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Our achievements over the years in every business sphere have developed FFC into "The House of Excellence"



## Company Information

#### **BOARD OF DIRECTORS**

Lt Gen Syed Arif Hasan, HI(M) (Retired) Chairman

Lt Gen Mahmud Ahmed, HI(M) (Retired) Chief Executive and Managing Director

Dr Haldor Topsoe Mr Qaiser Javed Brig Arshad Shah, SI(M) (Retired) Mr Tariq Iqbal Khan Brig Aftab Ahmed, SI(M) (Retired) Brig Ghazanfar Ali, SI(M) (Retired) Syed Zaheer Ali Shah Mr Khawar Saeed Dr Nadeem Inayat Mr Istaqbal Mehdi Brig Munawar Ahmed Rana, SI(M) (Retired)

#### **CHIEF FINANCIAL OFFICER**

Mr Abid Maqbool Tel No: 92-51-9272336 Fax No: 92-51-9272337 E-mail: gmf\_cfo@ffc.com.pk

#### **COMPANY SECRETARY**

Brig Muhammad Saleem Suleman, SI(M) (Retired) Tel No. 92-51-9272327 Fax No. 92-51-9272519 E-mail: secretary@ffc.com.pk

#### **REGISTERED OFFICE**

93-Harley Street, Rawalpindi Cantt. Website: www.ffc.com.pk Tel No. 92-51-9272307-14 Fax No. 92-51-9272316 E-mail: ffcrwp@ffc.com.pk

#### **PLANTSITES**

Goth Machhi Sadikabad (Distt: Rahim Yar Khan) Tel No. 92-68-5786420-9 Fax No. 92-68-5786401

#### **Mirpur Mathelo**

(Distt: Ghotki) Tel No. 92-723-651021-24 Fax No. 92-723-651102

#### MARKETING DIVISION

Lahore Trade Centre, 11 Shahrah-e-Aiwan-e-Tijarat, Lahore Tel No. 92-42-6365736 Fax No. 92-42-6366324

#### **KARACHI OFFICE**

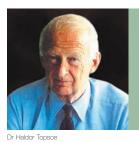
B-35, KDA Scheme No. 1 Karachi Tel No. 92-21-4390115-16 Fax No. 92-21-4390117 & 4390122

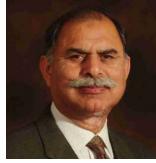
#### **AUDITORS**

M/s KPMG Taseer Hadi & Co. Chartered Accountants



Lt Gen Syed Arif Hasan, HI(M) (Retired) Chairman





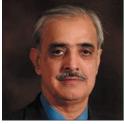
Lt Gen Mahmud Ahmed, HI(M) (Retired) Chief Executive and Managing Director



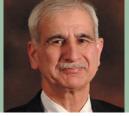




Brig Arshad Shah, SI(M) (Retired)



Mr Tariq Iqbal Khan



Brig Aftab Ahmed, SI(M) (Retired)



Brig Ghazanfar Ali, SI(M) (Retired)



Syed Zaheer Ali Shah



Mr Khawar Saeed



Dr Nadeem Inayat



Mr Istaqbal Mehdi



Mr Abid Maqbool Chief Financial Officer



Brig Muhammad Saleem Suleman SI(M) (Retired) Company Secretary



## Committees of the Board of Directors and Management



#### **BOD COMMITTEES**

#### **Audit Committee**

Chairman Mr Tariq Iqbal Khan Members Mr Qaiser Javed Brig Aftab Ahmad, SI(M) (Retired) Mr Khawar Saeed Syed Zaheer Ali Shah

### Human Resources Committee Chairman

Brig Arshad Shah, SI(M) (Retired) Members Mr Qaiser Javed Brig Ghazanfar Ali, SI(M) (Retired) Dr Nadeem Inayat

#### System & Technology Committee Chairman

Brig Aftab Ahmad, SI(M) (Retired) Members Brig Ghazanfar Ali, SI(M) (Retired)

Dr Nadeem Inayat

#### MANAGEMENT COMMITTEES

**Business Strategy Committee** Chairman Lt Gen Mahmud Ahmed, HI(M) (Retired), (Chief Executive & Managing Director) Members Mr Abdul Waheed Sheikh, General Manager (Technical & **Operations**) Mr Abid Magbool, General Manager Finance/ Chief Financial Officer Dr Muhammad Sadiq, General Manager (Marketing) Brig Muhammad Saleem Suleman, SI(M) (Retired), General Manager Corporate Affairs/Company Secretary

**Executive Committee** Chairman Lt Gen Mahmud Ahmed, HI(M) (Retired). (Chief Executive & Managing Director) Members Mr Abdul Waheed Sheikh, General Manager (Technical & **Operations**) Mr Abid Maqbool, General Manager Finance / Chief Financial Officer Dr Muhammad Sadig, General Manager (Marketing) Mr Tahir Javed, General Manager Plant, Goth Machhi Syed Iqtidar Saeed, General Manager Plant, Mirpur Mathelo Brig Muhammad Saleem Suleman, SI(M) (Retired), General Manager Corporate Affairs / Company Secretary

#### **DIRECTORS' ATTENDANCE AT MEETINGS**

			Human	System &
Directors	Board of	Audit	Resources	Technology
	Directors	Committee	Committee	Committee
Lt Gen Syed Muhammad Amjad, HI, HI(M) (Retired)	5	-	-	-
Lt Gen Mahmud Ahmed, HI(M) (Retired)	5	-	-	-
Dr Haldor Topsoe	-	-	-	-
Mr. Qaiser Javed	5	4	1	-
Mr. Tariq Iqbal Khan	2	4	-	-
Mr. Istaqbal Mehdi	2	-	-	-
Brig Arshad Shah, SI(M) (Retired)	4	-	1	-
Brig Aftab Ahmed, SI(M) (Retired)	4	2	-	2
Brig Ghazanfar Ali, SI(M) (Retired)	4	-	2	2
Syed Zaheer Ali Shah	1	-	-	-
Mr. Khawar Saeed	4	5	-	-
Dr. Nadeem Inayat	5	-	2	1
Brig Munawar Ahmed Rana, SI(M) (Retired)	3	-	-	-
Number of Meetings Held	5	5	2	2
* Retired from Directorship				
Mr. Zaigham Mahmood Rizvi	-	-	-	-
Mr. Nadir Rahman	2	1	-	-



# Notice of Annual General Meeting

Notice is hereby given that the 28th Annual General Meeting of the Shareholders of Fauji Fertilizer Company Limited will be held at Pearl Continental Hotel, Rawalpindi on Tuesday, February 28, 2006 at 1100 hours to transact the following business:-

#### **ORDINARY BUSINESS**

- 1. To confirm the minutes of Extraordinary General Meeting held on December 19, 2005.
- To receive, consider and adopt the Audited Accounts of the Company together with the Auditors' and the Directors' Reports for the year ended December 31, 2005.
- 3. To appoint Auditors for the year 2006 and to fix their remuneration.
- 4. To approve payment of Final Dividend for the year ended December 31, 2005 as recommended by the Board of Directors.
- 5. To transact any other business with the permission of the Chair.

By Order of the Board

Rawalpindi February 06, 2006 Brig Muhammad Saleem Suleman, SI(M) (Retired) Company Secretary

#### NOTES

- 1. The share transfer books of the Company will remain closed from February 20, 2006 to February 28, 2006 (both days inclusive).
- 2. A member of the Company entitled to attend and vote at the Annual General Meeting may appoint a person/representative as proxy to attend and vote in place of the member at the Meeting. Proxies in order to be effective must be received at the Company's Registered Office, 93-Harley Street, Rawalpindi not later than 48 hours before the time of holding the Meeting.
- 3. Any Individual Beneficial Owner of CDC, entitled to vote at this Meeting, must bring his/her original NIC to prove identity, and in case of proxy, a copy of shareholder's attested NIC must be attached with the proxy form. Representatives of corporate members should bring the usual documents required for such purpose.

Meeting the expectations of our stakeholders and our agrarian partners has been the hallmark of our success over the years.

# Operating Highlights

		2000	2001	2002	2003	2004	2005
KEY INDICATORS							
Operating							
Gross margin	%	45.35	46.90	39.78	34.86	37.42	35.71
Pre tax margin	%	41.07	41.68	28.83	23.44	29.02	28.31
Net margin	%	25.92	26.74	18.31	14.95	19.04	19.22
Performance							
Return on assets	%	27.06	35.74	17.18	18.11	23.08	25.36
Total assets turnover		0.66	0.86	0.60	0.77	0.80	0.90
Fixed assets turnover		4.40	7.85	1.76	2.27	2.29	2.77
Inventory turnover	Days	4	12	19	16	11	8
Debtors turnover	Days	26	25	25	28	29	15
Return on equity	%	29.81	33.72	28.55	27.29	32.57	39.36
Return on capital employed	%	27.50	32.94	18.66	19.56	26.41	36.49
Retention (after interim cash)	%	41.79	39.96	33.23	30.67	19.28	21.05
Retention (after prop cash & bonus)	%	22.39	31.95	24.88	18.43	(23.48)	(33.12)
Leverage							
Debt: Equity		8:92	2:98	35:65	28:72	19:81	7:93
Interest cover		13.58	19.14	8.24	10.47	17.36	23.13
Liquidity							
Current		1.72	2.34	1.04	1.04	1.09	0.91
Quick		1.48	1.90	0.79	0.76	0.87	0.69
Valuation							
Earnings per share (pre tax)	Rs.	8.49	10.12	9.81	9.99	12.37	14.62
Earnings per share (after tax)	Rs.	5.36	6.49	6.23	6.37	8.11	9.92
Earnings growth	%	(14.35)	21.18	(4.09)	2.33	27.33	22.31
Breakup value/(Net assets/share)	Rs.	34.58	37.04	41.96	44.92	41.68	25.21
Dividend per share - Interim cash	Rs.	6.00	7.50	8.00	8.50	12.00	9.75
Dividend per share - prop. cash fina	I Rs.	2.00	1.00	1.00	1.50	3.00	2.25
Bonus shares issued	%	_	_	_	_	15.00	40.00
Proposed bonus issue	%	_	_	-	_	15.00	0.00
Total dividend incl. bonus	%	80.00	85.00	90.00	100.00	180.00	160.00
Payout ratio - cash (after tax)	%	58.21	60.04	66.77	69.33	80.72	78.95
Payout ratio incl. prop. cash	%	77.61	68.05	75.11	81.57	102.82	101.62
Total payout - cash & bonus	%	77.61	68.05	75.11	81.57	123.48	133.12
Price earning ratio	,0	7.67	6.29	11.74	14.99	17.19	13.80
Market price to breakup value		1.52	1.06	1.22	1.32	2.81	5.57
Dividend yield	%	15.19	21.61	17.51	16.86	15.36	11.39
Market value per share – Year end	Rs.	41.10	40.85	73.10	95.50	139.45	137.00
Market value per share – High	Rs.	67.50	50.00	73.95	105.95	143.90	180.00
Market value per share – Low	Rs.	36.50	28.40	38.85	69.15	95.75	118.00
•							
Market capitalization (R	s. M)	10,542	10,478	18,750	24,495	41,134	67,606

	2000	2001	2002	2003	2004	2005
KEY INDICATORS			Rs. m	illion		
Historical trends						
Trading results						
Turnover	10,201	11,982	16,787	21,035	21,027	25,481
Gross profit	4,600	5,620	6,678	7,333	7,869	9,098
Operating profit	3,757	4,598	5,220	5,482	6,103	6,727
Profit before tax	4,190	4,994	4,839	4,931	6,103	7,214
Profit after tax	2,644	3,204	3,073	3,145	4,004	4,897
Financial position						
Share capital	2,565	2,565	2,565	2,565	2,950	4,935
Shareholder's funds	8,869	9,502	10,763	11,523	12,295	12,441
Reserves	6,304	6,937	8,198	8,958	9,345	7,506
Property, plant & equipment	2,320	1,527	9,516	9,259	9,181	9,185
Net current assets	3,991	5,586	396	309	775	(1,162)
Long term assets	5,922	4,226	18,761	18,292	16,796	16,985
Long term liabilities	744	224	5,704	4,557	2,868	981
Deferred liabilities	299	86	2,690	2,522	2,407	2,401
Liquid funds (net)	7,531	7,363	4,554	3,393	6,355	5,801

\* Post Balance Sheet Event

## Operating Highlights

#### **ASSETS & LIABILITIES**

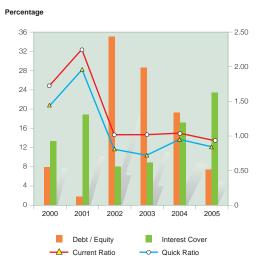


#### COMPARISON OF PROFIT 2005 vs 2004

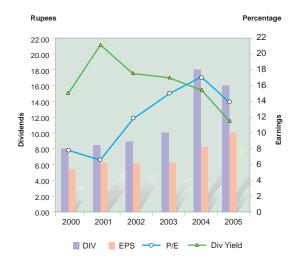
Rs. Million



#### LEVERAGE & LIQUIDITY RATIOS



#### **DIVIDENDS AND EARNINGS**

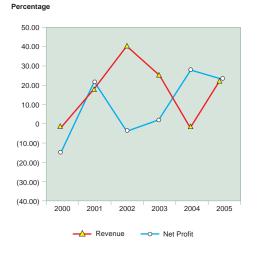


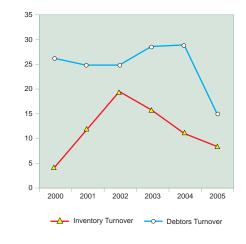
10 ANNUAL REPORT 2005

#### **TURNOVER / NET PROFIT**

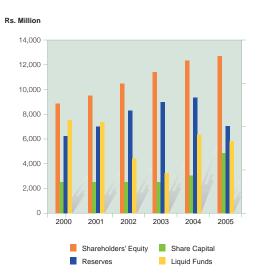
#### INVENTORY & DEBTORS TURNOVER

Number of days

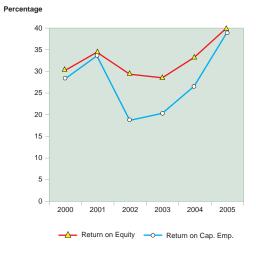




#### **EQUITY / LIQUID FUNDS**



RETURN ON EQUITY AND CAPITAL EMPLOYED



FAUJI FERTILIZER COMPANY LIMITED

11

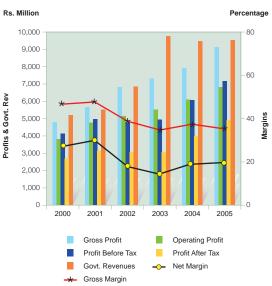
# 2005

## **Directors'** Report

On behalf of the Board, I welcome you to the 28th annual review of your Company's performance during the year ended December 31, 2005.

It pleases me to report yet another hallmark year in which we achieved continued progress in our drive for sustained earnings growth by executing key administrative and operational strategies.

Our profits were recorded at their highest since inception and we continued to maintain a strong financial position and healthy cash flow, in addition to maximizing returns to equity holders. The Board has annexed the necessary financial statements depicting this performance, duly audited, to this report along with consolidated financial statements of the Company and its subsidiary Fauji Fertilizer Bin Qasim Limited (FFBL) to present combined operational results from our investment in FFBL.



#### PROFITS, MARGINS GOVT. REVENUES

#### Year in brief:

- Highest 'Sona' urea production of 2,303 thousand tonnes
- Record total urea offtake of 2,555 thousand tonnes
- Highest ever sales revenue of Rs 25.48 billion
- Urea and phosphatic fertilizer market shares of 62% and 40% respectively (Including sales of FFBL's urea / DAP)
- Record gross and after tax earnings of Rs 9.1 billion and Rs 4.9 billion respectively
- Per share earnings of Rs 9.92 despite dilution due to increase in paid up capital
- Meritorious awards regarding presentation of financial statements for our 2004 Annual Report from ICAP & ICMAP joint committee, NCCA - Karachi and international award from SAFA.

#### **MISSION STATEMENT**

Fauji Fertilizer Company Limited is committed to play its leading role in industrial and agricultural advancement in Pakistan by providing quality fertilizers and allied services to its customers and given the passion to excel, take on fresh challenges, set new goals and take initiatives for development of profitable business ventures.

#### **VISION STATEMENT**

FFC's vision for the 21st Century remains focused on harmonizing the Company with fresh challenges and encompasses diversification and embarking on ventures within and beyond the territorial limits of the Country in collaboration with leading business partners.

#### **CORPORATE STRATEGY**

Our flexible and dynamic corporate strategy strives for enhancing customer satisfaction by adding value over the long run. We aim at creating value for the stakeholders by maintaining and improving our competitive position in the market. This is achieved by focusing on our 'sustainable competitive advantage' that is derived by continuously assembling and exploiting an appropriate combination of resources and capabilities in response to the changing market conditions. Our organizational culture is one of our most fundamental competitive advantages. We have built and preserve an innovationadept culture, a culture that promotes transparency and accountability through honesty, integrity and diligence in our dealing with employees, customers, financial market, government, regulatory authorities, and all the other stakeholders. We consider diversification of our product line as a major factor behind corporate sustainability in the ever changing market scenario. Diversification in business line is also being considered. Our unique corporate strategy gets aligned with the resource allocation system and flows down to the operational levels, thus ensuring its implementation at all levels along with the achievement of the intended results.

## Agriculture and Fertilizer Environment

#### **AGRICULTURAL SECTOR**

Agriculture accounts for nearly 23% of Pakistan's GDP and contributes significantly to the Country's economy by employing about 68% of the rural population.

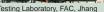
Country's economic expansion continued for the third consecutive year registering an annual growth rate of 8.4% in 2004-05 as against 6.4% last year, widely surpassing the targeted rate of 6.6% and exceeding the 8% mark for the fifth time in the Country's history. The growth is supported by enhanced performance of 15.4% in large-scale manufacturing, impressive recovery of 7.5% in agriculture and a strong 7.9% growth in the services sector.

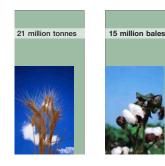
Agriculture performance improved on account of bumper cotton and wheat crops of about 15 million bales and 21 million tonnes respectively. A 7.8% rise in cultivated area, use of improved quality pesticide and favourable weather condition are responsible for the rise in cotton production. The rise in support price, adequate and timely



Demonstration plot, D.I. Khan







supply of inputs including fertilizer, availability of certified

the widespread and timely winter rains helped in achieving higher than targeted wheat production.

Sugarcane production was down by 15.2 percent due to water shortage during Kharif season. Rice, another water intensive crop, grew by 2.9 percent over last year.

#### FERTILIZER INDUSTRY

The Country continues to face urea shortage which is expected to increase with the passage of time. Domestic urea production capacity requires enhancement to cater for growing domestic demand and obviate the need for import of urea at exorbitant cost to the national exchequer.

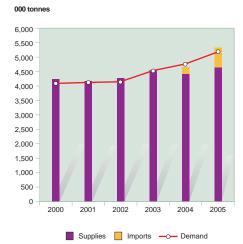
Fertilizer Industry plays a pivotal role in supporting the agriculture based economy of the Country in addition to providing sustenance to the textile, pesticide, banking and other sectors.

Continuation of a robust fertilizer demand for kharif season from end of 2004 is attributable to good commodity prices, stellar agricultural performance, increased farming credit and speculative buying by dealers anticipating short supplies during kharif.

#### **Urea Market**

The urea market exhibited trend of growth throughout the year as a result of favourable economic conditions. The year commenced with a low inventory of 26 thousand tonnes which was 85% lower than that of 2004. Attractive urea market prices and apprehension of uncertain imported urea supplies encouraged the dealers to build up inventories with them. All of this resulted in urea sales of 5,179 thousand tonnes during the year 2005 which

#### INDUSTRY UREA MARKET SUPPLIES VS DEMAND



were 10% higher than 4,716 thousand tonnes sales for 2004. Industry urea production of 4,693 thousand tonnes for the year, which was 6% higher compared to the previous year, resulted from uninterrupted gas supply to all the urea plants. The increased urea requirement was much higher than local production and during the year, 561 thousand tonnes urea was imported by Government of Pakistan to fill this gap. The year ended with urea inventory of 72 thousand tonnes.

A significant shortfall now exists between local production and consumption, which will increase in the future. It is hoped that the Government will soon take appropriate policy decision to redress the situation.

#### **Phosphatic Fertilizers Market**

The industry phosphatic fertilizers (DAP, MAP and TSP) sales of 1,532 thousand tonnes during the year 2005 were 13% higher than 1,357 thousand tonnes sales for 2004. This was inspite of an upward revision in domestic prices resulting from an increase in international prices and local freight cost. Local DAP production of 452 thousand tonnes during the year was 19% higher as compared to 381 thousand tonnes production in 2004. To meet the local requirements 1,415 thousand tonnes

phosphatic fertilizers (1,152 thousand tonnes DAP, 154 thousand tonnes MAP and 109 thousand tonnes TSP) were imported. Due to the high level of imports during the last quarter, the year ended with a huge phosphatic fertilizer inventory of 417 thousand tonnes; as compared to an inventory of 99 thousand tonnes at end December

#### Gas prices

The fertilizer sector is the second largest gas consumer in the Country after the energy sector, utilizing around 23% of annual gas production and continues to be affected by gas price revisions. Gas prices have been increased twice during the year consequent to rising international oil prices. Fuel stock prices increased by 8.25% in the first quarter of 2005 and 5.81% effective July 1, 2005. Feed stock price also soared by 12.5% effective July 1, 2005 pursuant to the Fertilizer Policy 2001. Thus, a highly volatile situation exists evident from fuel gas price increase yet again of 15.51% effective January 01, 2006.

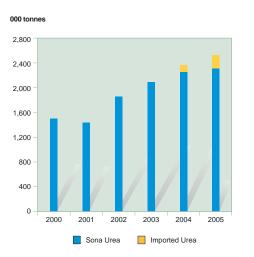
#### **Gas Transmission License**

Consequent to promulgation of Oil and Gas Regulatory Authority (OGRA) Ordinance, FFC is required to obtain gas transmission license from OGRA for transportation of natural gas from Mari fields to FFC plant sites at Goth Machhi and Mirpur Mathelo. As a licensee, the Company is obligated to comply with license regulations, furnish annual reports and operating data on gas quantity transported.

Gas transportation by the Company is for its own use and no profit is made from gas transportation activity. The Company obtained the gas transmission license in April 2005 for a 30 years period, at no annual fee.

## Company Performance

#### **UREA SALES**







Lt Gen Mahmud Ahmed,  $\rm HI(M)$  (Retired), Chief Executive and Managing Director inaugurating FAC, Mirpur Khas.

Dr Muhammad Sadiq, General Manager (Marketing) addressing FAC Mirpur Khas.



Practical demonstration of fertilization, FAC, D.I. Khan.

#### AGRICULTURAL SECTOR

Agriculture accounts for nearly 23% of Pakistan's GDP and contributes significantly to the Country's economy by employing about 68% of the rural population.

Country's economic expansion continued for the third consecutive year registering an annual growth rate of 8.4% in 2004-05 as against 6.4% last year, widely surpassing the targeted rate of 6.6% and exceeding the 8% mark for the fifth time in the Country's history. The growth is supported by enhanced performance of 15.4% in large-scale manufacturing, impressive recovery of 7.5% in agriculture and a strong 7.9% growth in the services sector.

Agriculture performance improved on account of bumper cotton and wheat crops of about 15 million bales and 21 million tonnes respectively. A 7.8% rise in cultivated area, use of improved quality pesticide and favourable weather condition are responsible for the rise in cotton production. The rise in support price, adequate and timely supply of inputs including fertilizer, availability of certified seed and above all, the widespread and timely winter rains helped in achieving higher than targeted wheat production. Sugarcane production was down by 15.2 percent due to water shortage during Kharif season. Rice, another water intensive crop, grew by 2.9 percent over last year.

#### FERTILIZER INDUSTRY

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Continuation of a robust fertilizer demand for kharif season from end of 2004 is attributable to good commodity





## Company Performance

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#### **Phosphatic Fertilizers Market**

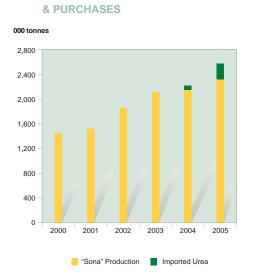
The industry phosphatic fertilizers (DAP, MAP and TSP) sales of 1,532 thousand tonnes during the year 2005 were 13% higher than 1,357 thousand tonnes sales for 2004. This was inspite of an upward revision in domestic prices resulting from an increase in international prices and local freight cost. Local DAP production of 452 thousand tonnes during the year was 19% higher as compared to 381 thousand tonnes production in 2004. To meet the local requirements 1,415 thousand tonnes phosphatic fertilizers (1,152 thousand tonnes DAP, 154 thousand tonnes MAP and 109 thousand tonnes TSP) were imported. Due to the high level of imports during the last quarter, the year ended with a huge phosphatic fertilizer inventory of 417 thousand tonnes; as compared to an inventory of 99 thousand tonnes at end December

#### Gas prices

The fertilizer sector is the second largest gas consumer in the Country after the energy sector, utilizing around 23% of annual gas production and continues to be affected by gas price revisions. Gas prices have been increased twice during the year consequent to rising international oil prices. Fuel stock prices increased by 8.25% in the first quarter of 2005 and 5.81% effective July 1, 2005. Feed stock price also soared by 12.5% effective July 1, 2005 pursuant to the Fertilizer Policy 2001. Thus, a highly volatile situation exists evident from fuel gas price increase yet again of 15.51% effective January 01, 2006.

#### **Gas Transmission License**

Consequent to promulgation of Oil and Gas Regulatory Authority (OGRA) Ordinance, FFC is required to obtain gas transmission license from OGRA for transportation of natural gas from Mari fields to FFC plant sites at Goth Machhi and Mirpur Mathelo. As a licensee, the Company We are always building on our strengths by utilizing the available resources to their maximum and exploring synergies to effect cost saving.



**UREA PRODUCTION** 



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# Image: DescriptionBalancing,Image: DescriptionModernization &Image: DescriptionReplacement (BMR)

is obligated to comply with license regulations, furnish annual reports and operating data on gas quantity transported.

Gas transportation by the Company is for its own use and no profit is made from gas transportation activity. The Company obtained the gas transmission license in April 2005 for a 30 years period, at no annual fee.

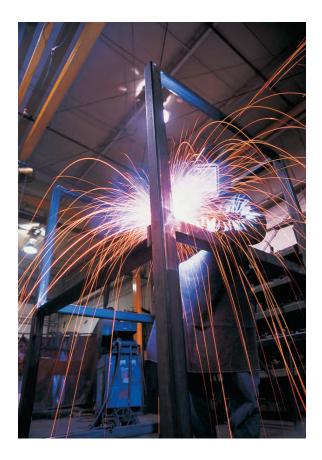
#### MARKETING DIVISION

The Company achieved all time high total urea sales of 2,555 thousand tonnes which included 2,304 thousand tonnes of 'Sona' urea prilled and 251 thousand tonnes of purchased urea. In addition, 588 thousand tonnes of 'Sona' urea granular and 64 thousand tonnes of imported urea were sold on behalf of FFBL. The combined local urea sales of 3,207 thousand tonnes were 8% higher compared to the previous year and resulted in a market share of 62%.

Imported Di-Ammonium Phosphate (DAP) and Triple Super Phosphate (TSP) sales were 178 thousand tonnes and 430 thousand tonnes of DAP were sold on behalf of FFBL. Total phosphatic fertilizer sales were 608 thousand tonnes. This is an increase of 17% over last year as compared to an estimated increase of 13% for the industry. FFC achieved the highest market share of 40% in the industry, compared to 38% in 2004. During the year, 10 thousand tonnes of Sulphate of Potash (SOP) were also sold.

Concerted marketing efforts boosted all fertilizers revenues to a record Rs 25.48 billion out of which Rs 19.36 billion were contributed by 'Sona' urea sales and Rs 2.38 billion are attributable to marketing of imported urea. Urea revenues improved by Rs 3.34 billion over last year while total revenue recorded an improvement of 21% over 2004 results.

