



# **Company Information**

# **BOARD OF DIRECTORS**

Lt Gen Hamid Rab Nawaz, HI(M) (Retired) Chairman

Lt Gen Malik Arif Hayat, HI(M) (Retired) Chief Executive and Managing Director

Mr Jorgen Madsen
Mr Qaiser Javed
Mr Tariq Iqbal Khan
Dr Nadeem Inayat
Mr Istaqbal Mehdi
Brig Arif Rasul Qureshi, SI(M) (Retired)
Maj Gen Muhammad Tahir, HI(M) (Retired)
Brig Rahat Khan, SI(M) (Retired)
Mr Shahid Aziz Siddiqi
Mr Shahid Anwar Khan
Mr Khizar Hayat Khan

# CHIEF FINANCIAL OFFICER

Syed Shahid Hussain

Tel: +92-51-9272339, Fax: +92-51-9272337 E-mail: shahid\_hussain@ffc.com.pk

# COMPANY SECRETARY

Brig Khalid Kibriya (Retired)

Tel: +92-51-9272327, Fax: +92-51-9272519

E-mail: ffcrwp@ffc.com.pk

# **REGISTERED OFFICE**

93-Harley Street, Rawalpindi Cantt.

Tel: +92-51-9272307-14, Fax: +92-51-9272316

Website: www.ffc.com.pk E-mail: ffcrwp@ffc.com.pk

# **PLANTSITES**

Goth Machhi, Sadikabad. (Distt: Rahim Yar Khan)

Tel: +92-68-5786420-9, Fax: +92-68-5786401

Mirpur Mathelo (Distt: Ghotki)

Tel: +92-723-651021-24, Fax: +92-723-651102

# MARKETING DIVISION

Lahore Trade Centre.

11 Shahrah-e-Aiwan-e-Tijarat, Lahore.

Tel: +92-42-36369137-40, Fax: +92-42-36366324

### KARACHI OFFICE

B-35, KDA Scheme No. 1, Karachi.

Tel: +92-21-34390115-16, Fax: +92-21-34390117 & 34390122

### **AUDITORS**

M/s KPMG Taseer Hadi & Co. Chartered Accountants

# SHARES REGISTRAR

THK Associates (Pvt) Limited Ground Floor, State Life Building – 3, Dr. Ziauddin Ahmed Road,

Karachi – 75530

Tel: +92-21-111-000-322, Fax: +92-21-35655595

# **Directors' Review**

For the Quarter Ended March 31, 2010

Dear Shareholders,

We are pleased to present the unaudited financial and operating results of FFC, together with the unaudited consolidated financial statements of the Company and its subsidiary, Fauji Fertilizer Bin Qasim Limited (FFBL), for the first quarter ended March 31, 2010.

The Company produced 626 thousand tonnes of urea at 124% of combined designed capacity, which was 2% higher than the production for corresponding period last year. Industry urea production of 1,164 thousand tonnes for the period was 1% higher than 1,148 thousand tonnes produced during the same period in 2009.

During the period under review, urea sales of the Company stood at 624 thousand tonnes compared to 613 thousand tonnes last year despite decrease in Industry urea sales to 1,413 thousand tonnes from 1,540 thousand tonnes (including imported urea sold by NFML) during the corresponding period last year. Combined urea market participation of the Company and FFBL at 51% was higher by 9% compared to the share for corresponding period last year.

FFBL's DAP sales of 107 thousand tonnes were 2% higher compared to last year. Industry DAP sales of 205 thousand tonnes remained high during the quarter registering a growth of 8% over the same period last year as higher international prices resulted in speculative buying in the market.

Total installed capacity after commissioning of additional plants in the Country will be 6.3 million tonnes as against the expected demand of 6.5 million tonnes in 2011. With expected annual growth rate of 3%, the demand for urea will reach 6.9 million tonnes by 2013. However, keeping in view the shortage of gas in the Country, further expansion and growth opportunities in production of urea are limited.

Regarding the Wind Power Project, the final term sheet for loan financing was signed with a consortium of banks in January 2010. Engineering, Procurement & Commissioning and Operation & Maintenance contracts were signed with Nordex Singapore / Descon in January 2010. Applications for generation license and tariff determination have been filed with NEPRA.



Sales revenue for the quarter at Rs. 9.499 billion was higher by 15% compared to revenue last year due to 2% higher volume and higher net average selling price of urea. This contributed to net of tax profit for the period at Rs. 2.729 billion, 2% higher compared to the earnings last year. Consequently, EPS at Rs. 4.02 was higher by Re. 0.06 compared to EPS for corresponding period last year. Considering the good results, the Board is pleased to announce first interim dividend of Rs. 4 per share (40%) for 2010.

The Management of the Company is focused on growth opportunities and continues to aggressively explore ways of improving profitability and operational efficiency whilst minimizing business risks emanating from economic, market upheavals and climate changes. We remain optimistic about the Company's future prospects.

On behalf of the Board

Amfor

Chairman Lt Gen Hamid Rab Nawaz HI (M) (Retired)

Houston, Texas USA April 29, 2010



Condensed Interim Financial Statements

# **Condensed Interim Balance Sheet**

As at March 31, 2010

		Un-audited	Audited
		March 31,	December 31,
	Note	2010	2009
		(Rupe	es '000)
EQUITY AND LIABILITIES			
EQUITY			
Share capital	4	6,785,271	6,785,271
Capital reserves		160,000	160,000
Revenue reserves	5	6,648,450	6,137,171
		13,593,721	13,082,442
NON-CURRENT LIABILITIES			
Long term borrowings	6	3,124,107	4,578,809
Deferred taxation		3,008,340	3,035,757
		6,132,447	7,614,566
CURRENT LIABILITIES			
Trade and other payables		5,705,649	8,002,897
Interest and mark - up accrued		162,888	147,329
Short term borrowings		1,043,001	6,088,348
Current portion of long term borro	owings	2,799,405	1,799,405
Taxation		2,797,134	1,816,595
		12,508,077	17,854,574
		32,234,245	38,551,582

# **CONTINGENCIES AND COMMITMENTS** 7

The annexed notes 1 to 15 form an integral part of these condensed interim financial statements.

