

APR - MAY 2016

#

Xotika

Edition: 6

Come, be a part of it !

delivered solid results in a challenging market

CAGR (04 - 08)
Revenue 20%
PBT 15%

H1 09 v H1 08
Revenue - (2%)
PBT - 4%

Projected sales of main products in 2010

Category	2009 (M)	2010 (M)	YoY %
Qatar	\$471.00	\$462.70	-2.20%
Pakistan	\$217.00	\$209.10	-3.70%
India	\$101.00	\$118.00	+16.90%
Others	\$12.00	\$12.00	0.00%
Africa	\$10.00	\$10.00	0.00%
MEA	\$17.00	\$16.00	-6.40%
Europe	\$16.00	\$16.00	0.00%
APAC	\$1.00	\$1.00	0.00%
Total	\$817.00	\$816.00	0.00%
	\$100.00	\$100.00	0.00%
	\$156.00	\$152.10	-2.50%
	\$280.00	\$316.00	+12.50%
	\$181.00	\$193.80	+6.80%

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Get In Touch With Us



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[/xotikjeeru](#) [/xotikjeeru](#) [/xotikjeeru](#)

Visit us at: www.xotik.co.in

The advertisement features a white can of Jeeru Jeera Masala drink against a red background with a dotted pattern. The can has a green wavy line near the top. The text "Jeeru Jeera Masala" is printed on the can. Below the can, there is a glass filled with dark liquid and ice cubes, and a bowl containing cumin seeds (jeera). The overall theme is spicy and aromatic.

BE SO GOOD. They Can't Ignore You

“

**The 'Jeeru Cans'
are now available across
all the catered regions,
while the new Goblets
will be available
around the month end.**



The key to great performance lies in imbibing best quality. At Xotik, our motto has been to deliver nothing but a 'Quality Output'. It is with this approach that we set-up world class manufacturing units, hired quality conscious staff and ensured that our customers received the premier quality beverages.

Our Jeeru Masala & Diet Jeeru are packed with goodness of Jeera & Apple Juice - a unique formulation, which is indeed SO GOOD, THAT THEY CAN'T IGNORE IT!

Likewise, our new website is very informative and reflects our brand persona of meeting international quality standards. Our team for Sales and Distribution does not need to carry catalogues & videos of TV commercial anymore, to enrol new retailers or distributors. Every fragment of information is now available on our website. I urge all of you to use it and take advantage from it in reaching out to more and more areas.

The peak season of summer has been exceptionally good and in line with our goal of creating consistent growth. The 'Jeeru Cans' are now available across all the catered regions, while the new Goblets will be available around the month end. This can help create fresh buzz and excitement in our markets.

We have also been telecasting TV commercial and radio ads in several regions which has generated a lot of awareness for Xotik Jeeru drink. We will be telecasting the same in regions where shelf presence is above 30%. This is an opportunity for all of us to increase the uptake and the profit margins in turn.

The performers this season have been so good that we cannot ignore them. My heartiest congratulations to the Super Performers who have successfully doubled their take home package. Time is by our side and with consistent growth potential everyone has the opportunity to outperform themselves and make hay while the Sun shines.

Enjoy Reading!

Regards
Mr. Rajeev Sehgal
Chairman, Xotik Frujus Pvt. Ltd.

EMPLOYEES OF THE MONTH >>>



Akash Singh

Area Development Officer

Mumbai

He manages the western region covering more than 300 shops, from Parle to Bandra. He ensures that he sells at least 18 boxes each day. On any given day, he manages to sell 30 odd boxes in populated areas with A & B class shops. When he meets a prospective shopkeeper, his approach is to introduce his organization, range of products and explain the earning potential they have from selling Xotik products. If there is a scheme, it helps him to further convince the shopkeepers. He tracks the delivery timeliness and keeps in touch with all of them regularly. He makes it a point to follow up with shops that are not keeping Xotik products and tries to understand their concerns instead of simply doing a sales talk.

Mr. Singh is very happy with his performance and growth in the job. He conveys that he feels immensely motivated looking at his name featured in performers list. He is looking forward to contributing to the organization's growth and in turn developing as an individual. He will be continuing his studies for B.Com. through the following year and seeks to make a career in marketing. Akash lives with his mother, 3 brothers & 2 sisters in Kandivali. He loves to play cricket and listen to music in his leisure time.

Mr. Akash Singh has scored 163 points. Well Done! Way to go.



