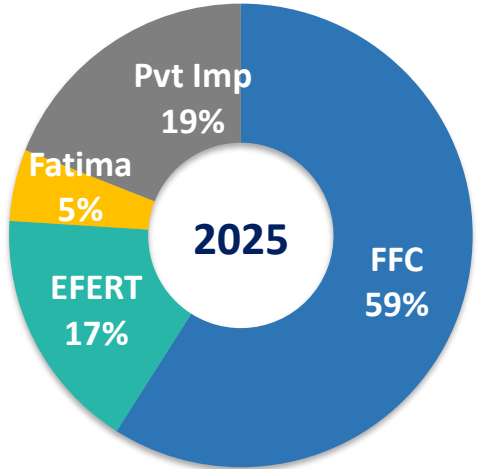
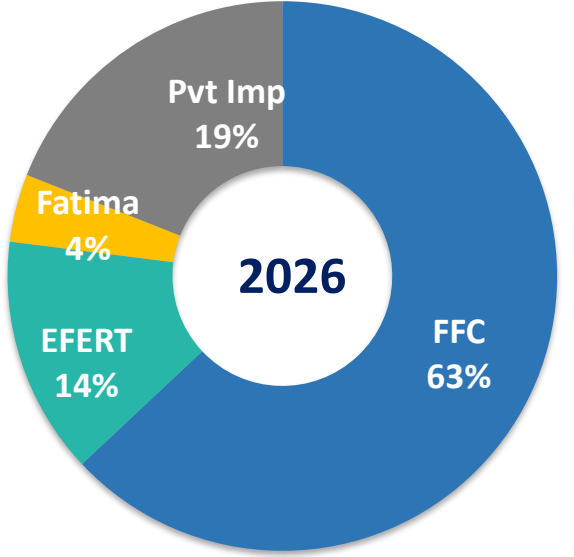
DAP



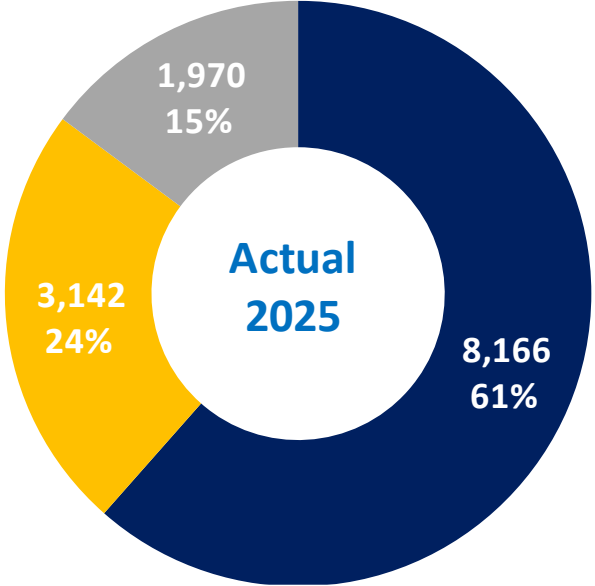
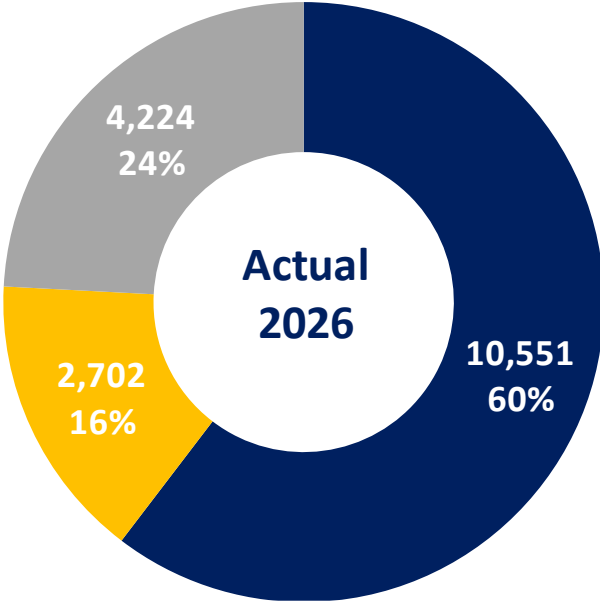
FFC Share improved to 63%↑ (59% SPLY)

Industry sales
290 KT vs 150 KT SPLY (↑ 94%)

Sales KT	Mar 2026	Mar 2025	% Variance
Sona DAP	147	64	129%
Imported DAP	34	24	42%
Total	181	88	105%



