Post Result Conference Call (May 9, 2012)

Presenters:

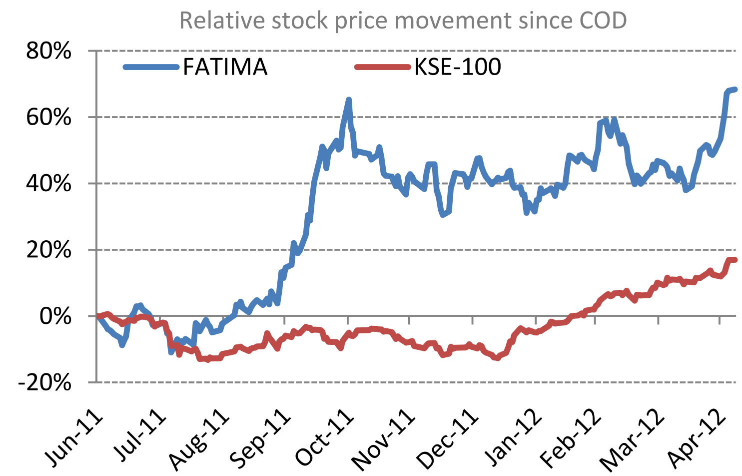
- Muhammad Abdul Wahab – Chief Financial Officer
- Ausaf Qureshi – Company Secretary
- Faisal Khatri – Investor Relations Manager

Rising to the World...

Fatima
Fertilizer Company Limited

First Quarter Summary

- Declared 1st Dividend at close of first 6 months of commercial operations
- Comparatively strong results despite external challenges
- Margin maintained QoQ although lower volumetric sales



- Decision to convert and redeem preference shares
- Appointment of Market Maker (BoAML) and ADR trade initiation

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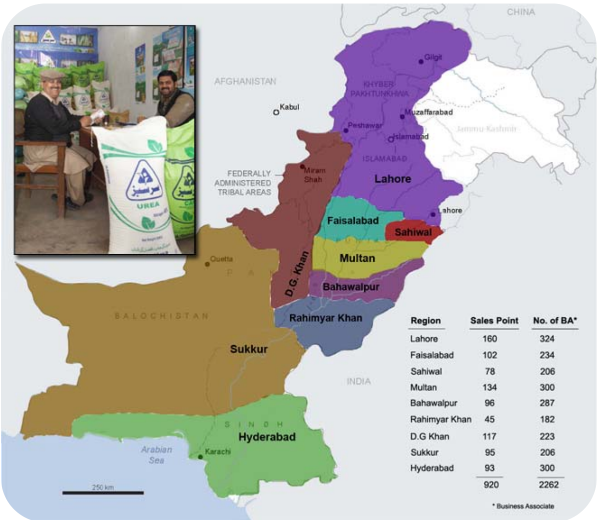
CDM Plant

Fatima Fertilizer – Background

Fatima
Fertilizer Company Limited

- A green field project under the 2001 Fertilizer Policy with a project cost of USD750 million.
- Joint venture between two prominent business houses of the country i.e. Fatima Group and Arif Habib Group. They also share equal ownership in Pakarab Fertilizers Limited
- Production facility is at Sadiqabad… Geographically located at the middle of the agriculture belt.
- The fertilizer complex is a fully integrated production facility, capable of producing two intermediate products, i.e., Ammonia and Nitric Acid and three final products which are Urea, Calcium Ammonium Nitrate (CAN) and Nitro Phosphate (NP).
- The Complex has been allocated 110 MMCFD of gas from the dedicated Mari Gas fields.
- Fatima Fertilizer is the first Pakistan based company which has launched Level-I ADR tradable in US OTC Market.



