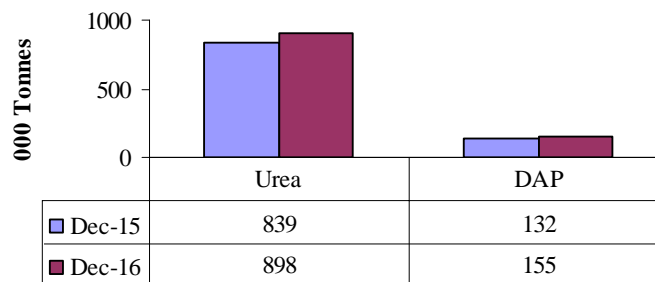


# FERTILIZER REVIEW

## MID JANUARY, 2017

**Urea and DAP offtake during December 2015 and 2016**



**GOVERNMENT OF PAKISTAN  
MINISTRY OF PLANNING, DEVELOPMENT AND REFORM  
NATIONAL FERTILIZER DEVELOPMENT CENTRE  
STREET NO. 1, SECTOR H-8/1, P.O. BOX NO. 3104  
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# RABI FERTILIZER SITUATION: MID JANUARY 2017

## Executive Summary

### 1. FERTILIZER OFFTAKE

#### 1.1 Fertilizer Offtake during December, 2016

The data reveal that overall nutrient offtake during December 2016 was about 590 thousand tonnes compared to 523 thousand tonnes of December 2015, which represented an increase of 12.8 per cent. Nitrogen offtake increased by 11.8 per cent while phosphate offtake increased by 18.5 per cent. Potash offtake also increased considerably by 22.9 per cent over December, 2015. In product terms, urea offtake was 898 thousand tonnes which increased by 7 per cent, while DAP offtake was 155 thousand tonnes representing increase of 17.3 per cent over December 2015.

#### 1.2 Cumulative Fertilizer Offtake during Rabi 2016-17 (October-December)

Total fertilizer nutrient offtake during Rabi 2016-17 (Oct-Dec) was about 1944 thousand tonnes, which increased by 13.7 per cent compared with same timeframe of last Rabi. In product terms, urea offtake was 2022 thousand tonnes which increased by 21.9 per cent while DAP offtake was 1288 thousand tonnes which increased by 6.8 per cent over same period of last season.

### 2. FERTILIZER PRODUCTION AND IMPORTED SUPPLIES

Total fertilizer production during December 2016 was about 674 thousand product tonnes. Of this urea production was 486, DAP 72, CAN 56, Nitrophos 52, NPKs 3 and SSP 5 thousand tonnes. Imported supplies during December 2016 were 90 thousand tones. Out of this, 87 thousand tonnes were only DAP.

### 3. PRICE TREND

#### 3.1 Domestic

During December 2016, the prices of urea sona and urea tara decreased slightly by 0.5 and 0.6 per cent respectively, as compared to November 2016. The price of DAP decreased by 0.7 per cent over November 2016. The prices of NP and SOP also decreased by 2.2 and 0.8 per cent, respectively.

#### 3.2 International

The price of Fob bulk China urea ranged between US \$ 228-235/t. The prices of prilled bulk Arabian Gulf urea were in the range of US \$ 220-235/t. The prices of DAP in US Gulf ranged between US \$ 290-305/st. The price of DAP China bulk was in the range of US \$ 300-330/t. The prices of MAP and TSP remained in the range of US \$ 305-315 and 275-280/t respectively. Ex-Karachi Price of urea was in the range of Rs. 1540-1638 per 50 kg bag while that of DAP was in the range of Rs. 2244-2631 per 50 kg bag during December, 2016.

### 4. SUPPLY/DEMAND SITUATION DURING DECEMBER 2016

Total urea availability during December 2016 was about 1937 thousand tonnes, which included an opening balance of 1451 thousand tonnes and domestic production of 486 thousand tonnes. Urea offtake during December 2016 was 898 thousand tonnes, thus leaving a balance of 1038 thousand tonnes for next month.

Total DAP availability was 237 thousand tonnes during the month under review. It comprised 72 thousand tonnes domestic production, 87 thousand tonnes of imported supplies and 77 thousand tonnes leftover of previous month. DAP offtake was 155 thousand tonnes. The closing balance was 82 thousand tonnes.

## RABI FERTILIZER SITUATION: MID JANUARY 2017

### 1. INTRODUCTION

This note presents the product-wise and nutrient-wise fertilizer supply/demand situation during December 2016 and provides an outlook for the remaining three months of Rabi season in respect of urea and DAP. It also includes the average domestic and international prices of major products.

### 2. FERTILIZER OFFTAKE DURING DECEMBER, 2016

The fertilizer offtake situation presented in Table 1 shows that total nutrient offtake was about 590 thousand tonnes during December 2016, which increased by 12.8 per cent compared with December 2015. The offtake of nitrogen was about 494 thousand tonnes which increased by 11.8 per cent while phosphate offtake was 94 thousand tonnes which also increased by 18.5 per cent, over December, 2015. Potash offtake also increased by 22.9 per cent. In product terms, urea offtake was 898 thousand tonnes which increased by 7 per cent. DAP offtake was about 155 thousand tonnes which witnessed an increase of 17.3 per cent over December 2015.

**Table 1. Fertilizer Offtake during December 2016 compared with previous years**

('000 tonnes)

| Nutrient/<br>Product | December<br>2012 | December<br>2013 | December<br>2014 | December<br>2015 | December<br>2016 | Per cent change in<br>2016 over 2015 |
|----------------------|------------------|------------------|------------------|------------------|------------------|--------------------------------------|
| Nitrogen             | 493              | 369              | 373              | 442              | 494              | 11.8                                 |
| Phosphate            | 71               | 91               | 115              | 80               | 94               | 18.5                                 |
| Potash               | 2.2              | 1.1              | 3.4              | 1.2              | 1.5              | 22.9                                 |
| Total                | 566              | 461              | 492              | 523              | 590              | 12.8                                 |
| Urea                 | 953              | 674              | 656              | 839              | 898              | 7.0                                  |
| DAP                  | 126              | 173              | 221              | 132              | 155              | 17.3                                 |

Note: Details are given in Annex 3 and 4.

### 3. CUMULATIVE FERTILIZER OFFTAKE DURING RABI 2016-17 (OCTOBER – DECEMBER)

Total fertilizer nutrient offtake during Rabi 2016-17 (Oct-Dec) was about 1944 thousand tonnes, which increased by 13.7 per cent compared with same timeframe of last Rabi. In product terms, urea offtake was 2022 thousand tonnes which increased by 21.9 per cent while DAP offtake was 1288 thousand tonnes which increased by 6.8 per cent over same period of last season (Table 2).

**Table 2. Cumulative Fertilizer offtake during Rabi 2016-17 versus Rabi 2015-16**

('000 tonnes)

| Season                      | Nutrient |           |        | Total     | Product |      |
|-----------------------------|----------|-----------|--------|-----------|---------|------|
|                             | Nitrogen | Phosphate | Potash | Nutrients | Urea    | DAP  |
| Rabi 2015-16 (Oct. to Dec.) | 1070     | 633       | 7      | 1710      | 1659    | 1206 |
| Rabi 2016-17 (Oct. to Dec.) | 1272     | 663       | 10     | 1944      | 2022    | 1288 |
| Percent change              | 18.9     | 4.7       | 37.3   | 13.7      | 21.9    | 6.8  |

Note:- Details are given in Annex 1 and 2.

#### 4. FERTILIZER PRODUCTION AND IMPORTED SUPPLIES

Total fertilizer production during December 2016 was about 674 thousand product tonnes. Of this urea production was 486, DAP 72, CAN 56, Nitrophos 52, NPKs 3 and SSP 5 thousand tonnes. Imported supplies during December 2016 were 90 thousand tonnes comprising 87 thousand tonnes of DAP, 1 thousand tonnes each of AS and MOP, 0.5 thousand tonnes of SOP and 0.1 thousand tonnes of SSP (Table 3).

**Table 3. Fertilizer production and imported supplies during December 2016**

|               |      |      |     |     |     |      |     |     |     |     |     | ('000 tonnes) |  |
|---------------|------|------|-----|-----|-----|------|-----|-----|-----|-----|-----|---------------|--|
| Description   | Urea | DAP  | NP  | CAN | SSP | NPKs | SOP | MOP | MAP | AS  | TSP | Total         |  |
| Production    | 486  | 72   | 52  | 56  | 5   | 3    | -   | -   | -   | -   | -   | 674           |  |
| Percent share | 72.1 | 10.7 | 7.6 | 8.3 | 0.8 | 0.5  | -   | -   | -   | -   | -   | 100           |  |
| Import        | -    | 87   | -   | -   | 0.1 | -    | 0.5 | 1.0 | -   | 1.0 | -   | 90            |  |

Note:- Details are given in Annex 5,6 and 7.

