

Ref No. 6.12-PSX/S/FFC
May 06, 2026

To:- **General Manager**
Pakistan Stock Exchange Limited,
Stock Exchange Building,
Stock Exchange Road,
Karachi

Subject: **FFC – Second Corporate Briefing (CBS) - 2026**

1. It is informed that Fauji Fertilizer Company (FFC) Limited conducted its Second Corporate Briefing of the year today, i.e. May 06, 2026, at 1130 Hours through a virtual platform. Final presentation of said briefing is attached. The same is also available at FFC's corporate website <https://ffc.com.pk/second-analyst-briefing-may-2026/>
2. The above is forwarded for the information of PSX and TREC Holders of the Exchange.

Best Regards,



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

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Fauji Fertilizer Company Limited



Corporate Briefing

First 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%)

Highlights & Challenges

Q1 '2026



Highlights

- **PAT PKR 17.5 Bn** vs PKR 13.3 Bn LY
- Higher **fertilizers sales** and enhanced **dividend income** (TEL dividend PKR 5 bn)
- Urea & DAP Market Share **up by 9% & 4%** respectively
Urea 58% vs 49% SPLY | **DAP 63%** vs 59% SPLY
- **USD 299 Mn** (PKR 83.75 Bn) - **Benefit** passed on to the farmers during Q1 2026

(Intl. urea prices are around PKR 14,000 vs PKR 4,400 per bag)

Challenges

- Higher **intl. Sulphur & Phos Acid Prices**
- Gas **curtailment** at Port Qasim plants (resulting in suppressed Urea & DAP production)
- Increasing **operating cost** (raw material, packaging & freight etc.)

Strait of Hormuz Closure



Fertilizer Supply Chain Exposure - Sulphur impacted most

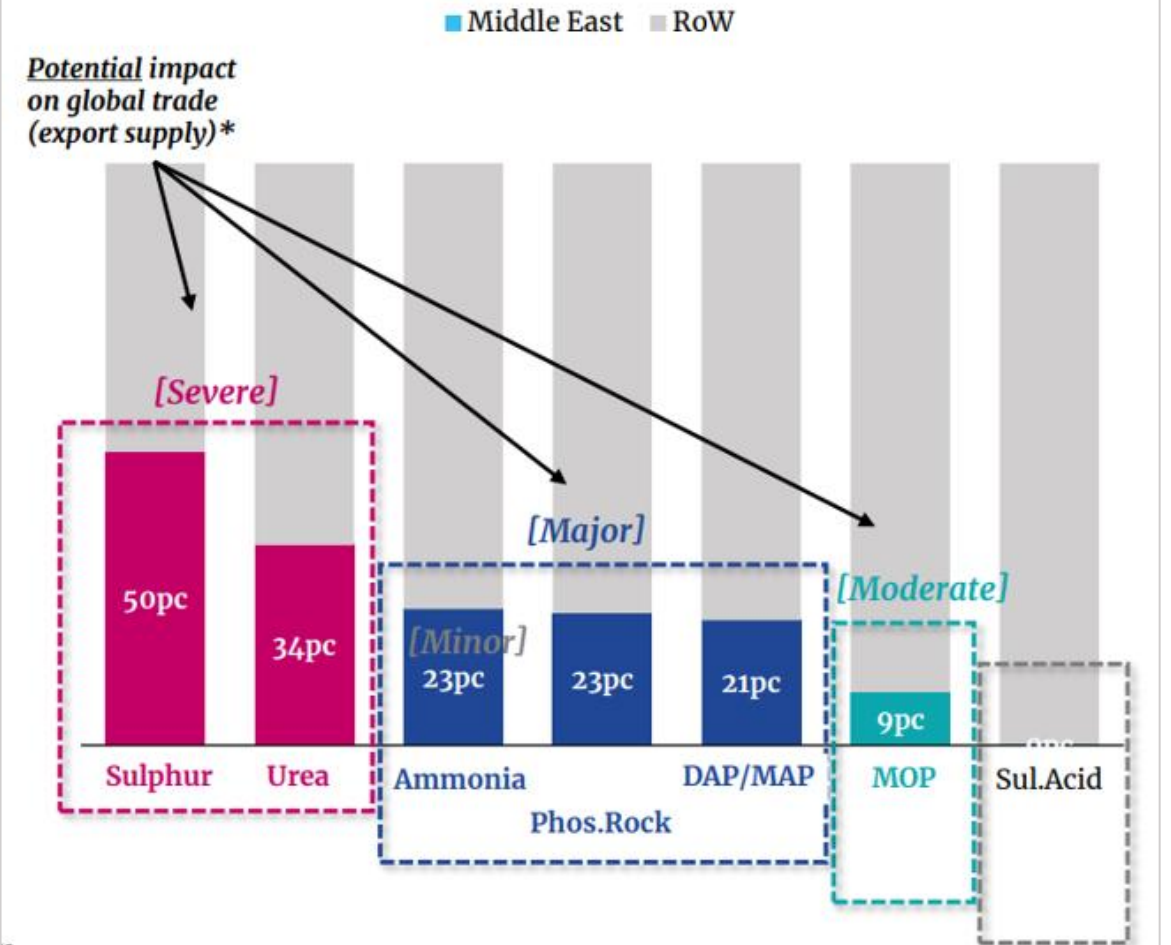
Sulphur:

- ~20 Mn Tons (50% of global supply) is from the Middle East
- 97% moves via the Strait of Hormuz

DAP / MAP:

- ME region exports ~6 Mn Tons of DAP / MAP.
- ~90% of it moves through the Strait

Percentage share of the Middle East in the Global Trade





Urea Market Share

Market contracted by 6%

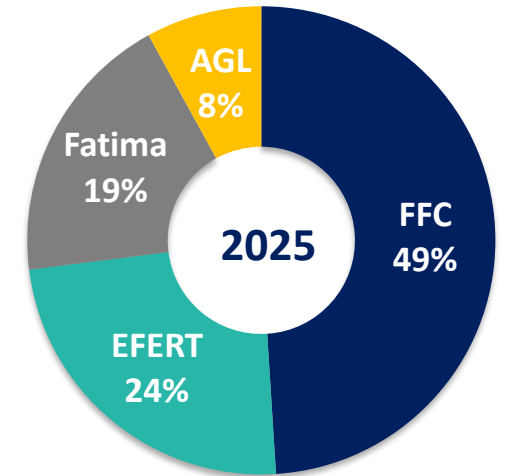
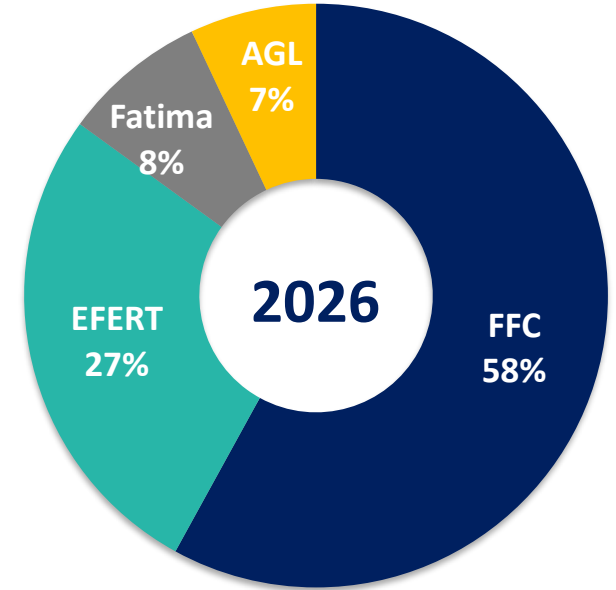
FFC Share increased to 58% (49% SPLY)