The Company continues to market urea, phosphatic, potassic and micronutrient fertilizers all over the Country



through an extensive dealer and field warehousing network. During the year, FFC successfully introduced the micronutrient Boron with the brand name 'Sona Boron' and 313 tonnes were sold. This was meant to support the Company's endeavours to promote balanced fertilizer use. The sales efforts are fully supported by effective Advertising & Sales Promotion and quality Technical Services are provided to farmers throughout the marketing area. This includes the unique concept of providing extension services through five Farm Advisory Centres being operated by the Company.

#### **PLANT SITES**

We created centers of excellence to leverage development,



### Profitability

and formulated a system of shared services to cut costs and increase efficiency. The year proved exceptional not only in terms of output but also for overall efficiency, safety, and high onstream factor of plants. Operational safety and reliability of the plants and equipment were not compromised even at high load.

Total production of 2,303 thousand tonnes of 'Sona' urea registered during the year exceeded the previous best of 2,174 thousand tonnes attained in 2004 by a margin of 129 thousand Tonnes.

#### Plants I & II (Goth Machhi)

Ever highest aggregate annual urea production of 1,593 thousand tonnes was achieved by our Goth Machhi



#### **Appropriation of Profit**

The Company announced two bonus issues of 15% each and one issue of 10% during the year, duly approved by the shareholders in their general meetings. In addition, the Company also announced interim cash dividends of Rs 9.75 per share for 2005 out of available distributable profits of the Company.

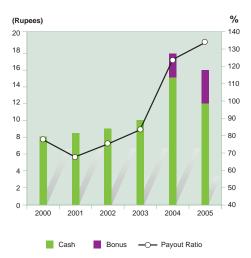
Rs 160 million were transferred from general reserves to cater for dividend distribution during the year. Total earnings for the year, along with reserves, of the Company are recommended by the Board to be finally appropriated as follows:

	Rupees
	"000"
Un-appropriated profit brought forward	1,292,749
Net profit after taxation	4,897,336
	6,190,085
Appropriations:	
Transfer from general reserve	160,000
Dividend on ordinary shares:	
Final Dividend 2004 Rs 3.00 per share	884,911
First interim 2005 Rs 2.50 per share	848,039
Second interim 2005 Rs 4.00 per share	1,560,393
Third interim 2005 Rs 3.25 per share	1,457,992
Transfer to reserve for issue of	
Bonus Shares	1,542,584
	6,293,919
Un-appropriated profit carried forward	56,166

#### Subsequent event

The Board has announced a final cash dividend of Rs 2.25 per share, subject to the approval of shareholders in their meeting scheduled for February 28, 2006 which shall be accounted for in the next period's financial statements. However, this will not impact the payment which will be effected as done last year.

#### DIVIDEND AND PAYOUT RATIO



#### **Contribution to the National Exchequer**

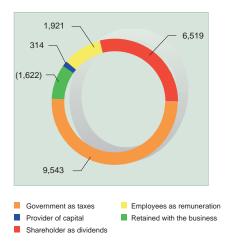
The Company contributed Rs 9.5 billion to the national exchequer during the year through taxes, levies, excise duty, sales tax and gas surcharge with aggregate contribution to-date crossing Rs 71 billion.

The Company also provided value addition to the tune of Rs 16.676 billion during the year which improved by 6% over last year, in addition to foreign exchange savings of 633 million US dollars through import substitution on production of 2,303 thousand tonnes of urea fertilizer this year.

Payments to providers of capital aggregated to Rs 314 million while employee remuneration and shareholders returns amounted to Rs 1,921 million and Rs 6,519 million respectively. Shareholders returns in the form of cash dividends and bonus issues during the year exceeded profitability and resulted in negative retention of Rs 1,622 million.

#### VALUE ADDITION AND DISTRIBUTION During 2005







#### Fauji Fertilizer Bin Qasim Limited (FFBL)

FFBL announced a total cash dividend of 20% during the year which rose by 10% over distribution for 2004 and is an indicator of improved progress of the company.

The consolidated sales revenue of the Group for 2005 improved to Rs 39.76 billion representing an increase of over 22% over last year and resulted in enhanced gross and after tax profits of Rs 13.68 billion and Rs 6.39 billion respectively, attributable to record operational results of both FFC & FFBL. FFBL produced a record 589 thousand tonnes of 'Sona' urea granular and 455 thousand tonnes of 'Sona' DAP. Per share earnings of the Group consequently was boosted to Rs 12.96 which improved by Rs 2.11 over last year's earnings of Rs 10.85 per share.

FFBL has planned Balancing, Modernization and Replacement projects for its ammonia & DAP plants for improved efficiency and capacity enhancement. These projects would enable the Group to further consolidate its market share for its core fertilizers and enhance returns to its shareholders.

#### **Overseas Investment - PMP**

The Company's offshore investment in Pakistan Maroc Phosphore S.A. (PMP) increased to Rs 367.49 million pursuant to the second and third equity calls by PMP. The investment now aggregates to MAD 53.13 million against a total commitment of MAD 100 million.

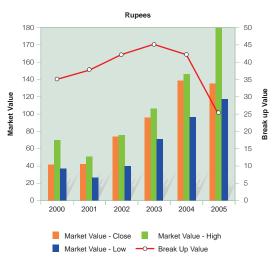
The balance of MAD 46.87 million equals approximately Rs 328 million and shall be remitted on further equity call by PMP. Direct FFC holding in PMP equity is 12.50% while another 12.72% is controlled through FFC's 50.88% investment in FFBL. FFC's total stake, therefore, amounts to 25.22%. Aggregate investment of the two companies in PMP amounted to Rs 1,102 million as at December

Commercial operations are planned to commence by the middle of next year. Orders for water treatment and phosphoric acid plant have been placed and basic engineering of sulphuric acid plant has been completed. Overall, the project is on schedule and its progress is being monitored by the Board of Directors assisted by the Project Monitoring Committee.

#### PATTERN OF SHAREHOLDING

There were 9,760 Company shareholders as of December 31, 2005. Closely held shares (i.e. those held by the sponsors, investment companies, financial institutions, foreign investors and other corporate bodies) amounted to 85% of the total shares outstanding of which 6% were held by foreign shareholders.

MARKE	Т&	
BREAK	UP	VALUES



	No. of Shares
	17 005 040
National Investment Trust	47,095,842
Investment Corporation of Pakistan	2,851,343
Company Executives	524,364
Public Sector Companies and Corporations	18,641,763
Banks, Development Finance Institutions,	
Non-Banking Finance Institutions,	
Insurance Companies, Modarabas, Mutual Funds	84,187,231
Shareholders holding ten percent or	
more voting interest - Fauji Foundation	218,842,864

#### **Categories of Shareholders**

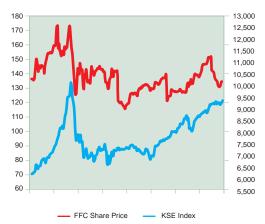
	No. of shareholders	No. of shares held	%age
Investment Companies	16	53,570,956	10.86
Insurance Companies	19	48,393,913	9.81
Joint Stock Companies	138	6,729,862	1.36
Financial Institutions	23	28,070,445	5.69
Modarabas	13	664,415	0.13
Foreign Investors	35	28,371,120	5.75
Leasing Companies	7	357,376	0.07
Mutual Funds	26	12,483,527	2.53
Charitable Trust & Others	95	240,591,060	48.75
Individuals	9,388	74,241,556	15.05
Total Shares	9,760	493,474,230	100.00

#### Shareholders value

Over a span of one and a half years, Company's issued capital increased by Rs 2.37 billion representing aggregate growth of 92.39% by way of bonus issue. Our year-end market capitalization increased to Rs 67.61 billion recording an increase of 65% over last year's Rs 41.1 billion and we were able to further strengthen our dominant position among companies with largest market capitalization.

## FFC SHARE PRICE TRENDS





## Good Governance 8 Listing Regulations

#### **GOVERNANCE PRACTICES**

The Board has established a framework of Good Governance policies which is a compilation of "Best Practices, Ethics and Accountability" in accordance with the Listing Regulations of Stock Exchanges, structured for systematic implementation of principles for direction and control of the Company operations and strategies. The objectives are enhancing performance, safeguarding the interests of stakeholders and promoting market confidence. These Practices, among others, include "Standard of Conduct for Directors / Employees", "Core Values" and, "Policy Statement of Ethics and Business Practices".

Good and proper corporate governance is considered indispensable by the Board to enhance corporate performance by establishing and maintaining a corporate culture that motivates directors, management and employees to maximize long term productivity. It provides the fundamental mechanism to monitor directors' and employees' behaviour and discretion with due diligence through transparency, compliance reporting, corporate accountability, accuracy, accessibility and stakeholders participation in certain fundamental decisions for the pursuit of corporate objectives while conforming to the laws and regulations.

#### **Compliance with Listing Regulations**

There has been no material departure from the best practices of corporate governance, as detailed in the listing regulations. Appropriate accounting policies have been consistently applied and applicable accounting standards were followed in preparation of financial statements of the Company and consolidated financial statements on a going concern basis, for the financial year ended December 31, 2005, which present fairly the state of affairs, results of its operations, profits, cash flows and changes in equities of the Company and its subsidiary for the year under review.

The financial statements comply with the requirements of the Fourth Schedule to the Companies Ordinance, 1984 and applicable IAS notified by the SECP. Accounting estimates are based on reasonable and prudent judgment and there are no outstanding statutory payments on account of taxes, duties, levies and charges. Proper and adequate accounting records have been maintained by the Company in accordance with the Companies Ordinance, 1984. The Company's system of internal control is sound in design and has been effectively implemented and monitored for safeguarding the assets of the Company and for identifying, evaluating and managing any significant risks faced by the Company.

The Board has adopted the requirements of the Code of Corporate Governance in full, including the voluntary provisions. The Board has also issued a "Statement of Compliance with the Code of Corporate Governance" as required by the Code which also states adherence with the listing regulations, in addition to statements in other relevant parts of this report.

As advised by the Audit Committee, the Board is satisfied that the Company has been in full compliance with both mandatory and optional provisions of the listing regulations of the Karachi, Lahore and Islamabad Stock Exchanges throughout the year.

#### **BOARD OF DIRECTORS**

The Board of Directors is responsible for the overall governance and administration of the Company and encourages the shareholders to appoint the Directors and auditors to satisfy themselves that appropriate governance structure is in place.

The offices of the Chairman and the Chief Executive are held separately. The Board comprises twelve nonexecutive Directors including the Chairman while the Chief Executive represents executive directorship on the Board.



Board of Directors & General Managers



# LOGood GovernanceO& ListingCRegulations

The Board exercises the fiduciary powers conferred to it by the Code, the Companies Ordinance, 1984 and the Memorandum and Articles of Association of the Company, through Board meetings which are held in every quarter for reviewing and approving the adoption of Company financial statements in addition to review and adoption of Company business plans, recommendations of the Audit, Human Resources and System and Technology Committees in addition to setting the terms of reference of these committees. The Board held five meetings during the year which were presided over by the Chairman.

The responsibilities include establishing the Company's strategic objectives, providing leadership, supervising the management of the business and reporting to shareholders on their stewardship.



#### **Change of Directors**

The Board bids farewell to Lt Gen Syed Muhammad Amjad HI, HI(M) (Retired) who retired on 27th December 2005. The Board places on record its appreciation for his invaluable contribution and leadership.

Ex-Chairman FFC BoD and Chief Executive FFC

The Board also bids farewell to Mr. Zaigham Mahmood Rizvi and Mr. Nadir Rahman and appreciates their contribution towards the Company.

Mr. Istaqbal Mehdi and Brig Munawar Ahmed Rana, SI(M) (Retired) joined the Board during 2005.

#### **BOARD COMMITTEES**

#### **Audit Committee**

The Audit Committee's role focuses on monitoring compliance with the best practices of the Code of Corporate Governance and relevant statutory requirements, changes in accounting policies and practices, compliance with applicable accounting standards and listing regulations.

It recommends to the Board of Directors the terms of appointment of external auditors by Company shareholders and reviews their recommendations related to audit. Other responsibilities include monitoring the internal audit function, safeguarding Company's assets through appropriate internal control systems including financial and operational controls, accounting system and reporting structure, preliminary review of business plans and quarterly, half-yearly and annual results prior to approval and publication by the Board.

The committee comprises five members all of whom are non-executive Directors of the Company including its Chairman. The Committee met five times during the year and held separate meetings with the Chief Financial Officer, Head of Internal Audit and the External Auditors as required by the Code of Corporate Governance.

#### **Internal Audit function**

The Board has implemented a sound and effective internal control system including operational, financial and compliance controls to carry on the business of the Company in a controlled environment in an efficient manner to address the Company's basic objectives including overall administration, performance, profitability, safeguarding Company assets, proper accounting records and compliance with the laws and regulations, the 'Standard of Conduct for Directors / Employees', 'Core Values' and 'Policy Statement of Ethics and Business Practices'.

Internal audit findings are regularly reviewed by the Audit Committee, suitably investigated, where necessary, action taken on the basis of recommendations contained in the internal audit reports. Their reports are also presented before the external auditors.



High moral standards and impeccable business ethics have been our guiding beacons.

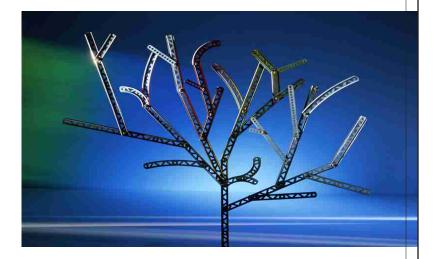
The internal audit function is independent from the management and directors of the company and consists of suitably qualified and experienced persons conversant with Company policies and procedures.

#### **External Auditors appointment**

The Company auditors M/s Taseer Hadi Khalid & Company, Chartered Accountants have changed their name to KPMG Taseer Hadi & Company, Chartered Accountants. Their audit for the financial year ended December 31, 2005 has been completed and they shall retire on the conclusion of the 28th annual general meeting. The auditors have indicated their willingness to continue in office as auditors and the Board, on the proposal of the Audit Committee, recommends their reappointment as auditors for the next financial year on the same terms and conditions.

#### **Human Resources Committee**

The Committee's role is to assist the Board in the evaluation and approval of employee benefit plans including the appointment and remuneration of the Chief Financial Officer, the Company Secretary and the Head of Internal Audit in accordance with the Code of Corporate Governance, performance awards, 10 C bonus, incentives and recommends financial package for Central Bargaining Agent (CBA) agreement to the Board. The Committee also reviews and recommends compensation/benefits for the Chief Executive Officer/Managing Director in consultation with the Company Secretary. It also assists the Board in determining retirement emoluments including gratuity,



pension etc based on actuarial reports, welfare projects, induction and succession planning and recommends any adjustments deemed fair and necessary to attract/retain high caliber staff.

The Committee comprises four members including the Chairman from the non-executive Directors of the Board. The Committee held two meetings during the year. Meetings are held on as required basis or when directed by the Board of Directors. General Manager (Human Resources) is the Secretary of the Committee who submits minutes of meetings duly signed by the Chairman to the Company Secretary for circulation to the Board.

#### System & Technology Committee

The Committee comprises three members including the Chairman from the non-executive Directors of the Board. The Committee held two meetings during 2005 to review change in system and procedures and to discuss proposals suggested by the management on technological innovations impacting production and marketing of fertilizers through plant up-gradation, Information Technology etc. with relevant cost benefit analysis.

Other responsibilities include keeping abreast with the continuous Improvements in technological advancements (CITA), its implementation in manufacturing, marketing and at administrative levels with periodic review and to promote awareness of all stakeholders on the need for investment in fertilizer/information technologies, review of proposals and recommendations to the Board of Directors.





118th Board of Directors Meeting



Members of the Executive Committee

#### **Diversification Committee**

This Committee comprises four members and is responsible for exploring and evaluating new avenues for investment by the Company and presentations to the Board for approval.

In recent years, opportunities for quantum leaps in profits of corporates have arisen from acquisition and diversification. The Company's acquisition of PSFL is a case in point. During the year, the Committee held two meetings to review various proposals.

#### Management

The Company management is supervised by the Chief Executive and Managing Director of the Company to implement policies and monitor procedures adopted by the Board, carry out Board directives under delegated authorities to achieve Company objectives and provide feed back on the Board strategies.

The management ensures execution of smooth business operations including manufacturing and marketing of

fertilizers, identification of potential operational, market and business risks, implementation of effective budgetary controls for preparation of annual business plans/ cash forecasts and reporting deviations thereof. Management is also responsible for implementation of internal controls including segregation of duties, financial and accounting controls for accuracy and completeness of accounting records, authorization, recording and accurate processing of transactions, compliance with statutory and other regulations and timely preparation of reliable financial information for circulation to the shareholders.

#### **Business Strategy Committee**

The identification and management of risks is entrusted to the Business Strategy Committee in addition to overseeing the treasury, operations and credit functions. The Committee is also responsible for staying abreast of developments and trends in the Industry to assist the Board in planning for future capital intensive investments and growth of the Company in addition to other duties delegated to it by the Board.

This Committee is composed of five members from the management of the Company and held meetings during the year under the chairmanship of the Chief Executive & Managing Director of the Company.

#### **Executive Committee**

Executive Committee is responsible for continuous review of Company operations, establishing adequacy of Company operational, administrative and control policies adopted by the Board and monitoring compliance thereof. The Committee is also responsible for receiving feedback from different operational functions, preparing comprehensive agendas and feasibilities for matters requiring Board's approval and for dealings on the Board's behalf with matters of an urgent nature when the Board of Directors is not in session in addition to other duties delegated by the Board.

This Committee is also chaired by the Chief Executive & Managing Director of the Company and is composed of seven members from management of the Company. The Committee held meetings as and when required during the year.



# Image: Good GovernanceImage: Governance<tr

#### **Cash Flow Management**

The Company has an effective Cash Flow Management System in place whereby cash inflows and cash outflows are projected on regular basis. Working capital requirements of the Company for 2006 have been planned to be financed through internal cash generations and short term financings from external resources. Adequate provision for dividend payments have been made in the financial model for 2006 alongwith disbursements for operational needs, stores & spares, BMR and capital projects.

The investment portfolio of the Company is fairly diversified, ranging from investments in Government bonds to mutual funds, which aims at tapping the positive developments in the financial sector. Investment of surplus funds alongwith strategic placements are made after thorough financial evaluation.

#### **Risk Mitigation**

The Company is not exposed to any major concentration of credit risk; exposure is managed through application of credit limits to its customers in addition to obtaining guarantees and by dealing with variety of major banks and financial institutions.

#### Commitments

The Company placed orders for items of capital nature, procurement of fertilizers, stores and spares with international vendors during the year. Outstanding requisitions in respect of services and materials at the year end, for which the Company is committed to pay either through issuance of purchase orders or letters of credits in favour of the vendors, aggregated to Rs 981 million.

Company's commitment towards equity participation in PMP during the year was reduced to MAD 46.88 million, approximately equivalent to Pak Rupees 311.25 million, payable upon equity calls by PMP.

Committed lease rentals include payments for premises and vehicles. Schedule of payments required by the International Accounting Standards is stated in note 13 to the financial statements.

During the year the Company won a case pending in the Supreme Court on appeal filed by the Customs authorities for Rs 179 million in respect of import of duty free first charge Catalysts for the expansion unit.

#### **CORPORATE ACCOUNTABILITY**

I am extremely pleased to inform you that our corporate reporting has continued to achieve laurels for excellence in disclosures and presentation both in the Country and across the borders.

Our Annual Report for the year 2004 has been able to achieve the top position for the third consecutive year, in the annual report competition 2004 conducted by joint committee of the Institute of Chartered Accountants of Pakistan and the Institute of Cost and Management Accountants of Pakistan, in addition to being similarly adjudged the best in the Chemical and Fertilizer sector.

In addition, we have been able to maintain our international financial reporting repute by winning the top award for the second year in a row in the Manufacturing Sector of the South Asian Federation of Accountants (SAFA) Best Presented Accounts Award 2004.

The Company also continues to be the proud winner of the Karachi Stock Exchange (KSE) "Top 25 Companies Award" for listed companies for the eleventh consecutive year, and has further been able to achieve recognition of the Rawalpindi Chamber of Commerce for excellent and meritorious performance.

We have also been able to once again secure the top position for best design, layout and graphics at the "Annual International Graphic Print Material Exhibition 2004", organized by the National Council of Culture & Arts – Pakistan.



GM Finance / CFO receiving the ICAP & ICMAP Best Corporate Report Award 2004 for the First Position in the Chemical and Fertilizer Sector.











ICAP & ICMAP **Overall Award** 

Sector Award Award Award

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FAUJI FERTILIZER COMPANY LIMITED

#### **EMPLOYEE RELATIONS, TRAINING & WELFARE**

Corporate governance and social responsibility play important roles in the decisions that guide our Company. We value our employees and are committed to supporting their health and safety.

Personnel within the Company possess capabilities commensurate with their responsibilities. Our employees understand and value the Company objectives, the markets in which it operates and the risks it faces. Their determined endeavour towards meeting these requirements is the driving force for performance and success of the Company, which in turn ensures their job stability and satisfaction.

The Company regularly conducts in-house seminars/training courses at Plants and Marketing. Over a span of time, all management employees are sent on training courses within the Country and those with potential are sent abroad to enhance professional capabilities and broaden their perspectives.

The Company contributes towards employee provident fund, gratuity and pension, balances in respect of which aggregated to Rs 2,143 million at year end 2005, as against Rs 1,753 million at year end 2004.

#### SOCIAL RESPONSIBILITIES

A 20-bed welfare hospital has been completed for the neighbouring community of Mirpur Mathelo complex. Contract for the construction of coronary care unit at district hospital, Ghotki and a secondary school have also been awarded. The Company contributed over Rs 40 million to the President's Earthquake Relief Fund. In addition, donations of relief goods and cash were also made by Company employees to victims of the devastating October earthquake.



Dr. Haldor Topsoe, personally donated US \$ 160,000 towards the earthquake relief fund . The Board unanimously thanks Dr. Haldor Topsoe for his generous contribution.

#### **Technical and Training Services**

The Company provides various technical services and training courses facilities for other local and foreign companies. Local companies given technical and training services during the year included:

- OMV
- Unilever
- Ittehad Chemicals
- Pakistan Petroleum
- TNB Liberty Power
- Attock Refinery
- BHP Billiton
- Pakistan Refinery
- AES Lalpir
- ENI
- Packages

FFC personnel also participated in turnarounds of Gulf Petrochemical Industries, Bahrain and Samad Fertilizer, Saudi Arabia.

trained and highly motivated

# LΩSafety,OHealth &CEnvironment

The Company ensures provision of a secure and healthy work environment that protects and safeguards the rights of our employees which in turn ensures optimum levels of performance. A safe environment has primacy over all business requirements and is essential for a welltrained, disciplined and motivated work force. Our certification for international safety standard, OHSAS-18001 demonstrates our commitment to strict compliance with plant safety standards and reflects our corporate commitment to safe practices which is also endorsed by various awards of honour over the years from National Safety Council, U.S.A.

Safety audits based on DuPont approach and OSHA standards are conducted regularly at the plant sites. Promotion of safety culture through the following is ensured:

- training sessions on handling of safety equipment
- training on emergency plan
- safety-related rehearsals
- safety week observed at Mirpur Mathelo site
- a 'spot the hazard' competition
- exhibition of safety items
- fire fighting competition
- safety booklets for contractors issued containing emergency response information, safety talk material, and material safety datasheets for workforce.

Our Goth Machhi Complex achieved 2.85 million manhours of safe operation while the Mirpur Mathelo complex accumulated 1.47 million man-hours of safe operation at the end of year. Award from National Safety Council, U.S.A. was also achieved for the Mirpur Mathelo complex. New fire truck and firehouse building were commissioned at Mirpur Mathelo that have enabled the Company to provide help to surrounding industries and local population in case of need.

The ISO-9002 quality standard certification confirms our commitment to performance standards – which is also reflected as excellent quality of our renowned brand "Sona".

We are also conscious of our responsibility to preserve our natural resources and have implemented initiatives to protect the environment. This is reflected through our certification for international environment standards, ISO-14001:1996. Engineering of several environment-related projects has been completed for execution in year 2006. We are also continuously striving for development of green belts, tree plantation and a lush green ecosystem plant sites.

Developmental work in Mirpur Mathelo township continued. Milestones for year 2005 have been addition of BOQ, officer's mess, squash court, jogging track, construction of new and renovation of existing houses, addition of green strips, new cafeteria, and a shopping mall. We have developed a framework of shared values and business goals that encourages creativity



## Future Outlook & WTO Challenges

#### **FUTURE OUTLOOK**

A quality that clearly sets us apart is consistently delivering on our commitments, which is fully validated and endorsed by our business and agrarian partners. We have earned this reputation through organized and highly disciplined processes that guide every strategy.

The medium to long term projected demand supply gap situation together with commissioning of our BMR projects with enhanced urea production capacities would further consolidate our market presence and allow improved returns to the Company and its stakeholders. These strong industry dynamics provide the confidence to safely adopt the going concern assumption.

Consistent endeavours by our dedicated employees towards achieving excellence in all operational spheres provides us further assurance for positive growth of the Company.

However, the unpredictable climatic conditions, highly volatile gas prices and Govt policies are factors beyond the Company's control and therefore present profitability risks to the whole of the fertilizer sector.

#### WTO CHALLENGES

Competitive indigenous fertilizer pricing combined with brand preference provides us confidence for a secure future and ability to safely meet WTO challenges.

The management believes that WTO implications would not have a negative impact on the Company's overall operations.

#### CONCLUSION

I am extremely thankful for the continued support of the Board of Directors whose strategies, vision and consistent efforts contributed significantly towards achieving excellence in all strategic and operational spheres, in an increasingly demanding corporate culture. Their leadership has been the driving force which navigated the Company through another successful year.

The Company is immensely proud of its human capital for demonstrating commitment and for consistently delivering outstanding performances resulting in a new level of profitability in FFC's success story.

We would also like to thank our shareholders, business partners, Mari Gas Company Limited, the Government of Pakistan and our extremely valued customers whose faith and support over the years has nurtured a mutually beneficial relationship which play a pivotal role in improving our product, services and contributions to the economy at large.

We will continue to work on implementation of strategies drawn up, monitoring results and making course corrections where required.

voran

CHAIRMAN Lt Gen Syed Arif Hasan HI(M), Retired

Rawalpindi January 31, 2006 We shall conduct our employment activities with the highest principles of honesty, integrity, truthfulness and honour. To this end, we are to avoid not only impropriety, but also the appearance of impropriety.

We shall not make, recommend, or cause to be taken

contract,

agreement, investment, expenditure or transaction known or believed to be in violation of any law, regulation or corporate policy.

We shall not use our respective positions in employment to force, induce, coerce, harass, intimidate, or in any manner influence any person, including subordinates, to provide any favour, gift or benefit, whether financial or otherwise, to ourselves or others.

In business dealings with suppliers, contractors, consultants, customers and government entities, we shall not provide or offer to provide, any gratuity, favour or other benefit and all such activities shall be conducted strictly on an arm's length business basis.

While representing the Company in dealings with third parties we shall not allow ourselves to be placed in a position in which an actual or apparent conflict of interest exists. All such activities shall be conducted strictly on an arm's length business basis. All of us shall exercise great care in situations in which a preexisting personal relationship exists between an individual and any third party or Government employee or official of an agency with whom the Company has an existing or potential business relationship. Where there is any doubt as to the propriety of the relationship, the individual shall report the relationship to management so as to avoid even the appearance of impropriety.

We shall not engage in outside business activities, either directly or indirectly, with a customer, vendor, supplier or agent of the Company, or engage in business activities which are inconsistent with, or contrary to, the business activities of the Company.

We shall not use or disclose the Company's trade secret, proprietary or confidential information, or any other confidential information gained in the performance of Company duties as a means of making private profit, gain or benefit.



At **FFC** we seek uncompromising integrity through each individual's effort towards quality product for our customers and sizable contribution to the national exchequer.