Region	Sales Point	No. of BA*
Lahore	160	324
Faisalabad	102	234
Sahiwal	78	206
Multan	134	300
Bahawalpur	96	287
Rahimyar Khan	45	182
D.G Khan	117	223
Sukkur	95	206
Hyderabad	93	300
	920	2262

* Business Associate

More than 2,000 distributors within 9 regions across country

Unique Advantages

Fatima Fertilizer Company Limited

Natural Gas Advantage

- Fixed Tariff – USD 0.70 per MMBTU
  - ✓ Gas Infrastructure Development Cess not applicable, being covered under 2001 Fertilizer policy
  - ✓ Highest profitability amongst peer
- Dedicated Gas Supply from Mari Gas
  - ✓ No unscheduled shutdown due to gas non-availability
  - ✓ No production loss
  - ✓ Fixed curtailment at ~12% through out the year

Nitro Phosphate Advantage

- Technological advantage – Lower cost
  - ✓ Capable to use variable grade of phosrock without compromising on nutrient
- Price advantage – NP & DAP; Price deregulated & Interlinked
  - ✓ DAP prices are volatile due to Phosacid and Sulfur
- Raw Material – Usage of Local Rock Phosphate
  - ✓ Will meet 25% of requirement, enable expanding margins

Strong Cash flow

- Debt free by 2017
  - ✓ Fundamental ensures comfortable debt payments
- Ready to invest in Growth projects

Other Advantage

- Multi Product portfolio – N & P_2O_5
  - ✓ Pakistan soil demand balanced usage
- Initial Tax Depreciation allowance
  - ✓ Turnover tax till adjustment of initial tax depreciation

Product Advantage

Fatima Fertilizer Company Limited

CAN – Benefit over Urea
Neutral product; beneficial for our (Alkaline) soil
Nutrient loss upto 10% vs 60% in Urea
Equally effective in Water stressed areas
Supplier of micro-nutrient such as Potassium, Calcium, Magnesium, Sulfur and Copper

NP – Benefit over DAP
Highly acidic product; beneficial for our (Alkaline) soil
Supplies balanced amounts of N & P_2O_5
Flexible - could be used at & after planting
½ N is Nitrate : readily available to the plants, ½ Ammonical- available after nitrification

Financial Highlights

Rs in millions (except EPS and Debt to Equity)	CY 2011*	2012 Q1
Sales	14,833	3,347
Gross profit	10,052	2,385
EBITDA	9,217	2,126
Finance cost	3,060	1,453
Taxation – Current	148	34
– Deferred	1,739	202
Profit after taxation	4,270	438
EPS	2.13	0.22
Debt to Equity	57:43	58:42

