



Rama Phosphates Limited

28TH ANNUAL REPORT 2012 – 2013

BOARD OF DIRECTORS

CHAIRMAN & MANAGING DIRECTOR

D. J. Ramsinghani

DIRECTORS

H. D. Ramsinghani

D. N. Singh

P. K. Srivastava

(Nominee Director of Bank of India)

(Upto 30/11/2012)

Mohan Lal Goyal

(Nominee Director of Bank of India)

(w.e.f. 30/11/2012)

C. R. Malaviya

(Upto 28/02/2013)

K. Raghuraman

(w.e.f. 17/05/2013)

COMPANY SECRETARY

J. K. Parakh

BANKERS

Bank of India

State Bank of India

Syndicate Bank

AUDITORS

M/s. Dayal & Lohia

Chartered Accountants

Mumbai

REGISTRARS & TRANSFER AGENT

LINK INTIME INDIA PRIVATE LIMITED

C-13, Pannalal Silk Mills Compound, L.B.S. Marg,

Bhandup West, Mumbai 400078

Tel.No. 25963838 Fax No.:25946969

Email : rnt.helpdesk@linkintime.co.in

Website : www.linkintime.co.in

REGISTERED OFFICE

812, Raheja Chambers, Nariman Point,

Mumbai 400 021

ADMINISTRATIVE OFFICES

51-52, Free Press House,

Nariman Point, Mumbai 400021

Indore – Madhya Pradesh

100, Chetak Centre, R.N.T. Marg,

Indore 452 001

Pune- Maharashtra

P.O. Loni Kalbhor, Tal. Haveli,

Dist. Pune 412 201

Udaipur - Rajasthan

106, 1st Floor, 4-A, Vinayak Complex,

New Fatehpura, Udaipur 313 004

WORKS :

a) Fertilizer & Chemical Division

1) Indore – Madhya Pradesh

20/4 KM Stone, Indore – Ujjain Road

(Dharampuri), Dist. Indore 453 557

2) Pune-Maharashtra

Rama Krishi Rasayan

(A Division of Rama Phosphates Limited)

P.O. Loni Kalbhor, Pune Solapur Road,

Tal. Haveli, Dist. Pune 412 201

3) Udaipur - Rajasthan

4807/11, Umra Village,

Jamarkotra Road, Teh. Girwa,

Dist. Udaipur 313 901

b) Soya Oil Division-ISO-14001 Accredited

Indore – Madhya Pradesh

20/6 KM Stone, Indore – Ujjain Road

(Dharampuri), Dist. Indore 453 557



NOTICE

NOTICE is hereby given that the Twenty Eighth Annual General Meeting of the Members of the Company will be held on Friday, the 27th day of September, 2013 at 10.00 a.m. at Babasaheb Dahanukar Hall, Orion House, Maharashtra Chamber of Commerce Path, Fort, Mumbai 400001 to transact the following business :-

1. To receive, consider and adopt Statement of Profit & Loss for the year ended March 31, 2013 and the Balance Sheet as on that date together with the Reports of the Directors and Auditors thereon.
2. To declare a Dividend on Equity Shares.
3. To appoint a Director in place of Mr. H. D. Ramsinghani who retires by rotation and being eligible, offers himself for re-appointment.
4. To consider, and if thought fit, to pass with or without modification, the following Resolution, as an Ordinary Resolution :

“RESOLVED THAT the retiring Statutory Auditors M/s Dayal & Lohia (Registration No 102200W) be and they are hereby re-appointed as the Statutory Auditors of the Company to hold office from the conclusion of this Annual General Meeting up to the conclusion of the next Annual General Meeting on remuneration to be fixed by the Board of Directors.”

SPECIAL BUSINESS

5. To consider, and if thought fit, to pass with or without modification, the following Resolution, as an Ordinary Resolution :
“RESOLVED THAT Mr. K. Raghuraman be and is hereby appointed as a Director of the Company whose office shall be liable to determination by retirement of Directors by rotation.”

