

Sl No. _____
(For Office use only)



UACI SEEDS & BIOTECH PRIVATE LIMITED

(Formerly Swarna Seeds)

20, Park Side Road, Rajeswari Niwas, 3rd Floor, Kolkata - 700026, West Bengal, India

Contact No. (033) 24649581, E Mail: uaciseedsandbiotech@universalagri.in,

Website: www.universalagri.net

APPLICATION FOR DISTRIBUTORSHIP

Part A: Basic Information of Applicant

- Name of the Organization* GANGA TRADERS
- Full Postal Address for correspondence*:
Type of Location: Office Shop Godown Residence
Street Name LODHMA
BLOCK-KARRA
P.O. LODHMA District KHUNTI
State JHARKHAND PIN Code 834009
- Nature of the Entity* Sole Proprietorship Partnership Private Limited Co.
Cooperative Society Others (Specify) _____
- Name of Representative* Proprietor Managing Partner / Director / Authorised Signatory
RUPA DEVI
- Telephone No.
Office / Shop Landline: (STD Code) _____
Residence Landline: (STD Code) _____
Mobile*: +91 8789698388 WhatsApp Mobile: +91 8789698388
Email ID*: _____
- Preferred mode of communication: Email SMS Whatsapp
- Income Tax Permanent Account No* EDXP25769K
- Is the applicant registered under GST? Yes No
- If yes, is the applicant registered under Composite Scheme of GST: Yes No
- GST No _____
- Seeds License No* JH/DRO/KHN/SL/22000130
Valid Up to* 21/05/2027 Issued By DRO KHUNTI

Signature and Photograph of Person Authorized to Represent the Applicant

Affix photograph*	Name* <u>RUPA DEVI</u>
	Gender* Male <input type="checkbox"/> Female <input checked="" type="checkbox"/>
	Relationship with applicant* Owner <input checked="" type="checkbox"/> Partner <input type="checkbox"/> Director <input type="checkbox"/> Others <input type="checkbox"/>
	Signature* <u>Rupa Devi</u>

Date 09/12/2022

GANGA TRADERS
RUPA DEVI
Proprietor

Part C: Market Intelligence & Sales Plan

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

Paddy			
Type	Key Variety	Companies Offering Them	Approx. Volume (In MT)
OP	Laba 1	Vishal, Sonali, Pan, etc	25 MT
OP	12, 64		25 MT
OP			
Improved / HYV	115-120 days	KV 21, Pan-5017	5 MT
Improved / HYV			
Improved / HYV			
Hybrid	Hy Paddy 120-135 days	6454 gao, 27137	30 MT
Hybrid	Hy Paddy 115-120 days	468, 11242030, Pan 2112 gao	60 MT
Hybrid	Hy Paddy 105-110 days	807, 5637	15 MT
Wheat			
Type	Key Variety	Companies Offering Them	Approx. Volume (In MT)
im wheat	KV 51, Pan 5050, etc	Kaveri, Pan, Mahyco, etc	10 MT
		Ajeet	
Mustard			
Type	Key Variety	Companies Offering Them	Approx. Volume (In MT)
Local Bice	All	Ajeet, SriRama, etc	5 MT
Big Grain			
Maize			
Type	Key Variety	Companies Offering Them	Approx. Volume (In MT)
Local Bice	All	SriRama, Ajeet, etc	15 MT
Big Grain		JK,	
20000 crop			

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

Crops	Key Variety	Key Brands	Approx. Volume (In MT)
Peas	Pan, 4009, Ambar, Dhany	Pan, Ambar (both), Dhany	15 MT
Beans	Pan, Sonali, etc.	Pan, Sonali, etc.	5 MT
Tomato	US440, Shalcham, etc	US, Seminis, Nordham	100 kg
Archie	All	All	200 kg

23) Which are main companies operating in this area?