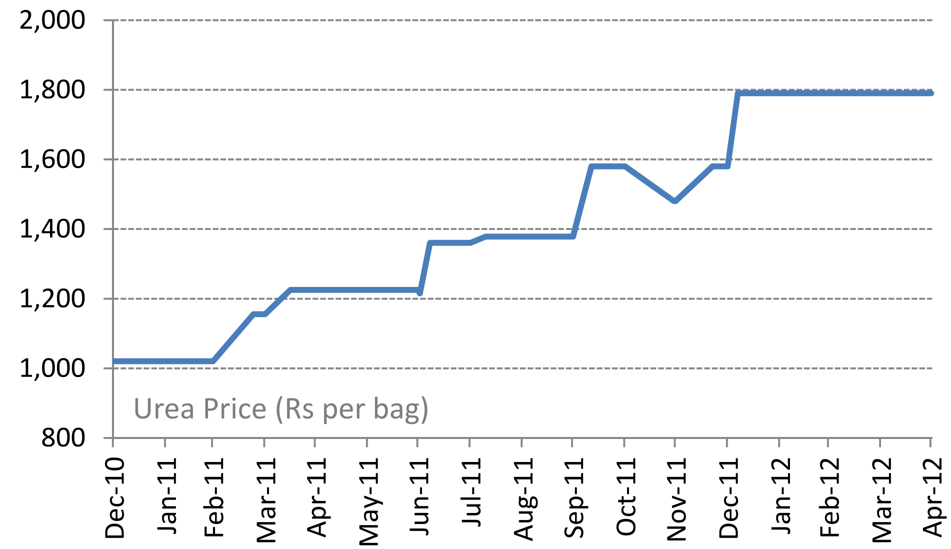
* post COD financials only

See Appendix – I for USD numbers

Nitrogen Segment Results - Urea

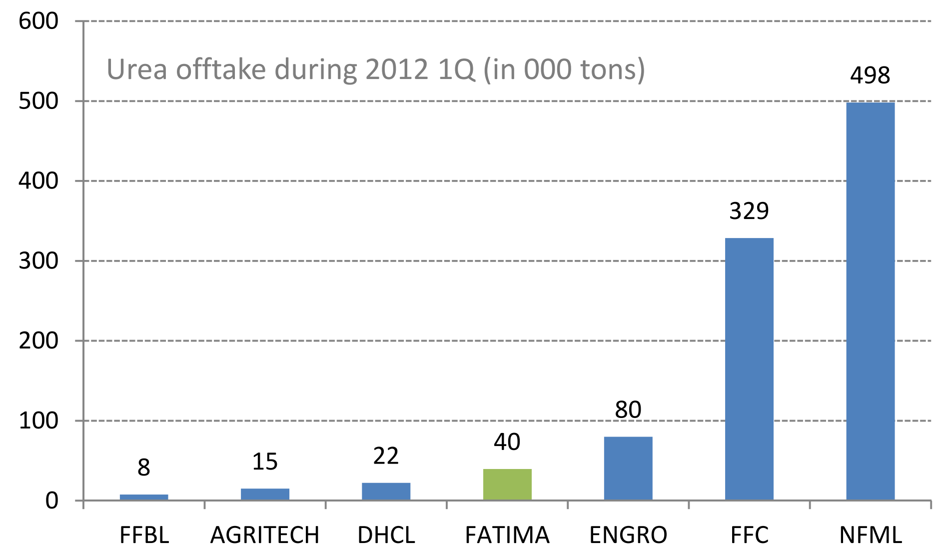
Highlights during the quarter

- 103k tons Urea produced with utilization at 83%
- Urea offtake remained slow due to availability of imported Urea at lower price
- Our market share remained at 4%
- Product price remained flat at Rs1,790 per bag
- At quarter end, Fatima Fertilizer had 64k tons of Urea inventory.



	CY 2011*	2012 Q1
Sales	5,541	1,220
Volume (000 M. Tons)	222	40
Average Prices		
• Urea (Rs/bag)	1,248	1,543

