

Fatima Fertilizer Company Limited

Corporate Briefing
For Year Ended 2025

May 13, 2026

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- 1 Key Economic Indicators**
- 2 Key Highlights - 2025
- 3 Fertilizer Market Share
- 4 Plants & Business Performance
- 5 Business Diversification
- 6 SDG, CSR and DE&I
- 7 Q & A

Key Economic Indicators

Macroeconomic conditions remained broadly stable in 2025



Policy Rate %

Declining policy rates will incentivize financing and business activity

FY 2024
13.0%



FY 2025
10.5%



Inflation Rate % (YoY)

Return to single digit inflation, indicating stable economy

FY 2024
4.1%

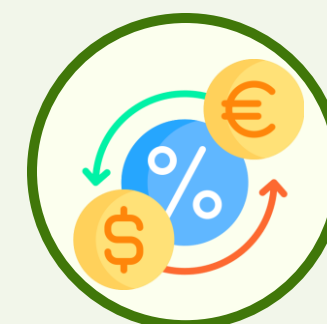


FY 2025
5.6%



Regional Geopolitical Uncertainty

Persistent geopolitical tensions and diplomatic strain across the region are increasingly affecting supply chains, import costs, monetary policy direction, and overall market sentiment



Exchange Rate (PKR/USD)

Exchange Rates have been relatively stable, leading to improved Trade terms

FY 2024
278.4



FY 2025
280.3



Agri Sector Growth %

Year on year growth in the Agri sector shows moderation, Signaling pressure on Agri Output

FY 2024
6.4%



FY 2025
0.6 %

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Key Highlights of Year 2025

Key Highlights



