

16. The company will provide a standard credit period of 60 days from the date of the invoice. The company will not accept any Sales Return unless the material supplied with the invoice is returned to the company within 60 days from the date of the invoice. The details of which are usually provided in the invoice. If the bank on whom the cheque is drawn, dishonors the cheque for reasons related to the cheque, then the company will levy a cheque Dishonor charge on the Distributor without prejudice to its recourse for such dishonor.
17. The company will generally not accept any Sales Return unless the material supplied with the invoice is returned to the company within 60 days from the date of the invoice. The details of which are usually provided in the invoice. If the bank on whom the cheque is drawn, dishonors the cheque for reasons related to the cheque, then the company will levy a cheque Dishonor charge on the Distributor without prejudice to its recourse for such dishonor.
18. The Distributor is required not to enter into any financial transactions with any member of the sales team without specific written approval from the company. All such transactions will be considered as personal and unauthorized unless the Distributor is required to follow the company's policy for matters relating to Sales Return and obtain prior approval from the responsible sales team member. The company will not provide any credit for material returned in violation to its dispatching material. The company will not provide any credit for material returned in violation to its dispatching material.
19. The Distributor is required not to enter into any financial transactions with any member of the sales team without specific written approval from the company. All such transactions will be considered as personal and unauthorized unless the Distributor is required to follow the company's policy for matters relating to Sales Return and obtain prior approval from the responsible sales team member. The company will not provide any credit for material returned in violation to its dispatching material. The company will not provide any credit for material returned in violation to its dispatching material.
20. The Distributor is required not to enter into any financial transactions with any member of the sales team without specific written approval from the company. All such transactions will be considered as personal and unauthorized unless the Distributor is required to follow the company's policy for matters relating to Sales Return and obtain prior approval from the responsible sales team member. The company will not provide any credit for material returned in violation to its dispatching material. The company will not provide any credit for material returned in violation to its dispatching material.
21. The Distributor is required not to enter into any financial transactions with any member of the sales team without specific written approval from the company. All such transactions will be considered as personal and unauthorized unless the Distributor is required to follow the company's policy for matters relating to Sales Return and obtain prior approval from the responsible sales team member. The company will not provide any credit for material returned in violation to its dispatching material. The company will not provide any credit for material returned in violation to its dispatching material.
22. The company will share with the Distributor, an Account Statement at the end of every 6 months either registered email or through any other preferred mode of communication. However, the Distributor can call the Customer Care Helpline at +91 8336929400 to share with the company, upon request, documents supporting compliance of such requirements of GST Credit Notes and others with respect to its transactions with the company. Further, the Distributor may be required to share with the company, upon request, documents supporting compliance of such requirements of GST in any way. Any unauthorized use of the company's designs, logos and trademarks will be considered as infringement of the intellectual property rights of the company.
23. The company will share with the Distributor, a Confirmation of Accounts at the end of each financial year his registered email or through any other preferred modes of communication. The Distributor is required to share with the company, upon request, documents supporting compliance of such requirements of GST to share with the company, upon request, documents supporting compliance of such requirements of GST the account statement and reconcile the balance on the statement with the balance in his books of account completion of review, the Distributor will be required to sign and seal on the Confirmation and hand it TSM
24. In addition to these, the company may from time to time issue communications on these and/ or other policies which may, from the date of such communication, supersede any business practices or policies followed by the company including but not limited to the ones mentioned above
25. Disputes, if any, will be subject to the jurisdiction of the courts of Kolkata, West Bengal

I, KISAN BEES BHANDAR (Name of Representative*) acting on behalf of Shyam Kashwami (Name of Distributor*) hereby acknowledge that

1. I have read, understood and agreed to all the terms and conditions of business

2. All information provided in this form as well as in the enclosed documents, if any, are provided by me and the best of my knowledge and understanding

श्याम कौशवामी
(Signature of Representative of Distributor*)

किस. बीज मण्डार

प्रोप्राइटर
(Stamp of Distributor*)

Name of Company Official	
Signature of Company Official	
<u>ANMOL KUMAR</u>	

Part C: Market Intelligence & Sales Plan

21) Which Field Crops are primarily cultivated in this area?

