



unimart MONTHLY JOURNAL

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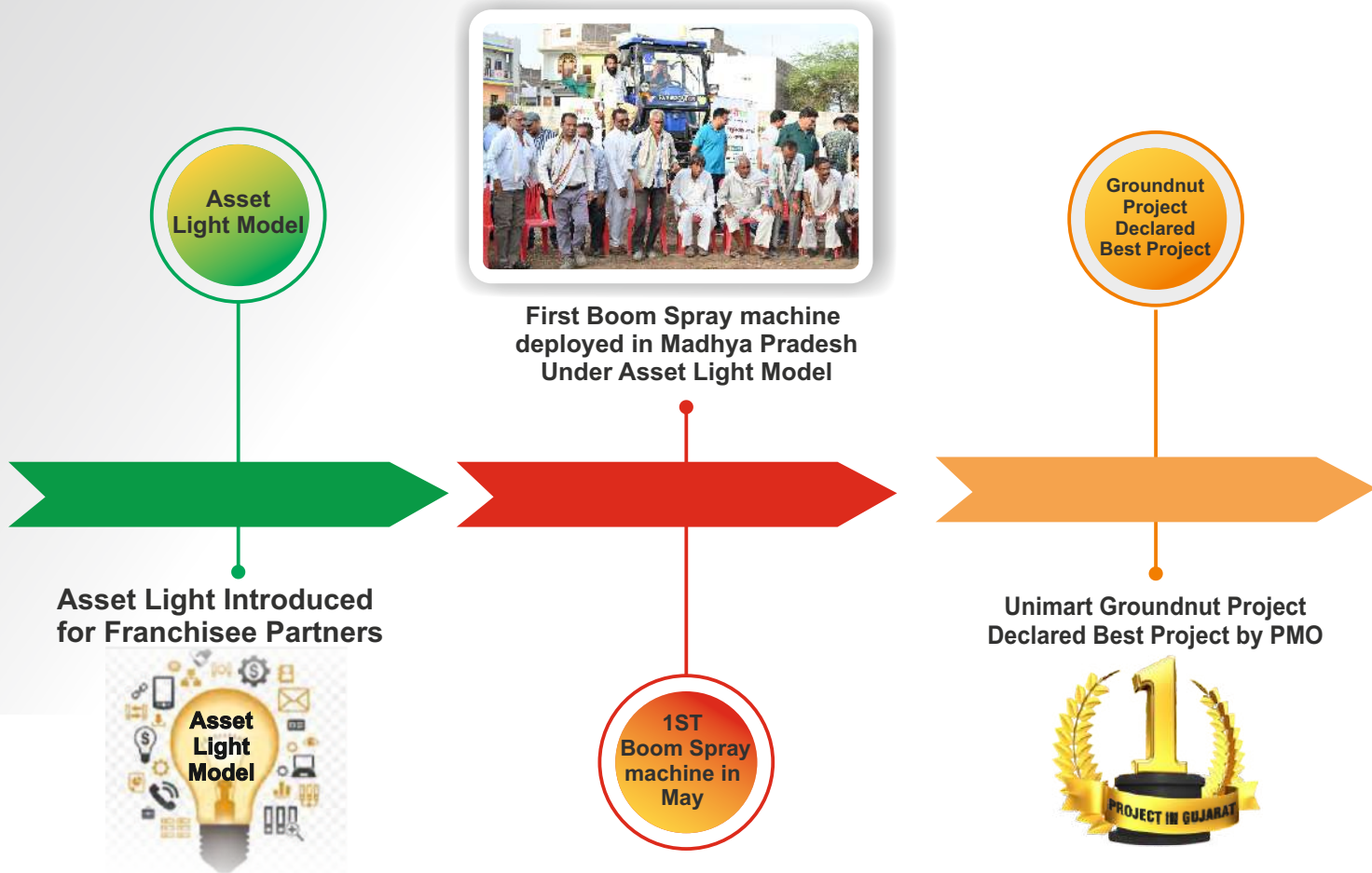