#### 5. PROVINCE-WISE UREA AND DAP OFFTAKE DURING DECEMBER, 2016

Urea offtake increased by 6.4, 11.7 and 186.7 per cent in Punjab, KP and Balochistan respectively as compared to December 2015. It decreased by 0.6 per cent in Sindh. DAP offtake increased in all provinces. Its offtake increased by 8, 43, 117 and 287 per cent in Punjab, Sindh, KP and Balochistan, respectively (Table 4).

**Table 4. Province-wise urea and DAP offtake during December, 2016 compared with previous years.**

|                                    |               |               |               |               |               |                                   | ('000 tonnes) |  |
|------------------------------------|---------------|---------------|---------------|---------------|---------------|-----------------------------------|---------------|--|
| Province                           | December 2012 | December 2013 | December 2014 | December 2015 | December 2016 | Per cent change in 2016 over 2015 |               |  |
| <b>UREA</b>                        |               |               |               |               |               |                                   |               |  |
| Punjab                             | 675           | 483           | 450           | 593           | 630           | 6.4                               |               |  |
| Sindh                              | 201           | 151           | 162           | 212           | 211           | -0.6                              |               |  |
| KP                                 | 52            | 28            | 31            | 23            | 26            | 11.7                              |               |  |
| Balochistan                        | 26            | 13            | 13            | 11            | 30            | 186.7                             |               |  |
| AJK                                | -             | -             | -             | -             | -             | -                                 |               |  |
| Total                              | 953           | 674           | 656           | 839           | 898           | 7.0                               |               |  |
| Per cent change over previous year |               | -29           | -3            | 28            | 7.0           |                                   |               |  |
| <b>DAP</b>                         |               |               |               |               |               |                                   |               |  |
| Punjab                             | 94            | 136           | 170           | 109           | 117           | 8                                 |               |  |
| Sindh                              | 21            | 27            | 37            | 19            | 28            | 43                                |               |  |
| KP                                 | 10            | 7             | 11            | 3.2           | 7.0           | 117                               |               |  |
| Balochistan                        | 1.6           | 2.5           | 3.3           | 0.9           | 3.4           | 287                               |               |  |
| Total                              | 126           | 173           | 221           | 132           | 155           | 17                                |               |  |
| Per cent change over previous year |               | 36            | 28            | -40           | 17            |                                   |               |  |

## 6. SUPPLY/DEMAND SITUATION DURING DECEMBER 2016

### 6.1 Urea

Total urea availability during December 2016 was about 1937 thousand tonnes, which includes an opening balance of 1451 thousand tonnes and domestic production of 486 thousand tonnes (Table 5). Urea offtake during December 2016 was 898 thousand tonnes, thus leaving a balance of 1038 thousand tonnes for next month.

### 6.2 DAP

Total DAP availability during December 2016 was 237 thousand tonnes (Table 5). It comprised of 72 thousand tonnes domestic production, 87 thousand tonnes of imported supply and 77 thousand tonnes leftover of previous month. DAP offtake was 155 thousand tonnes. The closing balance was 82 thousand tonnes.

**Table 5. Urea and DAP supply/demand situation during Rabi 2016-17**

| Description         | ('000 tonnes) |      |      |       |       |       |       |
|---------------------|---------------|------|------|-------|-------|-------|-------|
|                     | OCT*          | NOV* | DEC* | JAN** | FEB** | MAR** | TOTAL |
| <b>UREA</b>         |               |      |      |       |       |       |       |
| Opening inventory   | 1565          | 1702 | 1451 | 1038  | 1010  | 1060  | 1565  |
| Imported supplies   | 0             | 0    | 0    | 0     | 0     | 0     | 0     |
| Domestic production | 497           | 513  | 486  | 450   | 450   | 524   | 2920  |
| Total availability  | 2062          | 2215 | 1937 | 1488  | 1460  | 1584  | 4485  |
| Offtake             | 360           | 764  | 898  | 478   | 400   | 400   | 3300  |
| Write off/on        | 0             | 0    | -1   | 0     | 0.0   | 0     | -1    |
| Estimated inventory | 1702          | 1451 | 1038 | 1010  | 1060  | 1184  | 1184  |
| <b>DAP</b>          |               |      |      |       |       |       |       |
| Opening inventory   | 458           | 304  | 77   | 82    | 52    | 67    | 458   |
| Imported supplies   | 275           | 331  | 87   | 40    | 0     | 0     | 733   |
| Domestic production | 72            | 68   | 72   | 30    | 65    | 70    | 377   |
| Total availability  | 805           | 703  | 237  | 152   | 117   | 137   | 1569  |
| Offtake             | 501           | 631  | 155  | 100   | 50    | 50    | 1487  |
| Write off/on        | 0             | 5    | 0    | 0     | 0     | 0     | 5     |
| Estimated inventory | 304           | 77   | 82   | 52    | 67    | 87    | 87    |

\* Actual \*\* Estimated

## 7. SITUATION DURING RABI 2016-17

Rabi 2016-17 started with an opening balance of 1565 thousand tonnes of urea. Domestic production during Rabi 2016-17 is estimated around 2920 thousand tonnes. Urea offtake during current Rabi 2016-17 is estimated about 3300 thousand tonnes, against 4485 thousand tonnes of total availability, leaving a closing balance of 1184 thousand tonnes for next season.

DAP availability in current season of Rabi 2016-17 would be around 1569 thousand tonnes, which includes 458 thousand tonnes of opening inventory, 733 thousand tonnes of imported supplies and domestic production of 377 thousand tonnes. Expected offtake of DAP during current Rabi season is about 1487 thousand tonnes, leaving a balance of 87 thousand tonnes for next season.

## 8. FERTILIZER PRICES

### 8.1 Domestic fertilizer prices during December 2016

During December 2016, the prices of all fertilizer products decreased as compared to November 2016. Prices of urea sona and urea tara decreased by 0.5 and 0.6 per cent respectively as compared with previous month. The price of DAP decreased by 0.7 per cent during December 2016 (from Rs. 2535 to Rs. 2517) over November 2016. The price of NP and SOP also decreased by 2.2 and 0.8 per cent, respectively.

**Table 6. Average Fertilizer Retail Prices in December, 2016 Compared with November, 2015**

| Product        | (Rs. Per 50 Kg/bag) |                  |                   |
|----------------|---------------------|------------------|-------------------|
|                | November<br>2016    | December<br>2016 | Percent<br>change |
| Urea (Sona)    | 1371                | 1364             | -0.5              |
| Urea tara      | 1385                | 1377             | -0.6              |
| DAP            | 2535                | 2517             | -0.7              |
| TSP            | -                   | -                | -                 |
| NP             | 1840                | 1799             | -2.2              |
| SSP (Powdered) | -                   | -                | -                 |
| SSP (Granular) | 877                 | 877              | -                 |
| CAN            | 1170                | 1167             | -0.3              |
| SOP            | 4154                | 4122             | -0.8              |
| NPK            | 2509                | 2502             | -0.3              |

Source: - Federal Bureau of Statistics/Records of National Fertilizer Development Centre.

### 8.2 International prices

The price of Fob bulk China urea ranged between US \$ 228-235/t. The prices of prilled bulk Arabian Gulf urea were in the range of US \$ 220-235/t. The prices of DAP in US Gulf ranged between US \$ 290-305/st. The price of DAP China bulk was in the range of US \$ 300-330/t. The prices of MAP and TSP remained in the range of US \$ 305-315 and 275-280/t respectively. Ex-Karachi Price of urea was in the range of Rs. 1540-1638 per 50 kg bag while that of DAP was in the range of Rs. 2244-2631 per 50 kg bag during December, 2016.

