FAI - SOUTHERN REGION

MANAGEMENT DEVELOPMENT PROGRAMME

(NON RESIDENTIAL)

"Fertiliser Policy and Technology in India - Need for Reforms"

19 - 21, July 2026

HYDERABAD

VENUE

THE CENTRAL COURT HOTEL

LAKDI KA POOL, HYDERABAD

THE FERTILISER ASSOCIATION OF INDIA
SOUTHERN REGION
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INTRODUCTION

The need for food security has governed the policies of the Government, which in turn have influenced the development of fertiliser industry in India. Government of India adopted favourable policies which attracted good investments and helped in increasing the indigenous production. The consumption of fertilisers and food grain production has also increased during this period. Indian Fertiliser industry turned into one of the best in the world in terms of capacity utilization and energy efficiency, due to its continuous efforts.

Current Challenges confronting Agriculture and Fertiliser Industry in India

(a) India is the highest populated country in the world and more than 50 percent of Indian population is dependent on agriculture for livelihood. This underlines the importance of agriculture in Indian economy.

(b) Indian agriculture is not growing at the desired pace in the last few years, Government has taken several measures to improve agriculture growth and farmer's income.

(c) Fertilisers are crucial inputs for improving agriculture production and productivity. As per estimates, among agriculture inputs, fertiliser alone contributes about 50% in total increase of food grain production. Indian fertiliser industry has played a stellar role in making fertilisers available to Indian farmers especially since the launch of Green Revolution in mid 60s. This has helped the country in achieving food security.

(d) Indian fertiliser sector, however, is currently passing through a critical phase. No major investment has been made in the fertiliser sector for the past two and a half decades (Except units under public sector HURL), primarily due to rigid controls and lack of conducive policies.

(e) Stagnation of domestic capacity and production against continuous growth in consumption of fertilisers has increased India's import dependence. Even in the case of urea where we achieved self sufficiency around the year 2000-2001 with negligible imports, our import dependence has increased to more than 25% of our requirement and it will continue to increase further till new capacities are set up. During 2025-26 we have imported 23.2 million MTs of fertiliser materials against the total consumption of 73.54 million MTs (31.55%).

(f) For phosphates, we are import dependent to the extent of more than 90% either in the form of finished fertilisers or raw materials / intermediates due to lack of domestic natural resources. However, there is large production base which can meet the entire phosphatic requirement if raw materials are available. For potash needs, India is 100% import dependent due to absence of any commercially exploitable natural resources in the country.

(g) There are issues of imbalanced use of fertiliser nutrients, deteriorating soil health, declining nutrient use efficiency and declining crop response ratio to fertiliser use. High International prices of fertiliser and raw materials, weakening of Indian Rupee, non availability of funds for subsidy and delays in processing and payment of fertiliser subsidy bills pose many challenges to the industry in ensuring availability of fertilisers to the farmers. Further, the pricing policies and ad-hoc tinkering with such policies are making the matters worse both for industry and agriculture.

(h) Delay in bringing reforms in the sector as per stated policy of the Government, limitations in gas availability and pipeline connectivity are impending growth and investment in the sector.

Against the above background this Fertiliser Management Development Programme **is devoted to the theme of "Fertiliser Policy and Technology in India – Need for Reforms"**

NEED FOR TRAINING

Officers and Managers/Senior Executives working in Production, Marketing, Finance, Logistics, Materials Management and HR disciplines playing a pivotal role in the growth of the industry must understand the challenges posed by the recent policy announcements. Such an understanding requires wider exposure to the system by providing an opportunity to know what others are doing. To know which are the crucial issues involved, to develop concepts, to interact with others and act for the organization.

OBJECTIVES

- To expose participants to the latest developments on the fertiliser policy front.
- Develop an understanding of the conditions affecting the organizational performance and steps for improving the same.
- To provide a useful forum to the participants for sharing their experiences and cross Fertilization of ideas.

PROGRAMME CONTENT OUTLINE

The programme envisages coverage of all essential areas which include General Fertiliser Scenario in India and Abroad, Latest Government policy announcements, Policy for new investments in urea sector, Latest updates on Nutrient Based Subsidy Policy, Cost Optimisation and Productivity Improvement in Nitrogenous, and Complex fertiliser plants, Production of fortified, coated and customized fertilisers etc., Developments under DBT in Fertiliser Sector, Financial Aspects of Inventory Management, logistics and Marketing, Contracts finalization, Cost analysis for decision making, Performance management, Specialty fertilisers, An over view of Port operations, Fertiliser Control Order, Personality Development and Communication Management.

ELIGIBILITY

The programme is designed for Officers/Managers working in areas of Production, Marketing, Finance, Logistics, Materials Management, Promotion, Agricultural services, Public relations, HR, Information and Communication Technology etc. working all over India.

FACULTY

A team of experts from industry, Management institutes, Ministry of Agriculture and Farmers Welfare, Department of Fertilisers, Agricultural universities, and FAI will conduct the sessions.