		Un-audited	Audited
		March 31,	December 31,
N	lote	2010	2009
		(Rupe	es '000)
ASSETS			
NON-CURRENT ASSETS			
Property, plant and equipment	8	14,095,963	13,993,518
Goodwill		1,569,234	1,569,234
Long term investments	9	7,629,914	7,727,528
Long term loans and advances		402,477	337,541
Long term deposits and prepayments		7,062	6,305
		23,704,650	23,634,126
CURRENT ASSETS			
Stores, spares and loose tools		3,011,425	2,996,633
Stock in trade		489,666	144,087
Trade debts		258,743	256,886
Loans and advances		149,706	130,219
Deposits and prepayments		201,907	37,653
Other receivables		583,279	734,062
Short term investments	10	3,240,776	6,768,568
Cash and bank balances		594,093	3,849,348
		8,529,595	14,917,456
		32,234,245	38,551,582

Chairman

Chief Executive

Director

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# Condensed Interim Profit and Loss Account (Un-Audited) For the first quarter ended March 31, 2010

		March 31,	March 31,
	Note	2010	2009
		(Rupees	(000)
Sales		9,498,815	8,232,976
Cost of sales	11	5,454,698	4,505,056
GROSS PROFIT		4,044,117	3,727,920
Distribution cost		902,550	753,336
		3,141,567	2,974,584
Finance cost		263,508	290,486
Other expenses		319,038	306,710
		2,559,021	2,377,388
Other income		1,262,066	1,290,279
NET PROFIT BEFORE TAXATION		3,821,087	3,667,667
Provision for taxation		1,092,000	981,163
NET PROFIT AFTER TAXATION		2,729,087	2,686,504
Earnings per share -			Restated
basic and diluted (Rupees)	12	4.02	3.96

The annexed notes 1 to 15 form an integral part of these condensed interim financial statements.

\ Chairman

**Chief Executive** 



# **Condensed Interim Statement of Comprehensive Income (Un-Audited)** For the first quarter ended March 31, 2010

	March 31,	March 31,
	2010	2009
	(Rupe	es '000)
Net profit after taxation	2,729,087	2,686,504
Other comprehensive income for the quarter		
(Deficit) / surplus on remeasurement of		
investments available for sale to fair value	(13,012)	29,570
Income tax relating to component of taxable		
comprehensive income	417	(11,837)
Other comprehensive income for the		
quarter - net of tax	(12,595)	17,733
Total comprehensive income for the quarter	2,716,492	2,704,237

The annexed notes 1 to 15 form an integral part of these condensed interim financial statements.

**Chief Executive** 

# **Condensed Interim Cash Flow Statement (Un-Audited)**

For the first quarter ended March 31, 2010

	March 31,	March 31,
Note	2010	2009
	(Rupe	es '000)
CASH FLOWS FROM OPERATING ACTIVITIES		
Cash generated from operations 13	2,549,255	2,846,423
Finance cost paid	(247,949)	(220,473)
Income tax paid	(138,461)	(580,886)
Payment to gratuity fund	(63,710)	(74,715)
Payment to pension fund	(77,446)	(78,963)
Receipt from workers' profit participation fund		81,671
Net cash generated from operating activities	2,021,689	1,973,057
CASH FLOWS FROM INVESTING ACTIVITIES		
Fixed capital expenditure	(394,512)	(441,042)
Proceeds from sale of property, plant and equipment	4,897	5,782
Interest received	134,109	133,508
Decrease in investments	1,582,582	294,808
Dividend received	1,069,274	1,069,274
Net cash generated from investing activities	2,396,350	1,062,330
CASH FLOWS FROM FINANCING ACTIVITIES		
Long term borrowings - repayments	(454,702)	(146,250)
Dividends paid	(4,224,781)	(2,022,278)
Net cash used in financing activities	(4,679,483)	(2,168,528)
Net (decrease) / increase in cash and cash equivalents	(261,444)	866,859
Cash and cash equivalents at beginning of the quarter	2,096,060	739,929
Effect of exchange rate changes	16	347
Cash and cash equivalents at end of the quarter	1,834,632	1,607,135
	7 7	
CASH AND CASH EQUIVALENTS		
Cash and bank balances	594,093	2,283,434
Short term highly liquid investments	2,283,540	1,217,320
Short term running finance	(1,043,001)	(1,893,619)
Onort term running infance	1,834,632	1,607,135
	1,004,002	1,007,135

The annexed notes 1 to 15 form an integral part of these condensed interim financial statements.