**Table 7. International prices during December, 2016**

| Terms/Port<br>(FOB)            | US \$ per MT               |                            |                             |                             | (Rs. per bag)                              |
|--------------------------------|----------------------------|----------------------------|-----------------------------|-----------------------------|--|
|                                | 1st December<br>(1st week) | 8th December<br>(2nd week) | 15th December<br>(3rd week) | 23rd December<br>(4th week) | Ex-Karachi Price of<br>Imported Fertilizer |
| <b>UREA</b>                    |                            |                            |                             |                             |  |
| China<br>(Prilled Bulk)        | 230-235<br>(215-220)       | 228-230<br>(225-230)       | 230-235<br>(230-238)        | 230-235<br>(230-235)        | 1592-1638<br>(1536-1690)                   |
| Arabian Gulf<br>(Prilled Bulk) | 220-225<br>(215-220)       | 220-225<br>(220-225)       | 230-235<br>(230-235)        | 230-235<br>(230-235)        | 1540-1638<br>(1536-1670)                   |
| <b>DAP</b>                     |                            |                            |                             |                             |  |
| US Gulf*<br>(Bulk)             | 290-295<br>(300-305)       | 290-295<br>(295-303)       | 295-305<br>(294-298)        | 300-305<br>(294-298)        | 2513-2631<br>(2594-2682)                   |
| China<br>(Bulk)                | 300-315<br>(290-300)       | 310-315<br>(300-305)       | 310-315<br>(300-310)        | 320-330<br>(310-315)        | 2244-2458<br>(2215-2396)                   |
| <b>MAP</b>                     |                            |                            |                             |                             |  |
| Baltic<br>(Bulk)               | 305-315<br>(325-330)       | 305-315<br>(320-325)       | 305-315<br>(315-320)        | 305-315<br>(305-315)        | 2265-2332<br>(2308-2480)                   |
| <b>TSP</b>                     |                            |                            |                             |                             |  |
| Tunisia<br>(Bulk)              | 275-280<br>(275-280)       | 275-280<br>(275-280)       | 275-280<br>(275-280)        | 275-280<br>(275-280)        | 2062-2096<br>(2101-2136)                   |

Source: Fertilizer Industry. Figures in parenthesis are for November, 2016 \*(10-20 \$ premium for granular)

\* US \$ per short tonne (907 kg)

**Table 8. Rainfall during December 2016 compared with December 2015**

| Station    | ‘mm’             |                  |                    |
|------------|------------------|------------------|--------------------|
|            | December<br>2015 | December<br>2016 | Per cent<br>change |
| Peshawar   | 8                | 0.1              | -99                |
| Rawalpindi | 19               | -                | -100               |
| Jhelum     | 31               | 0.2              | -99                |
| Sargodha   | 0.2              | -                | -100               |
| Lahore     | 6                | -                | -100               |
| D.I. Khan  | 3                | -                | -100               |
| Faisalabad | 2                | -                | -100               |
| Multan     | 0.1              | -                | -100               |
| Khanpur    | -                | -                | -                  |
| Quetta     | 3                | 0.4              | -87                |
| Rohri      | -                | -                | -                  |
| Hyderabad  | -                | -                | -                  |
| Gilgit     | 2                | 0.1              | -95                |
| Skardu     | 2                | 0.1              | -95                |

Source: National Agromet Centre, Islamabad.

Dated: January 25, 2017

## **ANNEXES**

1. Month-wise nutrient offtake during Rabi 2016-17 compared with previous seasons.
2. Month-wise Urea and DAP offtake during Rabi 2016-17 compared with previous seasons.
3. Month-wise nutrient offtake during year 2016-17 compared with previous years.
4. Month-wise Urea and DAP offtake during year 2016-17 compared with previous years.
5. Plant-wise production, sales and stock position (December 2016).
6. Company-wise imports, sales and stock position (December 2016).
7. Total sales and stock position (December 2016).
8. Province-wise and product-wise offtake of domestically produced fertilizers (December 2016).
9. Province-wise and product-wise offtake of imported fertilizers (December 2016).
10. Total province-wise and product-wise offtake of fertilizers (December 2016).
11. Fertilizer production by product and manufacturer (2016-17).
12. Rainfall (2016-17)



**MONTH-WISE NUTRIENT OFFTAKE DURING RABI 2016-17 COMPARED WITH  
PREVIOUS SEASONS**

(Tonnes)

| Month/<br>Season                    | Rabi<br>2012-13  | Rabi<br>2013-14  | Rabi<br>2014-15  | Rabi<br>2015-16  | Rabi*<br>2016-17 | Percent<br>Change |
|-------------------------------------|------------------|------------------|------------------|------------------|------------------|-------------------|
| <b>TOTAL NUTRIENTS (N+P2O5+K2O)</b> |                  |                  |                  |                  |                  |                   |
| October                             | 269,343          | 446,627          | 424,219          | 493,571          | 526,323          | 6.6               |
| November                            | 360,153          | 558,071          | 522,389          | 693,167          | 827,722          | 19.4              |
| December                            | 566,392          | 461,323          | 491,670          | 523,014          | 590,014          | 12.8              |
| <b>Sub total</b>                    | <b>1,195,888</b> | <b>1,466,021</b> | <b>1,438,278</b> | <b>1,709,752</b> | <b>1,944,059</b> | <b>13.7</b>       |
| January                             | 292,560          | 323,695          | 361,072          | 234,166          | 302,873          | 29.3              |
| February                            | 228,812          | 263,968          | 280,752          | 227,554          | 250,271          | 10.0              |
| March                               | 259,048          | 256,002          | 258,609          | 143,449          | 229,277          | 59.8              |
| <b>Total</b>                        | <b>1,976,307</b> | <b>2,309,686</b> | <b>2,338,711</b> | <b>2,314,921</b> | <b>2,726,481</b> | <b>17.8</b>       |
| Percent change                      |                  | 17               | 1                | -1.0             | 17.8             |                   |
| <b>NITROGEN</b>                     |                  |                  |                  |                  |                  |                   |
| October                             | 160,017          | 292,746          | 258,181          | 214,165          | 275,466          | 28.6              |
| November                            | 222,006          | 350,046          | 311,692          | 413,273          | 501,815          | 21.4              |
| December                            | 493,432          | 368,772          | 373,471          | 442,289          | 494,262          | 11.8              |
| <b>Sub total</b>                    | <b>875,456</b>   | <b>1,011,564</b> | <b>943,344</b>   | <b>1,069,727</b> | <b>1,271,543</b> | <b>18.9</b>       |
| January                             | 260,477          | 302,229          | 316,688          | 190,477          | 267,468          | 40.4              |
| February                            | 210,581          | 207,331          | 240,601          | 181,029          | 209,885          | 15.9              |
| March                               | 215,844          | 207,766          | 221,057          | 85,323           | 182,498          | 113.9             |
| <b>Total</b>                        | <b>1,562,358</b> | <b>1,728,890</b> | <b>1,721,690</b> | <b>1,526,556</b> | <b>1,931,394</b> | <b>26.5</b>       |
| Percent change                      |                  | 11               | 0                | -11.3            | 26.5             |                   |
| <b>PHOSPHATE</b>                    |                  |                  |                  |                  |                  |                   |
| October                             | 105,790          | 150,439          | 162,756          | 275,295          | 246,032          | -10.6             |
| November                            | 136,445          | 206,522          | 207,620          | 278,005          | 322,319          | 15.9              |
| December                            | 70,785           | 91,462           | 114,794          | 79,515           | 94,264           | 18.5              |
| <b>Sub total</b>                    | <b>313,020</b>   | <b>448,423</b>   | <b>485,170</b>   | <b>632,815</b>   | <b>662,615</b>   | <b>4.7</b>        |
| January                             | 31,557           | 20,697           | 42,886           | 42,898           | 34,510           | -19.6             |
| February                            | 16,626           | 53,952           | 37,996           | 43,596           | 38,042           | -12.7             |
| March                               | 41,084           | 45,676           | 33,858           | 55,152           | 43,943           | -20.3             |
| <b>Total</b>                        | <b>402,286</b>   | <b>568,748</b>   | <b>599,910</b>   | <b>774,461</b>   | <b>779,109</b>   | <b>0.6</b>        |
| Percent change                      |                  | 41               | 5                | 29.1             | 0.6              |                   |
| <b>POTASH</b>                       |                  |                  |                  |                  |                  |                   |
| October                             | 3,536            | 3,443            | 3,282            | 4,112            | 4,825            | 17.3              |
| November                            | 1,702            | 1,503            | 3,077            | 1,888            | 3,589            | 90.1              |
| December                            | 2,175            | 1,089            | 3,406            | 1,211            | 1,488            | 22.9              |
| <b>Sub total</b>                    | <b>7,412</b>     | <b>6,035</b>     | <b>9,765</b>     | <b>7,211</b>     | <b>9,902</b>     | <b>37.3</b>       |
| January                             | 525              | 769              | 1,598            | 791              | 921              | 16.4              |
| February                            | 1,605            | 2,684            | 2,155            | 2,929            | 2,343            | -20.0             |
| March                               | 2,119            | 2,560            | 3,694            | 2,974            | 2,837            | -5                |
| <b>Total</b>                        | <b>11,662</b>    | <b>12,048</b>    | <b>17,212</b>    | <b>13,905</b>    | <b>16,003</b>    | <b>15</b>         |
| Percent change                      |                  | 3                | 43               | -19              | 15               |                   |