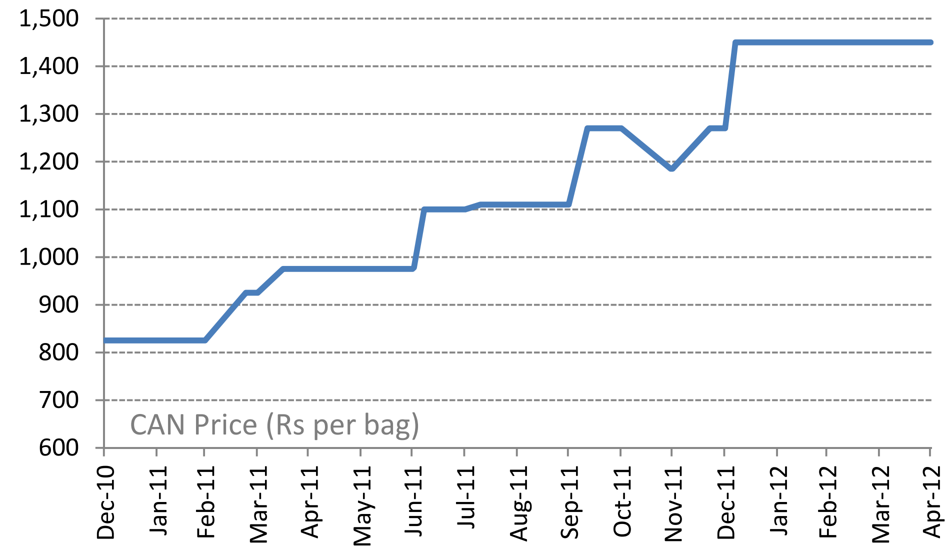
* post COD financials only



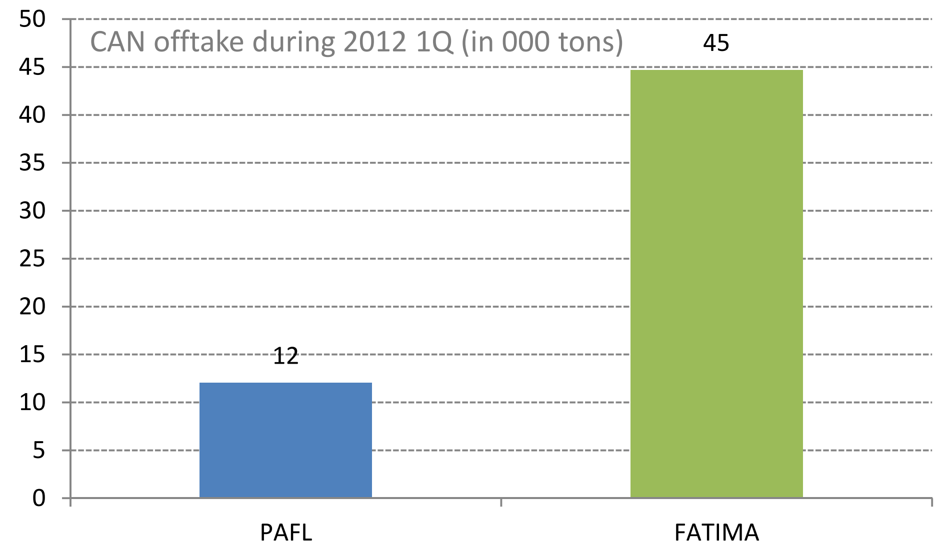
Nitrogen Segment Result - CAN

Highlights during the quarter

- 110k tons CAN produced with utilization at 105%
- Offtake remained slow due to availability of imported Urea, being substitute, at lower price
- Our market share remained at 79%
- Product price remained flat at Rs1,450 per bag
- At quarter end, Fatima Fertilizer had 75k tons of CAN inventory.



	CY 2011*	2012 Q1
Sales	4,543	1,109
Volume (000 M. Tons)	194	45
Average Prices		
• CAN (Rs/bag)	1,169	1,241