NOTES

1. The Explanatory Statement pursuant to Section 173 of the Companies Act, 1956 in respect of Special Business as set out is annexed thereto.
2. A MEMBER ENTITLED TO ATTEND AND VOTE AT THE MEETING IS ENTITLED TO APPOINT ONE OR MORE PROXIES TO ATTEND AND VOTE INSTEAD OF HIMSELF AND THE PROXY NEED NOT BE A MEMBER OF THE COMPANY. THE INSTRUMENT APPOINTING A PROXY SHOULD HOWEVER BE DEPOSITED AT THE REGISTERED OFFICE OF THE COMPANY DULY COMPLETED NOT LESS THAN FORTY EIGHT HOURS BEFORE THE COMMENCEMENT OF THE MEETING.
3. The Register of Members and the Share Transfer Books of the Company will remain closed from Friday, the 20th day of September, 2013 to Friday, the 27th day of September, 2013 (both days inclusive).
4. The Dividend on Equity Shares for the year ended 31st March, 2013 if declared at the meeting will be paid to those members of the Company whose names stand on the Register of Members on September 27, 2013. The Dividend in respect of shares held in dematerialized form in Depository System will be paid to beneficial owners of shares as on September 19, 2013 as per the list provided by the Depositories for this purpose.
5. The Securities and Exchange Board of India (SEBI) has made it mandatory for all companies to use the bank account details furnished by depositories for depositing dividends. Dividend will be credited to the Member's bank account through electronically wherever the complete core banking details are available with the Company. In case the core banking details are not available, dividend warrants will be issued to the Members with bank details printed thereon as available in the Company's records.
6. Members are requested to communicate any change in their Address and also register/update the Bank Account details in respect of shares held in physical form with Link Intime India Private Limited.
7. Members desirous of seeking any information concerning the Accounts are requested to address their queries in writing to the Managing Director at least seven days before the date of the Meeting so that the requested information can be made available at the time of the Meeting.
8. Members are requested to bring their copies of the Annual Report to the Meeting since copies of the Annual Report will not be distributed at the Meeting.
9. The Ministry of Corporate Affairs (vide circular nos. 17/2011 and 18/2011 dated April 21 and April 29, 2011 respectively), has undertaken a 'Green Initiative in Corporate Governance' and allowed companies to share documents with its shareholders through an electronic mode. Members are requested to support this green initiative by registering / updating their e-mail addresses, in respect of shares held in dematerialized form with their respective Depository Participants and in respect of shares held in physical form with Link Intime India Private Limited.

By Order of the Board
For RAMA PHOSPHATES LIMITED

J. K. PARAKH
COMPANY SECRETARY

Place : Mumbai

Date : May 17, 2013

EXPLANATORY STATEMENT PURSUANT TO SECTION 173 OF THE COMPANIES ACT, 1956 WITH REFERENCE TO THE SPECIAL BUSINESS SPECIFIED IN THE NOTICE CONVENING THE TWENTY EIGHTH ANNUAL GENERAL MEETING OF THE COMPANY.

ITEM NO. 5

Mr. K. Raghuraman was appointed as an Additional Director by the Board of Directors at their Meeting held on May 17, 2013 pursuant to the provisions of Section 260 of the Companies Act, 1956. Mr. K. Raghuraman will hold office of Additional Director up to the date of the forthcoming Annual General Meeting. The Company has received a Notice from a Member pursuant to the provisions of Section 257 of the Companies Act, 1956 signifying the intention to propose the name of Mr. K. Raghuraman as a Director of the Company. Mr. K. Raghuraman has filed with the Company his consent to act as a Director.

Except Mr. K. Raghuraman, none of the Directors are in any way concerned or interested in the Resolution.

By Order of the Board
For RAMA PHOSPHATES LIMITED
J.K. PARAKH
COMPANY SECRETARY

Place : Mumbai

Date : May 17, 2013

INFORMATION PURSUANT TO CLAUSE 49 (VI) OF THE LISTING AGREEMENT

As required under the Listing Agreement, the particulars of Directors are proposed to be appointed / reappointed at the forthcoming Annual General Meeting are given below :

1. Appointment

Mr. K. Raghuraman is proposed to be appointed as a Director of the Company. Mr. K. Raghuraman is Chartered Accountant and has a rich and varied experience in the field of Accounts and Finance spanning over 35 Years.