Chairman

Chief Executive



# Condensed Interim Statement of Changes in Equity (Un-Audited)

For the first quarter ended March 31, 2010

	Revenue reserves					
		Surplus/(deficit) on				
		remeasurement				
		of investments				
	Share		available for sale to	Camaral II	nappropriate	ed Total
	capital	Capital reserves	fair value	reserve	profit	u rotai
	Capital	16361763	(Rupees'		pront	
Balance at January 1, 2009	4,934,742	160,000	(23,121)	5,840,000	1,373,592	12,285,213
Transfer from general reserve	-	-	-	(250,000)	250,000	-
Total comprehensive income for the quarter						
Profit for the quarter after taxation	-	-	-	-	2,686,504	2,686,504
Other comprehensive income	-	-	17,733	-	-	17,733
Total comprehensive income for the quarter	-	-	17,733	-	2,686,504	2,704,237
Distributions to owners						
Bonus shares issued	1,233,686	-	-	(1,233,686)	-	-
Final dividend 2008: Rs 3.25 per share	-	-	-	-	(1,603,791)	(1,603,791)
Balance at March 31, 2009	6,168,428	160,000	(5,388)	4,356,314	2,706,305	13,385,659
Balance at January 1, 2010	6,785,271	160,000	6,970	3,739,471	2,390,730	13,082,442
Total comprehensive income for the quarter						
Profit for the quarter after taxation	-	-	-	-	2,729,087	2,729,087
Other comprehensive income	_	-	(12,595)	-	-	(12,595)
Total comprehensive income for the quarter	-	-	(12,595)	-	2,729,087	2,716,492
Distribution to owners						
Final dividend 2009: Rs 3.25 per share	-	-	-	-	(2,205,213)	(2,205,213)
Balance at March 31, 2010	6,785,271	160,000	(5,625)	3,739,471	2,914,604	13,593,721

The annexed notes 1 to 15 form an integral part of these condensed interim financial statements.

**Chief Executive** 

# Notes to the Condensed Interim Financial Statements (Un-Audited) For the first quarter ended March 31, 2010

- 1. Fauji Fertilizer Company Limited ("the Company") is a public limited 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, chemical and other manufacturing operations.
- 2. These interim financial statements are un-audited and are being submitted to the shareholders in accordance with the requirements of Section 245 of the Companies Ordinance, 1984. These interim financial statements are presented in condensed form in accordance with the requirements of International Accounting Standard 34 "Interim Financial Reporting". They do not include all of the information required for full annual financial statements, and should be read in conjunction with the financial statements of the Company as at and for the year ended December 31, 2009. Comparative figures of the balance sheet are extracted from the audited annual financial statements for the year ended December 31, 2009 whereas comparative profit and loss account, statement of comprehensive income, statement of changes in equity and statement of cash flows are stated from un-audited condensed interim financial statements for the period ended March 31, 2009.
- 3. Accounting policies, related judgements, estimates and assumptions adopted for the preparation of these condensed interim financial statements are the same as those applied in preparation of the annual financial statements of the Company for the year ended December 31, 2009.

### 4. SHARE CAPITAL

# ISSUED, SUBSCRIBED AND PAID UP CAPITAL

		March 31,	December 31,
		2010	2009
(Numbers)		(Rupe	es '000)
256,495,902	Ordinary shares of Rs 10 each issued for		
	consideration in cash.	2,564,959	2,564,959
422,031,163	Ordinary shares of Rs 10 each issued as fully		
	paid bonus shares.	4,220,312	4,220,312
678,527,065		6,785,271	6,785,271

Un-audited

Audited

## **AUTHORIZED SHARE CAPITAL**

This represents 1,000,000,000 ordinary shares of Rs 10 each amounting to Rs 10,000,000 thousand.

		Un-audited March 31, 2010	Audited December 31, 2009
		(Rupee	s '000)
5.	REVENUE RESERVES		
	General reserve (Deficit) / surplus on remeasurement of available	3,739,471	3,739,471
	for sale investments to fair value - net of tax	(5,625)	6,970
	Unappropriated profit	2,914,604	2,390,730
		6,648,450	6,137,171



# **Notes to the Condensed Interim Financial Statements**

For the first quarter ended March 31, 2010

	Note	Un-audited March 31, 2010 (Rupees	Audited December 31, 2009 '000)
6.	LONG TERM BORROWINGS		
	Long term borrowings - secured 6.1 Less: Amount payable within twelve months shown as current maturity	5,923,512 2,799,405 3,124,107	6,378,214 1,799,405 4,578,809
6.1	Movement in this account during the period / year is as follows:		
	Opening balance Disbursements during the period / year Repayments during the period / year Closing balance	6,378,214 - (454,702) 5,923,512	6,121,250 1,000,000 (743,036) 6,378,214
7.	CONTINGENCIES AND COMMITMENTS		
(a)	Contingencies		
(i)	Guarantees issued by banks on behalf of the Company.	17,192	17,192
(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.	178,590	178,590
(iii)	Claims against the Company and/ or potential exposure not acknowledged as debt.	50,696	50,696
(iv)	Company's share of contingent liabilities of Fauji Cement Company Limited.	187,685	187,685
(b)	Commitments in respect of:		
(i)	Capital expenditure.	1,944,904	1,930,397
(ii)	Purchase of fertilizer, stores, spares and other revenue items.	318,657	200,789
(iii)	Rentals under lease agreements: Premises Vehicles	72,468 172,082	73,758 185,512

# **Notes to the Condensed Interim Financial Statements**

For the first quarter ended March 31, 2010

	Note		Audited December 31, 2009
		(Rupe	es '000)
8.	PROPERTY, PLANT AND EQUIPMENT		
	Opening written down value Additions Written down value of disposals / adjustments Depreciation Closing written down value	13,993,518 394,512 (167) (291,900) 14,095,963	* '
9.	LONG TERM INVESTMENTS		
	Investment in associate - at cost Fauji Cement Company Limited	1,500,000	1,500,000
	Investment in joint venture - at cost Pakistan Maroc Phosphore S.A., Morocco	705,925	705,925
	Investment in subsidiary - at cost Fauji Fertilizer Bin Qasim Limited	4,752,330	4,752,330
	Investments available for sale Certificates of investment Pakistan Investment Bonds Term Finance Certificates	172,028 600,971 133,674	155,402 602,164 145,493
		906,673 7,864,928	903,059 7,861,314
	Less: Current portion shown under short term investments 10		
	Investments available for sale Certificates of investment Pakistan Investment Bonds Term Finance Certificates	24,513 202,462 8,039 235,014 7,629,914	24,026 101,691 8,069 133,786 7,727,528
10.	SHORT TERM INVESTMENTS		
	Available for sale  Term deposits with banks and financial institutions		
	Local currency Foreign currency	1,200,000 1,078,545	4,850,000 1,081,360
	Investments at fair value through profit or loss - Held for trading	727,217	703,422
	Current maturity of long term investments 9	235,014 3,240,776	133,786 6,768,568