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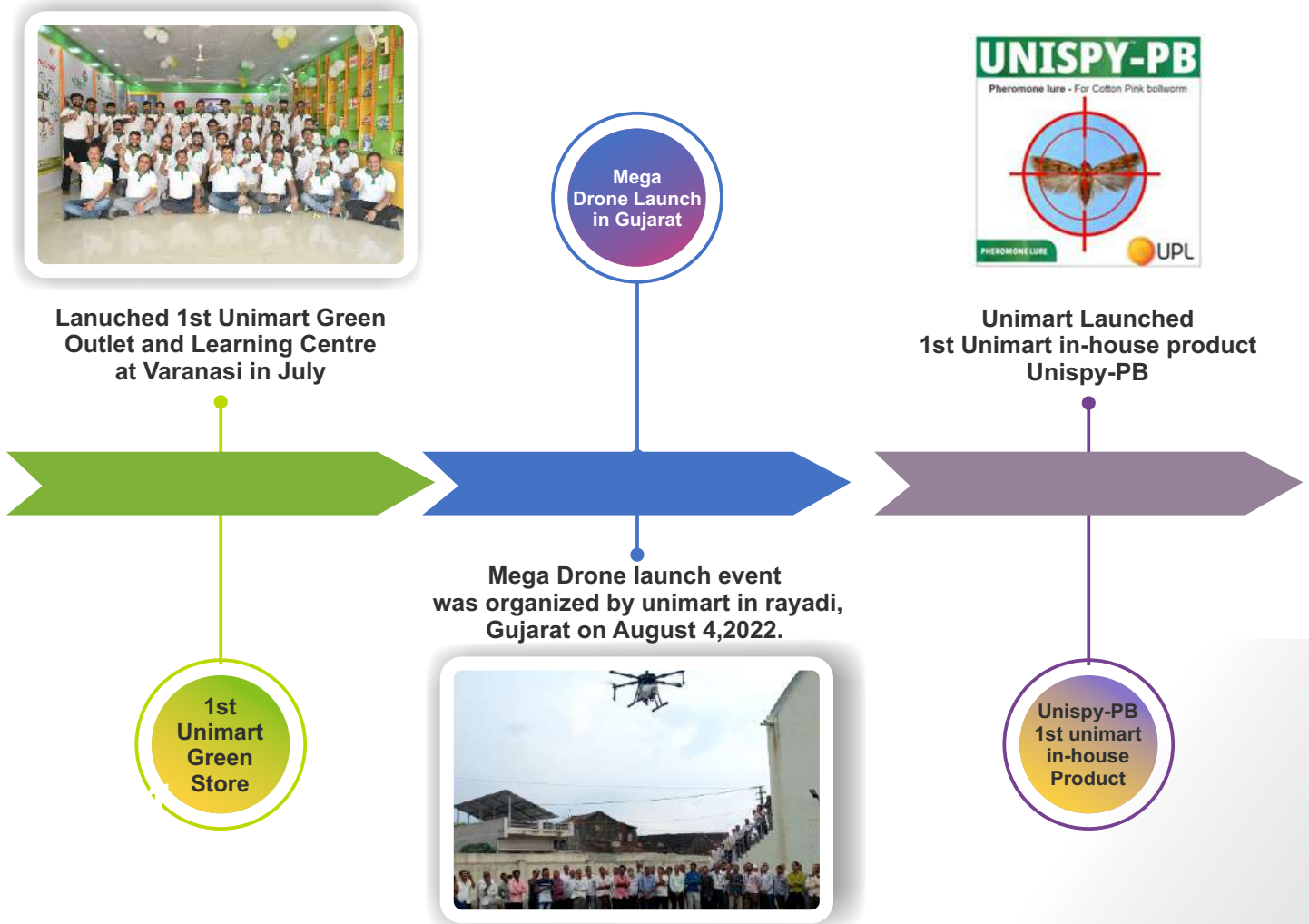
H1 HIGHLIGHTS



Unimart achieved Fy21-22 Sales number in H1

Madhya Pradesh crossed 10 crore sales, First State to create in Unimart

Uttar Pradesh team has done 1 crore business first time.