He is Director in the following Companies :

| | |
|--|---|
| Andhra Bank | Oriental Carbon and Chemicals Limited |
| Nagarjuna Agrichem Limited | Birla Ericsson Opticals Limited |
| Suvidha Parklift Limited | Canbank Factors Limited |
| Ladderup Finance Limited | Centbank Financial Services Limited |
| Lanco Budhil Hydro Power Private Limited | Ladderup Corporate Advisory Private Limited |

He is Committee Member / Chairman in the following Companies :

| Name of the Company | Name of the Committee | Designation |
|--|------------------------------|--------------------|
| Andhra Bank | Audit Committee | Member |
| | Shareholders Committee | Chairman |
| Nagarjuna Agrichem Limited | Audit Committee | Member |
| Birla Ericsson Opticals Ltd | Audit Committee | Member |
| Ladderup Finance Limited | Audit Committee | Member |
| Canbank Factors Limited | Audit Committee | Chairman |
| Centbank Financial Services Limited | Audit Committee | Member |
| Lanco Budhil Hydro Power Private Limited | Audit Committee | Chairman |

2. Re-appointment

Mr. H. D. Ramsinghani retires by rotation at the forthcoming Annual General Meeting and is eligible for re-appointment.

Mr. H. D. Ramsinghani has done his Post Graduation in Management from U. S. A. and has over 28 years of rich and varied experience in the field of Textiles, Petrochemicals and Fertilizers.

Mr. H. D. Ramsinghani was a Director of the Company since year 2008.

He is the Chairman and Managing Director of Rainbow Denim Limited and Rainbow Agri Industries Limited. He is also a Director of Rama Petrochemicals Limited, Rama Industries Limited and Nova Gelicon Private Ltd. He is a Committee Member / Chairman in the following Companies :

| Name of the Company | Name of the Committee | Designation |
|----------------------------|------------------------------|--------------------|
| Rainbow Denim Limited | Shareholders Committee | Member |
| Rama Industries Limited | Audit Committee | Member |
| Rainbow Agri Inds. Ltd | Audit Committee | Chairman |

DIRECTORS' REPORT

Your Directors present the Twenty Eighth Annual Report together with Audited Accounts for the year ended March 31, 2013.

| FINANCIAL RESULTS | (₹ in lacs) | |
|---|-----------------------------|-----------------------------|
| | YEAR ENDED 31/03/2013 | YEAR ENDED 31/03/2012 |
| Sales & Other Income | 62035.43 | 55583.19 |
| Profit before Financial charges & Depreciation | 5050.85 | 6227.60 |
| Less: Financial Charges | 1112.42 | 825.95 |
| Profit before Depreciation | 3938.43 | 5401.65 |
| Less : Depreciation | 429.93 | 391.15 |
| Net Profit before tax | 3508.50 | 5010.50 |
| Tax Expenses | | |
| Current tax | 480.57 | 1570.00 |
| Deferred Tax | 464.92 | 80.70 |
| Net Profit Before Adjustment | 2563.01 | 3359.80 |
| Profit/(Loss) after adjustment | 2563.01 | 3359.80 |
| Profit/(Loss) for the year | 2563.01 | 3359.80 |
| - Dividend on Equity shares | 141.55 | - |
| - Tax on Proposed Dividend | 22.96 | - |
| Profit &(Loss) balance brought forward from the previous year | 1494.97 | (1864.83) |
| Balance carried to Balance Sheet | 3893.47 | 1494.97 |

1. DIVIDEND

Your Directors are pleased to recommend a dividend ₹ 0.80 per Equity Share on 17693213 Equity Shares of ₹ 10/- each for the financial year ended 31st March, 2013. The total outgo on account of Dividend shall be ₹ 164.51 Lacs including Corporate Dividend Tax.