DURATION

The duration of the programme is from **19-21, July 2026 (NON RESIDENTIAL)** Each working day is divided into suitable sessions with lunch and tea breaks. Programme starts at 9 AM on 19th July 2026 (Sunday) and closes at 5 PM on 21st July 2026 (Tuesday).

METHOD OF INSTRUCTION

Emphasis is on workshop approach rather than on lectures. Case studies, Group discussions are some of the techniques that will he used to stimulate and sustain interest of the participants

VENUE

West Minister Hall,
4th Floor,
The Central Court Hotel,
Lakdi ka pul, Hyderabad – 500 004
Phone : 89777 03999 and 90003 00033

Officials nominated for the programme are requested to report at the venue at 9 AM on 19th July 2026 (Sunday) for registration

PROGRAMME FEE (NON RESIDENTIAL)

Kindly note that the programme is being organised on **Non-Residential basis**. **The participation fee for the programme is Rs. 17,000/- (Rupees Seventeen thousand only) plus 18% GST** per participant.

Payment by NEFT can be made to FAI bank account at Chennai and the details are given below:

Name of the Bank	**:**	**Central Bank of India**
Branch	**:**	**Alandur Branch, Chennai**
Beneficiary Name	**:**	**The Fertiliser Association of India - Southern Region**
Current Account Number	**:**	**1452317608**
IFS CODE	**:**	**CBIN0280885**

Payment can also be made in the form of demand draft / at par Cheque payable in favour of ***"The Fertiliser Association of India – Southern Region" payable at Chennai.***

Since the programme is organised on NON RESIDENTIAL basis, the participants are requested to make their own arrangements for stay.

REGISTRATION FORM

Nomination in the attached registration form may please be mailed **positively by 17th July 2026 (Friday) to the following e mail.**

sr@faidelhi.org;
with CC to
srchennai2@gmail.com;

REGISTRATION FORM

To
Regional Head
The Fertiliser Association of India- Southern Region
Module 16, Garment Complex, Industrial Estate
Guindy, Chennai – 600 032

Dear Sir,

Sub: FAI-Southern Region Fertiliser Management Development Programme with the theme on "Fertiliser Policy and Technology in India – Need for Reforms" during 19 – 21, July 2026 at Hyderabad – **(NON RESIDENTIAL)** - Nominations submitted - Reg.

Please register the following personnel of our organization for the above programme to be organised at The Central Court Hotel, Hyderabad during 19 – 21, July 2026.

Sl. No.	Name of Participant	Designation and Address	Mobile and Landline No.	E-Mail
1				
2				
3				
4				
5				
6				

Demand draft/Cheque No._____dated_____for Rs._____drawn on _____ in favour of **The Fertiliser Association of India**, Payable at Chennai is enclosed (OR) NEFT payment done on_____vide UTR No._____

Encl.: as above

SPONSORING AUTHORITY

TENTATIVE PROGRAMME SCHEDULE

19-07-2026 (Sunday)

09.00 to 10.00 - Registration
10.00 to 11.00 - Inaugural Session
11.00 to 11.15 - Tea
11.15 to 13.00 - Fertiliser Scenario and Policy in India
13.00 to 14.00 - LUNCH

14.00 to 17.00 - SESSION I : FERTILISER POLICY
(a) Emerging issues of Urea Sector
(b) Impact of NBS Policy on P and K Sector
(c) Global price trends of Fertilisers and raw materials
(d) Rejuvenating Indian Fertiliser Industry – Way Forward

20-07-2026 (Monday)

SESSION II : TECHNOLOGICAL DEVELOPMENTS

10.00 to 13.00 (a) Digital Technologies to support plant operations
(b) Revamp of Urea plants for higher capacity and efficiency
13.00 to 14.00 LUNCH
14.00 to 15.00 (c) Improving efficiency of DAP and Complex fertiliser plants
15.00 to 16.00 (d) Artificial Intelligence Applications in Fertiliser Industry and Agriculture
16.00 to 17.00 (e) Block Chain Technology in Fertiliser Supply Chain Management

21-07-2026 (Tuesday)

SESSION III - RESOURCE MANAGEMENT AND FARM INCOME

10.00 to 11.30 (a) Soil Health Management for Sustainable Agriculture – Role of Specialty Fertilisers
(b) Making Indian Agriculture Climate Smart
(c) Fertiliser Control Order (FCO) Provisions – Latest Amendments

SESSION IV – IMPROVING PROFESSIONAL AND PERSONAL SKILLS

11.30 to 13.00 (d) Personality Development
(e) Performance Management

SESSION V - FERTILISER MARKETING

14.00 – 16.30 (a) DBT/iFMS issues and Suggested Measures
(b) Latest GST announcements Fertiliser Industry
(c)Dynamics of Specialty Fertilisers in the Current Marketing Scenario
(d)Cost Management in Fertiliser Marketing
16.30 – 17.00 Valedictory Session and Distribution of Certificates