



Corporate Briefing

For the period ended
June 30, 2022



Presented by: CFO

August 24, 2022

Highlights and Challenges

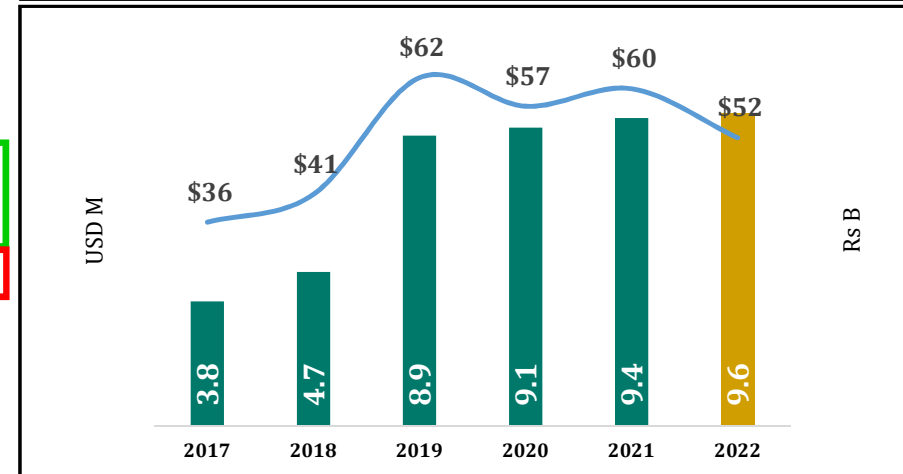
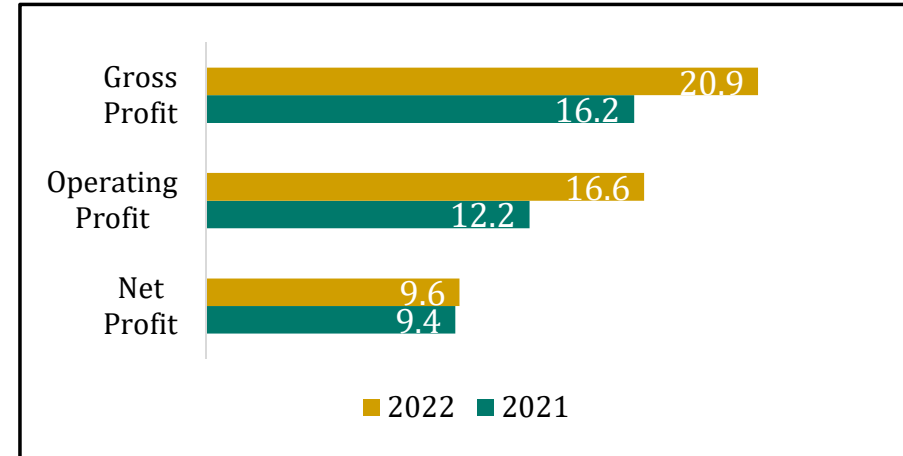
- **Highest Ever:**
 - ✓ Sona Urea sales volume
 - ✓ Revenue
 - ✓ Investment & Dividend Income

resulting in highest ever pre-tax profit of Rs 18.8 Bn for H1
- Higher than planned Urea **Production** due to shifting of Plant-II T/A to Qtr-3
- International Urea prices crossed Rs 11,000 mark exceeding **local prices** by over Rs 9,000 per bag during the period
- Significant **foreign exchange savings** of around USD 900 Mn through import substitution
- Agriculture sector recorded a **growth of 4.40%** compared to last year's growth of 3.48%
- Galloping cost push – inflation, increasing interest rates and rupee devaluation
- Long **outstanding receivable** from Govt., GST (Rs 18.4 Bn) & Subsidy (Rs 7.0 Bn)
- **Plant 3 break-down** in Jul'22, outage of 15 days, production loss of around 36k tons
- Total **tax charge Rs 9.2 Bn** (includes super tax of Rs 3.5 Bn and Rs 0.9 Bn for years 2021 and 2022 respectively) at an effective **tax rate of 49%**, compared to Rs 3.7 Bn for 2021
- Severe devaluation of Pak rupee **restricted the dollarized profitability** of the Company to USD 52 Mn compared to USD 60 Mn in 2021.
- The geo political situation besides export restrictions by some countries resulted in **short supply of DAP**. This caused a **severe price hike** in the global market