\* December onward are average of previous years

**MONTH-WISE NUTRIENT OFFTAKE DURING RABI 2016-17 COMPARED WITH  
PREVIOUS SEASONS**

| Month/<br>Season      |                  |                  |                  |                  |                  | (Tonnes)          |
|-----------------------|------------------|------------------|------------------|------------------|------------------|-------------------|
|                       | Rabi<br>2012-13  | Rabi<br>2013-14  | Rabi<br>2014-15  | Rabi<br>2015-16  | Rabi*<br>2016-17 | Percent<br>Change |
| <b>UREA</b>           |                  |                  |                  |                  |                  |                   |
| October               | 233,989          | 476,976          | 407,717          | 197,090          | 360,173          | 82.7              |
| November              | 326,654          | 550,861          | 467,181          | 623,023          | 764,119          | 22.6              |
| December              | 953,201          | 674,005          | 655,555          | 838,674          | 897,552          | 7.0               |
| <b>Sub total</b>      | <b>1,513,844</b> | <b>1,701,842</b> | <b>1,530,453</b> | <b>1,658,787</b> | <b>2,021,844</b> | <b>21.9</b>       |
| January               | 517,308          | 619,150          | 628,873          | 346,439          | 527,943          | 52.4              |
| February              | 418,783          | 378,432          | 455,581          | 315,020          | 391,954          | 24.4              |
| March                 | 405,081          | 384,137          | 429,070          | 114,295          | 333,146          | 191.5             |
| <b>Total</b>          | <b>2,855,016</b> | <b>3,083,561</b> | <b>3,043,977</b> | <b>2,434,541</b> | <b>3,274,886</b> | <b>34.5</b>       |
| Percent change        |                  | 8                | -1.3             | -20.0            | 34.5             |                   |
| <b>DAP</b>            |                  |                  |                  |                  |                  |                   |
| October               | 184,163          | 297,520          | 323,842          | 535,974          | 501,085          | -6.5              |
| November              | 248,491          | 406,143          | 409,189          | 537,451          | 631,435          | 17.5              |
| December              | 126,388          | 172,516          | 220,941          | 132,359          | 155,296          | 17.3              |
| <b>Sub total</b>      | <b>559,042</b>   | <b>876,179</b>   | <b>953,972</b>   | <b>1,205,784</b> | <b>1,287,816</b> | <b>6.8</b>        |
| January               | 53,343           | 26,976           | 72,050           | 76,534           | 57,226           | -25.2             |
| February              | 23,166           | 95,044           | 63,602           | 71,342           | 63,289           | -11.3             |
| March                 | 64,705           | 73,068           | 47,871           | 92,903           | 69,637           | -25.0             |
| <b>Total</b>          | <b>700,256</b>   | <b>1,071,267</b> | <b>1,137,495</b> | <b>1,446,563</b> | <b>1,477,967</b> | <b>2.2</b>        |
| <b>Percent change</b> |                  | 53               | 6                | 27.2             | 2.2              |                   |

\* December onward are average of previous years

**MONTH-WISE COMPARATIVE NUTRIENT OFFTAKE DURING YEAR 2016-17 COMPARED  
WITH PREVIOUS YEARS**

| YEAR   | 2012-13   | 2013-14   | 2014-15   | 2015-16   | 2016-17*  | Percent change |
|--|-----------|-----------|-----------|-----------|-----------|----------------|
| (Tonnes)   |           |           |           |           |           |                |
| <b>TOTAL NUTRIENTS (N+P<sub>2</sub>O<sub>5</sub>+K<sub>2</sub>O)</b> |           |           |           |           |           |                |
| July   | 271,491   | 291,051   | 345,145   | 283,245   | 532,817   | 88.1           |
| August   | 206,677   | 318,589   | 401,924   | 240,807   | 394,834   | 64.0           |
| September  | 273,135   | 385,177   | 291,383   | 105,544   | 243,374   | 130.6          |
| October  | 269,343   | 446,627   | 424,219   | 493,571   | 510,777   | 3.5            |
| November   | 360,153   | 558,071   | 522,389   | 693,167   | 827,722   | 19.4           |
| December   | 566,392   | 461,323   | 491,670   | 523,014   | 590,014   | 12.8           |
| January  | 292,560   | 323,695   | 361,072   | 234,166   | 302,873   | 29.3           |
| February   | 228,812   | 263,968   | 280,752   | 227,554   | 250,271   | 10.0           |
| March  | 259,048   | 256,002   | 258,609   | 143,449   | 229,277   | 59.8           |
| April  | 193,628   | 170,893   | 237,889   | 205,027   | 201,859   | -1.5           |
| May  | 310,032   | 300,904   | 319,420   | 227,799   | 289,539   | 27.1           |
| June   | 389,940   | 312,787   | 381,947   | 321,930   | 351,651   | 9.2            |
| Total  | 3,621,210 | 4,089,087 | 4,316,419 | 3,699,273 | 4,725,009 | 27.7           |
| Percent change   |           | 12.9      | 5.6       | -14.3     | 27.7      |                |
| <b>NITROGEN</b>  |           |           |           |           |           |                |
| July   | 212,118   | 244,245   | 266,940   | 235,805   | 419,848   | 78.0           |
| August   | 173,686   | 269,155   | 332,093   | 219,282   | 320,161   | 46.0           |
| September  | 167,955   | 290,354   | 227,674   | 97,096    | 179,078   | 84.4           |
| October  | 160,017   | 292,746   | 258,181   | 214,165   | 275,466   | 28.6           |
| November   | 222,006   | 350,046   | 311,692   | 413,273   | 501,815   | 21.4           |
| December   | 493,432   | 368,772   | 373,471   | 442,289   | 494,262   | 11.8           |
| January  | 260,477   | 302,229   | 316,688   | 190,477   | 267,468   | 40.4           |
| February   | 210,581   | 207,331   | 240,601   | 181,029   | 209,885   | 15.9           |
| March  | 215,844   | 207,766   | 221,057   | 85,323    | 182,498   | 113.9          |
| April  | 165,859   | 141,856   | 195,658   | 139,710   | 160,771   | 15.1           |
| May  | 262,701   | 234,762   | 248,943   | 160,858   | 226,816   | 41.0           |
| June   | 308,777   | 275,268   | 315,650   | 292,593   | 298,072   | 1.9            |
| Total  | 2,853,453 | 3,184,530 | 3,308,648 | 2,671,900 | 3,536,140 | 32.3           |
| Percent change   |           | 11.6      | 3.9       | -19.2     | 32.3      |                |
| <b>PHOSPHATE</b>   |           |           |           |           |           |                |
| July   | 58,377    | 45,302    | 76,295    | 46,552    | 111,401   | 139.3          |
| August   | 32,192    | 48,096    | 67,987    | 21,009    | 73,201    | 248.4          |
| September  | 102,024   | 92,300    | 59,925    | 7,353     | 59,044    | 703.0          |
| October  | 105,790   | 150,439   | 162,756   | 275,295   | 246,032   | -10.6          |
| November   | 136,445   | 206,522   | 207,620   | 278,005   | 322,319   | 15.9           |
| December   | 70,785    | 91,462    | 114,794   | 79,515    | 94,264    | 18.5           |
| January  | 31,557    | 20,697    | 42,886    | 42,898    | 34,510    | -19.6          |
| February   | 16,626    | 53,952    | 37,996    | 43,596    | 38,042    | -12.7          |
| March  | 41,084    | 45,676    | 33,858    | 55,152    | 43,943    | -20.3          |
| April  | 26,940    | 26,755    | 40,542    | 63,459    | 39,424    | -37.9          |
| May  | 46,170    | 63,476    | 67,757    | 65,690    | 60,773    | -7.5           |
| June   | 78,954    | 36,215    | 62,570    | 28,802    | 51,635    | 79.3           |
| Total  | 746,944   | 880,892   | 974,986   | 1,007,326 | 1,174,588 | 16.6           |
| Percent change   |           | 17.9      | 10.7      | 3.3       | 16.6      |                |
| <b>POTASH</b>  |           |           |           |           |           |                |
| July   | 994       | 1,504     | 1,890     | 887       | 1,569     | 76.9           |
| August   | 799       | 1,338     | 1,844     | 515       | 1,472     | 185.8          |
| September  | 3,157     | 2,523     | 3,784     | 1,096     | 5,252     | 379.2          |
| October  | 3,536     | 3,443     | 3,282     | 4,112     | 4,825     | 17.3           |
| November   | 1,702     | 1,503     | 3,077     | 1,888     | 3,589     | 90.1           |
| December   | 2,175     | 1,089     | 3,406     | 1,211     | 1,488     | 22.9           |
| January  | 525       | 769       | 1,598     | 791       | 921       | 16.4           |
| February   | 1,607     | 2,684     | 2,155     | 2,929     | 2,344     | -20.0          |
| March  | 2,119     | 2,560     | 3,694     | 2,974     | 2,837     | -4.6           |
| April  | 829       | 2,282     | 1,689     | 1,858     | 1,665     | -10.4          |
| May  | 1,161     | 2,667     | 2,720     | 1,251     | 1,950     | 55.9           |
| June   | 2,210     | 1,304     | 3,726     | 535       | 1,944     | 263.3          |
| Total  | 20,814    | 23,666    | 32,865    | 20,047    | 29,854    | 48.9           |
| Percent change   |           | 13.7      | 38.9      | -39.0     | 48.9      |                |

