

ORGANIZATIONAL PROFILE

Marico is a leading Indian Group in Consumer Products & Services in the Global Beauty and Wellness space. Marico has 5th largest distribution net work in India with 17 Lac Retailers. It has turnover of about Rs.19.1 billion (USD 477 Million) generated during 2007-08.

Marico has total 7 plants across India manufacturing various leading consumer products and also Marico's branded products are present in Bangladesh, other SAARC countries, the Middle East, Egypt and South Africa. The Overseas Sales franchise of Marico's Consumer Products (whether as exports from India or as local operations in a foreign country) is one of the largest amongst Indian Companies and is entirely in branded products and services. Marico was selected as one of the eight Indian companies in S & P's list of Challenger Companies from various nations, compiled globally by Standard & Poor's in June 2007

Jalgaon Plant

Marico's only plant manufacturing edible oil is located at Jalgaon. This plant has pioneered the Quality systems for Marico. Marico Jalgaon plant is the only plant in Marico which is OSHAS: 18000:1999 certified & EMS:14000 certified.

Healthy Foods



Saffola

Saffola Salt plus: Saffola salt is the "healthier" choice in salt. It is a salt with less sodium and higher Potassium and Calcium than ordinary salt.

Saffola Tasty Blend: Saffola Tasty Blend is the first edible oil blend in the country. It provides the do-good properties of Kardi and the taste of Corn oil.

Saffola: Saffola is made from the finest quality natural kardi seeds. Kardi oil has the highest amount of Polyunsaturated Fatty Acid amongst all vegetable oils. Saffola when taken as a part of a low saturated fat diet may help reduce cholesterol levels.

Saffola Gold: Saffola Gold has the internationally proven formula of 70% Rice Bran Oil (RBO) and 30% of Safflower Oil (Kardi oil). This has also been proven effective in Indian research.

Sweekar: Sweekar is a national brand comprising of Refined Sunflower Oil. Sweekar has become synonymous with good quality light edible oil. It is positioned as a light and healthy cooking medium.

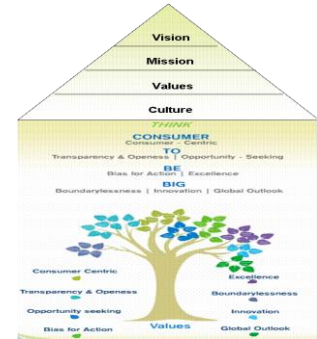
Delivery Mechanism

The manufactured products are packed in to the cartons and are distributed through roads, rails and imported through different channels. While delivering this every point till depot is checked for the quality which ensures the quality product distribution till consumer. For this the whole supply chain team works on the plan.

Values:

Marico has a set of articulated values that were created at the inception of the organization, revisited and modified once in the year 1997 and lately in 2005, through the collective wisdom of Mariconians. The values since then have been an integral part of the working of all Mariconians.

Our values are preferred practices that are employed in pursuit of our Business Direction. They sum up the philosophy that will build the culture to drive business growth.



Facilities, Technology & Equipments:

Jalgaon plant is the most advanced plant in Marico plants in the technology. It is having a refinery with DCS system. The plant is having a NABL accredited product testing lab with facilities like GLC testing.

The plant contributes to control on environmental pollutions through various ways like, boiler which runs on Bagasse which is wastage for the Sugarcane, pollution free DG sets.

The equipments in refinery dept are of the world class manufactures and also the equipments used in filling dept are of the top manufactures from India. This makes a world class refining and packing unit resulting in to quality product output.

Energy Policy & Setup:

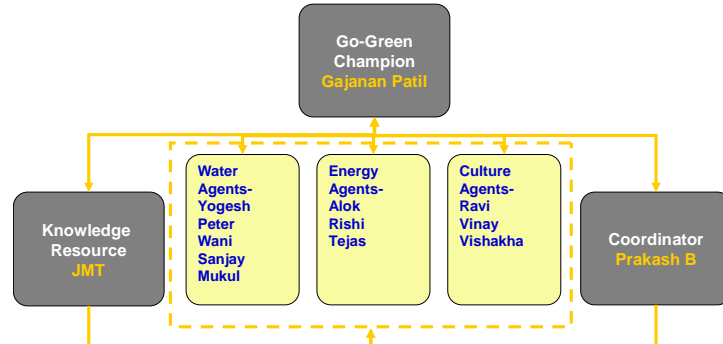
ENERGY CONSERVATION POLICY

We Marico Limited, Jalgaon, manufacturer of Refined Edible Vegetable Oil is committed towards Energy Reduction and Conservation of Natural Resources by continual waste elimination of energy and improvements.

To Support this commitment, it is our policy to:

- Promote Energy Conservation Awareness and Knowledge among our Employees and Associates to continuous education and job specific training.
- Establish Objectives & Targets and review them on regular basis to ensure Energy Consumption Reduction.

We will create an ambience of Green Workplace by Energy Consumption Reduction. Thus our contributions to local community and environment will earn us goodwill and stature as an enlightened corporate.



