



इंडियन फार्मर्स फर्टिलाइज़र कोआपरेटिव लिमिटेड

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INDIAN FARMERS FERTILISER COOPERATIVE LTD.

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डा. उदय शंकर अवस्थी

प्रबन्ध निदेशक

Dr. U.S. Awasthi

Managing Director

April 01, 2011

Dear Friends,

It is matter of immense pride to share with you that our Society has maintained the tradition of excellence on all fronts including Production, Sales, Transportation, Energy Consumption as well as Profitability the year during 2010-11. The Society achieved the **highest ever Production of 85.81 lakh tonne of fertilisers**, registering an increase of 4.7 percent over the previous year. Urea production jumped to an all time high of 44.02 lakh tonne from 43.23 lakh tonne during the year 2009-10. I am happy to share with you that our Phulpur-I, Phulpur-II and Aonla-II Units surpassed their respective previous production records. Similarly Kalol Unit, despite being our oldest Plant, crossed 6-lakh tonne mark in urea production for the second time in a row. Kandla and Paradeep Units which together produced 41.79 lakh tonne of NPK/DAP, with an increase of 7.9%, surpassed the previous best production record of 38.74 lakh tonne of NPK/DAP of the previous year.

Phulpur-I Unit produced more than 7.45 lakh tonne of Urea, which is highest production since its commissioning in 1981. Phulpur-II also outclassed its previous best production of 10.10 lakh tonne of Urea, last year, by producing **10.26** lakh tonne of Urea during 2010-11. Similarly, Aonla-II exceeded its previous best production milestone and produced 10.43 lakh tonne of Urea as against 10 lakh tonne of Urea produced during 2009-10. Paradeep Unit achieved the highest ever production of 16.62 lakh tonne of NP/DAP, this year, apart from transfer of 67 thousand tonne of Phosphoric Acid to Kandla Unit.

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The Paradeep Unit also sold 2.3 lakh tonne of Gypsum, 39 thousand MWH of Power and 2 thousand tonne of Fluorosilicic Acid during the year 2010-11. Kandla Unit produced 25.17 lakh tonne of NPK/DAP against the revised target of 25.10 lakh tonne despite limitations of raw materials. Kandla unit also produced over 2 thousand tonne of Urea Phosphate, a 100 percent water soluble fertiliser during the same period.

The persistent energy saving endeavors by our plants have resulted in achieving the lowest ever composite Specific Energy Consumption of **5.813 GCal / MT of Urea** during 2010-11, as compared to last year's lowest Specific Energy Consumption of 5.832 GCal/MT of Urea. I appreciate the commendable efforts put in by all the Units to achieve an all-round spectacular performance on energy saving front, during the financial year 2010-11.

I am happy to note that the Marketing Division has also performed exceptionally well by selling the highest ever **125.86 lakh tonne of fertiliser** material during the year 2010-11, as against 118.27 lakh tonne of fertilisers sold during 2009-10. Over 126.5 lakh tonne of fertilisers were dispatched to different destinations spread all over the country which include over 40 lakh tonne of imported fertilisers handled by the Marketing Division during the financial year 2010-11. It is worth mentioning here that in order to bring new range of products; IFFCO had launched Urea Phosphate, which received a positive response from the farming community.

It is for the first time in the history of IFFCO that provisional Profit Before Tax (PBT) of the Society during the financial year 2010-11 is expected to be over **Rs.1000 crore** with turnover of about **Rs.21000 Crore**. The previous best PBT was Rs. 807.10 crore during 2002-03. The utmost efficient financial management by the Finance Division helped the Society to achieve financial

excellence , reduce financing cost and generate the highest ever PBT during the fiscal year 2010-11.

IFFCO's IT Team has also performed well during 2010-11 by enhancing the WAN & Network Security, providing 100% connectivity to all Units and Marketing Offices, HRMS Consolidation at Head Office and in providing solutions to our Joint Ventures namely OMIFCO, ITGI, IKSL, IKSEZ & ICPL. Our efforts to strengthen the cooperative voice have been widely acknowledged both at National and International platforms and the 2nd Edition of ICA Expo organized by IFFCO was very well received by the cooperative community.

Friends, IFFCO is advancing on right track to realise dreams incorporated in **Vision-2015**. I am happy to share with you that IFFCO Chhatisgarh Power Limited (ICPL) is expected to get envorinmental clearance for coal block shortly. Kalol Expansion Project is in advance stage of finalisation. Start up of commercial activities at IKSEZ is in good shape. Similarly, Production of Neem Coated Urea at Kalol and Phulpur-I and Zinc Sulphate at Kandla soon.I am happy that operations of IKSL have been brought up on right track and it has started earning profit. Performance and profitability of OMIFCO has been continually increasing and ITGI is also progressing well. IFFCO Foundation, CORDET and IFFDC are rendering valuable services to the farming community. Our flagship project "Save the Soil" on Soil Rejuvenation and Productivity Enhancement has received applause from different corners.

The progress and performance of our overseas Joint Ventures also deserve commendation. The production performance at ICS has improved further; work in JIFCO, LEGEND Inc. Australia, GrowMax, Americas Petrogas Inc. is progressing smoothly.

