VARDAAN BIOTECH LIMITED

हरियाली से खुशहाली तक

Vardaan Biotech Ltd.

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OUR PRINCIPLE : "Work Together and Grow Together"

ABOUT US :

Founded and established in Year 2007 & Registered Office in C-2/1, MAHANANDA NAGAR DEWAS ROAD UJJAIN MP 456010 IN, with a certified Corporate Identity Number- U15495MP2007PLC020132. The Company is in aforesaid business of seed processing and has established a separate identity and name for itself in Seeds Processing Industry. The Company operates with the sole motive and goal of Production High Quality Seed.

Vardaan Biotech Limited (Formely Vardaan Biotech Private Limited) is among the top ten ‘Seed Processing Unit’ in Madhya Pradesh. The Quality seed of the unit has formed as a brand image and gained popularity among the famers and has became a symbol of profitable farming business.

ABOUT THE DIRECTORS:

- **Mr. Lokendra Singh Rajput**, the Managing Director of the Company, has graduated from Bachelor of Science in Agriculture, Post graduated from Master of Business Administration (Marketing) and pursued export , import diploma in agriculture. Under his dynamic leadership, he has taken the Company to its optimized Zone by achieving the awards of "Fastest Growing Indian Company Excellence Award" by Indian Economic Development & Research Association, " Outstanding Achievement Award for Business Excellence" on the occasion of 10th INTERNATIONAL ACHIEVERS SUMMIT ON GLOBAL CORPORATE ACHIEVEMENTS AND SOCIAL RESPONSIBILITIES for his entrepreneurship. He has been associated with the Company since its inception as promoter. He is responsible for the overall working of the Company and is instrumental in making strategic decisions for the Company. Besides this, Mr. Rajput is an eminent individual and is part of various Social Activities and always stands as an Inspiration for Youth Generation Of India.

MR. LOKENDRA SINGH RAJPUT

- **Mrs. Rashmi Rajput,** The Executive Director of the Company has been post graduated from Master of Science in Library Science. She is one of the most Versatile Woman Entrepreneur and has taken the company to its Height by achieving "WOMEN ENTREPRENEUR EXCELLENCE AWARD" on the Occasion of 10th International Achiever Summit held at Bangkok. She is associated with the Company since its inception as promoter. Other than this She is active in the field of Social Activities and always looks for new era for Company Growth and Standard.

MRS. RASHMI RAJPUT

- **Mrs. Pushpa Rajput**, the director of the Company is an Agriculturist and has provided the Company her support for the growth and expansion. She is always ready to serve the Company by her presence and under her guidance the Company is getting opportunities to grow and expand.

MRS. PUSHPA RAJPUT

Overview of the business

- Vardaan Biotech Limited is located in the central India i.e. Madhya Pradesh. The company is in the business of seed Production and Marketing since 2004 and has establishes a separate identity and name for itself in Seeds Production, Processing and Marketing Industry .The company operates with the sole motive and goal of producing High Quality Seed with the following objectives:
- Supply of quality seeds at the doorstep of the farmers at the reasonable price;
- Reduction in cultivation cost of quality seed production with pollution free organic farming;
- Technical and economic strengthening of seed growers;
- Making the required seeds of latest varieties available at the right place, at the right time and at the right price.

Vardaan Biotech Limited is top' Seed Production and Processing Company in Madhya Pradesh with a annual turnover in the Financial Year 2019-20 of over Rs. 50 Crore having its registered office in Ujjain of Madhya Pradesh.

The Best Seeds of the company has formed as a brand image and gained popularity marketed through the chain of wholesalers and retailers spread all over in Madhya Pradesh as well as in States like Bihar, Jharkhand, Uttar Pradesh, Rajasthan, Chhattisgarh, Telangana, Maharashtra.

Evolution/ Business growth and history of the business of the company since 2007.