2. REVIEW OF OPERATIONS

The company manufactures phosphatic fertilizer (SSP) viz. Single Super Phosphates (Powder & Granulated) along with various grades of mixed fertilizer NPK and industrial chemicals Sulphuric Acid and Oleum and also Soya oil.

The nutrient based subsidy (NBS) policy implemented w.e.f. 1st May, 2010 was well-intended one which resulted in proposals from major players for addition of capacity. But the farming community is yet to reap the benefits since balanced use of nutrients is not put in place due to imbalances in the pricing of phosphatic and Urea and other fertilizers.

The average capacity utilization of SSP industry for financial year 2012-13 was reduced to 54.3% from 60.2% during 2011-12 whilst during the year your company has achieved 91% of average capacity utilization of SSP as against 88% reported during the previous financial year, which is considered to be highest in the industry of our size and operations. It is pertinent to note that your company could achieve this feat with active support from consortium member banks and better management of working capital at its disposal and timely availability of raw material.

Your company was once again consecutively for second year in a row bestowed with “Best Performance Award” in the SSP industry for overall performance in the year 2012 by Fertilizer Association of India, (FAI) New Delhi, apex body of the industry. This year the award was won by your Pune unit, whilst your Indore unit won this award in 2011.

Your company has put its main thrust on SSP segment which is its core competence. At the same time, added concentration on mixed fertilizer – NPK has also yielded better achievement and thus production has increased from meager quantity of 2915 MT in 2011-12 to 16292 MT in 2012-13 by more than 450%. This also brought in additional contribution to the company. The company at present maintains overall market share of 10.27% against 40.53 lac MT consumption reported in the country during the year 2012-13. Moreover, for want of higher working capital, your company could not concentrate more on soya oil. However, during the current year the Company intends to increase production of NPK, Sulphuric acid, Oleum and Soya oil with the sanction and release of additional working capital.

Due to this, during the year ended March 31, 2013 your company has achieved production of 4,35,846 MT of SSP against the previous best production of 4,24,164 MT in the year 2011-12. Thus, your company achieved highest sales turnover of ₹ 61,728.51 Lacs whilst share of fertilizer and chemicals division is ₹ 44,088.19 Lacs and soya division is ₹ 17,640.32 lacs. EBIDTA of the company stood at ₹ 5,050.38 Lacs as against ₹ 5,401.65 Lacs achieved in 2011-12. It is pertinent to note that despite severe drought condition in Maharashtra and other parts of the country coupled with inordinate delay in release of subsidy by GoI, your company concentrated on potential pockets in the vast marketing area and thus could achieve this performance.

Had there been timely support by Working Capital lenders, seed crushing at our Indore oil division would have operated at optimum capacity and brought in additional revenue though during the year under review, the company has crushed a little higher quantity of 46672 MT of soya seed as against 40486 MT crushed during 2011-12. Thus the soya facilities were under-utilised.

The Oil Division of your company has conformed with the requirements under ISO 14001 : 2004 accreditation for the Environmental Management System and the certificate issued in the year June-2007 is periodically renewed and the same is now valid till June-2013.

Your Directors are hopeful that with the continuance of NBS Policy and with additional contribution envisaged from the proposed capacity expansion of SSP plants and also optimum capacity utilization of soya division and with the unstinted support from working capital bankers, the performance of the company would further improve in the current year.

3. EXPANSION ACTIVITY

At Udaipur, during the year the company has successfully commissioned one of the largest single stream plant and increased capacity of GSSP from 0.66 lac MT to 1.66 lac MT. Moreover, the company had applied for expansion of capacity of SSP plant to 3.15 lac MT from current capacity of 1.81 lac MT for which Public Hearing has already been conducted by the authorities and we await Environmental Clearance very shortly.

At Indore, company has already applied for environmental clearances for expansion of SSP capacity from 1.65 lac to 2.50 lac MT. The public hearing has already taken place and soon the consent to operate would be issued.

The Company Plans to install one additional Granulated SSP (GSSP) Plant at Pune unit. Application for obtaining Consent to Establish from MPCB has already been submitted and the same is in process of MPCB's approval.

