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Fauji Foundation and Cargill partner to strengthen agricultural supply chain in Pakistan

Cargill acquires minority stake in the grain terminal at Port Qasim

(ISLAMABAD, Pakistan) 8 December 2020 – Cargill and Fauji Foundation have entered a long term strategic partnership in Pakistan. With this investment, Cargill has taken a minority equity stake in Fauji Akbar Portia Marine Terminal Limited (FAP), Pakistan’s leading bulk terminal, and will handle grains, cereals, rice, oilseeds and fertilizers at Port Qasim. Fauji Foundation, through this partnership with the world’s leading agriculture company, will transform FAP’s supply chain to enhance overall value for all stakeholders including suppliers, customers, employees and shareholders.

This is Cargill’s first investment into Pakistan, after the strategic intent announced in January 2019 and reflects its long-term commitment to the country. Cargill is already a leading soybean and palm supplier in Pakistan and will further strengthen its presence as a significant agri-importer, while enabling FAP to leverage Cargill’s extensive experience in bulk handling, port operations and its technical know-how. Combining Cargill’s customer centric approach with FAP’s operational excellence will help support customers better. Going forward, both partners aim to build a safety culture that will create a world class, safe and sustainable environment for FAP’s employees and customers.

Fauji Foundation Chairman, Waqar Malik stated: “We are excited to have Cargill join hands with us at FAP Terminal, Port Qasim. To conclude this transaction at this point in time is a clear signal and validation of the Pakistan opportunity seen by the world’s leading player in agriculture commodities. With its global port experience, Cargill will help drive greater operational efficiencies for the port to reach its potential of handling agri-cargo safely and efficiently. Fauji Foundation is building on its agricultural and infrastructure sector presence to help solve the pressing needs of our country for efficient and affordable nutrition through enhanced farmer productivity.”

“We are proud to partner with Fauji Group in this venture. Fauji Foundation, along with other shareholders, have grown FAP into a key terminal for agricultural commodities over the last decade. We will, together, position the Company for its next stage of growth and profitability. This further adds to our global port operation’s footprint and strengthens our agricultural trading and supply chain operations in the region. It is a demonstration of our commitment to partner in the economic growth of Pakistan by bringing in our global expertise and investment. In future we will

also look at opening doors for other sectors where we can add value, besides exploring business synergies with our existing partners,” said Imran Nasrullah, country president, Cargill Pakistan.

Fauji Akbar Portia Marine Terminal Limited (FAP)

FAP is a joint venture between Fauji Foundation, Akbar Group of Companies and National Bank of Pakistan (NBP) operating a state-of-the-art grain and fertilizer marine terminal at Port Qasim, Karachi. FAP started operations in 2010 and provides complete Supply Chain Management solutions for ship berthing, unloading, storage and bagging of all types of grains, cereals, oilseeds and fertilizers. This terminal operates with international standards and has helped build efficiencies in dry cargo handling in Pakistan.

About Fauji Foundation

Fauji Foundation is the largest Welfare Organization in Pakistan providing Healthcare and Education through 11 hospitals, 35 medical centres, 1 university, 25 colleges and 100 schools, serving over 10 million people. It is sustained independently, without any public funds, through its corporate investments, which have developed to become one of the largest business portfolios in Pakistan. The Fauji group of companies are mostly operating in the verticals of Agriculture (fertilizers, food), Energy, Infrastructure & Natural Resources (power generation, port terminals, oil & gas exploration), Construction (cement) and Financial Services. The group seeks to commercially solve the pressing needs of the country and aims to pioneer critical industries. Its’ contributions to the national exchequer via taxes and royalties was over Rs. 170 Billion in 2019. It is the majority stakeholder of the FAP grain terminal.

About Cargill

Cargill’s 155,000 employees across 70 countries work relentlessly to achieve our purpose of nourishing the world in a safe, responsible and sustainable way. Every day, we connect farmers with markets, customers with ingredients, and people and animals with food they need to thrive.

We combine 155 years of experience with new technologies and insights to serve as a trusted partner for food, agriculture, financial and industrial customers in more than 125 countries. Side-by-side, we are building a stronger, sustainable future for agriculture. For more information, visit Cargill.com and our [News Center](#).

About Cargill in Pakistan

Cargill started its operations in Pakistan in 1984. Today it has business interests in refined oils, animal feed, grains & oilseeds, cotton, food ingredients, sugar and metals. Cargill is one of the leading suppliers of palm oil and soybeans and cocoa powder to Pakistan. With its head office in Karachi, Cargill recently opened another office in Lahore.