

INDOGULF TIMES

NEWS & VIEWS

INTERNATIONAL
YEAR OF
MILLETS - '23

DEVELOPMENTAL
MARKETING
- TOOLKIT



INDOGULF
THE PERFECTION IS
AVAILABLE

GROW & SECURE
IN SAFE HANDS
FOR 3 DECADES



**IT IS PROUD MOMENT FOR ALL OF US
MY SINCERE THANKS TO ALL INDOGULFIANS**



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EDITION - X | ISSUE - FEBRUARY | YEAR - 2023



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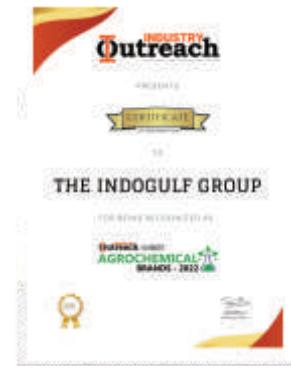
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INDOGULF TIMES

EDITION - X | ISSUE - FEBRUARY | YEAR - 2023

Advisory Committee :

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Managing Director : Shri Sanjay Aggarwal

Director : Shri Bhupender Kaushik

CEO : Shri Saurabh Abhiranjan

Vice-President : Shri. A.S. Negi

Vice-President : Shri S.K. Chaudhary

Vice-President : Shri. Sanjay Choudhary

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Pages in the *Indogulf Times* : 56



New Year is the time of new dawn, new beginning for exploring new horizons, new possibilities with new zeal, new energy in synergy with the previous year's learnings & yearnings.

As an Indogulfians, Year 2022 has been a remarkable year witnessing the initiation of several initiative and innings which has blossomed & will continue to fructify with our effort & enviable team spirit. Over the pages of this edition of IG times, you will witness the journey and milestones covered by us as Indogulfians in Year 2022 along with several insights shared by our colleagues.

Agriculture sector is crucial to the Indian economy as it provides employment to roughly half of India's workforce and accounts for 18.8 percent of country's Gross Value Added (GVA) [2021-22 at current prices]. As we swiftly march towards India @100 , Indian agriculture is at the cusp of a disruption based on technology, innovation, policy regulation, investment, and stakeholder behavioural changes across consumers to farmers.

With this perspective, Indogulf group continue to provide innovative solutions to farmers in crop nutrition as well as crop protection segment in the most sustainable way with purpose of 'The Sustainable Agriculture for Prosperous Farmer'. Marching ahead, developmental marketing activities will hold the key for increasing reach & engagement among farmers for disseminating the mantra of RRR – Right Agri-inputs at the Right Dosage at the Right Time.

As an Indogulfians, we all are fortunate to be present at the time when, with our effort and team spirit, will witness the catapulting of Indogulf Group to the next level. It is time to celebrate our past laurels and strive further to achieve more landmarks.

We wish our readers all the best for the New Year - 2023 and for all their endeavours

Sunnil Kummar



REFLECTION FROM THE **GROUP CHAIRMAN**

Wishing you, your family and friends a wonderful new year 2023!!

The past few years has highlighted the importance of Agriculture and the role of Agri-inputs for the reasons of Food Security. Indian Agriculture & the Allied Industries would play a pivotal role in these years of further globalization.

The increasing population will globally increase the demand for quantity and quality of food with variety. Hence pressure on decreasing available cultivable land to produce more quantity, variety and quality of food will keep on increasing. Therefore, future agriculture will more be guided by technology. The rapid evolution of technology in agriculture makes it more innovative and challenging as well.

With these developments happening all across the globe, Indogulf Cropsciences Ltd would be required to play a key role as we have been doing in the past. Branding, Manufacturing, Research [Field & Laboratory] will continue to be our focus areas.

Our strategies are helping us on all the fronts related to business – be it **PEOPLE, PROCESS or PRODUCTS**.

We were, we are and we will always be committed to our objectives related to Farmer's Prosperity, Soil Health, Sustainability and Food Security.

Grow and Secure in Safe Hands.

Warm Regards,
O.P. Aggarwal
Group Chairman

MESSAGE FROM THE DESK OF MANAGING DIRECTOR

Indogulf has a dynamic and experienced team which is constantly striving to take the Company to new heights. The Company is oscillated to the pinnacles of success with its futuristic approach towards business with innovation and new technology.

We work hard to give our people, what is important to them which include:-

- A position as a valued team member
- A voice for improvement and suggestions
- Recognition for hard work and good performances

Indogulf is a prominent name in its business segment, but like every entrepreneur sticks to their dream; I always push my company to more prosperous milestones. More than being a global player, I always perceived my company as a unit that could make a difference with its quality and competitively priced products.

Agriculture in this era is about food security for everyone across the globe. It is estimated that India's agriculture sector accounts only for around 14 percent of the country's economy but for 42 percent of total employment. As per the latest updates food grain production has increased from 308.65 million tonnes in January 2022 to 315.72 million tonnes in December 2022 which is the highest ever food grain production.

'Currently, India is the world's 4th largest producer of agrochemicals and has emerged as the 13th largest exporter of pesticides globally'. This statement clearly indicates the potential and the trend both in the domestic and overseas markets.

The future will see use of sophisticated technologies such as temperature and moisture sensors, aerial images, and GPS technology in Agriculture. These advanced devices and precision agriculture and robotic systems will allow farms to be more profitable, efficient, safe, and environmentally friendly.

For us as an organisation, this Year will be a flagship year. The opportunities are big but demanding as well.

We believe in ourselves, our abilities, our dedication and hard work will help us to accomplish all our goals.

Warm Regards,

Sanjay Aggarwal
Managing Director





Bhupinder Kaushik
Director

"Accomplish Your Dreams"

We all set a journey into this New Year with high hopes and million dreams. I thank all Indogulfians for your contributions that brought us where we are. Wishing for more of the same from every one of you. We will be stuck together through thick and thin. I hope your happiness scales off the charts and you conquer all those goals that are on your wish list. I wish you all the success and prosperity in the New Year 2023.



Saurabh Abhiranjan
CEO

New Year out forth new roads to success and provides you with opportunities to give wings to your unfulfilled desires. Make your dreams come true with the rise of another beautiful year.

Happy New Year 2023!!!



Arvind Kumar Sharma
Advisory Director

I can't express how amazing you all have been with your works and actions as well. We are so proud of you.

Wishing a happy new year 2023 to you and your family!!!



Sanjay Chaudhary
VP (Strategic & Corporate Affairs)

I take this opportunity to wish 'Happy New Year' to the most supportive and wonderful colleagues.

Enjoyed the past year with you and may the coming year bring more happiness, love, joy, blessings and success to our lives.

Let all our dreams take flight in the New Year.

Praying that we all have a truly remarkable and blissful year ahead.

Thinking of you and your family and wishing you all a year that outshines the rest.

