



**INTELLECTUAL
PROPERTY INDIA**

PATENTS | DESIGNS | TRADE MARKS
GEOGRAPHICAL INDICATIONS



सत्यमेव जयते

भारत सरकार
GOVERNMENT OF INDIA

पेटेंट कार्यालय
THE PATENT OFFICE

पेटेंट प्रमाणपत्र
PATENT CERTIFICATE
(Rule 74 Of The Patents Rules)

क्रमांक : 044139279
SL No :



पेटेंट सं. / Patent No. : 391540
आवेदन सं. / Application No. : 202041008382
फाइल करने की तारीख / Date of Filing : 27/02/2020
पेटेंटी / Patentee : GOLVEPALLE RAMACHANDRA SESHAGIRI

प्रमाणित किया जाता है कि पेटेंटी को उपरोक्त आवेदन में यथाप्रकटित PROCESS OF PREPARING AMINO ACID BASE ORGANIC GROWTH PROMOTER FOR PLANT GROWTH नामक आविष्कार के लिए, पेटेंट अधिनियम, १९७० के उपबंधों के अनुसार आज तारीख 27th day of February 2020 से बीस वर्ष की अवधि के लिए पेटेंट अनुदत्त किया गया है।

It is hereby certified that a patent has been granted to the patentee for an invention entitled PROCESS OF PREPARING AMINO ACID BASE ORGANIC GROWTH PROMOTER FOR PLANT GROWTH as disclosed in the above mentioned application for the term of 20 years from the 27th day of February 2020 in accordance with the provisions of the Patents Act, 1970.



अनुदान की तारीख : 09/03/2022
Date of Grant :

पेटेंट नियंत्रक
Controller of Patent

टिप्पणी - इस पेटेंट के नवीकरण के लिए फीस, यदि इसे बनाए रखा जाना है, 27th day of February 2022 को और उसके पश्चात प्रत्येक वर्ष में उसी दिन देय होगी।

Note. - The fees for renewal of this patent, if it is to be maintained will fall / has fallen due on 27th day of February 2022 and on the same day in every year thereafter.



सूक्ष्म, लघु व मध्यम उद्यम विभाग
MINISTRY OF MICRO, SMALL & MEDIUM ENTERPRISES



उद्योग आधार



Udyog Aadhaar

उद्योग आधार

A

Type of Enterprise	Micro	Small	Medium
Manufacturing	A	B	C
Services	D	E	F
UAN	TS07A0003746		

Udyog Aadhaar Memorandum

1. Aadhaar Number 760531485805
2. Name of Entrepreneur GOLVEPALLE RAMCHANDRA SESHAGIRI
3. Social Category GENERAL
4. Name of Enterprise VISTAS AGROTECH
5. Type of Organization PROPRIETARY
- Postal Address SY NO 7/A, SOLIPET VILLAGE, BOMMALARAMARAM, NALGONDA
6. District NALGONDA State TELANGANA PIN 508116
- Mobile No: 9177022978 Email: VK4901@GMAIL.COM
7. Date of commencement 14/07/2016
8. Previous Registration details-if any EM-1 :: TS0061100567
9. Bank Details IFS Code ORBC0101100
- Bank Account 11002011002000
10. Major Activity MANUFACTURING

SN	NIC 2 Digit	NIC 4 Digit	NIC 5 Digit Code	Activity Type
1	Manufacture of chemicals and chemical products	Manufacture of fertilizers and nitrogen compounds	Manufacture of other fertilizers n.e.c.	Manufacturing
2	Manufacture of chemicals and chemical products	Manufacture of pesticides and other agrochemical products	Manufacture of other agrochemical products n.e.c.	Manufacturing
3	Manufacture of chemicals and chemical products	Manufacture of basic chemicals	Manufacture of organic and inorganic chemical compounds n.e.c.	Manufacturing
4	Manufacture of chemicals and chemical products	Manufacture of fertilizers and nitrogen compounds	Manufacture of urea and other organic fertilizers	Manufacturing

12. Persons employed 5
13. Investment (Plant & Machinery / Equipment's) 25(Rs. In Lakhs)
14. District Industry Centre NALGONDA

Declaration

I hereby declare that information given above is true to the best of my knowledge. Any information, that may be required to be verified, shall be provided immediately

For VISTAS AGROTECH


Proprietor



Government of India
Form GST REG-06
[See Rule 10(1)]