The Company was incorporated in 2007-08 under the Companies Act, 1956 and registered with registrar of Companies , Madhya Pradesh and Chattisgarh with main object of “To carry on the business of manufacturers, processors, grading, sorting, cutting, seeding, packing, grinders, millers, producers, extractors, job works, refiners, agents, buyer, traders, importers, exporters, stockiest distributors, selling agents, representatives commission agents, general brokers farmers, cultivators, producers dealers of or otherwise deal in all kind of seeds of and pulses, spices, cereals, wheat, seeds, oleaginous substance, oil seeds, grams, rice, soya beans and all kind of grains and its allied products, oils seeds & their products, vegetables, fruits, fruit pulp including all kinds of fresh/frozen/dehydrated and tin packed vegetables, agro products fruit, jams , jellies, pulse juices , squashes, sauces, soya products, pickles, tea, coffee, herbal plantation, horticulture, floriculture, sericulture, pussculture, forest produce, food products in raw, finished or semi finished form oil cakes, seed crushers, oil extractors, Animal feeds, poultry feeds, compounded or mixed feed, concentrates, mineral, vitamins, proteins, minerals mixture, animal proteins, molasses and by- products and to carry on the business of manufacturers and sellers, dealers, stockiest, distributors, agents of all kinds of equipments used in agriculture and all jobs allied thereto”.

Business Growth of the Company in various parameters

Turnover

From financial Year 2009-10 to financial year 2019-20 the Company has recorded the CAGR in the turnover at the rate of

Sr. No.	Year	Amount (Gross Receipts)
1	2008-09	NIL
2	2009-10	26,000
3	2010-11	3,09,70,631
4	2011-12	12,63,66,026
5	2012-13	4,57,27,190
6	2013-14	6,19,50,271
7	2014-15	11,32,54,383
8	2015-16	16,84,72,960
9	2016-17	17,78,95,689
10	2017-18	23,13,49,788
11	2018-19	20,00,27,593
12	2019-20	50,61,28,585

Profit after Taxes

Similarly the company has achieved the growth rate at the rate of from financial year 2009-10 to financial year 2019-20.

Sr. No.	Year	Amount (Profit after Taxes)
1	2008-09	-7836
2	2009-10	13702
3	2010-11	14419
4	2011-12	103866
5	2012-13	95,143
6	2013-14	153429
7	2014-15	251943
8	2015-16	270680
9	2016-17	381833
10	2017-18	15,65,994
11	2018-19	26,62,104
12	2019-20	42,23,266

Market Area (PAN INDIA PRESENCE)

The Company started operating from Madhya Pradesh and now have spread its customer base in the following States:

- Maharashtra
- Bihar
- Chhattisgarh
- Jharkhand
- Rajasthan
- Uttar Pradesh

Organization Structure- Corporate Structure

The Company was incorporated in 2007-08 under the Companies Act, 1956 as a Private Limited Company and registered with registrar of Companies, Madhya Pradesh and Chhattisgarh. With effect from 15th January 2021 the company has been converted into Public company vide SRN R85205482 dated 15.01.2021 issued by Registrar of Companies ROC- Gwalior

Type of Seeds, Varieties and brief details in which the company deals are as follows

Hybrid Maize (In different variants)

- Single Cross
- Strong stalks suitable for high density.
- Duration 105 days to 140 days in Rabi Season

Hybrid Paddy (In different variants)

- Semi-dwarf Plant
- Medium slender grains.
- Wider adaptability with 69% shelling.
- Tolerant to blast, BPH and Grain moulds.
- Duration 100 days to 105 days (Kharif), 110 to 115 days (Rabi)

Type of Seeds, Varieties and brief details in which the company deals are as follows

Improved Paddy (In different variants)

- Medium Slender Grain
- Lengthy panicle with more number of grains.
- 10 to 14 tillers per plant.
- High Tolerance to disease.
- Duration 120 to 140 days.

Hybrid Bajra

- Late Maturing tall hybrid
- Good adaptability across the locations.
- Globular Grey coloured grain.
- Duration 80 to 85 Days.

Type of Seeds, Varieties and brief details in which the company deals are as follows

Hybrid SSG Ruby

- Stem is non-pigmented, medium thick with sweet juice,
- Leaves are long & medium board, smooth & soft with dull wihte mid rib.
- Inflorescence is long with very long peduncle, semi-loose with erect primary branches
- Glumes are red to purple in colour.
- Seed is partial red tinged; round to elliptical shaped & dimpled.