Happy New Year 2023!



Anand Singh Negi
Vice President (Marketing)

I dedicate all my Success of 2022 to my colleagues for their tireless efforts and support. Looking forward to another year filled with great success and new adventures. May all your hard work pay off and you receive all the sweetest rewards you deserve in life. Happy New Year!



Surinder Kumar Chaudhary
Vice President (Marketing)

A year with a lot of work and effort is behind us. The business results achieved testify to the fact that the effort has paid off. Thank you very much for this great work.
We wish you all a very Happy New Year -2023!!!



Ashish Goel
GM-Procurement

Looking forward to another year filled with great success and new adventures. May God bless us all with good health and happiness.
Happy New Year 2023!!!



Manoj Gupta
CFO

Never aim for less for you can achieve the best. May you work hard to achieve your goals and make the new year a milestone in your career.
Wishing you a Happy New Year 2023 !!!



Azadi Ka
Amrit Mahotsav

भारत गाथा

11th February, 2022



mD Sir Birthday Celebration



Guest of Honour





श्वेय चेयरमैन सर के जन्मदिवस के पावन अवसर पर नाथूपुर फैक्टरी प्रांगण में आज सुन्दरकांड पाठ, पूजन हवन व भंडारे का आयोजन किया गया व प्रभु चरणों में उनके स्वस्थ, सफल व दीर्घ जीवन की प्रार्थना की गयी ।



Business Partners in ICSCE 2022 First Exhibition Since Covid

14th & 15th February, 2022



INDOGULF CROP SOLUTIONS LTD.

16th INTERNATIONAL CROP SCIENCE CONFERENCE & EXHIBITION

MEET US IN DUBAI
BOOTH NO. 46
14 - 15 February 2022



INAGURATION TECHNICAL PLANT-2 @ NATHUPUR



STAFF MOTIVATIONAL MANALI TOUR



South Rajasthan Greet & Meet

26rd April, 2022



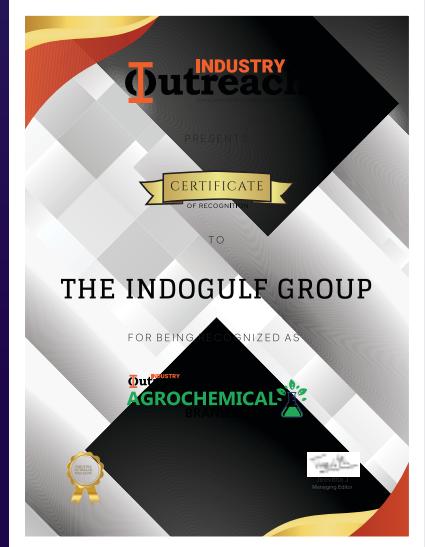
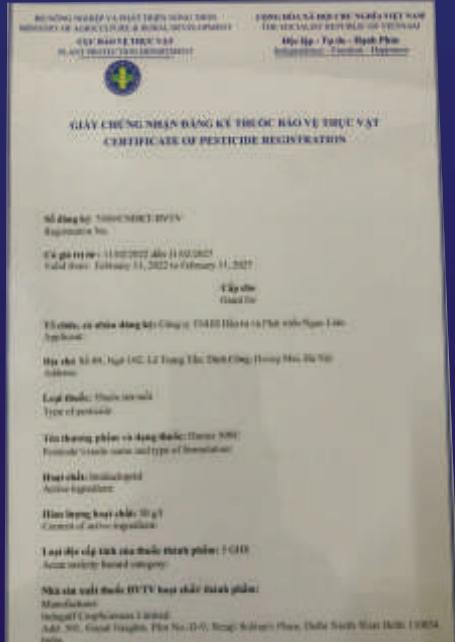
@mountabu

INDOGULF

INTRODUCES IT'S 2ND PATENTED BOTTLE



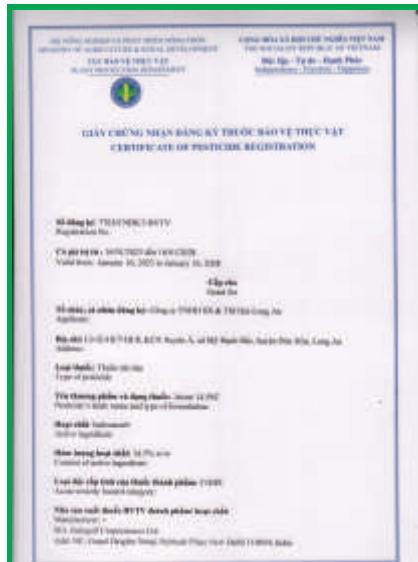
ACHIEVEMENTS 2022-23



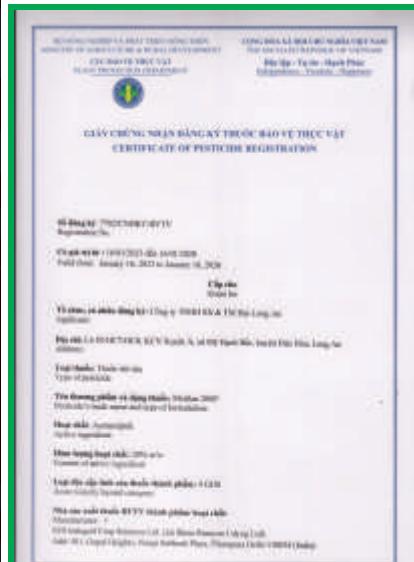
ACHIEVEMENTS 2022-23

Certificate of pesticide registration in Vietnam :

Indoxacarb 14.5%SC

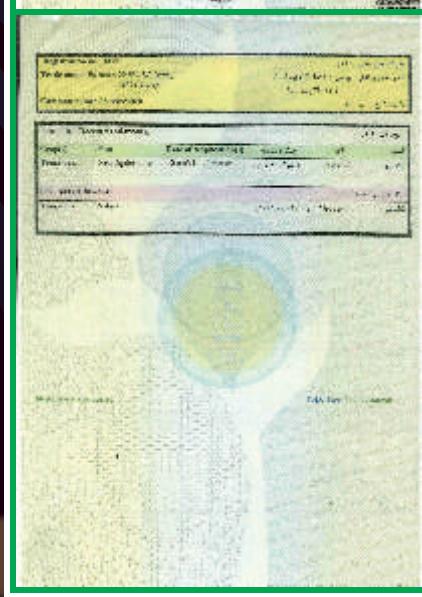


Acetamiprid 20%SP



Certificate Registered in Egypt

Spiromesifen 24 SC



INDOGULF

KEEPING ITS MAST HIGH WITH REGISTRATIONS

Indogulf is very much aligned with the mission of the government of India – **MAKE IN INDIA** and for this reason has been focusing on all aspects which can lead to manufacturing upgradation both in terms of quality and scale of production. The bullet points are:-

- Technological upgradation of the technical synthesis plant. This has led both to increased production and has added to manufacturing of additional products.
- Two facilities are dedicated for the manufacturing of formulations.
- One facility is being upgraded for the purpose of Crop Nutrition products.
- R&D laboratories set up for in-house studies of both Crop Protection and Crop Nutrition products at all the facilities.
- Full Fledged R & D Laboratory certified by NABL
- Laboratory Level, Pilot & Farm level research by a team of highly qualified chemists & scientists.
- GLP data available for more than 20 Technical & 40 Formulations.