Achieved highest ever **“Revenue”** of Rs. 276.2 Bn compared to Rs. 256.9 Bn last year



Profit After Tax reached an all time high of Rs. 42.1 Bn



Highest ever **Fertilizer Production Volume** of 2,856 KMT



Highest ever **Fertilizer Sales Volume** 2,883 KMT, grew by 14.3% vs SPLY



Expanded **Market Share** to 29.2% in 2025 from 25.7% in 2024, reflecting **+3.5% of Market Share gain**



Other Income increased significantly to Rs. 16.2 Bn from Rs. 12.5 Bn SPLY



Contribution to National Exchequer Rs 63.9 Bn



Secured **gas allocation** for Fatimafert Plant to support operational continuity



Successfully completed **demerger of Multan Plant** into Pakarab Fertilizers Limited w.e.f January 01, 2025



A SPV **“Fatima Capital”** was formed to handle all capital market securities and strategic investments



Acquired stake in Privatization of PIA through consortium led by Arif Habib Corporation Limited (AHCL)



Expanded investment portfolio in **Petroleum sector** with Mari, OPI, Hycarbex & TPOC



Strategic investment in the **Mining sector**

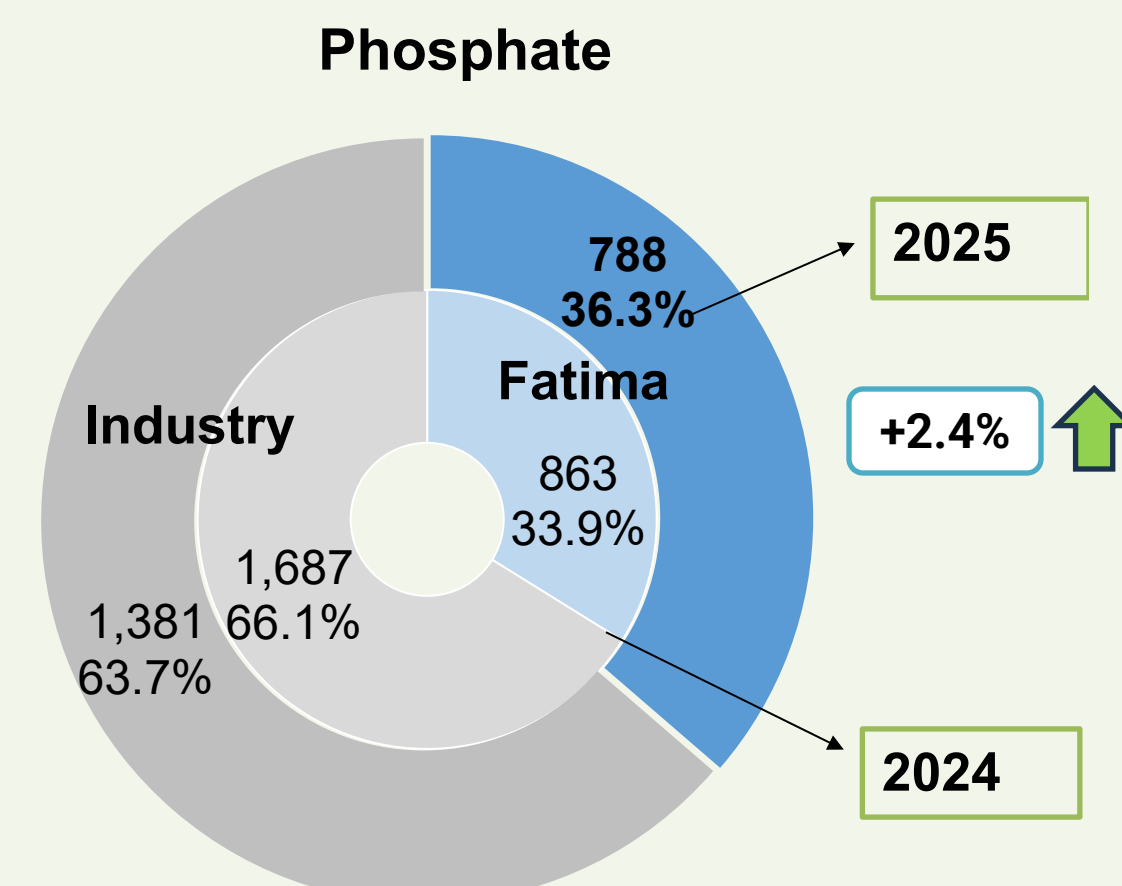
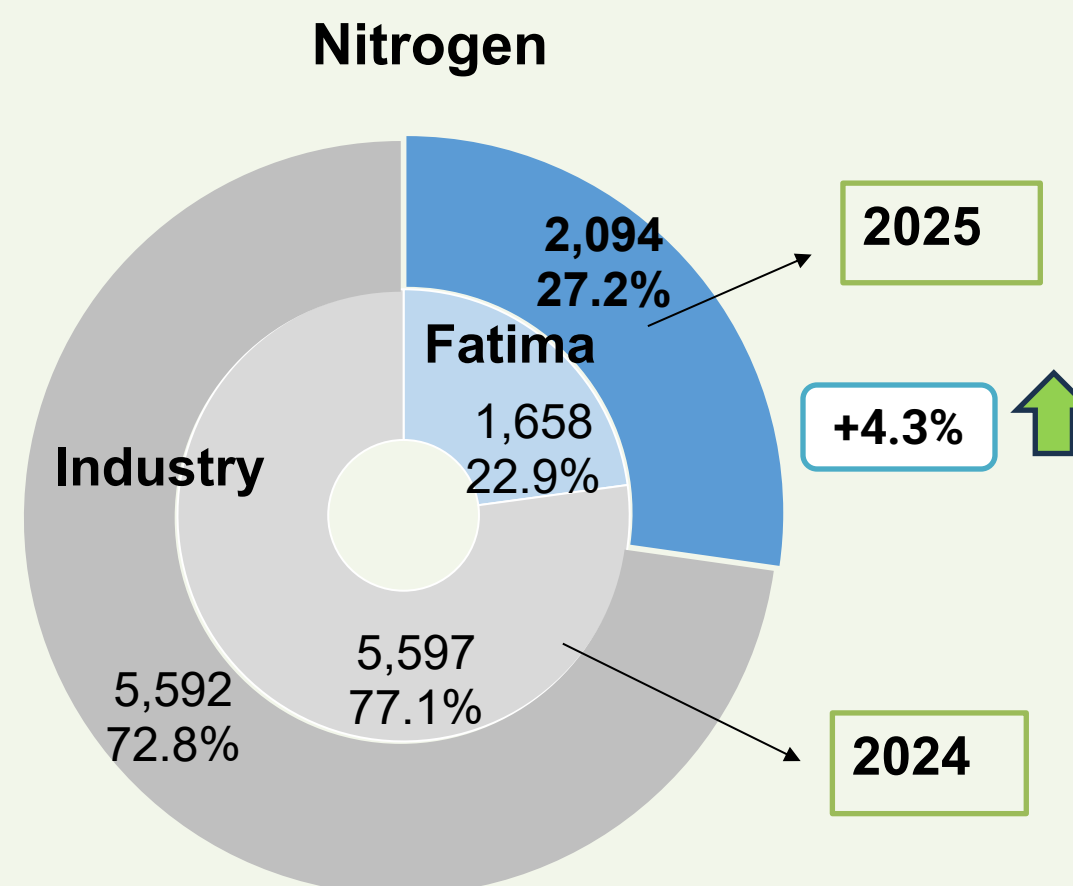
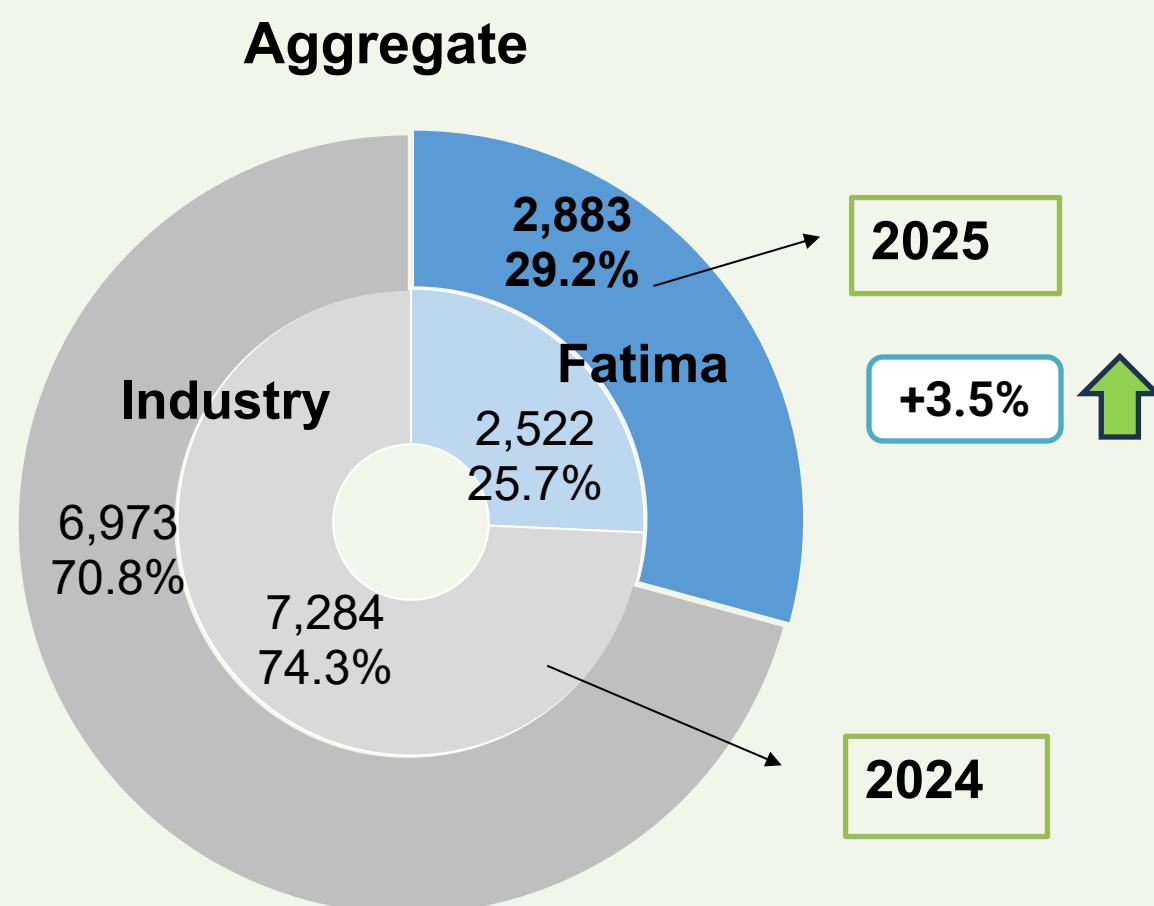
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Fatima's market share increased by +3.5% in 2025