# Notes to the Condensed Interim Financial Statements (Un-Audited) For the first quarter ended March 31, 2010

	March 31,	March 31,
	2010	2009
	(Rup	ees '000)
11. COST OF SALES		
Raw materials consumed	1,989,765	1,847,634
Fuel and power	1,501,065	1,326,953
Chemicals and supplies	56,980	67,366
Salaries, wages and benefits	807,445	491,436
Training and employees welfare	99,788	89,579
Rent, rates and taxes	7,746	6,219
Insurance	37,779	33,925
Travel and conveyance	42,527	46,541
Repairs and maintenance	367,213	167,628
Depreciation	285,274	233,129
Communication and other expenses	185,133	161,760
Opening stock-work in process	37,186	44,699
Closing stock-work in process	(24,860)	(30,895)
Cost of goods manufactured	5,393,041	4,485,974
Add: Opening stock of manufactured urea	73,353	66,842
Less: Closing stock of manufactured urea	(97,358)	(52,393)
	(24,005)	14,449
Cost of sales of own manufactured urea	5,369,036	4,500,423
Opening stock of purchased fertilizers	_	33,683
Purchase of fertilizers for resale	354,084	_
	354,084	33,683
Less: Closing stock of purchased fertilizers	(268,422)	(29,050)
Cost of sales of purchased fertilizers	85,662	4,633
	5,454,698	4,505,056
12. EARNINGS PER SHARE		
Net profit after tax (Rupees '000)	2,729,087	2,686,504
Weighted average number of shares in issue		
during the period - (Number '000)	678,527	678,527
Basic and diluted earnings per share (Rupees)	4.02	3.96

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

Number of shares in issue during the period ended March 31, 2009 have been restated for the effect of bonus shares issued subsequent to that date.

# Notes to the Condensed Interim Financial Statements (Un-Audited) For the first quarter ended March 31, 2010

	March 31, 2010	March 31, 2009
	(Rupe	es '000)
13. CASH GENERATED FROM OPERATIONS		
Net profit before taxation Adjustments for:	3,821,087	3,667,667
Depreciation	290,626	237,577
Provision for gratuity	21,208	24,225
Provision for pension	18,076	18,343
Provision for Workers' Profit Participation Fund	205,132	196,896
Provision for Workers' Welfare Fund	76,422	73,353
Finance cost	263,508	290,486
Gain on sale of property, plant and equipment	(4,730)	(5,284)
Income on loans, deposits and investments	(149,452)	(116,184)
Exchange loss / (gain)	2,071	(15,213)
Gain on remeasurement of investment at		
fair value through profit or loss	(23,795)	(77,358)
Dividend income	(1,069,274)	(1,069,274)
	(370,208)	(442,433)
	3,450,879	3,225,234
Changes in working capital		
(Increase ) / decrease in current assets		
Stores, spares and loose tools	(14,792)	(88,800)
Stock in trade	(345,579)	78,106
Trade debts	(1,857)	234,019
Loans and advances	(19,487)	(15,700)
Deposits and prepayments	(164,254)	(133,998)
Other receivables	115,066	(100,467)
(Decrease) / increase in current liabilities		
Trade and other payables	(405,028)	(346,043)
	(835,931)	(372,883)
Changes in long term loans and advances	(64,936)	(5,417)
Changes in long term deposits and prepayments	(757)	(511)
	2,549,255	2,846,423



# Notes to the Condensed Interim Financial Statements (Un-Audited)

For the first quarter ended March 31, 2010

# 14. TRANSACTIONS AND BALANCES WITH RELATED PARTIES

There is no change in relationship with the related parties. Significant transactions and balances with the related parties are as follows:

	March 31, 2010	March 31, 2009
		es '000)
	` '	ŕ
Transactions with the subsidiary company		
Marketing of fertilizer on behalf of subsidiary company under sale on consignment basis Commission on sale of subsidiary company's products	90,856 4,171	63,715 4,391
Services and materials provided	12,933	39,673
Services and materials received	85	2,130
Dividend income	1,069,274	1,069,274
Balance payable - unsecured	448,043	161,203 *
Transactions with associated undertakings / companies due to common directorship		
Sale of fertilizer	_	1,224
Medical services	35	6
Office rent	952	882
Dividend paid	1,873,690	711,281
Purchase of gas as feed and fuel stock	3,185,115	2,783,509
Technical services received	_	7,532
Others	179	_
Balance receivable - unsecured	90,770	88,831 *
Balance payable - unsecured	501,439	542,211 *
	·	,
Other related parties		
Remuneration of Chief Executive and Executives: Remuneration including benefits and perquisites of chief executive and other executives. No of persons		
2010: 1 and 406 (2009: 1 and 345) respectively	567,487	248,523
Payments to:		
Employees' Provident Fund Trust	49,362	51,998
Employees' Gratuity Fund Trust	63,710	74,715
Employees' Pension Fund Trust	77,446	78,963
Others:		
Balance payable / (receivable) - unsecured	897,777	(616,225) *

<sup>\*</sup> Comparative figures of receivable / payable balances are as of December 31, 2009.