Company Name	Key products	Approx. Turnover	Sales Team Size	Mode of work
Pill	27137, 27137			
Ray's	6454 gao, 27137			
Kaveri	468			
Advanta	807			

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

Name of the Product	Quantity (MT)	
	Year 1	Year 2
Field Crop	5 MT	10 MT
Field Crop	1 MT	3 MT
Field Crop	1 MT	3 MT
Field Crop	1 MT	2 MT
Vegetable	2 MT	5 MT
Vegetable	1 MT	2 MT
Vegetable	5 kg	10 kg

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

Khunti District

26) Name your preferred Transporter / Courier*

Local vehicle

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

GANGA TRADE
RUPA DEVI
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Part B: Business Background of Applicant

12) Year of Establishment: 1996

13) Number of years for which you are dealing in Seeds: 1990

14) Are you a Distributor of any other company dealing in Field Crops*: Yes / No

15) If yes, please share the following details on your business with these companies:

Company Name	Vintage of Relationship (In years)	Key Products Sold Last Year	Approximate Turnover Last Year
PHI Seeds	11 year	Hy Paddy	30 Lakh
Dhanya Seeds	10 year	Hy Paddy	25 Lakh
Pan Seeds	10 year	Hy Paddy	10 Lakh
Mahendra Agri	5 year	Hy Paddy	10 Lakh

16) Are you a Distributor of any other company dealing in Vegetables*: Yes / No

17) If yes, please share the following details on your business with these companies:

Company Name	Vintage of Relationship (In years)	Key Products Sold Last Year	Approximate Turnover Last Year
Dhanya Seeds	10 year	Peas, Tomato	16 Lakh
Pan Seeds	10 year	Peas, Beans, Tomato	15 Lakh
Mahendra Agri	5 year	Tomato, etc	10 Lakh
Sonali Fasal Seeds	5 year	Peas, Beans	8 Lakh

18) 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
Lodhna			1. 2. 3.
Karag			1. 2. 3.
Khundi			1. 2. 3.

19) Are you involved in any other businesses related to agriculture*? Yes / No

If yes, please share if you are dealing in

Fertilizers as Distributor of No

Pesticides as Distributor of Bayel, Plant, Amu, etc

Others (specify) _____

20) Are you involved in any other businesses NOT related to agriculture*? Yes / No

If yes, please share broad overview of the nature of business

GANGA TRADE
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Proprietary

Part D: Financial Information of Applicant

28) Primary Bank Account of Business*:

Name of the Bank STATE BANK OF INDIA
 Name & address of Branch LODHNA
 IFSC Code of Branch SBIN0006311
 Account No 20323439146 Type of Account: Savings/Current/OD

29) Does the applicant have CC/OD facility from any bank*? Yes / No

If Yes, Name of Bank _____
 Name & address of Branch _____
 CC/OD Limit (Approx. in Rs lakhs) _____

30) Security Deposit* of Rs. 25000/- paid through Cheque No. 591617 / RTGS

31) Is the Office/ Shop used by the Distributor, owned by the Distributor*? Yes / No

If Yes, approx. size 1000 sq.ft Address: 20

32) Is the Godown used by the Distributor, owned by the Distributor*? Yes / No

33) If Yes, approx. size 1200 sq.ft Address: 20

34) Number of staff employed by the applicant 03

35) Does the applicant own any 2-wheeler? Yes / No

If Yes, Number of such vehicles 02 used for Business / Personal / Both

36) Does the applicant own any 4-wheeler? Yes / No

If Yes, Number of such vehicles 01 used for Business / Personal / Both

37) Brief details of property owned by the applicant*:

Does the applicant own any land parcels? Yes / No

Does the applicant own any house property? Yes / No

Part E: List of Documents to be Provided

Signed, sealed and dated	Distributorship Form along with the following mandatory documents
For Proprietorship	1. Signed copy of ID Proof (Aadhaar Card/ Passport/ Driving License) 2. Signed copy of Address Proof (Aadhaar Card/ Passport) 3. Signed copy of PAN 4. Signed copy of GST Certificate (if applicable) 5. Signed copy of Seed License 6. Statement of primary bank account(s) of business evidencing debit and credit transactions, for the last 3 months
Additional documents for Partnership Firm	7. Signed copy of registered partnership deed 8. Authorization from all partners allowing representative to act and sign on behalf of the firm
Additional documents for Private Limited Company	7. Signed copy of Memorandum and Articles of Association 8. BOD resolution allowing representative to act and sign on behalf of the company

Customer Care

Mob No: 8336929400

Email: customercare_uacisandb@universalagri.in

GANGA TRAI

RUPA Devi
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15. The Distributor paying through cheque must ensure that the cheque issued by him is honored on the date of the cheque. If the bank on whom the cheque is drawn, dishonors the cheque for reasons related to "Insufficient Funds", then the company will levy a cheque Dishonor charge on the Distributor without prejudicing its right to seek legal recourse for such dishonor.
16. The company will provide a standard credit period of 60 days from the date of the invoice. The company may offer Cash Discounts for paying dues within 60 days, the details of which are usually provided in the Price List or Schemes applicable for the period. Dues remaining unpaid above 180 days will be considered as Overdue. The company may levy interest on Overdue payments.
17. The company will generally not accept any Sales Return unless the material supplied were damaged in transit. However, for select products, the company allows Sales Return within certain limits and under certain conditions, the details of which are available in the yearly Sales Return policy. The Distributor is required to follow the terms of this policy for matters relating to Sales Return and obtain prior approval from the responsible sales official before dispatching material. The company will not provide any credit for material returned in violation to its Sales Return policy.
18. The Distributor is required not to enter into any financial transactions with any member of the sales team, either in the form of material or funds. All such transactions will be considered as personal and unsanctioned and the company will not be liable for the outcome of such transactions.
19. The Distributor will not handover any material to any member of the sales team without specific written instruction issued by the Head Office of the company.
20. The Distributor is required to maintain the integrity of the packaging in which the products are supplied by the company at all times and is required not to tamper with the packets, designs, logos and trademarks of the company in any way. Any unauthorized use of the company's designs, logos and trademarks will be counted as an infringement of the intellectual property rights of the company.
21. The Distributor is required to comply with all requirements of GST as applicable to him, related to periodic Returns, 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.
22. The company will share with the Distributor, an Account Statement at the end of every 6 months either on his registered email or through any other preferred mode of communication. However, the Distributor can ask for his updated account statement at any time by sending email at customercare_uacisandb@universलगri.in or by calling the Customer Care Helpline at +91 8336929400.
23. The company will share with the Distributor, a Confirmation of Accounts at the end of each financial year either on his registered email or through any other preferred modes of communication. The Distributor is required to review the account statement and reconcile the balance on the statement with the balance in his books of accounts. Upon completion of review, the Distributor will be required to sign and seal on the Confirmation and hand it over to the TSM.
24. In addition to these, the company may from time to time issue communications on these and/ or other business policies which may, from the date of such communication, supersede any business practices or policies previously 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, _____ acting on behalf of _____
 (Name of Representative*) (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 are true to the best of my knowledge and understanding.

RUPA DEVI

(Signature of Representative of Distributor*)

GANGA TRADERS

RUPA DEVI
Proprietor

(Stamp of Distributor*)

Date: - 09/12/2022

Place: Ludhiana

Name of Company Official	Signature of Company Official
Ranjit Kumar Tripathy	

Part F: General Terms & Conditions of Business

Listed below are our general terms and conditions of conducting business

1. The company will designate an Area of Operation for the Distributor at the time of initiating the distributorship. The Distributor is required to restrict his operations to his designated Area of Operation only and should not venture beyond the area designated. However, subsequently, the Distributor can alter his Area of Operation but only after prior discussion with the responsible company official
2. The company will appoint a Territory Sales Manager (TSM) to serve the Area of Operation designated to the Distributor. While the TSM will be first point of contact for the Distributor and should be able to resolve all queries of the Distributor, the Distributor can at any point contact the other sales officials of the company responsible for this area. Further, for any queries the Distributor can contact the Head Office of the company by sending email at customercare_uacisandb@universalagri.in or by calling the Customer Care Helpline at +91 8336929400
3. In addition to the TSM, the company may appoint one or more permanent/ temporary sales team members to serve the area as it deems fit. The sales team members will primarily focus on conducting sales promotional activities in the area and engaging with existing or potential customers. The Distributor will be required to support the local sales team by guiding their sales promotional activities
4. The Distributor can place his orders with the respective TSM either verbally or in writing or through any documented communication. A confirmation of the material ordered by the Distributor will be shared with him on his registered mobile via SMS/ Whatsapp at the time the order is entered into the company's CRM solution. In case of any issues, the Distributor is required to contact the TSM urgently after receiving the intimation
5. The company will deliver material only against confirmed orders placed by the Distributor with the TSM. In case the Distributor ever receives any material not ordered by him, either in terms of quantity, packing sizes, or products, the Distributor is required to inform the company about the discrepancy, within 48 hours of receiving the material by sending email at customercare_uacisandb@universalagri.in. In the absence of any such emails or other documented communications, it will be assumed that the material received was as per orders placed
6. The company may deliver material at the location specified by the Distributor through 3rd party transporters either in full or part load at the cost of the company. At the point of receiving the material from the transporter, the Distributor will be required to physically inspect the material and check the quantity, weight and condition of material supplied
7. The company will only dispatch material which are in saleable & good condition. So, if any damaged material is ever received by the Distributor, it is likely that the goods got damaged in transit. In such a situation, the Distributor should not accept the material and should urgently inform the respective TSM of the company about the damage. If the Distributor accepts the material from the transporter, it should be only under express instruction of the respective Territory Sales Manager. Further, the Distributor is required to send email at customercare_uacisandb@universalagri.in this incident within 48 hours of receiving the material. In the absence of any such emails or other documented communications, it will be assumed that the material received was not damaged in anyway
8. The Distributor may be required to pay to the transporter the freight charges as directed by the company at the point of accepting delivery only after inspection of material. The Distributor may be reimbursed the freight paid either way of deduction from the bill or through a Credit Note
9. If the Distributor reports to have received any material not ordered by him or any material damaged in transit, if the same is verified by the responsible company official, the company may take back the material in question. It may make the appropriate adjustments in its books of accounts
10. The company will send a hardcopy of the invoice along with the material. On receipt of the invoice, Distributor is required to reconcile the quantity, packing size and product mentioned on the invoice with the material received. In case of any discrepancy, the Distributor is required to inform the company about the issue within 48 hours of receiving the material by sending email at customercare_uacisandb@universalagri.in. In the absence of any emails or other documented communications, it will be assumed that the material received is as per invoice
11. The company will issue an official Price List of its products covering the area of operation of the Distributor at the beginning of each season. The Distributor is required to obtain a copy of this Price List either from the respective TSM or by sending an email at customercare_uacisandb@universalagri.in. The company will invoice products only at the prices mentioned on the Price List. The Distributor should not expect any prices other than those mentioned on the Price List unless there is a documented communication of the same issued by the Head Office of the company.
12. The company may from time to time, issue benefit schemes covering the Distributor's area of operation. These benefits are typically linked to prompt payments and bulk sale volumes. The Distributor is required to obtain details of these schemes from the respective TSM or by sending email at customercare_uacisandb@universalagri.in. The company will provide these benefits only by following the specific terms and conditions mentioned on the scheme. The Distributor should not expect any benefits other than those mentioned on the scheme unless there is a documented communication of the same issued by the Head Office of the company.
13. The company will only sanction the prices and benefits/ schemes mentioned on documented communications issued by the Head Office of the company. The company will be under no obligation to accept claims by the Distributor on prices or benefits/ schemes not mentioned on any official communications issued by the Head Office of the company for the Distributor's area of operation. If the local sales representative comes up with special prices or benefits/ schemes, the Distributor is required to obtain an official communication of the same issued by the Head Office of the company before acting on the basis of such commitments
14. The company will accept payment only through Fund Transfers (RTGS/ NEFT/ IMPS) or crossed cheques issued by any banks other than cooperative banks. The company will not accept any payments in cash. However, in special circumstances, the company agrees to accept payment in cash, the Distributor is required to obtain a Receipt of the company for such payments from the company official accepting this payment

REGD LIC. No : JH/DAO/KHN/SL/22000130

Mobil: +91 9572631098



Ganga Traders

Lodhma, Khunti (Jharkhand)

Ref No.....

Date.....

GANGA TRADERS

RUPA Devi
Proprietor



GOVERNMENT OF JHARKHAND

FORM - B

[See Clause 5]

License to carry on the business of dealer in seeds

Licence No

:JH/DAO/KHN/SL/22000130

Date : 18-08-2022

Subject to the provision of the seeds (Control) Order, 1983 and to the terms and conditions of the License GANGA TRADERS is hereby granted License to sell and store for the said purposes of seeds.

2. The License shall carry on the aforesaid business at (Office and Storage)-

SL.No	Office Address	Godown Address
1	GANGA TRADERS VILL LODHMA PO LODHMA PS KARRA DIST KHUNTI KHUNTI Email : rupakeshri93@gmail93@gmail.com Contact No : 7667878065	GANGA TRADERS Khata No77 Khesra No623 Godown Name : GANGA TRADERS Address : VILL LODHMA PO LODHMA PS KARRA

Responsible Person

Date

RUPA DEVI

22-05-2022

Santosh
Lakra

Digitally signed
by Santosh Lakra
Date: 2022.08.18
12:05:00 +05'30'

District Agriculture Officer, KHUNTI



Terms and Conditions of License-

- 1.The License shall be displayed at a prominent and conspicuous place in part of the business premises open to the public
- 2.The holder of the License shall comply with the provision of the seeds (Control) Order,1983 and then notification issued there under and for the time being in force.
- 3.The License come in force with effect from 22-05-2022 and shall be valid up to 21-05-2027 unless previously cancelled on suspended.
- 4.The holder of the License shall, from time to time, report to the licensing authority any change in the premises where he carries on his business of sale or storage for his said purposes of seeds.
- 5.The License shall give every facility to the Licensing Authority or any other Officer acting , Under his Authority for the purpose inspecting his stock in any shop, depot or Godown or other place/Places used by him for the purpose of storage, sales of seed.

GANGA TRADERS
RUPA DEVI
Proprietor

For Internal Use

Checklist for Sales Team Member Opening Distributorship

Particulars		Yes	No
Distributorship Form			
1	14 Mandatory fields on Page 1 filled up	/	
2	4 Mandatory fields on Page 2 filled up	/	
3	3 Mandatory fields on Page 3 filled up	/	
4	6 Mandatory fields on Page 4 filled up	/	
5	4 Mandatory fields on Page 6 filled up	/	
	Signature of representative added on Page 1	/	
	Photograph of representative affixed on Page 1	/	
	Signature of representative added on Page 2	/	
Supporting Documents			
	ID Proof (Aadhaar Card/ Passport/ Driving License)	/	
	Name on ID proof tallies with PAN		
	Signed and stamped		
✓	Signed copy of Address Proof (Aadhaar Card/ Passport)	/	
	Name on address proof tallies with ID Proof		
	Address on address proof tallies with PAN / License		
	Signed and stamped		
✓	Signed copy of PAN	/	
	Name on PAN tallies with ID proof		
	Signed and stamped		
	Signed copy of GST Certificate (if applicable)		
	Name on Certificate tallies with ID Proof		
	Signed and stamped		
✓	Signed copy of Seed License	/	
	Name on license tallies with ID Proof		
	License is valid on the date of form		
	If not, proof of application for renewal has been collected		
	Signed and stamped		
	Statement of primary bank account(s) of business	/	
	Name on account tallies with ID Proof		
	Period is for last 3 months		
	Primary bank account of business with significant transactions		
	Signed and stamped		
✓	Blank Cheques	/	
	3 cheques		
	Not of any cooperative banks		
	Contains valid signature of representative and stamp	/	
	Contains no date		
	Is not crossed		
✓	Security Deposit has been collected	/	
	Effect on Existing Network	/	
	Name of the nearest distributors (can be more than 1)		
	Distance from the nearest distributors		

Approved By:	
Name of Company Official	Signature of Company Official
Ranjeev Kumar Tripathy	<i>Ranjeev Kumar Tripathy</i> 11/11/2022

GANGA TRADERS
RUPA DEVI
Proprietor



भारत सरकार

भारत सरकार
Unique Identification Authority of India
Government of India

नामांकन क्रम / Enrollment No 1007/30002/03754

To,
रूपा देवी
Rupa Devi
W/O Santosh Kumar
POST-LODHMA, KARRA
Lodhma
Khunti
Jharkhand 834004

01/10/2011

Ref: 314 / 12C / 338912 / 339453 / P



UE170238293IN



आपका आधार क्रमांक / Your Aadhaar No. :

3899 5958 6637

आधार – आम आदमी का अधिकार



भारत सरकार
GOVERNMENT OF INDIA



रूपा देवी
Rupa Devi
जन्म वर्ष / Year of Birth : 1984
महिला / Female



3899 5958 6637

आधार – आम आदमी का अधिकार

GANGA TRADERS

Proprietor

RUPA DEVI

आयकर विभाग
INCOME TAX DEPARTMENT



भारत सरकार
GOVT OF INDIA



ई-स्थायी लेखा संख्या कार्ड
e-Permanent Account Number Card
EDXPD5769K

नाम / Name
RUPA DEVI

पिता का नाम / Father's Name
SATYANARAYAN KESHRI

जन्म की तारीख / Date of Birth
01/01/1984



Rupa Devi
हस्ताक्षर / Signature

GANGA TRADERS

Proprietor
Rupa Devi



(06311)-LODHMA
PO-KURRA
DIST-KHUNTI, JHARKHAND 834004
Tel : 11 Fax : IFS Code : SBIN0006311 SWIFT :

वैधता 3 महीने के लिए है / VALID FOR 3 MONTHS ONLY
D D M M Y Y Y Y

PAY UACI Seeds & Biotech Pvt Ltd

या धारक को OR BEARER

रुपये RUPEES

अदा करें ₹

कॉ. नं.
A/c No. 20323439146

VALID UP TO ₹ 10 LACS AT NON-HOME BRANCH FOR NON-CASH TRANSACTION ONLY

SB ACCOUNT
PREFIX :
1516200030

64193432302

RUPA DEVI

MULTI-CITY CHEQUE Payable at Par at All Branches of SBI

Please sign above

Rupa Devi

⑈591616⑈ 834002507⑈ 000774⑈ 31



(06311)-LODHMA
PO-KURRA
DIST-KHUNTI, JHARKHAND 834004
Tel : 11 Fax : IFS Code : SBIN0006311 SWIFT :

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रुपये RUPEES

अदा करें ₹

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PREFIX :
1516200030

64193432302

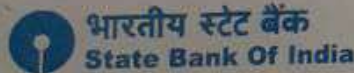
RUPA DEVI

MULTI-CITY CHEQUE Payable at Par at All Branches of SBI

Please sign above

Rupa Devi

⑈591615⑈ 834002507⑈ 000774⑈ 31



(06311)-LODHMA
PO-KURRA
DIST-KHUNTI, JHARKHAND 834004
Tel : 11 Fax : IFS Code : SBIN0006311 SWIFT :

वैधता 3 महीने के लिए है / VALID FOR 3 MONTHS ONLY
D D M M Y Y Y Y

PAY UACI Seeds & Biotech Pvt Ltd

या धारक को OR BEARER

रुपये RUPEES

अदा करें ₹

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SB ACCOUNT
PREFIX :
1516200030

64193432302

RUPA DEVI

MULTI-CITY CHEQUE Payable at Par at All Branches of SBI

Please sign above

Rupa Devi

⑈591614⑈ 834002507⑈ 000774⑈ 31

आधार - आम आदमी का अधिकार