Registration Certificate

Registration Number : 36AKRPG4324N3ZO

1.	Legal Name	R C S GIRI GOLVEPALLE			
2.	Trade Name, if any	VISTAS AGROTECH			
3.	Constitution of Business	Proprietorship			
4.	Address of Principal Place of Business	Sy.No.7/A, SOLIPET VILLAGE, BOMMALARAMARAM MANDAL, SOLIPET VILLAGE, Yadadri, Telangana, 508116			
5.	Date of Liability				
6.	Period of Validity	From	27/11/2017	To	NA
7.	Type of Registration	Regular			
8.	Particulars of Approving Authority	Telangana			
Signature					
Signature Not Verified Digitally signed by S GOODS AND SERVICES TAX NETWORK 1 Date: 2018.02.22 14:15:13 IST					
Name		Srinivasulu Kema			
Designation		Deputy State Tax Officer			
Jurisdictional Office		BHONGIR			
9. Date of issue of Certificate		22/02/2018			
Note: The registration certificate is required to be prominently displayed at all places of business in the State.					

This is a system generated digitally signed Registration Certificate issued based on the approval of application granted on 27/11/2017 by the jurisdictional authority.



GSTIN	36AKRPG4324N3ZO
Legal Name	R C S GIRI GOLVEPALLE
Trade Name, if any	VISTAS AGROTECH

Details of Additional Places of Business

Total Number of Additional Places of Business in the State	0
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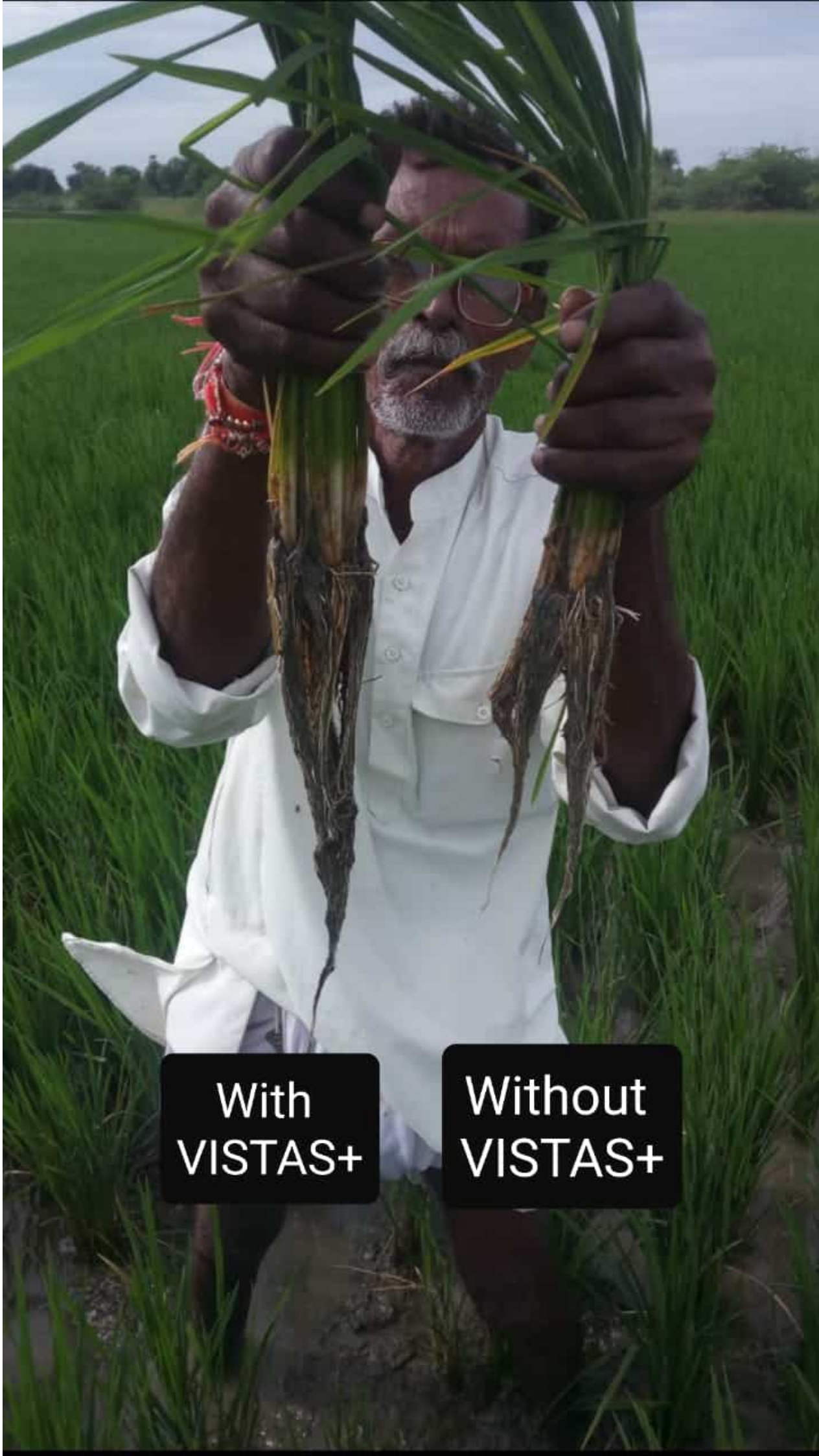
GSTIN	36AKRPG4324N3ZO
Legal Name	R C S GIRI GOLVEPALLE
Trade Name, if any	VISTAS AGROTECH