- Fertilizer industry witnessed a marginal increase in sales volume in 2025 compared to 2024 (+0.5%)
- Fatima's overall market share increased by +3.5% (Nitrogen +4.3% and Phosphate +2.4%)

Fertilizer Market	Market Size		
	YTD 2024	YTD 2025	Δ YTD' 25
	KMT	KMT	Mkt Growth %
Nitrogen	7,255	7,687	+5.9%
Phosphate	2,550	2,169	-14.9%
Total Fertilizer	9,806	9,856	+0.5%



Fatima's Sales Volume growth +14.3% in 2025

- Fatima's overall Sales Volume grew by 14.3% in 2025 compared to SPLY, with Nitrogen products being major contributors behind this growth

Product	Sales Volumes		
	YTD 2024	YTD 2025	Δ YTD' 25
	KMT	KMT	Growth %
Urea 	517	535	+3.5%
Urea 	462	603	+30.4%
CAN 	679	956	+40.9%
NP 	813	756	-7.0%
DAP 	51	32	-36.2%
Total Fertilizer	2,522	2,883	+14.3%



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Capacity utilization of 111% in 2025



Sadiqabad Plant

Design Capacity

1,280.0 KMT

Utilization %

114.4%



Multan Plant

846.5 KMT

102.9%



Sheikhupura Plant

445.5 KMT

116.9%

Total Capacity 2,572.0 KMT

111.0%

05 Years - Financial Highlights

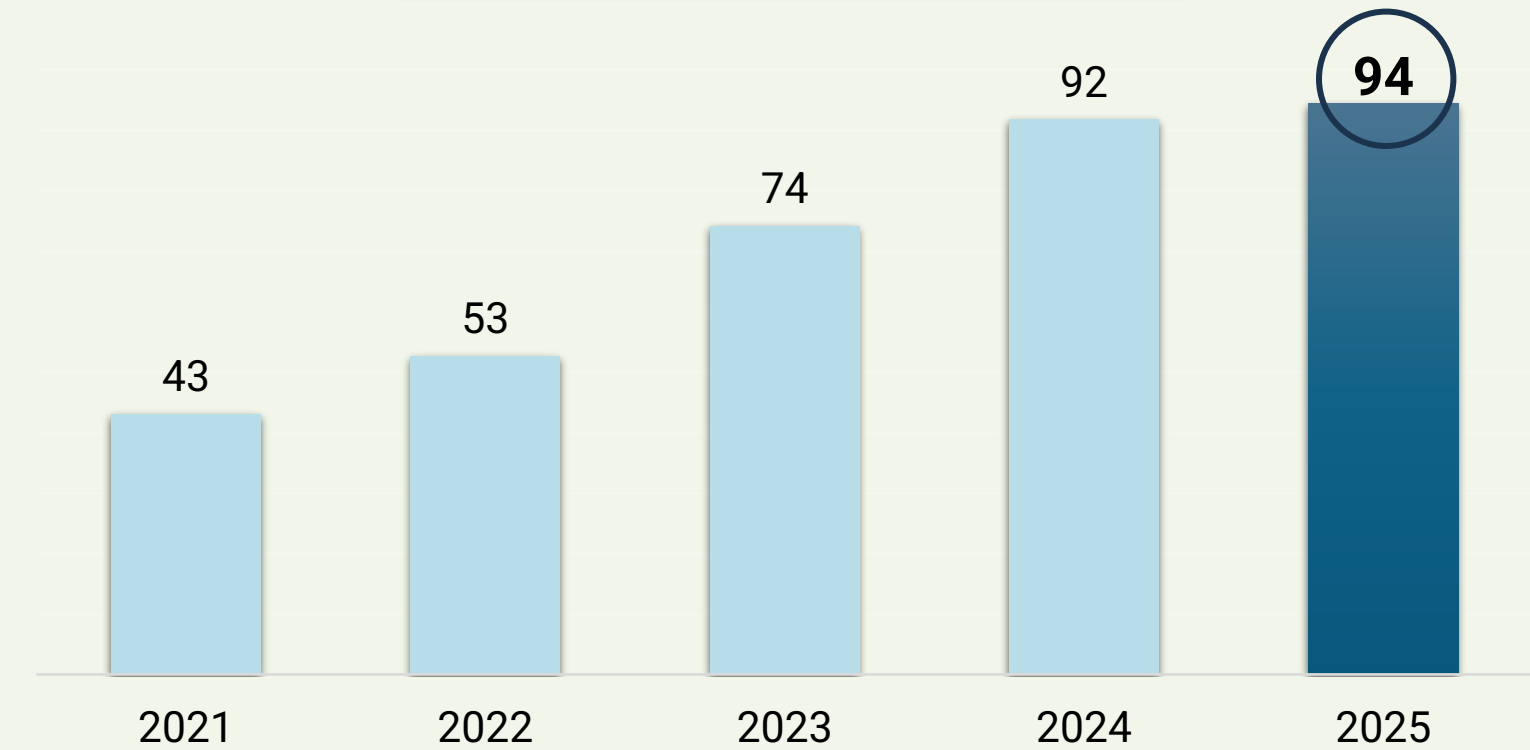


Ever Highest Revenue and PAT

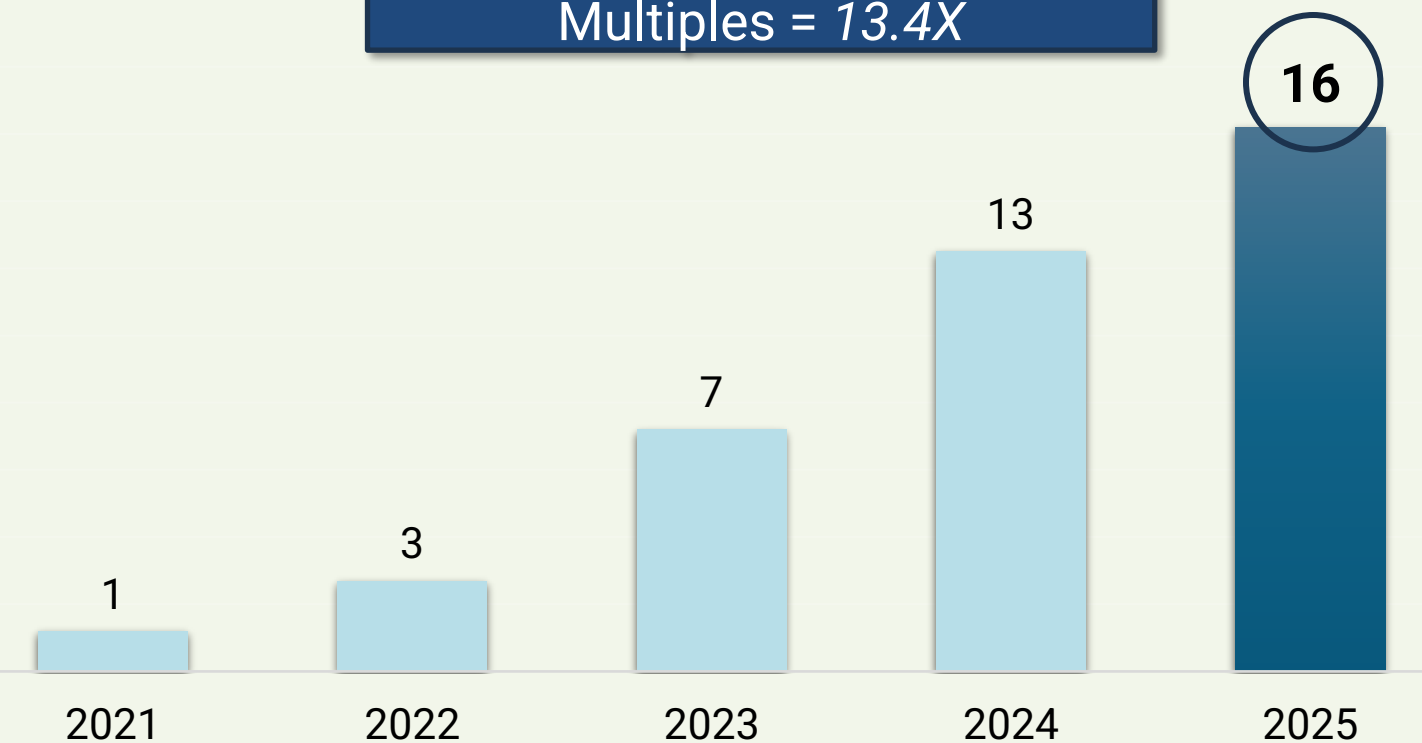
Revenue (PKR Billion)
4 Year CAGR = 25.2%



Gross Profit (PKR Billion)
4 Year CAGR = 21.7%



Other Income (PKR Billion)
Multiples = 13.4X



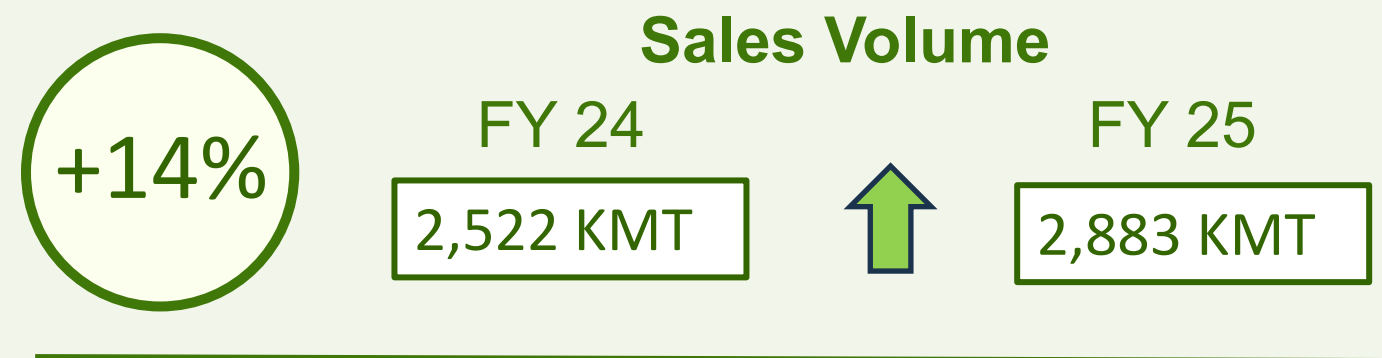
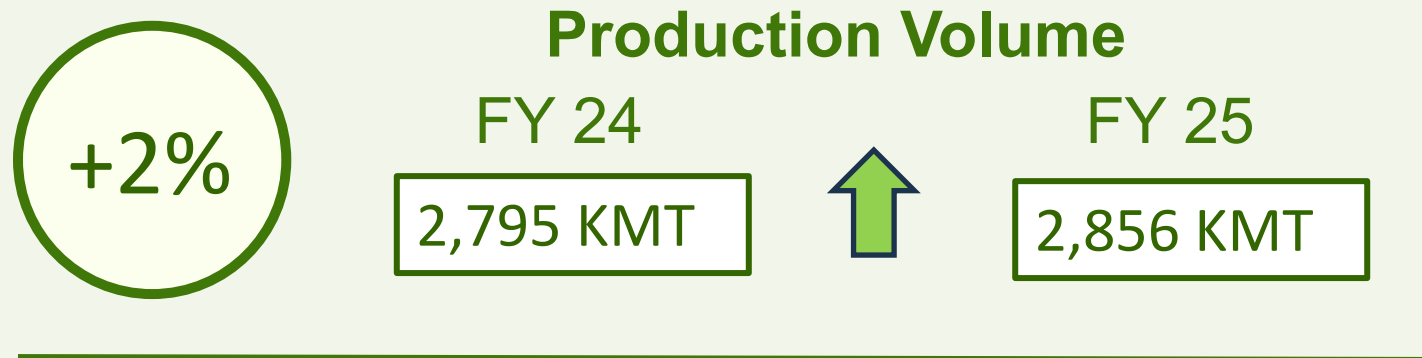
Profit after Tax (PKR Billion)
4 Year CAGR = 22.8%