# Notes to the Condensed Interim Financial Statements (Un-Audited) For the first quarter ended March 31, 2010

## 15. GENERAL

- 15.1 Figures have been rounded off to the nearest thousand of rupees unless otherwise stated.
- 15.2 The Board of Directors in their meeting held on April 29, 2010 have proposed first interim dividend of Rs 4 per share.
- 15.3 These condensed interim financial statements have been authorized for issue by the Board of Directors of the Company on April 29, 2010.

\ Chairman

**Chief Executive** 



# Condensed Interim Consolidated Financial Statements



# **Condensed Interim Consolidated Balance Sheet**

As at March 31, 2010

		Un-audited		Audited
		March 31,	[	December 31,
	Note	2010		2009
		(Rupe	es	s '000)
EQUITY AND LIABILITIES				
ATTRIBUTABLE TO EQUITY HOLDERS				
OF FAUJI FERTILIZER COMPANY LIMIT	ΓED			
Share capital	4	6,785,271		6,785,271
Capital reserves		1,000,424		986,735
Revenue reserves	5	6,136,158		6,326,661
		13,921,853		14,098,667
NON-CONTROLLING INTERESTS		4,608,768		5,237,334
TOTAL EQUITY		18,530,621		19,336,001
NON - CURRENT LIABILITIES			,	
Long term borrowings	6	7,775,415		9,344,023
Deferred taxation		7,001,174		7,104,562
		14,776,589		16,448,585
CURRENT LIABILITIES		Г	1	
Trade and other payables		11,766,283		14,506,047
Interest and mark-up accrued		218,170		257,652
Short term borrowings		5,424,251		13,818,798
Current portion of long term:				
- Borrowings		3,216,349		2,216,349
- Murabaha		38,679		38,679
- Loans		648,201		648,201
Taxation		3,313,929		2,903,411
		24,625,862		34,389,137
		57,933,072		70,173,723

# **CONTINGENCIES AND COMMITMENTS** 7

The annexed notes 1 to 14 form an integral part of these condensed interim consolidated financial statements.

		<b>Un-audited</b>	Audited
		March 31,	December 31
	Note	2010	2009
		(Rupe	es '000)
SSETS			
NON - CURRENT ASSETS			
Property, plant and equipment	8	29,473,120	29,570,418
Goodwill		1,569,234	1,569,234
Equity accounted investments	9.1	4,563,938	4,735,980
Other long term investments	9.2	671,659	769,273
Long term loans and advances		402,477	337,541
Long term deposits and prepaym	ents	83,394	82,851
		36,763,822	37,065,297
CURRENT ASSETS			
Stores, spares and loose tools		4,814,518	4,846,427
Stock in trade		1,722,807	1,371,100
Trade debts		510,814	733,614
Loans and advances		257,996	241,572
Deposits and prepayments		263,927	42,460
		811,970	948,370
Other receivables			
Other receivables Short term investments	10	3,990,776	11,427,504
	10	3,990,776 8,796,442	11,427,504 13,497,379







# Condensed Interim Consolidated Profit and Loss Account (Un-Audited) For the first quarter ended March 31, 2010

	March 31,	March 31,
Note	2010	2009
	(Rupees	s '000)
Sales	16,069,122	14,093,754
Cost of sales 11	10,211,045	9,541,977
GROSS PROFIT	5,858,077	4,551,777
Administrative expenses and distribution cost	1,416,480	1,181,258
	4,441,597	3,370,519
Finance cost	362,245	918,607
Other expenses	413,764	307,540
	3,665,588	2,144,372
Other income	415,672	464,271
Share of (loss)/ profit of associate and joint venture	(136,302)	29,061
NET PROFIT BEFORE TAXATION	3,944,958	2,637,704
Provision for taxation	1,520,413	977,813
NET PROFIT AFTER TAXATION	2,424,545	1,659,891
ATTRIBUTABLE TO:		
Equity holders of Fauji Fertilizer Company Limited	2,027,305	1,653,713
Non-controlling interests	397,240	6,178
	2,424,545	1,659,891

The annexed notes 1 to 14 form an integral part of these condensed interim consolidated financial statements.

Chairman

**Chief Executive** 



Condensed Interim Consolidated Statement of Comprehensive Income (Un-audited) For the first quarter ended March 31, 2010

	March 31, 2010	March 31, 2009
	(Rupe	es '000)
Net profit after taxation	2,424,545	1,659,891
Other comprehensive income for the quarter		
Exchange difference on translating foreign investment	20,355	(218,716)
(Deficit) / surplus on remeasurement to fair value of investments available for sale	(13,012)	29,570
Income tax relating to component of other comprehensive income	7,343 417	(189,146) 64,714
Other comprehensive income for the quarter - net of tax	7,760	(124,432)
Total comprehensive income for the quarter	2,432,305	1,535,459
ATTRIBUTABLE TO:		
Equity holders of Fauji Fertilizer Company Limited Non-controlling interests	2,028,399 403,906 2,432,305	1,575,835 (40,376) 1,535,459

The annexed notes 1 to 14 form an integral part of these condensed interim consolidated financial statements.