Bhagwati Mishra

Area Development Officer

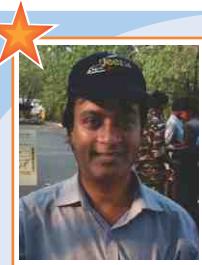
Mumbai

Mr. Mishra is responsible for the sales in Western Thane and is handling 300 to 350 shops. He keeps his daily target higher than that given by the organisation. Each day he reaches out to 50 to 55 shops, explains the organisation's products, quality and ingredients. He also conveys to the prospective clients, the areas and cities where Jeeru is available and being sold and how its consumption has increased.

He also conveys that he loves it when shopkeeper responds well upon his visit, as they know him personally after multiple visits. He also makes judicious use of the marketing banners and stickers.

He is pursuing academics and has completed B.Com. II Year. He tells us that he loves his job as the colleagues and seniors are encouraging, supportive and guide him well. His parents and brother stay in Virar. He wishes to pursue a Sales career in future.

Mr. Bhagwati has scored 161 points. Well done! Keep up the good work.



Sanjeet Naskar

Area Development Officer

West Bengal

Sanjeet is staying in Kolkatta and he was recommended by his RSM for a area which was not doing well. He has worked with more than 5 distributors. He is handling the area of Metiabruz, Santoshpur, Karbala, Barpala, Agra Phatak, Mullar Gate, Chotta Market, Akra Station and Amtala. This area covers around 400+ outlets and he reaches out to around 40-45 outlets each day. He seeks to position the product as one with highest quality and has excellent margin. On an average, he sells 225-30 boxes daily and sometimes he also renders sale of 45-50 boxes. He also promotes the drink to marriage contractors & party organisers. He depicts the profitable margins to ensure higher sale.

He would like more marketing and branding support, so that he receives additional aid and push towards the growth of sales.

He seeks to grow in this company and has completed school level due to family constraints. He stays in Kolkatta with his wife, two kids & mother. He loves listening to music.

Sanjeet has scored 137 points. Keep up the good Work Sanjit. All the Best!!!

<<< EMPLOYEES OF THE MONTH



 **Manoj
Singh**

 Area Development Officer

 Mumbai

Mr. Manoj is handling the infamously famous Dharavi area, which is a slum area and he has been involved in developing this market for Xotik from its initiation. He has covered more than 400 shops and at present 175 shops are stocking Jeeru drink. His practice of giving samples, providing product catalogue and explaining has greatly helped. He has raised the quality consciousness with regards to the product, by giving out samples to the customers outside the shop. He manages to sell 15-17 boxes per day. Taste and quality are a great source of sales pitch. He appreciates the support and guidance from the seniors of the organisation.

He has completed his B.Com., II Year through correspondence course and plans to do MBA too. He stays in Wadala, with his parents, wife and kids. He loves to listen to music and play cricket.

Mr. Manoj has scored 196 points. Well done! Great work.



 **Suresh
Gaur**

 Area Development Officer

 Mumbai

Mr. Suresh handles Goregaon and Lokhandwala covering almost 300 shops. Everyday he tries to reach maximum number of shops, yet on average he manages to contact 45 to 50 shops. He positions the Jeeru brand as the best in quality and hygiene standards maintained in at the manufacturing. He enjoys his job. He is a Graduate from Uttar Pradesh and resides with his wife and two kids in Mumbai.

Mr. Suresh has scored 200 points. Well done Suresh! All the best.



 **Vinay
Singh**

 Area Development Officer

 Mumbai

Mr. Vinay is handling Dahisar (East/West) part of Borivali. On a daily basis he covers 40 shops and extensively uses posters, banners and placement. He informs the shopkeeper the advantages of promoting the right range of Xotik products. He keeps crucial track of competition as to what are their special schemes, their visit schedule and takes the order before competition hits the shops. Up to 90% of his customers end up taking his products and realize the earning potential. He constantly stays in touch with the distributors to ensure demand and supply is in time. He sells 19-20 boxes on an average, per day.

He conveys that he likes working with Xotik and the fact that this organization meets its commitments about payments and delivery, is very encouraging. The standard and quality of the Xotik products is the best. He lives at Mira road with his mother and brother, while his dad is in native town in Uttar Pradesh. His choice of career is Sales & Marketing. In his free time, he loves to spend time unwinding at home as his work day involves a lot of travelling.

Mr. Vinay has scored 172 points. Keep up the good work! All the Best.

EMPLOYEES OF THE MONTH >>>



**Manik
Bankhele**

Senior Sales Co-ordinator

Mr. Manik Bankhele is the sales co-ordinator and has been trained with the Sales Automation software. He manages the areas for Calcutta, Delhi, Hyderabad, AHD, Surat, Baroda, and Bhubaneshwar. He not just tracks the sales but also supports it by motivating the sales executives, guiding them and reporting back efficiently. He also extends the support by co-ordinating for the marketing & branding team. He also visits onsite to train the sales executives on the software and holds regular meetings with them. 75 sales executives are connected to him and they all have good market response and motivation levels. He has been with this company for more than one year and wishes to grow in this line. He has completed his second year Chemical Engineering and lives with his father, wife and kids in Ghatkopar. He enjoys watching Cricket.