Our **business** success is dependent on trusting relationships. Our reputation is founded on the integrity of the Company's personnel and our commitment to our principles of:

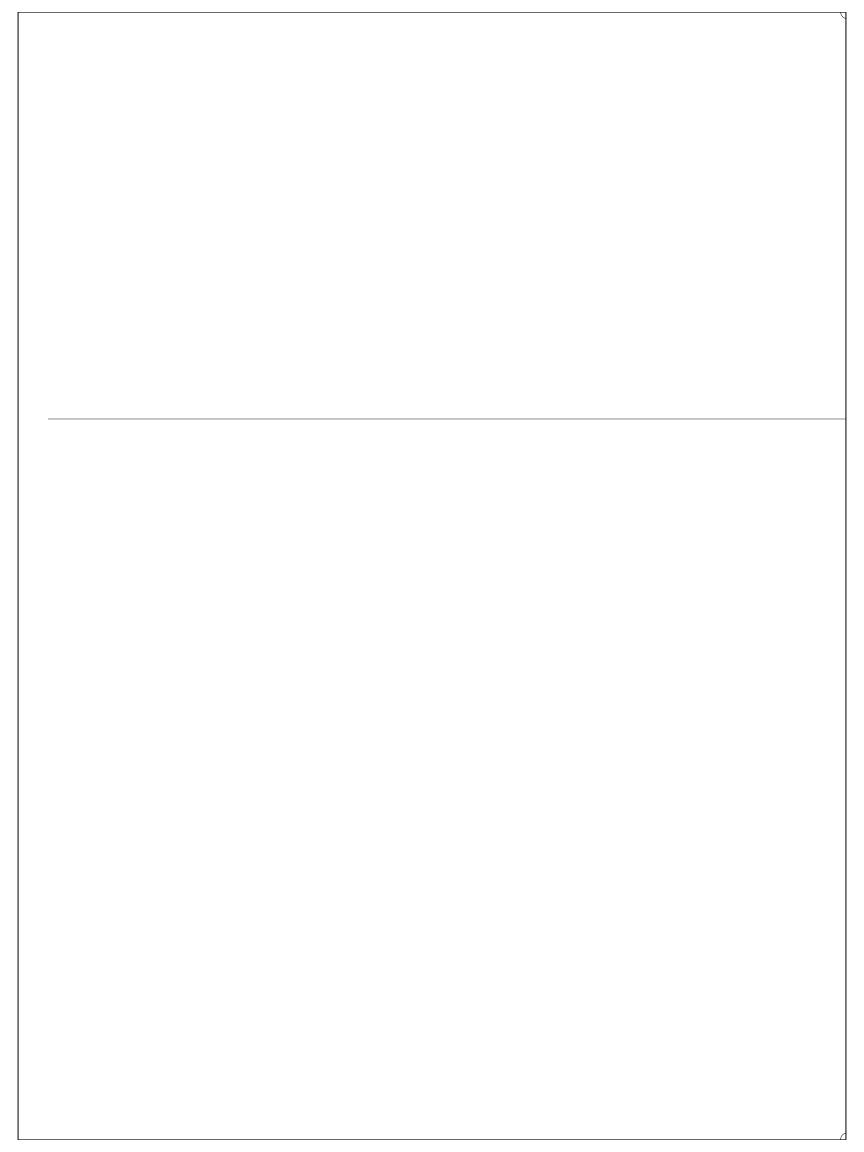
**Honesty** in communicating within the Company and with our business partners, suppliers and customers, while at the same time protecting the Company's confidential information and trade secrets.

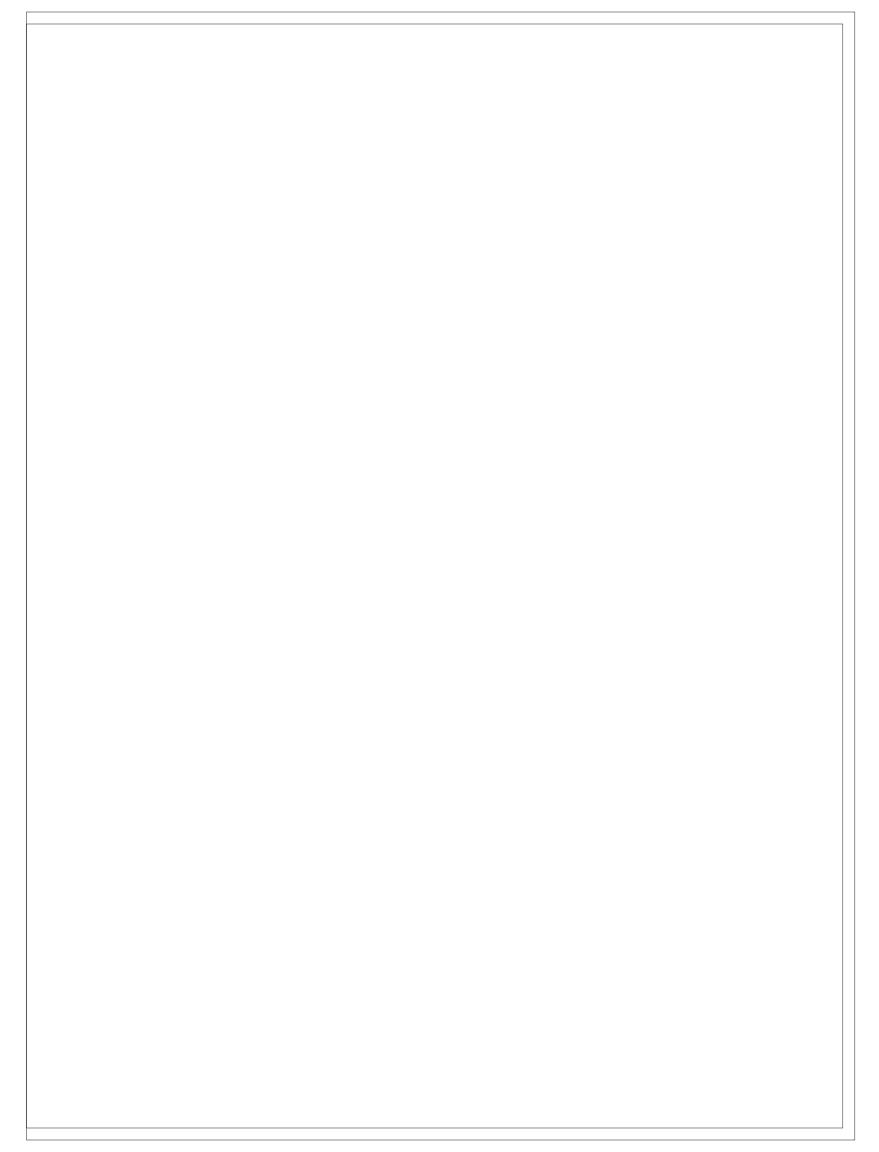
Excellence in high-quality products and services to our customers.

Consistency in our word and deed.

**Compassion** in our relationships with our employees and the communities affected by our business.

**Fairness** to our fellow employees, stakeholders, business partners, customers and suppliers through adherence to all applicable laws, regulations and policies and a high standard of moral behaviour.





### Statement of Compliance With the Code of Corporate Governance

This statement is being presented to comply with the Code of Corporate Governance contained in the listing regulations of Karachi, Lahore and Islamabad Stock Exchanges for the purpose of establishing a framework of good governance, whereby a listed company is managed in compliance with the best practices of corporate governance.

The Company has applied the principles contained in the Code in the following manner:

- 1. The Company encourages representation of independent non-executive directors and directors representing minority interests on its Board of Directors. At present the Board includes at least 5 independent non-executive directors, 1 executive director and 1 director representing minority shareholders.
- 2. The directors have confirmed that none of them is serving as a director in more than ten listed companies, except Mr Tariq lqbal Khan for whom relaxation has been obtained by NIT and communicated to us vide NIT's letter No. NIT.CG-05/FFC-008/0 dated November 24, 2005.
- 3. All the resident directors of the Company are registered as taxpayers and none of them has defaulted in payment of any loan to a banking company, a DFI or an NBFI or, being a member of a stock exchange, has been declared as a defaulter by that stock exchange.
- 4. Casual vacancies occurred in the Board during the year 2005 were filled up within 30 days of occurrence.
- 5. The Company has prepared a 'Statement of Ethics and Business Practices', which has been signed by all the directors and employees of the Company.
- 6. The Board has developed a vision / mission statement, overall corporate strategy and significant policies of the Company. A complete record of particulars of significant policies along with the dates on which they were approved or amended has been maintained.
- 7. All the powers of the Board have been duly exercised and decisions on material transactions, including appointment and determination of remuneration and terms and conditions of employment of the CEO have been taken by the Board.
- 8. The meetings of the Board were presided over by the Chairman and the Board met at least once in every quarter. Written notices of the Board meetings, along with agenda and working papers, were circulated at least seven days before the meetings. The minutes of the meetings were appropriately recorded and circulated.
- 9. The Board arranged One orientation course for its directors during the year 2005 to apprise them of their duties and responsibilities.
- 10. Officers having positions of CFO, Company Secretary and Head of Internal Audit were appointed prior to the implementation of the Code of Corporate Governance. Terms of appointment, including remuneration in case of future appointments on these positions will be approved by the Board.

- 11. The directors' report for this year has been prepared in compliance with the requirements of the Code and fully describes the salient matters required to be disclosed.
- 12. The financial statements of the Company were duly endorsed by CEO and CFO before approval of the Board.
- 13. The directors, CEO and executives do not hold any interest in the shares of the Company other than that disclosed in the pattern of shareholding.
- 14. The Company has complied with all the corporate and financial reporting requirements of the Code.
- 15. The Board has formed an audit committee. It comprises Five members, who all are non-executive directors including the chairman of the committee.
- 16. The meetings of the audit committee were held at least once every quarter prior to approval of interim and final results of the Company and as required by the Code. The terms of reference of the committee have been formed and advised to the committee for compliance.
- 17. The Board has set-up an effective internal audit function who are considered suitably qualified and experienced for the purpose and are conversant with the policies and procedures of the Company and they are involved in the internal audit function on a full time basis.
- 18. The statutory auditors of the Company have confirmed that they have been given a satisfactory rating under the quality control review programme of the Institute of Chartered Accountants of Pakistan, that they or any of the partners of the firm, their spouses and minor children do not hold shares of the Company and that the firm and all its partners are in compliance with International Federation of Accountants (IFAC) guidelines on code of ethics as adopted by Institute of Chartered Accountants of Pakistan.
- 19. The statutory auditors or the persons associated with them have not been appointed to provide other services except in accordance with the listing regulations and the auditors have confirmed that they have observed IFAC guidelines in this regard.
- 20. We confirm that all other material principles contained in the Code have been complied with.

Lt Gen Mahmud Ahmed, HI(M) (Retired) Chief Executive & Managing Director

Dated: January 31, 2006 Place: Rawalpindi 2005

#### Review Report to The Members on Statement of Compliance With the Best Practices of Code of Corporate Governance

We have reviewed the Statement of Compliance with the best practices contained in the Code of Corporate Governance prepared by the Board of Directors of Fauji Fertilizer Company Limited, ("the Company") to comply with the Listing Regulations of the Karachi, Lahore and Islamabad Stock Exchanges where the Company is listed.

The responsibility for compliance with the Code of Corporate Governance is that of the Board of Directors of the Company. Our responsibility is to review, to the extent where such compliance can be objectively verified, whether the Statement of Compliance reflects the status of the Company's compliance with the provisions of the Code of Corporate Governance and report if it does not. A review is limited primarily to inquiries of the Company personnel and review of various documents prepared by the Company to comply with the Code.

As part of our audit of financial statements we are required to obtain an understanding of the accounting and internal control systems sufficient to plan the audit and develop an effective audit approach. We have not carried out any special review of the internal control system to enable us to express an opinion as to whether the Board's statement on internal control covers all controls and the effectiveness of such internal controls.

Based on our review, nothing has come to our attention, which causes us to believe that the Statement of Compliance does not appropriately reflect the Company's compliance, in all material respects, with the best practices contained in the Code of Corporate Governance as applicable to the Company for the year ended December 31, 2005.

Islamabad January 31, 2006 KPMG TASEER HADI & CO. CHARTERED ACCOUNTANTS

# 2005

## Auditors' Report to The Members of Fauji Fertilizer Company Limited

We have audited the annexed balance sheet of Fauji Fertilizer Company Limited ("the Company") as at December 31, 2005 and the related profit and loss account, cash flow statement, and statement of changes in equity together with the notes forming part thereof, for the year then ended and we state that we have obtained all the information and explanations which, to the best of our knowledge and belief, were necessary for the purposes of our audit.

It is the responsibility of the Company's management to establish and maintain a system of internal control, and prepare and present the above said statements in conformity with the approved accounting standards and the requirements of the Companies Ordinance, 1984. Our responsibility is to express an opinion on these statements based on our audit.

We conducted our audit in accordance with the auditing standards as applicable in Pakistan. These standards require that we plan and perform the audit to obtain reasonable assurance about whether the above said statements are free of any material misstatement. An audit includes examining, on a test basis, evidence supporting the amounts and disclosures in the above said statements. An audit also includes assessing the accounting policies and significant estimates made by management, as well as, evaluating the overall presentation of the financial statements. We believe that our audit provides a reasonable basis for our opinion and, after due verification, we report that:

- (a) in our opinion, proper books of account have been kept by the Company as required by the Companies Ordinance, 1984;
- (b) in our opinion -
  - the balance sheet and profit and loss account together with the notes thereon have been drawn up in conformity with the Companies Ordinance, 1984 and are in agreement with the books of account and are further in accordance with accounting policies consistently applied, except for the change referred to in note 3.7.4 with which we concur;
  - (ii) the expenditure incurred during the year was for the purpose of the Company's business; and
  - (iii) the business conducted, investments made and the expenditure incurred during the year were in accordance with the objects of the Company.
- (c) in our opinion and to the best of our information and according to the explanations given to us, the balance sheet, profit and loss account, cash flow statement and statement of changes in equity together with the notes forming part thereof conform with approved accounting standards as applicable in Pakistan, and give the information required by the Companies Ordinance, 1984, in the manner so required and respectively give a true and fair view of the state of the Company's affairs as at December 31, 2005 and of the profit, its cash flows and changes in equity for the year then ended;
- (d) in our opinion Zakat deductible at source under the Zakat and Ushr Ordinance, 1980 (XVIII of 1980), was deducted by the Company and deposited in the Central Zakat Fund established under section 7 of that Ordinance.

Islamabad January 31, 2006

#### KPMG TASEER HADI & CO. CHARTERED ACCOUNTANTS

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		2005	2004
	Note	(Ruj	pees '000)
SHARE CAPITAL AND RESERVES			
Share capital	4	4,934,742	2,949,703
Capital reserve	5	160,000	160,000
Reserve for issue of bonus shares		-	442,455
Revenue reserves	6	7,346,166	8,742,749
		12,440,908	12,294,907
NON CURRENT LIABILITIES	7	981,078	2,868,403
DEFERRED TAXATION	8	2,401,000	2,407,000
CURRENT LIABILITIES			
Trade and other payables	9	6,737,803	5,831,105
Interest and mark - up accrued	11	81,644	74,233
Short term borrowings	12	2,504,963	100,000
Current portion of long term:	7		
- Financing		1,845,658	2,184,088
- Loan		-	1,741
- Murabaha		41,667	83,333
Taxation		1,414,418	598,297
		12,626,153	8,872,797
CONTINGENCIES AND COMMITMENTS	13		
		28,449,139	26,443,107

The annexed notes 1 to 41 form an integral part of these financial statements.

#### As at December 31, 2005

		2005	2004
	Note	2005 (Rup	2004 ees '000)
			223 000)
PROPERTY, PLANT AND EQUIPMENT	14	9,184,727	9,180,716
GOODWILL	15	1,673,849	1,778,464
LONG TERM INVESTMENTS	16	6,058,006	5,765,699
LONG TERM LOANS AND ADVANCES	17	64,545	67,328
LONG TERM DEPOSITS AND PREPAYMENTS	18	3,435	3,492
CURRENT ASSETS			
Stores, spares and loose tools	19	2,154,318	1,727,309
Stock in trade	20	560,472	219,180
Trade debts	21	659,713	1,407,736
Loans and advances	22	116,810	86,368
Deposits and prepayments	23	26,097	24,633
Other receivables	24	579,802	560,895
Short term investments	25	6,195,252	4,565,457
Cash and bank balances	26	1,172,113	1,055,830
		11,464,577	9,647,408

28,449,139

26,443,107

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Director

Chairman

Chief Executive

# Profit and Loss Account For the year ended December 31, 2005

		2005		2004
	Note	(Ru	pees 'O	00)
Sales	27	25,481,121		21,027,030
Cost of sales	28	16,382,714		13,157,653
GROSS PROFIT		9,098,407		7,869,377
Distribution cost	29	2,371,208		1,766,652
		6,727,199		6,102,725
Finance cost	30	325,999		372,949
Other expenses	31	626,819		560,494
		5,774,381		5,169,282
Other income	32	1,439,955		933,762
NET PROFIT BEFORE TAXATION		7,214,336		6,103,044
Provision for taxation	33	2,317,000		2,099,000
NET PROFIT AFTER TAXATION		4,897,336		4,004,044
E-minute and the second diluted (Demose)	24	0.00		0.11
Earnings per share - basic and diluted (Rupees)	34	9.92		8.11

The annexed notes 1 to 41 form an integral part of these financial statements.

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Chairman

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Director

Chief Executive

# 2005

#### **Cash Flow Statement** For the year ended December 31, 2005

	Note	2005 (Rup	2004 ees '000)
CASH FLOWS FROM OPERATING ACTIVITIES			
Cash generated from operations	36	8,063,619	10,001,809
Finance cost paid		(311,601)	(410,332)
Income tax paid		(1,506,879)	(1,945,613)
Payment to gratuity fund		(35,825)	(43,681)
Payment to pension fund		(32,249)	(27,321)
Net cash from operating activities		6,177,065	7,574,862
CASH FLOWS FROM INVESTING ACTIVITIES			
Fixed capital expenditure		(787,074)	(627,157)
Proceeds from sale of property, plant and equipment		19,724	21,180
Interest received		390,219	356,643
Investment in Pakistan Maroc Phosphore S.A., Morocco		(188,187)	(179,300)
Decrease in other investments		1,226,305	1,023,625
Dividend received from FFBL		950,466	475,233
Net cash generated from investing activities		1,611,453	1,070,224
CASH FLOWS FROM FINANCING ACTIVITIES			
Long term financing - proceeds		-	600,000
- repayments		(2,225,755)	(1,453,859)
Long term loans - repayments		(1,741)	(1,740)
Long term murabaha - repayments		(41,666)	(83,333)
Increase / (decrease) in short term borrowings		2,400,908	(2,872,333)
Dividends paid		(4,854,691)	(3,765,585)
Net cash used in financing activities		(4,722,945)	(7,576,850)
Net increase in cash and cash equivalents		3,065,573	1,068,236
Cash and cash equivalents at beginning of the year		4,108,330	3,039,894
Effect of exchange rate changes		2,550	200
Cash and cash equivalents at end of the year	37	7,176,453	4,108,330

The annexed notes 1 to 41 form an integral part of these financial statements.

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Chairman

Chief Executive

Director

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FAUJI FERTILIZER COMPANY LIMITED

## **Statement of Changes in Equity** For the year ended December 31, 2005

	Share capital	Capital reserve	Reserve for issue of bonus shares	General reserve	Unappropriated profit	Total
			(Rupees	'000)		
Balance at December 31, 2003	2,564,959	160,000	-	8,600,000	582,496	11,907,455
Net profit for the year ended December 31, 2004	-	-	-	-	4,004,044	4,004,044
Transfer from general reserve	-	-	827,199	(1,150,000)	322,801	-
Dividends						
Final dividend 2003: Rs 1.50 per share	-	-	-	-	(384,743)	(384,743)
First interim Rs 3.25 per share	-	-	-	-	(833,612)	(833,612)
Second interim Rs 4.75 per share	-	-	-	-	(1,218,356)	(1,218,356)
Third interim Rs 4.00 per share	-	-	-	-	(1,179,881)	(1,179,881)
Bonus shares issued	384,744	-	(384,744)	-	-	-
Balance at December 31, 2004	2,949,703	160,000	442,455	7,450,000	1,292,749	12,294,907
Net profit for the year ended December 31, 2005	-	-	-	-	4,897,336	4,897,336
Transfer from general reserve	-	-	-	(160,000)	160,000	-
Dividends						
Final dividend 2004: Rs 3.00 per share	-	-	-	-	(884,911)	(884,911)
First interim 2005: Rs 2.50 per share	-	-	-	-	(848,039)	(848,039)
Second interim 2005: Rs 4.00 per share	-	-	-	-	(1,560,393)	(1,560,393)
Third interim 2005: Rs 3.25 per share	-	-	-	-	(1,457,992)	(1,457,992)
Transfer from un-appropriated profit	-	-	1,542,584	-	(1,542,584)	-
Bonus shares issued	1,985,039	-	(1,985,039)	-	-	-
Balance at December 31, 2005	4,934,742	160,000	-	7,290,000	56,166	12,440,908

The annexed notes 1 to 41 form an integral part of these financial statements.

man Chairman

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Director

Chief Executive

#### 1. STATUS AND NATURE OF BUSINESS

Fauji Fertilizer Company Limited ("the Company") is a public company incorporated in Pakistan under the Companies Act, 1913, (now the Companies Ordinance, 1984) and its shares are quoted on the Karachi, Lahore and Islamabad stock exchanges of Pakistan. The registered office of the Company is situated at 93 - Harley Street, Rawalpindi, Pakistan. The Company is domiciled in Rawalpindi. The principal activity of the Company is manufacturing, purchasing and marketing of fertilizers and chemicals, including investment in other fertilizer and chemical manufacturing operations.

#### 2. STATEMENT OF COMPLIANCE

These financial statements have been prepared in accordance with the approved accounting standards as applicable in Pakistan and the requirements of the Companies Ordinance, 1984. Approved accounting standards comprise of such International Accounting Standards (IAS) as notified under the provisions of the Companies Ordinance, 1984. Wherever, the requirements of the Companies Ordinance, 1984 or directives issued by the Securities and Exchange Commission of Pakistan differ with the requirements of these standards, the requirements of the Companies Ordinance, 1984 or the said directives take precedence.

#### 3. SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES

#### 3.1 Accounting convention and basis of preparation

These financial statements have been prepared under the historical cost convention except that investments at fair value through profit or loss and investments available for sale are measured at their fair values. The identifiable assets and liabilities of Pak Saudi Fertilizers Limited (PSFL) have been measured at their fair value on acquisition.

The preparation of financial statements in conformity with IASs requires management to make judgments, estimates and assumptions that affect the application of policies and reported amounts of assets and liabilities, income and expenses. The estimates and associated assumptions are based on historical experience and various other factors that are believed to be reasonable under the circumstances, the results of which form the basis of making the judgments about carrying values of assets and liabilities that are not readily apparent from other sources. Actual results may differ from these estimates.

The estimates and underlying assumptions are reviewed on an ongoing basis. Revisions to accounting estimates are recognised in the period in which the estimates are revised.

Significant areas requiring the use of management estimates in these financial statements relate to the useful life of depreciable assets, provision for doubtful receivables and slow moving inventory. However, assumptions and judgments made by management in the application of accounting policies that have significant effect on the financial statements are not expected to result in material adjustment to the carrying amounts of assets and liabilities in the next year.

#### 3.2 Retirement benefits

a) The Company has the following plans for its employees:

#### Funded Gratuity Scheme

Defined benefit funded gratuity for all eligible employees who complete qualifying period of service and age.

#### **Funded Pension Scheme**

Defined benefit funded pension for all eligible employees who complete qualifying period of service and age.

These funds are administered by trustees. Annual contributions to the gratuity and management staff pension funds are based on actuarial valuation using Projected Unit Credit Method, related details of which are given in note 10 to the financial statements. All contributions are charged to profit and loss account for the year. Actuarial gains / losses in excess of corridor limit (10% of the higher of fair value of assets and present value of obligation) are recognised over the average remaining service life of the employees.

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#### **Contributory Provident Fund**

Defined contributory provident fund for all eligible employees for which contributions are charged to profit and loss account.

#### b) Compensated absences

The Company has the policy to provide for encashable compensated absences of its employees in accordance with respective entitlement on cessation of service; related expected cost thereof has been included in the financial statements.

#### 3.3 Taxation

Provision for current taxation is based on taxable income at the current rates of taxation after taking into account tax credits and tax rebates, if any.

Deferred tax is accounted for using the balance sheet liability method in respect of all taxable temporary differences arising from differences between the carrying amount of assets and liabilities in the financial statements and the corresponding tax bases used in the computation of taxable profit. Deferred tax liabilities are recognised for all taxable temporary differences and deferred tax assets are recognised to the extent that it is probable that taxable profits will be available against which the deductible temporary differences, unused tax losses and tax credits can be utilised.

Deferred tax is calculated at the rates that are expected to apply to the period when the differences reverse, based on tax rates that have been enacted.

#### 3.4 Property, plant and equipment and capital work in progress

Property, plant and equipment including those acquired on PSFL acquisition, are stated at cost less accumulated depreciation except freehold land and capital work in progress, which are stated at cost. Cost comprises acquisition and other directly attributable costs. Property, plant and equipment acquired on PSFL acquisition are stated at their cost to the Company, which represents their fair value on acquisition, less accumulated depreciation.

Depreciation is provided on a straight-line basis to write off the cost of an asset over its estimated useful life without taking into account any residual value. Full year's depreciation is charged on normal additions, while no depreciation is charged on items deleted during the year.

Maintenance and repairs are charged to profit and loss account as and when incurred. Major renewals and improvements are capitalised and the assets so replaced, if any, are retired. Gains and losses on disposal of assets, if any, are included in profit and loss account currently.

Initial fill of catalysts in the ammonia plant is capitalised with plant and machinery whereas costs of subsequent replacements of such catalysts are included in property, plant and equipment and depreciated on a straight line basis over their estimated useful lives.

#### 3.5 Impairment

The carrying amount of the Company's assets are reviewed at each balance sheet date to identify circumstances indicating occurrence of impairment loss or reversal of previous impairment losses. If any such indications exist, the recoverable amounts of such assets are estimated and impairment losses or reversal of impairment losses are recognized in the profit and loss account. Reversal of impairment loss is restricted to the original cost of the asset.

#### 3.6 Goodwill

On acquisition of an entity, difference between the purchase consideration and the fair value of the identifiable assets and liabilities acquired, is initially recognised as goodwill and amortised on a straight line basis over the estimated useful life of the acquired depreciable assets with reversal of related deferred tax liability.

#### 3.7 Investments

#### 3.7.1 Investment in subsidiary

Investments in subsidiaries are initially recognised at cost. At subsequent reporting dates, the recoverable amounts are estimated to determine the extent of impairment losses, if any, and carrying amounts of investments are adjusted accordingly. Impairment losses are recognised as expense. Where impairment losses subsequently reverse, the carrying amounts of the investments are increased to the revised recoverable amounts but limited to the extent of initial cost of investments. A reversal of impairment loss is recognised in the profit and loss account.

#### 3.7.2 Investment in associates

Investments are initially recognised at cost. At subsequent reporting dates, the recoverable amounts are estimated in order to determine the extent of impairment losses, if any, and carrying amounts of investments are adjusted accordingly. Impairment losses are recognised as expense. Where impairment losses subsequently reverse, the carrying amounts of the investments are increased to the revised recoverable amounts but limited to the extent of initial cost of investments. A reversal of impairment loss is recognised in the profit and loss account.

#### 3.7.3 Investment in joint venture

Investments in joint ventures are initially recognised at cost. At subsequent reporting dates, the recoverable amounts are estimated to determine the extent of impairment losses, if any, and carrying amounts of investments are adjusted accordingly. Impairment losses are recognised as expense. Where impairment losses subsequently reverse, the carrying amounts of the investments are increased to the revised recoverable amounts but limited to the extent of initial cost of investments. A reversal of impairment loss is recognised in the profit and loss account.

#### 3.7.4 Investments available for sale

Pursuant to the changes in IAS-39 "Financial Instruments: Recognition and Measurement", the Company now takes gains or losses on re-measurement of available for sale investment to equity. Previously, these investments were initially recognised at cost and at subsequent reporting dates were measured at their fair values. Gains or losses from changes in fair values were recognised in the profit and loss account. There is no effect of this change on the current and previous year's profit and loss account and retained earnings.