**Chief Executive** 

# Condensed Interim Consolidated Cash Flow Statement (Un-Audited) For the first quarter ended March 31, 2010

Note	March 31,	March 31,
Note	2010	2009
CASH FLOWS FROM OPERATING ACTIVITIES	(Rupe	es '000)
CASH FLOWS FROM OPERATING ACTIVITIES		
Cash generated from operations 12	3,584,107	8,881,423
Finance cost paid	(402,668)	(1,188,406)
Income tax paid	(1,202,261)	(691,039)
Payment to Gratuity Fund	(63,710)	(74,715)
Compensated absences paid	(3,052)	(2,131)
Payment to Pension Fund	(77,446)	(78,963)
(Payment to) / Receipt from workers' profit participation fund	(53,549)	62,780
	(1,802,686)	(1,972,474)
Net cash generated from operating activities	1,781,421	6,908,949
CASH FLOWS FROM INVESTING ACTIVITIES		
Fixed capital expenditure	(517,330)	(532,954)
Proceeds from sale of property, plant and equipment	8,488	6,573
Interest received	297,584	328,936
Decrease in investments	1,966,084	329,887
Net cash generated from investing activities	1,754,826	132,442
CASH FLOWS FROM FINANCING ACTIVITIES		
Long term financing - repayments	(558,938)	(250,486)
Long term murabaha - repayments	(9,670)	(9,670)
Dividends paid	(4,975,565)	(1,920,689)
Net cash used in financing activities	(5,544,173)	(2,180,845)
Net (increase) / decrease in cash and cash equivalents	(2,007,926)	4,860,546
Cash and cash equivalents at beginning of the quarter	8,413,641	(9,575,629)
Effect of exchange rate changes	16	347
Cash and cash equivalents at end of the first quarter	6,405,731	(4,714,736)
CASH AND CASH EQUIVALENTS		
Cash and bank balances	8,796,442	6,437,149
Short term running finances	(5,424,251)	(12,369,205)
Short term highly liquid investments	3,033,540	1,217,320
•	6,405,731	(4,714,736)

The annexed notes 1 to 14 form an integral part of these condensed interim consolidated financial statements.

Chairman

Chief Executive



# Condensed Interim Consolidated Statement of Changes in Equity (Un-Audited) For the first quarter ended March 31, 2010

	Attributable to equity holders of Fauji Fertilizer Company Limited				Non-	Total			
			Capital reserves			Revenue reserve	IS	controlling	
	Share	Capital	Translation	Statutory	Surplus/(deficit) on remeasurement of	General	Unappropriated	interests	
	capital	reserve	reserve	reserve	available for sale	reserve	profit		
					investments to fair value				
				(Ru	p e e s ' 0 0	0')			
Balance at January 01, 2009	4,934,742	276,184	577,410	-	(23,121)	5,840,000	1,653,875	5,151,378	18,410,468
Transfer from general reserve	-	-	-	-	-	(250,000)	250,000	-	-
Total comprehensive income for the quarter									
Profit for the quarter after taxation	-	-	-	-	-	-	1,653,713	6,178	1,659,891
Other comprehensive income									
Total other comprehensive income for the quarter	-	-	(95,611)	-	17,733	-	-	(46,554)	(124,432)
Total comprehensive income for the quarter-net of tax	-	-	(95,611)	-	17,733	-	1,653,713	(40,376)	1,535,459
Distributions to owners									
FFC dividends:									
Final dividend 2008: Rs 3.25 per share	-	-	-	-	-	-	(1,603,791)	-	(1,603,791)
Bonus shares issued	1,233,686	-	-	-	-	(1,233,686)	-	-	-
Dividend to FFBL non-controlling interest holders									
Final dividend 2008: Rs 2.25 per share	-	-	-	-	-	-	-	(1,032,472)	(1,032,472)
Total transactions with owners	1,233,686	-	-	-	-	(1,233,686)	(1,603,791)	(1,032,472)	(2,636,263)
Balance as at March 31, 2009	6,168,428	276,184	481,799	-	(5,388)	4,356,314	1,953,797	4,078,530	17,309,664
Balance at January 01, 2010	6,785,271	276,184	704,115	6,436	6,970	3,739,471	2,580,220	5,237,334	19,336,001
Total comprehensive income for the quarter									
Profit for the year after taxation	-	-	-	-	-	-	2,027,305	397,240	2,424,545
Other comprehensive income									
Total other comprehensive income for the quarter	-	-	13,689	-	(12,595)	-	-	6,666	7,760
Total comprehensive income for the quarter -net of tax	-	-	13,689	-	(12,595)	-	2,027,305	403,906	2,432,305
Distributions to owners									
FFC dividends:									
Final dividend 2009: Rs 3.25 per share	-	-	-	-	-	-	(2,205,213)	-	(2,205,213)
Dividend to FFBL non-controlling interest holders									
Final dividend 2009: Rs 2.25 per share	-	-	-	-	-	-	-	(1,032,472)	(1,032,472)
Total transactions with owners	-	-	-	-	-	-	(2,205,213)	(1,032,472)	(3,237,685)
Balance as at March 31, 2010	6,785,271	276,184	717,804	6,436	(5,625)	3,739,471	2,402,312	4,608,768	18,530,621
			_						

The annexed notes 1 to 14 form an integral part of these condensed interim consolidated financial statements.

**Chief Executive** 

# Notes to the Condensed Interim Consolidated Financial Statements (Un-Audited) For the first quarter ended March 31, 2010

- 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 group companies are situated in Rawalpindi, Pakistan. The principal activities of FFC and its subsidiary is manufacturing, purchasing and marketing of fertilizers and chemicals including investment in chemical and other manufacturing operations.
- 2. These interim consolidated financial statements are un-audited and are being submitted to the shareholders in accordance with the requirements of Section 245 of the Companies Ordinance, 1984. These interim consolidated financial statements are presented in condensed form in accordance with the requirements of International Accounting Standard 34 'Interim Financial Reporting'. They do not include all of the information required for full annual financial statements, and should be read in conjunction with the financial statements of the group as at and for the year ended December 31, 2009. Comparative figures of the balance sheet are extracted from the audited annual financial statements for the year ended December 31, 2009 whereas comparative profit and loss account, statement of comprehensive income, statement of changes in equity and statement of cash flows are stated from un-audited condensed interim consolidated financial statements for the period ended March 31, 2009.
- Accounting policies, related judgements, estimates and assumptions adopted for preparation of these condensed interim consolidated financial statements are the same as those applied in preparation of the annual consolidated financial statements for the year ended December 31, 2009.

