

नेशनल फर्टिलाइजर्स लिमिटेड  
एन. एफ. एल.  
NATIONAL FERTILIZERS LIMITED

**NATIONAL FERTILIZERS LIMITED**

(A Government of India Undertaking)



MD	✓	BKC	✓
CS	✓	DPY	✓
RC	✓	DIV	✓
TRA	✓	AG	✓
AGM	✓	SHI	✓
YE	✓		✓

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24th Annual Report : 1997-98

Vijaipur I & II Units amidst  
'green environs'



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## MANAGEMENT ORGANISATION

### BOARD LEVEL

Scope Complex, Core-III  
7, Institutional Area,  
Lodhi Road, New Delhi - 110003

### Dinesh Singh

Chairman & Managing Director

### A.C. Saini

Director (Technical)

### R.N. Joshi

Director (Finance)

### S. K. Patra

Director (Marketing)

### REGISTERED OFFICE

Scope Complex, Core - III,  
7, Institutional Area,  
Lodhi Road, New Delhi - 110003

### CORPORATE HEADQUARTERS

A-11, Sector -24  
District Gautam Budh Nagar,  
Noida (U.P.) - 201301

Personnel, Industrial Relations,  
Administration & Public Relations

N.K. Gupta

Executive Director

Vilgilance

Sukhcharan Singh

Executive Director

Marketing

O.P.Kaviraj

General Manager

Finance & Accounts

A. K. Singhal

General Manager

Corporate Planning

Y.K.Mattoo

Addl. General Manager

Safety, Environment & Pollution  
Control & Project

L.K.Sharma

Addl. General Manager

Computer Services

V.K.Chadha

Dy. General Manager

Industrial Product Division

B.R.Mittal

Dy. General Manager

Company Sectt. and Legal

Raj Kumar

Asstt. Company Secretary

NANGAL UNIT

B.M.Ritolia

General Manager

PANIPAT UNIT

P.S. Grewal

General Manager

BATHINDA UNIT

S.K.Mehta

General Manager

VIIJAIPUR UNIT - I&II

N.N.Chitkara

General Manager

### BANKERS

State Bank of India  
Bank of India  
State Bank of Patiala  
State Bank of Hyderabad

### AUDITORS

R.K. Khanna & Co.,  
New Delhi

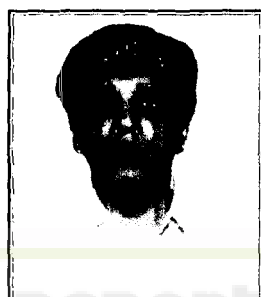
Rajendra K. Goel & Co.  
New Delhi

## BOARD OF DIRECTORS

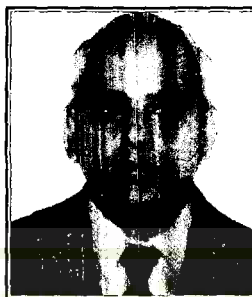
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**DINESH SINGH**  
CHAIRMAN & MANAGING DIRECTOR



**D.K. SIKRI**  
JOINT SECRETARY (A&M)  
DEPTT. OF FERTILIZERS



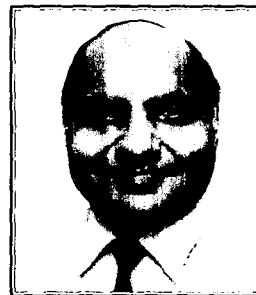
**S. KABILAN**  
JOINT SECRETARY &  
FINANCIAL ADVISOR,  
DEPTT. OF FERTILIZERS



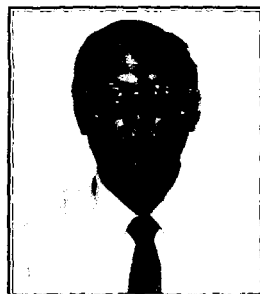
**S.P. MUKHARJEE**  
CHAIRMAN & CHIEF EXECUTIVE  
HEAVY WATER BOARD



**K. SHANKAR NARAYANAN**  
AGRICULTURE PRODUCTION  
COMMISSIONER  
GOVT. OF MADHYA PRADESH



**S.K. KAPUR**  
DIRECTOR  
(NOMINEE OF IDBI)



**A.C. SAINI**  
DIRECTOR (TECHNICAL)



**R.N. JOSHI**  
DIRECTOR (FINANCE)



**S.K. PATRA**  
DIRECTOR (MARKETING)



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## CORPORATE OBJECTIVES

NFL is an instrument of society. It has to service the needs of people within the scope of its basic objectives. To achieve this, NFL must:

- Select capable people and improve their knowledge and skills on organised basis.
- Motivate and enthuse the employees to achieve higher productivity with team spirit.
- Lay down integrated objectives, define individual goals and maintain an atmosphere conducive to achievements of these goals.