Unimart Introduced Farmers and crop insurance scheme.

Initiated Drone Spraying services in three regions.(West, South & North)

Boom Spray Machines Deployed in three Regions Under Asset Light Model

INNOVATION

“Unimart Introduced Groundnut Digger”

On 27th, Sept 2022, Unimart introduced the Groundnut Digger at Paliyad Unimart, Gujarat.

Pain Points in Groundnut Harvesting

- High labour cost.
- Digging operation require 5 labours for 1 acre to complete in 1 day.
- Due to labour shortage resulting in late harvesting and losses in yield.
- 10-15% losses with traditional harvesting method.
- Currently after digging, farmer need to collect groundnut separately and keep in heaps resulting in poor quality and yield of fodder and groundnut.





The project is piloted for benefitting 200 acres of groundnut in Gujarat.

Parameter	Piloted Machine
Man Power Requirement	0
Cost (INR)	1600 per acre
Approximate On Road Price(INR)	140000

“MEGA FIELD DAY” in Cotton Model Plot

Unimart Team Organised Mega field day in Unimart Model plot at Bhortek ,Jalgaon (Maharashtra) on 16th,Sept 2022 to demonstrate the Results of Unimart Treatment Plot And share Information about Unimart services to farmers.





Plot Farmer Name	Udaybhan Budha Patil
Farmer Contact No.	97674 33875
Village	Bhortek
District	Jalgaon
Village Covered	5
No. of Farmers	150

The entire event organised by Kalpesh Patil & Avinash jadhav
(Extension Officer)

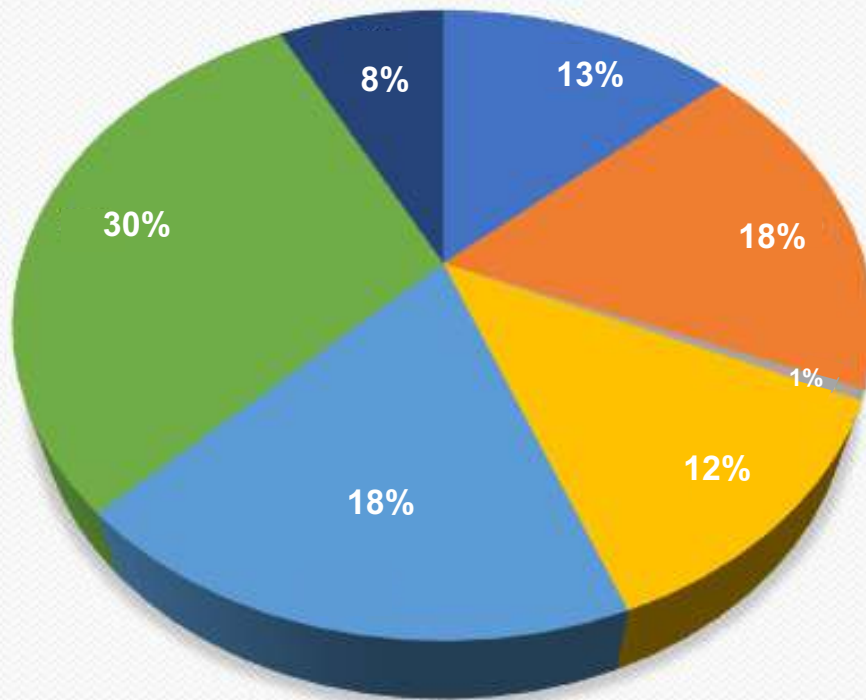
BUSINESS

- No. of Outlets-245
- H2 Major Focus Crops: Bengalgram, Wheat, Onion, Potato, Grapes, Sugarcane, Cumin, Orange & Pomegranate