Full data support and expertise in registration.

Available GLP registration data viz. 5 batch report, toxicity studies, Physical-Chemical properties.

We also offers any tailor-made combination formulations.

U.N. Approved packaging.

INDOGULF under different clauses of Insecticide Act holds more than 500 Registration.



INSECTICIDE

Albamecalin
Acetamiprid
Bifenthrin
BPMC
Fipronil
Imidacloprid
Lambda Cyhalothrin
Spiromesifen
Thiomethoxam



HERBICIDE

Bispyribac Sodium
Prestilachine
Metribuzin
Sulfosulfuron
Cldinafop-Propargyl
Paraquat-Dichloride
Pyrazosulfuron Ethyl



FUNGICIDE

Azoxystrobin
Difenoconazole
Tebuconazole



SAFENER

Cloquintocet Methyl (Safener)

BUDGETING RULE – PERSONAL FINANCE

No matter where you are in your financial journey, a budget is key to ensuring you're set up for success.

Here I am going to share a simple but important rule that can help you with a reasonable budget that you can stick to over time in order to meet your financial goals accordingly.

The rule is to split your after-tax income into three categories of spending i.e., 50% on needs, 30% on wants, and 20% on savings.

NEEDS – 50%

Needs are those expenses that you absolutely must pay and the things that are necessary for survival. Half of your after-tax income should be all that you need to cover your needs and obligations.

WANTS – 30%

Wants are all the things you spend money on that are not absolutely essential. Basically, wants are all those little extras on which you spend money to make life more enjoyable and entertaining.

Savings – 20%

Finally, try to allocate 20% of your net income to savings and investments. You should have at least three months of emergency savings in your hand for an unforeseen event. After that, focus on retirement and meeting other financial goals down the road.

Life should be enjoyed, and it is not recommended to live like a Spartan, but having a plan and sticking to it. It will allow you to cover your expenses, save for retirement, all at the same time while doing the activities that make you happy. Saving should be invested in such a way that it increases.

Investments should be divided in two parts, i.e., Low Risk & High Risk. Eighty percent should be in Low – Risk investment & 20% can be invested in High – Risk investment.

Segments of Low-Risk Investment:

1. Fixed Deposit
2. Post Office Scheme
3. Systematic Investment Plan (SIP)
4. National Pension System (NPS)
5. Recurring Deposit (RD)
6. Public Provident Fund (PPF)

Segments of High-Risk Investment:

1. Shares
2. Gold

Low Risk Investment reduces the gap of inflation and keep the investment ready for necessary.

High Risk Investment is as the name suggests has the risk but if managed intelligently, its return is also high.

For a Salaried person it is difficult to save the money but managing the finance is need of the time.

To keep the things better, there are seven steps:

- Understand your Current Financial Situation
- Set Financial Goal
- Creating Budget
- Create Emergency Fund
- Pay off High Interest Debt
- Save for retirement
- Establish a Regular Progress Report Schedule

Excerpts from "All Your Worth: The Ultimate Lifetime Money Plan" by Elizabeth Warren, US Senator

Compiled by **Manoj Gupta & Sunnil Kummar**

समृति दिवस



In Memory of
Smt. Abhilasha
Aggarwal ji
26th September, 2022





अबामाइट

खत्म करें सारे माइट



मेरे पास
अबामाइट है

ना कोई माइट
ना कोई मङ्गरीया
ऐसा क्या है तुम्हारे पास?



ABAMITE™

ABAMECTIN 1.9% EC



- ❖ ट्रान्सलामिनर क्रिया
- ❖ फाइटोटॉनिक असर
- ❖ लम्बे समय तक नियंत्रण
- ❖ तुरंत सुरक्षा प्रदान करता है

Flag Hosting of **JAGO KISAN JAGO** done in presence of Hon'ble Nitin Gadkari, Minister of Roadways & Transport of India & Hon'ble Abdul Sattar, Minister of Agriculture, Maharashtra @ Nagpur on 11th September, 2022



West Bengal Greet & Meet

27th July, 2022



@JWMarriott, Kolkata

South Greet & Meet

5th September, 2022



IT - IN THE DAILY LIFE

Lokesh Jindal

The "Information technology" or "I.T." is made up with two words. Information and technology. We understand both words are important. Information is knowledge & data and technology is methodology involved. In short, Information technology is a method of storing, sharing and receiving information using electronic equipment.

Digital is how you utilize information technology to communicate and build relationships with employees, customers and other stakeholders online. Distinction between digital and IT is that digital is concerned with the content distributed through technological channels and that IT deals with the hardware that facilitates the distribution.

Digital technology is playing a vital role in our day-to-day life. In supermarkets, it helps for faster processing of films. In the field of agriculture too, IT is playing pivotal role inform of Digital Technology viz., a digital moisture meter records the moisture in the soil and tells when irrigation should be done.



ADVANTAGES

If we talk about the advantages of Information Technology, it has multiple benefits for all. In fact, we cannot say a complete number because it keeps evolving and present us with new benefits. You can't even know about the many benefits you are taking advantage of. For example, A.T.M. Cards, Aadhar cards, UPI, FasTag etc. are the latest technologies.

DISADVANTAGES

Nothing in this world exists without disadvantages. Information technology has also various disadvantages. Like Data security, virus, Health concerns, People are easily distracted, etc.

WAYS TO KEEP SAFE AND SECURE

- 1) **Back up your data** - Create a back-up copy of your data, and do this regularly.
- 2) **Use Strong Password** - Create strong password Use a mix of alphabetical and numeric and special characters.
- 3) **Be wary of suspicious emails.** - Do not click on links or open attachments in a phishing email as they may contain fraudulent requests for information or contain links to viruses.
- 4) **Install anti-virus and malware protection** - Up to date anti-virus software its play a key role in keeping a computer safe, protect and secure from various viruses and other types of threats.

CONCLUSION

To sum it up, we can say that Information technology is both beneficial and harmful at the same time. It is obvious that Information Technology offers us manyfold benefits but data security and privacy is always at stake. It totally depends on the user how carefully and intelligently he or she is using this technology.

MARKET VISIT

- GTM approach



Punjab & Himachal Pradesh Greet & Meet

10th July, 2022



@Radissonred, Chandigarh

COMMUNICATION SKILL

Though we learn the way to speak at the age of 2 or so but spend our lifetime in learning "When to Speak, What to Speak & How to Speak".