*The Corporate Objective of NFL are:*

### BASIC CORPORATE OBJECTIVES

In terms of Memorandum of Association, NFL was set up to manufacture and market chemical fertilizers, other chemicals and by products as well as to provide the allied services. In order to achieve and maintain a leading position in the production and marketing of fertilizers, the following Micro Objectives have been identified:

### MICRO OBJECTIVES

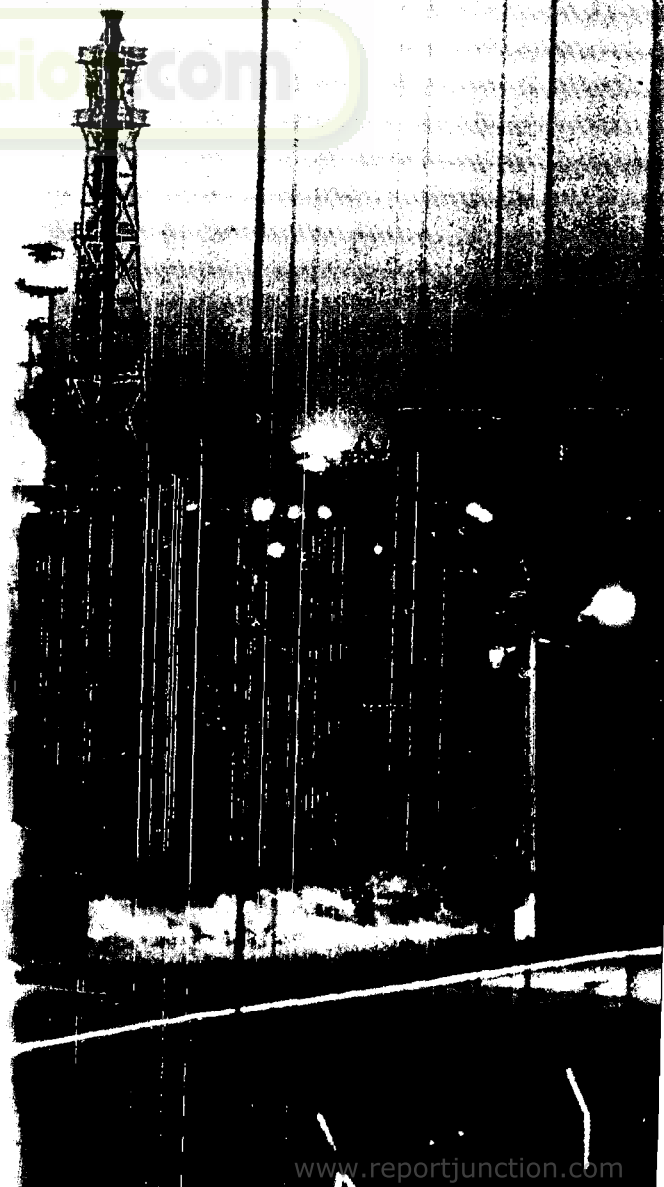
#### 1. Productivity

To achieve the best possible levels of production and economy in the use of inputs while ensuring safety and proper maintenance of plant and machinery and pollution control. More specifically (a) to strive to raise capacity utilisation. (b) to improve upon consumption norms consistently.

#### 2. Research & Development

To carry out R&D activities for -

- a) increasing plant availability,
- b) saving use of energy in different forms,
- c) better recovery of saleable by-products,
- d) process improvement/development, and
- e) increasing utilisation efficiency on a sustained basis in the application of chemical fertilizers in combination with other agricultural inputs.





### 3. Profitability

To manage the assets, men and materials in most effective and efficient manner ensuring (a) reasonable return on investment commensurate with the principles laid down by the Government, from time to time, and (b) generation of increasing internal resources.