Once the above expansion activities are completed, the company's overall capacity of SSP fertilizer production would be 6.97 lac MT per annum and would play a significant role in SSP fertilizer segment with 15% market share on All India basis.

At our Indore Soya oil division, the company has received consent to establish additional crushing capacity of 1,32,000 MT per annum whereas commissioning of Lecithin plant is already underway and thus we will generate value-added product and improve realization.

4. CORPORATE GOVERNANCE

A Report on Corporate Governance along with the Auditor's Certificate regarding Compliance of the conditions of Corporate Governance as also a Management Discussion and Analysis Report pursuant to clause 49 of the Listing Agreement are annexed hereto.

5. DIRECTORS RESPONSIBILITY STATEMENT

Pursuant to Section 217(2AA) of the Companies Act, 1956 the Directors confirm that:

1. In the preparation of the annual accounts, the applicable accounting standards have been followed;
2. Appropriate policies have been selected and applied consistently and have made judgements and estimates that are reasonable and prudent so as to give a true and fair view of the state of affairs of the Company as at March 31, 2013 and of the Profit of the Company for the year ended March 31, 2013;
3. Proper and sufficient care has been taken for the maintenance of adequate accounting records in accordance with the provisions of the Companies Act, 1956 for safeguarding the assets of the Company and for preventing and detecting fraud and other irregularities and
4. The financial accounts have been prepared on a going concern basis.

6. AUDIT COMMITTEE

In accordance with the provisions of Section 292A of the Companies Act, 1956 and Clause 49 of the Listing Agreement, the Company has constituted an Audit Committee comprising of the following Directors viz. Mr. K. Raghuraman (Chairman), Mr. Deonath Singh and Mr. H. D. Ramsinghani. Audit Committee acts in accordance with the terms of reference specified from time to time by the Board.

7. SAFETY, ENVIRONMENTAL CONTROL & PROTECTION

The Company has taken all the necessary steps for safety and environmental control & protection at its plants at Indore, Udaipur and Pune.

8. DISCLOSURE OF PARTICULARS

Information as required under the Companies (Disclosure of Particulars in the Report of the Board of Directors) Rules, 1988 relating to the conservation of energy, technology absorption, foreign exchange earning and outgo is annexed hereto and forms a part of this Report.

9. PERSONNEL

There were no employees who were employed during the period under review or part thereof and who were in receipt of remuneration in excess of the limits specified under Section 217(2A) of the Companies Act, 1956 read with Companies (Particulars of Employees) Rules, 1975 as amended to date.

10. DIRECTORS

Your Directors wish to inform the Members about the sad and sudden demise of Mr. C. R. Malaviya, a Director of the Company who left for his heavenly abode on February 28, 2013. Mr. C. R. Malaviya had a long association with the company since the year 2001. The Board places on record its profound condolences and sincere appreciation of the valuable contribution made by Mr. C. R. Malaviya during his long association with the Company.

Mr. K. Raghuraman has been appointed as an Additional Director of the company w.e.f. 17th May, 2013 and holds office up to the date of the forthcoming Annual General Meeting. The Company has received a Notice pursuant to the provisions of Section 257 of the Companies Act, 1956 from a member of the Company signifying the intention to propose the name of Mr. K. Raghuraman as Director of the Company.

During the year under review, Bank of India has withdrawn the nomination of Mr. P. K. Srivastava and nominated Mr. Mohan Lal Goyal as its Nominee Director in his place. The Board places on record its sincere appreciation of the valuable contribution made by Mr. P. K. Srivastava during his association with the Company.

Mr. H. D. Ramsinghani retires from the Board of Directors by rotation and is eligible for re-appointment.

11. AUDITORS REPORT

Your Directors refer to the observations made by the Auditors in their Report and wish to state as follows :

Company has given interest free loan to sick company and its subsidiary in the earlier years, the Company has made provision for entire amount in the books of accounts and at the same time Company is making full efforts for recovery of these dues.