# 4. SHARE CAPITAL

## ISSUED, SUBSCRIBED AND PAID UP CAPITAL

		March 31,	December 31,
		2010	2009
(Numbers)		(Rupe	es '000)
256,495,902	Ordinary shares of Rs 10 each issued for	` .	,
	consideration in cash.	2,564,959	2,564,959
422,031,163	Ordinary shares of Rs 10 each issued as fully		
	paid bonus shares.	4,220,312	4,220,312
678,527,065		6,785,271	6,785,271

**Un-audited** 

Audited

# **AUTHORIZED SHARE CAPITAL**

This represents 1,000,000,000 ordinary shares of Rs 10 each amounting to Rs 10,000,000 thousand.

		N. c.		Audited December 31,
		Note	2010	2009
			(Rupees	s '000)
5.	REVENUE RESERVES			
	General reserve		3,739,471	3,739,471
	(Deficit) / surplus on remeasurement of available		, ,	, ,
	for sale investments to fair value - net of tax		(5,625)	6,970
	Unappropriated profit		2,402,312	2,580,220
	o nappropriation prom		6,136,158	6,326,661
6	LONG TERM BORROWINGS		0,130,130	0,320,001
0.	LONG TERM BORROWINGS			
	Long term financing - secured	6.1	6,444,692	7,003,630
	Long term murabaha - secured	6.2	48,347	58,017
	Long term loan - Government of Pakistan			
	loan FFBL (Un-secured)	6.3	5,185,605	5,185,605
			11,678,644	12,247,252
	Less: Amount payable within twelve			
	months shown as current maturity		3,903,229	2,903,229
	,		7,775,415	9,344,023
			7,770,710	5,5 1 1,020



# Notes to the Condensed Interim Consolidated Financial Statements

For the first quarter ended March 31, 2010

		Un-audited March 31, 2010	December 31, 2009
6.1	Movement in this account during the period/ year is as follows:	(Rupee	s '000)
	Opening balance Disbursements during the period/year Repayments during the period/year	7,003,630 - (558,938)	7,163,610 1,000,000 (1,159,980)
	Closing balance	6,444,692	7,003,630
6.2	Movement in this account during the period/ year is as follows:		
	Opening balance Repayments during the period/year Closing balance	58,017 (9,670) 48,347	96,696 (38,679) 58,017
6.3	Movement in this account during the period/ year is as follows:		
	Opening balance Adjustment during the period/year	5,185,605	5,833,806 (648,201)
	Closing balance	5,185,605	5,185,605
7.	CONTINGENCIES AND COMMITMENTS		
a)	Contingencies		
i)	Guarantees issued by banks on behalf of the Group companies.	50,714	47,223
ii)	Disputed demand 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.	178,590	178,590
iii)	Income tax demands, not acknowledged as debt, have been challenged by FFBL and are currently in appeal; FFBL expects favourable outcome of appeal.	36,668	36,668
iv)	Claims against FFC and/or potential exposure not acknowledged as debt.	50,696	50,696
v)	Indemnity bonds and undertakings given to the custom authorities for the machinery imported by FFBL for installation at plant site.	119,650	119,650
vi)	Group's share of contingencies in Fauji Cement Company Limited.	206,784	206,784
b)	Commitments		
i)	Capital expenditure.	2,022,637	2,072,124
ii)	Purchase of fertilizer, stores, spares and other revenue items.	613,580	1,581,926
iii)	Group's share of commitments of PMP.	49,411	43,761
iv)	Rentals under lease agreements:		
	Premises	72,468	73,758
	Vehicles	172,082	185,512

# Notes to the Condensed Interim Consolidated Financial Statements For the first quarter ended March 31, 2010

	Note		Audited December 31, 2009
		(Rupee:	s '000)
8.	PROPERTY, PLANT AND EQUIPMENT		
0.	Opening written down value	29,570,418	28,577,917
	Additions during the period / year	517,330	3,851,891
	Written down value of disposals / adjustments	(8,560)	(565,953)
	Depreciation during the period / year	(606,068)	(2,293,437)
	Closing written down value	29,473,120	29,570,418
9.	LONG TERM INVESTMENTS		
	Equity accounted investments 9.1	4,563,938	4,735,980
	Other long term investments 9.2	671,659	769,273
		5,235,597	5,505,253
0.1	Equity accounted investments		
3.1	Equity accounted investments		
	Investment in associated company		
	Fauji Cement Company Limited		
	Cost of investment	1,800,000	1,800,000
	Share of post acquisition profits	191,898	65,256
	Share of profit for the period / year	3,054	126,642
	Balance as at March 31, 2010	1,994,952	1,991,898
	Investment in inint venture		
	Investment in joint venture Pakistan Maroc Phosphore S.A.Morocco		
	ranstan Maroc Phosphore S.A.Morocco		
	Cost of investments	2,117,075	2,117,075
	Post acquisition (losses)/ profits brought forward	(320,505)	183,518
	Share of loss for the period / year	(139,356)	(504,023)
	Dividend	(155,591)	(99,496)
	Gain on translation of net assets	1,067,363	1,047,008
	Balance as at March 31, 2010	2,568,986	2,744,082
		4,563,938	4,735,980



# Notes to the Condensed Interim Consolidated Financial Statements (Un-Audited) For the first quarter ended March 31, 2010