Components of Profitability



Profit from Fertilizer Operations
 Investment Income
 Dividend Income

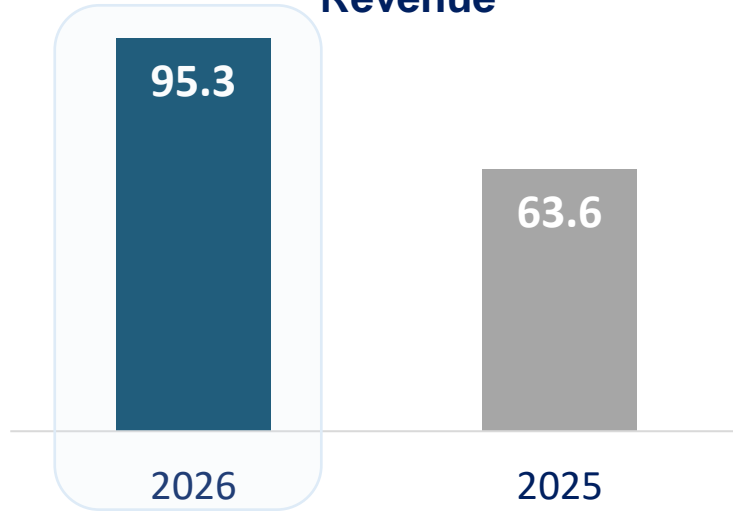
Description	Actual		Actual	
	%	2026	%	2025
Profit from Fertilizer Operations	60	10,551	61	8,166
Investment Income	16	2,702	24	3,142
Dividend Income	24	4,224	15	1,970
Net Profit	100	17,477	100	13,278



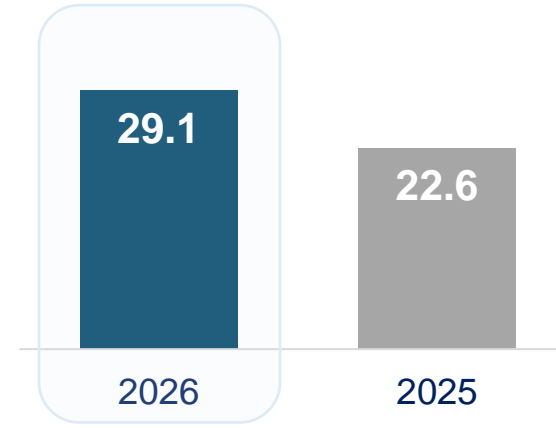
Financial Overview – PKR Bn

Consistent growth driven by operational and financial discipline

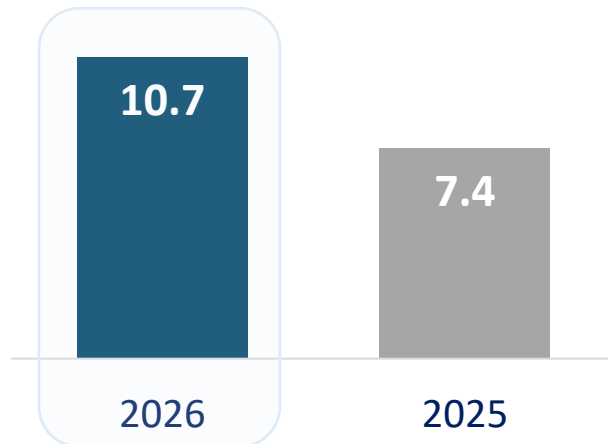
Revenue



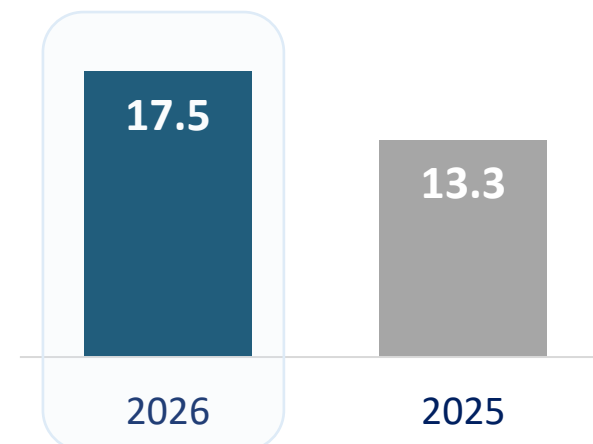
Gross Profit



Other Income



PAT



Financial Position Overview : Q1 2026 vs Dec 2025



Strong balance sheet stimulating growth

Equity & Reserves



PKR 141 Bn

PKR 136 Bn

Stock in Trade



PKR 45 Bn

PKR 38 Bn

Long term Borrowings



PKR 60 Bn

PKR 61 Bn

Short term Investments



PKR 175 Bn

PKR 181 Bn

Debt to Equity



Mar'26 - 26% : 74%

Dec '25 - 27% : 73%

Current Ratio



Mar '26 - 1.10 Times

Dec '25 - 1.15 Times

FFC Group Financial Snapshot Mar' 26



PAT

PKR 20.0 Bn vs 17.6 Bn LY

FFC : PKR 12.4 Bn vs 11.2 Bn LY
Subs/Assoc. : PKR 7.6 Bn vs 6.4 Bn LY

Revenue
PKR 110 Bn

SPLY PKR 76 Bn

Gross Profit
PKR 34 Bn

SPLY PKR 26 Bn





Q&A Session