#### 3.7.5 Investments held to maturity

Investments with fixed or determinable payments and fixed maturity, which the Company has the positive intent and ability to hold to maturity, are carried at amortised cost, using the effective interest rate method less impairment losses, if so determined.

#### 3.7.6 Investments at fair value through profit or loss

Investments which are acquired principally for the purpose of selling in the near term or the investments that are part of a portfolio of financial instruments exhibiting short term profit taking, are classified as investments at fair value through profit or loss. These are stated at fair values with any resulting gains or losses recognized directly in the profit and loss account. The fair value of such investments representing listed equity securities are determined on the basis of prevailing market prices.

#### 3.8 Stores, spares and loose tools

These are valued at weighted average cost except for items in transit, which are valued at invoice price and related expenses incurred upto the balance sheet date. For items which are slow moving and / or identified as surplus to the Company's requirement, a provision is made for excess of book value over estimated realisable value.

#### 3.9 Stock in trade

Stocks are valued at the lower of cost and net realisable value except for stock in transit which is valued at invoice price and related expenses incurred upto the balance sheet date. Cost includes applicable purchase cost and manufacturing expenses.

Cost is determined as follows:Raw materialsat weighted average costWork in process )at weighted average cost of purchases andFinished goods )applicable manufacturing expenses

Net realisable value signifies the estimated selling price in the ordinary course of business less net of estimated cost of completion and selling expenses.

#### 3.10 Foreign currencies

Transactions in foreign currencies are recorded in the books at the rates of exchange prevailing on the date of transaction. Monetary assets and liabilities in foreign currencies at each period end are translated into rupees at the rates prevailing on the balance sheet date. Exchange differences are included in the profit and loss account for the year.

#### 3.11 Revenue recognition

Sales revenue is recognised at the time of dispatch of goods to customers. Return on bank deposits and investments and interest on loans are accounted for on a time proportion basis using the applicable rate of return / interest. Scrap sales and miscellaneous receipts are recognised on realised amounts. Commission on sale of the subsidiary company products is recognised when such products are sold on its behalf. Dividend income is recognized when right to receive the dividend is established.

#### 3.12 Borrowing costs

Borrowing costs incurred upto the date of commencement of commercial production are capitalised. All other borrowing costs are recognised as an expense in the period in which these are incurred.

#### 3.13 Provisions

Provisions are recognised when the Company has a present legal or constructive obligation as a result of past events, it is probable that an out flow of resources embodying economic benefits will be required to settle the obligation and a reliable estimate can be made of the amount of obligation.

#### 3.14 Basis of allocation of common expenses

Selling and distribution expenses are allocated to the subsidiary company, in proportion to the sales volume handled on their behalf under the Inter Company Services Agreement.

#### 3.15 Dividend appropriation

Dividend is recognized as a liability in the period in which it is declared.

#### 3.16 Cash and cash equivalents

Cash and cash equivalents are carried in the balance sheet at cost. For the purpose of cash flow statement, cash and cash equivalents comprise cash in hand, cash with banks on current, saving and deposit accounts and other short term highly liquid investments that are readily convertible to known amounts of cash and which are subject to insignificant risk of change in value.

#### 3.17 Related party transactions

All transactions involving related parties arising in the normal course of business are conducted at arm's length at normal commercial rates on the same terms and conditions as third party transactions using valuation modes, as admissible, except in extremely rare circumstances where, subject to the approval of the Board of Directors, it is in the interest of the Company to do so.

#### 3.18 Offsetting

Financial assets and liabilities are offset and the net amount is reported in the balance sheet, if the Company has a legally enforceable right to setoff the recognised amounts and the Company intends to settle either on a net basis or realise the asset and settle the liability simultaneously.

#### 3.19 Financial instruments

Financial assets and liabilities are recognised when the Company becomes a party to the contractual provisions of the instrument and assets and liabilities are stated at fair value. The Company derecognises the financial assets and liabilities when it ceases to be a party to such contractual provisions of the instruments. The Company recognises the regular way purchase or sale of financial assets using settlement date accounting.

#### a) Trade and other payables

Liabilities for trade and other payables are carried at cost which is the fair value of the consideration to be paid in the future for goods and services received.

#### b) Trade and other receivables

Trade and other receivables are recognised and carried at original invoice amount / cost less an allowance for any uncollectible amounts.

#### c) Derivative financial instruments

Any gain or loss from re-measuring the hedging instrument at fair value is recognised in the profit and loss account.

#### d) Cash and bank balances

Cash in hand and at banks are carried at cost.

#### 3.20 Operating leases

Rentals payable under operating leases are charged to profit and loss account on a straight line basis over the term of the relevant lease.

				2005		2004
				(Rupe	es '0	00)
4.	SHARE CAPITAI					
	ISSUED, SUBSCRIBED AND PAID UP CAPITAL					
	2005	2004				
	256,495,902	256,495,902	Ordinary shares of Rs.10 each fully paid in cash	2,564,959		2,564,959
	236,978,328	38,474,385	Ordinary shares of Rs.10 each issued as fully paid bonus shares.	2,369,783		384,744
	493,474,230	294,970,287		4,934,742		2,949,703

#### AUTHORISED SHARE CAPITAL

This represents 500,000,000 (2004: 500,000,000) ordinary shares of Rs 10 each amounting to Rs. 5,000,000 thousand.

**4.1** Fauji Foundation held 44.35% (2004: 44.35%) ordinary shares of the Company at the year end.

			2005	2004
		Note	(Rupees '0	)00)
5.	CAPITAL RESERVE			
	Share premium	5.1	40,000	40,000
	Capital redemption reserve	5.2	120,000	120,000
			160,000	160,000

#### 5.1 Share premium

This represents premium of Rs 5 per share received on public issue of 8,000,000 ordinary shares of Rs 10 each in 1991.

#### 5.2 Capital redemption reserve

This represents reserve setup on redemption of preference shares of Rs 120,000 thousand in 1996.

		Note	2005 (Rupees '00		2004
6.	REVENUE RESERVES	note	(Rupe	es oc	10)
	General reserve Unappropriated profit		7,290,000 56,166		7,450,000 1,292,749
			7,346,166		8,742,749
7.	NON CURRENT LIABILITIES				
	Long term financing - secured Long term murabaha - secured	7.1 7.2	981,078		2,826,736 41,667
7.1	Long term financing - secured		981,078		2,868,403
	Loans from banking companies	7.1.1			
	i) ABN Amro Bank - Syndicated	7.1.1.1	275,000		458,333
	ii) Muslim Commercial Bank Limited (MCB)	7.1.1.1	300,000		500,000
	iii) National Bank of Pakistan (NBP)	7.1.1.1	500,000		833,333
	iv) Habib Bank Limited (HBL -1)	7.1.1.1	468,750		656,250
	v) Habib Bank Limited (HBL - 2)	7.1.1.2	125,000		187,500
	vi) United Bank Limited (UBL -1)	7.1.1.2	125,000		187,500
	vii) United Bank Limited (UBL - 2)	7.1.1.2	100,000		100,000
	viii) United Bank Limited (UBL - 3)	7.1.1.2	500,000		500,000
	ix) Citibank N.A.	7.1.1.3	-		805,174
			2,393,750		4,228,090
	Other loans				
	Term Finance Certificates (TFCs)	7.1.2	432,986		782,734
	Government of Pakistan Ioan - 5th Danish Credit	7.1.3	-		1,741
			2,826,736		5,012,565
	Less: Current portion shown under current liabilitie	S	1,845,658		2,185,829
			981,078		2,826,736

7.1.1 Terms and conditions of long term finances are given below:

Lender	Mark-up rate p.a. (%)	No of half- yearly instalments outstanding	Date of final repayment
ABN	6 months' Treasury Bill rate+1.3	3	May 29, 2007
MCB	6 months' Treasury Bill rate+1.3	3	May 30, 2007
NBP	6 months' Treasury Bill rate+1.3	3	May 29, 2007
HBL - 1	6 months' Treasury Bill rate+1.3	5	May 30, 2008
HBL - 2	6 months' Treasury Bill rate+1.0	4	December 31, 2007
UBL - 1	6 months' Treasury Bill rate+1.0	4	December 31, 2007
UBL - 2	4.5	On maturity	November 02, 2006
UBL - 3	3.5	On maturity	May 31, 2006
Citibank N.A.	6 months' Treasury Bill rate+1.0	On maturity	April 03, 2005
5th Danish Credit	8.75	-	October 01, 2005

- **7.1.1.1** Finances (i) through (iv) are secured by an equitable mortgage on the assets of the Company and hypothecation of all assets including plant, machinery, tools and spares, and all other moveable properties situated at Goth Machhi including stocks and book debts ranking pari passu with each other. These loans have been obtained for the acquisition of PSFL.
- **7.1.1.2** Finances (v) through (viii) have been obtained to meet the permanent working capital requirements of the Company. Finances (v) and (vi) are secured by an equitable mortgage on the assets of the Company and hypothecation of all assets including plant, machinery, tools and spares, and all other moveable properties situated at Goth Machhi including stocks and book debts ranking pari passu with each other. Finances (vii) and (viii) are secured against lien on Pakistan Investment Bonds.
- **7.1.1.3** Loan (ix) represented US Dollar loan disbursed in Pak Rupees at the exchange rate prevailing on the date of disbursement and was secured against lien on Government of Pakistan Special US Dollar Bonds. The interest payable half yearly, as well as principal were to be repaid in equivalent amounts of presentation currency by applying the exchange rate prevailing on the respective repayment dates. This loan was obtained for the acquisition of PSFL. It was fully repaid during the year.
- **7.1.2** Term Finance Certificates (TFC's) represent private placement with 2 institutional investors (2004: 3 institutional investors) for a period of 5 years (2004: periods ranging from 3 to 5 years). The annual rate of profit is State Bank of Pakistan discount rate plus 1.5% with a floor of 11% and cap of 16%. The balance amount of principal of TFCs at December 31, 2005 is to be repaid in 4 half-yearly installments in arrears. These are secured by an equitable mortgage on the assets of the Company and hypothecation of all assets including plant, machinery, tools and spares, and all other moveable properties situated at Goth Machhi including stocks and book debts ranking pari passu with each other.

#### 7.1.3 Government of Pakistan loan - secured

This loan represented the onlent proceeds of credit obtained by the Government of Pakistan from an international agency.

This loan was disbursed in foreign currency and was repayable in local currency. Disbursements were determined for repayment in Rupees by translation at the rates of exchange prevailed on the respective dates of disbursement. Interest on loan also included the Government's exchange risk commission. This loan was secured by a mortgage in favour of the Government of Pakistan over the Company's fixed assets. The loan was fully repaid during the year.

		2005	2004
		(Ru	pees '000)
7.2	Long term murabaha - secured		
	Faysal Bank Limited	41,667	125,000
	Less: Current portion shown under current liabilities	41,667	83,333
		_	41,667

The above murabaha financing carries mark-up at 4.5% p.a. Principal and mark-up are repayable in half yearly installments upto May 31, 2006. This is secured by a registered charge on all present and future fixed and current moveable assets of the Company ranking pari passu with long term loans. The facility was obtained for the acquisition of PSFL.

	was obtained for the acquisition of 1 of E.				
			2005		2004
		Note	(Ru	pees '00	00)
8.	DEFERRED TAXATION				
	The balance of deferred tax is in respect of the following major temporary differences:				
	Accelerated depreciation Provision for slow moving / surplus spares, doubtful debts, other receivables		2,445,504		2,516,000
	and short term investments		(44,504)		(109,000)
			2,401,000		2,407,000
9.	TRADE AND OTHER PAYABLES				
	Creditors		1,186,285		490,354
	Accrued liabilities		936,082		652,802
	Consignment account with				·
	Fauji Fertilizer Bin Qasim Limited - unsecured Other liabilities		267,744 15,994		305,034 14,131
	Sales tax payable		135,938		319,168
	Deposits		66,665		58,772
	Retention money		21,522		14,742
	Advances from customers		2,748,929		2,603,204
	Workers' Profit Participation Fund	9.1	386,728		327,845
	Workers' Welfare Fund		346,444		316,225
	Unclaimed dividend		625,472		728,828
			6,737,803		5,831,105
9.1	Workers' Profit Participation Fund				
	Balance at beginning of the year		327,845		265,499
	Interest on funds utilised in Company's business		-		369
	Allocation for the year		386,728		327,845
	Payment to the fund during the year		(327,845)		(265,868)
			386,728		327,845

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#### 10. RETIREMENT BENEFIT FUNDS

a) Movement in the asset recognised in the balance sheet:

	Funded gratuity	Funded pension (Rupee	Total 2005 s '000)	Total 2004
Balance at beginning of the year	_	(929)	(929)	12,353
Expense for the year	35,825	33,178	69,003	57,720
Payments to funds during the year	(35,825)	(32,249)	(68,074)	(71,002)
Balance at end of the year	-	_	-	(929)

#### b) Reconciliation of the asset recognised in the balance sheet:

	Funded gratuity	Funded pension (Rup	Total 2005 ees '000)	Total 2004
Present value of defined benefit obligation	579,589	591,310	1,170,899	979,712
Fair value of plan assets	(502,285)	(565,789)	(1,068,074)	(931,270)
Deficit	77,304	25,521	102,825	48,442
Unrecognised actuarial loss	(77,304)	(25,521)	(102,825)	(49,371)
Net asset	_	_	_	(929)

#### c) The following amounts have been charged to the profit and loss account during the current year in respect of these schemes.

	Funded gratuity	Funded pension	Total 2005	Total 2004
		(Rupee	es '000)	
Current service cost	31,081	33,806	64,887	59,943
Interest cost	40,874	38,163	79,037	60,029
Expected return on plan assets	(36,520)	(38,791)	(75,311)	(62,541)
Amortization of loss	390		390	289
Expense for the year	35,825	33,178	69,003	57,720
Actual return on plan assets	45,874	79,646	125,520	114,854

#### d) Actuarial valuation of these plans was carried out as at December 31, 2005 using Projected Unit Credit Method. Significant actuarial assumptions used were as follows:

		Gratuity	Pension
Discount factor	per annum	9%	9%
Expected rate of increase in salary level	per annum	11-12%	12%
Expected rate of return on plan assets	per annum	9%	9%

e) "Salaries, wages and benefits" expense, stated in notes 28 and 29 include retirement benefits in respect of gratuity, provident fund, pension plans and compensated absences amounting to Rs. 33,821 thousand, Rs. 43,595 thousand, Rs 30,655 thousand and Rs 121,842 thousand respectively (2004: Rs 27,539 thousand, Rs 49,609 thousand, Rs 26,463 thousand and Rs 26,903 thousand respectively).

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			2005		2004
		Note	(Ru	bees 'O	00)
11.	INTEREST AND MARK-UP ACCRUED				
	On long term financing		62,826		71,515
	On murabaha financing		161		484
	On short term borrowings		18,657		2,234
			81,644		74,233
12.	SHORT TERM BORROWINGS - SECURED From banking companies				
	Short term loan	12.1	500,000		100,000
	Short term import credit	12.2	1,544,963		-
	Short term running finance	12.3	460,000		-
			2,504,963		100,000

#### 12.1 Short term loan

This represents short term loan facility available from a bank by partial conversion of Running Finance line amounting to Rs. 500,000 thousand (2004: Rs 100,000 thousand). This is secured by first pari passu charge on the current assets of the Company. This facility carries mark-up at the rate of Re 0.240 (2004: Re 0.110) per Rs 1,000 per day.

#### 12.2 Short term import credit

Import credit facilities of Rs. 1,544,963 thousand (2004: Nil) have been arranged from various banks under mark-up arrangements at three months' LIBOR + 0.5% p.a. and six months' LIBOR + 0.5% per annum.

These facilities are secured by way of hypothecation of current and fixed assets of the Company.

#### 12.3 Short term running finances

Short term running finance facilities available from various banks under mark-up arrangements amounting to Rs. 4,000,000 thousand (2004: Rs. 3,250,000 thousand) which represent the aggregate of sale prices of all mark-up agreements between the Company and the banks. These facilities have various maturity dates upto June 30, 2006.

These facilities are secured by hypothecation of present and future current assets and fixed assets of the Company ranking pari passu in all respects with the first charge holders. The rates of mark-up range from one month KIBOR + 0.25% to 0.80% p.a. to three months' KIBOR + 0.50% p.a. (2004: one month KIBOR + 0.25% p.a. to three months' KIBOR + 0.25% p.a.).

			2005 (Rupees	2004 5 '000)
13.	CONTIN a)	VGENCIES AND COMMITMENTS Contingencies		
	i)	Guarantees issued by banks on behalf of the Company.	19,620	26,828
	ii)	Disputed demands for Income tax and levy of contribution to Workers' Welfare Fund related to former PSFL decided in favour of the Company by the Income Tax Appellate authorities, are currently in appeal by the department. The Company is confident that there are reasonable grounds for a favourable decision.	295,590	295,590
	iii)	Income tax demands, not acknowledged as debt, have been challenged by the Company and are currently in appeal; the Company expects favourable outcome of appeal.	-	66,000
	iv)	Claims against the Company and / or potential exposure not acknowledged as debt.	62,776	62,776
	b)	Commitments in respect of:		
	i)	Capital expenditure	473,243	461,006
	ii)	Purchase of fertilizer, stores, spares and other revenue items.	507,457	254,212
	iii)	Commitment for equity investment in Pakistan Maroc Phosphore S.A note 16.1, Moroccan Dirhams 46,875 thousand (2004: MAD 75,000 thousand), equivalent approx.	311,250	545,903
	iv)	Company's share of commitments in Pakistan Maroc Phosphore S.A. (PMP). PMP itself is committed to incur capital expenditure of MAD 1,199,000 Equivalent Pak Rs 7,963,000 thousand.	995,375	_
	v)	Rentals under lease agreements:		
		Premises - not later than one year - later than one year and not later than five years	19,382	27,078
		2007 2008 2009 2010	23,629 19,486 17,776 15,423	13,766 13,276 13,033 13,845
		- later than five years	3,842	3,578
		Vehicles - not later than one year - later than one year and not later than five years	66,783	60,462
		2007 2008 2009 2010	57,702 51,182 40,294 12,988	52,529 40,203 34,264 5,513
		- later than five years	3,628	-

#### 14. PROPERTY, PLANT & EQUIPMENT

		СОЅТ		DEPRECIATION			Written down		
	As at January 1, 2005	of Additions / (adjustments* / disposals)	As at December 31, 2005	As at	For the year / (on disposals / adjustments*)	As at	value as at December 31, 2005	Annual rate of depreciation % on cost	
				(Rupee	s '000)				
Freehold land Lease hold land	174,634 82,400	2,268	176,902 82,400	_ 15,450	- 5,150	- 20,600	176,902 61,800	- 6 1/4	
Buildings and structures on freehold land	1,682,972	185,125 (23,928) *	1,844,169	1,027,011	66,720 (4,383) *	1,089,348	754,821	5 to 10	
Buildings and structures on leasehold land	42,150	-	42,150	40,431	108	40,539	1,611	5	
Railway sidings	26,517	-	26,517	26,467	26	26,493	24	5	
Plant and machinery	18,582,611	182,727 1 (6,357) *	8,758,981	11,014,928	465,187 (962) *	11,479,153	7,279,828	5	
Catalysts	313,854	182,502 (117,701)	378,655	223,204	75,970 (117,701)	181,473	197,182	20 to 50	
Furniture and fixtures	76,427	18,887 (1,665) (3,514) *	90,135	40,204	6,876 (1,423) (176) *	45,481	44,654	10 to 15	
Office and electrical equipment	195,353	43,159 (7,851) 8,709 *	239,370	113,004	29,400 (6,254) 1,709 *	137,859	101,511	10 to 15	
Vehicles	221,300	54,958 (25,346) (350) *	250,562	123,523	40,327 (24,496) (175) *	139,179	111,383	20	
Maintenance and other equipment	578,419	64,127 (11,000) 11,815 *	643,361	458,616	78,594 (10,663) 932 *	527,479	115,882	15 to 33 1/3	
Library books	7,403	1,537	8,940	6,267	1,109	7,376	1,564	30	
	21,984,040	735,290 2 (163,563) (13,625)*	2,542,142	13,089,105	769,467 (160,537) (3,055) *	13,694,980	8,847,162		
Capital work in progress – note 14.4	285,781	514,851 (463,067) *	337,565	-	-	-	337,565	-	
2005	22,269,821		2,879,707	13,089,105	605,875	13,694,980	9,184,727		
	21,569,391	481,634 2 (66,985)	1,984,040	12,450,642	700,474 (62,011)	13,089,105	8,894,935		
Capital work in progress – note 14.4	140,259	448,406 (302,884) *	285,781	-	,,	-	285,781	-	
2004	21,709,650	560,171 2	2,269,821	12,450,642	638,463	13,089,105	9,180,716		

**14.1** Cost of property, plant and equipment has been shown net of Government grant of Rs 68,164 thousand (2004: Rs 68,164 thousand).

		Note	2005 (Rup	bees '	2004 000)
14.2	Depreciation charge has been allocated as follows:				
	Cost of sales	28	752,132		683,860
	Distribution cost Charged to FFBL under Inter Company Services Agreement	29	12,426 4,909		11,535 5,079
			769,467		700,474
14.3	Details of property, plant and equipment sold :				
			Во	ok	Sale
	Description	Cost	val	ue	proceeds
	Vehicles		(Rupee	es '00	0)
	By tender to outsiders				
	Mr M. Ijaz	400		00	487
	Mr Abid Ansar	250		25	382
	Mr Abid Ansar	600	-	00	376
	Mr Abid Ansar	450	) 2	25	651
	Furniture and fixtures, office and electrical equipment, maintenance and other equipment				
	By Company policy to employee				
	Mr Khaliq ur Rehman	332	2 1	27	149
	By insurance claim				
	EFU Insurance Company	1,236	5 1,0	48	1,085
	Aggregate of other items of property, plant and equipment				
	with individual book values not exceeding Rs 50 thousand	160,295	5 1,0	01	16,594
		163,563	3,0	26	19,724

		2005		2004
		(Rupees '000)		
14.4	CAPITAL WORK IN PROGRESS			
	Civil works	161,207		220,187
	Plant, machinery and equipment	176,358		65,594
		337,565		285,781

			2005		2004
		Note	(Ru	ipees '0	00)
15.	GOODWILL				
	Balance at beginning of the year		1,778,464		1,883,079
	Less: Amortisation for the year	31	(104,615)		(104,615)
			1,673,849		1,778,464
16.	LONG TERM INVESTMENTS				
	Pakistan Maroc Phosphore S.A., Morocco	16.1	367,487		179,300
	Investment in subsidiary - at cost	16.2			
	Fauji Fertilizer Bin Qasim Limited (FFBL)		4,752,330		4,752,330
	Investments available for sale	16.3			
	Certificates of investment		279,998		246,525
	Government of Pakistan Special US Dollar Bonds		-		969,486
	National Savings Certificates		_		500,000
	Investments held to maturity	16.4	279,998		1,716,011
	Pakistan Investment Bonds (PIBs)	10.4	600,000		700,000
	Term Finance Certificates		99,980		20,355
			699,980		720,355
			6,099,795		7,367,996
	Less: Current portion shown under short	05			
	term investments Investments available for sale	25			
	Certificates of investment		41,749		12,456
	Government of Pakistan Special US Dollar Bonds		-		969,486
	National Savings Certificates		_		500,000
			41,749		1,481,942
	Investments held to maturity				
	Pakistan Investment Bonds Term Finance Certificates		40		100,000 20,355
			40		120,355
			41,789		1,602,297
			6,058,006		5,765,699
			2,000,000		-,,,

#### 16.1 Pakistan Maroc Phosphore S.A., Morocco

The Company has committed 12.5% total equity participation in Pakistan Maroc Phosphore S.A. (PMP), amounting to Moroccan Dirhams (MAD) 100,000 thousand, out of which, MAD 53,125 thousand equivalent to Rs 367,487 thousand have been remitted upto December 31, 2005 while the balance shall be paid upon further equity call by PMP.

According to the Shareholders' agreement, the Company cannot sell the shares of PMP outside Fauji Group (consisting of the Company, Fauji Foundation and FFBL) for a period of five years effective September 14, 2004. Further, if any legal restriction is laid on dividends by PMP, the same will be converted to interest bearing loan.

#### 16.2 Investment in subsidiary - at cost

Investment in subsidiary represents 475,233 thousand (2004: 475,233 thousand) fully paid ordinary shares of Rs 10 each representing 50.88% of FFBL share capital as at December 31, 2005 (2004: 50.88%). The market value of the Company's investment as at December 31, 2005 was Rs 18,130,139 thousand (2004: Rs 14,542,129 thousand), whereas value based on net assets as per audited financial statements as at December 31, 2005 was Rs 3,931,768 thousand (2004: Rs 3,635,888 thousand).

#### 16.3 Investments available for sale

The Company has placements in certificates of investment of a financial institution for periods ranging from one and a half to five years at profit rates ranging from 6% to 15% per annum.

Government of Pakistan Special US Dollar Bonds were issued for a period of three years. Profit was payable on these bonds at a rate of 2% above six months' LIBOR. These were fully encashed during the year.

National Saving Certificates were issued for 5 years. Monthly profit was payable on these certificates at the rate of 14% per annum. These were fully encashed during the year.

Investments available for sale include Rs. Nil (2004: Rs. 1,345,568 thousand) under lien of financial institutions against long term loans for PSFL acquisition and short term loans.

#### 16.4 Investments held to maturity

PIBs have been issued for 10 years (2004: 5 to 10 years). Half-yearly profit is payable on these bonds at rates ranging from 11% to 14% per annum. These include Rs 600,000 thousand (2004: Rs 700,000 thousand) under lien of a bank against loan for PSFL acquisition. Fair value of these PIBs as at December 31, 2005 is Rs 689,142 thousand (2004: Rs 864,164 thousand).

Investment in TFC represents 20,000 certificates of Rs 5,000 each of Askari Commercial Bank Limited. Half yearly profit is payable on these TFCs at the rate of six months' KIBOR + 1.5% per annum. Fair value of the outstanding TFCs as at December 31, 2005 is Rs. 101,980 thousand.

Investment in TFC also represented 500 certificates of Rs. 100,000 each of Orix Leasing Limited. Half yearly profit payable on these TFCs was 14% per annum. Fair value of these TFCs as at December 31, 2004 was Rs. 20,827 thousand. These TFCs were fully redeemed during the year.

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			2005		2004
		Note	(Rup	bees 'O	00)
17.	LONG TERM LOANS AND ADVANCES				
	Loans and advances, considered good, to:				
	Executives		73,698		65,266
	Other employees		40,760		41,449
			114,458		106,715
	Less: Amount due within twelve months, shown under				
	current loans and advances	22	49,913		39,387
			64,545		67,328

#### 17.1 Reconciliation of carrying amount of loans to executives and other employees:

	Opening balance as at January 1, 2005	Disbursements	Repayments	Closing balance as at December 31, 2005
		(Rupe	ees '000)	
Executives Other employees	65,266 41,449	72,828 20,165	64,396 20,854	73,698 40,760
	106,715	92,993	85,250	114,458
2004	95,247	110,320	98,852	106,715

These represent secured loans for house building, house rent advances and advances pursuant to agreement with workers which are repayable within one to ten years. Mark-up at 4% per annum (2004: 4% per annum) was charged on loans for house building during the year.

The maximum amount of advances to executives outstanding at the end of any month during the year was Rs 73,698 thousand (2004: Rs 65,266 thousand).

		2005		2004
		(Rup	bees 'O	00)
18.	LONG TERM DEPOSITS AND PREPAYMENTS			
	Deposits	2,113		2,452
	Prepayments	1,322		1,040
		3,435		3,492
19.	STORES, SPARES AND LOOSE TOOLS			
	Stores	91,835		77,123
	Spares	1,947,888		1,818,916
	Provision for slow moving and surplus items	(108,924)		(295,713)
		1,838,964		1,523,203
	Loose tools	106		107
	Items in transit	223,413		126,876
		2,154,318		1,727,309

			2005		2004
		Note	(Rupees '000)		
20.	STOCK IN TRADE				
	Raw materials		35,080		29,908
	Work in process		18,028		10,192
	Finished goods:				
	Manufactured urea		19,386		22,384
	Purchased fertilizers		487,978		156,696
			560,472		219,180
21.	TRADE DEBTS				
	Considered good	21.1	659,713		1,407,736
	Considered doubtful		1,979		1,979
			661,692		1,409,715
	Provision for doubtful debts		(1,979)		(1,979)
			659,713		1,407,736

**21.1** This includes unsecured balance of Rs Nil (2004: Rs 160 thousand) due from Fauji Foundation, an associated undertaking. The maximum amount outstanding at the end of any month during the year was Rs 465 thousand (2004: Rs 16,844 thousand).