* post COD financials only

Phosphate Segment Result - NP

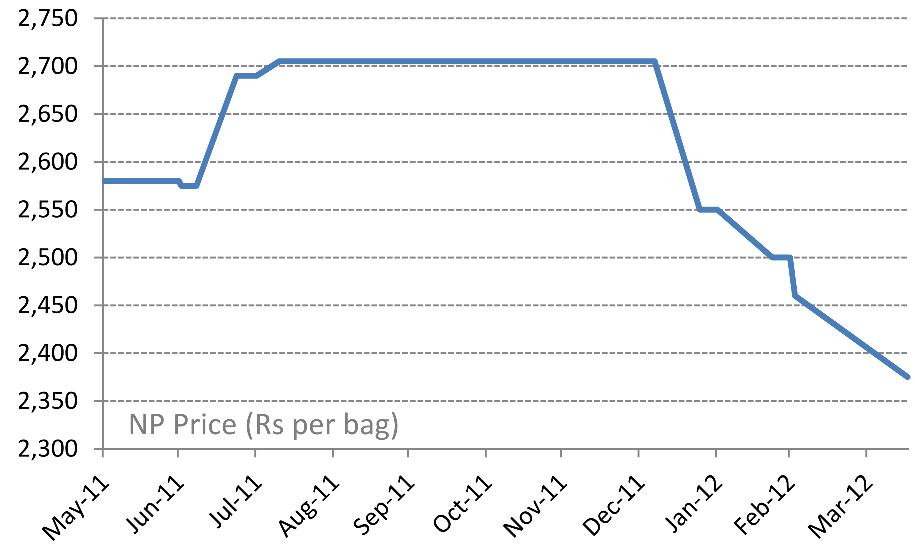
Fatima Fertilizer Company Limited

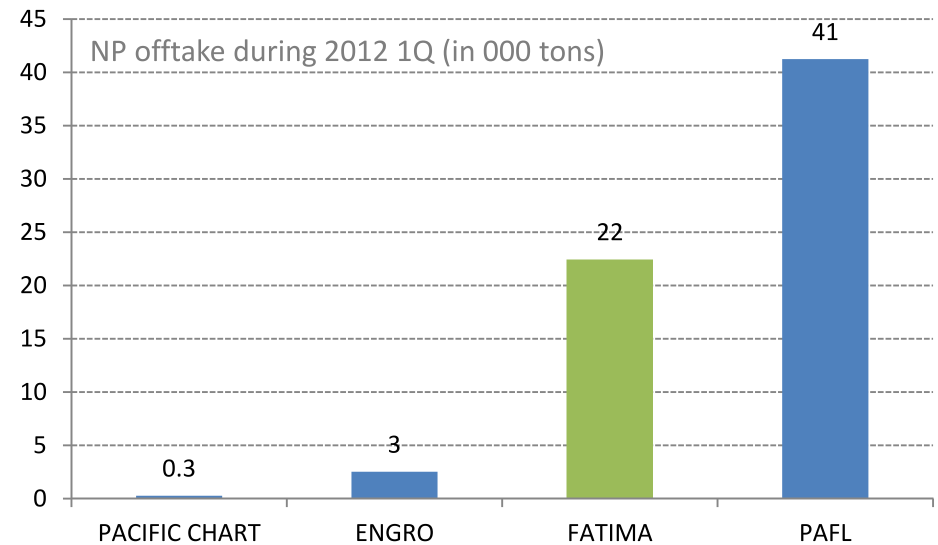
Highlights during the quarter

- 61k tons NP produced with utilization at 67%
- NP offtake was low, being seasonal dip and expectation of price decline.
- Our market share remained at 34%
- Despite price decline, NP margins remained the same as phosrock price also dropped
- At quarter end, Fatima Fertilizer had 74k tons of NP inventory.

	CY 2011*	2012 Q1
Sales	4,697	959
Volume (000 M. Tons)	101	22
Average Prices		
• NP (Rs/bag)	2,319	2,135

* post COD financials only





Business Outlook

- Fertilizer manufacturers are expected to continue to face gas shortages. Fatima not impacted by National Gas grid curtailment.
- So far, the government has imported ~700k tons of Urea
- Another 300k tons of Urea import approved by ECC
- At current international urea price, the import will cost Rs3,400 per bag (Inc-GST) to the government which is 90% higher than domestic urea price of Rs1,790 per bag
- At NFML current price of Rs1,600 a bag, the government has to bear Rs9.3bn additional subsidy (adjusted for sales tax impact) at a time when domestic producers have ample inventory to cater current needs
- Sufficient Urea stock is available (~940k tons as April end) also include 150k tons available with NFML
- Sales of all three products (Urea, CAN & NP) are envisaged to improve in Q2
- The Kharif season demand is expected to be positive as cotton prices continue to be stable
- "Jadoo ki Bori" Campaign successful and unique.
- CDM approval expected in Q2; revenue generation of CERs is expected to accumulate from April 2012.

A group that makes **perfect business sense**

Financial Highlights

Fatima
Fertilizer Company Limited

USD in millions (except EPS and Debt to Equity)	CY 2011*	2012 Q1
Sales	169	37
Gross profit	114	26
EBITDA	105	24
Finance cost	35	16
Taxation – Current	2	0.4
– Deferred	20	2
Profit after taxation	49	5
Earning per ADR*	1.215	0.122
Debt to Equity	57:43	58:42

* post COD financials only
1 ADR = 50 Ordinary shares
PKR/USD: 87.85 for CY 2011 and 90.00 for 2012 Q1

Comparative Stock Performance
Since March 2012 to Date

Fatima Fertilizer Company Limited