

NATIONAL FERTILIZER MARKETING LIMITED **SUMMARY OF ANNUAL REPORT 2025**

INTRODUCTION

National Fertilizer Marketing Limited (NFML) was incorporated on 30th June, 1976 under the Companies Act VII of 1913 and that the company is limited as a Public company limited by shares. NFML is subsidiary of National Fertilizer Corporation of Pakistan (Pvt.) Ltd (NFC).

COMPANY PERFORMANCE:

SALES:

The main activities of the Company are distribution of urea imported by Government through Trading Corporation of Pakistan (TCP). During the year 2024-25, NFML received NIL M.Ton imported urea from TCP with an opening balance of NIL M.Ton urea. As compared to previous financial year 2023-24, NFML sold 220,988.40 M. Tons imported urea during the year 2023-24. The urea was sold to private urea manufacturers (FFC, Engro Fertilizer, Agritech Pvt. Ltd, Fatima Fertilizer) on direction of Federal Government at basket price.

FINANCIAL RESULTS

During the year 2024-25, Company has earned total net profit of Rs. 147.267 million. A brief of financial position is given hereunder:

Year	(Rs. million)	2024-25	2023-24
Operating Profit/(Loss)		(822.292)	399.589
Add: Other income including profit on bank deposits		1,208.498	1,491.004
Less: Finance Cost		(0.015)	(793.390)
Net profit before taxation		386.190	1,097.203
Less: Provision for taxation – current / prior years		(238.923)	(1015.957)
Net profit after taxation		147.267	81.246
Total assets		6,429.653	6,773.707
Total Liabilities		3,938.051	4,376.978
Share Capital		7.000	7.000
Reserves (Net)		2,484.601	2,389.729

The Company earned a before and after tax profit of Rs. 386.190 million and 147.267 million during the year 2024-25 against last year's 2023-24 profit before and after taxation of Rs. 1,097.202 million and Rs. 81.245 million respectively. Other income comprises of income from bank deposits and reversal of certain unclaimed liabilities of security of contractors.

INCOME SOURCE AND INCIDENTALS CHARGES:

NFML is financially self-sustained organization and get no support from Government in the form of grant / aid. Historically, NFML generates its income from two sources i.e. handling charges per bag on sale of urea as approved by ECC of the Cabinet and interest income from bank deposits. As NFML operation conducted on the basis of imported urea as per decision of the Government but during the year 2024-25 no sale of urea was made because TCP did not import the urea whereas in 2023-24, the mechanism for sale of urea was different and the stock received was sold to private urea manufacturers (FFC, Engro Fertilizer, Agritech Pvt. Ltd, Fatima Fertilizer) on direction of Federal Government at basket price and for which NFML worked on this basket pricing model and its costing which includes TCP landed cost, accrued mark-up on Commodity Operation Financing, (CoF), NFML's transportation, bags and handling charges per bag and successfully completed its task on direction of federal government.

EARNING/LOSS PER SHARE:

The basic and diluted earnings per share of the company is Rs. 210 as compared to Rs. 116 per share for the corresponding period.

FINANCIAL STATEMENTS

These financial statements have been endorsed by Chief Executive Officer and Chief Financial Officer of the company, recommended for approval by the Audit Committee of the Board, and approved by the Board of Directors. The Auditors of the company, M/S: Kreston Hyder Bhimji and Co., Chartered Accountants, audited the financial statement and has issued a qualified report to the members.

FUTURE OUTLOOK

NFML has remarkable performance through its diversified workforce, supported by its vibrant infrastructural facility of dealership and storage network. In this regard if NFML allocated should have 5-10% share in the distribution of total UREA and DAP consumption across the country as per directions of Federal Government with the objective to:

- Ensure its availability as per projected demand at uniform price across the country.
- Exercise check on private sector's price to safeguard farmers' interest
- Ensure availability of strategic reserves of urea to meet any unforeseen situation
- Ensure affordable food security of 250 million people of the country

NFML perform distribution of imported urea as and when required by the government. The re-defined role of NFML, after amalgamation in the name of NFC, will be as digital dashboard basis monitoring of the imported / local urea movement and subsidy distribution, to ensure complete visibility and traceability of fertilizer from arrival at the port and dispatch from

private sector factories to the final sale to farmers, with biometrics with enhanced operational efficiency, supply chain transparency, and accountability through the amalgamated company.

CORPORATE SOCIAL RESPONSIBILITY

NFML acknowledges the importance of corporate social responsibility and necessary measures are taken to fulfill its responsibilities.

- The company has tried to keep the private sector urea price under check by providing imported urea in the market at the time of need to ensure its availability to our farming community.
- The company has the credit to make Gwadar port functional by wharfing more than Urea vessels, containing around 5.4 Million MT imported urea.
- The company always supports provincial government to help farming community by supplying urea, in calamity hit areas of the country as special assignment.
- The company always ensures availability of fertilizer in every nook and corner of the country where private sector fail to deliver to safeguard the small farmer interest subject to availability of imported urea stock in NFML's inventory stock.
- The company ensures that the benefit of Government subsidies is passed on to the farming community.
- The company's role helped in improved consumption of urea on account of low price resulted in crops yield improvement.
- The company has excellent relationships with its peers, bankers, regulators and other relevant institutions/organizations.
- The company contributes to National Exchequer in the form of taxes and levies.

COMPLIANCE WITH PUBLIC SECTOR COMPANIES (CORPORATE GOVERNANCE) RULE 2013 AND SOE ACT 2023

The Directors are trying to comply with the requirements of the Public Sector Companies (Corporate Governance) Rules, 2013 and SOE Act 2023, relevant for the year ended June 30, 2024 as practicably applicable. In this connection, the compliance of relevant clauses of the Rules and the Code is stated below:

- The financial statements, prepared by the management of the Company, present fairly its state of affairs, the result of its operations, cash flows and changes in equity
- The Company has maintained proper books of accounts.