Urea



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%

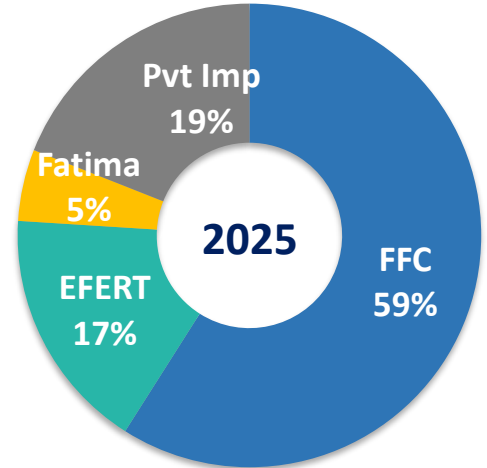
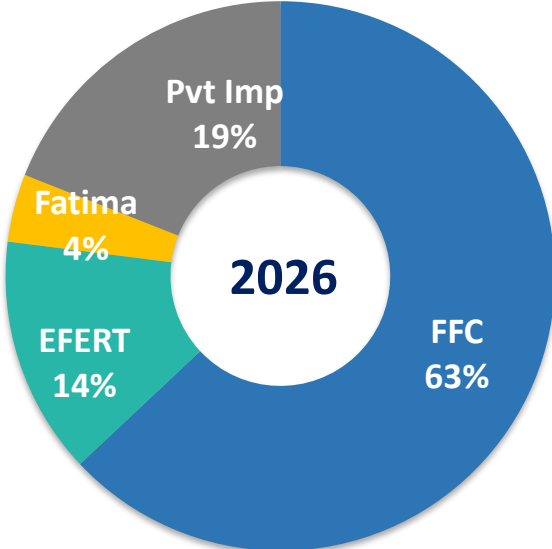
DAP