Business Summary

- 68% Achievement with 26.80 Cr of Sales revenue for H1
- 118% Growth over Last Year YTD Sales
- First time Madhya Pradesh state has crossed 10Cr mark from a single state
- Gujarat State have achieved last year annual Sales.
- 5 FOFOs from West have crossed YTD 50 Lac mark
- 35 FOFOs from West have crossed YTD 25 Lac mark and completed annual business numbers

Sales Contribution



■ BIOLOGICAL
 ■ FC/VC
 ■ FERTILIZER
 ■ FUNGICIDES
 ■ HERBICIDES
 ■ INSECTICIDES
 ■ SEED TREATMENT



EXPANSION

H1 Target	H1 Actual	H2 Target
128	130	245



Unimart Outlet launched at Guna, Madhya Pradesh on September 8, 2022

Unimart Outlet launched at Anjangaon Surji in Amravati, Maharashtra October 7, 2022



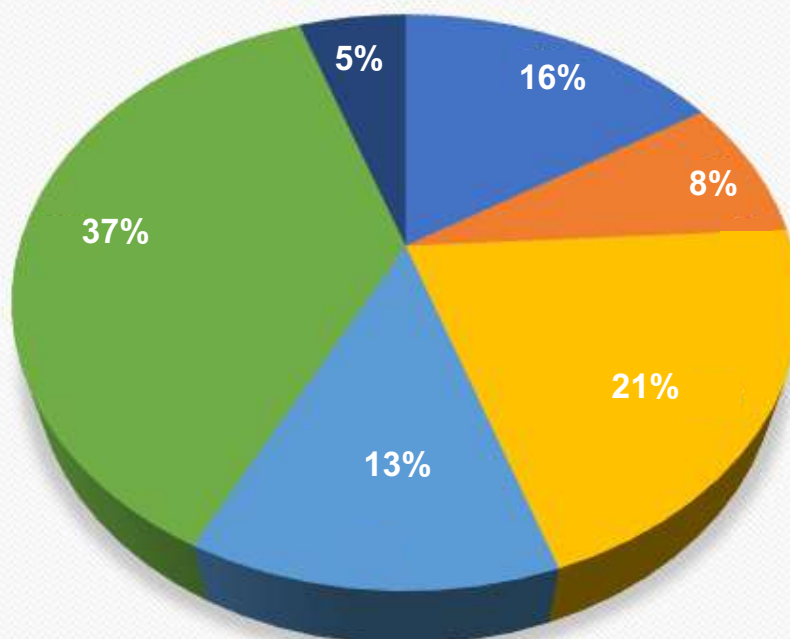
BUSINESS

- No. of Outlets-136
- H2 Major Focus Crops: Mustard, Potato, Wheat, Gaur

Business Summary

- In H1 North has done a business of Rs 13.63 Cr. Which is 10% growth over LY, and 41% of Budget
- Uttar Pradesh has done 123% over budget. Rs 4 Cr against a budget of Rs 3.26 Cr in H1.
- For the month of Sep-22 UP has done a business of RS 2.05 Cr which is ever highest since Unimart inception in UP.
- Rajasthan has completed it's total LY Sales. Rs 2.40 Cr against a LY sales of Rs 1.92 Cr by H1.
- Punjab is matching LY & CY YTD -Sep Rs 1.42 Cr against LY YTD Sales of Rs 1.41 Cr
- Haryana has done a business of Rs 1 Cr in the month of Sep-22. In H1 Haryana is able to contribute 4.21 Cr which is 30% of the budget.