\* December onward are average of previous years

**MONTH-WISE COMPARATIVE UREA AND DAP OFFTAKE DURING YEAR 2016-17  
COMPARED WITH PREVIOUS YEARS**

| YEAR           |           |           |           |           |           | (Tonnes)       |
|----------------|-----------|-----------|-----------|-----------|-----------|----------------|
|                | 2012-13   | 2013-14   | 2014-15   | 2015-16   | 2016-17*  | Percent change |
| <b>UREA</b>    |           |           |           |           |           |                |
| July           | 389,178   | 466,144   | 486,684   | 447,478   | 777,875   | 73.8           |
| August         | 322,301   | 515,365   | 630,891   | 428,920   | 573,701   | 33.8           |
| September      | 263,552   | 504,450   | 420,203   | 193,013   | 297,856   | 54.3           |
| October        | 233,990   | 476,976   | 407,717   | 197,090   | 360,173   | 82.7           |
| November       | 326,654   | 550,861   | 467,181   | 623,023   | 764,119   | 22.6           |
| December       | 953,201   | 674,005   | 655,555   | 838,674   | 897,552   | 7.0            |
| January        | 517,308   | 619,150   | 628,873   | 346,439   | 527,943   | 52.4           |
| February       | 418,783   | 378,432   | 455,581   | 315,020   | 391,954   | 24.4           |
| March          | 405,081   | 384,137   | 429,070   | 114,295   | 333,146   | 191.5          |
| April          | 314,213   | 257,578   | 366,661   | 213,012   | 287,866   | 35.1           |
| May            | 484,736   | 408,100   | 421,760   | 250,623   | 391,305   | 56.1           |
| June           | 568,323   | 512,053   | 566,537   | 590,385   | 559,325   | -5.3           |
| Total          | 5,197,320 | 5,747,251 | 5,936,713 | 4,557,972 | 6,162,814 | 35.2           |
| Percent change |           | 10.6      | 3.3       | -23.2     | 35.2      |                |
| <b>DAP</b>     |           |           |           |           |           |                |
| July           | 101,153   | 81,321    | 146,906   | 81,859    | 199,088   | 143.2          |
| August         | 53,495    | 84,314    | 121,373   | 33,776    | 134,423   | 298.0          |
| September      | 208,101   | 172,813   | 104,685   | 6,803     | 109,144   | 1504.4         |
| October        | 184,162   | 297,520   | 323,842   | 535,974   | 501,085   | -6.5           |
| November       | 248,492   | 406,143   | 409,189   | 537,451   | 631,435   | 17.5           |
| December       | 126,388   | 172,516   | 220,941   | 132,359   | 155,296   | 17.3           |
| January        | 53,343    | 26,976    | 72,050    | 76,534    | 57,226    | -25.2          |
| February       | 23,166    | 95,044    | 63,602    | 71,342    | 63,289    | -11.3          |
| March          | 64,705    | 73,068    | 47,871    | 92,903    | 69,637    | -25.0          |
| April          | 52,082    | 44,402    | 69,544    | 104,833   | 67,715    | -35.4          |
| May            | 80,155    | 108,439   | 109,545   | 106,292   | 101,108   | -4.9           |
| June           | 149,685   | 60,436    | 111,633   | 42,892    | 91,162    | 112.5          |
| Total          | 1,344,927 | 1,622,991 | 1,801,181 | 1,823,018 | 2,180,606 | 19.6           |
| Percent change |           | 20.7      | 11.0      | 1.2       | 19.6      |                |

\* December onward are average of previous years

ANNEX-5

PLANT WISE PRODUCTION, SALES & STOCK POSITION (DECEMBER 2016)

(Tonnes)

| Plant                 | Product         | Opening<br>Balance | Production     | Total<br>Availability | Offtake        |                |               |               |          |                  | Adjustments<br>(+) | Adjustments<br>(-) | Closing<br>Balance |
|-----------------------|-----------------|--------------------|----------------|-----------------------|----------------|----------------|---------------|---------------|----------|------------------|--------------------|--------------------|--------------------|
|                       |                 |                    |                |                       | Punjab         | Sindh          | KP            | Baluchistan   | AJK/FATA | Pakistan         |                    |                    |                    |
| FFC-Prilled           | Urea            | 260,217            | 217,996        | 478,213               | 205,878        | 49,029         | 19,383        | 10,878        | -        | 285,168          | -                  | 4                  | 193,041            |
| FFBL-Granular         | Urea            | 14,005             | 19,790         | 33,795                | 19,990         | 10,537         | 360           | 120           | -        | 31,007           | -                  | 90                 | 2,698              |
| <b>TOTAL</b>          | <b>FFC Urea</b> | <b>274,222</b>     | <b>237,786</b> | <b>512,008</b>        | <b>225,868</b> | <b>59,566</b>  | <b>19,743</b> | <b>10,998</b> | <b>-</b> | <b>316,175</b>   | <b>-</b>           | <b>94</b>          | <b>195,739</b>     |
| FATIMAFERT (DHCL)     | Urea            | 159,808            | 21,118         | 180,926               | 75,579         | -              | 144           | -             | -        | 75,723           | -                  | -                  | 105,203            |
| Fatima Fertilizer Ltd | Urea            | 261,017            | 27,364         | 288,381               | 96,257         | 9,795          | 3,502         | 582           | -        | 110,136          | -                  | -                  | 178,245            |
| PAK-ARAB              | Urea            | 11,513             | 8,639          | 20,152                | 11,126         | 115            | -             | -             | -        | 11,241           | -                  | -                  | 8,911              |
| EFERT                 | Urea            | 447,683            | 191,255        | 638,938               | 191,827        | 140,736        | 197           | 18,656        | -        | 351,416          | -                  | 824                | 286,698            |
| AGRITECH( PAFL)       | Urea            | 27,573             | -              | 27,573                | 24,021         | -              | 2,349         | -             | -        | 26,370           | -                  | 3                  | 1,200              |
| <b>TOTAL</b>          | <b>Urea</b>     | <b>1,181,816</b>   | <b>486,162</b> | <b>1,667,978</b>      | <b>624,678</b> | <b>210,212</b> | <b>25,935</b> | <b>30,236</b> | <b>-</b> | <b>891,061</b>   | <b>-</b>           | <b>921</b>         | <b>775,996</b>     |
| EFERT                 | NP              | 6,513              | 6,393          | 12,906                | 4,685          | 2,752          | -             | 864           | -        | 8,301            | -                  | -                  | 4,605              |
| PAK-ARAB              | NP              | 26,818             | 19,556         | 46,374                | 40,207         | 15             | 2,098         | -             | -        | 42,320           | -                  | -                  | 4,054              |
| Fatima Fertilizer Ltd | NP              | 85,928             | 25,616         | 111,544               | 30,211         | 8,444          | 208           | 1,972         | -        | 40,835           | -                  | -                  | 70,709             |
| <b>TOTAL</b>          | <b>NP</b>       | <b>119,259</b>     | <b>51,565</b>  | <b>170,824</b>        | <b>75,103</b>  | <b>11,211</b>  | <b>2,306</b>  | <b>2,836</b>  | <b>-</b> | <b>91,456</b>    | <b>-</b>           | <b>-</b>           | <b>79,368</b>      |
| NFC-LC&FL             | SSP             | 1,069              | -              | 1,069                 | -              | -              | -             | -             | -        | -                | -                  | -                  | 1,069              |
| AGRITECH( PAFL)       | SSP             | 6,133              | 5,270          | 11,403                | 1,672          | -              | 1,951         | -             | -        | 3,623            | -                  | 2                  | 778                |
| Suraj Fertilizer      | SSP             | 17,303             | -              | 17,303                | 168            | -              | -             | -             | -        | 168              | -                  | -                  | 17,135             |
| SAFI CHEMICALS        | SSP             | 4                  | -              | 4                     | -              | -              | -             | -             | -        | -                | -                  | -                  | 4                  |
| <b>TOTAL</b>          | <b>SSP</b>      | <b>24,505</b>      | <b>5,270</b>   | <b>29,779</b>         | <b>1,840</b>   | <b>-</b>       | <b>1,951</b>  | <b>-</b>      | <b>-</b> | <b>3,791</b>     | <b>-</b>           | <b>2</b>           | <b>25,986</b>      |
| FFC-SONA              | DAP             | 5,437              | 72,241         | 77,678                | 41,903         | 7,102          | 4,880         | 965           | -        | 54,850           | -                  | 1                  | 22,827             |
| PAK-ARAB              | CAN             | 188,151            | 16,031         | 204,182               | 38,226         | 2,590          | -             | -             | -        | 40,816           | -                  | -                  | 163,366            |
| Fatima Fertilizer Ltd | CAN             | 240,291            | 39,772         | 280,063               | 49,180         | 30,113         | 5             | 929           | -        | 80,227           | -                  | -                  | 199,836            |
| EFERT                 | NPK 17:17:17    | 1,921              | 1,548          | 3,469                 | 666            | 743            | 437           | 40            | -        | 1,886            | -                  | -                  | 1,583              |
| EFERT                 | NPK 10:20:10    | 832                | -              | 832                   | 125            | 5              | -             | -             | -        | 130              | -                  | -                  | 702                |
| EFERT                 | NPK 8:23:18     | 6,956              | 1,809          | 8,765                 | 944            | 1,197          | 85            | 226           | -        | 2,452            | -                  | -                  | 6,313              |
| EFERT                 | NPK 15:15:15    | 90                 | -              | 90                    | -              | -              | -             | -             | -        | -                | -                  | -                  | 90                 |
| EFERT                 | NPK 8:18:20     | -                  | -              | -                     | -              | -              | -             | -             | -        | -                | -                  | -                  | -                  |
| SAFI CHEMICALS        | NPK 2:20:3      | 97                 | -              | 97                    | -              | -              | -             | -             | -        | -                | -                  | -                  | 97                 |
| <b>TOTAL</b>          | <b>NPKs</b>     | <b>9,896</b>       | <b>3,357</b>   | <b>13,253</b>         | <b>1,735</b>   | <b>1,945</b>   | <b>522</b>    | <b>266</b>    | <b>-</b> | <b>4,468</b>     | <b>-</b>           | <b>-</b>           | <b>8,785</b>       |
| <b>GRAND TOTAL</b>    | <b>ALL</b>      | <b>1,769,355</b>   | <b>674,398</b> | <b>2,443,757</b>      | <b>832,665</b> | <b>263,173</b> | <b>35,599</b> | <b>35,232</b> | <b>-</b> | <b>1,166,669</b> | <b>-</b>           | <b>924</b>         | <b>1,276,164</b>   |