Energy Consumption:

Product	Actual Production (Specify units. e.g. tonne)	Specific energy consumption		Electricity consumed by the product (lakhs kWh)	Thermal Energy Consumed by the product (million Kcal)
		kWh/ tonne**	Million Kcal/tonne**		
	(S)	(T)	(U)	mf* (S x T)	mf* (S x U)
Saffola / Sweekar Oil (2005-06)	32588	82.52	0.00	2689161.76	0
Saffola / Sweekar Oil (2006 -07)	37741	74.4	0.00	2807930.4	0
Saffola / sweekar Oil (2007-08)	42364	64.7	0.00	2740933.98	0
Total				V	W
% of total electricity or thermal energy consumed in the plant				V ---- x 100 X#	W ---- x 100 Y#

Energy Conservation Achievements for 2007-08:

All the major achievements are discussed in detail in annexure B. Here we have dealt the same in brief.

Project 1

Energy Efficient Pumps for water Application

For water application the pumps which were used were inefficient and used to consume more power. The same were replaced by energy efficient pumps. The total saving was 6.25 Lac.

Before



Inefficient Pumps

After



Efficient Pumps

Project 2

Interlocking of Boiler Conveyors Tripping on High pressure

Earlier whenever boiler used to trip for high pressure, all the conveyors used to run unnecessarily, thus wasting the energy. As a project to conserve energy we have interlocked the conveyors and now all the conveyors also trip whenever boiler trips. The total saving per year out of this is 0.72 Lac. Whereas the investment was minimal 0.15 Lac.

Project 3

CFL Lamps for Street Lighting

We were having Mercury vapor and Sodium Vapor Lamps for Street Lighting purpose. The consumption was high for these types of lamps. We switched over to CFL lamps with the same Lux levels. We have replaced all the street lights With 85 Watt CFL lamps. Our investment was 0.49 Lac and the saving per year is Rs 0.72 Lac

Before



MVL & SVL

After



CFL Lamp

Project 4

CFL Lamps for Packing Department

We were having Mercury vapor and Sodium Vapor Lamps for Street Lighting purpose. The consumption was high for these types of lamps. We switched over to CFL lamps with the same Lux levels. We have replaced all the street lights With 85 Watt CFL lamps. Our investment was 0.25Lac and the saving per year is Rs 0.49 Lac.

Project 5

Providing Flat Belt for ID Fans of Boiler & TF Heater

For ID Fans of Boiler & TF Heater, we were using V Belts for transmission purpose. We have changed the transmission from V-Belts to Flat Belt. The total saving is 0.53 Lac/year against investment of 0.25 Lac.

Before



V Belt

After



Flat Belt

Project 5

Providing Natural Roof Ventilators instead of Exhaust Fans

For the exhaust of hot air, we were using exhaust fans which consume electrical power. We have replaced these exhaust fans with the Natural Roof Ventilators which are running without any power. The total saving is 0.48 Lac/year against investment of 0.22 Lac.

Before



Exhaust Fan

After



Roof Ventilators

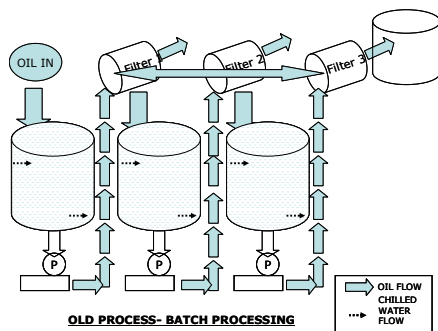
**Project 6
Flow Rate Improvement for CORN & RBO**

We have done a flow rate Improvement in CORN oil and Rice Bran Oil from 120 TPD to 140 TPD. This has eliminated reduce speed losses. Due to this the Power and Fuel required per MT of oil processed has reduced. Total Savings for 2007-08 are 8.25 Lac. The investment was nil.

**Project 7
Continuous Dewaxing**

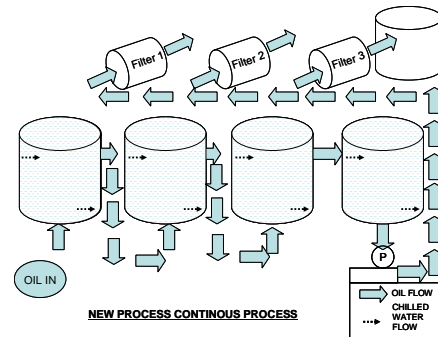
Batch Process was used in De-waxing Section for Sunflower Oil. In this we were getting 50 TPD Production. We have modified the process from Batch to Continuous Dewaxing. Due to this we have increased. The production from 50 TPD to 60 TPD. Total Savings for 2007-08 was 4. 81 Lac

Before



Batch Dewaxing

After



Continuous Dewaxing

Energy Conservation Plans & Targets:

Planned Specific Energy Consumption Target for the year 2008-09 & 2009-10 [Ref. S.No. 19(b)]				
Year	Electrical*	Thermal*	Reduction over the year 2007-08	
			Electrical %	Thermal %
2007-08 (Base year)	64.68	0.34	-	-
2008 - 09	54.98	0.31	15	10
2009 - 2010	46.73	0.28	27.75	19