You are an asset Manik, Keep up the good work!



**Pramod
Kumar Singh**

Area Sales Manager
 Greater Mumbai

Mr. Pramod is handling Greater Mumbai & Thane regions covering more than 9000 outlets, which he manages with the help of 62 ADOs and 11 Sales Officers reporting to him. On a daily basis, he has at least four review calls with his Sales Officers to support them and ensure that they have tapped all distributors and the stock is optimized. He tries to reach out to most of the ADOs to ensure optimal performance. Timely delivery is very crucial for him and he makes sure stock does not fall short. He stays in touch with the ADOs who are facing challenges and issues. He even accompanies those who are facing challenges and demonstrates how to handle a call. Pramod has been with Xotik since 2008 and has been a part of the development of Jeeru as a brand. He reminisces that Jeeru Masala has come a long way since the initial days of struggle to convince retailers to stock their drinks, to today when the demand is high and Xotik is trying to make supplies available.

He is a graduate from Uttar Pradesh and this is his first job where he grew from being a Sales Executive to Area Sales Manager. He loves working at Xotik and feels the management and staff is like an extended family. He wants to see this organization grow manifolds and breathes this brand 24X7. He stays in Saki Naka with his wife, child and mother-in-law.

You are a true inspiration Mr. Pramod. Keep up the good work!!



**Ashok
Maurya**

Store In-charge
 Daman plant

Mr. Ashok in his role as the Store-in-charge for Daman plant is handling inward & outward movement of raw material, finished goods and plant maintenance. He is a very dedicated professional which also reflects upon his work. Earlier, there used to be wastage of material at the plant and there was no proper system of tracking. However, now he is undertaking key & lock method to track & control the usage of material. He manages four departments for the same. He started in-ward & outward register along with computer record and ensured that a daily email report is sent to the Management, Finance, Production & Maintenance Departments.

The Material Issue system helps ensure that there is no wastage or stealing of material such as cumin seeds (jeera), soda, labels, packing material, etc.

Prior to Xotik he had worked with a textile manufacturing unit so this field was very different and exciting for him. He appreciates the team spirit and that the management is very supportive. He has pursued B.A. English (Hons.) and strives to rise in his career with Xotik. He resides with his brother, sister-in-law & their two kids. He enjoys playing chess and cricket.

Great Job Mr. Ashok. Wish you the best!

Growth is never by mere chance;

It's the result of forces working together



Devnarayan Agency Navsari, Gujarat



He is a Super-Stockist for Navsari area having eight Distributors, across forty kms area with 400+ shops. He has been with Xotik as an agent for more than 4 years and since 1.5 months he has become a Super Stockist. He has excellent experience in terms of market trends. He conveys that there have been no complaints from markets and there is a constant growth in demand. His distributors are content and happy with their work since everyone in the distribution chain receives good margins. The stock delivery is always in time and there is no competition for the quality & price offered by Xotik Frujus drinks. The awareness levels for Jeeru are very high throughout the network. He sells 1100 boxes through a single distributor, each month, while looking up to a double uptake next month. For the management he says, "They are setting international standards while introducing new flavors like -Orange, Cola, Lemon and Mango, which will create a better market for Xotik". He also feels that the current Jeeru Jeera Masala Soda 150 ml bottle is found to be not a very reasonable option for its price and quantity.

Thank you for sharing your experience, sir! Wish you the very best!

Rajesh Jain Ahmedabad, Gujarat



Mr. Jain is a Super Stockist for New Ahmedabad. He is handling Gandhinagar, Kalol, Kadhi, Mehsana and some parts near Viramgaon for last 2.5 months. At present he has six distributors and two new will be joining him soon, making it a total of eight. He could not completely exploit the peak season, due to certain limitations earlier. However, the new sales team is very promising. He seeks to cater to the Class I and II families in his area, but the supply needs to match the demand. Marketing, awareness, promotion, dealer network needs to be effectively built. He sees far higher demand than the supply. He shares that he was selling only 2000 boxes per month, whereas at least 6000-8000 boxes can be sold with utmost ease. He believes that the product quality is excellent while the pricing and margin is good. Even the delivery & transit damage needs to be taken care of due to packaging.

Thank you for your support and feedback. Wish you the very best!