- Appropriate accounting policies have been consistently applied in preparation of financial statements and accounting estimates are based on reasonable and prudent judgment.
- International Financial Reporting Standards, as applicable in Pakistan, have been followed in preparation of financial statements and any departure there from has been adequately disclosed.
- The system of internal control is implemented and monitored but it is not sound in design and needs improvement due to technological lack in the system and management is continuously trying to improve it.
- All liabilities in regard to the payment on account of taxes, duties, levies and charges have been fully provided and will be paid in due course or where claim was not acknowledged as liability the same is disclosed as contingent liabilities in the notes to the accounts.
- The annual report of company contains a statement on the remuneration policy and details of the remuneration of members of the Board. Separate figures have been shown for salary, fees, other benefits and other performance-related elements.
- Key operating and financial data for last six years in summarized form is annexed.
- The Company has tried to materially comply with the requirements envisaged in the Rules and the SOE Act except for the clauses which are inconsistent with the constituent documents of the Company.

BOARD OF DIRECTORS AND COMMITTEE MEETINGS

During the year 2024-25, four (04) meeting of Board of Directors was held, which was attended by the followings directors:

SR. NO	NAME OF DIRECTOR	NUMBER OF MEETINGS ATTENDED
1	Socrat Amaan Rana	02
2	Asif Saeed Khan Lughmani	02
3	Salman Mufti	03
4	Kamran Ahmed	01
5	Munir Ahmed	02
6	Mumtaz Hussain Shah	01
7	Anita Turab	01
8	Saira Imdaad Ali	02
9	Niaz Muhammad Khan	02
10	Iftikhar Ali Sahoo	04

11	Muhammad Idrees Khoso	04
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During the year 2024-25, one (02) meeting of Audit Committee was held; which was attended by the followings:

SR.NO	NAME OF DIRECTORS	NUMBER OF MEETINGS ATTENDED
1	Mr. Munir Ahmed	01
2	Ms. Saira Imdaad Ali	01
3	Mr. Iftikhar Ali Sahoo	01

During the year 2023-24, one (01) meeting of HR Committee was held; which was attended by the followings:

SR.NO	NAME OF DIRECTORS	NUMBER OF MEETINGS ATTENDED
1	Momin Ali Agha	01
2	Salman Mufti	01
3	Munir Ahmed	01
4	Iftikhar Ali Sahoo	01

Leave of absence was granted to all these Directors who could not attend the Board/Committee Meetings.

AUDITORS

The retiring Auditor of the company M/S: Kreston Hyder Bhimji & Co. Chartered accountants, being eligible, offer themselves for re-appointment.

PATTERN OF SHAREHOLDING

The pattern of shareholding as on June 30, 2025 is annexed.

NATIONAL FERTILIZER MARKETING LIMITED
KEY OPERATING & FINANCIAL DATA FOR LAST SIX YEARS

ANNEXURE

	2025	2024	2023	2022	2021	2020	(Amount in Rupees Million)
BALANCE SHEET							
- Total Assets	6,429.653	6,773.707	7,138.159	8,987.914	5,173.746	5,546.357	
- Total Equity	2,491.601	2,396.729	2,350.121	1,244.921	1,257.193	1,391.553	
- Total Liabilities	3,938.051	4,376.978	4,788.038	7,742.993	3,916.552	4,154.804	
PROFIT & LOSS							
- Sales	-	33,250.113	31,121.372	515.255	-	3,636.180	
- Cost of Sales	-	(30,811.495)	(19,999.192)	(490.138)	-	(3,536.194)	
- Gross Profit/(Loss)	-	2,438.618	1,122.134	25.118	-	99.986	
- Operating expenses	(822.292)	(2,039.09)	(615.829)	357.845	(378.149)	(438.380)	
- Operating Profit/(Loss)	(822.292)	399.589	506.305	(332.727)	(378.149)	(338.393)	
- Finance Cost	(0.015)	(793.391)	-	-	-	-	
- Other Income	1,208.497	1,491.004	1,109.194	310.214	236.446	474.969	
- Profit/(Loss) before tax	386.190	1,097.202	1,615.498	(22.512)	(141.702)	136.575	
- Income Tax	(238.922)	(1,015.957)	(458.570)	(6.440)	-	(27.271)	
Profit/(Loss) After Taxation	147.268	81.245	1,156.928	(28.953)	(141.702)	109.304	

PATTERN OF SHAREHOLDING
OF NATIONAL FERTILIZER MARKETING LIMITED

AS AT 30TH JUNE 2025

<u>No. of Shareholders</u>	<u>Shareholding</u>	<u>Total shares held</u>
4	holding from 1 to 100 shares	56
-	holding from 101 to 500 shares	-
-	holding from 501 to 1,000 shares	-
-	holding from 1,001 to 5,000 shares	-
-	holding from 5,001 to 10,000 shares	-
-	holding from 120,001 to 125,000 shares	-
-	holding from 135,001 to 140,000 shares	-
1	holding from 550,001 to 700,000 shares	699,944 700,000

<u>Categories of Shareholders</u>	<u>Number</u>	<u>Shares Held</u>	<u>Percentage</u>
- Individuals	4	56	-
- Investment Companies	-	-	-
- Insurance Companies	-	-	-
- Joint Stock Companies (NFC and its Subsidiaries)	1	699,944	100%
- Financial Institutions	-	-	-
- Modarba Companies	-	-	-
	5	700,000	100%