Hybrid SSG Moti

- Stem is non-pigmented, medium thick with sweet juice.
- Multicutting.
- Long internodes, & foliage is high.
- Leaves are long & narrow, smooth & thin with pale white mid rib.
- Glumes mahogany to purple in colour.
- Seed is white, non lustrous, round shaped, dimpled & medium sized.

Type of Seeds, Varieties and brief details in which the company deals are as follows

Improved Mustard

- Duration 11 to 120 Days.
- Medium height Plant.
- Cruciferous flower with yellow petals.
- Blackish brown: round; bold petals.
- Better oil percentage.

Improved Pea

- Plant height 70-85 Cms.
- Number of seeds 10-11 per pod
- Duration 80 to 85 Days.
- Green normal leaf.
- Flower light blue petal colour
- Seed Cylindrical shape with smooth surface.

Type of Seeds, Varieties and brief details in which the company deals are as follows

Improved Wheat

- Semi erect plant.
- Plant height 85-90 cms.
- Duration 100 days to 157 days.
- Grain colour amber.

Hybrid Tomato

- Strong Plant.
- Attractive Red Fruit
- Fruit weight 90 to 100 gsm.
- Good Firmness & Shelf life
- First Harvest 65 to 70 days.
- Tolerant to ToLCV and early blight.

Type of Seeds, Varieties and brief details in which the company deals are as follows

Hybrid Chilly

- Attractive shining light green.
- Good shelf life
- Cayenne type with wrinkles
- Number of seeds 6-7 per pod
- Hight Pungency 13 to 15 cms.
- Fruit Length with thickness of 1.2 to 1.4 cms.

Imported Coriander

- Good Plant Vigour
- Attractive dark green leaves.
- Stem does not break on bending.
- Suitable for multiple harvests
- First Harvest 25-30 days after sowing.

Type of Seeds, Varieties and brief details in which the company deals are as follows

Hybrid Okra

- High Yielder
- Attractive tender Dark Green
- Fruits Tolerant to YVMV
- Fruit Length 9 to 11 cm.

Rearch Okra

- High Yeilder
- Attractive tender Dark Green
- Fruits Tolerant to YVMV
- Fruit Length 9 to 11Cm.

Type of Seeds, Varieties and brief details in which the company deals are as follows

Hybrid Watermelon

- Early Hybrid & High Yielder
- Good Transport Quality
- Black Green fruits & fruit size 2.5 to 4 Kg.
- Crimson color flesh & good texture

Hybrid Ride Gourd

- Strong and Vigorous plant long with deep ridges fruit
- Attractive Green color fruit with length 25 to 35 cm
- Fruit weight 150 to 200 gms

Type of Seeds, Varieties and brief details in which the company deals are as follows

Hybrid Cucumber

- Strong plant with dense foliage
- Maturity 40 to 45 days.
- Fruit length 18 to 21 cm. & weight 175 to 225 gms.
- Diameter 3.5 to 5 cm. & smooth skin

Onion Nasik Red

- Grown in mainly Kharif Season
- Bulb colour dark red globular shape.
- Maturity after transplanting 90-110 days.
- Yield 250-300 qntls/ha

Type of Seeds, Varieties and brief details in which the company deals are as follows

Beans

- Plant bushy and strong type
- Fruit colour bright dark green & white seed.
- Pod stingless round shape with 15-18cm long flesh.
- First picking after sowing 40-45 days.

Write up about wheat, paddy, soya, maize and other main product:

- Wheat

Wheat is a cereal grain which is a worldwide staple food. The Company mainly deals in a wheat Seeds.

- Paddy

Paddy is a field used for growing Crops like Rice. In common parlance Paddy is a seed used for growing rice.

- Soya

The Company deals in trading of Soybean seeds which are used widely used for growing of edible bean, in common parlance this is known as soybean seeds

- Maize

Maize is cereal grain and is widely cultivated seeds. The Company is engaged in trading of Maize seeds of various variants.