			2005		2004
		Note	(Rupees '000		)0)
22.	LOANS AND ADVANCES				
	Current portion of long term loans and advances		49,913		39,387
	Advances to suppliers, considered good		66,897		46,981
			116,810		86,368
23.	DEPOSITS AND PREPAYMENTS				
	Deposits		1,229		1,422
	Prepayments		24,868		23,211
			26,097		24,633
24.	OTHER RECEIVABLES				
	Accrued income on investments and bank deposits		74,315		48,927
	Advance tax	24.1	476,489		476,489
	Receivable from retirement benefit fund, considered good	10			929
	Other receivables – considered good		28,998		34,550
	<ul> <li>– considered doubtful</li> </ul>		2,232		2,232
			31,230		36,782
	Provision for doubtful receivables		(2,232)		(2,232)
			28,998		34,550
			579,802		560,895

**24.1** This represents tax paid by PSFL in excess of admitted tax liabilities prior to its acquisition by the Company. The Company intends to adjust this amount after finalisation of pending re-assessments by the taxation authorities.

			2005		2004
		Note	(Rupees '000)		00)
25.	SHORT TERM INVESTMENTS				
	Term deposits with banks and financial institutions				
	Presentation currency				
	Available for sale (net of provision for doubtful recovery Rs 13,000 thousand) Held to maturity		500,000 4,650,000		2,550,000 –
	Foreign currency				
	Held to maturity		905,963		311,860
	Investment at fair value through profit or loss				
	Meezan Balanced Fund (10,000 thousand certificates of Rs 10 each) Current maturity of long term investments	25.1	97,500		101,300
	Available for sale		41,749		1,481,942
	Held to maturity		41,749		120,355
			6,195,252		4,565,457

**25.1** Pursuant to the changes in IAS-39 "Financial Instruments: Recognition and Measurement" and using the transitional provision given therein, the Company has during the year taken its investment in Meezan Balanced Fund from investments available for sale to investment at fair value through profit or loss.

		2005		2004
		(Rupees '000)		
26.	CASH AND BANK BALANCES			
	At banks:			
	Deposit accounts			
	Local currency	1,008,459		499,333
	Foreign currency	31,867		-
	Current accounts			
	Local currency (includes drafts under collection)	168		397,939
	Foreign currency	_		14,898
		1,040,494		912,170
	Drafts in hand and in transit	130,109		142,153
	Cash in hand	1,510		1,507
		1,172,113		1,055,830

Balances with banks include Rs 66,665 thousand (2004: Rs 58,772 thousand) in respect of security deposits received. Local currency deposit accounts include Rs 15,000 thousand (2004: Rs 15,000 thousand) under lien of the bank, against a guarantee issued by the bank on behalf of the Company.

#### 27. SALES

Sales include Rs 6,118,167 thousand (2004: Rs 3,379,630 thousand) in respect of sale of purchased fertilizers and are exclusive of trade allowances and sales tax of Rs 292,297 thousand and Rs 2,431,251 thousand respectively (2004: Rs 335,257 thousand and Rs 2,484,103 thousand respectively).

	Note	2005 20 (Rupees '000)		2004
28. COST OF SALES	11010			,
Raw materials consumed		4,656,524		3,996,766
Fuel and power		2,896,648		2,444,552
Chemicals and supplies		143,456		114,750
Salaries, wages and benefits		1,553,742		1,263,122
Rent, rates and taxes		11,273		8,594
Insurance		91,469		93,175
Technical services		15,750		14,364
Travel and conveyance		100,547		82,089
Repairs and maintenance (includes stores and spare consumed of Rs 423,407 thousand; 2004:	S			
Rs 362,832 thousand)	28.1	389,587		579,603
Depreciation	14.2	752,132		683,860
Communication, establishment and other expenses		461,058		342,150
Opening stock - work in process		10,192		21,410
Closing stock - work in process		(18,028)		(10,192)
Cost of goods manufactured		11,064,350		9,634,243
Opening stock of manufactured urea		22,384		542,435
Closing stock of manufactured urea		(19,386)		(22,384)
		2,998		520,051
Cost of sales - own manufactured urea		11,067,348		10,154,294
Opening stock of purchased fertilizers		156,696		102,702
Purchase of fertilizers for resale		5,646,648		3,057,353
		5,803,344		3,160,055
Closing stock of purchased fertilizers		(487,978)		(156,696)
Cost of sales - purchased fertilizers		5,315,366		3,003,359
		16,382,714		13,157,653

**28.1** This includes provision for slow moving and surplus spares amounting to Rs (170,292 thousand) (2004: Rs 92,487 thousand).

			2005	200	)4
		Note	(Ruj	ees '000)	
29.	DISTRIBUTION COST				
	Product transportation		1,797,694	1,234,	
	Salaries, wages and benefits		367,517	309,	
	Rent, rates and taxes		45,803		381
	Insurance		450		813
	Technical services to farmers		3,610	3,	050
	Travel and conveyance		58,569		210
	Sale promotion and advertising		28,170	37,	865
	Communication, establishment and other expenses		40,105	21,	888
	Warehousing expenses		16,864	47,	821
	Depreciation	14.2	12,426	11,	535
			2,371,208	1,766,	652
30.	FINANCE COST				
	Interest and related charges on long term financing,				
	loans and murabaha		281,655	290,	
	Interest on Workers' Profit Participation Fund	9.1	-		369
	Mark up on short term borrowings		37,357		951
	Exchange loss on loans		4,891	24,	461
	Bank charges		2,096	3,	107
			325,999	372,	949
31.	OTHER EXPENSES				
	Amortisation of goodwill		104,615	104,	
	Workers' Profit Participation Fund		386,728	327,	
	Workers' Welfare Fund		133,504	126,	021
	Auditors' remuneration				
	Audit fee		1,020	1,	020
	Fee for half yearly review, audit of consolidated account				
	and certifications for Government and related agencies	S	852		893
	Out of pocket expenses		100		100
20			626,819	560,	494
32.	OTHER INCOME				
	Income from financial assets				
	Income on loans, deposits and investments		400,245	316,	
	Income on tax-exempt investments		15,362	45,	534
	(Loss) / gain on re-measurement of investments				
	at fair value through profit or loss	25	(3,800)	1,	300
	Gain on sale of NIT units		2,021	-	-
	Exchange gain on financial instruments		7,130	15,	381
	Income from subsidiary				
	Commission on sale of FFBL products		21,625		655
	Dividend from FFBL		950,466	475,	233
	Income from non-financial assets				
	Gain on sale of property, plant and equipment		16,698	16,	206
	Other income				
	Old liabilities written back		374	29,	326
	Scrap sales		16,432	6,	635
	Others		13,402	8,	136
			1,439,955	933,	762

				2005 (Rupees '0	2004 000)
33.	TAXAT	ION			
	Provis	ion for taxation	-current year	2,323,000	2,184,000
			-prior year	-	30,000
	Deferr	ed		(6,000)	(115,000)
				2,317,000	2,099,000
				%	%
33.1	Recon	ciliation of tax cha	arge for the year		
	Applic	able tax rate		35.00	35.00
	Add:	Tax effect of am deductible for ta	ounts that are not ax purpose	1.40	1.51
		Tax effect of am	ounts relating to prior years	-	0.49
	Less:	Tax effect of am	ounts exempt from tax	(0.09)	(0.26)
		Tax effect of am	ounts taxed at lower rates	(3.99)	(2.34)
		Tax effect of reb	ates and tax credit	(0.20)	(0.01)
		Average effective	e tax rate charged on income	32.12	34.39
34.	EARN	INGS PER SHARE	E		
	Net pr	ofit after tax (Rup	ees '000)	4,897,336	4,004,044
	Weigh	ted average numb	er of shares in issue during the year	493,474	493,474
	Basic	and diluted earnir	ngs per share (Rupees)	9.92	8.11
	Thoro	is no dilutive effe	ct on the basic earnings per share of the	Company	

There is no dilutive effect on the basic earnings per share of the Company.

Number of shares in issue during the year 2004 have been restated for the effect of bonus shares issued during 2005.

#### 35. REMUNERATION OF CHIEF EXECUTIVE, DIRECTORS AND EXECUTIVES

The aggregate amounts charged in the accounts for the year for remuneration including benefits applicable to the chief executive, directors and executives of the Company are given below:

	2	005		2004
	Chief Executive	Executives	Chief Executive	Executives
		(Rup	bees '000)	
Managerial remuneration Contribution to provident fund Bonus and other awards Good performance award Others	2,151 142 _ 1,299	385,334 20,081 17,839 106,250 110,360	2,021 129 110 - 1,269	308,026 15,872 28,035 70,710 73,140
Total	3,592	639,864	3,529	495,783
No. of person(s)	1	238	1	198

The above were provided with medical facilities; the chief executive and certain executives were also provided with some furnishing items and vehicles in accordance with the Company's policy. Gratuity is payable to the chief executive in accordance with the terms of employment while contributions for executives in respect of gratuity and pension are based on acturial valuations. Leave encashment of Rs 2,007 thousand (2004: Rs 4,420 thousand) was paid to the executives on separation, in accordance with the Company's policy.

In addition, 12 (2004: 15) directors were paid aggregate fee of Rs 126 thousand (2004: Rs 186 thousand).

FAUJI FERTILIZER COMPANY LIMITED

		2005	2004
36.	CASH GENERATED FROM OPERATIONS	(Rupee	es '000)
50.		7,214,336	6,103,044
	Net profit before taxation	7,214,330	0,103,044
	Adjustments for:		
	Depreciation	764,558	695,395
	Amortisation of goodwill	104,615	104,615
	(Reversal) / provision for slow moving and surplus spares	(186,789)	92,487
	Provision for gratuity	34,231	29,022
	Provision for pension	30,655	28,698
	Finance cost	319,012	372,949
	Income on loans, deposits and investments	(415,607)	(361,890)
	Property, plant and equipment written off Gain on sale of property, plant and equipment	10,570 (16,698)	(16,206)
	Exchange (gain) / loss	(3,075)	9,080
	Loss / (gain) on re-measurement of	(3,073)	5,000
	investments at fair value through		
	profit or loss	3,800	(1,300)
	Dividend from FFBL	(950,466)	(475,233)
	Old liabilities written back	(374)	(14,771)
		(305,568)	462,846
		6,908,768	6,565,890
	Changes in working capital		
	(Increase) / decrease in current assets:		
	Stores and spares	(240,220)	(132,816)
	Stock in trade	(341,292)	462,117
	Trade debts	748,023	468,725
	Loans and advances	(30,442)	(22,386)
	Deposits and prepayments	(1,464)	(1,522)
	Other receivables	5,552	7,711
	Increase / (decrease) in current liabilities:		
	Trade and other payables	1,011,854	2,657,950
		1,152,011	3,439,779
	Changes in long term loans and advances	2,783	(3,408)
	Changes in long term deposits and prepayments	57	(452)
		8,063,619	10,001,809
37.	CASH AND CASH EQUIVALENTS		
	Cash and bank balances	1,172,113	1,055,830
	Short term highly liquid investments	6,004,340	3,052,500
	Short term nighty liquid investments	0,004,340	3,032,300
		7,176,453	4,108,330

# FINANCIAL INSTRUMENTS AND RELATED DISCLOSURES 38.

# 38.

Interview         Sw-11:50: 3:90:66         3:19:30: 3:90:66         82:96         11:50:3         3:34         100:00         99:70: 90:566         5:10:39'3         4: 2:10:39'3         4: 2:20'3'3         4: 2:20'3'3'3         4: 2:20'3'3'3         4: 2:		Interest rates	Maturity upto one year	Maturity after one year and upto two years	Maturity after two years and upto three years	Maturity after three years and upto four years	Maturity after four years and upto five years	Maturity after five years		Maturity upto one year	Maturity after one year	Sub-total	2005 Total	2004 Total
							(Rup	es `000)						
	Financial assets													
$ \begin{array}{cccccccccccccccccccccccccccccccccccc$	- Local currency	5% - 11.50%	5,191,789	88,786	115,635	33,948	100,040	599,780	6,129,978	I	I	I	6,129,978	4,118,180
4%         11.102         1.1043         0.066         9.966         9.0206         7.270         6.5138         -         -         4.288         1.14.30         1	<ul> <li>Foreign currency</li> </ul>	0.75% - 4.50%	905,963	I	I	I	I	I	905,963	I	I	I	905,963	1,281,346
	Loans and advances	4%	11,192	11,043	10,656	9,965	9,209	20,205	72,270	42,188	I	42,188	114,458	153,696
moment to antibulations         i	Trade debts		I	I	I	I	I	I	I	659,713	I	659,713	659,713	1,407,736
memore isable isable isable isable isable isable isable isable isable isable isable isable isable         i	Deposits		I	I	I	I	I	I	I	1,229	2,113	3,342	3,342	3,874
And elections $  -$ <	Accrued income on													
evolutions         -         -         -         -         -         31,20         -         31,20         -         31,20         -         31,20         -         31,20         -         31,20         31,20         31,20         31,20         31,20         31,20         31,20         31,20         31,20         31,20         31,20         31,20         31,20         31,20         31,20         31,20         31,20         1         31,20         1         31,20         1         31,20         1         31,20         1         31,20         1         31,20	investments and bank deposi	ts	I	I	I	I	I	I	I	74,307	I	74,307	74,307	48,927
Contractions currently (0 <sup>*</sup> -33 <sup>*</sup> , (140,27)         Contractions (146,37)         Contractions (146,37) <thcontractions (146,37)         Contractions</thcontractions 	Other receivables		I	I	I	I	I	I	I	31,230	I	31,230	31,230	37,711
Marcing (memory (memory)         Marcing (memory)         Marcing (memory)         Marcing (		0 5% _ 10%	1 008 459	I	I	1	I	I	1 008 459	131 787	I	131 787	1 140 246	1 040 932
Titation         2149,20         982,32         105,291         619,965         8146,537         940,454         2113         942,567         9091,104         81           Intencing         3.5%-11%         1,892,660         887,327         93750         -         -         2,286,737         -         -         -         2,286,737         47           Intencing         3.5%-11%         1,845,660         887,327         93750         -         -         -         2,286,737         47         -	- Foreign currency	0.0% - 3.3%	31,867	I	I	I	I	I	31,867		I		31,867	14,898
Ifilamenting finamenting memory         3.5%-11%         1,845,660         887,327         93,750         -         -         2,826,737         -         -         2,826,737         4, 2,826,737         4, 2,826,737         4, 2,826,737         -         -         2,826,737         4, 2,826,737         4, 2,826,732         4, 2,826,732         4, 2,826,732         4, 2,826,732         4, 2,826,732         4, 2,826,732         4, 2,826,732         4, 2,826,732         4, 2,826,732         <			7,149,270	99,829	126,291	43,913	109,249	619,985	8,148,537	940,454	2,113	942,567	9,091,104	8,107,300
Intancing         Intancing <t< th=""><th>Financial liabilities</th><th></th><th></th><th></th><th></th><th></th><th></th><th></th><th></th><th></th><th></th><th></th><th></th><th></th></t<>	Financial liabilities													
Intencing $3.5\%-11\%$ $1.845.60$ $887,327$ $93.750$ $  2.826,737$ $   2.826,737$ $   -$	Recognised													
Intervision $3.5\%-11\%$ $1.845,660$ $887,327$ $93,750$ $  2.826,737$ $  2.826,737$ $4.3\%$ currency $       2.826,737$ $4.3\%$ currency $   -$	Long term financing													
currency         -         16673         1         -         1         -         1         -         1         -         1         -         1         -         1         1         1         1         1         1         1         1         1         1         1         1         1         <	<ul> <li>Local currency</li> </ul>	3.5%-11%	1,845,660	887,327	93,750	I	I	I	2,826,737	I	I	I	2,826,737	4,205,650
$ \begin{array}{ c c c c c c c c c c c c c c c c c c c$	<ul> <li>Foreign currency</li> </ul>		I	I	I	I	I	I	I	I	I	I	I	805,174
$ \begin{array}{ c c c c c c c c c c c c c c c c c c c$	Long term loan		I	I	I	I	I	I	I	I	I	I	I	1,741
In borrowings         4.49%-9.40%         2,504,963         -         -         2,504,963         -         2,504,963         1           other payables         -         -         -         2,504,963         -         2,504,963         2,893,220         2,8           other payables         -         -         -         -         2,504,963         -         2,504,963         2,893,220         2,8           -         -         -         -         -         -         -         -         2,504,963         3,893,220         2,8           -         -         -         -         -         -         -         -         81,644         81,644         81,644         81,644           -         -         -         -         -         -         -         81,644	Long term murabaha	4.5%	41,667	I	I	I	I	I	41,667	I	I	I	41,667	125,000
other payables         386,728         -         -         -         386,728         3,506,492         3,893,220         2,8           Ind mark-up accrued         -         -         -         -         -         81,644         -         3,506,492         3,893,220         2,8           Ind mark-up accrued         -         -         -         -         -         81,644         -         81,644         81,646         81,661,687         81,620,616         81,620,616         81,620,616         81,661,616         81,620,616         81,66,7457         81,66,7457         81,66,158         81,24,366         14,64,366         14,64,366	Short term borrowings	4.49%-9.40%	2,504,963	I	I	I	I	I	2,504,963	I	I	I	2,504,963	100,000
Ind mark-up accrued         -         -         -         -         -         81,644         -         81,644         -         81,644         81,645         81,745         81,745         81,745         81,745         81,745         81,750         81,712,108         81,750	Trade and other payables		386,728	I	I	I	I	I	386,728	3,506,492	I	3,506,492	3,893,220	2,885,895
4,779,018 $887,327$ $93,750$ $ 5,760,095$ $3,588,136$ $ 3,588,136$ $9,348,231$ $81,321$ as $   -$	Interest and mark-up accrue	-	I	I	I	I	I	I	I	81,644	I	81,644	81,644	74,233
$ \begin{array}{ c c c c c c c c c c c c c c c c c c c$			4,779,018	887,327	93,750	I	I	1	5,760,095	3,588,136	I	3,588,136	9,348,231	8,197,693
It $         -$	Unrecognised													
It $         -$	Guarantees		I	I	I	I	I	I	I	19,620	I	19,620	19,620	26,828
-       -       -       -       424,366       424,366       424,366       424,366       424,366       1245,950       2,112,108       2,111,722       2,123,12,108       2,123,12,123       2,123,12,123       2,124,11,732       10       2,111,722       10       2,1411,732       10         -       -       -       -       -       -       -       -       2,1411,732       10       2,1411,732       10       2,1411,732       10       10       10       10	Letters of credit		I	I	I	I	I	I	I	507,457	I	507,457	507,457	254,212
-       -       -       -       -       -       245,950       2,112,108       2,112,108       2,112,108       2,112,108       2,112,108       2,112,108       2,111,708       2,111,708       2,111,708       2,111,708       2,111,708       2,111,708       2,111,708       2,111,782       1	Contingencies		I	I	I	I	I	1	I	424,300		424,300	424,300	6U3,366
-         -         -         -         2,817,601         245,950         3,063,551         3,053,551         3,053,551         3,053,551         3,053	Commitments		I	I	I	I	I	I	I	1,866,158	245,950	2,112,108	2,112,108	1,362,544
887,327 93,750 5,760,095 6,405,737 245,950 6,651,687 12,411,782			I	I	I	I	I	I	I	2,817,601	245,950	3,063,551	3,063,551	2,246,950
			4,779,018	887,327	93,750	1	I	1	5,760,095	6,405,737	245,950	6,651,687	12,411,782	10,444,643

#### 38.2 Risk management

#### a) Concentration of credit risk

Credit risk represents the accounting loss that would be recognised at the reporting date if counter parties failed completely to perform as contracted. All the financial assets except cash in hand, are subject to credit risk. The Company believes that it is not exposed to major concentration of credit risk. To manage exposure to credit risk, the Company applies credit limits to its customers besides obtaining guarantees and by dealing with variety of major banks and financial institutions.

#### b) Foreign exchange risk management

Financial assets and liabilities exposed to foreign exchange rate risk amount to Rs 937,831 thousand (2004: Rs 1,296,244 thousand) and Rs 1,544,963 thousand (2004: Rs 805,174 thousand) respectively at the year end.

Foreign currency risk arises mainly where receivables and payables exist due to transactions in foreign currencies. Currently, the Company's foreign exchange risk exposure is restricted to foreign currency investments, bank balances and short term financing. As both foreign currency assets and liabilities are denominated in US Dollar, the Company's exposure emanating from any fluctuations in the Pak Rupee / US Dollar parity gets hedged to a large extent. Foreign exchange risk on these financial assets / liabilities is limited and it is further mitigated by making short term placements / obtaining short term financing that give Company's treasury the flexibility to readjust its portfolio.

#### c) Interest / Mark-up rate risk

Financial assets and liabilities include balances of Rs 99,980 thousand (2004: Rs 989,841 thousand) and Rs 4,231,699 thousand (2004: Rs 4,410,824 thousand) respectively, which are subject to interest rate risk. Applicable interest rates for financial assets and liabilities have been indicated in respective notes.

Variable rate long term financing except Term Finance Certificates (TFCs) is hedged against interest rate risk by holding "prepayment option", which can be exercised upon any adverse movement in the underlying interest rates. TFCs are hedged against the interest rate risk by instituting interest rate caps and floors.

#### d) Liquidity risk

Prudent liquidity risk management implies maintaining sufficient cash and marketable securities, the availability of funding to an adequate amount of committed credit facilities and the ability to close out market positions due to the dynamic nature of the business. The Company's treasury aims at maintaining flexibility in funding by keeping committed credit lines.

#### 38.3 Fair value of financial assets and liabilities

The carrying values of all financial assets and liabilities reflected in the financial statements approximate their fair values except investments held to maturity which are carried at amortised cost.

#### 39. RELATED PARTY TRANSACTIONS

Fauji Foundation holds 44.35% (2004: 44.35%) shares of the Company at the year end. Therefore all subsidiaries and associated undertakings of Fauji Foundation are related parties of the Company. The related parties comprise of directors, major shareholders, key management personnel, entities over which the directors are able to exercise influence and employees' funds. Amounts due from and due to these undertakings are shown under receivables and payables. The remuneration of chief executive, directors and executives is disclosed in note 35 to the financial statements.

	2005 (Ru	pees '	2004 000)
Transactions with related parties during the year are as follows:			
Fauji Foundation			
Office rent Sale of fertilizer Medical services Payment for shares of Pakistan Maroc Phosphore S.A. Balance receivable at the year - end, unsecured Bonus shares issued Dividends	2,800 420 27 - 36 880,313 2,107,092		2,431 4,374 42 179,300 196 170,624 1,433,240
Fauji Fertilizer Bin Qasim Limited (FFBL)			
Marketing of fertilizer on behalf of FFBL under sale on consignment basis Commission on sale of FFBL products Services and materials provided Services and materials received Reimbursement of expenses incurred by FFBL in relation to equity injection in PMP Dividend income Balance payable at the year - end, unsecured <b>Mari Gas Company Limited</b> Purchase of gas as feed and fuel stock Balance payable at the year - end, unsecured	202,872 21,625 2,980 2,457 		201,234 19,655 17,108 1,864 680 475,233 305,034 5,884,410 290,945
Haldor Topsoe A/s, Denmark Technical services received	15,750		14,364
Pakistan Maroc Phosphore S.A. Advance against issue of shares	188,187		179,300
Payment to: Employees' Provident Fund Trust Employees' Gratuity Fund Trust Employees' Pension Fund Trust	112,282 35,825 32,249		99,217 43,681 27,321

#### 40. POST BALANCE SHEET EVENT

The Board of Directors in their meeting held on January 31, 2006 have proposed a final dividend of Rs 2.25 per share.

		2005	2004
		(Tonnes 'O	000)
41.	GENERAL		
41.1	Production capacity		
	Design capacity	1,904	1,904
	Production	2,303	2,174

#### 41.2 Facilities of letters of guarantee and letters of credit

Facilities of letters of guarantee and letters of credit amounting to Rs 228,900 thousand and Rs 3,325,000 thousand (2004: Rs 20,000 thousand and Rs 2,575,000 thousand) respectively are available to the Company under first charge by way of equitable mortgage on all fixed assets of the Company.

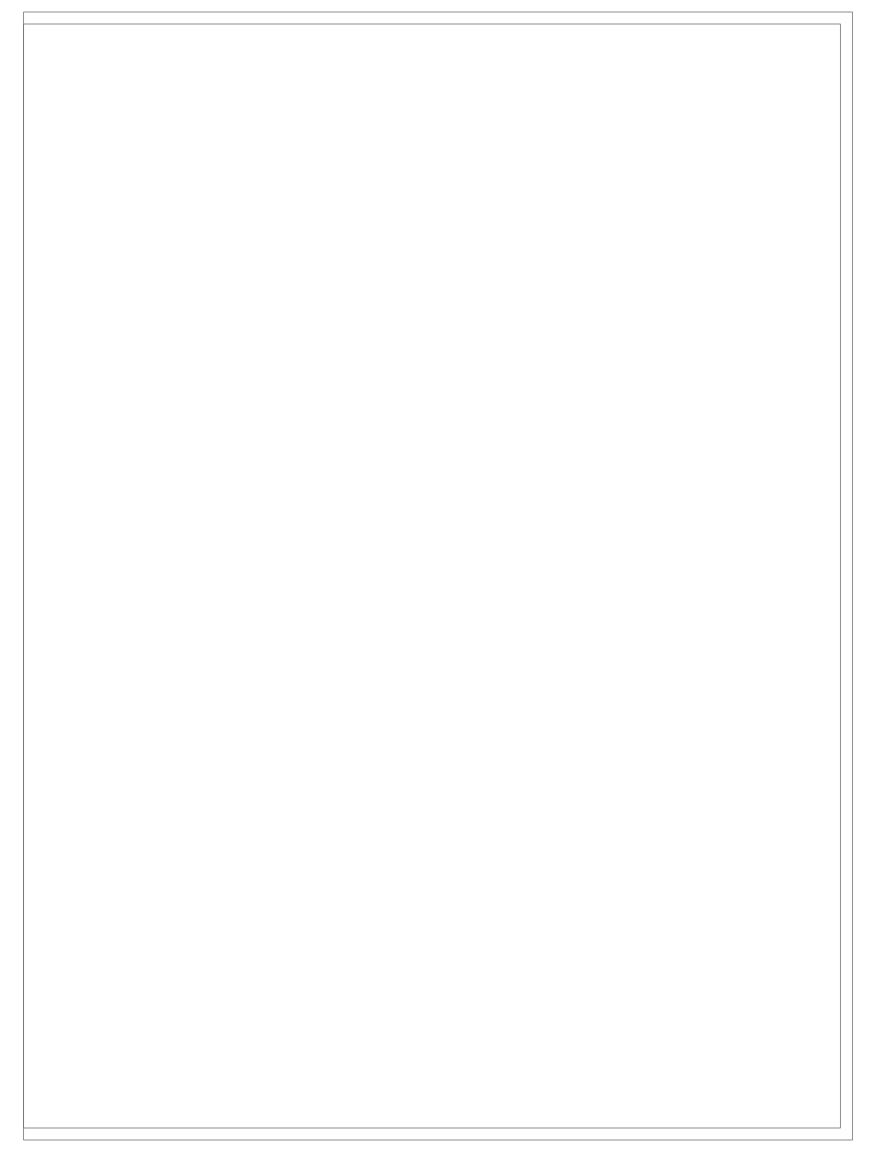
- **41.3** Donations aggregating Rs 42,134 thousand (2004: Rs 2,085 thousand), included under cost of sales do not include any amount paid to any person or organisation in which the chief executive, directors or their spouses had any interest.
- **41.4** Figures have been rounded off to the nearest thousand of rupees unless otherwise stated.
- **41.5** These financial statements have been authorised for issue by the Board of Directors of the Company on January 31, 2006.