12. AUDITORS

M/s. Dayal & Lohia, the Auditors of the Company retire at the conclusion of the forthcoming Annual General Meeting and being eligible to offer themselves for reappointment. The Company has received a certificate from them certifying that their appointment, if made, would be within the limits specified under Section 224(1-B) of the Companies Act, 1956.

13. COST AUDIT

The Cost Account Records maintained by the Company for "Fertilizers", "Sulphuric Acid" and "Soya" are subject to yearly audit by qualified Cost Auditors. The Company has reappointed Mr. R. S. Raghavan, a qualified Cost Auditor for conducting the Cost Audit of such records for the financial year 2013-14. The Company has received a Certificate from Cost Auditor certifying his independence and arm's length relationship with the Company.

The Cost Audit Report for the financial year ended 31st March, 2012 was filed on 29th January, 2013 with Ministry of Corporate Affairs, New Delhi. The Cost Audit Report for the financial year ended 31st March, 2013 will be filed within the stipulated time.

14. INDUSTRIAL RELATIONS

The Industrial Relations remained cordial at all the units of the Company during the year under review.

15. ACKNOWLEDGEMENT

Your Directors sincerely record their appreciation with gratitude for the continued support and assistance extended to the Company by the Financial Institutions, Banks and various Government Departments and Agencies and Creditors. The Directors place on record their appreciation for continued support of shareholders of the company. The Directors also wish to place on record the appreciation to the team of executives, staff and workers, who have shown devotion and efficiency in performing their jobs.

For and on behalf of the Board,

Place : Mumbai

Date : May 17, 2013

D. J. RAMSINGHANI
CHAIRMAN & MANAGING DIRECTOR

ANNEXURE TO DIRECTORS' REPORT

PARTICULARS PURSUANT TO SECTION 217(1)(e) OF THE COMPANIES ACT, 1956 READ WITH THE COMPANIES (DISCLOSURE OF PARTICULARS IN THE REPORT OF BOARD OF DIRECTORS) RULES, 1988 AND FORMING PART OF THE DIRECTORS' REPORT FOR THE YEAR ENDED MARCH 31, 2013.

I CONSERVATION OF ENERGY :**A. Energy conservation measures taken:**

Following Energy conservation measures were taken during the 2012-13

a. Single Super Phosphate Plant :

1. In SSP plant debottlenecking of Rock grinding section has been done to enhance ball mill output resulting in less power consumption per MT of production by modifying DC bag house of ball mill alongwith complete insulation of DC bag house to keep rock conveying system warm to save further fuel consumption.
2. Necessary arrangement for procurement of dry rock phosphate has been carried out to avoid higher consumption of furnace oil for rock drying.
3. Installed one Auto Transformer system for Ball Mill Fan Motor thereby reducing power consumption.
4. Installed Filter Press & Moisture separator in SSP Scrubbing system thereby process optimization & energy saving.
5. Turbo ventilators were installed at the SSP Crane Shed.
6. Transparent sheets installed in new Crane Shed / GSSP Shed. Avoided Electrical lighting requirement during day time.
7. Drip irrigation system installed for plantation watering.
8. Rain Water harvesting system installed which also saves power & water.

b. Sulphuric Acid Plant :

1. Over the years, Company has taken several measures for energy conservation viz. installation of Steam Turbine.
2. In SAP, Retubing of Hot Gas Heat Exchanger carried out thereby resulting in lowering of system pressure drop & power saving of air blower.
3. In SAP, replaced Partial quantity of low activity catalyst with high activity catalyst for improving conversion & steam /power recovery alongwith complete insulation refurbishment of 2 major equipments i.e. Hot Gas Filter and Waste Heat Boiler has been completed to conserve heat energy for better generation of steam / power.
4. Refurbishing of Acid cooling towers has been done thereby conserving water & power.

c. GSSP Plant:

1. In GSSP Plant, Recycle in the process of Granulation has been reduced. This has helped in minimizing the fuel consumption.
2. Regular monitoring of consumption of power through Managers by installation of energy saving fans and capacitors.
3. In addition to this, VFDs (Variable Frequency Drives) have been installed at important locations.
4. In order to control the power factor at "unity", APFC (Automatic Power Factor Controller) Panel has been installed.
5. In GSSP Plant, revamping of various ducts have been carried out which resulted in lowering of system pressure drop & increase in output thereby reducing power consumption norms per MT of GSSP.

d. Oil Division :

1. Increased condensation area for saving Hexane losses by replacing blind SS tubes in economizer of distillation system.
2. Changed 3 motors to 7.5 HP from 10 HP in prep section. Similarly, higher rated motors in boiler house, feed water pump were changed with lower capacity motors. In DOC godown, new vibrating screen had been installed with 1 HP motor in place of 7.5 HP motor.
3. In SEP plant for filler mixing, VFD system was provided with 1 HP motor for power saving in place of 3 HP motor.

B. Additional investment proposals, if any, being implemented for reduction in consumption of energy :

1. At Udaipur we plan to install Solar Energy System for the office Building to cater to power demand of light, fan / Computer & street light etc. which will result in electricity savings.
2. After successful installation and commissioning of 1st ATS unit for ball mill fan motor, now we are planning to incorporate the same with scrubbing fan motor with good energy saving potentials, as per energy audit.

3. The Company has several investment proposals such as installation of additional Variable Frequency Drives, additional economizer in Sulphuric Acid plant which will increase steam generation resulting in additional power generation.
4. The company is also exploring the possibility of fuel change over from coal to alternate fuel. Accordingly, the Company is actively considering various investment proposals for further reduction in consumption of energy.
5. In Oil division, VFD would be installed in boiler section and ID fan for reducing power consumption upto 10-15% HPSV street lights of 400W would be replaced with 150W induction lights.
6. In Oil division, we intend to replace 10 nos. of MS buckets elevators with PP buckets elevators.
- C. **Impact of measures at (A) and (B) above for reduction of Energy Consumption and consequent impact on the cost of production of goods :**

All above actions have resulted for good control on cost of production in SSP plant.

D. **Particulars with respect to energy consumption per unit of production**

a) **POWER AND FUEL CONSUMPTION:**

| | Year ended 31.03.2013 | Year ended 31.03.2012 |
|---------------------------------------|--------------------------|--------------------------|
| i) Electricity | | |
| a) Purchased: | | |
| Units (in thousands) | 13844 | 11799 |
| Total amount (₹ in lacs) | 942.67 | 770.23 |
| Rate / Unit (₹) | 6.81 | 6.53 |
| b) Own Generation: | | |
| i) Through diesel generator: | | |
| Units (in thousand) | 34.96 | 17.61 |
| Units per litre of diesel oil | 2.51 | 1.81 |
| Cost / Unit (₹) | 18.92 | 31.04 |
| ii) Through steam turbine/generator : | | |
| Units (in thousand) | 6312.42 | 7419.39 |
| ii) Coal (₹ in lacs) | 624.24 | 515.68 |
| iii) Furnace Oil (₹ in lacs) | 171.14 | 132.21 |

b) **CONSUMPTION PER UNIT OF PRODUCTION:**

SSP: Single Super Phosphate

GSSP: Granulated SSP

SA: Sulphuric Acid

SEP : Solvent Extraction Plant

| | 31.03.2013 | | | | | | 31.03.2012 | | | | | |
|---------------------------|------------|-------|-------|-------|-------|----------|------------|-------|-------|-------|-------|----------|
| | SSP | GSSP | NPK | SA | SEP | Refinery | SSP | GSSP | NPK | SA | SEP | Refinery |
| Electricity Units/ PMT | 21.83 | 11.36 | 13.24 | 67.41 | 38.31 | 76.33 | 20.76 | 11.06 | 13.19 | 66.24 | 38.38 | 59.48 |
| Furnace Oil Litre /PMT | 0.82 | NIL | NIL | 0.12 | NIL | NIL | 0.72 | NIL | NIL | 0.14 | NIL | NIL |
| Coal Kg /PMT | NIL | 35.57 | 22.55 | NIL | 67.94 | 96.63 | NIL | 35.34 | 15.15 | NIL | 68.74 | 95.07 |

II. TECHNOLOGY ABSORPTION:

A) Research & Development (R & D)

a) **Specific areas in which R & D is carried out by the Company :**

The specific areas in which the R & D activities are carried out by the Company are relating to improvement in quality of the existing products and development of new products to meet market demands and change in the product mix.