Seeds production :(Hybrid, Research & Certified) with flow chart

Production cycle of the Seed production

Crop	Production cycle		Production area
	Planting Months	Harvesting Months	
Wheat	Oct -Nov	March -April	Directly Owned by the Farmers and the company enters into contract with farmers under the provisions of Seeds Act, 1966
Soya	Jun – July	Sep -Oct	Directly Owned by the Farmers and the company enters into contract with farmers under the provisions of Seeds Act, 1966
Maize	Oct .Jun , Fab	April- Sep – June	Directly Owned by the Farmers and the company enters into contract with farmers under the provisions of Seeds Act, 1966
Paddy	May - June-	Oct	Directly Owned by the Farmers and the company enters into contract with farmers under the provisions of Seeds Act, 1966
Bajra	June	Sep	Directly Owned by the Farmers and the company enters into contract with farmers under the provisions of Seeds Act, 1966
Wheat	Oct -Nov	March -April	Directly Owned by the Farmers and the company enters into contract with farmers under the provisions of Seeds Act, 1966

Writeup/detail information of the following

- **Breeder Seeds**

Breeder Seeds are approved by the Agriculture Universities. This seeds are supervised by the qualified plant breeders.

- **Foundation Seeds**

As soon as breeder seeds are approved by the Universities they are sent to farmers under the supervision of the Madhya Pradesh Seeds Certification Authority (MPSSCA.). The levels of the foundation Seeds are as follows:

- F-1
- F-2
- C-1
- C-2

State wise Production

The Company enters in agreement with famers having their land in following states:

- Gujarat
- Maharashtra
- Madhya Pradesh
- Telangana

- Hybrid Seeds
- Male Femal
- Research Seeds
- Agreement with Farmers
- The Company enters in agreement with farmers which contains various clauses such as price for buying seeds, time etc. The Pre-determined price decided in the agreements is above the MSP Price.

Quality Control in seed production

The Company has a robust system to control the quality of the seeds as per the specific requirement of the various governmental requirements.

- The quality is maintained Physically as well as through various machines and scientific techinques
- Inspection &Testing
- Seed Processing and Conditioning Facilities – also provide name & location of processing plants with back up and supporting documents
- Unloading, Testing , Pre cleaning- Dust, Cleaning-Light weight, Elevator Destoner remove stones, Gravity- Grading, Sortex Machine, Packing Section-60 Kg, 90 Kg as per requirement of Customers.
- Quality Control in seed condition – Quality control test
- Physical purity test
- Moisture test –Moisture machine
- Germination test –Paper soil
- Viability test
- Seed health
- GOT Grow Out Test-genetic test. Banglore

Seed Production Volumes in last 3 financial years and stub period

- Certified

State	Fiscal 2018	Fiscal 2019	Fiscal 2020	Stub Period
Madhya Pradesh (Wheat)	17913 Quintals	15528 Quintals	525523 Quintals	65824.55 Quintals
Madhya Pradesh (Soyabean)	2692 Quintals	8535 Quintals	7389 Quintals	47704 Quintals

- Hybrid & Research

State	Fiscal 2018	Fiscal 2019	Fiscal 2020	Stub Period
Telangana	548 Quintals	631 Quintals	672 Quintals	cal

MANPOWER STRENGTH

- Accounts: 05
- Administration: 07
- Production: 13
- Sales and Marketing: 22
- TOTAL :47

Strategies

- Investment in R & D
- Venturing into new products – new products in last 3 years (Certified/Hybrid/Research)
- Distribution Network
- Tie up with technology providers
- Marketing & sales promotion strategy

Seed development (Production) process

The harvested seed has various factors that affect its sowing, quality, and storability. These factors (inert matter, weed seed, other crop seed, immature seed, damaged seed, diseased seed and undersized seed) are to be reduced up to threshold level to improve sowing seed quality. All the operations from harvesting to storage are performed carefully to improve the sowing seed quality and longevity. Improvement in the physical quality of seed lot by removal of undesirable material and upgrading of seed quality through removal of damaged and undersized seed by mechanical devices with highest efficiency is defined asseed processing. It involves drying, pre-conditioning, basic cleaning and grading.

- Preconditioning: This is the operation that prepares a seed lot for basic cleaning. Equipments required for this operation is generally specific for individual crop. Some important preconditioning equipment is as

- A. Sheller It is made up of perforated steel sheet with concave structure to remove kernel (seed) of maize from cob. The perforated steel allows the seed to pass through and retain the cobs and its parts.
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- B. Huller It removes tightly fixed husk from seeds of grasses to facilitate in the process of sowing and germination. This process is known as hulling.
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- C. Debearder It removes awn and other appendages from seed of oat and barley that hampers processing of seed lot. This process is known as Debearding.
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- D. Scarifier It scratches the hard seed coat to facilitate process of germination by increasing exchange of water and oxygen in crops like lucerene, faba bean, and rice bean and this process is known asscarification.