	Note	Un-audited March 31, 2010 (Rupee	Audited December 31, 2009 s '000)
9.2 Other long term investments			
Investment available for sale			
Certificates of investment Pakistan Investment Bonds Term Finance Certificates Arabian Sea Country Club Limited (ASCCL) (300,000 shares of Rs 10 each) Less: Impairment in value of investment		172,028 600,971 133,674 3,000 (3,000) - 906,673	3,000 (3,000) - 903,059
Less: Current portion shown under short term investments	10		
Investments available for sale			
Certificates of investment Pakistan Investment Bonds Term Finance Certificates		24,513 202,462 8,039 235,014	24,026 101,691 8,069 133,786
10. SHORT TERM INVESTMENTS		671,659	769,273
Available for sale  Term deposits with banks and financial institutions  Local currency  Foreign Currency		1,950,000 1,078,545	4,850,000 1,081,360
Investments at fair value through profit or loss - Held for trading	9.2	727,217	5,362,358
Current maturity of long term investments	9.2	235,014 3,990,776	133,786

Notes to the Condensed Interim Consolidated Financial Statements (Un-Audited) For the first quarter ended March 31, 2010

	March 31, 2010	March 31, 2009		
		(Rupees '000)		
	(itupo	(Rupees 000)		
11. COST OF SALES				
Raw materials consumed	5,731,807	4,001,448		
Fuel and power	1,969,189	1,728,637		
Chemicals and supplies	95,137	107,118		
Salaries, wages and benefits	1,075,696	784,040		
Training and employees welfare	99,788	89,579		
Rent, rates and taxes	15,501	12,241		
Insurance	57,840	51,318		
Travel and conveyance	61,495	59,894		
Repairs and maintenance	888,834	509,372		
Depreciation	597,533	532,521		
Communication and other expenses	193,157	169,732		
Opening stock - work in process	42,326	48,301		
Closing stock - work in process	(51,977)	(84,098)		
Cost of goods manufactured	10,776,326	8,010,103		
Add:Opening stock of manufactured fertilizers	244,279	5,650,302		
Less:Closing stock of manufactured fertilizers	(895,222)	(4,123,061)		
	(650,943)	1,527,241		
Cost of sales of own manufactured fertilizers	10,125,383	9,537,344		
Opening stock of purchased fertilizers	_	33,683		
Purchase of fertilizers for resale	354,084	_		
	354,084	33,683		
Less:Closing stock of purchased fertilizers	(268,422)	(29,050)		
Cost of sale of purchased fertilizers	85,662	4,633		
	10,211,045	9,541,977		



# Notes to the Condensed Interim Consolidated Financial Statements (Un-Audited) For the first quarter ended March 31, 2010

		March 31,		March 31,
		2010		2009
		(Rupees '000)		
12. CASH	GENERATED FROM OPERATIONS			
•	ofit before taxation nents for:	3,944,958		2,637,704
Provision Provis	on for gratuity on for pension on for Worker's Profit Participation Fund on for workers' welfare fund on for compensated absences	604,794 29,465 18,076 271,714 104,379 8,439 364,431 (242,857) 136,302 72 (115) (148,147) 1,146,553 5,091,511		537,964 33,496 18,343 197,391 73,538 7,057 861,614 (313,269) (29,061) (6,075) 41,780 (112,437) 1,310,341 3,948,045
(Increa	se)/decrease in current assets:	3,031,311		3,940,043
Stock in Trade of Loans a Deposi		31,909 (351,709) 222,800 (16,424) (221,466) 283,406		(288,022) 273,144 296,357 (19,508) (151,710) 7,821,939
Decrea	se in current liabilities:			
Trade	and other payables	(1,390,227)		(2,992,894) 4,939,306
•	es in long term loans and advances es in long term deposits and prepayments	(64,936) (757) 3,584,107		(5,417) (511) 8,881,423

Notes to the Condensed Interim Consolidated Financial Statements (Un-Audited) For the first quarter ended March 31, 2010

# 13. TRANSACTIONS AND BALANCES WITH RELATED PARTIES

There is no change in relationship with the related parties. Significant transactions and balances with the related parties are as follows:

	March 31, 2010	March 31, 2009	
	(Rupees '000)		
Transactions with associated undertakings/ companies due to common directorship			
Sale of fertilizer Rent charged to Group Companies Dividends paid Repayment of principal portion of long term finance Financial charges Medical services Purchase of gas as feed and fuel stock Technical services received Others Balance payable Balance receivable - unsecured	1,199 2,237,068 - - 35 3,185,115 - 179 501,439 90,770	2,880 1,107 711,281 11,429 3,243 6 2,783,509 7,532 - 542,211 * 88,831 *	
Transactions with joint venture company			
Raw material purchased Expenses incurred on behalf of joint venture company Balances payable at the year end - secured Balance receivable at the year end - secured	2,298,018 7,267 2,090,653 7,781	2,757,012 5,594 2,412,237 * 11,005 *	
Other related parties			
Remuneration including benefits and perquisites of Chief Executives and Executives, No. of persons 2010: 2 and 578 (2009: 2 and 497)	790,173	466,440	
Payments to: Employees' Provident Fund Trust Employees' Gratuity Fund Trust Employees' Pension Fund Trust Workers' Profit Participation Fund	55,924 71,967 77,446 53,549	57,415 83,986 78,963 18,891	
Others: Transactions with Workers' Profit Participation Fund (WPPF) Balances (receivable)/ payable -unsecured	_ 1,273,303	357,678 * 963,995 *	

<sup>\*</sup> Comparative figures of receivable/payable balances are as of December 31, 2009.

### 14. GENERAL

- **14.1** Figures have been rounded off to the nearest thousand of rupees unless otherwise stated.
- **14.2** The Board of Directors of FFC in their meeting held on April 29, 2010 proposed a first interim dividend of Rs 4 per share while a dividend of Rs 0.50 per share has been proposed by the Board of Directors of FFBL on April 16, 2010.
- 14.3 These condensed interim consolidated financial statements have been authorised for issue by the Board of Directors of FFC on April 29, 2010.

Chairman Chief Executive Director

