

## interview

### MANOJ MISHRA,

Chairman and managing director, National Fertilisers Limited

# 'Farmers happy with neem-coated urea that has anti-pest qualities'

#### HT Correspondents

■ letters@hindustantimes.com

**NEW DELHI:** National Fertilisers Limited (NFL) registered its highest-ever production in 2015-16. Chairman and managing director of the miniratna central public sector enterprise (CPSE), Manoj Mishra, spoke to HT on issues concerning the company and the fertiliser industry. Excerpts:

#### How did the company perform in the last fiscal year and what are your current targets?

NFL produced 3.8 million metric tonnes (MT) of urea, with an overall capacity utilisation of 118% in 2015-16, which is its highest ever. This accounted for 15.5% of the country's total urea production of 24.5 million MT. Further, two of the company's plants at Nangal and Panipat have achieved highest-ever production of 547,000 MT and 567,000 MT.

#### You are also the chairman of Ramagundam Fertilisers & Chemicals Limited (RFCL). How is the progress on the Ramagundam revival project?

NFL has a joint venture with Engineers India Limited (EIL) and Fertilisers Corporation of India (FCIL) to set up a new gas-based urea plant at Ramagundam in Telangana with a capacity of 1.27 million MT per annum. It is envisaged to be commissioned in 36 months from September 25, 2015.

#### How have farmers responded to neem-coated urea?

They are happy. I want to share that NFL was the first company in the industry that



was permitted to produce and market neem-coated urea in 2004. The coating helps in slow release of nitrogen to plants, thus promoting urea efficiency. Moreover, it has anti-pest qualities, which makes it popular.

#### Is your company also involved in marketing city compost?

Under the Swachh Bharat Mission, NFL has entered into an agreement with South Delhi Municipal Corporation (SDMC) and Indore Municipal Corporation to market the city compost produced from these municipalities. The government has announced a subsidy of ₹1,500 per tonne on compost to promote this organic fertiliser.

#### Plans for 2016-17?

We have been a urea-manufacturing company since inception, but are exploring opportunities in other related businesses to grow the organisation. We have a vision plan to achieve the turnover of ₹15,000 crore in the next five years. We have already made a successful foray into some associated businesses, such as trading of other fertilisers, production and sale of seeds, agro chemicals etc. We shall also focus on industrial products.