### 4. Marketing & Consumer Services

- (a) To provide to the farmers high quality products in right time and in adequate quantities and with a package of modern agricultural practices, at the same time maintaining reputation for fair business practices.
- (b) To further intensify promotional efforts for increased use of fertilizers and to maximise distribution of Company's products within the areas covered by the Company, consistent with Government Policy.

### 5. Organisation

To develop and maintain an organisational environment for encouraging individual and group initiative innovation and productivity and also sustain fair deal and humane approach.

### 6. Growth

- (a) To achieve reasonable and consistent growth in the business of manufacture and marketing of fertilizers and chemicals compatible with needs of the market.
- (b) To work out diversification / expansion schemes to increase the profitability of the Company and meet the changing needs of the customers.

### 7. Obligations to Society

- a) To conduct the business of NFL in accordance with ethical and legal standards and to undertake socio-economic activities, consistent with Government policies, in order to generate good environment, in which the Company operates.
- b) To promote development of ancillary industries.

## NOTICE

## NOTICE OF 24TH ANNUAL GENERAL MEETING

Notice is hereby given that the 24th Annual General Meeting of the Members of National Fertilizers Ltd., will be held on **Wednesday the 30th September, 1998 at 4.00 P.M. at Mirza Ghalib Hall, SCOPE Complex, Core- VIII, 7 Institutional Area, Lodi Road, New Delhi**, to transact the following Ordinary Business:

1. To receive, consider and adopt the Audited Profit and Loss Account for the year ended 31st March, 1998 and Balance Sheet as at that date together with the reports of Board of Directors and Auditors thereon.
2. To appoint a Director in place of Shri S. Kabilan, who retires by rotation and, being eligible, offers himself for re-appointment.
3. To declare a dividend.

By Order of the Board of Directors

**Raj Kumar**  
Asstt. Company Secretary

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**Note :**

1. A member of the Company entitled to attend and vote at the Meeting is entitled to appoint a proxy to attend and vote instead of himself/ herself and a proxy need not be a Member of the Company (Proxy form is enclosed). The proxy must be deposited at the Registered Office of the Company not less than 48 hours before the time of holding the meeting.
2. Register of Members and shares transfer books will remain closed from 24.09.1998 to 30.09.1998 both days inclusive.
3. Dividend if declared, will be paid to those members whose names appear in the Register of Members of the Company as on 24.09.1998.

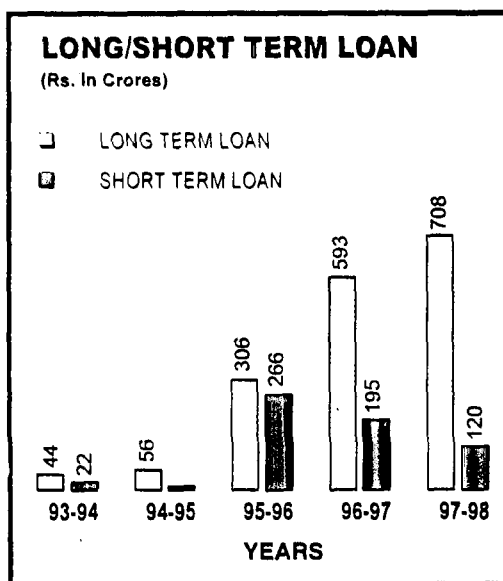
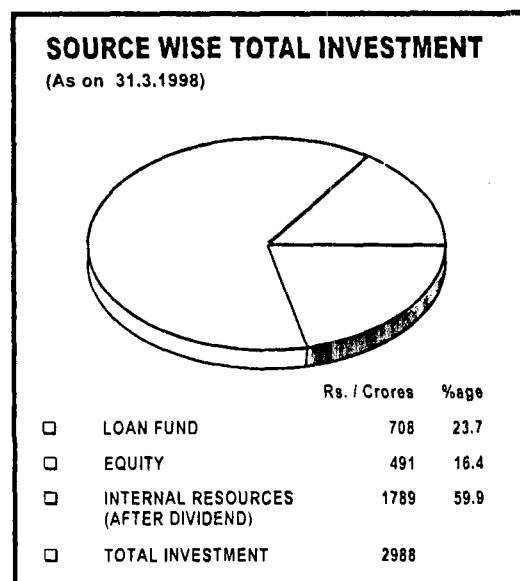
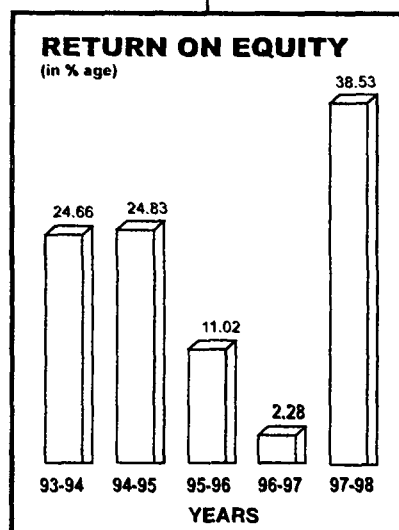