ANNEX-6

COMPANY WISE IMPORTS, SALES/STOCK POSITION (DECEMBER 2016)

(Tonnes)

| Company        | Product | Opening balance | Import | Total availability | Offtake |        |     |             |          |          | Adjustment (+) | Adjustment (-) | Closing Balance |
|----------------|---------|-----------------|--------|--------------------|---------|--------|-----|-------------|----------|----------|----------------|----------------|-----------------|
|                |         |                 |        |                    | Punjab  | Sindh  | KP  | Baluchistan | AJK/FATA | Pakistan |                |                |                 |
| FFC            | Urea    | -               | -      | -                  | -       | -      | -   | -           | -        | -        | -              | -              |                 |
|                | DAP     | 2,565           | -      | 2,565              | 887     | 933    | 335 | 70          | -        | 2,225    | -              | 340            |                 |
|                | TSP     | -               | -      | -                  | -       | -      | -   | -           | -        | -        | -              | -              |                 |
|                | SOP     | 3,076           | -      | 3,076              | 373     | 27     | 8   | 1           | -        | 409      | -              | 2,667          |                 |
|                | MOP     | 3,600           | -      | 3,600              | 253     | 47     | -   | 3           | -        | 303      | -              | 3,297          |                 |
| EFERT          | Urea    | -               | -      | -                  | -       | -      | -   | -           | -        | -        | -              | -              |                 |
|                | DAP     | 2,956           | 48,554 | 51,510             | 31,691  | 11,066 | 32  | 952         | -        | 43,741   | -              | 7,769          |                 |
|                | MAP     | -               | -      | -                  | -       | -      | -   | -           | -        | -        | -              | -              |                 |
|                | MOP     | 675             | 23     | 698                | 90      | 29     | -   | 1           | -        | 120      | -              | 578            |                 |
|                | SOP     | 393             | 326    | 719                | 49      | 139    | -   | -           | -        | 188      | -              | 531            |                 |
|                | SSP     | 3,741           | 84     | 3,825              | 414     | 456    | -   | 221         | -        | 1,091    | -              | 2,734          |                 |
| DHCL           | Urea    | -               | -      | -                  | -       | -      | -   | -           | -        | -        | -              | -              |                 |
|                | DAP     | -               | -      | -                  | 8,196   | -      | 234 | -           | -        | 8,430    | 8,430          | -              |                 |
| NFML           | Urea    | 268,386         | -      | 268,386            | 5,692   | 721    | -   | 78          | -        | 6,491    | -              | 261,895        |                 |
|                | DAP     | -               | -      | -                  | -       | -      | -   | -           | -        | -        | -              | -              |                 |
| PAK ARAB       | Urea    | -               | -      | -                  | -       | -      | -   | -           | -        | -        | -              | -              |                 |
|                | DAP     | 41,830          | -      | 41,830             | 18,079  | 5,938  | 859 | 26          | -        | 24,902   | -              | 8,430          |                 |
|                | MAP     | -               | -      | -                  | -       | -      | -   | -           | -        | -        | -              | -              |                 |
| JBL            | DAP     | 2,993           | -      | 2,993              | -       | -      | -   | -           | -        | -        | -              | 2,993          |                 |
|                | TSP     | -               | -      | -                  | -       | -      | -   | -           | -        | -        | -              | -              |                 |
|                | MOP     | -               | -      | -                  | -       | -      | -   | -           | -        | -        | -              | -              |                 |
|                | MAP     | -               | -      | -                  | -       | -      | -   | -           | -        | -        | -              | -              |                 |
|                | SOP     | 67              | -      | 67                 | -       | -      | -   | -           | -        | -        | -              | 67             |                 |
| Safi Chemicals | DAP     | -               | -      | -                  | -       | -      | -   | -           | -        | -        | -              | -              |                 |
|                | NP      | -               | -      | -                  | -       | -      | -   | -           | -        | -        | -              | -              |                 |
|                | MOP     | 614             | -      | 614                | -       | -      | -   | -           | -        | -        | -              | 614            |                 |
|                | SOP     | 414             | -      | 414                | -       | -      | -   | -           | -        | -        | -              | 414            |                 |
| UNI. AGRO      | DAP     | 9,226           | 26,250 | 35,476             | 5,985   | 704    | 211 | 141         | -        | 7,041    | -              | 28,435         |                 |
|                | TSP     | -               | -      | -                  | -       | -      | -   | -           | -        | -        | -              | -              |                 |
|                | SOP     | 511             | -      | 511                | 50      | 6      | 2   | 1           | -        | 59       | -              | 452            |                 |
|                | MOP     | 1,592           | -      | 1,592              | 82      | 10     | 3   | 2           | -        | 96       | -              | 1,496          |                 |
|                | MAP     | -               | -      | -                  | -       | -      | -   | -           | -        | -        | -              | -              |                 |
|                | AS      | 396             | -      | 396                | 337     | 40     | 12  | 8           | -        | 397      | 1              | -              |                 |
|                | NP      | -               | -      | -                  | -       | -      | -   | -           | -        | -        | -              | -              |                 |

## COMPANY WISE IMPORTS, SALES/STOCK POSITION (DECEMBER 2016)

(Tonnes)

| Company           | Product | Opening balance | Import | Total availability | Offtake |        |       |             |          |          | Adjustment (+) | Adjustment (-) | Closing Balance |
|-------------------|---------|-----------------|--------|--------------------|---------|--------|-------|-------------|----------|----------|----------------|----------------|-----------------|
|                   |         |                 |        |                    | Punjab  | Sindh  | KP    | Baluchistan | AJK/FATA | Pakistan |                |                |                 |
| CHAWALA           | DAP     | 11,884          | -      | 11,884             | 1,591   | 770    | -     | 1,238       | -        | 3,599    | -              | -              | 8,285           |
|                   | AS      | 465             | -      | 465                | 5       | -      | -     | -           | -        | 5        | -              | -              | 460             |
|                   | SOP     | 170             | -      | 170                | 1       | -      | -     | -           | -        | 1        | -              | -              | 169             |
|                   | MOP     | 233             | -      | 233                | 15      | -      | -     | -           | -        | 15       | -              | -              | 218             |
| PACIFIC CHART     | DAP     | 241             | -      | 241                | -       | -      | -     | -           | -        | -        | -              | -              | 241             |
|                   | SOP     | 855             | -      | 855                | 128     | -      | -     | -           | -        | 128      | -              | -              | 727             |
|                   | MOP     | 454             | -      | 454                | -       | -      | -     | -           | -        | -        | -              | -              | 454             |
|                   | NP      | 0               | -      | 0                  | -       | -      | -     | -           | -        | -        | -              | -              | 0               |
|                   | AS      | 652             | -      | 652                | -       | -      | -     | -           | -        | -        | -              | -              | 652             |
| Sun Crop          | DAP     | -               | -      | -                  | -       | -      | -     | -           | -        | -        | -              | -              | -               |
| Premium Petroleum | DAP     | -               | -      | -                  | -       | -      | -     | -           | -        | -        | -              | -              | -               |
|                   | MOP     | 251             | 1,428  | 1,679              | -       | -      | -     | -           | -        | -        | -              | -              | 1,679           |
|                   | SOP     | 472             | 135    | 607                | -       | -      | -     | -           | -        | -        | -              | -              | 607             |
|                   | AS      | 944             | 1,040  | 1,984              | 1,262   | -      | -     | -           | -        | 1,262    | -              | -              | 722             |
| AL-HAMZA          | DAP     | -               | -      | -                  | -       | -      | -     | -           | -        | -        | -              | -              | -               |
|                   | MOP     | -               | -      | -                  | -       | -      | -     | -           | -        | -        | -              | -              | -               |
| GEN. TRADE ESRAB. | DAP     | -               | -      | -                  | -       | -      | -     | -           | -        | -        | -              | -              | -               |
| Agven Pvt. Ltd.   | DAP     | 302             | 12,500 | 12,802             | 8,664   | 1,362  | 482   | -           | -        | 10,508   | -              | -              | 2,294           |
|                   | MAP     | -               | -      | -                  | -       | -      | -     | -           | -        | -        | -              | -              | 0               |
|                   | MOP     | 144             | -      | 144                | -       | -      | -     | -           | -        | -        | 11             | -              | 155             |
|                   | SOP     | -               | -      | -                  | -       | -      | -     | -           | -        | -        | -              | -              | -               |
|                   | AS      | -               | -      | -                  | -       | -      | -     | -           | -        | -        | -              | -              | -               |
| Total             | Urea    | 268,386         | -      | 268,386            | 5,692   | 721    | -     | 78          | -        | 6,491    | -              | -              | 261,895         |
|                   | DAP     | 71,997          | 87,304 | 159,301            | 75,093  | 20,773 | 2,153 | 2,427       | -        | 100,446  | 8,430          | 8,430          | 58,855          |
| GRAND TOTAL       | ALL     | 360,102         | 90,340 | 450,442            | 83,844  | 22,247 | 2,178 | 2,742       | -        | 111,011  | 8,442          | 8,430          | 339,443         |