The way we communicate with others is such a habitual part of us that we rarely stop and think about it. This translates into business communication too. Organizations, after all, aren't faceless entities, but groups of real people.

Effective communication affects processes, efficiency, and every layer of a company.

This is an endeavour to share the tips for communication which shall help us to communicate better professionally.

Figuring out how to communicate effectively is an easy task for some, though it may not be so for others. Let us look at the 7 C'S:

1. Conciseness

First, you should try to get to the point of your message in as few words as possible, instead of beating about the bush. Therefore, while interacting with someone, try saying exactly what you want to say, using short sentences.

2. Clarity

When you are able to transfer your thoughts and opinions into the recipient's mind, you will know effective communication has served its purpose. It can happen when you use simple and easy words to convey your message to the recipient.

3. Courtesy

You should try to comprehend the audience's mentality and feelings towards your message. In case of difference of opinion among communicating people or organisations, try to look at the matter from different perspectives. This will help you to be polite and to respect people's differences.

4. Consideration

Your message should focus on the audience's needs and pain points, and how your solution can help them overcome their problems or fulfil their needs. Directly influencing your targeted group of people can convert them into your clients, customers, or satisfied employees.

5. Completeness

When delivering a message to your audience, ensure you are sending the whole message, and not just a portion of it. As an effective communicator, your job is to furnish the audience with complete information and answer their relevant queries.

6. Concreteness

To ensure concrete communication, you must be relevant and factual, rather than being generic and vague. The more concrete your message, the higher your confidence level can soar.

7. Correctness

You need to select the right words at the right time while ensuring the information is coming from a reliable source. Nor can you afford to have any grammatical errors in communication.

Above 7 c's of effective communication help you enhance productivity and engagement by conveying messages that your colleagues easily understand.

All the Best, Team.

**Manju Mahra
Sunnil Kummar**

INDOGULF

The Perfection is Available

Grow & Secure in
Safe Hands for
3 Decades

Indogulf since its inception from Jai Shree Rasayan to its present form has always been striving for excellence and in the process has attained perfection in its product & process for sustainable agriculture through its perfect team of Indogulfians.

The seed for attaining perfection which was sown by Late Sh Kisan Das (founder) in 1956 has started yielding fruits under **Sh. Om Prakash Aggarwal (CMD) & Sh. Sanjay Aggarwal (MD)**. The farmers of India & Overseas have been availing the benefits of the fruits of this excellence seeking perfectionism, in form of several Agri-Input products for sustainable agriculture. Indogulf has its presence in more than 33 countries through its business associates in Middle East, Africa, Australia and Asia. It is also evident from the Awards & Recognition which Indogulf has been bestowed with over the years (few are listed below):



- First prize at National level by Government of India. Winner of the National **MSME** Award for Best Quality of micronutrient fertilizers by the Hon'ble Prime Minister of India.
- Recognized as '**Two**' Star Export House by Ministry of Commerce & Industry, GOI.
- **CAC** Overseas Market Expansion Awards for 3 consecutive years.
- **Shaurya Samman** by India News.
- **Udyog Shiromani** Award by National Institute of Economic Development.



In stable of Indogulf, there are slew of products which at every stage of crop cultivation not only cater to crop nutrition but also to crop protection needs. This has been made possible via rigorous effort by the team of Indogulfians.

The path to excellence seeking perfectionism demands excessively high standards. Excellence-seeking perfectionists not only stringently evaluate their own performance but also hold high performance expectations for other people in their lives. Indogulf's **MD Sh. Sanjay Aggarwal** through his conscientious effort & patience developed the team of Indogulfians who has played pivotal role in catapulting Indogulf as an organization where every Indogulfians can proudly vow that "Perfection is Available here".

FARMER MEETING – AN IMPORTANT DEVELOPMENTAL MARKETING TOOL

Farmer meeting is the important tool among marketing activities for disseminating ideas, creating awareness about know – how, product etc. It empowers the audience with knowledge. Following are some pointers which shall be helpful in successful Farmer meeting:

1. Prepare: Schedule and share the farmer meeting at least 2 – 3 days in advance. Analyze the audience. What are their major interests and resources? Make sure the meeting covers the group's interests and not just the interests of the meeting organizers. Make sure time suits religious and cultural preferences and place is politically, socially, and religiously neutral.
2. Gender: Be sensitive to gender and decide what mix of males, females or both is appropriate.
3. Felicitation: Show a genuine interest in the farmers' concerns. Do not push your own agenda. While farmers do not necessarily have technical expertise, they have plenty of valuable knowledge and experience.
4. Running the Meeting:
 - a. State and achieve a desired output. (e.g., collect information on problems and possible solutions, teach a technique, etc.)
 - b. Keep an open mind and listen to what the farmers have to say. Show the farmers that you are truly interested in what they think and do with regard to the topic at hand.
 - c. Highlight but do not push your own agenda (e.g. a technology you have developed that you think will help farmers).
 - d. Take breaks to keep people fresh and active.
 - e. Be conversational and empathize - try to be on equal footing with farmers in order to establish rapport and build trust.
 - f. Collect feedback. Any farmer's meeting is a good opportunity to learn about their concerns and ideas. It can help focus research and extension efforts.
 - g. Engage the group – do not lecture.
 - h. Although you may have more expertise, never engage farmers in a debate nor pass judgment on their views or practices.
 - i. Build trust. Just like anyone, farmers need trust before they will believe or try what someone else says.
 - j. Accept offers to snack with farmers or visit their fields as this builds trust.
5. Follow Up: Collect the details of farmer during farmer meeting. Within a week of farmer meeting, contact individually to each farmer for emphasising the points / purpose discussed in farmer meeting. This helps in better result & retention among farmers.

WHY CONDUCT A FARMER MEETING ?

Farmer's meetings are held to:

1. Collect input on needs, challenges, and proposed solutions
2. Train on new technologies or process innovation
3. Collect feedback on technologies or process innovations
4. Promote farmer to farmer learning



MANAGING AUDIENCE

Managing Audience is key aspect of any meeting whether be it one to one meeting, group meeting, farmer meeting etc Here different aspect of Managing Audience is shared:

Questions:

What is your TOLERANCE LEVEL to Audience's Questions?

Do Questions Bog You Down?

Do you think there are various Methods of Tackling Audience's Questions?

TACKLING QUESTIONS:

Throw it Back to person asking the question (Ping Pong!)