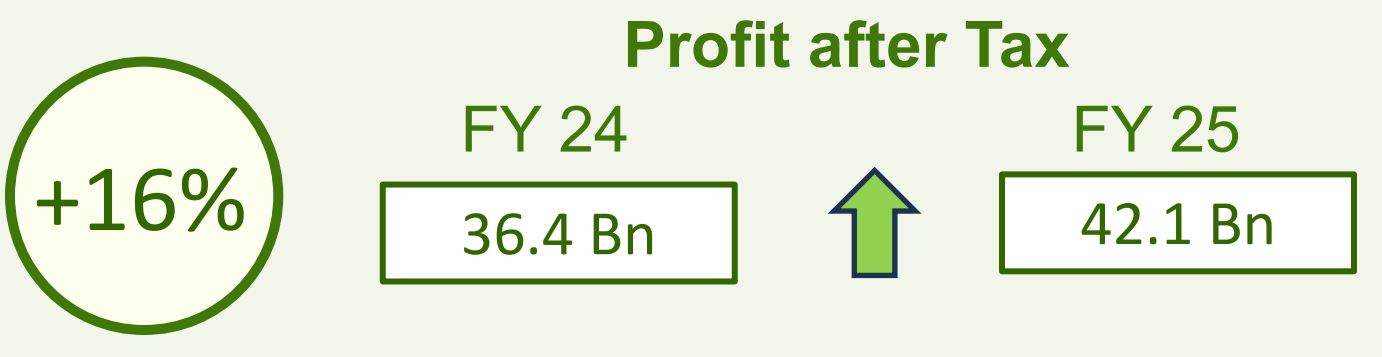
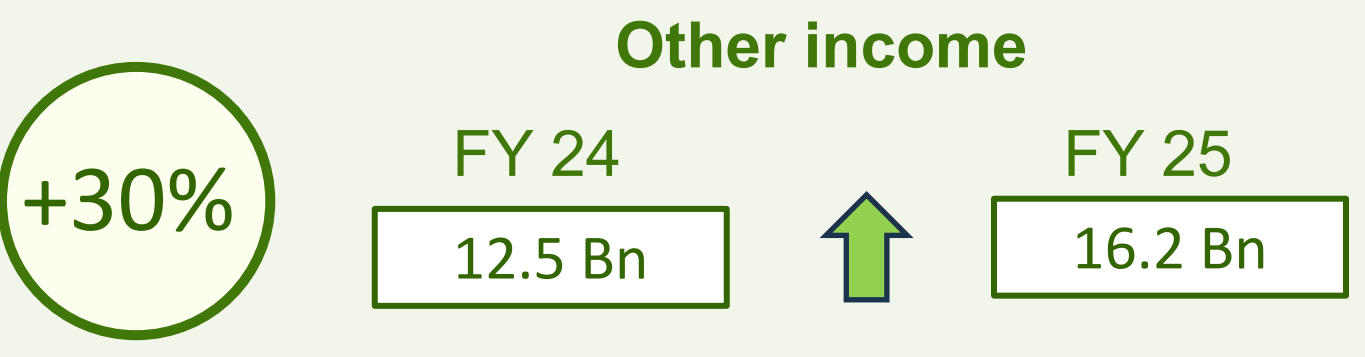
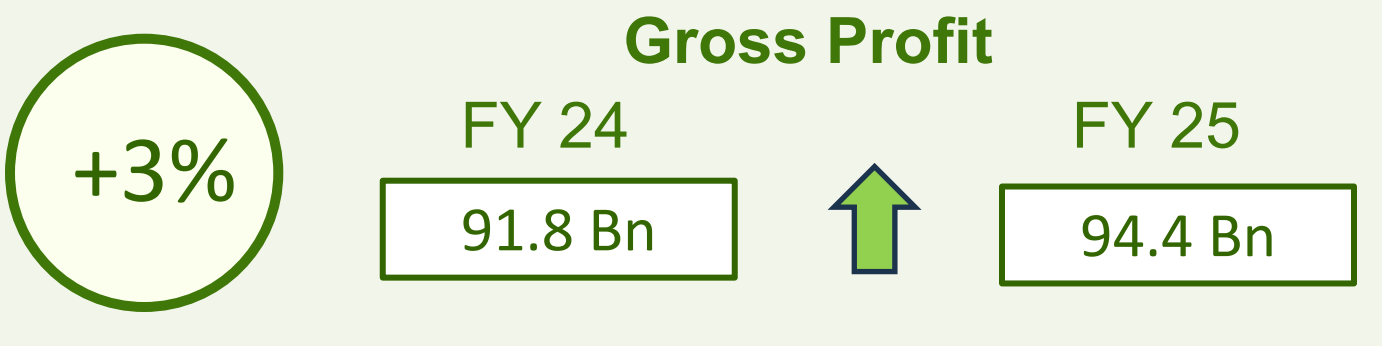
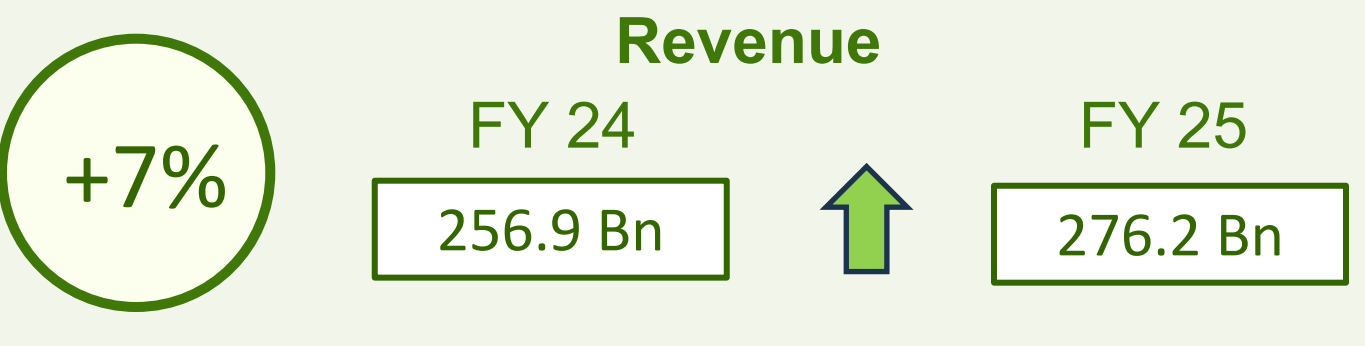
Consolidated Statement of Profit & Loss (FY-25 vs FY-24)