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%

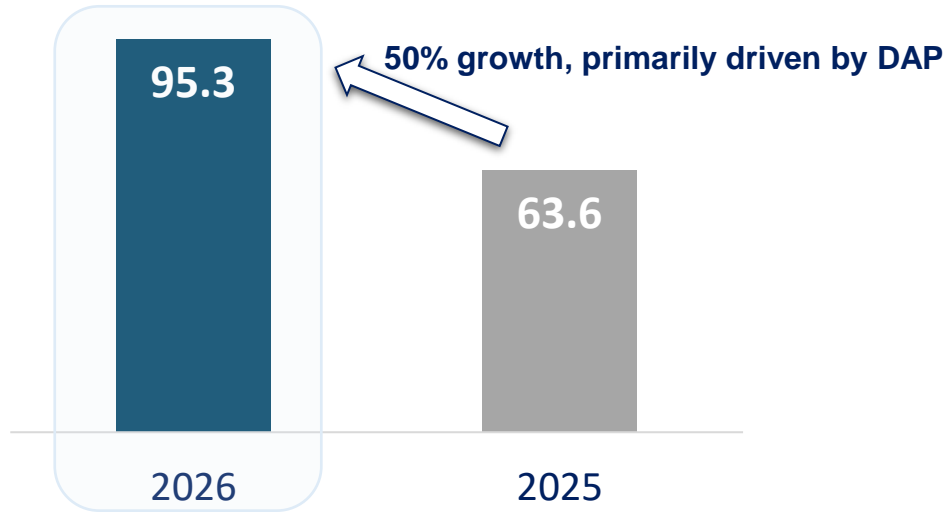




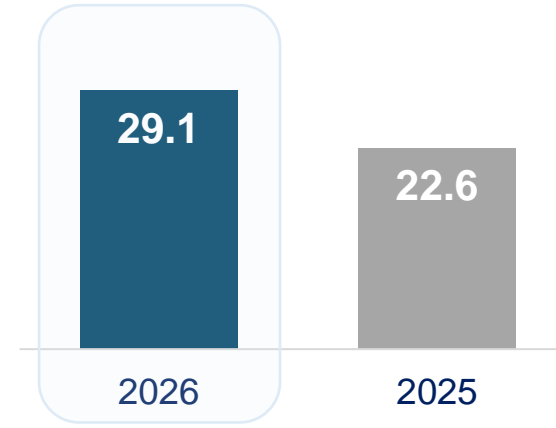
Financial Overview – PKR Bn

Consistent growth driven by operational and financial discipline

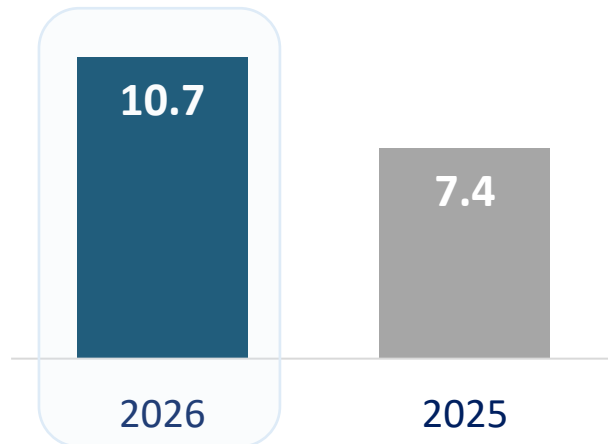
Revenue



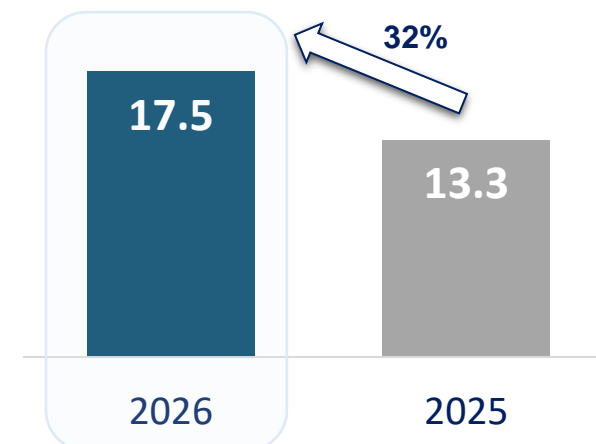
Gross Profit



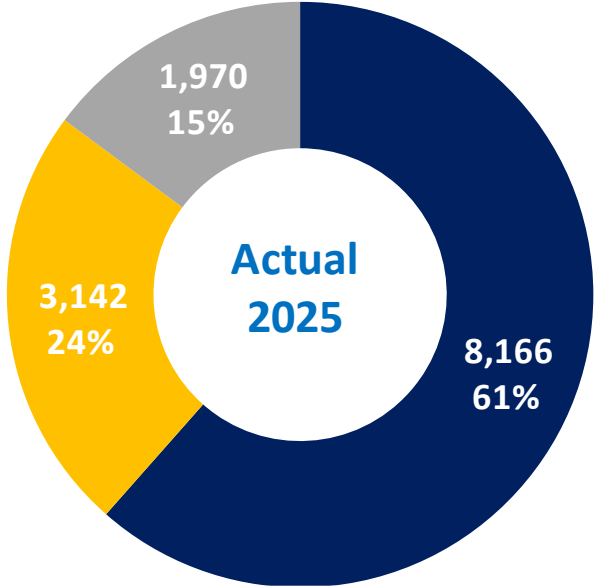
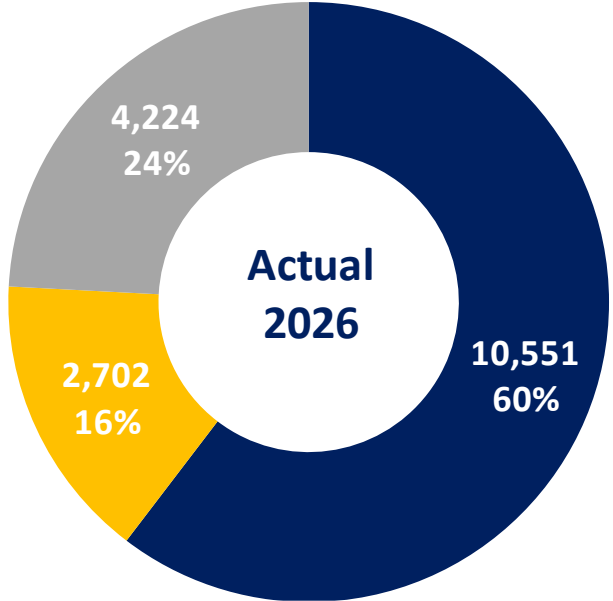
Other Income



PAT



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 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

Consolidated profitability demonstrated growth of 14% compared to last year due to healthy performance by FFC and group entities.

45% growth in Topline

**Revenue
PKR 110 Bn**

**Gross Profit
PKR 34 Bn**

SPLY PKR 76 Bn

SPLY PKR 26 Bn



Sona Centers

A Catalyst for Farmer Empowerment & Growth



123,000+
Farmers Registered

118,000 Farmers (2025 Closing)



1.95 Million Acres

Total Registered Land

1.71 Million Acres (2025 Closing)



Hubs : 100 Sona Centres

Spokes : 146 (144 Sona Stores + 02 Land Directorate)



Sales Performance (Tons)

Product	Sales (Q1 2026)	Sales (Q1 2025)
Urea	12,171	6,072
DAP	4,677	825



Q&A Session