Sales Contribution



■ BIOLOGICAL
 ■ FC/VC
 ■ FERTILIZER
 ■ FUNGICIDES
 ■ HERBICIDES
 ■ INSECTICIDES
 ■ SEED TREATMENT



EXPANSION

H1 Target	H1 Actual	H2 Target
50	56	101



Unimart Outlet launched at Ramsara ,Fatehabad in Haryana. on October 4,2022

Unimart Outlet launched at Suchi, Raebareli in Uttar Pradesh on October 7,2022



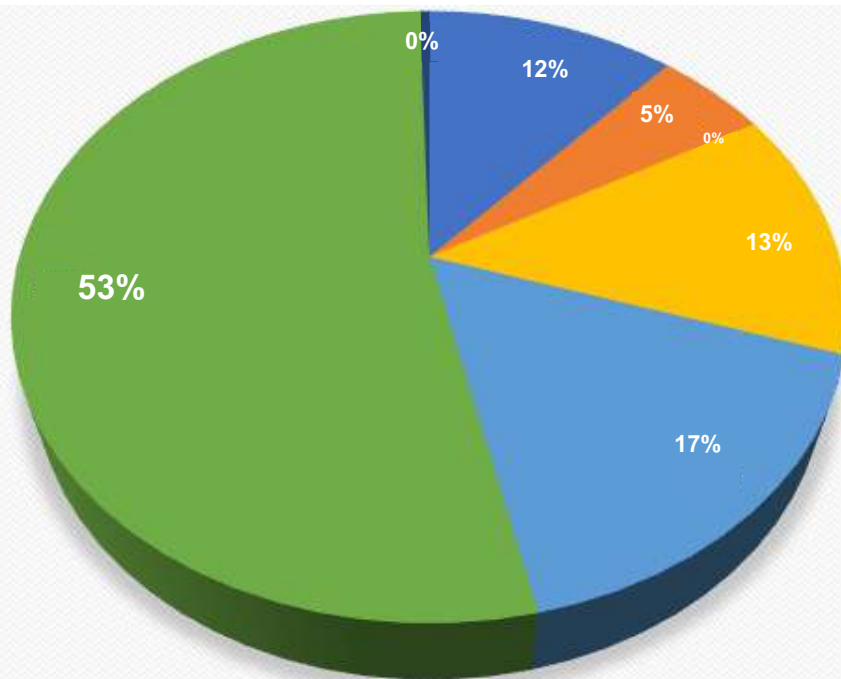
BUSINESS

- No. of Outlets-106
- H2 Major Focus Crops: Sugarcane, Bengal gram, Chilli, Paddy, Grapes

Business Summary

- In H1 South has done a business of Rs 12.75 Cr. Which is 291% growth over LY, and 67% of Budget.
- Karnataka and Andhra Pradesh has done 68 % of budget. All 3 states of South were growing with 270% over last year.
- For the month of Sep-22 AP has done its ever highest record of 1 Cr and done 137 lac.
- Andhar Pradesh, Karnataka and Telangana states has crossed its last year annual sales numbers.
- 2 Boom spray machines has started working in South uner Asset Light Model.

Sales Contribution



■ BIOLOGICAL
 ■ FC/VC
 ■ FERTILIZER
 ■ FUNGICIDES
 ■ HERBICIDES
 ■ INSECTICIDES
 ■ SEED TREATMENT



EXPANSION

H1 Target	H1 Actual	H2 Target
140	118	140



Unimart Outlet launched at Gulbarga, Shahabad in Karnataka on September 8,2022



Unimart Outlet launched at Bagalkot, Savalgi in Karnataka on September 13,2022

BUSINESS



Unimart Gujarat Team Participated in Agri Asia 2022 Gandhinagar, Gujarat.



Farmers interaction in front of Unimart counter.



Unimart Punjab team Participated in 'Punjab Agricultural University's Kisan Mela' at Rauni in Patiala. This Mela is held every 2 years.



Footfall of farmers was huge.
Drone was the point of attraction for all.

AGRONOMY



Observations: White grubs damaged 80% pods, but plant foliage was not affected. Plants were totally healthy and lush green.

Diagnosis: White grubs damaged 80% Pods of uprooted plants but symptoms were not visible on foliage.

Conclusion: Pods were filled with clay and grubs ate seeds. So we identified the symptoms of white grubs.

Recommendations:

Reno Drenching at 400 ml/acre or Shenzi broadcasting at 4 kg/acre.