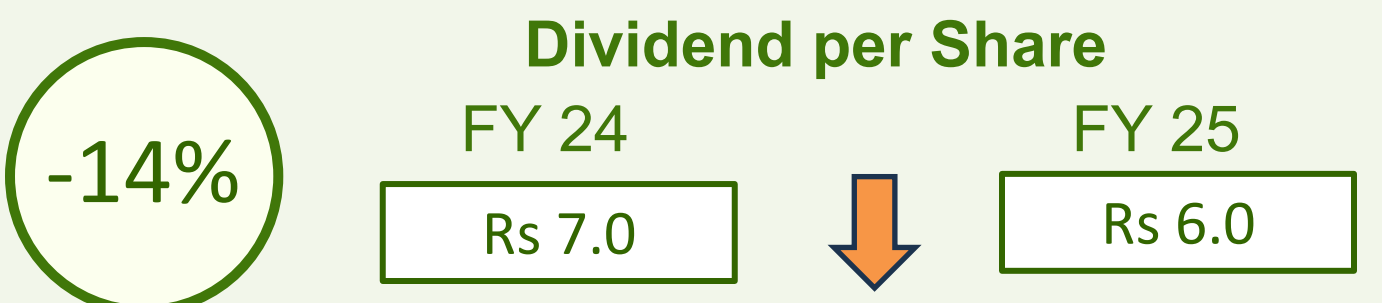
Volume



Profit & Loss



KPI's

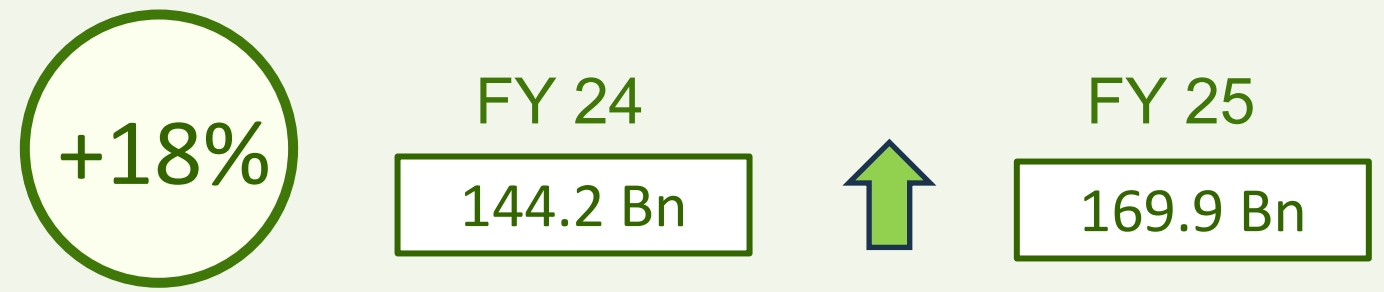


Consolidated Statement of Financial Position (FY-25 vs FY-24)



Financial Position

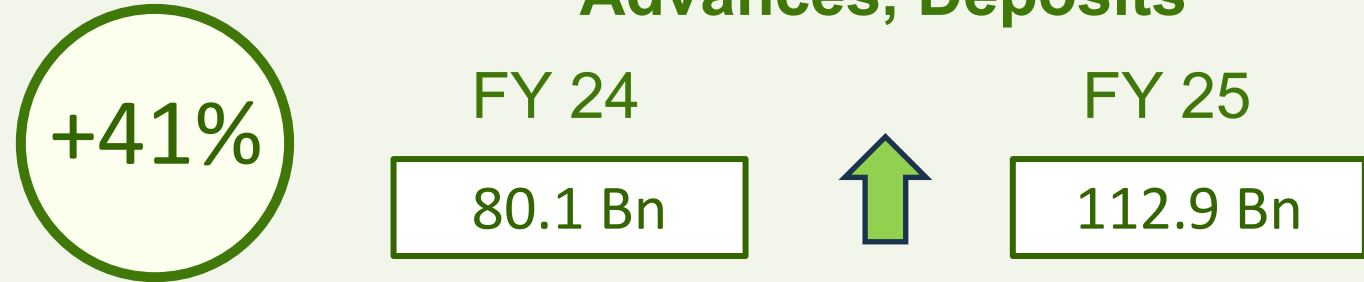
Equity & Reserve



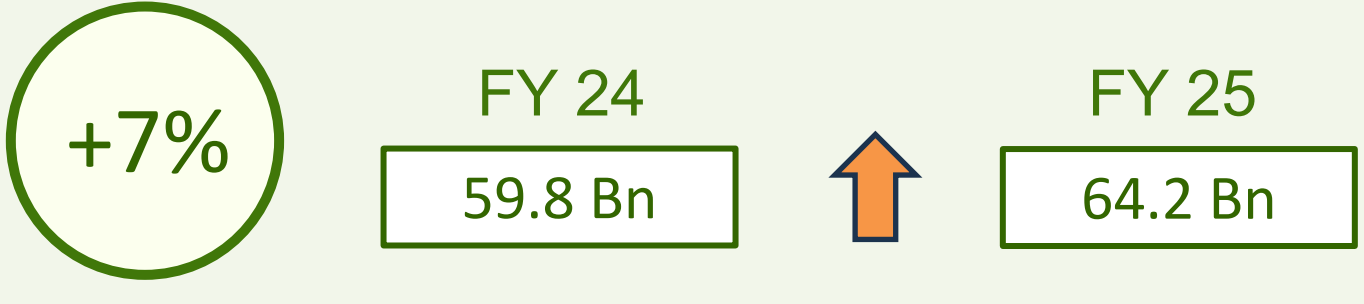
Long Term Borrowings



Long & Short Term Investments, Advances, Deposits



Stock In Trade



Ratio's

Debt to Equity Ratio



Current Ratio



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Business Diversification

Strategic diversification remains central to our long term growth, resilience, and value creation agenda



Fertilizer

03 Fertilizer Plants located at Sadiqabad, Multan & Sheikhpura — Total designed capacity 2,572 KMT with diversified Nitrogen & Phosphate portfolio (Urea, CAN, NP)



Aviation

Acquisition of PIA as part of consortium. A Special Purpose Vehicle (SPV) formed namely “PIA Equity Ltd” for acquisition of PIACL



Mining

Strategic entry into Copper, Gold, Silver and Zinc exploration — diversifying portfolio and contributing to Country’s economic growth



Petroleum

Partnering with Mari Energies, Turkish Petroleum Overseas Company (TPOC), Orient Petroleum Inc. (OPI) & Hycarbex for offshore and onshore oil & gas exploration, to strengthen Country’s Energy Sector



Real Estate

Investments in Silk Islamic Development REIT, Pakistan Corporate CBD REIT, Sapphire Bay & Emerald Bay Islamic (RUDA)



Corporate Agri Farming

With advanced technology, hybrid seeds & innovative agricultural practices, we are all set to contribute to national food security



Assets Management

To invest and manage funds in PSX listed securities through 100% owned Subsidiary “Fatima Capital Limited” growing wealth efficiently with disciplined risk management



Packaging

High quality packing materials serving Fertilizer, Cement, Sugar, Food, Chemicals, Wheat & Rice sectors

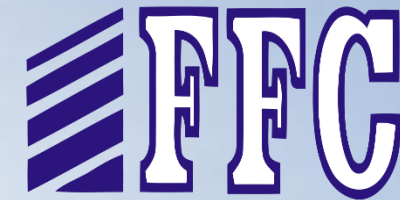
Aviation - PIA Acquisition

Fatima Fertilizer is the member of successful acquirer of PIA “The Arif Habib Consortium” with an Investment up to PKR 50 Billion.
A Special Purpose Vehicle (SPV) formed namely “PIA Equity Ltd” for acquisition of PIACL shares.

Consortium and Ownership Structure

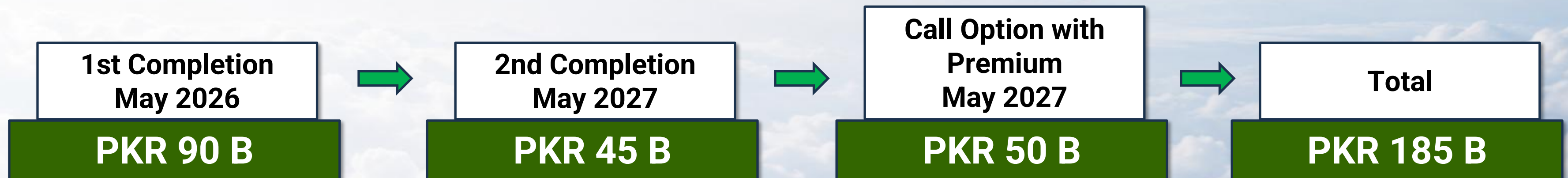


34.0%



66.0%

Total Payment milestones :



Strategic Ventures in Petroleum Sector

Building a scalable & sustainable upstream Oil & Gas business while leveraging on Digital ecosystem, Subsurface geology & Engineering projects innovations