1. An addition, Special additive is introduced in Single Super Phosphate Manufacturing Process to improve the Product quality and maintain free flow of material to minimize caking tendencies.

2. A Plate Heat Exchanger & a Natural draft cooling tower for acid cooling is installed in sulphuric acid Plant thereby improved product quality consistency & Water conservation.
3. Introduction of Belt stackers in Powder Packing line to optimise Packing capacity.
4. Installation of Online SO₂ analyser in SAP & Online Fluorine analyser in SSP for continuous stack monitoring.

b) Benefits derived as a result of R & D :

Research and Development has always been a continuous process at various Units of the Company. The areas in which R & D is carried out are (a) minimization of effluents and (b) better sampling. In addition to this, following benefits have been arrived -

1. Automation in Oleum manufacturing process by installation of Auto control valves & Strength Monitoring instrument.
2. Improvement in Fluorine scrubbing system in SSP Plant by installation of Moisture Separator for minimizing Stack appearance and thus maintain good environment.

c) Future Plan of Action:

1. The company plans Automation in SSP manufacturing process through fully computerized DCS technology for maintaining Product quality & faster curing of product.
2. The Company plans to install 2 nos. 400 TPD Granulated SSP plants at Indore unit once environment clearance is granted by Govt. of India, Ministry of Environment and Forest (MoEF), New Delhi very soon this year.
3. After receiving extremely good and overwhelming response from Farmers for various grades of Granulated NPK Mixture Fertilizer, Company is planning to utilize its installed capacity to the maximum.
4. At Udaipur the Company plans for in-house modifications of SSP plant & new stream of SSP Plant along with its crane shed extension to enhance plant capacity to the tune of 3.1 lacs MT for which awaiting EC from Govt. of India, MoEF.
5. Improvement in Fluorine scrubbing system in SSP Plant by installation of modified scrubber system and Filter Press for minimizing Stack appearance and thus maintain good environment.
6. The Company plans for installation of Wind Energy sector in the state of Rajasthan to begin with 1.5 MW WTG Set.
7. The Company plans for in-house modifications of SSP plant along with its crane shed extension to the tune of 2.5 lacs MT Capacity Enhancement at Indore for which awaiting EC from Govt. of India, MoEF.
8. The Company plans for keeping another stand-by STG of Germany make in ready to operate at Indore.
9. In Oil division, for reducing de-oiling of DOC and Phosphatides (gums) in crude oil, we intend to replace existing cooker with 5 stage cooker for better cooking of the material with required retention time of the material. Presently, we have cooker with 3 compartments only with 20 minutes retention time only. Apart from reduction in gums %age of crude oil, our refinery losses would also be reduced in the long run.

d) Expenditure on R & D:

The Company made investment of ₹ 18.44 lacs on installation of Filter Press, Transformer Starters, Steam flow meters and NIR Power supply as part of on-going R & D activities.

B) TECHNOLOGY ABSORPTION, ADAPTATION & INNOVATION :

The Company has not imported any foreign technology.

III. FOREIGN EXCHANGE EARNINGS AND OUTGO :

- I. Activities relating to exports, initiatives taken to increase exports, development of new export plans.
During the year, there is NIL export. The company is looking forward for increase in exports in its Soya business.
- II. Total foreign exchange used & earned :

| | |
|-----------|-------------|
| | (₹ in lacs) |
| Used : | 8346.08 |
| Earnings: | NIL |

For and on behalf of the Board,

Place : Mumbai
Date : May 17, 2013

**D. J. RAMSINGHANI
CHAIRMAN & MANAGING DIRECTOR**