If a person asking question already seems to have an opinion about it

Throw it to the audience

1. If it is more of a discussion point
2. If the topic has already been covered

Ask Someone Else to Answer

1. If the topic has already been discussed
2. Someone in the group is eager to answer

Park it Aside

1. If it pertains to a topic which is lined up in the later part of the session
2. If it fall outside the purview of the topic

HANDLING OBJECTIONS

Acknowledge

Listen & Acknowledge the objection

Counter the objection with an example / logic

Counter

Close

Close the loop by checking for understanding and move ahead

LISSEN

(Paraphrase to check Understanding)

ACKNOWLEDGE

Counter

(As per the type of Objection)

DEVELOPMENTAL MARKETING - TOOLKIT

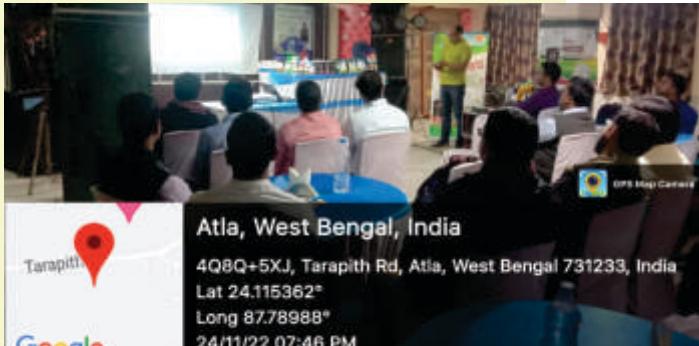
MISUNDERSTANDING
(Apologize & Rephrase)

DOUBT
(Offer Proof)

GENUINE DISADVANTAGE
(Balance - Sheet Approach)

CLOSE

RETAILER MEETINGS



Indogulf Group on

tv





NEW PRODUCT LAUNCH

NEW LAUNCH PRODUCT - 2022-23

INTERNATIONAL BUSINESS



25th Anniversary

Celebrate in Dubai 3rd December, 2022



INDUSTRY Outreach¹

WAY TO EXPLORE THE BEST IN INDUSTRY

Sanjay Aggarwal,
Managing Director



The Indogulf Group

**GROW AND
SECURE IN SAFE
HANDS**



Established in 1993, Indogulf Cropsciences Limited has been playing an important role in the field of Agriculture and Public Health. The company is built on the foundation of affordability, timely availability, value for money and innovation of new products. While the family entered into the business of Agri-Inputs in the year 1956, INDOGULF GROUP continued to carry the legacy by serving the farming community through innovative and high-quality Crop Protection and Crop Nutrition products.

Today, the company scaled its distribution network covering the domestic market and globally expanded to more than 25 countries through its business associates in the Middle East, Africa and Asia.

THE BRIGHT SIDE

INDOGULF GROUP is striving to offer farmers with best technology and formulations at affordable prices. To achieve the same, it has been structuring an efficient supply chain, rigorous R&D, and patents for several innovations in the segment. Around 15 patents are in process whereas as of now 9 patents have been awarded for packaging bottles covering designs. "Our objective is to make the best technology available to the farmers all across the globe at an affordable/competitive pricing with the highest possible quality standards. With this background we are focused on all the aspects – field research, manufacturing, R&D and branding. The effort will make INDOGULF GROUP leading manufacturer of Crop Protection and Crop Nutritio products," says Sanjay Aggarwal, Managing Director.

To support its domestic and international business, the company holds around 500 product registration certificates under different clauses. Further to it, 9 more product registrations are in the pipeline.

INDOGULF GROUP has set up its representative office in Australia and is into business association with American and other Asian companies.

Over the last 6 decades, the company has been constantly supplying high-quality, environmentally safe products and providing excellent service to help farmers around the world to grow better crops. "With access to the latest technology and with highly trained and talented staff, we have become an integrated Agri-Input company with R&D, Production, Branding and Export. We proudly vouch for the ZED (Zero Defect Zero Effect) practices to achieve the vision of our Hon. Prime Minister Shri Narendra Modi to ensure zero defects in the product and zero effect on the environment" Sanjay Aggarwal, Managing Director.

With the objective stated above, INDOGULF GROUP maintains well equipped R&D and Quality Control laboratories certified by NABL; Other certifications are of OMRI, IMO and ECOCERT; GLP data generation is an ongoing process and has strong coordination with research institutes in India – IARI, TRAI, IPFT, CRRI, CPRI.

STATE-OF-THE-ART FACILITIES

Having its base at Delhi, Indogulf Cropsciences Limited has set up world-class manufacturing facilities. With phenomenal market growth and government support, the company has been continuously improving its manufacturing capacity, leaping the extra mile to make sure that they attain sustained success in the industry while providing the best to the Agriculture sector.

The group has five state-of-the-art manufacturing facilities in Haryana and Jammu & Kashmir for the production of technical & formulations. Further, the group companies also have blow-moulding HDPE container manufacturing facilities. Each unit operates under the strictest international quality standards and has been certified under ISO 9001 for Quality Assurance; ISO 14001 for Environment Pollution Control Norms and OHSAS - a system to identify and effectively manage occupational health and safety hazards in order to minimize health and safety risk.

Its technical synthesis plant has a capacity of 2850 MT per annum whereas the capacity of the formulation plant is 70000 MT per annum. It is the first manufacturer of Spiromesifen technical in

the country and has achieved a purity level of 99.3 %. Similarly, the group is the second manufacturer of Pyrazosulfuron Ethyl technical with a purity of a minimum of 97%. It holds the import registration of Abamectin technical u/s 9(3).

To increase its outreach to small holding farmers, INDOGULF GROUP runs a special production campaign of small 'Stock Keeping Units'.

The company is very much aligned with the mission of the government of India – MAKE IN INDIA and it has been focusing on all aspects which can lead to manufacturing upgradation both in terms of quality and scale of production.

INDOGULF GROUP is quite active on platforms which are working for Agriculture and Allied Industries. It is a

INDOGULF CROPS SCIENCES LIMITED THROUGH ITS EFFORTS IS AIMED AT BRINGING GREENER TECHNOLOGY TO THE DOORSTEPS OF THE FARMER

member of organisations – ACFL, PMFAI, BASAL, NPMA, IPCA, DCC, CHEMIXIL.

LEAGUE OF ITS OWN

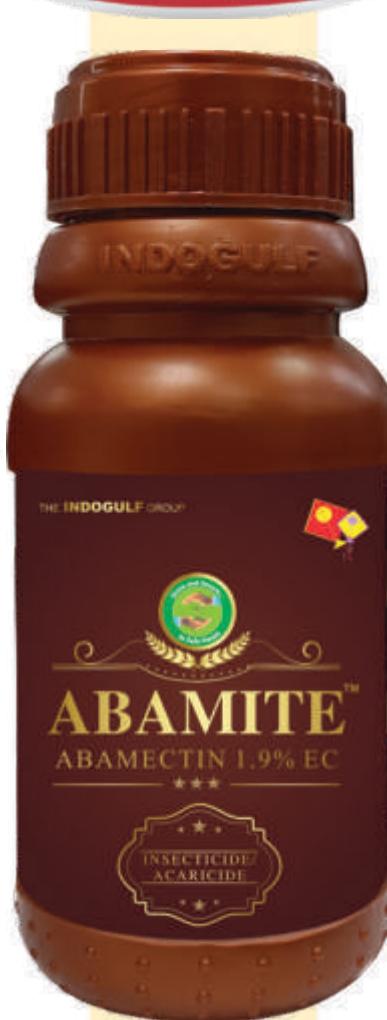
INDOGULF GROUP's focus on technological upgradation has led both to increased production and manufacturing of additional products. It has 2 facilities dedicated to the manufacturing of formulations; one of which is being upgraded for Crop Nutrition products.