Details of Proprietor

1



Name	R C S GIRI GOLVEPALLE
Designation/Status	Proprietor
Resident of State	Telangana



With
VISTAS+

Without
VISTAS+



With
VISTAS+

Without
VISTAS+



100%
Organic

With
VISTAS+

100%
Chemical

Without
VISTAS+



2 Litres
Vistas +

With
VISTAS+

200 Kgs
Fertilizer

Without
VISTAS+



Rs. 2800/-
per Acre

With
VISTAS+

Rs. 9000/-
per Acre

Without
VISTAS+



40 Bags
per Acre

With
VISTAS+

30 Bags
per Acre

Without
VISTAS+



One day before First Spray



7th day after First Spray



15th day after Second Spray

My Invention is the only solution for :



Sustainable Farming



Controlling Global Warming



Food Security For Future Generations



Vistas Agrotech

Overview+Business Plan

MARCH 2025

Contents

- ▶ Mission, Vision, Values
- ▶ Description and History of Business

- ▶ Industry Overview
- ▶ What's the Plan
- ▶ Financials
- ▶ Utilization of Funds
- ▶ Risks

Mission, Vision and Values

Mission

- To remove inorganics from Global Farming

Vision 2028

- VISTAS+ to be the leading Nutrient in India for Rice
- VISTAS+ to be the fastest growing Nutrient in Asia for Rice

- VISTAS+ to be fastest adopted Nutrient for all other crops
- To invent an Organic Pesticide

Values

- Quality
- Sustainability

History of the Business

- ▶ Founder has invented a product - VISTAS+ - as an Organic Growth Promoter for Plants through own research between 2009 and 2022 (PATENT GRANTED MARCH 2022)
- ▶ VISTAS+
 - ▶ Consists of 20 essential Amino Acids (Protein) that are otherwise synthesized by plants ▶ Providing these Amino Acids helps plants grow strong and improves the yield
- ▶ Plant for commercial production of this was commissioned in July-2016
 - ▶ Capacity is 10000 liters per month = 120k liters per annum

► Trials with Commercial Product

- Started in 2017 with several individual farmers for a variety of crops - mainly

Rice ► Sales have been regular from the farmers, who have done trials for the past 2 years

- Being taken for trials by ICRISAT and Acharya N G Ranga Agricultural University, AP ►

Currently trials are on at the largest scale till now - in 400 acres across 4 states - for Rice ►

Large orders have been promised based on the success of these trials - across India ►

Financials till now

- Modest profits of 2.5 lacs, 5.8 lacs and 7.7 lacs have been generated in 2016-17, 2017-18 and 2018-19 respectively

About VISTAS+

► What is VISTAS+

- VISTAS+ is a biological extract with a combination of amino acids
- VISTAS+ is an 100% organic growth promoter
- It is a foliar and drip application product
- VISTAS+ is available for various plants with different combinations of amino

acids ► Why Amino Acids

- Amino acids are building blocks of all living organisms including plants
- They help in Protein synthesis, Stress resistance, Photosynthesis, Pollination and fruit formation ►

VISTAS+ Impact

- Gives required nutrients to plants
- Increases yields of plants by upto 30%
- Ensures lower cost of fertigation by minimizing or eliminating the use of other fertilizers ► Plants become more resistant to stress
- Maintains better soil equilibrium

Industry Overview

- Indian Fertilizer market is 41.2 Billion USD in 2023 with the following segmentation
 - Product Type: Chemical Vs Biological fertilizers - Chemical fertilizers are an overwhelming

- majority ► Segment: N, P, K, Complex - N based Fertilizers are largest and within that Urea ►
- Formulation: Liquid Vs Dry - Dry Fertilizers are a majority
 - Application: Farming Vs Gardening - Farming has majority share
 - Region: North, South, East, West - North leads in Share
- Imports of Fertilizers - More than 30%
 - Govt wants to reduce the share of imports over time
- Crops consuming the Fertilizers
 - Rice followed by Wheat are the Top two consumers of Fertilizers (>50% of total consumption) ► Followed by Cotton and Sugarcane
 - Per Hectare consumption is highest for Sugarcane followed by Wheat, Rice and

Cotton

What's the Plan

- Next 6 months
- Watch the trials in the 400 acres under different FPOs
- Initiate trials through various Agricultural institutions in India and

abroad.