KPI Dashboard - 1HY 2022

	2022	2021	Var.	
	Thousand Tonnes		%	
UREA: Production	1,276	1,222	▲	4
Sales	1,275	1,131	▲	13
DAP: Imports	98	117	▼	(17)
Sales	50	65	▼	(24)
<hr/>				
	Rs in Million		%	
Revenue	54,706	44,018	▲	24
Cost of Sales	33,806	27,808	▲	(22)
Distribution Cost	4,306	3,964	▲	(9)
Finance Cost	2,017	805	▲	(151)
Investment Income	4,893	2,306	▲	112
Dividend Income	2,516	1,908	▲	32
Taxes & Levies	10,862	5,020	▲	(116)
Profit after Tax	9,599	9,436	▲	2
Net Earnings - (Rs/ Share)	7.55	7.42	▲	2

Profitability (Rs B)



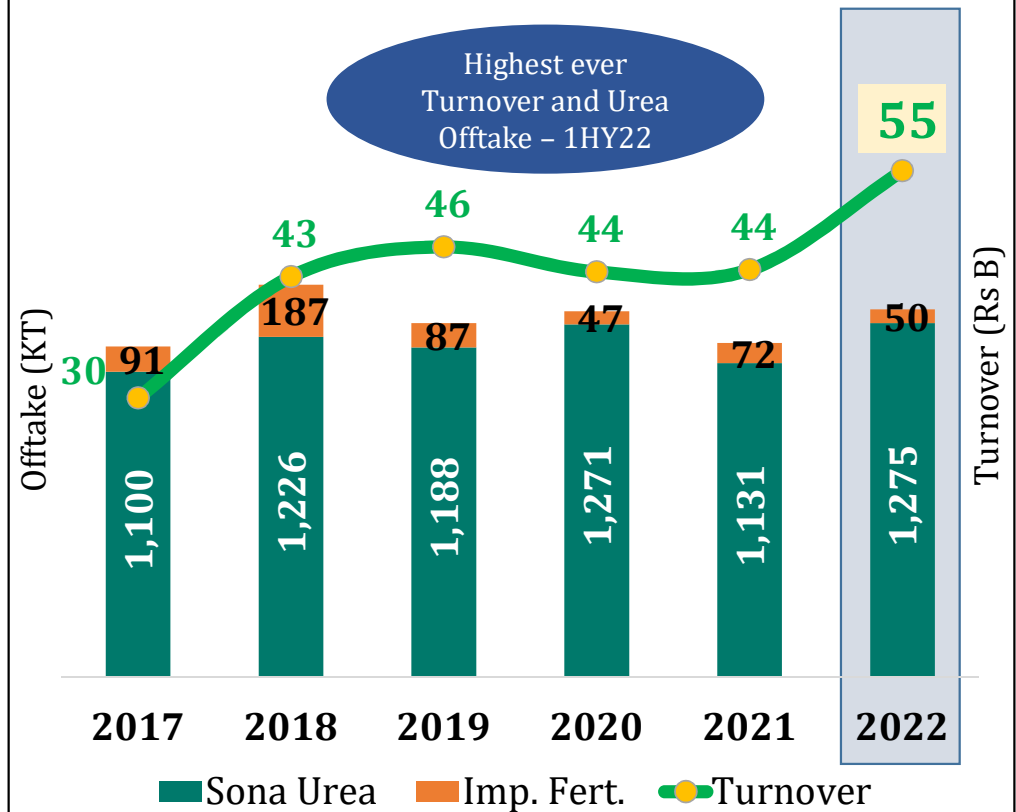
Production & Offtake

Sona Urea Production



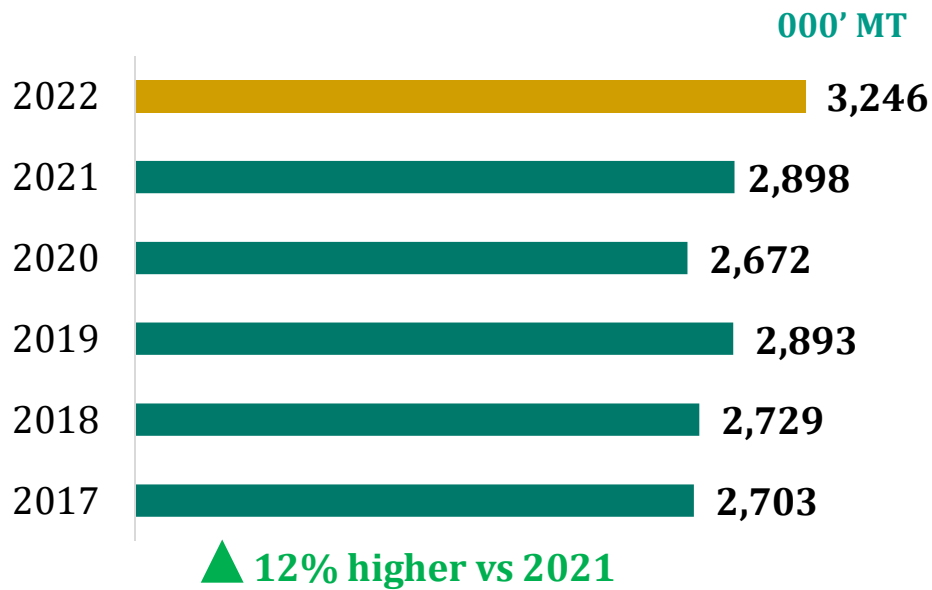
▲ 4% higher vs 2021

Fertilizer Sales & Aggregate Turnover

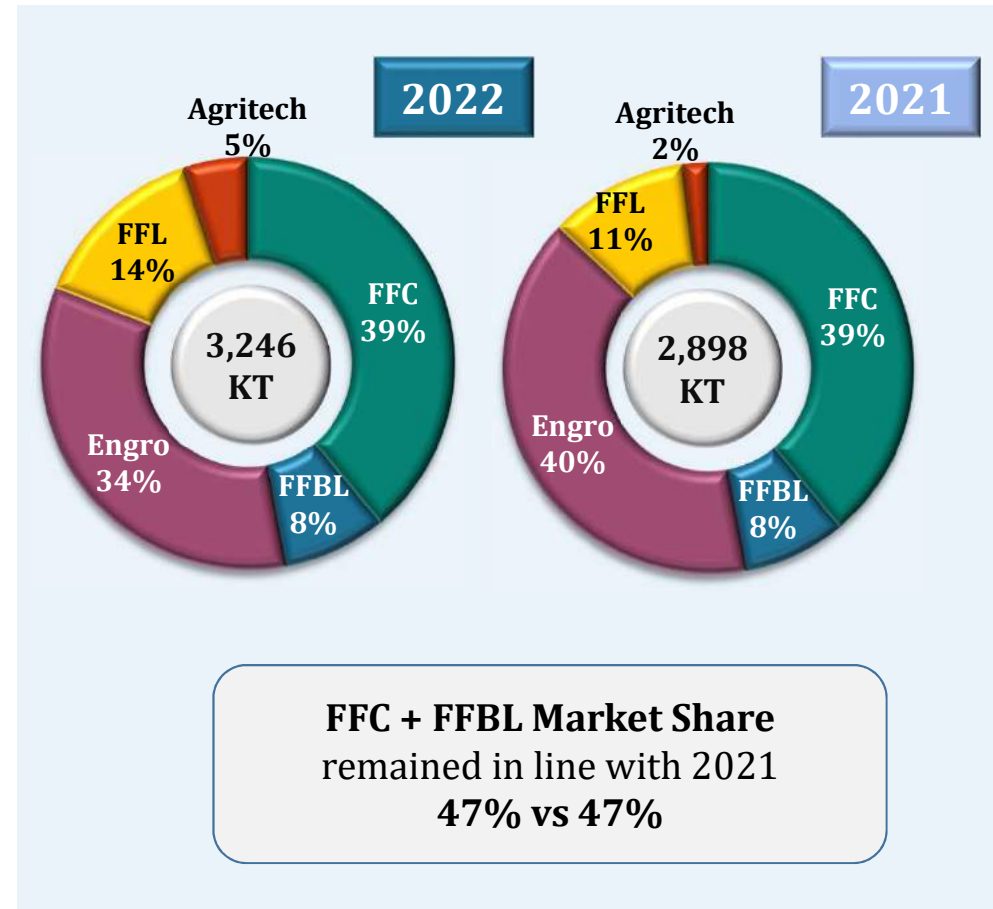


Industry Urea sales and Market share - 1HY 2022