## ANNEX-7

## TOTAL SALES AND STOCK POSITION (DECEMBER 2016)

| Product      | Opening Balance  | Production     | Import        | Total Availability | Offtake        |                |               |               |          |                  | Adjustment (+) | Adjustment (-) | Closing Balance  |
|--------------|------------------|----------------|---------------|--------------------|----------------|----------------|---------------|---------------|----------|------------------|----------------|----------------|------------------|
|              |                  |                |               |                    | Punjab         | Sindh          | KP            | Baluchistan   | AJK/FATA | Pakistan         |                |                |                  |
| UREA         | 1,450,202        | 486,162        | -             | 1,936,364          | 630,370        | 210,933        | 25,935        | 30,314        | -        | 897,552          | -              | 921            | 1,037,891        |
| DAP          | 77,434           | 72,241         | 87,304        | 236,979            | 116,996        | 27,875         | 7,033         | 3,392         | -        | 155,296          | 8,430          | 8,431          | 81,682           |
| NP           | 119,259          | 51,565         | -             | 170,824            | 75,103         | 11,211         | 2,306         | 2,836         | -        | 91,456           | -              | -              | 79,368           |
| CAN          | 428,442          | 55,803         | -             | 484,245            | 87,406         | 32,703         | 5             | 929           | -        | 121,043          | -              | -              | 363,202          |
| SSP          | 24,505           | 5,270          | 84            | 29,859             | 2,254          | 456            | 1,951         | 221           | -        | 4,882            | -              | 2              | 24,975           |
| TSP          | -                | 0              | -             | -                  | -              | -              | -             | -             | -        | -                | -              | -              | -                |
| SOP          | 4,238            | -              | 461           | 4,699              | 601            | 172            | 10            | 2             | -        | 785              | -              | -              | 3,914            |
| MAP          | -                | -              | -             | -                  | -              | -              | -             | -             | -        | -                | 1              | -              | 1                |
| MOP          | 6,290            | -              | 1,451         | 7,741              | 440            | 86             | 3             | 6             | -        | 534              | -              | -              | 7,207            |
| AS           | 1,513            | -              | 1,040         | 2,553              | 1,604          | 40             | 12            | 8             | -        | 1,664            | -              | -              | 889              |
| NPK          | 9,896            | 3,357          | -             | 13,253             | 1,735          | 1,945          | 522           | 266           | -        | 4,468            | -              | -              | 8,785            |
| <b>TOTAL</b> | <b>2,121,780</b> | <b>674,398</b> | <b>90,340</b> | <b>2,886,518</b>   | <b>916,509</b> | <b>285,420</b> | <b>37,777</b> | <b>37,974</b> | <b>-</b> | <b>1,277,680</b> | <b>8,431</b>   | <b>9,354</b>   | <b>1,607,915</b> |



**ANNEX-8**

**PROVINCE-WISE AND PRODUCT-WISE OFFTAKE OF DOMESTICALLY PRODUCED FERTILIZERS (DECEMBER 2016)**

| PROVINCES      | UREA    | CAN     | NP 22:20 | SSP J | SSP H | DAP    | (Tonnes)        |                 |                 |                 |                 |                |                 | TOTAL     |
|----------------|---------|---------|----------|-------|-------|--------|-----------------|-----------------|-----------------|-----------------|-----------------|----------------|-----------------|-----------|
|                |         |         |          |       |       |        | NPK<br>18:09:18 | NPK<br>17:17:17 | NPK<br>10:23:10 | NPK<br>10:23:18 | NPK<br>12:15:20 | NPK<br>8:18:15 | NPK<br>10:28:10 |           |
| Punjab         | 624,678 | 87,406  | 75,103   | -     | 1,840 | 41,903 | -               | 666             | 125             | 944             | -               | -              | -               | 832,665   |
| Sindh          | 210,212 | 32,703  | 11,211   | -     | -     | 7,102  | -               | 743             | 5               | 1,197           | -               | -              | -               | 263,173   |
| KP             | 25,935  | 5       | 2,306    | -     | 1,951 | 4,880  | -               | 437             | -               | 85              | -               | -              | -               | 35,599    |
| Balochistan    | 30,236  | 929     | 2,836    | -     | -     | 965    | -               | 40              | -               | 226             | -               | -              | -               | 35,232    |
| AJK/FATA       | -       | -       | -        | -     | -     | -      | -               | -               | -               | -               | -               | -              | -               | -         |
| Total Pakistan | 891,061 | 121,043 | 91,456   | -     | 3,791 | 54,850 | -               | 1,886           | 130             | 2,452           | -               | -              | -               | 1,166,669 |

**FERTILIZER DOMESTIC NUTRIENT OFFTAKE DURING DECEMBER 2016**

| PROVINCES      | (Tonnes) |           |        |         |
|----------------|----------|-----------|--------|---------|
|                | NITROGEN | PHOSPHATE | POTASH | TOTAL   |
| PUNJAB         | 335,114  | 37,239    | 296    | 372,649 |
| SINDH          | 109,304  | 6,248     | 342    | 115,894 |
| KP             | 13,423   | 3,220     | 90     | 16,733  |
| BALOCHISTAN    | 15,005   | 1,155     | 47     | 16,208  |
| AJK            | -        | -         | -      | -       |
| TOTAL PAKISTAN | 472,846  | 47,863    | 775    | 521,484 |

**ANNEX-9**

**PROVINCE-WISE AND PRODUCT-WISE OFFTAKE OF IMPORTED FERTILIZERS (DECEMBER 2016)**

(Tonnes)

| PROVINCES      | UREA  | AS    | NP | SSP   | DAP     | TSP | SOP | NPK<br>10:15:20 | MOP | MAP | TOTAL   |
|----------------|-------|-------|----|-------|---------|-----|-----|-----------------|-----|-----|---------|
| Punjab         | 5,692 | 1,604 | -  | 414   | 75,093  | -   | 601 | -               | 440 | -   | 83,844  |
| Sindh          | 721   | 40    | -  | 456   | 20,773  | -   | 172 | -               | 86  | -   | 22,247  |
| KP             | -     | 12    | -  | -     | 2,153   | -   | 10  | -               | 3   | -   | 2,178   |
| Balochistan    | 78    | 8     | -  | 221   | 2,427   | -   | 2   | -               | 6   | -   | 2,742   |
| AJK/FATA       | -     | -     | -  | -     | -       | -   | -   | -               | -   | -   | -       |
| Total Pakistan | 6,491 | 1,664 | -  | 1,091 | 100,446 | -   | 785 | -               | 534 | -   | 111,011 |

**FERTILIZER IMPORTED NUTRIENT OFFTAKE DURING DECEMBER 2016**

(Tonnes)

| Provinces      | Nitrogen | Phosphate | Potash | Total  |
|----------------|----------|-----------|--------|--------|
| Punjab         | 16,472   | 34,617    | 564    | 51,654 |
| Sindh          | 4,079    | 9,638     | 137    | 13,854 |
| KP             | 390      | 990       | 7      | 1,387  |
| Balochistan    | 474      | 1,156     | 5      | 1,635  |
| AJK/FATA       | -        | -         | -      | -      |
| Total Pakistan | 21,416   | 46,402    | 713    | 68,530 |