The company has won the MSME Award for Best Quality of micronutrient fertilizers by the Hon'ble Prime Minister of India. It is recognized as 'TWO Star Export House by the Ministry of Commerce & Industry, GOI; along with several other media recognitions and accolades.

With over 100 brands, INDOGULF GROUP has a PAN India presence, 23 Branch Offices, and 6000 & 50000 customer bases through distributors and retailers respectively.

The associate companies are - Indogulf Pharma LLP – a promise for healthy life. IPL is into home care with hygiene and health related solutions and has introduced Dr. Den series of research-based products; Indo Organics Private Limited 'IOL' – Quality is never by chance. IOL in technical collaboration with Indogulf Cropsciences USA Corp, Orlando is into the business of organic products – organic insecticides & fungicides | plant nutrients| crop energizers and Max Indo Private Limited 'Max Indo', with three decades of experience is a leading manufacturer of plastic products – HDPE & PET bottles, jars and drums.

The company's new ventures are - ABHIPRAKASH Globus Private Limited - for contractual manufacturing and institutional training; ABHIPRAKASH Infrastructure is into leasing and hiring of properties; ABHILASHA Care Foundation, an NGO to impart



education to the physically and visually challenged poor students. Besides it also supports the organisation in the corporate social responsibility programs.

With the core vision 'Grow and Secure - In Safe Hands', the company emphasizes that all the stakeholders should grow together, be it the company, farmers, nation, business partners and team members. INDOGULF GROUP is committed to 'Improving the quality of life of the communities it serves. This is done by stewardship and global competitiveness in the business sectors the organization operates. Going forward, the company looks forward to growing capacity and capability.

It envisions geographical expansion into new markets and improving the portfolio that covers protection and nutrition (soil conditioner, soil nutrient corrector, foliar nutrient corrector, foliar vigour enhancer and stress management) for field crops, fruits, vegetables and ornamentals; along with more engagement with business associates for technology tie-ups.

The X Factor of Indogulf Cropsciences Limited is CUSTOMER SATISFACTION and it is committed to Quality Product & Quality Service. It focuses on eco-friendly technology and the products where the organization has an advantage in terms of technology.

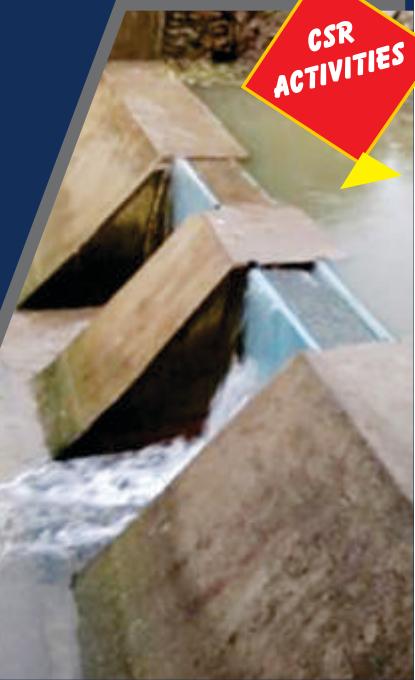
Team Work has been its key success mantra. The company has worked to build up a culture which revolves around professional objectives flavoured with care for each of its team member. With over 600 employees all across the geography, INDOGULF GROUP runs programs on talent recognition, besides helping them stay updated on all developments happening all across the globe. ☺



A check dam placed in the ditch, swale, or channel Interrupts the flow of water and flattens the gradient of the channel, thereby reducing the velocity. In turn, this obstruction induces infiltration and reduces eroding.



CSR
ACTIVITIES



INDOGULF CROPSCIENCES LTD.

in collaboration with **Rotary Club of Delhi Rendezvous** is glad to announce another great initiative to build a Check Dam at Alwar