6 years Industry Sales

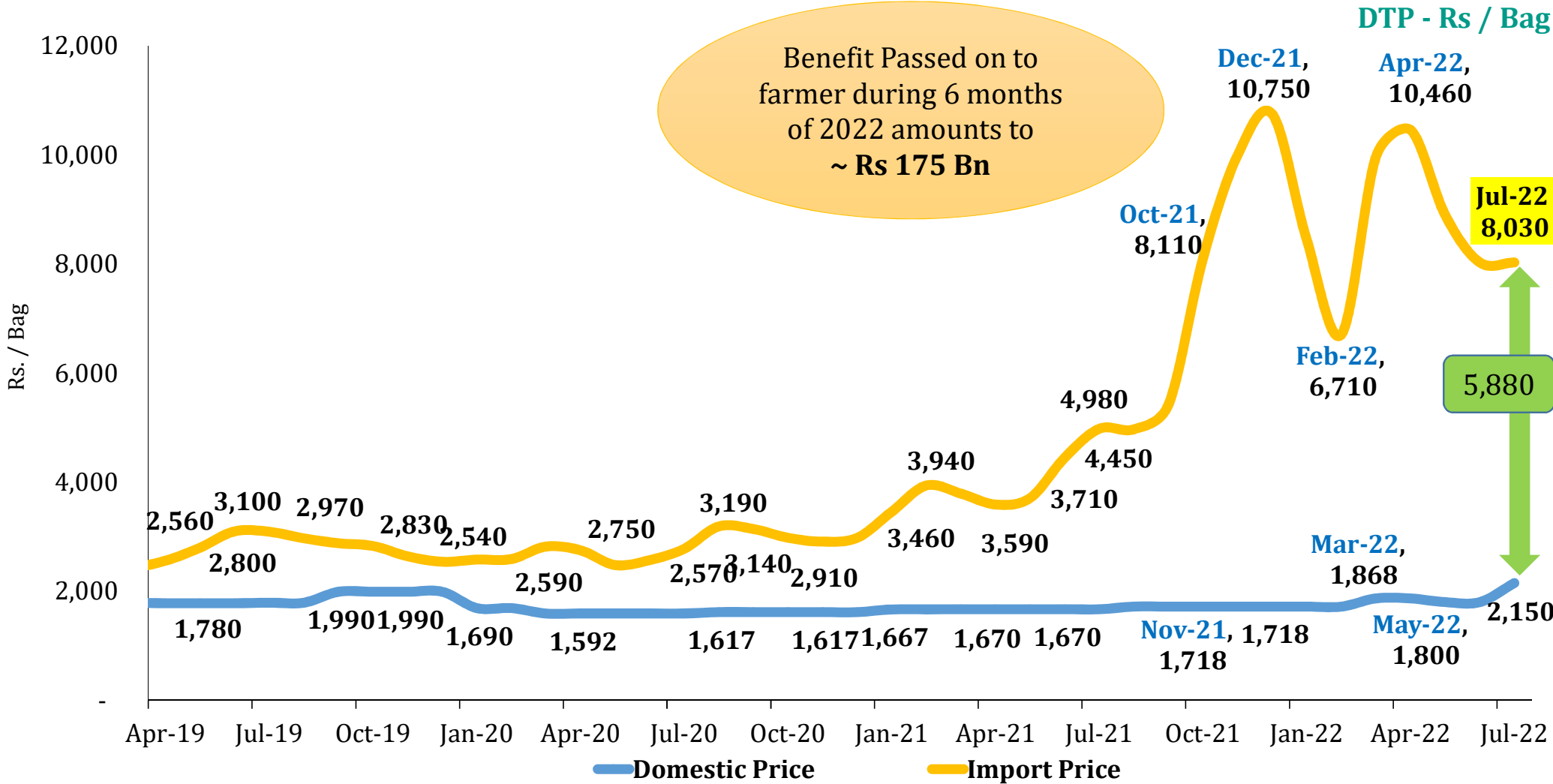


Urea Market share



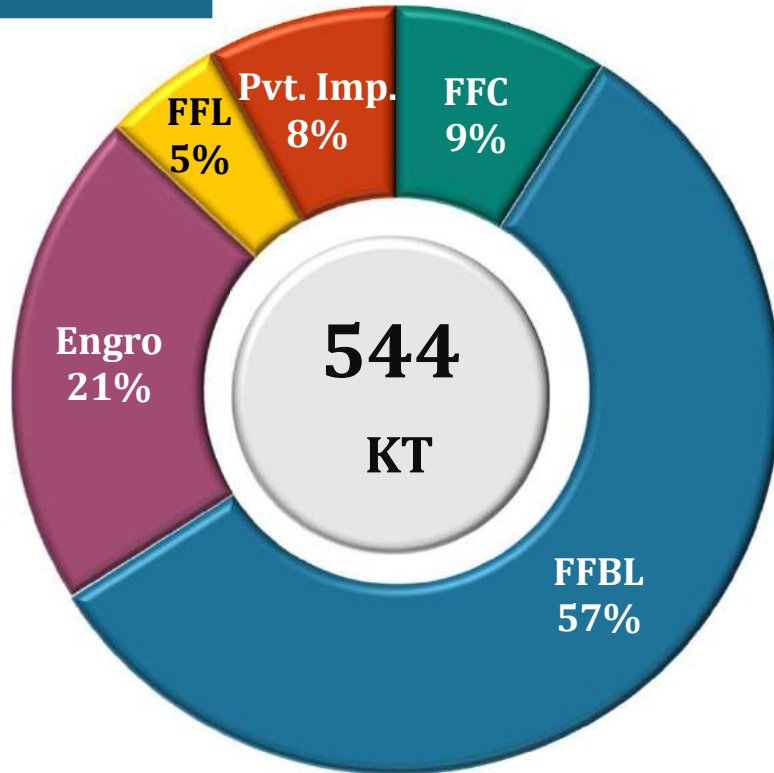


Urea International vs Local Prices



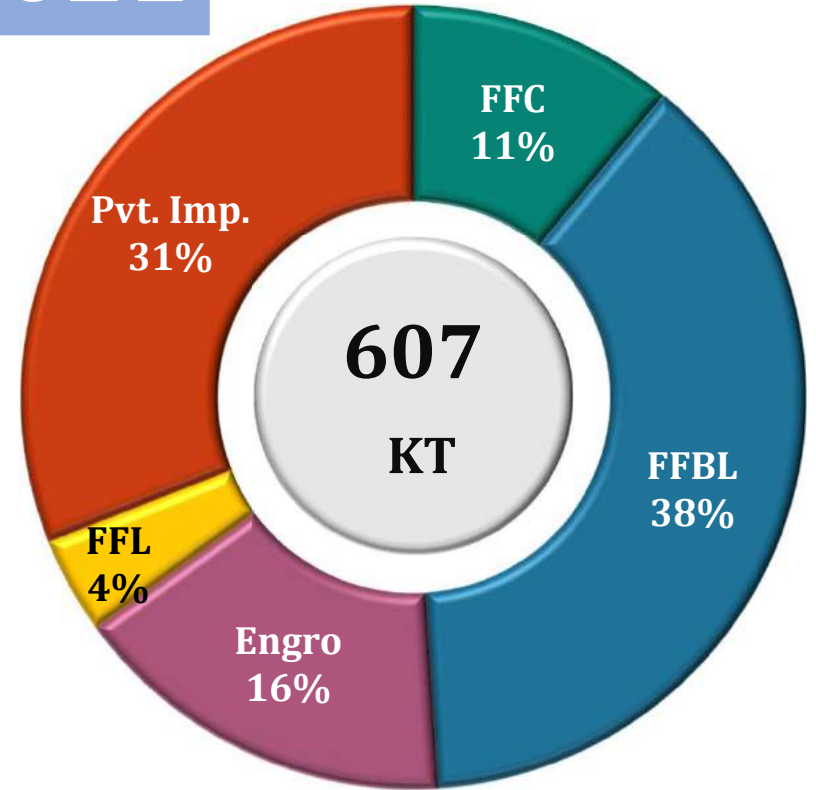
DAP Market share

2022



66% (FFC+FFBL)