## STRENGTHS OF NFL

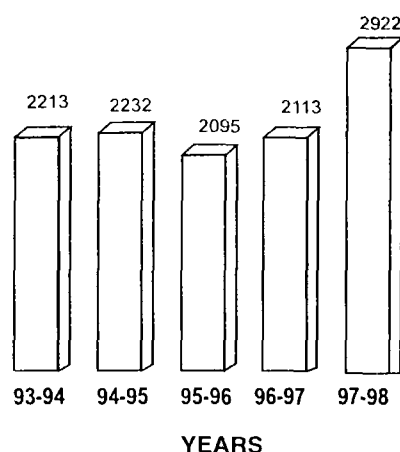
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- The Company with an excellent track record and high profits.
- An early starter - more than 24 years experience in the fertilizer industry.
- Highly motivated and dedicated workers and officers-no industrial relations problem.
- Plants situated amidst high fertilizers consumption areas in the States of Punjab, Haryana and Madhya Pradesh.
- Encouraging financial position - internal resources accounts for 60% of the investment in 1997-98.
- Lower capital cost - Plants at Bhatinda, Panipat, and Nangal fully depreciated - Vijaipur Plant with an investment of Rs. 533 crores against the present grass-root plant cost of about Rs. 1500 crores.
- A well developed and efficient marketing net work including private and institutional marketing arrangements.
- Only one nitrogenous fertilizer plant in Madhya Pradesh, namely, NFL, Vijaipur with vast potentiality for growth.
- With the commissioning of Vijaipur Expansion Unit-installed capacity touched 3 million tonnes per annum.
- Bio-Fertilizers plant of 100 Tonnes capacity per annum commissioned at Indore in Madhya Pradesh.
- Excellent financial management - present debt equity ratio 0.56:1 Ratio of tangible net worth to long term liabilities 2:1.



### FERTILIZERS HANDLED (UREA)

(In thousands MT)



• Excellent growth prospects with significant additions, modifications and replacements.

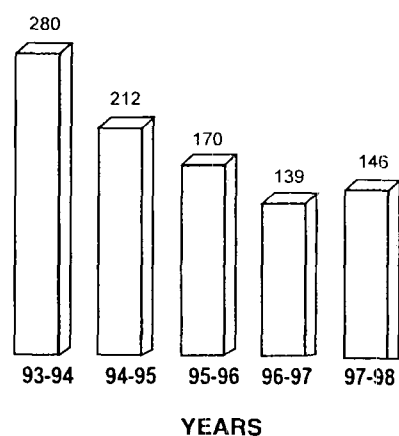
- Proposed Setting up of a Naphtha based Ammonia-Urea Complex at Panipat with a production capacity of 2200 TPD of Urea under consideration of Govt. of India.
- Expansion of Urea Plant at Nangal.
- Revamping of Methanol plant at Nangal will increase the capacity of daily production of Methanol from 50 tonnes to 67 tonnes.

• A number of Awards and Recognitions won.

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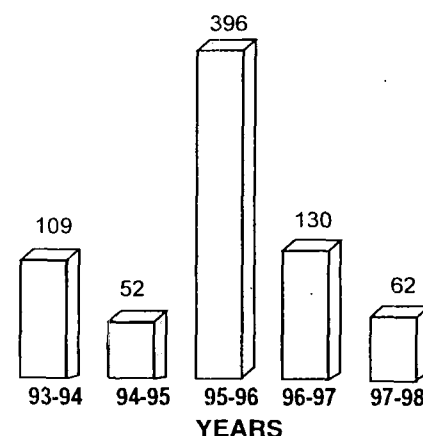
### FERTILIZERS HANDLED (CAN)

(In thousands MT)



### FERTILIZERS HANDLED (OTHERS)

(In thousands MT)



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