**PROUD MOMENT
ARNAV
got academic
award highest in
Economics
in the school**



**SANSHI's FLOSSY hosted its first ever POP UP in the spirit of Christmas at
“The Sorbet Soirée”**



HAPPY Diwali

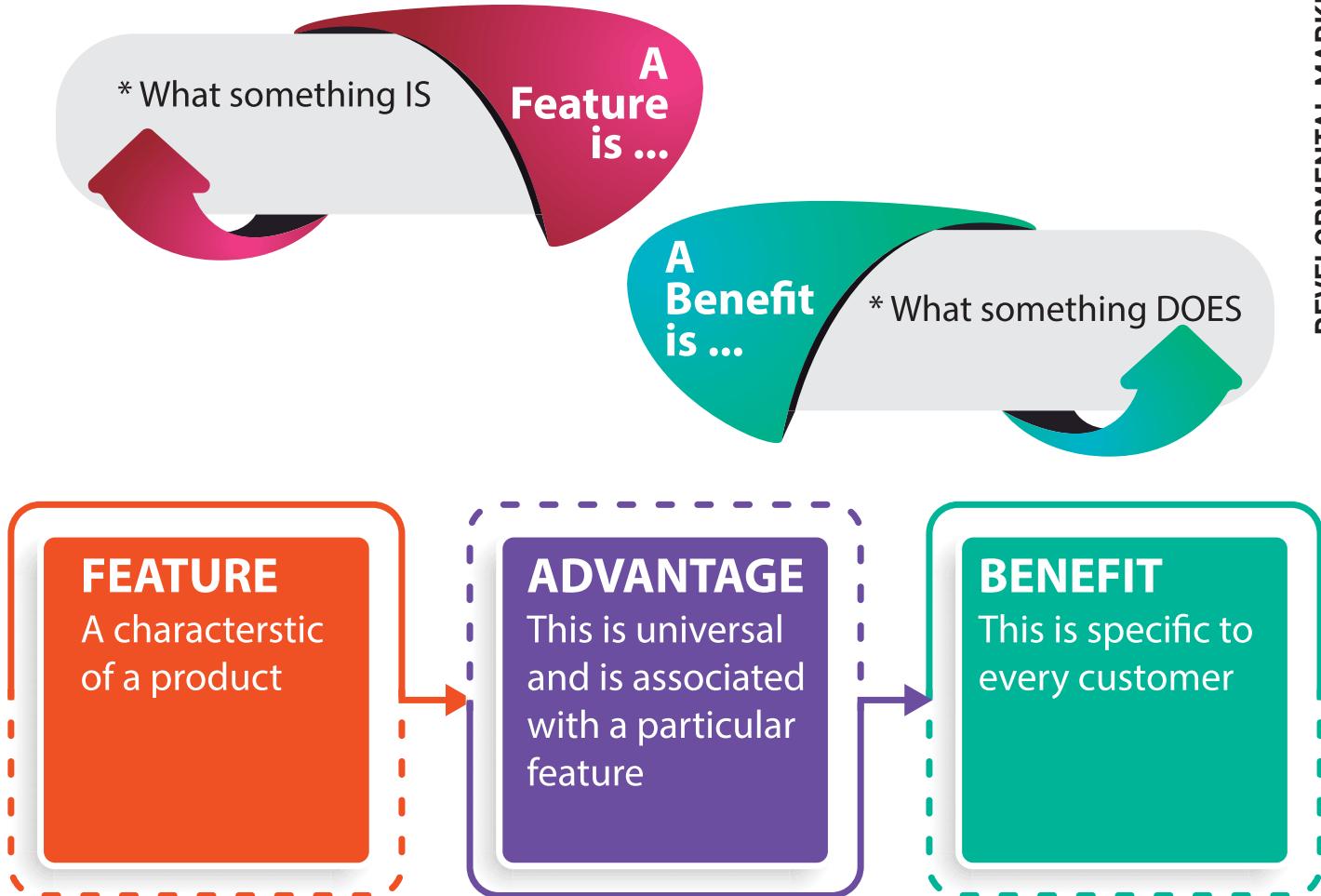


Indogulfians celebrated Diwali 2022 with lots of enthusiasm & togetherness. Diwali was celebrated at all the locations Nathupur Factory, Samba factory and at office premises. It saw a whole lot of creativity with rangoli, lights, hand made crafts and other artifacts being used to create a mesmerizing ambience. All Indogulfians done their traditional outfits with color themes. Lots of fun games and contests were organized. CMD Sir, MD Sir and family participation mesmerized and motivated the team.



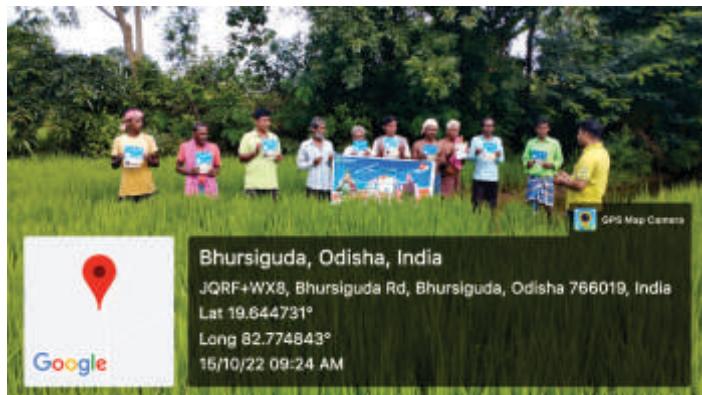


HOW TO PITCH A PRODUCT ?



FEATURE	BENEFITS
Grocery Store – Free Home Delivery	Don't waste your valuable time shopping for groceries. We'll do your shopping for you and deliver to your home at no additional cost
This phone case is made with layers of carbon fibre and reinforced plastic	With this case, your phone can survive any fall
This cup has a lid	You won't spill coffee while driving on the roads of Mumbai
LED	Save money on electric bill

FIELD DAY - GTF approach



INTERNATIONAL YEAR OF MILLETS (IYOM) - 2023

"Resolution adopted by the UN General Assembly on 3 March 2021 decided to declare 2023 as the International Year of Millets."

Millets are collective group of small seeded annual grasses that are grown as grain crops, primarily on marginal land in dry areas of temperate, sub tropical and tropical regions.

Millets are one of the oldest crops known to humans and can grow in adverse weather conditions with marginal irrigation requirements. They were first domesticated in Asia and Africa and later spread across the globe as a cereal crop for the evolving civilizations.



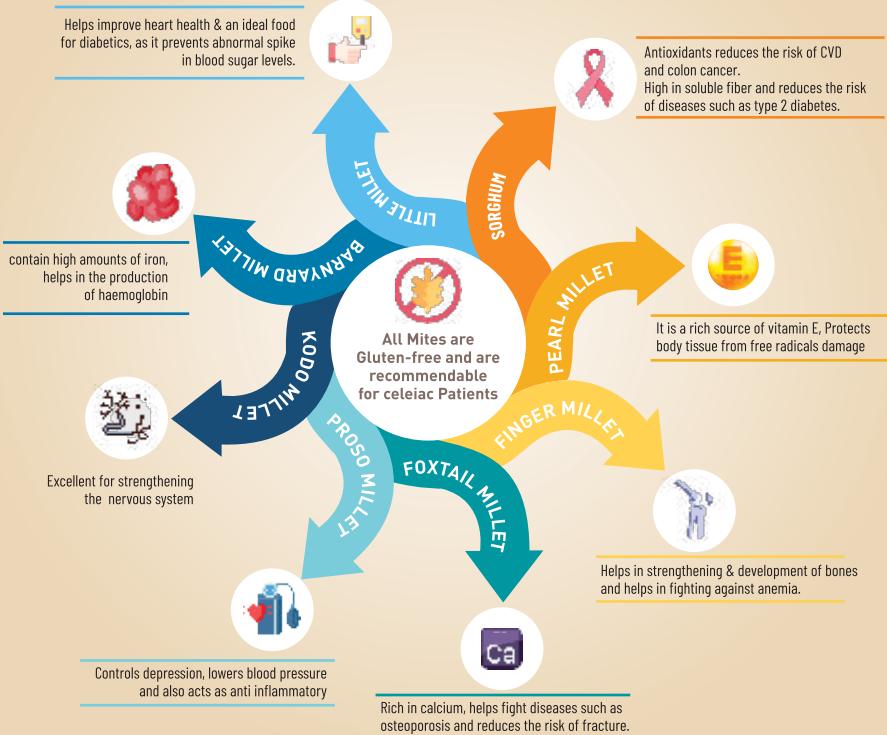
**EAT
MILLETS
STAY
HEALTHY**

In India, Millets are cultivated in an area of 13.83 million hectares, producing 17.26 million tonnes with a yield of 1248 kg/ha. Sorghum is the fourth most important food grain in India after rice, wheat and maize in terms of area (4.09 mha) and production (3.47 mmt). India is the top most producer of Barnyard (99.9%), Finger (53.3%), Kodo (100%), Little (100%) and Pearl (44.5%) producing about 12.46 million metric tonnes from an area of 8.87 million hectare (mha).

Millets are nutritionally superior as their grains contain high amounts of protein, essential amino acids, minerals and vitamins. Millets are known for their high dietary fibre and protein content, and hence preferred as dietary foods for people with diabetes and cardiovascular diseases. Millets contain health promoting phenolic compounds which play a vital role in combating multiple lifestyle related diseases.



