

Kiran Kumar Hussain



UNIVERSAL AGRO CHEMICAL INDUSTRIES

16 No., India Exchange Place, 3rd Floor, Room No. 6,
Kolkata – 700001, West Bengal, India

Website: www.universalagri.net



APPLICATION FOR DISTRIBUTORSHIP

PART A: Basic Information of Applicant

- Name of the Organization* **BELAKU AGRO CENTRE**
SHANTIVARSANTE
- Full Postal Address for correspondence*
Type of Location: Office Shop Godown Residence
Street Name **BELAKU AGRO CENTRE**
VEERABHADRESWARA COMPLEX GUDUGALALE SHANTIVARSAN
P.O **SHANTIVARSANTE** District **KODAGU**
State **KARANATAKA** PIN Code **571235**
- Nature of the Entity*: Sole Proprietorship Partnership Private Limited Co.
Cooperative/ Society Others (Specify) _____
- Name of Representative*: Proprietor / Managing Partner / Director / Authorised Signatory
BHAVYA N M
- Telephone No:
Office /Shop Landline: (STD Code)
Residence Landline: (STD Code)
Mobile*: +91 **9845381997** WhatsApp Mobile: +91 **9113894688**
Email ID*: **Bhavyanm.bap@gmail.com**
- Preferred mode of communication: Email Ph Whatsapp
- Income Tax Permanent Account No*: **FMS PM 2581M**
- Is the applicant registered under GST*: Yes / No
- If yes, is the applicant registered under Composite Scheme of GST : Yes / No
- GST No **29FMS PM 2581M 120**
- Pesticide Licence No* **JDA/KD/PL/PE19-20446** Valid Up to* **31/2020-2021**
Issued By **JDA - KODAGU**
- Micronutrient Licence No* Valid Up to* / /
Issued By

Signature and Photograph of Person Authorized to Represent the Applicant



Name* **BHAVYA N M**

Gender*: Male Female

Relationship with applicant*: Owner Partner Director Others

for BELAKU AGRO CENTRE

Bhavya N. M.
Signature*
Proprietor

Date: **18 03 2023**

PART B: BUSINESS BACKGROUND OF APPLICANT

- 13) Year of Establishment: 2020
- 14) Number of years for which you are dealing in Pesticides / Micronutrients: 03
- 15) Are you a Distributor of any other company dealing in Pesticides*: Yes / No
- 16) 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 |
|-----------------------------|------------------------------------|-----------------------------|--------------------------------|
| Synergy Insecticide Pvt Ltd | 3 Years | manodyl m2 maxen | 10 Lakhs |
| Decan Agro chemicals | 2 Years | Dyphosate, Dichlor | 5 Lakhs |
| Agastha Agro Ltd | 1 Year | Alastel, Aalepid | 5 Lakhs |
| | | | |

- 17) Are you a Distributor of any other company dealing in Micronutrients*: Yes / No
- 18) 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 |
|--------------|------------------------------------|-----------------------------|--------------------------------|
| micro fact | | Green spray | |
| | | | |
| | | | |
| | | | |

- 19) 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 |
|----------------------------|---|---|-----------------------|
| Shanivarsanje | 0.50 cr | | 1. - 2. - 3. - |
| | | | 1. 2. 3. |
| | | | 1. 2. 3. |

- 20) 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 _____
 Seeds as Distributor of _____
 Others (specify) _____

- 21) Are you involved in any other businesses NOT related to agriculture*? Yes / No
- If yes, please share broad overview of the nature of business

Proprietor

PART C: MARKET INTELLIGENCE & SALES PLAN

22) For which area do you seek our Distributorship (Area of Operation)*?

Shanivao Sante

23) What are the main Crops that are cultivated in this area?

| Type | Crop | Approx. Area | Approx. Volume |
|-------------|--------|--------------|----------------|
| Field Crops | coffee | 5000 | 20 Cr |
| Field Crops | Ginger | 2000 | 10 Cr |
| Field Crops | maize | 1000 | 10 Cr |
| Vegetables | beans | 1000 | 05 Cr |
| Vegetables | Tomato | 1000 | 10 Cr |
| Others | | | |
| Others | | | |
| Others | | | |

24) Which are the key Herbicides sold in this area?

| Molecules | Crops | Key Brands | Approx. Volume |
|------------|------------|------------|----------------|
| glyphosate | vegetables | Salaste | 0.10 Cr |
| paraquat | " | maxon | 0.10 Cr |
| metazolin | " | mohera | 0.10 Cr |

25) Which are the key Fungicides sold in this area?

| Molecules | Crops | Key Brands | Approx. Volume |
|-------------|------------|------------|----------------|
| carbendazim | vegetables | paty | 0.10 Cr |
| metalaxyl | " | Tasmi 4 | 0.10 Cr |
| mancoszeb | " | m-hr | 0.10 Cr |

26) Which are the key Pesticides sold in this area?

| Molecules | Crops | Key Brands | Approx. Volume |
|------------------|------------|------------|----------------|
| chlorpyrifos | vegetables | cloro sand | 0.10 Cr |
| thiometon methyl | " | mohera | 0.10 Cr |
| imidacloprid | " | Amirida | 0.5 Cr |

27) Which are the key Micronutrients/ Crop supplements sold in this area?

| Products | Crops | Key Brands | Approx. Volume |
|---------------|----------|------------|----------------|
| Ascorbic Acid | All crop | Superzone | 0.5 Cr |
| Urea | " | Restmate | 0.5 Cr |
| | " | | |

28) What is your sales plan for our products in the near future*?

| | Name of the Product | Quantity | |
|----------------|---------------------|----------|--------|
| | | Year 1 | Year 2 |
| Herbicides | Desfer - 21 | 1 mt | 2 mt |
| Herbicides | L-minator | 1 mt | 2 mt |
| Fungicides | spua - 907 | 1 mt | 2 mt |
| Fungicides | cosamic 730 | 1 mt | 2 mt |
| Pesticides | unifor - | 1 mt | 2 mt |
| Pesticides | stark - 550 | 2 mt | 3 mt |
| Micronutrients | 200 m | 2 mt | 3 mt |
| Micronutrients | chokole - chola | 1 mt Cr | 200 Cr |
| | | 1 mt Cr | 200 Cr |

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

Launch Paciling & New Product

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 90 days from the date of the invoice. The company may offer Cash Discounts for paying dues within 90 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 not accept any Sales Return unless the material supplied were damaged in transit. For returning such damaged materials, the company follows a 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 SO 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 customer.care@universalagri.in or by calling the Customer Care Helpline at +91 8336929010.
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.

Bhavya N.M
BELAKU AGRO CENTRE
 Veerabhadreshwara Complex
 L J Bakery, opposite
 Gudugalale
 Shanivarsante - 571235
 Mob:- 9113894688, 8310744169

I, BHAVYA. N.M 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

For BELAKU AGRO CENTRE

Bhavya N.M
Proprietor

(Signature of Representative of Distributor*)

For BELAKU AGRO CENTRE

Bhavya N.M
Proprietor

(Stamp of Distributor*)

Date: 18/03/2023

Place: Shanivarsante

| Name of Company Official | Signature of Company Official |
|--------------------------|-------------------------------|
| <u>Kiran Kumar. C.L</u> | <i>[Signature]</i> |


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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 | 2 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 6 | | |
| 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 Pesticide 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 | | |
| | Signed copy of Pesticide 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 | | |
| | Existing Distributor of UACI Seeds & Biotech/ Swarna Seeds | | |
| | Effect on Existing Network | | |
| | Name of the nearest distributors (can be more than 1) | | |
| | Distance from the nearest distributors | | |

| | |
|--|----|
| Proposed Business Volume for this FY (in Rs Lakhs) | 10 |
| Credit Limit Required (in Rs Lakhs) | 05 |

| | |
|--|--|
| Approved By: (all forms have to be approved by respective GICs) | |
| Name of Company Official | Signature of Company Official |
| m. Ganesh | m. Ganesh |
| Prabha Kumar |  |