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Chief Executive

Director





2005

# Auditors' Report to The Members

We have audited the annexed consolidated financial statements comprising consolidated balance sheet of Fauji Fertilizer Company Limited and its subsidiary company as at December 31, 2005 and the related consolidated profit and loss account, consolidated cash flow statement and consolidated statement of changes in equity together with the notes forming part thereof for the year then ended. We have also expressed separate opinions on the financial statements of Fauji Fertilizer Company Limited and its subsidiary company. These financial statements are the responsibility of the Holding Company's management. Our responsibility is to express an opinion on these financial statements, based on our audit.

Our audit was conducted in accordance with the International Standards on Auditing and accordingly included such tests of accounting records and such other auditing procedures as we considered necessary in the circumstances.

In our opinion, the consolidated financial statements present fairly the financial position of Fauji Fertilizer Company Limited and its subsidiary company as at December 31, 2005 and the results of their operations for the year then ended.

Islamabad January 31, 2006 KPMG TASEER HADI & CO. CHARTERED ACCOUNTANTS

# Consolidated Balance Sheet

		2005	2004
	Note	(Rupe	es '000)
SHARE CAPITAL AND RESERVES			
Share capital	3	4,934,742	2,949,703
Capital reserve	4	276,184	276,184
Reserve for issue of bonus shares		-	442,455
Revenue reserves	5	6,407,444	7,508,753
		11,618,370	11,177,095
MINORITY INTEREST		3,793,197	3,508,218
		15,411,567	14,685,313
NON CURRENT LIABILITIES	6	10,167,878	13,164,024
DEFERRED TAXATION	7	3,723,283	2,407,000
CURRENT LIABILITIES			
Trade and other payables	8	9,380,596	7,729,769
Interest and mark-up accrued	10	175,992	101,769
Short term borrowings	11	4,741,612	1,276,625
Current portion of:			
- Long term financing	6.1	2,262,603	2,601,032
- Long term murabaha	6.2	80,346	122,012
- Long term loans	6.3	648,201	649,942
- Liabilities against assets subject to finance lease	6.4	4,015	6,467
Taxation		1,414,418	598,297
		18,707,783	13,085,913
CONTINGENCIES AND COMMITMENTS	12		
		48,010,511	43,342,250

The annexed notes 1 to 41 form an integral part of these consolidated financial statements.

# As at December 31, 2005

	Note	2005 (Rup	ees 'O	2004 00)
PROPERTY, PLANT AND EQUIPMENT	13	23,747,830		23,720,065
GOODWILL	14	1,673,849		1,778,464
LONG TERM INVESTMENTS	15	2,039,951		1,371,969
LONG TERM LOANS AND ADVANCES	16	64,545		67,328
LONG TERM DEPOSITS AND PREPAYMENTS	17	20,830		22,010
DEFERRED TAX ASSET		-		143,527
CURRENT ASSETS				
Stores, spares and loose tools	18	2,731,400		2,247,710
Stock in trade	19	1,583,429		471,432
Trade debts	20	774,794		1,838,982
Loans and advances	21	154,626		293,759
Deposits and prepayments	22	29,403		26,975
Other receivables	23	890,874		660,129
Short term investments	24	6,195,252		4,565,457
Cash and bank balances	25	8,103,728		6,134,443
		20,463,506		16,238,887

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Chief Executive

Director

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FAUJI FERTILIZER COMPANY LIMITED

# Consolidated Profit and Loss Account For the year ended December 31, 2005

		2005	2004
	Note	(Rup	ees '000)
Sales	26	39,757,510	32,509,095
Cost of sales	27	26,074,950	21,362,763
GROSS PROFIT		13,682,560	11,146,332
Administrative expenses and distribution cost	28	3,744,096	2,788,791
		9,938,464	8,357,541
Finance cost	29	585,816	457,766
Other expenses	30	796,565	674,178
		8,556,083	7,225,597
Other income	31	1,621,987	1,246,562
NET PROFIT BEFORE TAXATION		10,178,070	8,472,159
Provision for taxation	32	3,782,811	3,116,161
NET PROFIT AFTER TAXATION		6,395,259	5,355,998
ATTRIBUTABLE TO			
Equity holders of Fauji Fertilizer Company Limited		5,192,610	4,459,157
Minority interest		1,202,649	896,841
		6,395,259	5,355,998
Earnings per share - basic and diluted (Rupees)	33	12.96	10.85

The annexed notes 1 to 41 form an integral part of these consolidated financial statements.

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Chief Executive

Director

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# Consolidated Cash Flow Statement For the year ended December 31, 2005

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		2005	2004
	Note	(Rupe	es '000)
CASH FLOWS FROM OPERATING ACTIVITIES			
Cash generated from operations	34	12,590,803	13,553,791
Payments for :			
Finance cost paid		(504,606)	(470,107)
Income tax paid		(1,636,184)	(1,988,746)
Payment to pension fund		(32,249)	(27,321)
Payment to gratuity fund		(43,462)	(50,353)
Compensation from Government of Pakistan-net		_	51,799
		(2,216,501)	(2,484,728)
Net cash from operating activities		10,374,302	11,069,063
CASH FLOWS FROM INVESTING ACTIVITIES			
Fixed capital expenditure		(1,753,073)	(915,092)
Proceeds from sale of property, plant and equipment		25,383	24,757
Interest received		753,844	431,598
Investment in Pakistan Maroc Phosphore S.A., Morocco	)	(563,862)	(537,900)
Long term deposits		1,123	-
Decrease in investments		1,226,305	1,023,625
Net cash (used in) / generated from investing activities		(310,280)	26,988
CASH FLOWS FROM FINANCING ACTIVITIES			
Issue of share capital – rights issue		_	242,086
Long term financing – proceeds		_	600,000
– repayments		(2,642,699)	(1,662,333)
Long term loans – repayments		(1,741)	(1,740)
Long term murabaha – repayments		(80,344)	(102,672)
Short term borrowings		2,400,908	(2,872,333)
Finance lease paid		(7,448)	(9,624)
Dividends paid		(5,874,147)	(3,800,810)
Net cash used in financing activities		(6,205,471)	(7,607,426)
Net increase in cash and cash equivalents		3,858,551	3,488,625
Cash and cash equivalents at beginning of the year		8,010,318	4,521,493
Effect of exchange rate changes		2,550	200
Cash and cash equivalents at the end of the year	35	11,871,419	8,010,318

The annexed notes 1 to 41 form an integral part of these consolidated financial statements.

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Chief Executive

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Director

FAUJI FERTILIZER COMPANY LIMITED

# Consolidated Statement of Changes in Equity For the year ended December 31, 2005

	Attributable to equity holders of Fauji Fertilizer Company Limited			Minority	Total		
	Share capital	Capital reserve	Reserve for issue of bonus shares	General reserve	Unappropriated loss	interest	
			(	Rupees '00	0)		
					(1.151.400)		10.100.000
Balance at December 31, 2003	2,564,959	279,267	-	8,600,000	(1,151,430)	2,869,903	13,162,699
Issue of share capital	-	-	-	-	-	242,086	242,086
Net profit for the year ended December 31, 2004	-	-	-	-	4,459,157	896,841	5,355,998
Adjustment of dilution in holding of FFBL shares	-	(3,083)	-	-	44,817	(41,734)	-
Transfer from general reserve	-	-	827,199	(1,150,000)	322,801	-	-
FFBL dividend	-	-	-	-	-	(458,878)	(458,878)
Dividends							
Final dividend 2003: Rs 1.50 per share	-	-	-	-	(384,743)	-	(384,743)
First interim Rs 3.25 per share	-	-	-	-	(833,612)	-	(833,612)
Second interim Rs 4.75 per share	-	-	-	-	(1,218,356)	-	(1,218,356)
Third interim Rs 4.00 per share	-	-	-	-	(1,179,881)	-	(1,179,881)
Bonus share issued	384,744	-	(384,744)	-	-	-	-
Balance at December 31, 2004	2,949,703	276,184	442,455	7,450,000	58,753	3,508,218	14,685,313
Net profit for the year ended December 31, 2005	-	-	-	-	5,192,610	1,202,649	6,395,259
Transfer from general reserve	-	-	-	(160,000)	160,000	-	-
FFBL dividend	-	-	-	-	-	(917,670)	(917,670)
Dividends							
Final 2004: Rs 3.00 per share	-	-	-	-	(884,911)	-	(884,911)
First interim 2005: Rs 2.50 per share	-	-	-	-	(848,039)	-	(848,039)
Second interim 2005: Rs 4.00 per share	-	-	-	-	(1,560,393)	-	(1,560,393)
Third interim 2005: Rs 3.25 per share	-	-	-	_	(1,457,992)	_	(1,457,992)
Transfer from unappropriated profit	-	-	1,542,584	-	(1,542,584)	-	_
Bonus shares issued	1,985,039	-	(1,985,039)	-	-	-	-
Balance at December 31, 2005	4,934,742	276,184		7,290,000	(882,556)	3,793,197	15,411,567

The annexed notes 1 to 41 form an integral part of these consolidated financial statements.

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Chief Executive

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Director

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#### 1. STATUS AND NATURE OF BUSINESS

1.1 Fauji Fertilizer Company Limited (FFC / parent company) and its subsidiary, Fauji Fertilizer Bin Qasim Limited (FFBL) are incorporated in Pakistan as public limited companies and their shares are quoted on the Karachi, Lahore and Islamabad stock exchanges of Pakistan. The registered offices of the companies are situated in Rawalpindi, Pakistan. The principal activity of FFC and its subsidiary is manufacturing, purchasing and marketing of fertilizers and chemicals including investment in chemical manufacturing operations.

#### 1.2 Basis of consolidation

The consolidated financial statements include the financial statements of FFC and its subsidiary, FFBL with 50.88% holding (2004: 50.88%) ("the Group companies").

Subsidiaries are those enterprises in which parent company directly or indirectly controls, beneficially owns or holds more than 50% of the voting securities or otherwise has power to elect and appoint more than 50% of its directors. The financial statements of the subsidiary are included in the consolidated financial statements from the date control commences until the date that control ceases.

The assets and liabilities of subsidiary company have been consolidated on a line by line basis and the carrying value of investments held by the parent company is eliminated against the subsidiary shareholders' equity in the consolidated financial statements.

Material intra-group balances and transactions have been eliminated.

Minority interests are that part of the net results of the operations and of net assets of the subsidiary attributable to interests which are not owned by the parent company. Minority interest are presented as a separate item in the consolidated financial statements.

#### 2. SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES

#### 2.1 Statement of compliance

These consolidated financial statements have been prepared in accordance with the approved accounting standards as applicable in Pakistan and the requirements of the Companies Ordinance, 1984. Approved accounting standards comprise of such International Accounting Standards (IASs) as notified under the provisions of the Companies Ordinance, 1984. Wherever, the requirements of the Companies Ordinance, 1984 or directives issued by the Securities and Exchange Commission of Pakistan differ with the requirements of these standards, the requirements of the Companies Ordinance, 1984 or the requirements of the said directives take precedence.

#### 2.2 Accounting convention and basis of preparation

These consolidated financial statements have been prepared under the historical cost convention except that investments available for sale and investments at fair value through profit and loss are measured at their fair values. The identifiable assets and liabilities of PakSaudi Fertilizers Limited (PSFL) have been measured at their fair value on acquisition.

The preparation of financial statements in conformity with IASs requires management to make judgments, estimates and assumptions that affect the application of policies and reported amounts of assets and liabilities, income and expenses. The estimates and associated assumptions are based on historical experience and various other factors that are believed to be reasonable under the circumstances, the results of which form the basis of making the judgments about carrying values of assets and liabilities that are not readily apparent from other sources. Actual results may differ from these estimates.

The estimates and underlying assumptions are reviewed on an ongoing basis. Revisions to accounting estimates are recognised in the period in which the estimates are revised.

Significant areas requiring the use of management estimates in these financial statements relate to the useful life of depreciable assets, provision for doubtful receivables and slow moving inventory. However, assumptions and judgments made by management in the application of accounting policies that have significant effect on the financial statements are not expected to result in material adjustment to the carrying amounts of assets and liabilities in the next year.

FAUJI FERTILIZER COMPANY LIMITED

#### 2.3 Retirement benefits

FFC and FFBL operate the following retirement benefit schemes:

#### Funded gratuity scheme

Defined benefit funded gratuity for all eligible employees who complete qualifying period of service and age.

#### **Contributory Provident Fund**

Defined contributory provident fund for all eligible employees for which contributions are charged to profit and loss account.

#### Funded Pension Scheme

FFC has defined benefit funded pension for eligible employees who complete qualifying period of service and age.

These funds are administered by trustees. Annual contributions to the gratuity and management staff pension funds are based on actuarial valuation using Projected Unit Credit Method, related details of which are given in note 9 to the consolidated financial statements. All contributions are charged to profit and loss account for the year. The actuarial gains / losses in excess of corridor limit (10% of the higher of fair value of assets and present value of obligation) are recognized over the average remaining service life of the employees. Transitional liability in respect of FFBL is being recognized on a straight line basis over a period of five years.

#### Compensated absences

FFC and FFBL have the policy to provide for the encashable compensated absences of its employees in accordance with respective entitlement on cessation of service; related expected cost thereof has been included in the consolidated financial statements.

#### 2.4 Taxation

Provision for current taxation is based on taxable income at the current rates of taxation after taking into account tax credits, tax rebates and exemptions available, if any, or minimum tax on turnover, whichever is higher.

Deferred tax is accounted for using the balance sheet liability method in respect of all temporary differences arising from differences between the carrying amount of assets and liabilities in the consolidated financial statements and the corresponding tax bases used in the computation of taxable profit. Deferred tax liabilities are recognized for all taxable temporary differences and deferred tax assets are recognized to the extent that it is probable that taxable profits will be available against which the deductible temporary differences, unused tax losses and tax credits can be utilized.

Deferred tax is calculated at the rates that are expected to apply to the period when the differences reverse, based on tax rates that have been enacted.

#### 2.5 Property, plant and equipment and capital work in progress

#### Owned assets

Property, plant and equipment including those acquired on PSFL acquisition, are stated at cost less accumulated depreciation except freehold land and capital work in progress, which are stated at cost. Cost comprises acquisition and other directly attributable costs. Property, plant and equipment acquired on PSFL acquisition are stated at their cost to FFC, which represents their fair value on acquisition, less accumulated depreciation.

Depreciation is provided on the straight-line basis to write off the cost of an asset over its estimated useful life without taking into account any residual value. Full year's depreciation is charged on normal additions, while no depreciation is charged on items deleted during the year.

Maintenance and repairs are charged to profit and loss account as and when incurred. Major renewals and improvements are capitalized and the assets so replaced, if any, are retired. Gains and losses on disposal of property, plant and equipment, if any, are included in profit and loss account currently.

Initial fill of catalysts in the ammonia plant is capitalized with plant and machinery whereas costs of subsequent replacements of such catalysts are included in property, plant and equipment and depreciated on a straight line basis over their estimated useful lives.

#### Assets subject to finance lease

Leased property, plant and equipment in terms of which FFBL assumes substantially all the risks and rewards of ownership are classified as finance leases. Leased assets are stated at an amount equal to the lower of its fair value and the present value of minimum lease payments at the inception of the lease, less accumulated depreciation and impairment losses, if any.

Rental obligations of leased assets, net of finance charges not due are included in liabilities against assets subject to finance lease.

Each lease payment is allocated between the liability and finance charge so as to achieve a constant rate on the balance outstanding. Finance charge on leased assets is charged to profit and loss account over the lease term.

Depreciation on assets subject to finance lease is recognized in the same manner as for owned assets.

FFBL accounts for lease obligations by recording the asset and corresponding liability there against determined on the basis of discounted value of total minimum lease payments. Finance charge is recognized in the profit and loss account using the effective mark-up rate method.

#### 2.6 Impairment

The carrying amount of the Group companies' assets are reviewed at each balance sheet date to identify circumstances indicating occurrence of impairment loss or reversal of previous impairment losses. If any such indications exist, the recoverable amounts of such assets are estimated and impairment losses or reversal of impairment losses are recognized in the profit and loss account. Reversal of impairment loss is restricted to the original cost of the asset.

#### 2.7 Goodwill

On acquisition of an entity, difference between the purchase consideration and the fair value of the identifiable assets and liabilities acquired, is initially recognized as goodwill and amortized on a straight line basis over the estimated useful life of the acquired depreciable assets with reversal of related deferred tax liability.

#### 2.8 Investments

#### 2.8.1 Investment in associates

Investments in associates where significant influence can be established are accounted for under the equity method. In case of investments accounted for under equity method, the method is applied from the date when control / significant influence commence until the date when that control / significant influence ceases. When the associates' share of losses exceed the carrying amount of investment in associates, the carrying amount is reduced to nil and the recognition of further losses is discontinued except to the extent that the parent company has incurred obligation in respect of the associate.

#### 2.8.2 Investment in joint venture

Joint ventures are those entities over whose activities the Group has joint control established by the contractual arrangement. The Group recognizes its interest in joint venture using equity method under which the investment is initially recognized at cost and the carrying amount is increased or decreased to recognize the Group's share of the profit or loss of joint venture after the date of joint control. The method is applied from the date that joint control commences until the date that joint control ceases.

#### 2.8.3 Investments available for sale

Pursuant to changes in IAS-39 "Financial Instruments: Recognition and Measurement", the Group now takes gains or losses on remeasurement of available for sale investment to equity. Previously, these investments were initially recognized at cost and at subsequent reporting dates were measured at their fair values. Gains or losses from changes in fair values were recognised in the profit and loss account. There is no effect of this change on the current and previous year's profit and loss account and retained earnings.

#### 2.8.4 Investments held to maturity

Investments with fixed or determinable payments and fixed maturity, which the Group companies have the positive intent and ability to hold to maturity, are carried at amortized cost, using the effective interest rate method less impairment losses, if so determined.

#### 2.8.5 Investments at fair value through profit or loss

Investments which are acquired principally for the purpose of selling in the near term or the investments that are part of a portfolio of financial instruments exhibiting short term profit taking are classified as investments at fair value through profit or loss. These are stated at fair values with any resulting gains or losses recognized directly in the profit and loss account. The fair value of such investments representing listed equity securities are determined on the basis of prevailing market prices.

#### 2.9 Stores, spares and loose tools

These are valued at weighted average cost except for items in transit, which are valued at invoice price and related expenses incurred upto the balance sheet date. For items which are slow moving and / or identified as surplus to the Group companies' requirement, a provision is made for excess of book value over estimated realizable value.

#### 2.10 Stock in trade

Stocks are valued at the lower of cost and net realizable value except for stock in transit which is valued at invoice price and related expenses incurred upto the balance sheet date. Cost includes applicable purchase cost and manufacturing expenses.

Cost is determined as follows:

Raw materials	at weighted average cost
Work in process )	at weighted average cost of purchases and
Finished goods )	applicable manufacturing expenses

Net realizable value signifies the estimated selling price in the ordinary course of business less net estimated cost of completion and selling expenses.

#### 2.11 Rates of exchange

Transactions in foreign currencies are recorded in the books at the rates of exchange prevailing on the date of transaction. Monetary assets and liabilities in foreign currencies at each period end are translated into rupees at the rates prevailing on the balance sheet date. Exchange differences are included in the profit and loss account for the year.

#### 2.12 Revenue recognition

Sales revenue is recognized at the time of dispatch of goods to customers. Return on bank deposits and investments and interest on loans are accounted for on a time proportion basis using the applicable rate of return / interest. Scrap sales and miscellaneous receipts are recognized on realized amounts. Dividend income is recognized when the right to receive the dividend is established.

#### 2.13 Government compensation

FFBL recognizes Government compensation received in lieu of the fertilizer policy, 1989 as income subject to compliance with the related conditions.

#### 2.14 Borrowing costs

Borrowing costs incurred upto the date of commencement of commercial production are capitalized. All other borrowing costs are recognized as an expense in the period in which these are incurred.

#### 2.15 Provisions

Provisions are recognized when, the Group companies have a present legal or constructive obligation as a result of past events, it is probable that an outflow of resources embodying economic benefits will be required to settle the obligation and a reliable estimate can be made of the amount of obligation.

#### 2.16 Dividend appropriation

Dividend is recognized as a liability in the period in which it is declared.

#### 2.17 Cash and cash equivalents

Cash and cash equivalents are carried in the balance sheet at their nominal values. For the purpose of cash flow statement, cash and cash equivalents comprise cash in hand, cash with banks on current, saving and deposit accounts, other short term highly liquid investments that are readily convertible to known amounts of cash which are subject to insignificant risk of change in value and short term running finances of FFBL.

#### 2.18 Related party transactions

All transactions involving related parties arising in the normal course of business are conducted at arm's length at normal commercial rates on the same terms and conditions as third party transactions using valuation modes, as admissible, except in extremely rare circumstances where, subject to the approval of the Board of Directors, it is in the interest of the Group companies to do so.

#### 2.19 Offsetting

Financial assets and liabilities are offset and the net amount is reported in the balance sheet if the Group companies have a legally enforceable right to setoff the recognised amounts and the Group companies intend to settle on a net basis, or realise the asset and settle the liability simultaneously.

#### 2.20 Operating leases

Rentals payable under operating leases are charged to profit and loss account on a straight line basis over the term of the relevant lease.

#### 2.21 Financial instruments

Financial assets and liabilities are recognised when the Group companies become a party to the contractual provisions of the instrument and assets and liabilities are stated at fair value. The Group companies derecognise the financial assets and liabilities when they cease to be a party to such contractual provisions of the instruments. The Group companies recognise the regular way purchase or sale of financial assets using settlement date accounting.

#### a) Trade and other payables

Liabilities for trade and other amounts payable are carried at cost which is the fair value of the consideration to be paid in the future for goods and services received.

#### b) Trade and other receivables

Trade and other receivables are recognised and carried at original invoice amount / cost less an allowance for any uncollectible amounts.

#### c) Derivative financial instruments

Any gain or loss from remeasuring the hedging instrument at fair value is recognised in the profit and loss account.

#### d) Cash and bank balances

Cash in hand and at banks are carried at cost.

#### 3. SHARE CAPITAL

ISSUED, SUBSCRIBED AND PAID UP CAPITAL			(Rupee	s '000)	
2005		2004			
256,495,902		256,495,902	Ordinary shares of Rs.10 each fully paid in cash	2,564,959	2,564,959
236,978,328		38,474,385	Ordinary shares of Rs.10 each issued as fully		
			paid bonus shares.	2,369,783	384,744
493,474,230		294,970,287		4,934,742	2,949,703

#### AUTHORISED SHARE CAPITAL

This represents 500,000,000 (2004: 500,000,000) ordinary shares of Rs 10 each.

**3.1** Fauji Foundation held 44.35% (2004: 44.35%) ordinary shares of the FFC at the year end.

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4.	CAPITAL RESERVE	Note	2005 (Rupee	2004 s '000)
	Share premium Capital redemption reserve	4.1 4.2	156,184 120,000	156,184 120,000
4.1			276,184	276,184

#### 4.1 Share premium

This represents premium of Rs 5 per share received on public issue of 8,000 thousand ordinary shares of FFC in 1991 and its share in share premium of FFBL received on public issue of 45,670 thousand ordinary shares in 1996 at the rate of Rs 5 per share.

#### 4.2 Capital redemption reserve

This represents reserve setup by FFC on redemption of preference shares of Rs 120,000 thousand in 1996.

			2005	2004
_		Note	(Rupee	
5.	REVENUE RESERVES			
	General reserve Unappropriated (loss) / profit		7,290,000 (882,556)	7,450,000 58,753
			6,407,444	7,508,753
6.	NON CURRENT LIABILITIES			
	Long term financing - secured	6.1	2,857,325	5,119,928
	Long term murabaha - secured	6.2	174,051	254,397
	Long term Ioan - Government of Pakistan Ioan	6.3	7,130,208	7,778,409
	Liabilities against assets subject to finance lease	6.4	6,294	11,290
6.1	Long term financing – secured		10,167,878	13,164,024
	Fauji Fertilizer Company Limited			
	Loans from banking companies	6.1.1		
	(i) ABN Amro Bank – Syndicated (ABN)	6.1.1.1	275,000	458,333
	(ii) Muslim Commercial Bank Limited (MCB)	6.1.1.1	300,000	500,000
	(iii) National Bank of Pakistan (NBP)	6.1.1.1	500,000	833,333
	(iv) Habib Bank Limited (HBL - 1) (v) Habib Bank Limited (HBL - 2)	6.1.1.1 6.1.1.2	468,750 125,000	656,250 187,500
	(vi) United Bank Limited (UBL - 1)	6.1.1.2	125,000	187,500
	(vii) United Bank Limited (UBL - 2)	6.1.1.2	100,000	100,000
	(viii)United Bank Limited (UBL - 3)	6.1.1.2	500,000	500,000
	(ix) Citibank N.A	6.1.1.3		805,174
	Other loans		2,393,750	4,228,090
	Term Finance Certificates (TFC's)	6.1.2	432,987	782,734
	Fauji Fertilizer Bin Qasim Limited	6.1.3		
	From banking companies and financial institutions			
	Habib Bank Limited (HBL)		713,875	843,672
	Standard Chartered Bank (SCB) Muslim Commercial Bank Limited (MCB)		408,210 703,727	482,429 831,678
	Askari Commercial Bank Limited (ACBL)		157,143	185,714
	Saudi Pak Industrial and Agricultural Investment		107,110	100,711
	Company (Pvt) Limited (SAPICO)		58,808	69,500
	From associated undertaking		2,041,763	2,412,993
	Pak Kuwait Investment Company (Pvt) Limited			
	(PKIC), an associated undertaking		251,428	297,143
			5,119,928	7,720,960
	Less: Current portion shown under current liabilities		2,262,603	2,601,032
			2,857,325	5,119,928

6.1.1	Terms and conditions of long term finances availed by	FFC are given below:
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Lender	Mark-up rate p.a. (%)	No of half- yearly instalments outstanding	Date of final repayment
ABN	6 months' Treasury Bill rate+1.3	3	May 29, 2007
MCB	6 months' Treasury Bill rate+1.3	3	May 30, 2007
NBP	6 months' Treasury Bill rate+1.3	3	May 29, 2007
HBL - 1	6 months' Treasury Bill rate+1.3	5	May 30, 2008
HBL - 2	6 months' Treasury Bill rate+1.0	4	December 31, 2007
UBL - 1	6 months' Treasury Bill rate+1.0	4	December 31, 2007
UBL - 2	4.5	on maturity	November 02, 2006
UBL - 3	3.5	on maturity	May 31, 2006

- **6.1.1.1** Finances (i) through (iv) are secured by an equitable mortgage on the assets of FFC and hypothecation of all assets including plant, machinery, tools and spares, and all other moveable properties situated at Goth Machhi including stocks and book debts ranking pari passu with each other. These loans have been obtained for the acquisition of PSFL.
- **6.1.1.2** Finances (v) through (viii) have been obtained to meet the permanent working capital requirements of FFC. Finances (v) and (vi) are secured by an equitable mortgage on the assets of FFC and hypothecation of all assets including plant, machinery, tools and spares, and all other moveable properties situated at Goth Machhi including stocks and book debts ranking pari passu with each other. Finances (vii) and (viii) are secured against lien on Pakistan Investment Bonds.
- **6.1.1.3** Loan (ix) represented US Dollar loan disbursed in Pak Rupees at the exchange rate prevailing on the date of disbursement and was secured against lien on Government of Pakistan Special US Dollar Bonds. The interest, payable half-yearly, as well as principal were to be repaid in equivalent amounts of local currency by applying the exchange rate prevailing on the respective payment dates. This loan was obtained for the acquisition of PSFL.
- **6.1.2** Term Finance Certificates (TFC's) represent private placement with 2 institutional investors (2004: 3 institutional investors) for a period of 5 years (2004: periods ranging from 3 to 5 years). The annual rate of profit is State Bank of Pakistan discount rate plus 1.5% with a floor of 11% and cap of 16%. The balance amount of principal of TFCs as at December 31, 2005 is to be repaid in 4 half-yearly instalments in arrears. These are secured by an equitable mortgage on the assets of the Company and hypothecation of all assets including plant, machinery, tools and spares, and all other moveable properties situated at Goth Machhi including stocks and book debts ranking pari passu with each other.

#### **6.1.3** Terms and conditions of long term finances availed by FFBL are given below:

Lender	Purchase price	Marked-up price	Mark-up rate	No of quarterly instalments outstanding	Repayment commenced from
	(Rupe	ees '000)			
HBL	908,571	1,690,772	12 months' Treasury bill rate	22	July 2004
SCB	519,539	966,819	12 months' Treasury bill rate	22	July 2004
MCB	895,653	1,666,735	12 months' Treasury bill rate	22	July 2004
ACBL	200,000	372,183	12 months' Treasury bill rate	22	July 2004
SAPICO	74,847	139,283	12 months' Treasury bill rate	22	July 2004
PKIC	320,000	595,493	12 months' Treasury bill rate	22	July 2004

These finances are secured by first equitable mortgage charge created on all immovable properties of FFBL and by way of hypothecation of movable properties aggregating Rs 5,431,285 thousand of FFBL. These charges rank pari passu with the charges already created or to be created in favour of other foreign and local lenders.

			2005	2004	
		Note	(Rupees '000)		
6.2	Long term murabaha - secured				
	Faysal Bank Limited (FFC) Faysal Bank Limited (FFBL)	6.2.1 6.2.2	41,667 212,730	125,000 251,409	
	Less: Current portion shown under current liabilities		254,397 80,346	376,409 122,012	
			174,051	254,397	

**6.2.1** This facility carries mark-up at 4.5% p.a. Principal and mark-up are repayable in half yearly instalments upto May 31, 2006. This is secured by a registered charge on all present and future, fixed and current moveable assets of FFC ranking pari passu with long term loans.

6.2.2 This facility is secured by first equitable mortgage charge created on all immovable properties of FFBL and by way of hypothecation of movable properties aggregating Rs 503,840 thousand of FFBL. The charge ranks pari passu with the charges already created or to be created in favour of other foreign and local lenders.
2005

			2005	2004	
			(Rupees '000)		
	ong term loans - Government of Pakistan loan Secured				
G	Government of Pakistan loan 5th Danish credit - FFC	6.3.1	-	1,741	
ι	Insecured		[]		
G	Government of Pakistan (GOP) Ioan - FFBL	6.3.2	5,148,455	5,417,435	
C	Deferred Government assistance - FFBL	6.3.2	2,629,954	3,009,175	
L	ess: Current portion shown under current liabilities		7,778,409 648,201	8,426,610 649,942	
			7,130,208	7,778,409	

**6.3.1** This loan represented the onlent proceeds of credit obtained by the Government of Pakistan from an international agency.

This loan was disbursed in foreign currency and is repayable in local currency. Disbursements have been determined for repayment in Rupees by translation at the rates of exchange prevailing on the respective dates of disbursement. Interest on loan also includes the Government's exchange risk commission. The loan is secured by a mortgage in favour of the Government of Pakistan over the Company's fixed assets.

**6.3.2** This represents balance amount of GOP loan amounting to Rs 9,723,011 thousand which is repayable in 16 years with 1 year grace at zero percent effective November 30, 2001. Final instalment will be paid in June 2017. This loan in accordance with International Accounting Standard-39 "Financial Instruments: Recognition and Measurement" is stated at its fair value and the difference is recognised as Deferred Government assistance. Deferred Government assistance is being amortised to fully offset the financial charge on the loan at an imputed market rate of 7%. The amount amortised and offset against financial charges during the year amounted to Rs 379.221 thousand (2004: Rs 396.816 thousand)

Under the terms of restructuring with GOP, the excess cash, which may arise based on a pre-defined mechanism, shall be shared by FFBL with GOP through prepayment of GOP loan. Pending clarifications and certain interpretations required for determining excess cash, this loan has been accounted for on the basis of existing repayment schedule.

Loans from four Export Credit Agencies (ECA), which were assumed by the GOP, were initially secured by a guarantee issued by Habib Bank Limited (HBL) on behalf of a local syndicate of banks and financial institutions, which guarantee is secured by first equitable mortgage created on all immovable properties of FFBL and by way of hypothecation of movable properties of FFBL. The charge ranks pari passu with the charges to be created in favour of other foreign and local lenders. The local syndicate had requested FFBL to obtain an indemnity from GOP confirming that it is GOP's absolute obligation to indemnify and keep related banks and financial institutions harmless from any possible exposure on this account. Accordingly, on December 16, 2002, GOP had conveyed its agreement from assuming ECA loan liabilities by absolving related banks and financial institutions of their liabilities for which they had issued guarantees to ECA. As a result, two ECA have released the guarantee of HBL and have returned the original documents.

Since two ECA have yet to release HBL from their responsibility as guarantor therefore, the above referred guarantee and related charge on assets of FFBL have not been vacated upto December 31, 2005. FFBL is making efforts in getting this guarantee released.

#### 6.4 LIABILITIES AGAINST ASSETS SUBJECT TO FINANCE LEASE

	2005			2004				
	Minimum lease payments	Financial charges for future periods	Principal out- standing	lease charges fo		Principal out- standing		
			(Rupee	s '000)				
Not later than one year Later than one year but not	4,489	474	4,015	7,520	1,053	6,467		
later than five years	6,553	259	6,294	12,098	808	11,290		
	11,042	733	10,309	19,618	1,861	17,757		

Lease rentals include finance charge ranging between 8% to 20% per annum, which have been used as discounting factor and are payable on monthly and quarterly basis. FFBL has an option to purchase the assets upon completion of lease period by adjusting the security deposits amounting to Rs 2,966 thousand (2004: Rs 4,050 thousand) and has intention to exercise the option.

	1	Note	2005 (Rup	ees '(	2004 000)
7.	DEFERRED TAXATION				
	The balance of deferred tax is in respect of the following major temporary differences:				
	Accelerated depreciation Provision for slow moving / surplus spares, doubtful debts, other receivables		3,791,633		2,516,000
	and short term investments		(64,742)		(109,000)
	Liabilities against assets subject to finance lease		(3,608)		_
			3,723,283		2,407,000
8.	TRADE AND OTHER PAYABLES				
	Creditors Accrued liabilities Other liabilities Sales tax payable Deposits Retention money Advances from customers Workers' Profit Participation Fund Workers' Welfare Fund Unclaimed dividend	8.1	2,802,220 1,266,624 43,898 135,938 66,665 21,522 3,353,929 395,934 346,444 947,422		1,158,616 896,268 86,471 366,048 58,772 14,742 3,339,235 340,912 316,225 1,152,480
8.1	Workers' Profit Participation Fund		9,380,596		7,729,769
0.1	·		240.010		004 700
	Balance at beginning of the year Interest on funds utilised in Group companies' business Allocation for the year Payment to the Fund during the year	S	340,912 100 555,934 (501,012)		284,728 463 440,911 (385,190)
			395,934		340,912

#### 9. RETIREMENT BENEFIT FUNDS

a) Movement in the asset recognised in the balance sheet :

	Funded gratuity	Funded pension (Rupee	Total 2005 es '000)	Total 2004
Balance at beginning of the year	-	(929)	(929)	12,353
Expense for the year	43,462	33,178	76,640	64,392
Payments to funds during the year	(43,462)	(32,249)	(75,711)	(77,674)
Balance at end of the year	_	_	_	(929)

#### b) Reconciliation of the asset recognised in the balance sheet :

	Funded gratuity	Funded pension (Rupe	Total 2005 ees '000)	Total 2004
Present value of defined benefit obligation Fair value of plan assets	631,102 (540,975)	,	1,222,412 (1,106,764)	1,016,288 (963,076)
Deficit	90,127	25,521	115,648	53,212
Unrecognised actuarial loss	(87,713)	(25,521)	(113,234)	(50,520)
Unrecognised transitional liability	(2,414)		(2,414)	(3,621)
Net asset	-	-	-	(929)

# c) The following amounts have been charged to the profit and loss account during the current year in respect of these schemes.

	Funded gratuity	Funded pension (Ruped	Total 2005 es '000)	Total 2004
Current service cost	37,082	33,806	70,888	65,543
Interest cost	44,166	38,163	82,329	62,269
Expected return on plan assets	(39,383)	(38,791)	(78,174)	(64,916)
Amortization of loss	390	_	390	289
Recognised transitional liability	1,207		1,207	1,207
Expense for the year	43,462	33,178	76,640	64,392
Actual return on plan assets	45,874	79,646	125,520	116,192

# d) Actuarial valuation of these plans was carried out as at December 31, 2005 using Projected Unit Credit Method. Significant actuarial assumptions used were as follows:

		Gratuity	Pension
Discount factor	per annum	9-10%	9%
Expected rate of increase in salary level	per annum	10-12%	12%
Expected rate of return on plan assets	per annum	9-10%	9%

e) "Salaries, wages and benefits" expense, stated in note 27 and 28 include retirement benefits in respect of gratuity, provident fund, pension plans and compensated absences amounting to Rs 43,052 thousand, Rs 53,399 thousand, Rs 33,178 thousand and Rs 140,734 thousand respectively (2004: Rs 34,210 thousand, Rs 57,767 thousand, Rs 26,463 thousand and Rs 34,984 thousand).

			2005		2004
		Note	(Rup	(Rupees '000)	
10.	INTEREST AND MARK-UP ACCRUED				
(	On long term financing				
	From banking companies and financial institution	IS	108,066		90,636
	From PKIC, an associated undertaking		5,571		2,355
(	On murabaha financing		4,875		2,476
(	On short term borrowings		57,480		6,302
			175,992		101,769
11. 9	SHORT TERM BORROWINGS - SECURED				
	Short term loans	11.1	500,000		100,000
	Short term import credit	11.2	1,544,963		-
	Short term running finances	11.3	2,696,649		1,176,625
			4,741,612		1,276,625

#### 11.1 Short term loans

This represents short term loan facility available from a bank by partial conversion of Running Finance line amounting to Rs. 500,000 thousand (2004: Rs 100,000 thousand). This is secured by first pari passu charge on the current assets of the FFC. This facility carries mark-up at the rate of Re 0.240 (2004: Re 0.110) per Rs 1,000 per day.

#### 11.2 Short term import credit

This represents import credit facilities of Rs 1,544,963 thousand (2004: Nil) arranged by FFC from various banks under mark-up arrangements at three months LIBOR+ 0.5% p.a and six months LIBOR+0.5% per annum. These are secured by way of hypothecation of current and fixed assets of FFC.

#### 11.3 Short term running finances

This represents short term facilities arranged by FFBL from various banks on mark-up basis aggregating Rs. 2,300,000 thousand (2004: Rs. 2,300,000 thousand). These facilities carry mark-up ranging from 4.52% to 9.7% per annum (2004: 3.75% to 5.69% per annum) at the year end and are secured by hypothecation charge amounting to Rs 2,637,980 thousand over stocks and current assets of FFBL. The purchase prices are repayable on various dates by FFBL.

Short term running finance facilities are available to FFC from various banks under mark-up arrangements amounted to Rs. 4,000,000 thousand (2004: Rs. 3,250,000 thousand) which represent the aggregate of sale prices of all mark-up agreements between FFC and the banks. These facilities have various maturity dates upto June 30, 2006.

These facilities are secured by hypothecation of present and future current assets and fixed assets of FFC ranking pari passu in all respects with the first charge holders. The rates of mark-up range from one month KIBOR + 0.25% - 0.80% p.a. to three months' KIBOR + 0.50% p.a. (2004: one month KIBOR + 0.25% p.a. to three months' KIBOR + 0.25% p.a.).

			2005 (Ru	pees 'C	2004 000)
12.		IGENCIES AND COMMITMENTS			
	a)	Contingencies			
	i)	Guarantees issued by banks on behalf of the Group companies.	41,176		45,736
	ii)	Disputed demands for Income tax and levy of contribution to Workers' Welfare Fund related to former PSFL decided in favour of FFC by the Income Tax Appellate authorities, are currently in appeal by the department. FFC is confident that there are reasonable grounds for a favourable decision.	295,590		295,590
	iii)	Income tax demands, not acknowledged as debt, have been challenged by the Group companies and are currently in appeal; the Group companies expect favourable outcome of appeal.	57,147		115,745
	iv)	Claims against the Group companies and / or potential exposure not acknowledged as debt.	74,772		83,350
	v)	Indemnity bonds and undertakings given to the customs authorities for the machinery imported by FFBL for installation at plant site	119,650		119,650
	b)	Commitments in respect of:			
	i)	Capital expenditure. Contracted Non-contracted	1,201,404 1,612,982		762,977 3,046,658
	ii)	Purchase of fertilizer, stores, spares and other revenue items.	1,151,064		624,075
	iii)	Commitment for equity investment in Pakistan Maroc Phosphore S.A.– note 14, Moroccan Dirhams 140,625 (2004: MAD 225,000) thousand, equivalent approx.	933,750		1,637,708
	iv)	Group's share of commitments in Pakistan Maroc Phosphore S.A., including minority interest. PMP itself is committed to incur capital expenditure of MAD 1,199,000 thousand Equivalent Pak Rs 7,963,000 thousand.	2,986,125		_
	v)	Rentals under lease agreements:			
		Premises – not later than one year – later than one year and not later than five years	19,382		27,078
		2007 2008 2009 2010 – later than five years Vehicles – not later than one year – later than one year and not later than five years	23,629 19,486 17,776 15,423 3,842 66,783		13,766 13,276 13,033 13,845 3,578 60,462
		2007 2008 2009 2010 – later than five years	57,702 51,182 40,294 12,988 3,628		52,529 40,203 34,264 5,513 -

FAUJI FERTILIZER COMPANY LIMITED

#### 13. PROPERTY, PLANT AND EQUIPMENT

	COST			DEPRECIATION			Written down	
	As at January 1, 2005	of additions / (disposals) / transfer * / adjustments**	As at December 31, 2005	As at January 1, 2005	For the year / (on disposals) / transfer * / adjustments **	As at December 31, 2005	value as at December 31, 2005	Annual rate of depreciation % on cost
				(Rupee	s '000)			
Freehold land	174,634	122,268	296,902	_	_	_	296,902	_
Lease hold land	295,639	-	295,639	65,321	9,785	75,106	220,533	2 to 6 1/4
Buildings and structures on freehold land	1,682,972	185,125 (23,928) **	1,844,169	1,027,011	66,720 (4,383)	1,089,348	754,821	5 to 10
Buildings and structures on leasehold land	1,503,573	3,692	1,507,265	259,408	44,061	303,469	1,203,796	5
Railway siding	26,517	-	26,517	26,467	26	26,493	24	5
Plant and machinery	35,774,467	210,268 (6,357) **	35,978,378	15,250,463	1,328,214 (962)	16,577,715	19,400,663	5
Catalysts	336,703	212,355 (117,701)	431,357	227,990	84,598 (117,701)	194,887	236,470	20 to 50
Furniture and fixtures	83,927	19,388 (1,692) (3,514) **	98,109	45,487	7,639 (1,447) (176)	51,503	46,606	10 to 15
Office and electrical equipment	243,422	48,129 (8,192) 8,709 **	292,068	155,684	33,619 (6,436) 1,709	184,576	107,492	10 to 15
Vehicles	261,757	66,097 (35,041) 7,233 *	299,696	152,271	45,906 (31,546) 4,013	170,469	129,227	20
Maintenance and other equipment	607,141	(350)** 69,771 (11,000) 11,815 **	677,727	484,374	(175) * 83,021 (10,662) 932 *	557,665	120,062	15 to 33 1/3
Library books	8,445	2,008	10,453	7,159	1,361	8,520	1,933	30
	40,999,197	939,101 (173,626) 7,233 * (13,625) **	41,758,280	17,701,635	1,704,950 (167,792) 4,013 (3,055)		22,518,529	
Assets subject to finance lease vehicles	27,003	- (7,233) *	19,770 -	12,695 -	3,954 (4,013)	12,636	7,134	20
	27,003	(7,233)	19,770	12,695	(59)	12,636	7,134	
	41,026,200	939,101 (173,626) (13,625)**	41,778,050	17,714,330	1,708,904 (167,792) (3,055)	19,252,387	22,525,663	
Capital work in progress - note 13.4	408,195	(13,023) 1,277,039 (463,067) **	1,222,167	-	-	-	1,222,167	-
2005	41,434,395	1,565,822	43,000,217	17,714,330	1,538,057	19,252,387	23,747,830	
	40,441,216	657,902 (72,918)	41,026,200	16,149,700	1,630,573 (65,943)	17,714,330	23,311,870	
Capital work in progress - note 13.4	146,348	677,004 (415,157) **	408,195 -	-	-	-	408,195	
2004	40,587,564	846,831	41,434,395	16,149,700	1,564,630	17,714,330	23,720,065	

**13.1** Cost of property, plant and equipment has been shown net of Government grant of Rs 68,164 thousand (2004: Rs 68,164 thousand).

			2005	2004
		Note	(Rupees '000)	
13.2	Depreciation charge has been allocated as follows:			
	Cost of sales	27	1,677,284	1,604,638
	Administrative expenses and distribution cost	28	31,620	25,935
			1,708,904	1,630,573

#### 13.3 Details of property, plant and equipment sold

Details of property, plant and equipment sold				
		Book	Sale	
Description	Cost	value (Rupees '000)	proceeds	
Vehicles				
By Group Companies' policy to employees				
Maj Gen Qamar ul Zaman (Retd)	1,079	433	137	
Syed Naveed Abbas	794	635	674	
Brig Nur-ul-Hassan	999	599	100	
By tender to outsiders				
Mr M. Ijaz	400	200	487	
Mr Abid Ansar	250	125	382	
Mr Abid Ansar	600	300	376	
Mr Abid Ansar	450	225	651	
Mr Noman Siddiqui	1,633	980	1,740	
Furniture and fixtures, office and electrical equipment, maintenance and other equipment				
By parent Company's policy to employee				
Mr Khaliq ur Rehman	332	127	149	
By insurance claim				
EFU Insurance Company	1,236	1,048	1,085	
Aggregate of other items of property, plant and equipment with individual book values not exceeding Rs 50 thousand	165,853	1,162	19,602	
	173,626	5,834	25,383	

			2005		2004
		Note	(Ru	pees '	000)
13.4	CAPITAL WORK IN PROGRESS		10.014		
	Advances to suppliers Civil works		19,914		117,061
	Plant, machinery and equipment		1,025,895 176,358		222,380 68,754
	r lant, indefiniery and equipment		1,222,167		408,195
14.	GOODWILL		1,222,107		400,195
	Balance at beginning of the year		1,778,464		1,883,079
	Less: Amortisation for the year		(104,615)		(104,615)
			1,673,849		1,778,464
15.	LONG TERM INVESTMENTS		1,073,045		1,770,404
	Pakistan Maroc Phosphore S.A., Morocco	15.1	1,101,762		537,900
	Investments available for sale	15.2			
	Certificates of investment		279,998		246,525
	Government of Pakistan Special US Dollar Bonds		, _		969,486
	National Savings Certificates		-		500,000
	Arabian Sea Country Club Limited		2.000		2.000
	(300,000 shares of Rs. 10 each) Less: Impairment in value of investment		3,000 (3,000)		3,000 (3,000)
			(3,000)		(3,000)
			279,998		1,716,011
	Investments held to maturity	15.3			
	Pakistan Investment Bonds (PIBs)		600,000		700,000
	Term Finance Certificates		99,980		20,355
			699,980		720,355
			2,081,740		2,974,266
	Less: Current portion shown under short term investments Investments available for sale	24			
	Certificates of investment		41,749		12,456
	Government of Pakistan Special US Dollar Bonds		-		969,486
	National Savings Certificates				500,000
			41,749		1,481,942
	Investments held to maturity				100.000
	Pakistan Investment Bonds Term Finance Certificates		- 10		100,000
			40		20,355
			40		120,355
			41,789		1,602,297
			2,039,951		1,371,969

#### 15.1 Pakistan Maroc Phosphore S.A., Morocco

The Group companies have committed 37.5% total equity participation in Pakistan Maroc Phosphore S.A. (PMP), amounting to Moroccan Dirhams (MAD) 300,000 thousand, out of which, MAD 159,375 thousand equivalent to Rs 1,101,762 thousand have been remitted upto December 31, 2005 while the balance shall be paid upon further equity call by PMP.

According to the Shareholders' agreement, the Group companies cannot sell the shares of PMP, outside Fauji Group (consisting of FFC, FFBL and Fauji Foundation) for a period of five years effective September 14, 2004. Further, if any legal restriction is laid on dividends by PMP, the same will be converted to interest bearing loan.

The following items represent the Group's including minority interest in the assets, liabilities, revenue and expenses of PMP:

. . . .

	2005 (Rupees '000)
Non - current assets	196,710
Current assets	937,680
Current liabilities	(77,103)
Net assets	1,057,287
Income	10,323
Expenses	(11,286)

Adjustment for the Group's share in net assets of PMP was not considered since the amount was immaterial.

#### 15.2 Investments available for sale

These represent certificates of investments placed with banks and financial institutions for periods ranging from one and a half to five years at profit rates ranging from 6% to 15% per annum.

Government of Pakistan Special US Dollar Bonds were issued for a period of three years. Profit was payable on these bonds at a rate of 2% above six months LIBOR. These were fully encashed during the year.

National Savings Certificates were issued for a period of 5 years. Monthly profit was payable on these certificates at 14% per annum. These were fully encashed during the year.

Investments available for sale include Rs Nil (2004: Rs 1,345,568 thousand) under lien of financial institutions against long term loans for PSFL acquisition and short term loans.

#### 15.3 Investment held to maturity

PIBs have been issued for 10 years (2004: 5 to 10 years). Half-yearly profit is payable on these bonds at rates ranging from 11% to 14% per annum. These include Rs 600,000 thousand (2004: Rs 700,000 thousand) under lien of a bank against loan for PSFL acquisition. Fair value of these PIBs as at December 31, 2005 was Rs 689,142 thousand (2004: Rs 864,164 thousand).

Investment in TFC represents 20,000 certificates of Rs 5,000 each of Askari Commercial Bank Limited. Half yearly profit is payable on these TFCs at six months KIBOR + 1.50% p.a. Fair value of outstanding TFC's as at December 31, 2005 was Rs 101,980 thousand.

Investment in TFCs also represented 500 certificates of Rs 100,000 each of Orix Leasing Limited. Half yearly profit payable on these TFCs was 14% per annum. Fair value of these TFCs as at December 31, 2004 was Rs 20,827 thousand. These TFCs were fully redeemed during the year.

			2005		2004
		Note	(Rup	bees 'O	00)
16.	LONG TERM LOANS AND ADVANCES				
	Loans and advances - considered good, to:				
	Executives		73,698		65,266
	Other employees		40,760		41,449
			114,458		106,715
	Less: Amount due within twelve months, shown under				
	current assets	21	49,913		39,387
			64,545		67,328

#### 16.1 Reconciliation of carrying amount of loans to executives and other employees:

		Opening balance as at January 1, 2005	Disbursements	Repayments	Closing balance as at December 31, 2005
			(Rupe	es '000)	
Executives Other employees		65,266 41,449	72,828 20,165	64,396 20,854	73,698 40,760
		106,715	92,993	85,250	114,458
	2004	95,247	110,320	98,852	106,715

These represent secured loans for house building, house rent advances and advances pursuant to agreement with workers which are repayable within one to ten years. Mark-up at 4% per annum (2004: 4% per annum) was charged on loans for house building during the year.

The maximum amount of advances to executives outstanding at the end of any month during the year was Rs 73,698 thousand (2004: Rs 65,266 thousand).

		2005	2004	
		(Rupees '000)		
17.	LONG TERM DEPOSITS, PREPAYMENTS AND DEFERRED COSTS			
	Security deposits	17,321	17,760	
	Prepayments	1,322	1,040	
	Lease key money	2,966	4,050	
		21,609	22,850	
	Less : Current portion	(779)	(840)	
		20,830	22,010	

			2005		2004
		Note	(Rupees '000)		000)
18.	STORES, SPARES AND LOOSE TOOLS				
	Stores		126,349		134,446
	Spares Provision for slow moving and surplus items		2,443,915 (113,221)		2,226,988 (295,713)
			2,330,694		1,931,275
	Loose tools Items in transit		106 274,251		107 181,882
			2,731,400		2,247,710
19.	STOCK IN TRADE				
	Raw materials Work in process Finished goods:		654,594 19,532		233,524 14,674
	Manufactured fertilizers Purchased fertilizers		418,110 491,193		61,787 161,447
			1,583,429		471,432
20.	TRADE DEBTS				
	Considered good Due from Fauji Foundation, an associated		774,772		1,838,398
	undertaking - unsecured, considered good Considered doubtful	20.1	22 1,979		584 1,979
	Provision for doubtful debts		776,773 (1,979)		1,840,961 (1,979)
			774,794		1,838,982

**20.1** Maximum amount outstanding at the end of any month during the year was Rs 1,466 thousand (2004: Rs 19,916 thousand).

21. LOA	NS AND ADVANCES		2005		2004
A		Note	(Rupees '000)		00)
Exec	ances to: cutives, unsecured - considered good cutives, unsecured - considered doubtful	21.1	378 _		573 51
Prov	vision for doubtful advances		378 _		624 (51)
			378		573
	er employees - considered good er employees - considered doubtful		3,318 _		1,941 95
Prov	vision for doubtful advances		3,318 _		2,036 (95)
			3,318		1,941
Cons	ances to suppliers and contractors sidered good sidered doubtful		101,017 45		251,858 1,982
Prov	vision for doubtful advances		101,062 (45)		253,840 (1,982)
Curre	rent portion of long term loans and advances		101,017 49,913		251,858 39,387
			154,626		293,759

**21.1** This represents interest free house rent paid by FFBL on behalf of Executives. Maximum amount outstanding on this account at the end of any month during the year was Rs 440 thousand (2004: Rs 625 thousand).

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			2005	2004
		Note	(Rupees '000)	
22.	DEPOSITS AND PREPAYMENTS			
	Deposits (including current portion)		2,630	2,279
	Prepayments		26,773	24,696
			29,403	26,975
23.	OTHER RECEIVABLES			
	Accrued income on investments and bank deposits		159,860	72,660
	Advance tax	23.1	476,489	545,209
	Sale tax refundable		157,005	-
	Receivable from retirement benefit fund, considered good	9	-	929
	Other receivables – considered good	23.2	96,242	40,053
	<ul> <li>– considered doubtful</li> </ul>		55,714	55,714
			151,956	95,767
	Provision for doubtful receivables		(55,714)	(55,714)
			96,242	40,053
	Insurance claims		1,278	1,278
			890,874	660,129

**23.1** This represents tax paid by PSFL in excess of admitted tax liabilities prior to its acquisition by FFC. FFC intends to adjust this amount after finalisation of pending re-assessments by the taxation authorities.

**23.2** This includes unsecured balance Rs. 716 thousand (2004: Rs 680 thousand) receivable from Fauji Foundation on account of expenses incurred on its behalf. The maximum amount due on this account at the end of any month during the year was Rs 716 thousand (2004: Rs 680 thousand). This also includes Rs 51,800 thousand receivable from GOP on account of compensation of Rs 700,000 thousand which was due in June 2005 net of agreed GOP loan repayment of Rs. 648,201 thousand ( refer note 31.1 for details).

2005

2004

2000		2001
(Rupees '000)		00)
500,000		2,550,000
4,650,000		-
905,963		311,860
97,500		101,300
41,749		1,481,942
40		120,355
6,195,252		4,565,457
	500,000 4,650,000 905,963 97,500 41,749 40	500,000 4,650,000 905,963 97,500 41,749 40

**24.1** Pursuant to the changes in IAS-39 " Financial Instruments: Recognition and Measurement" and using the transitional provision given therein, the Group has during the year taken its investment in Meezan Balanced Fund from investments available for sale to investment at fair value through profit or loss.