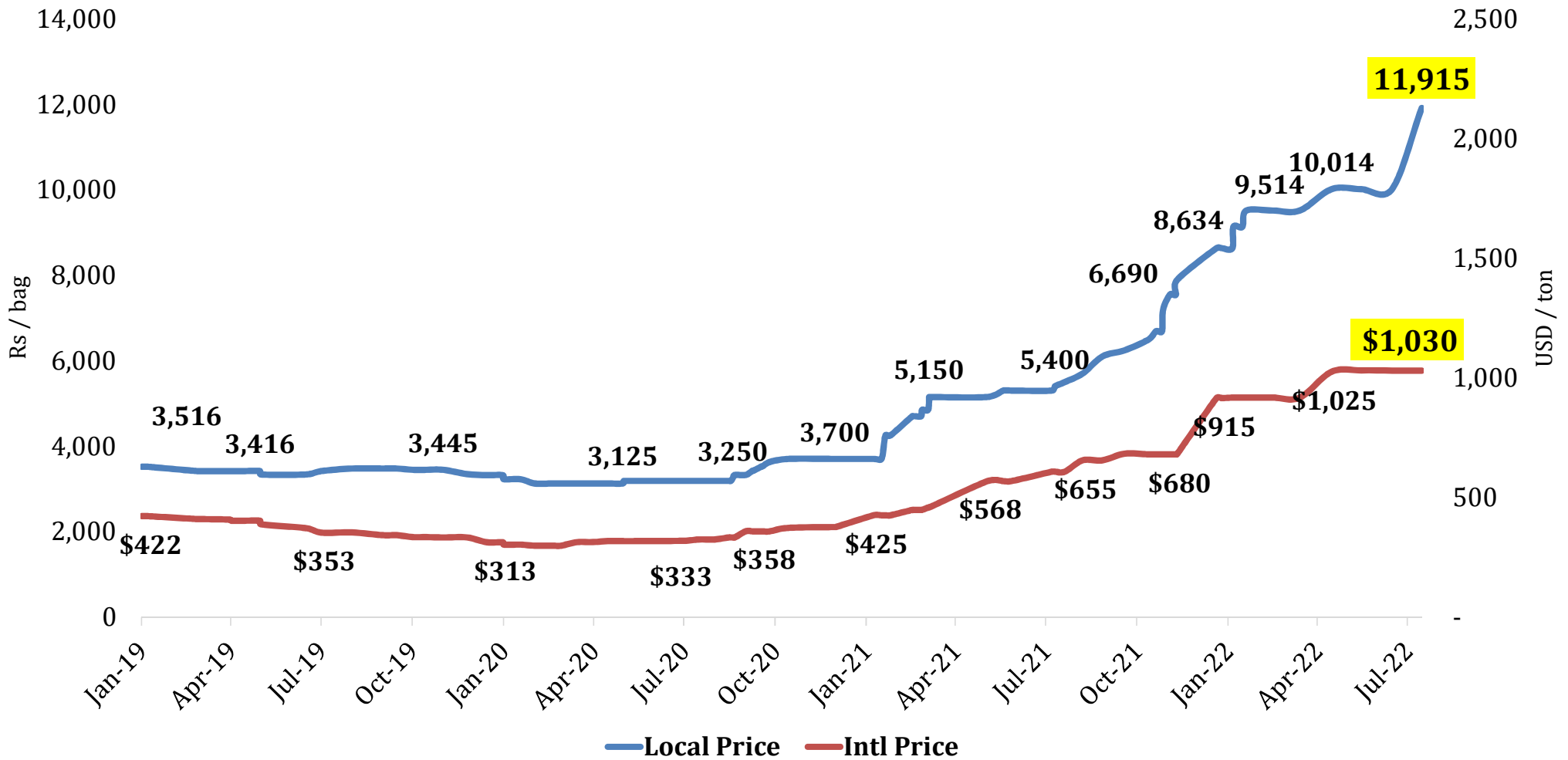
2021



49% (FFC+FFBL)



DAP International Price Trend



Other Businesses

FFCEL

56.23GWh of electricity
supplied
(2021: 50.13GWh)

Availability factor: **99%**

Carbon credit units sold:
659,828
net proceeds Rs 149m

FWEL I&II

FWEL-I

65.78GWh of electricity
supplied
(2021: 75.50GWh)
Availability factor: **98.8%**

FWEL-II

68.11GWh of electricity
supplied
(2021: 75.00GWh)
Availability factor: **98.5%**

FFF

Revenue **51%** ↑
Gross profit **24%** ↑
Operating profit **148%** ↑
Net loss **39%** ↓

First time achievement of
Operating Profit
Intl. fast food chains
onboard

TEL

Investment 1HY22
Rs 1.25 b
(Total Rs 4.83b
as of Jun 2022)

Satisfactory operational and financial performance

Challenges

**Natural gas
depletion**

**GOP
Policies**
(Gas Pricing/
availability)



**Aging Plants and
their
sustainability**

**Forex
availability /
Inflation**

ANY QUESTIONS



THANK YOU