**ANNEX-10**

**TOTAL PROVINCE-WISE AND PRODUCT-WISE OFFTAKE OF FERTILIZERS (DECEMBER 2016)**

(Tonnes)

| PROVINCES      | UREA<br>1+2 | CAN     | AS    | NP<br>1+2 | SSP   | DAP<br>1+2 | TSP | SOP | NPK's<br>Total | MOP | MAP | TOTAL     |
|----------------|-------------|---------|-------|-----------|-------|------------|-----|-----|----------------|-----|-----|-----------|
| Punjab         | 630,370     | 87,406  | 1,604 | 75,103    | 2,254 | 116,996    | -   | 601 | 1,735          | 440 | -   | 916,509   |
| Sindh          | 210,933     | 32,703  | 40    | 11,211    | 456   | 27,875     | -   | 172 | 1,945          | 86  | -   | 285,420   |
| KP             | 25,935      | 5       | 12    | 2,306     | 1,951 | 7,033      | -   | 10  | 522            | 3   | -   | 37,777    |
| Balochistan    | 30,314      | 929     | 8     | 2,836     | 221   | 3,392      | -   | 2   | 266            | 6   | -   | 37,974    |
| AJK/FATA       | -           | -       | -     | -         | -     | -          | -   | -   | -              | -   | -   | -         |
| Total Pakistan | 897,552     | 121,043 | 1,664 | 91,456    | 4,882 | 155,296    | -   | 785 | 4,468          | 534 | -   | 1,277,680 |

**TOTAL FERTILIZER NUTRIENT OFFTAKE DURING DECEMBER 2016**

(Tonnes)

| Provinces      | Nitrogen | Phosphate | Potash | Total   |
|----------------|----------|-----------|--------|---------|
| Punjab         | 351,586  | 71,857    | 860    | 424,302 |
| Sindh          | 113,383  | 15,886    | 480    | 129,748 |
| KP             | 13,813   | 4,211     | 96     | 18,120  |
| Balochistan    | 15,480   | 2,311     | 52     | 17,843  |
| AJK/FATA       | -        | -         | -      | -       |
| Total Pakistan | 494,262  | 94,264    | 1,488  | 590,014 |

## ANNEX-11

## FERTILIZERS PRODUCTION BY PRODUCT AND MANUFACTURER (2016-17)

(Tonnes)

| PRODUCT    | MANUFAC.                  | JULY    | AUG     | SEP     | OCT     | NOV     | DEC     | JAN | FEB | MAR | APR | MAY | JUN | TOTAL     |
|------------|---------------------------|---------|---------|---------|---------|---------|---------|-----|-----|-----|-----|-----|-----|-----------|
| UREA (P)   | FFC (PAK-SAUDI)MM         | 72,013  | 71,908  | 70,067  | 65,351  | 71,522  | 68,521  |     |     |     |     |     |     | 419,382   |
| UREA (P.)  | FFC G. MACHI              | 145,250 | 135,998 | 128,750 | 147,654 | 143,975 | 149,475 |     |     |     |     |     |     | 851,102   |
| UREA (G.)  | FFC (FFBL)                | 43,557  | 43,293  | 43,726  | 37,818  | 26,641  | 19,790  |     |     |     |     |     |     | 214,825   |
| UREA       | FATIMAFERT (DHCL)         | 36,175  | 37,950  | 39,785  | 38,395  | 29,275  | 21,118  |     |     |     |     |     |     | 202,698   |
| UREA       | Fatima Fertilizer Limited | 40,180  | 44,715  | 45,473  | 47,267  | 44,119  | 27,364  |     |     |     |     |     |     | 249,118   |
| UREA       | PAK-ARAB                  | 1,790   | 9,777   | 10,053  | 8,691   | 8,846   | 8,639   |     |     |     |     |     |     | 47,796    |
| UREA       | EFERT                     | 156,122 | 156,122 | 154,103 | 120,000 | 173,170 | 191,255 |     |     |     |     |     |     | 950,772   |
| UREA       | Agritech(PAFL)            | 33,286  | 3,688   | 26,579  | 31,995  | 15,412  | -       |     |     |     |     |     |     | 110,960   |
|            |                           |         |         |         |         |         |         |     |     |     |     |     |     | -         |
| TOTAL UREA |                           | 528,373 | 503,451 | 518,536 | 497,171 | 512,960 | 486,162 | -   | -   | -   | -   | -   | -   | 3,046,653 |
| NP         | EFERT                     | 4,556   | 4,539   | 1,159   | 4,345   | 10,308  | 6,393   |     |     |     |     |     |     | 31,300    |
| NP         | PAK-ARAB                  | 6,122   | 30,114  | 31,145  | 27,805  | 19,540  | 19,556  |     |     |     |     |     |     | 134,282   |
| NP         | Fatima Fertilizer Limited | 31,602  | 33,831  | 34,480  | 34,328  | 32,196  | 25,616  |     |     |     |     |     |     | 192,053   |
| SSP        | LCFL (AL HAMD)            | -       | -       | -       | -       | -       | -       |     |     |     |     |     |     | -         |
| SSP        | AGRITTECH(HPFL)           | 4,098   | 5,636   | 4,032   | 8,316   | 10,193  | 5,270   |     |     |     |     |     |     | 37,545    |
| SSP        | Suraj Fertilizer          | 615     | 3,704   | 3,774   | 5,032   | 1,340   | -       |     |     |     |     |     |     | 14,465    |
| SSP        | Safi Group                | -       | -       | -       | -       | -       | -       |     |     |     |     |     |     | -         |
| DAP        | FFC-SONA                  | 67,320  | 71,480  | 69,635  | 72,207  | 68,123  | 72,241  |     |     |     |     |     |     | 421,006   |
| CAN        | PAK-ARAB                  | 3,963   | 26,325  | 24,723  | 21,245  | 16,234  | 16,031  |     |     |     |     |     |     | 108,521   |
| CAN        | Fatima Fertilizer Limited | 37,904  | 37,793  | 39,010  | 40,604  | 36,149  | 39,772  |     |     |     |     |     |     | 231,232   |
| NPKs       | EFERT                     | 5,640   | 8,992   | 11,341  | 5,500   | 2,136   | 3,357   |     |     |     |     |     |     | 36,966    |
| NPKs       | Safi Group                | 168     | 690     | 880     | 770     | 150     | -       |     |     |     |     |     |     | 2,658     |
| G. TOTAL   |                           | 690,361 | 726,555 | 738,715 | 717,323 | 709,329 | 674,398 | -   | -   | -   | -   | -   | -   | 4,256,681 |

## ANNEX-12

## RAINFALL (2016-17)

| STATION    | (MM) |     |     |     |     |     |     |     |     |     |     |     |       |
|------------|------|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|-------|
|            | JUL  | AUG | SEP | OCT | NOV | DEC | JAN | FEB | MAR | APR | MAY | JUN | TOTAL |
| Peshawar   | 37   | 45  | 3   | 1   | -   | 0.1 |     |     |     |     |     |     | 86    |
| Rawalpindi | 358  | 53  | 23  | 5   | 0.1 | -   |     |     |     |     |     |     | 439   |
| Jhelum     | 192  | 198 | 65  | 5   | 1   | 0.2 |     |     |     |     |     |     | 462   |
| Sargodha   | 310  | 87  | 6   | -   | 2   | -   |     |     |     |     |     |     | 405   |
| Lahore     | 164  | 264 | 65  | 0   | 0.1 | -   |     |     |     |     |     |     | 493   |
| D.I. Khan  | 221  | 78  | 50  |     | -   | -   |     |     |     |     |     |     | 349   |
| Faisalabad | 109  | 94  | 10  | 24  | -   | -   |     |     |     |     |     |     | 237   |
| Multan     | 53.0 | 70  | 3   | 0.1 | -   | -   |     |     |     |     |     |     | 126   |
| Khanpur    | 3    | 44  | 14  | -   | -   | -   |     |     |     |     |     |     | 61    |
| Quetta     | 5    | 0   | -   | -   | -   | 0.4 |     |     |     |     |     |     | 6     |
| Rohri      | 2    | 47  | 5   | -   | -   | -   |     |     |     |     |     |     | 54    |
| Hyderabad  | -    | 132 | -   | -   | -   | -   |     |     |     |     |     |     | 132   |
| Gilgit     | 25   | 10  | 12  | 1   | -   | 0.1 |     |     |     |     |     |     | 48    |
| Skardu     | 6    | 10  | 11  | -   | -   | 0.1 |     |     |     |     |     |     | 27    |

Source: National Agromet Centre, Islamabad.