Type	Key Variety	Wheat	Companies Offering Them	Approx. Volume (in MT)
OP				
OP				
OP				
Improved / HYV				
Improved / HYV				
Improved / HYV				
Hybrid				
Hybrid				
Hybrid				
Type	Key Variety	Mustard	Companies Offering Them	Approx. Volume (in MT)
Type	Key Variety	Mustard	Companies Offering Them	Approx. Volume (in MT)
Type	Key Variety	Maize	Companies Offering Them	Approx. Volume (in MT)
Type	Key Variety	Maize	Companies Offering Them	Approx. Volume (in MT)

22) What are the important Vegetable crops cultivated in this area?

Crops	Key Variety	Key Brands	Approx. Volume (in MT)

23) Which are main companies operating in this area?

Company Name	Key products	Approx. Turnover	Sales Team Size	Mode of work

24) What is your sales plan for our products in coming years'?

Name of the Product	Quantity (MT)	
	Year 1	Year 2
Field Crop	511	15 mt
Field Crop	Stem leaf	5 mt
Field Crop		
Field Crop		
Vegetable		3 CAPU
Vegetable		
Vegetable		

25) What is the area for which you seek our Distributorship (Area of Operation)?

NAWASAH

26) Name your preferred Transporter / Courier

STDC

27) Please share if you have any suggestions to improve business

Part B: Business Background of Applicant

- 12) Year of Establishment: 2015
 13) Number of years for which you are dealing in Goods: 3/2015
 14) Are you a Distributor of any other company dealing in Food/Cosmetics? 3/2015
 15) If yes, please share the following details on your business with Food/Cosmetics:

Company Name	Percentage of Relationship (in years)	Key Products Sold Last Year
<u>Avyter</u>		
<u>PHI</u>		
<u>Nuzvid</u>		
<u>Matt Biogen</u>		

Are you a Distributor of any other company dealing in Vegetables? Yes / No
 If yes, please share the following details on your business with fresh companies:

Company Name	Percentage of Relationship (in years)	Key Products Sold Last Year	Approximate Sales Last Year
<u>Nall</u>			
<u>Sreedam Biotech</u>			
<u>US Organic</u>			

Details of important markets/ regions in your area:

Name of the Market/ Region	Your approx. turnover from the market/ region	No. of your Retailers at the market/ region	Name of key Retailers
		1	
		2	
		3	
		1	
		2	
		3	
		1	
		2	
		3	

- Are you involved in any other businesses related to agriculture? Yes / No
 If yes, please share if you are dealing in:
 Fertilizers
 Pesticides
 Others as Distributor of Leaves (specify)
 Are you involved in any other businesses NOT related to agriculture? Yes / No
 If yes, please share broad overview of the nature of business



SANYO & SANYO PRIVATE LIMITED

(Company Details Book)
Sanyo & Sanyo Private Limited, 700026, West Bengal, India
E-mail: info@sanyoandtech.com
Website: www.sanyoandtech.com

APPLICATION FOR DISTRIBUTORSHIP

(Please fill in the details of Applicant)

1. Name of Applicant: SANYO & SANYO PRIVATE LIMITED

2. Address of Applicant: ...

3. Telephone No: ...

4. Fax No: ...

5. E-mail: ...

6. Website: ...

7. Nature of Business: ...

8. Type of Business: Retail Wholesale

9. Nature of Applicant: Partnership Private Limited Co. Sole Proprietorship Other (Specify) _____

10. Name of Applicant: ... Managing Partner Director Authorized Signatory

11. PAN No: ...

12. GST No: ...

13. Bank Name: ... Branch: ... Account No: ...

14. Contact Person: ... Mobile: ... WhatsApp:

15. Is the applicant a resident of India? Yes No

16. Is the applicant registered under the Goods and Services Tax (GST)? Yes No

17. ...

18. ...

Signature and Photograph of Person Authorized to Represent the Applicant



Name: ...

Gender: Male Female

Relationship with applicant: Owner Partner Director Other

Signature: ...

Date: