



ANNUAL REPORT 2018 - 19

INDO US BIOTECH LTD



SAFE HARBOUR STATEMENT:

In this Annual Report we have disclosed forward-looking information [within the meaning of various laws] to enable investors to comprehend our prospects and take informed investment decision. This report and other statements-written and oral-that we periodically make, contain forward-looking statements that set out anticipated results based on the Management's plan and assumptions. We have tried wherever possible to identify such statements by using words such as 'anticipated', 'estimate', 'expects', 'projects', 'intends', 'plan', 'believes' and words of similar substance in connection with any discussion of future performance.

We cannot guarantee that these forward-looking statements will be realized, although we believe we have been prudent in assumptions. The achievement of results is subject to risk, uncertainties and even inaccurate assumptions. Should known or unknown risks or uncertainties materialize or should underlying assumptions prove inaccurate, actual results could vary materially from those anticipated, estimated or projected. Readers should bear this in mind.

We undertake no obligation to publicly update and forward-looking statements, whether as a result of new information, future events or otherwise corporate information.

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Indo US Biotech Ltd An ISO 9001-2008 company is involved in crop research & development through breeding, production of seeds, processing, packing and marketing of high performing hybrid and open pollinated varieties of agricultural crops. Indo US Biotech Ltd was originally incorporated on 4th feb 2004 having its corporate office at Ahmedabad, Gujarat, it takes special care to ensure that only the best products go to them through sophisticated testing methods. It also ensures that seeds dispatched to different geographic locations perform well in the Agro climatic and Agro ecological conditions of those location. Indo US Biotech Ltd is specialized in the research and development production marketing and sales of all types of agriculture seeds. It is also engaged in educating the local farmers by demonstration of various cultivated research crops and giving the weight to cultivated the crop which are having better yield. It is having India's second and Gujarat's first seeds testing laboratory. It holds a leading position in acquiring the authorization of ISO 9001:2015 certificate of agriculture seeds company and has been registered as member of national seeds corporation.

Currently Indo US Bio-Tech LTD is one of the fastest growing seed company in India with a large network of over 2500+ distributors and dealers spread across the country. With over 883 employees and a strong product line of hybrids. The company is poised to go greater heights with its renewed focus on R&D and strong intent to invest in innovation by the management to deliver all brand promises.

Indo us Biotech Ltd has its own **R & D Center** which is approved by **Department of Scientific & Industrial Research, New Delhi** for research & development program. It has entered into an agreement with Gujarat state seeds cooperative marketing federation limited the biggest marketing cooperative in Gujarat to sell the products of company. It also holds the rate contract for vegetable seeds with MP. Agro industrial development corporation for supply to MP state government. it also holds rate contact for vegetable seeds with Chhattisgarh government.

With one of the largest anthologies of crop germplasm in the country, INDO US draught and disease resistant as well as high yielding hybrid and varietal portfolio includes Cotton, Sponge gourd, Bitter gourd, Bajra, as well as vegetable such as Tomato, Okra and gourds.

Year on year Indo US Biotech Ltd has been making great and delivering results and have been strides in its aggressive growth journey by focusing on.

Maintaining strong relationships with the farmers as well as channel partners, Delivering value to all stakeholders. Exceeding customer expectations in quality, responsiveness and delivery Upholding a commitment to corporate citizenship by way of handholding farmers Building and retaining a diverse pool of talented employees An aggressive R&D and research focus to incessantly deliver the best of science. An experienced management known as trendsetters in the seeds sector.



MR. JAGDISHBHAI D. AJUDIA
CHAIRMAN & MANAGING DIRECTOR

CHAIRMEN & MANAGING DIRECTOR MESSAGE

I am happy to share INDO US Seed's performance and highlights for FY2019. Today, one of the biggest challenges of the 21st century is to provide food for fast-growing world population, sustainably. As part of our business philosophy, at INDO US Seed we are constantly innovating to help farmers to get higher yields and to mitigate challenges.

However, adequate crop production in India is linked with a number of factors today. A depleting eco-system with challenges related to availability of more arable land for different crop production across topographies, fast urbanization scarcity of water for irrigation and looming temperatures, rainfall deficit and other natural factors.

Agriculture continues to remain mainstay of economy from employment and livelihood perspective. therefore, Our Company consistently focuses on changing preferences and needs of farmers, adding value to its products and cautiously addressing the environmental concerns. Our Company is engaged in diverse business activities Seeds with futuristic needs to meet the aspirations of farmers, that are suitable under various agro-climatic conditions so as to sustainably drive high yields and improve farmer's income. Improved seed quality will play a key role for food

Security in order to sustain agricultural productivity. Rising global population has cascading effects, not only for increased food requirement, but also on availability of land and water to ensure sustainable agriculture produce. Also understanding the customer need is critical to food security today.

Seed Technology, are today unmatched in the industry in terms of infrastructure, intellectual capital and machinery. We further increased the manpower in scientific research across our multi-crop portfolio. A clear road map for R&D has been drawn to produce the innovative



MR. JAGDISHBHAI D. AJUDIA
CHAIRMAN & MANAGING DIRECTOR

CHAIRMEN & MANAGING DIRECTOR MESSAGE

A TRUSTED BRAND

Most of our hybrid seeds expand the addressable acreage with their ability to produce under biotic and abiotic climatic conditions of the country. Over the years we have positioned ourselves credibly in the market place due to creation of INDO US Brand's salience by delivering the right products at right place. For instance, the two hybrid cotton seeds Indo US 955 and Indo US 927, which we introduced in 2010 and 2011 respectively, still garner sizable market share.

PEOPLE FIRST

More than 51 people at INDO US are responsible for the growing success of the organization. Their knowledge, commitment and expertise have helped bring our futuristic innovation to life. They are integral to our vibrant business model assisting and collaborating with the farmers located at the last mile of our country. We excel to build deeper relationship with our employees and work seamlessly to improve our performance and drive market leadership.

SOCIAL SUSTAINABILITY

At INDO US Se, social responsibility and sustainability remain at the core of everything we do. Our team of volunteers undertake various projects and initiatives to address the underprivileged community in rural areas, across fields like education, agriculture and skill development etc.,. Social inclusion and community engagement form an important element of our business model and we are passionate to make a positive difference in various ways we can.

ROAD AHEAD

As we remain steadfast on our future targets, I would again like to reiterate the insights and expertise of our team across the operations of the Company. I would also like to thank the farmers, who continue to repose their faith and trust in our company.

We shall continue to invest in innovation and drive sustainable agriculture development of the nation. I thank the Board's and leadership team's hard work and commitment for their stewardship and contribution for INDO US' sustained growth. I would also like to acknowledge the investors for their ongoing trust and support, enabling us to take strategic long-term decisions that ensure value-creation in the foresight.



BRIEF PROFILE OF OUR PROMOTERS



MR. JAGDISH DEVJIBHAI AJUDIA IS THE CHAIRMAN AND MANAGING DIRECTOR OF THE INDO US BIO-TECH LIMITED HAVING AGRICULTURAL BACKGROUND FROM THE BEGINNING. MR. JAGDISH D. AJUDIA PROVIDED STRONG LEADERSHIP WITH HIS RICH EXPERIENCE, KNOWLEDGE AND WITH HAVE LONG VISIONARY. HE START AND DEVELOPED THE COMPANY WITH FULL FLEDGE R&D ACTIVITIES, PROMISING VARIETIES RELEASED IN VEGETABLES AND FIELD CROPS. THE SECOND ESTABLISHED STRONG MARKETING NETWORK NUMBERS OF DEALERS ARE ACTIVE IN MARKET TO SELL OUT THE COMPANY'S PRODUCTS IN ENTIRE COUNTRY AND ABROAD. UNDER VARIOUS SCHEMES OF THE STATE GOVERNMENT, THE COMPANY DID SIZABLE WORK. IN SHORT LAST TEN YEARS UNDER HIS LEADERSHIP THE COMPANY DEVELOPED LIKE ANYTHING AND HAS MADE REMARKABLE PROGRESS IN AGRICULTURE SEED INDUSTRIES.



MRS. MALTIBEN JAGDISHKUMAR AJUDIA HAS COMPLETED BACHELOR OF BUSINESS ADMINISTRATION FROM SAURASTRA UNIVERSITY. SHE RENDERED HER SERVICES IN THE DIFFERENT DEPARTMENTS OF COMPANY, SET UP THE PROPER WORKING SYSTEM AND GUIDED THE STAFF WELL. WITH HER SINCERE EFFORTS, KNOWLEDGE AND EXPERIENCE, THE COMPANY MADE AN OUTSTANDING WORK IN GOVERNMENT PROJECT RKVY (RASHTRIYA KRUSHI VIKAS YOJNA) IN YEAR 2013 & 2014. SHE HAS ALSO PLAYED A VITAL ROLE FOR OBTAINING REORGANISATION AND REGISTRATION WITH DEPARTMENT OF SCIENTIFIC AND INDUSTRIAL RESEARCH (DSIR) GOVT. OF INDIA, NEW DELHI.