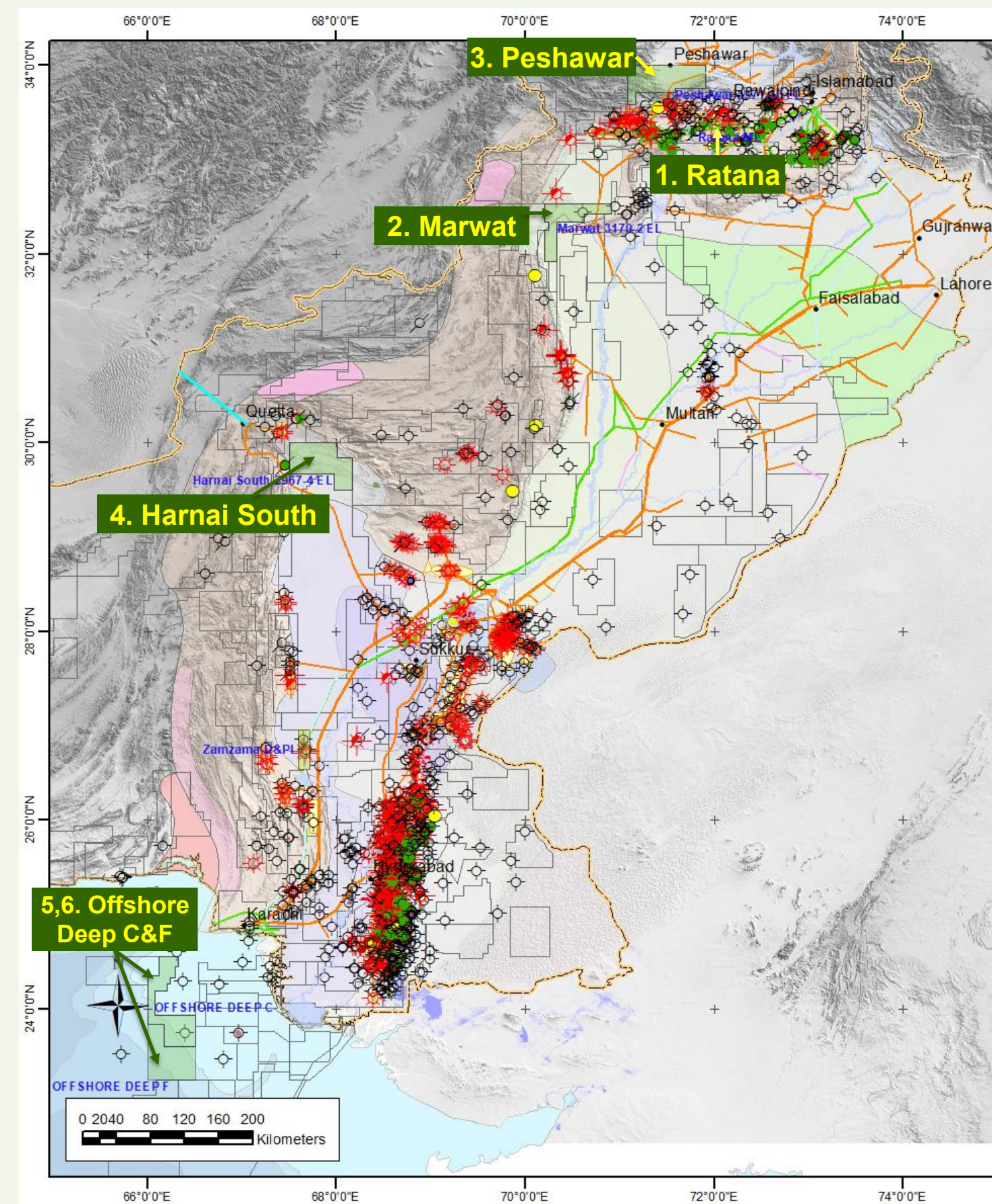


Fatima Petroleum Company Ltd (FPCL)

(100% owned Subsidiary of Fatima Fertilizer Company Ltd)

Strategic partnerships with Upstream industry players of proven track record for offshore and onshore exploration to strengthen Country's Energy Sector

Agreement with	Entry / Agreement	Operator	FPCL Share	Other JVPs
1. Ratana D&PL, Punjab	Farm-in OPI; PCA-JOA	OPI	10.5%	OGDCL, Mari, POL, AOC
2. Marwat block, KPK	Farm-in OPI; PCA-JOA	Mari Energies	25%	OPI
3. Peshawar block, KPK	Farm-in Hycarbex; PCA-JOA	Mari Energies	25%	Hycarbex
4. Harnai South, Balochistan	Farm-in OPI, PCA-JOA	Mari Energies	24%	OPI
5. Offshore Deep C	Bid Round 2025, PSA	Mari Energies	15%	TPOC-Turkish
6. Offshore Deep F	Bid Round 2025, PSA	Mari Energies	15%	TPOC-Turkish



Strategic Ventures in Mining Sector

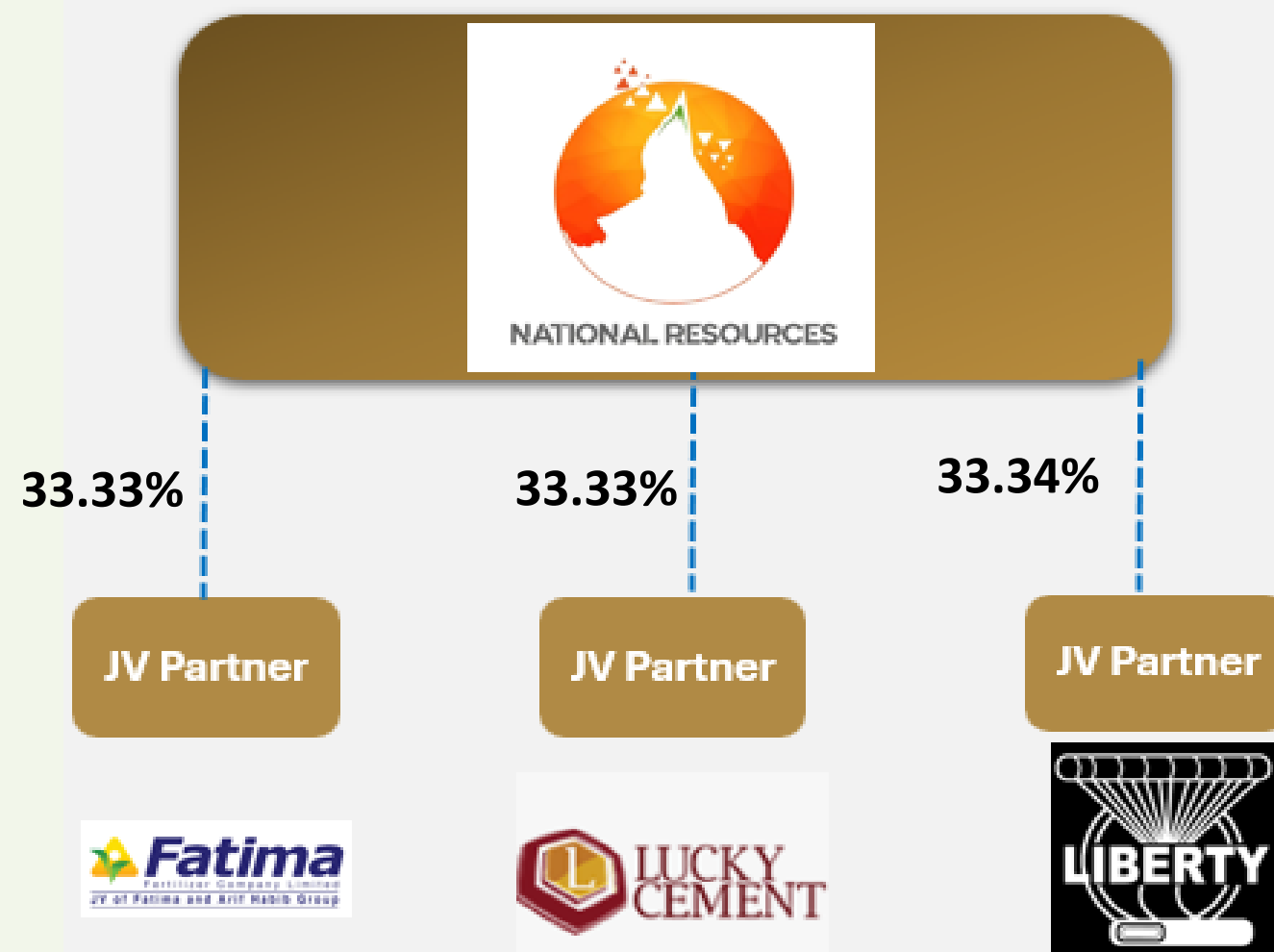
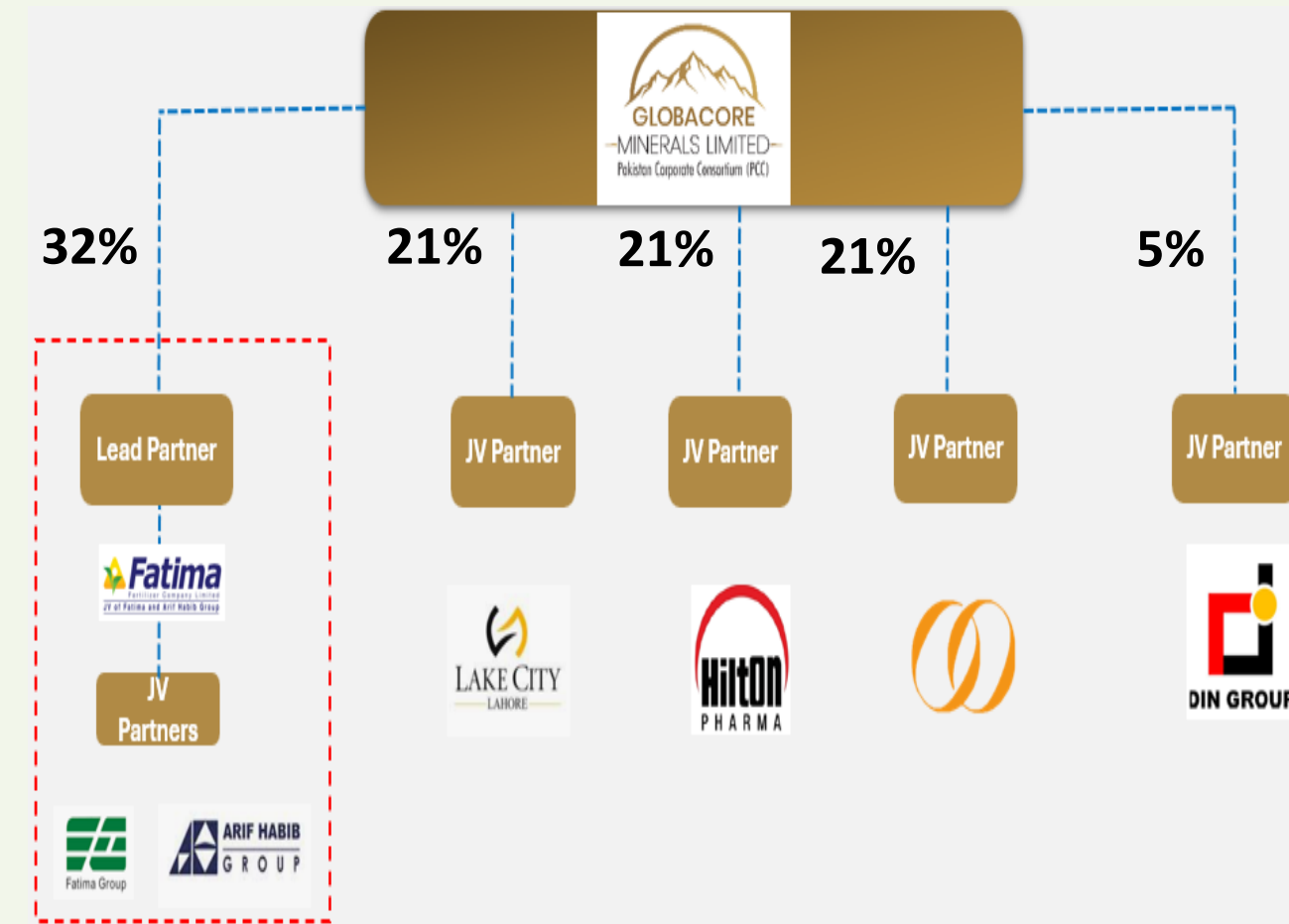
Unlocking Mineral Potential Through Responsible Exploration & Development

Globacore Minerals Limited:

- Owned by Pakistan Corporate Consortium (PCC), consisting of the largest Pakistani companies, which has been created to engage in collaborative business alliances.
- Now consortium is engaged in large scale mining of copper, gold and other metal deposits.
- The project is situated near Koh-i-Sultan in the Chagai District of Balochistan, Pakistan

Current Engagements:

- JVA with Mari Energies has been executed;
- Globacore has been awarded certain Exploration Licenses
- In parallel, Globacore is identifying and evaluating potential mining opportunities



National Resources (Private) Limited (NRL):

- Operating in Chagai and Khuzdar
- Has made a significant discovery at Tang Kaur, Chagai
- Also acquired a Lead-Zinc exploration lease adjacent to a well-known deposit.
- A comprehensive metal value chain is being studied to assess the feasibility of downstream processing.



Strategic Ventures in Real Estate Sector



Investments in Real Estate Sector represent a strategic diversification initiative, positioning us to compete effectively in the real estate sector, while enhancing liquidity, and supporting stable, long term value creation.



Silk Islamic Development REIT
Project Size Rs 147 Bn

Fatima Share: 20%

Pakistan Corporate CBD REIT
Project Size Rs 60 Bn

Fatima Share: 31%

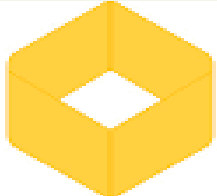
Sapphire Bay Islamic Dev REIT (RUDA)
Project Size Rs 142 Bn

Fatima Share: 21.5%

Emerald Bay Islamic Dev (RUDA)
Project Size Rs 267 Bn

Fatima Share: 27.3%

Managed By :