Seed development (Production) process

- Basic cleaning: This step of seed processing removes the larger, smaller, lighter and thicker, adulterantsas compared to the crop seed, from the seed lot. It is done on the basis of weight, size, and density using cleaner with air screen. This involves following basic steps

- A. Grader It separates undersized seeds and coarse impurities viz., trash, soil pads etc. from the normal desirable seed on the basis of seed density and size with the help of screen of different mesh size and their vibration.

- B. Scalper High quantity of inert matter is present with seed after threshing, winnowing or pre conditioning. It is top most screen of a seed cleaner with larger holes than desirable seed size to remove the inert matter of larger size than the seed. This process is known as scalping.

- Grading: ClassificationC. Aspirator It removes lighter inert matter and adulterant from the crop seed with the help of air pressure and the process is known as aspiration.

- of a seed lot on the basis of commercial usages viz., size, shape, density, and colour is known as grading. It is done for further improvement of seed lot as finishing operation. Grading requires different types of separators to removes weed and broken and undesirable seeds.

The different type grading equipments are as follows.

Seed development (Production) process

- A. Disk separator Pieces of broken seeds, weed and other crop seed of round shape can be removed by the disk separators. It has a series of indented disk that are rotated inside a cylinder through which the seeds moves.
- B. Indented cylindrical separators It can separate the impurities especially broken seed, other crop seeds and weed seed that are either longer or shorter than the crop seed. It has two types of grading system as Forward grading- removal of impurities of shorter than the required seed size eg. Wheat, rice Reverse grading- removal of impurities of larger than the required seed size
- C. Gravity separators Gravity separators exploited the differences of density between the quality seed and undesirable seed. It employs the principal of floatation, in which the seeds are vertically stratified in layer on the deck according to their density by vibration. It improves the germination percentage of seed lot as it removes immature, broken, undesirable seeds.
- D. Spiral separators Difference in the roundness or shape of the seed are exploited in the in the spiral or dropper separators for removal of contaminants.
- E. Colour separators It can remove seeds of different varieties, crops or weed based on difference in the colour of the seed. Colour separator improves the genetic purity, seed health and separate out weathered and moisture damage seeds.
- F. Surface texture separators It removes inert matter based on the surface texture differences to removes rough texture weed and other crop seeds from smooth crop seeds.
- G. Magnetic separators It separates the small weed and other crop seed and mechanically damaged seed based on the differences in the seeds affinity for liquids

SWOT ANALYSIS

- **STRENGTHS:**
  - The Company is dealing in the base product of Agriculture, it's product is the first product used by the Farmer for Sowing after that other process of farming starts.
  - 75% of the population of India depends on Agriculture for Earning.
  - The Company is well settled with its new technique of agriculture with its skilled employees.
  - Most of the People are non technical in the seed business but the Company is headed by its Technical leaders who has in depth knowledge of agriculture.

- **WEAKNESSES:**
  - The Seed Business is dependent on Natural Climate due to which the Seed is exposed to Vulnerable Weather Conditions.
  - Most of the Agriculture Equipments are not Made in India due to which for more advanced technical agriculture equipment, the business has to be dependent on other countries.

- **OPPORTUNITIES:**
  - There is No Big Seed Company in Central India other than Vardaan Biotech Ltd for Seed Production, Processing and Marketing
  - The Seed Replacement Ratio is upto 25% only due to which the Company does not suffer the problem of increase in Sales Return Ratio.
  - There is a lot of opportunity for expansion in this business because the rivalry is less as compared to other business sectors

- **THREAT:**
  - As Farmers are not Literate Enough for understanding the Agriculture techniques, the Company lots of time cannot perform at its optimized efficiency due to which the production get reduced.
  - Farmers do not have knowledge about latest techniques of agriculture, so its sometime seems difficult to collaborate with them.

THANK YOU