During the year 2010-11 IFFCO has been crowned with several coveted Awards that amply demonstrate Society's excellent performance on all fronts. The 35 - year old Kalol Unit won the prestigious Fertiliser Association of India (FAI) Award for "Best overall Performance of an operating Fertiliser Unit for Nitrogen (Ammonia & Urea)" for the year 2009-10. IFFCO has received "Best Award for 2010 on Best work on transfer of improved farm technology." from FAI. Kalol Unit was also awarded "Certification of Appreciation" by National Safety Council of India: Safety Award – 2009. Our Phulpur Unit also bagged the "First Prize for Energy Conservation" for the year 2009-10 in Fertiliser Sector and the "National Award for Prevention of Pollution", from Ministry of Environment & Forest. This unit was declared runner-up for FAI "Best Overall Performance Award" for the year 2009-10. Our Aonla Unit bagged the "National Safety Award" constituted by Ministry of Labour and Employment for the year 2008-09. It also bagged Safety Health and Environment (SHE) Award from International Fertilizer Association (IFA). CII Environmental Best Practices Award, 2011 for the installation of CDR Unit. Our Paradeep Unit also made its presence in the list of recipients of awards when it received "Certificate of Merit" for the Energy Conservation for the year 2009-10. Aonla Unit also bagged Gold in Greentech Environmental Excellence Award 2010 whereas Paradeep Unit received the Silver in the same category. Our IT, Finance & PR Departments were also bestowed with various industry awards and accolades for their superb performance and innovative ideas.

With all these achievements I am fully confident that our Society will preserve its business culture of breaking its own records year after year, so as to emerge as a global leader in the production and marketing of fertilisers and hence contributing its worth to the Nation for overall amelioration of living conditions of Indian masses and especially rural populace. All our past dreams

and achievements have been successfully translated into reality primarily due to valuable guidance from the Chairman and esteemed Board of Directors.

I am also extremely indebted to the Department of Fertilizers and Ministry of Agriculture and Cooperation for their valuable support and assistance from time to time.

At the end, I would take this opportunity to pay my deepest respect to revered late Shri Surinder Kumar Jakhar, former Chairman for his outstanding and legendary contribution in the Growth of IFFCO. He will always remain in our heart.

With regards and good wishes



(Dr. U. S. Awasthi)

Distribution:

All Employees of IFFCO

Copy to:

Chairman, IFFCO

Vice Chairman, IFFCO

All Directors on the Board of IFFCO

Managing Director, ITGI

CEO (OMIFCO) / CEO (ICPL) / CEO (IKSL) / CEO (IKSEZ) / CEO KIT/

MD (Americas Petrogas Inc) / MD (GrowMax Industries)

CEO (JIFCO) / CEO (IFFDC) / CEO (ICS) / CEO (Legend)

Managing Trustee - IFFCO Foundation / IKST

वर्ष 2010-11के दौरान इफको के कार्यानिष्पादन की प्रमुख विशेषताएं*

“Highlights of IFFCO’s Performance During 2010-11”

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| उर्वरकों का सर्वाधिक उत्पादन Highest Production of Fertilisers <i>(Previous best 81.98 lakh MT in 2009-10)</i> | 85.81 lakh MT |
| यूरिया का सर्वाधिक उत्पादन Highest Production of Urea <i>(Previous best 43.23 lakh MT in 2009-10)</i> | 44.02 lakh MT |
| एनपीके/डीएपी/एनपी का सर्वाधिक उत्पादन Highest Production of NPK/DAP/NP <i>(Previous best 38.74 lakh MT in 2009-10)</i> | 41.79 lakh MT |
| उर्वरकों की सर्वाधिक बिक्री Highest Sales of Fertilisers <i>(Previous best 118.27 lakh MT in 2009-10)</i> | 125.86 lakh MT |
| यूरिया की सर्वाधिक बिक्री Highest Sales of Urea <i>(Previous best 63.35 lakh MT in 2009-10)</i> | 68.22 lakh MT |
| एनपीके/डीएपी की सर्वाधिक बिक्री Highest Sales of NPK/DAP <i>(Previous best 54.92 lakh MT in 2009-10)</i> | 57.64 lakh MT |
| सर्वाधिक कर पूर्व लाभ Highest Profit Before Tax <i>(Previous best Rs. 807.09 crore in 2002-03)</i> | Over Rs.1000 Cr. |
| सर्वाधिक कर पश्चात लाभ Highest Profit After Tax <i>(Previous best Rs. 557.21 crore in 2002-03)</i> | Over Rs.600 Cr. |
| कारोबार Turnover <i>(Best Rs.32933.30 crore in 2008-09)</i> | Over Rs.21000 Cr. |
| सर्वाधिक संयंत्र उत्पादकता Highest Plant Productivity <i>(Previous best 1669 MT in 2005-06)</i> | 1712 MT per employee |
| सर्वाधिक विपणन उत्पादकता Highest Marketing Productivity <i>(Previous best 7884 MT in 2009-10)</i> | 8604 MT per employee |
| न्यूनतम कम्पोजिट ऊर्जा खपत Lowest Composite Energy Consumption <i>(Previous Lowest 5.832 Gcal / MT in 2009-10)</i> | 5.813 Gcal/ MT of Urea |

*Provisional