ARIF HABIB DOLMEN
REIT MANAGEMENT LIMITED



LAKE CITY
LAHORE



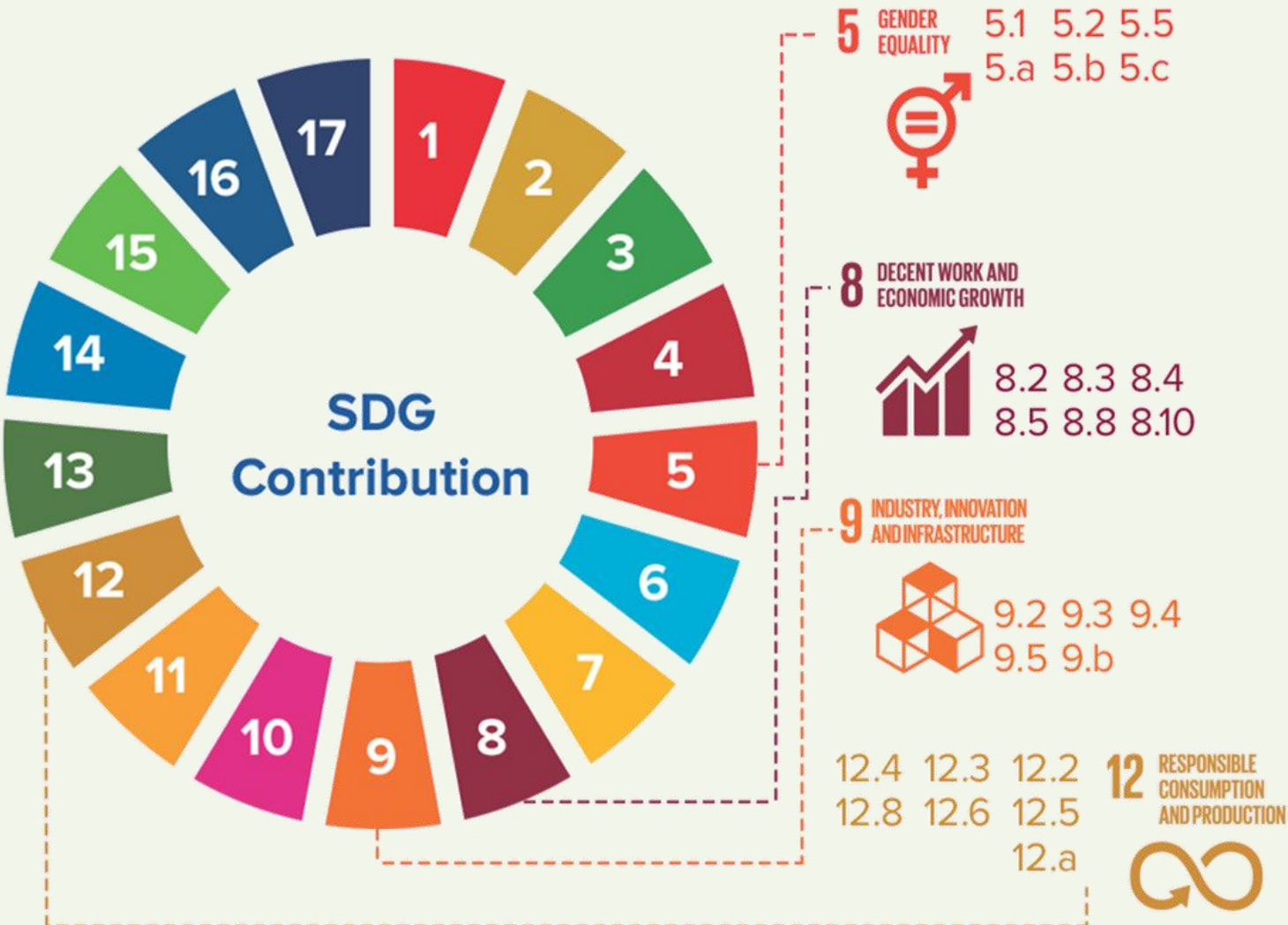
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Sustainability Framework & UNDP Partnership



In November 2024, Fatima Fertilizer became the first private sector company in Pakistan to formally adopt the UNDP’s SDG Impact Framework. This landmark initiative maps the company’s operations against global Sustainable Development Goals and embeds impact assessment into its core strategy



Sustainability Framework covered eight priority areas, aligned with 15 SDGs and 49 specific targets, including:

- 1. National Food Security:** 10% crop yield increase, serving 1.7 million farmers across 10 million acres
- 2. Gender Equality:** Zero pay gap, merit-based promotions, zero-tolerance harassment policy
- 3. Women Empowerment:** Sarsabz Tabeer program - capacity building for post-harvest food processing businesses
- 4. Operational Excellence:** In-house manufacturing reducing import dependencies
- 5. Climate Action:** Renewable energy increase by 2027, reduced GHG emissions, natural gas consumption reduction per ton
- 6. Digital Innovation:** Sarsabz App, FasalPay, Sarsabz Asaan for farmer empowerment
- 7. Resource Management:** Freshwater reduction, waste recycling, responsible disposal
- 8. Safety Leadership:** Guinness World Record—60+ million safe man-hours, 8.8 million injury-free hours (2023)

Sustainability Report 2025

The publication of Fatima Fertilizer's inaugural Sustainability Report for 2025 marks a significant milestone in the Company's ESG journey, establishing a transparent baseline for environmental, social, and governance performance while aligning disclosures with globally recognized GRI and IFRS Sustainability Standards.

Scan to read report



1. Launch of Inaugural Sustainability Report

Published Fatima Fertilizer's first dedicated Sustainability Report as part of the 2025 Annual Report, marking a formal step toward structured ESG disclosure.

Demonstrates the Company's commitment to transparency and long-term sustainability integration.

2. Reporting Aligned with Global Standards

Prepared in line with:

- **GRI Standards** for broad ESG disclosure
- **IFRS S1** for sustainability-related financial disclosures & **IFRS S2** for climate-related disclosures

3. Climate & Environmental Baseline Disclosure

Commenced disclosure of environmental metrics and climate-related considerations under IFRS S2 principles.

GHG emissions reduction identified as a monitored strategic KPI within resource allocation framework.

4. Human Capital & Inclusion Metrics

Female staff representation at Head Office: **86 employees**

Gender Pay Gap Statement disclosed under Circular 10 of 2024

Human rights / diversity commitments embedded into governance framework

5. Community & Farmer Impact

Catering to more than **2.7 million farmers**

PKR 1,134 million invested in CSR

Sustainability/community investments linked to strategic KPIs

6. Operational Sustainability Indicators

150+ million safe man-hours achieved

Sustainability metrics integrated into strategic planning/resource allocation

Sustainability Report - Way Forward



The 2026 Sustainability Report will further strengthen Fatima Fertilizer's ESG disclosure maturity while demonstrating measurable progress towards sustainable and inclusive growth.

Enhanced ESG & Climate Disclosures

- Further alignment with GRI and IFRS Sustainability Standards (S1 & S2)
- Expanded climate-related disclosures, including risks, opportunities, and mitigation initiatives
- Improved ESG data quality, coverage, and internal reporting mechanisms

Environmental Performance & Resource Stewardship

- Progress tracking on emissions, energy, water, and waste management
- Updates on resource efficiency and environmental stewardship initiatives

Sustainable Agriculture & Farmer Impact

- Climate-smart agriculture and sustainable farming interventions
- Farmer engagement and capacity-building programs

Women Empowerment & Social Inclusion

- Progress and impact of Sarsabz Tabeer and related women empowerment initiatives
- Diversity, inclusion, and employee development indicators

Governance, Ethics & Transparency

- Continued strengthening of governance and ethics frameworks
- Enhanced oversight of sustainability-related risks and opportunities

Partnerships & SDG Progress

- Progress against Fatima Fertilizer's SDG Impact Framework commitments
- Strategic partnerships with UNDP, UN Global Compact, and other stakeholders
- Contribution towards national sustainability and development priorities

DE&I as a Business Enabler – (Sab Saath)



Our **DE&I strategy** is anchored in three core pillars, supported by structured initiatives that drive inclusion across **talent, culture, and systems**



Gender Diversity

Increase representation and build a strong female leadership pipeline

Key Initiatives:

- **+43%** female workforce growth (2023–2025)
- **55%** female employees in early talent programs
- **50+** women developed | **8,000+** learning hours
- Industry-leading **9%** diversity in fertilizer sector



Generational Diversity

Enable collaboration and knowledge integration across generations

Key Initiatives:

- **140+** cross-generational interactions
- **40** active Gen Z–Gen X mentoring pairs
- **400+** employees engaged



Different Abilities

Enable an accessible and inclusive workplace

Key Initiatives:

- Infrastructure accessibility enabled at FFL & PFL (ramps, facilities)
- **5+** hires; **2%** inclusion target by 2029
- Sensitization & sign language training conducted

GOVERNANCE & OVERSIGHT

CEO-led governance structure with cross-functional **Corporate** and **Site Councils** ensuring enterprise-wide accountability and execution

Corporate Social Responsibility(CSR)



HEALTH

- “**Mukhtar A. Sheikh Hospital**” in Multan & “**Fatima Welfare Trust Hospital**” in Sadiqabad are major health sector initiatives
- Donations to “Shaukat Khanum Memorial Trust”, “Sindh Institute of Urology”, Patient’s Behbud Society for AKUH” etc



EDUCATION

- Scholarships at **LUMS** & Namal Education Foundation
- Operational support to schools under “**The Citizens Foundation**”
- Other donations to “Lahore institute of health sciences”, “Rising Sun Education”, “Progressive Education Network”



SOCIAL DEVELOPMENT

- Donations in way of social development are regularly made to entities including “**SOS children’s Village**”, “**Association for Mothers & New Borns**”

Donations
FY 2024

PKR 1,036 M

Donations
FY 2025

PKR 1,134 M



Thank You

Q & A