MS. PRIYANKA JAGDISHBHAI AJUDIA IS PURSUING COURSE OF BACHELOR OF AGRICULTURE (B.Sc AGRI.) AT RAI UNIVERSITY AT DHOLKA, DIST: AHMADABAD. APART FROM HER STUDY SHE ALSO TAKES KEEN INTEREST IN THE ACTIVITIES OF R&D CENTRE, GOING THROUGH THE FEEDBACK OF DEALERS/DISTRIBUTORS/FARMERS, THEIR GRIEVANCES AND ITS SOLUTIONS.



NUMBERS THAT MATTERS

3534.79

Revenue from operations (H Lakhs)

2,827+

Land under seed production across India
with different Agri-climatic conditions

45,154+

Seed growers across 12 different
Agro- climatic zones in India

32.30%

EBIDTA margin

30,579

Cumulative warehouse space across
multiple locations in India (sq.ft)

145+

Site promoters working
with farmers 24x7

51

Employees

1,711

Retail and distributor touch points
across the country

25

Members in the R&D unit working towards
innovating futuristic product development

4

Countries of export

61

Total trial centers to conduct tests
of seeds under different condition

20+

Years of experience of top
m a n a g e m e n t



INDO US BIO-TECH LIMITED company has been registered in 4th February 2004 which is a specialized agriculture seed company with our own research station and marketing network. Our company also contributes in seed production bases, importing and exporting rights, solemnly dedicated to the welfare of farmers, agriculture seed marketers & seed producers. Through sophisticated testing methods, the company ensures that seeds dispatched to different geographic locations perform well in the agro climatic & agro-ecological conditions of those locations. Ultimately this is beneficial to the farmer's economy and thus indirectly it is becoming part of Green Revolution of India. **INDO US BIO-TECH LIMITED** possesses certificate of compliance for production processing and marketing from International Certification Services. Government of India has issued the certificate of registration with NSC as seed importer in accordance with new policy on seed development of Govt. of India. Company is not only serious about quality of seeds but also prompt sincere services to customers which satisfied both in India and abroad. Company has received testimony from one of the customers.

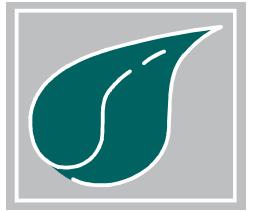
In house R&D unit of M/s **INDO US BIO-TECH LIMITED** has get certificate **Department of Scientific & Industrial Research (DSIR)** govt. of India, New delhi .

Mr. Jagdishbhai D. Ajudia is the Managing Director of this company. He has vast experience in research activities and marketing network.

Activities of Research and Development Centre

- Collection, maintenance, multiplication and evaluation of germplasm.
- Maintenance and multiplication of parental lines.
- Like this production and multiplication seeds of improved variety /hybrid
- Maintenance / multiplication and purification of varieties and parents of public and private hybrids.
- Production of Breeder / Foundation seeds of parents of hybrids public / private.
- Production, processing, certification and marketing of notified and research varieties/hybrids.
- Like this conducting grow out /genetic purity /field evaluation tests
- Inspection of parental / foundation seed plots.
- In home training and HRD activities such as farmers field days / producers meet and distributors meet.





Indo-US
Agriseeds



DETAILS OF ONGOING PROJECTS OF R & D

Sr.No	Title & Scope of the R&D Project	Year in which started	Duration of the project	Estimated Project Cost(Rs. In Lacs)	Remark	Total (Lakh)
1	Development of High yielding variety cumin & Gram	2004	8 YEAR	25 Lakh	3	28
3	Development of High yielding variety vegetable	2005	8 YEAR	20 LAKHS	5	25
4	Development of Hybrid vegetable seeds variety in various crops	2011	9 YEAR	35 Lakhs	6	41.00
5	Development of high yielding and disease resistance variety in chilly crop	2017	5 YEAR	55 Lakhs	5.25	60.25
6	To make Boundaries for protection of R&D farm	2018	8 YEAR	30 Lakh	35 Lakh	65 Lakh
7	Cumin Wilt resistance and watermelon seed for better quality assurance	2019	8 YEAR	2.25 Lakh	Under Process	