25.	CASH AND BANK BALANCES	2005 2004 (Rupees '000)	
25.	At banks:		
	Deposit accounts Local currency Foreign currency Current accounts Local currency (includes drafts under collection) Foreign currency	7,616,746 31,867 323,496 -	5,554,086 - 421,799 14,898
	Drafts in hand and in transit Cash in hand	7,972,109 130,109 1,510 8,103,728	5,990,783 142,153 1,507 6,134,443

Balances with banks include Rs 66,665 thousand (2004: Rs 58,772 thousand) in respect of security deposits received. Local currency deposit accounts include Rs 90,089 thousand (2004: Rs 57,035 thousand) under lien of the bank, against a guarantee issued by the bank on behalf of the Group companies. FFBL deposit accounts include Rs 1,315,479 thousand (2004: Rs 695,317 thousand) which are under pledge with commercial banks against letters of credit.

#### 26. SALES

Sales include Rs 6,734,478 thousand (2004: Rs 3,567,278 thousand) in respect of sale of purchased fertilizers and are exclusive of commission, trade allowances and sales tax of Rs 408,478 thousand and Rs 3,315,913 thousand respectively (2004: Rs 455,944 thousand and Rs 3,414,103 thousand).

		Note	2005 (Rupees '00		2004
27.	COST OF SALES	NOLE	(N	upees	000)
27.	Raw materials consumed Fuel and power Chemicals and supplies Salaries, wages and benefits Rent, rates and taxes Insurance Technical services Travel and conveyance Repairs and maintenance		11,548,925 3,879,317 207,292 1,886,392 31,754 135,807 15,750 128,970		9,565,912 3,331,185 187,846 1,501,472 28,586 136,794 14,364 104,749
	<ul> <li>(includes stores and spares consumed of Rs.579,313 thousand; 2004: Rs 465,514 thousand)</li> <li>Amortization of intangible assets - process license fee Depreciation</li> <li>Communication, establishment and other expenses</li> <li>Provision / (reversal of provision) for doubtful advances</li> <li>Opening stock - work in process</li> <li>Closing stock - work in process</li> </ul>	27.1	600,801 - 1,677,284 498,628 45 14,674 (19,532)		770,797 23,686 1,604,638 368,422 (340) 27,875 (14,674)
	Cost of goods manufactured		20,606,107		17,651,312
	Opening stock of manufactured fertilizers Closing stock of manufactured fertilizers		61,787 (418,110) (356,323)		610,870 (61,787) 549,083
	Cost of sales - own manufactured fertilizers		20,249,784		18,200,395
	Opening stock of purchased fertilizers Purchase of fertilizers for resale		161,447 6,154,912 6,316,359		102,702 3,221,113 3,323,815
	Closing stock of purchased fertilizers		(491,193)		(161,447)
	Cost of sales - purchased fertilizers		5,825,166 26,074,950		3,162,368 21,362,763

27.1 This includes provision for slow moving and surplus spares amounting to Rs (165,995 thousand) (2004: Rs 92,487 thousand).

		2005	2004
		(Rup	ees '000)
28.	ADMINISTRATIVE EXPENSES AND DISTRIBUTION COST		
	Product transportation	2,842,133	1,969,715
	Salaries, wages and benefits	496,057	420,572
	Rent, rates and taxes	65,689	68,705
	Insurance	450	2,813
	Technical services	4,853	4,237
	Travel and conveyance	83,079	67,299
	Sale promotion and advertising	39,652	52,604
	Communication, establishment and other expenses	51,239	30,883
	Warehousing expenses	29,139	64,730
	Depreciation	31,620	25,935
	Administrative expenses	100,185	81,298
		3,744,096	2,788,791
29.	FINANCE COST		
	Interest and related charges on long term		
	financing, loans and murabaha	446,663	355,703
	Mark up on long term financing from PKIC,		
	an associated undertaking	18,402	7,321
	Mark up on short term borrowings	111,202	63,660
	Exchange loss	5,199	24,755
	Interest on Workers' Profit Participation Fund	100	463
	Finance charges on leased property, plant and equipment	1,051	1,880
	Bank charges	3,199	3,984
		585,816	457,766
30.	OTHER EXPENSES		
	Amortisation of goodwill	104,615	104,615
	Workers' Profit Participation Fund	555,934	440,911
	Workers' Welfare Fund	133,504	126,019
	Auditors' remuneration	,	
	Audit fee	1,420	1,420
	Fee for half yearly review, audit of consolidated accounts	,	
	and certifications for Government and related agencies	952	993
	Out of pocket expenses	140	220
		796,565	674,178

			2005		2004
		Note	(Rup	ees '	000)
31.	OTHER INCOME				
	Income from financial assets				
	Income on loans, deposits and investments		825,578		408,739
	Income on tax - exempt investments		15,362		45,534
	(Loss) / gain on remeasurement of investments at fair valu	ie			
	through profit or loss		(3,800)		1,300
	Gain on sale of NIT units		2,021		-
	Exchange gain on financial instruments		7,130		15,381
	Income on payments made on behalf of				
	Income on payments made on behalf of		105		
	Fauji Foundation - a related party		105		_
	Income from non - financial assets				
	Gain on sale of property, plant and equipment		19,549		17,782
	Other income				
	Compensation from GOP	31.1	700,000		700,000
	Old liabilities written back		374		14,771
	Scrap sales		42,266		-
	Others		13,402		43,055
			1,621,987		1,246,562

**31.1** GOP had committed to pay Rs 5 billion over a period of seven years in lieu of non-implementation of Fertilizer Policy, 1989. On this account, amounts aggregating Rs 2.4 billion have been received from GOP up to December 31, 2005. GOP Compensation of Rs 700 million which was receivable in June 2005 is yet to be received. However, this has been accrued in the books of account of the Group subject to netting off the agreed GOP loan repayment of Rs 648.201 million for the year 2005. Balance of Rs 1.9 billion will be received in one instalment of Rs 700 million during the year 2006 and two installments of Rs 600 million each during the years 2007 and 2008, subject to netting off the agreed GOP loan repayments of Rs 648.201 million to be made by the Group each year.

Effective January 1, 2005, certain amendments have been made in the International Accounting Standards. Related to the Group, a significant change is the elimination of the concept of extraordinary item from IAS-8 "Accounting Policies, Changes in Accounting Estimates and Errors". The revised Standard prohibits disclosure of an extraordinary item in the financial statements. In case of the Group, GOP compensation was disclosed as an extraordinary item below profit after tax in the financial statements in prior years, which has now been grouped under other income in profit and loss account as a result of this change.

			2005	2004
			(Rupe	ees '000)
32.	PROVIS	SION FOR TAXATION		
	Current	t - for the year	2,323,000	2,429,000
	Deferme	- for prior year	-	30,000
	Deterre	ed - for the year	1,459,811	657,161
32.1	Recond	iliation of tax charge for the year	3,782,811	3,116,161
		pefore taxation	10,178,070	8,472,159
			%	%
	Applica	able tax rate	35.00	35.00
	Add:	Tax effect of amounts that are not		-
		deductible for tax purpose	17.59	15.76
		Tax effect of amounts relating to prior years'	-	0.36
		Tax effect of intra group transactions	0.47	0.28
	Less:	Tax effect of amounts exempt from tax Tax effect of business losses - FFBL	(0.06)	(0.19)
		Tax effect of unabsorbed depreciation - FFBL	(15.66)	(0.98) (13.44)
		Tax effect of amounts taxed at lower rates	(0.03)	(13.44)
		Tax effect of rebates, tax credit and minimum tax on	(0.03)	
		turnover due to brought forward losses	(0.14)	(0.01)
	Average	e effective tax rate charged on income	37.17	36.78
			2005	2004
33.	EARNI	NGS PER SHARE		
	Net pro	ofit after tax (Rupees '000)	6,395,259	5,355,998
	Weight	ed average number of shares in issue during the year.	493,474	493,474
	Basic a	and diluted earnings per share (Rupees)	12.96	10.85

There is no dilutive effect on the basic earnings per share of the Group companies.

Number of shares in issue during the year 2004 have been restated for the effect of bonus shares issued during the year 2005.

		2005	2004
24		(Rupees	'000)
34.	CASH GENERATED FROM OPERATIONS	10 170 070	0 470 150
	Net profit before taxation Adjustments for:	10,178,070	8,472,159
	Depreciation Amortisation of goodwill and intangible asset Provision for slow moving and surplus spares Provision / (reversal of provision) for doubtful advances Finance cost Compensation from GOP Income on loans, deposits and investments Gain on sale of property, plant and equipment Property, plant and equipment written off Provision for gratuity Provision for pension Exchange (gain) / loss Loss / (gain) on remeasurement of investment at fair value through profit or loss Old liabilities written back	1,708,904 104,615 (182,492) 45 578,829 (700,000) (841,045) (19,549) 10,570 43,462 33,178 (3,075) 3,800 (374) 736,868	1,630,573 133,541 92,487 (340) 457,766 (700,000) (454,273) (17,782) - 35,694 28,698 9,080 (1,300) (14,771) 1,199,373
	Changes in working capital	10,914,938	9,671,532
	<ul> <li>(Increase) / decrease in current assets:</li> <li>Stores and spares</li> <li>Stock in trade</li> <li>Trade debts</li> <li>Loans and advances</li> <li>Deposits and prepayments</li> <li>Other receivables</li> <li>Increase in current liabilities:</li> <li>Trade and other payables</li> </ul> Changes in long term loans and advances Changes in long term deposits and prepayments	(301,200) (1,111,997) 1,064,188 139,088 (2,430) 43,342 1,842,034 1,673,025 2,783 57	(197,300) 419,376 429,856 (217,552) (1,272) (316,012) 3,767,571 3,884,667 (3,408) 1,000
		12,590,803	13,553,791
35.	CASH AND CASH EQUIVALENTS		
	Cash and bank balances Short term running finances Short term highly liquid investments	8,103,728 (2,236,649) 6,004,340 11,871,419	6,134,443 (1,176,625) 3,052,500 8,010,318

# FINANCIAL INSTRUMENTS AND RELATED DISCLOSURES 36.

# 36.1

Financial assets and liabilities				Interest	Interest / mark-up bearing	ng				Non-interest / mark-up bearing	mark-up bear	ing	
	Interest rates	Maturity upto one year	Maturity after one year and upto two years	Maturity after two years and upto three years	Maturity Maturity Maturity after two years after three years after four years and upto three and upto four and upto five years years years	Maturity after four years and upto five years	Maturity after five years	s Sub-total	Maturity upto one year	Maturity after one year	Sub-total	2005 Total	2004 Total
						(Rup	(Rupees `000)						
Financial assets													
Investments - Local currency	5% - 11 5%	5 191 789	88 786	115 635	33 948	100 040	599 780	6 129 978	I	I	I	6 129 978	4 118 180
- Eorai cuireiroj	0 75% - 7 5%	0/171/07	00,00	T 10,000	0 t	010.001	001.000	0/122,000 QUE QE3				0/120,070 ONF 063	7,110,100
- Tureign currency Loans and advances	0.1 J /0 = 4.J /0 1%	11 192	11 043	10 656	0 065	- 0 200	20 205	70 270	л <del>Б</del> 887	1 1	- ЛБ 88Л	118 154	1,401,340 155 733
Trade debts	2 F		0 1 7 1	000101	) ) ) 	0101	2 2 2 1 2 1		774.794	I	774.794	774.794	1.838.982
Deposits		I	I	I	I	I	I	I	20,025	2,113	22,138	22,138	23,249
Accrued income on													
investments and deposits		I	I	I	I	I	I	I	159,852	I	159,852	159,852	72,660
Other receivables		I	I	I	I	I	I	I	367,506	I	367,506	367,506	359,984
Cash and bank balances	0.6% 10%	7 616 746						7 616 776	115 115		AEE 11E	8 071 861	6 110 EAE
- Local currency - Foreign currency	0.3% - 10%	31,867	1 1	1 1	1 1	1 1	1 1	,,010,/40 31,867		1 1		31,867	0,119,343 14,898
		13,757,557	99,829	126,291	43,913	109,249	619,985	14,756,824	1,823,176	2,113	1,825,289	16,582,113	13,984,576
Financial liabilities													
Recognised													
Long term financing													
- Local currency	3.5% - 11%	2,262,604	1,304,271	510,694	416,944	416,944	208,472	5,119,929	I	I	I	5,119,929	6,915,786
- FOREIGN CULTERICY		I	I	I	I	I	I	I	7 778 400	I	- 7 778 100	- 778 100	8 128 351
Long term murshaha	A 5% - 6 85%	216 216	38 670	38 670	38 670	- 38.670	10 335	- 75/ 307	1,10,400	I	1,110,400	75A 307	376 100
Short term finances	4.49% - 9.4%	4.741.612						4.741.612	1 1	1 1	1 1	4.741.612	1.276.625
Liabilities against assets													
subject to finance lease	%6	4,015	2,765	3,529	I	I	I	10,309	I	I	I	10,309	17,757
Trade and other payables	10.4%	395,934	I	I	I	I	I	395,934	5,798,281	I	5,798,281	6,194,215	4,313,230
Mark-up accrued		94,348	I	I	I	I	I	94,348	81,644	I	81,644	175,992	101,769
		7,578,859	1,345,715	552,902	455,623	455,623	227,807	10,616,529	13,658,334	I	13,658,334	24,274,863	22,235,101
Unrecognised													
Guarantees		I	I	I	I	I	I	I	19,620	I	19,620	19,620	26,828
Letters of credit		I	I	I	I	I	I	I	507,457	I	507,457	507,457	254,212
Contingencies		I	I	I	I	1	1	I	634,715	I	634,715	634,715	812,043
Commitments		I	I	I	I	I	I	I	7,464,408	245,950	7,710,358	7,710,358	6,172,841
		I	I	I	I	I	I	I	8,626,200	245,950	8,872,150	8,872,150	7,265,924
		7.578.859	1.345.715	552.902	455.623	455.623	227.807	10.616.529	22.284.534	245.950	22.530.484	33.147.013	29.501.025

#### 36.2 Risk management

#### a) Concentration of credit risk

Credit risk represents the accounting loss that would be recognised at the reporting date if counter parties failed completely to perform as contracted. All the financial assets except cash in hand, are subject to credit risk. The Group believes that it is not exposed to major concentration of credit risk. To manage exposure to credit risk, the Group applies credit limits to its customers besides obtaining guarantees and by dealing with variety of major banks and financial institutions.

#### b) Foreign exchange risk management

Financial assets and liabilities exposed to foreign exchange rate risk amount to Rs 937,831 thousand (2004: Rs 984,384 thousand) and Rs 1,544,963 thousand (2004: Rs 805,174 thousand) respectively at the year end.

Foreign currency risk arises mainly where receivables and payables exist due to transactions in foreign currencies. Currently, the Group's foreign exchange risk exposure is restricted to foreign currency investments and financing. As both foreign currency assets and liabilities are denominated in US Dollars, the Group's exposure emanating from any fluctuations in the Pak Rupee / US Dollar parity gets hedged to a large extent.

#### c) Interest rate risk

Financial assets and liabilities include balances of Rs 6,238,463 thousand and Rs 8,974,270 thousand respectively, which are subject to interest rate risk. The Group has long term Rupee and foreign currency based loans at variable and fixed rates. Applicable interest rates for financial assets and liabilities have been indicated in respective notes.

Variable rate long term financing except Term Finance Certificates (TFCs) is hedged against interest rate risk by holding "prepayment option", which can be exercised upon any adverse movement in the underlying interest rates. TFCs are hedged against the interest rate risk by instituting interest rate caps and floors.

#### d) Liquidity risk

Prudent liquidity risk management implies maintaining sufficient cash and marketable securities, the availability of funding to an adequate amount of committed credit facilities and the ability to close out market positions due to the dynamic nature of the business. The Company's treasury aims at maintaining flexibility in funding by keeping committed credit lines.

#### 36.3 Fair value of financial assets and liabilities

The carrying values of all financial assets and liabilities reflected in the consolidated financial statements approximate their fair values except investments held to maturity which are carried at amortised cost.

#### 37. REMUNERATION OF CHIEF EXECUTIVES, DIRECTORS AND EXECUTIVES

The aggregate amounts charged in the accounts for the year for remuneration including benefits applicable to the chief executives, directors and executives of the Group companies are given below:

	200	5		2004	
	Chief Executives	Executives (Rupe	ees	Chief Executives 000)	Executives
Managerial remuneration	4,663	455,946		4,693	342,875
Contribution to provident fund	263	23,374		266	17,523
Bonus and other awards	_	28,136		110	31,559
Good performance award	_	106,250		120	72,094
Others	2,300	121,614		2,035	77,222
Total	7,226	735,320		7,224	541,273
No. of persons	2	284		2	221

The above were provided with medical facilities; the Chief executives and certain executives were also provided with some furnishing items and vehicles in accordance with the Group companies' policy. Gratuity is payable to the chief executives in accordance with the terms of employment while contributions for executives in respect of gratuity and pension are based on acturial valuations. Leave encashment of Rs Nil (2004: Rs 685 thousand) to Chief executives and Rs 3,488 thousand (2004: Rs 4,611 thousand) to the executives was paid on separation, in accordance with the Company's policy.

In addition, 21 (2004: 24) directors were paid aggregate fee of Rs 150 thousand (2004: Rs 226 thousand).

#### 38. RELATED PARTY TRANSACTIONS

Fauji Foundation holds 44.35% (2004: 44.35%) shares of FFC at the year end. Therefore all subsidiaries and associated undertakings of Fauji Foundation are related parties of FFC and its subsidiary FFBL. In addition, Pak Kuwait Investment Company (Pvt) Limited (PKIC), Actis (formerly CDC Holdings Sendirian Berhad, Malaysia) and Pak Maroc Phosphore S.A., Morocco are also related parties of the Group due to common directorship. The related parties comprise of directors, key management personnel, entities over which the directors are able to exercise influence, major suppliers and employees' funds. Amounts due from and due to these undertakings are shown under receivables and payables. The remuneration of chief executive, directors and executives is disclosed in note 37 to the consolidated financial statements. Associated undertakings of the Group with whom such transactions have taken place are given below.

	2005 (Bui	bees 'O	2004
Fauji Foundation	(Ruj	bees 0	00)
Office rent	3,504		3,071
Right shares issued	_		3,713
Receipt on account of payment made to PMP on FF's behalf	187,813		358,600
Payment for shares of PMP	-		179,300
Expenses related to long term investment incurred on FF's behalf	-		680
Reimbursement of expenses	_		874
Sale of fertilizer	1,708		7,259
Medical services	27		42
Income on payments made on behalf of FF Bonus shares issued	105 880,313		_ 170,624
Dividends	2,413,945		1,586,666
Payable balance at the year end - unsecured	2,413,945		908
r dyable balance at the year end - unsecured	102		500
Mari Gas Company Limited			
Purchase of gas as feed and fuel	6,928,493		5,884,410
Balance payable at the year end - unsecured	348,511		290,945
Haldor Topsoe A/s, Denmark	15 750		
Technical services received	15,750		14,364
Actis (formerly CDC Holdings Sendirian Berhad)			
Right shares issued	_		24,015
Dividends	138,826		83,424
	,		/
Pak Kuwait Investment Company (Pvt) Limited			
Repayment of principal portion of loan	45,714		22,858
Financial charges paid	18,402		7,321
Right shares issued	-		5,350
Dividends	4,122		-
Balance of loan at the year end - unsecured	251,429		297,143
Maroc Phosphore S.A., Morocco			
Purchase of raw materials	5,607,024		3,445,394
Payable balance at the year end - unsecured	1,077,141		361,545
, ,	, ,		,
Pakistan Maroc Phosphore S.A.			
Advance against issue of shares	563,862		537,900
Balance at the year end	1,101,761		537,900
Dourseast to			
Payment to: Employees' Provident Fund Trusts	122,094		107,375
Employees' Gratuity Fund Trusts	43,462		50,353
Employees' Pension Fund Trust	32,249		27,321
	52,215		2,,021

FAUJI FERTILIZER COMPANY LIMITED

#### **39. POST BALANCE SHEET EVENT**

The Board of Directors of FFC in their meeting held on January 31, 2006 have proposed a final dividend of Rs 2.25 per share while a dividend of Re 0.50 per share has been proposed by the Board of Directors of FFBL on January 26, 2006.

#### 40. MAJOR CONTRACTS

FFBL has the following major agreements:

Gas supply agreement with Sui Southern Gas Company Limited. Feed gas is supplied to FFBL at subsidized rates under the Government policies.

Phosphoric acid supply agreement with Maroc Phosphore S.A., Morocco.

		2005		2004
		(Toni	nes '00	00)
41.	GENERAL			
41.1	Production capacity			
	Design capacity			
	Urea	2,455		2,455
	DAP	445		445
	Production			
	Urea	2,892		2,748
	DAP	454		381

#### 41.2 Facilities of letters of guarantee and letters of credit

Facilities of letters of guarantee and letters of credit amounting to Rs 228,900 thousand and Rs 3,325,000 thousand (2004: Rs 20,000 thousand and Rs 2,575,000 thousand) respectively are available to FFC under first charge by way of equitable mortgage on all fixed assets of FFC.

- **41.3** Donations aggregating Rs 60,349 thousand (2004: Rs 2,085 thousand), included under cost of sales do not include any amount paid to any person or organisation in which the chief executive, directors or their spouses had any interest.
- **41.4** Figures have been rounded off to the nearest thousand of rupees unless otherwise stated.
- **41.5** These consolidated financial statements have been authorised for issue by the Board of Directors of FFC on January 31, 2006.

Chief Executive

Director

Chairman



2005

# Pattern of Shareholding As at December 31, 2005

Number of	Sharel	nolding	Total Number
Shareholders	From	То	of Shares
$\begin{array}{c} 805\\ 1345\\ 2027\\ 3230\\ 928\\ 429\\ 224\\ 113\\ 85\\ 63\\ 52\\ 33\\ 31\\ 21\\ 18\\ 26\\ 21\\ 15\\ 14\\ 13\\ 9\\ 5\\ 10\\ 3\\ 12\\ 10\\ 13\\ 3\\ 5\\ 7\\ 5\\ 3\\ 7\\ 4\\ 3\\ 6\\ 9\\ 9\\ 4\\ 5\\ 2\\ 2\\ 1\\ 3\\ 3\\ 3\\ 3\\ 3\\ 3\\ 3\\ 3\\ 3\\ 3\\ 3\\ 3\\ 3\\$	1 101 501 1001 5001 2001 2501 30001 2501 3001 40001 45001 5001 5001 5001 6001 6501 7001 7501 8001 9001 9501 10001 10501 10001 12501 12001 12501 13001 15501 14001 15501 16001 15501 16001 15501 16001 15501 16001 15501 16001 15501 16001 15501 16001 15501 16001 15501 16001 15501 16001 15501 20001 25501 20001 25501 20001 25501 26001 25501 26001 25501 26001 25501 26001 25501 26001 25501 26001 25501 26001 25501 26001 275001 25501 26001 275001 25501 26001 275001 25501 26001 275001 25501 26001 275001 25501 26001 275001 255001 26001 25501 26001 25001 25001 25001 25001 25001 25001 25001 25001 25001 25001 25001 20001 25001 20001 25001 20001 25001 20001 25001 20001 25001 20001	100 500 1000 10000 20000 25000 30000 35000 40000 45000 55000 60000 65000 70000 75000 80000 85000 90000 95000 100000 105000 100000 125000 120000 125000 135000 140000 155000 155000 160000 155000 160000 155000 160000 155000 160000 175000 180000 185000 195000 200000 225000 20000 205000 210000 255000 20000 255000 20000 255000 20000 255000 20000 255000 20000 255000 20000 255000 20000 255000 20000 255000 20000 255000 20000 255000 255000 20000 255000 20000 255	$\begin{array}{c} 35,479\\ 337,725\\ 1,621,669\\ 7,307,958\\ 6,449,219\\ 5,175,106\\ 3,944,494\\ 2,517,856\\ 2,321,102\\ 2,043,787\\ 1,949,291\\ 1,396,378\\ 1,459,971\\ 1,08,456\\ 1,028,390\\ 1,609,020\\ 1,405,390\\ 1,609,020\\ 1,405,390\\ 1,076,279\\ 1,077,606\\ 1,074,056\\ 791,287\\ 464,724\\ 977,979\\ 308,525\\ 1,302,661\\ 1,115,280\\ 1,515,578\\ 367,810\\ 639,864\\ 927,312\\ 683,554\\ 431,077\\ 1,030,782\\ 614,248\\ 471,810\\ 984,253\\ 1,503,343\\ 687,793\\ 883,645\\ 366,769\\ 375,771\\ 190,502\\ 595,546\\ 202,008\\ 832,015\\ 210,100\\ 1,535,658\\ 221,375\\ 687,377\\ 472,930\\ 241,668\\ 739,277\\ 760,249\\ 771,793\\ 785,539\\ 274,347\\ 555,652\\ 565,225\\ 289,113\\ 585,460\\ 614,125\\ 314,921\\ 635,627\\ 322,461\\ 667,286\\ \end{array}$

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2005

# Pattern of Shareholding As at December 31, 2005

Number of	Sharel	nolding	Total Number
Shareholders	From	То	of Shares

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# 2005

# Pattern of Shareholding As at December 31, 2005

Number of	Sharel	nolding	Total Number
Shareholders	From	То	of Shares
1 1 1 1 1 1 1 1 1 1 1 1 1 1 1	2670001 2750001 2850001 3085001 3465001 3975001 6360001 6510001 13215001 38090001 45075001 218840001	2675000 2755000 2855000 3090000 3470000 3980000 6365000 6515000 6805000 13220000 38095000 45080000 218845000	2,671,680 2,751,727 2,850,793 3,088,870 3,469,931 3,976,244 6,360,084 6,514,486 6,800,159 13,216,694 38,093,523 45,078,393 218,842,864
9,760			493,474,230

Serial No.	Categories of Shareholders	No of share- holders	No of Shares held	Percentage %
1.	Investment Companies	16	53,570,956	10.86
2.	Insurance Companies	19	48,393,913	9.81
3.	Joint Stock Companies	138	6,729,862	1.36
4.	Financial Institutions	23	28,070,445	5.69
5.	Modarabas	13	664,415	0.13
6.	Foreign Investors	35	28,371,120	5.75
7.	Leasing Companies	7	357,376	0.07
8.	Mutual Funds	26	12,483,527	2.53
9.	Charitable Trust & Others	95	240,591,060	48.75
10.	Individuals	9,388	74,241,556	15.05
	Total	9,760	493,474,230	100.00

NIT & ICP (namewise details)	No of Shares
National Investment Trust Investment Corporation of Pakistan	47,095,842 2,851,343
Executives	524,364
Public Sector Companies and Corporations	18,641,763
Banks, Development Finance Institutions, Non-Banking Finance Institutions, Insurance Companies, Modarabas, Mutual Funds	84,187,231
Shareholders holding ten percent or more voting interest	
Fauji Foundation	218,842,864

# Form of Proxy 28th Annual General Meeting

LC

2005

I/We					
of					
being a member(s) of Fa	uji Fertilizer Company	Limited hold			
Ordinary Shares hereby a	appoint Mr / Mrs / Mis	SS			
of	or failing him / her				
of	as my / our proxy in my / our absence to attend and vote for				
me / us and on my / ou	r behalf at the Twen	ty Eighth Annual G	eneral Meeting of	the Company to be held on	
February 28, 2006 and / o	or any adjournment th	nereof.			
As witness my / our hand	d seal this		— day of	2006.	
Signed by					
in the presence of					
Folio No.	CDC Account No.				
	Participant I.D.	Account No.	_		
				Signature on Five Rupees Revenue Stamp	
				The Signature should agree with the specimen registered with the Company	

#### Important:

- 1. This Proxy Form, duly completed and signed, must be received at the Registered Office of the Company, 93-Harley Street, Rawalpindi not less than 48 hours before the time of holding the meeting.
- 2. If a member appoints more than one proxy and more than one instruments of proxies are deposited by a member with the Company, all such instruments of proxy shall be rendered invalid.
- 3. For CDC Account Holders / Corporate Entities

In addition to the above the following requirements have to be met.

- (i) Attested copies of NIC or the passport of the beneficial owners and the proxy shall be provided with the proxy form.
- (ii) The proxy shall produce his original NIC or original passport at the time of the meeting.
- (iii) In case of a corporate entity, the Board of Directors resolution / power of attorney with specimen signature shall be submitted (unless it has been provided earlier alongwith proxy form to the Company).