Observations: Typical damage symptoms of Pink bollworm in cotton

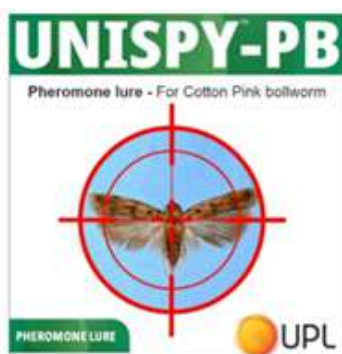
Diagnosis: Rosette Flowers.

Excreta observed At the point of bore holes.

Discoloured lint and burrowed seeds.

Conclusion: Rosette flowers and dropping of immature buds and bolls indicate the presence of pink bollworm in cotton.

Recommendations: Install Unispy-PB traps @ 4 for monitoring and 16 for mass trapping Foliar spray of Viraat @500ml/acre or Sorter@500gm/acre.



TRAINING



Unimart North team Conducted Training for upcoming Potato crop in Uttar Pradesh on Sept 10,2022.





Seed Treatment demonstration 7 Training at Madhya Pradesh for Onion, Garlic and Bengalgram crop.



PEOPLE



Unimart Premier League



Unimart Team organised a cricket tournament in Jamner , Maharashtra on 11th , Sept 2022 at A.R.B.G.Mahavidyalay, Shendurni, Jamner. Around 30 team members participated in the tournament from West Region. Teams were very excited during the match.

Unimart team appreciated the initiative taken by the management and thanked to management for organized a tournament.





Winner Of the match Nashik Knights win by 14 runs



Man Of the match Mr. Tejas Pawar
17 runs and 3 wickets

PEOPLE

Global Core Competencies framework session with North



Global Core Competencies Workshop organised by Kamal Choudhary (Lead HR) on 4th, Oct 2022 at Hisar.



North team members attended the workshop. Team members demonstrated enthusiasm during training.



PEOPLE



Star Performer of the H1

WEST REGION



Vinod Pandey
Extension Manager
Madhya Pradesh
Sales Revenue:237.75



Dharmendra Birla
Extension Manager
Madhy Pradesh
Sales Revenue:237.23



Tushar Prajapati
Extension Manager
Gujarat
Sales Revenue:218.61



Shubham Makwana
Extension Officer
Madhya Pradesh
Sales Revenue:75.85



Alka Raj
Extension Officer
Madhya Pradesh
Sales Revenue:45.27



Vishal Sanjay Patil
Extension Officer
Maharashtra
Sales Revenue:44.91



Star Performer of the H1

NORTH REGION



Manish Verma
Extension Manager
Uttar Pradesh
Sales Revenue:132.23



Sonu Daliya
Extension Manager
Uttar Pradesh
Sales Revenue:95.51



Subodh Pandey
Extension Manager
Uttar Pradesh
Sales Revenue:75.56



Jeevan Singh
Extension Officer
Rajasthan
Sales Revenue:58.81



Vikas Kumar
Extension Officer
Haryana
Sales Revenue:44.66



Narender yadav
Extension Officer
Uttar Pradesh
Sales Revenue:40.60

PEOPLE



Star Performer of the H1

SOUTH REGION



Yallesh Nimbalkar
Extension Manager
Karnataka
Sales Revenue:220



Shahjahan Hussain
Extension Manager
Karnataka
Sales Revenue:152



Badisa Ayyapa
Extension Manager
Andhra Pradesh
Sales Revenue:97



Vinod Sable
Extension Officer
Karnataka
Sales Revenue:40.88



Shivappa Sajjan
Extension Officer
Karnataka
Sales Revenue:34.67



Narasa Reddy
Extension Officer
Karnataka
Sales Revenue:32.22

Success Story Employee



Gajanan gyan - Area Manager

Joined us as a Extension Officer

Achievement:-

His Annual Target was 2 Crore and he achieved his target in H-1 Closing.

“ It has been a pleasure working for UNIMART since 2016 as an extension officer,I began my career at Silode.

Currently, I am the senior extension manager for the Jalgaon district of unimart. I enjoy working at Unimart very much. my family is happy with me. while working with Unimart, I am able to provide solutions to farmers and contribute to their happiness. In the same way that I am working today, I will continue to do so.”



unimart



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