Millets health Benefits



I may be small but I am strong
I grow where others cannot
I thrive in harsh & dry conditions, providing food when others harvest fail
I nurture soils and ecosystems, and boost biodiversity.
I am nutritious and delicious, and highly diverse in types and flavours
Rooted in ancient cultures and traditions, I am powerful source of innovation.
I want to share my benefits widely with all people and the planet.
But I cannot do it alone.
So, bring me back to your table.
I am millets.



SEVEN SUTRAS – THEME OF IYOM



Enhancement of Production and Productivity



Value Addition, Processing and Recipe Development



Entrepreneurship, Startup and Collective Development



Nutrition and Health Benefits



Awareness Creation



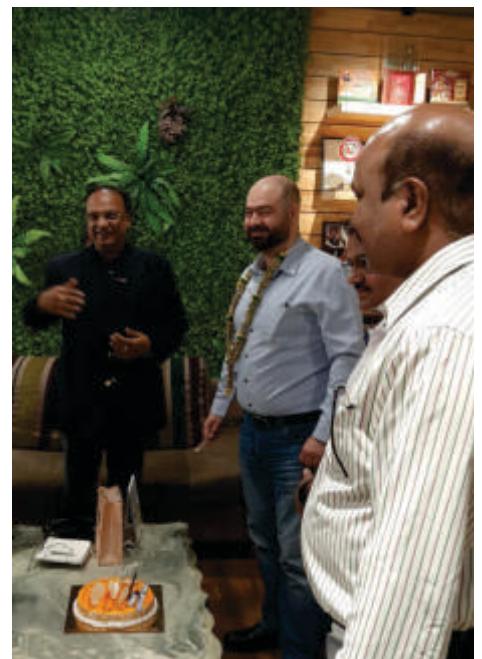
International Outreach



Policy Intervention



CELEBRATING BIRTHDAY OF JORDAN PARTNER AT FACTORY



FAIRS & EXHIBITION



TEAM MEETING & TRAINING



TEAM ACHIEVEMENTS



समर्पण

28th November, 2022



25th YEAR ANNIVERSARY

28th November, 2022





Attractive & Informative POP Materials



Chattisgarh & Orissa Greet & Meet

24th June, 2022

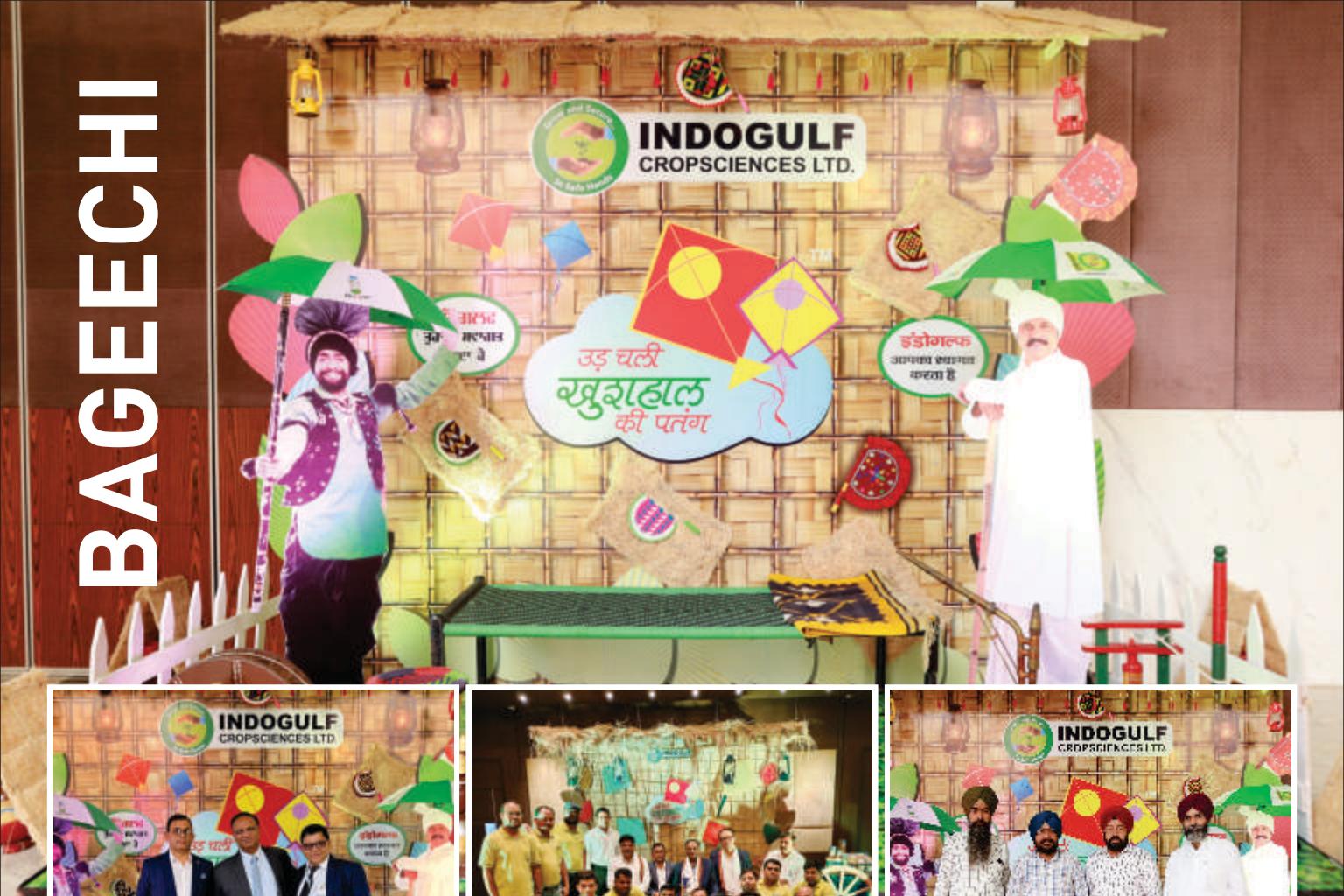


@sayajihotel, Raipur

Goa Tour



BAGEECHI





ગુણવત્તા કી પણ્ઠાન, **પતંગ** કા નિર્ણાન



THE INDOGULF GROUP

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Unit 4 : Khasra No. 29/16, 25/1, Barwasni, Distt. Sonepat-131001(HR)

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1. Vill. Nathupur, Tehsil and District-Sonepat, Haryana (India)

2. Vill. Barwasni, Tehsil and District-Sonepat, Haryana (India)

3. Vill. Khiroti, Tehsil-Ajjet garh, District-Sikar-Rajasthan (India)

4. V.P.O. Raniyan, Malerkotla Road, District-Ludhiana, Punjab (India)