- ▶ Post 6 months
- ▶ Based on the results of the trials and resulting orders, initiate production ▶ Plan for increase in production capacity
- ▶ Trials through more FPOs for future sales
- ▶ Trials through International Agricultural Organizations
 - ▶ Trials on other crops (other than rice)

Financials

- ▶ Conservative estimates are used for Prices, Expenses and Margins ▶

Unused cash from Year 2 onwards - part of it will be invested in R&D

- ▶ Current valuation (Pre Money - including Sweat Equity and Fixed Assets and IP) is kept at 50 million dollars and with 5 million dollar investment, investor will get 10% share
- ▶ After Year 1, Dividend is given to the owners @ 10% and increased to 20% by year 5 as per the investment ▶ Present value of the share of dividend of the investor is 5

million dollars

- ▶ Profit based valuation is done at 3 different P/E ratios - 20, 15 and 10
 - ▶ At the lowest ratio of 10, the value of the business after 10 years will be 960 million dollars ~
- ▶ The cash flows include only the current product and inventing any new products will only increase the value of the company

Utilization of Funds

- ▶ The 50 million dollars are deployed as below
 - ▶ 30 million dollars to fund the working capital (indicated by losses) needed immediately.
- For Year 1 ▶ 10 million dollars to fund the Production Capacity Expansion of 6 million liters and to build a world class lab facility.
- ▶ 7 million dollars for developing international business.
 - ▶ 3 million dollar as free cash - emergency and buffer

- ▶ Year 2 onwards the business will generate positive cash flows and will fund all further investments into capacity, working capital and R&D
- ▶ We foresee no further investment into the company and hence no further dilution of equity of the investor unless
 - ▶ There is a strategic reason to bring in another investor or
 - ▶ The investor makes a decision to exit

Risks

▶ Seasonality

- ▶ The sales will be seasonal for seasonal crops like Rice, Wheat and some other crops
- ▶ We need to produce and build inventory before the season
- ▶ This is mitigated by the fact that the product has a shelf life of 5 years
- ▶ This will be further mitigated by increasing the portfolio of year-round crops

(vegetables) ▶ Payments by Customers

- ▶ We are taking cash upfront so no risk of receivables

▶ Logistics

- ▶ All prices and arrangements are for the stock to be picked up by the FPOs at their cost ▶ We will only assist in coordinating with the transporter
- ▶ Product costs
 - ▶ Extracts from Fish so there is no risk of raw material price fluctuation, which any way is a small component of production cost

Rama Chandra. Founder & CEO

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		COMPARISONS		
AGRICULTURE		HORTICULTURE		
PADDY		VEGETABLES		
COST PER ACRE WITH FERTILI	COST PER ACRE WITH VISTA	COST PER ACRE WITH FERTILI	COST PER ACRE WITH VISTAS +	
US\$ 100	US\$ 20	US\$ 400	US\$ 80	
YIELD PER ACRE WITH FERTIL	YIELD PER ACRE WITH VISTA	YIELD PER ACRE WITH FERTILI	YIELD PER ACRE WITH VISTAS +	
2000 KGS	2600 KGS	15,000 KGS	18,000 KGS	

			VISTAS AGROTECH		
			CURRENT CAPACITY		
			PRODUCTION CAPACITY		
			PER MONTH	PER ANNUM	
			8,000 Ltrs	96,000 Ltrs(8,000*12)	
			MANUFACTURING COST		
			PER MONTH	PER ANNUM	
			8,000 Ltrs*US\$4	96,000 Ltrs*US\$ 4	
			US\$ 32,000	US\$384,000	
			SELLING COST		
			PER MONTH	PER ANNUM	
			8,000 Ltrs*\$20	96,000 Ltrs*\$20	
			US\$160,000	US\$1,920,000	
			PROFIT		
			PER MONTH	PER ANNUM	
			US\$128,000	US\$1,536,000	

			VISTAS AGROTECH	
			TARGET CAPACITY	
			PRODUCTION CAPACITY	
			PER MONTH	PER ANNUM
			500,000 Ltrs	6,000,000 Ltrs(500,000*12)
			MANUFACTURING COST	
			PER MONTH	PER ANNUM
			500,000 Ltrs*\$ 4	6,000,000 Ltrs*\$ 4
			US\$2,000,000	US\$24,000,000
			SELLING COST	
			PER MONTH	PER ANNUM
			500,000 Ltrs*\$ 28	6,000,000Ltrs*\$28
			US\$14,000,000	US\$168,000,000
			PROFIT	
			PER MONTH	PER ANNUM
			US\$12,833,333	US\$154,000,000