NEW GROWTH PARTNERS >>>

SM Enterprises

Ahmedabad, Gujarat



Mr. Afridi has been with Xotik since March, 2016. He is a Super Stockist and has a network of twelve distributors. He serves the Ahmedabad area. Initially there were fewer uptakes and growth has really picked up now. In Old Ahmedabad alone, he is able to sell 4500 crates, while New Ahmedabad still needs to be promoted. The Sales team too is going to focus on the new area. Xotik is on growth curve and now is the time for better staff uptake. He believes that the quality, pricing and packing for the product is perfect; however the lack of reach and promotions remains the reason for certain inefficient areas. For a city like Ahmedabad, good Branding & Marketing support is a pressing issue. He believes that they also require sampling budget to promote the product to new distributors and retailers.

Thank you for sharing your experience, sir! Wish you the very best!

Ali Akbar Khan

Rajasthan



Mr. Ali Akbar is the Super stockist operating from Jaipur and is covering entire Rajasthan stretching from Jaipur, Ganganagar, Bikaner to smaller zones like Bara. He has a very strong & established distribution network across big and small zones in Rajasthan. He says, "the company aid from sales, marketing & advertising will come when it comes, but my network is already at work". That's the reason he has seen great market off-take of almost 1200 crates in 20 days. He continues, "the feedback for Jeeru is excellent and there have been reorders within a week. The packaging is very nice, specially the JEERU CANS". He finds the small packing to be more favorable while penetrating in new markets. He is also promoting this drink at weddings in known friend circles, as it is an all season drink. For him, as far as competition is concerned, there is significant difference between Jeeru & other local drinks on the quality front, and he says that there is a very unique taste to Jeeru, which is felt by all those who have tried it, versus local Jeera Masala brands.

Thank you for sharing your experience, Mr. Ali Akbar Khan! Wish you the very best!

Rahul Mane

Kolhapur



Mr. Rahul Mane is a Modern Trade distributor in the Kolhapur region and is listed with 6 D-Mart stores—covering Kolhapur, Sangli, Karad, Jaisalpur, Ichalkaranji & 2 Big Bazaar stores at Kolhapur & Ichalkaranji.

He has been associated with Xotik since April 2016 and has very good feedback as he has already sold 3 truckloads of Jeeru in the past 2 months. Working with Xotikans is also a good experience as they keep him updated about new offers and product development in the company. He suggests, "in this market, very little free sampling & advertising will help boost the business in upcoming festive season of Ramadan, and Ganesh Chaturthi, right until Christmas & New Year". He also plans to promote the product at Ganpati pandals, Durga Pooja and college festivals. So far, the feedback of consumers has been very good and he is happy with this association and finds the product to be excellent.

Thank you for your support and feedback. Wish you the very best!

Anil Kumar Jain Ambala Cantonment



Mr. Anil Jain is a Super Stockist in the Haryana region, with a substantial coverage across GT Road, Ambala City, Karnal, and others areas within 200 Kms from these towns. He is attached to the entire Modern Trade network of stores in this territory.

He has been associated with Xotik for 1.5 months now and has found the quality of product to be "top class". He has seen higher off-take for 1 litre bottles of Jeeru, over the other SKUs. He sees great potential for the product in this region. He says, "based purely on product quality, we have managed to sell 600 cases so far, but this can improve as Jeeru has digestive qualities, making it a great all-season drink".

Thank you for sharing your experience. Wish you the very best!

K. Manjula Hyderabad



Mrs. Manjula is a distributor of honey in Hyderabad. She started this business 2 years ago. She agreed to be the Super stockist for Xotik Jeeru, on recommendations from her network of associates. She has 2 distributors working with her and has plans to increase the distribution network. She believes that Jeeru is the best Jeera masala drink in the market, and it will do good with growing awareness through sales, promotions & offers. So far, she has managed to sell 600 cartons of Jeeru 150ml and is looking forward to greater volumes in the region.

Thank you for your support and good wishes, Mrs. Manjula. Wish you the very best!



NEW EMPLOYEES >>>



WELCOME TO THE FAMILY!



Akhilesh Kumar
Area Development Officer
Gurgaon



Deepak Kumar Rout
Area Development Officer
Odisha



Amit Das
Territory Sales Officer
Kolkata



Anand Pansare
Office Assistant
Mumbai HO



Gautam Sarkar
TSM
West Bengal



Gyanendra Singh
Area Development Officer
Delhi



Dinesh Parmar
Area Development Officer
Gujarat



Santosh Panda
Area Development Officer
Odisha



Santu Das
Territory Sales Officer
West Bengal



Shiva Yadav
Area Development Officer
Hyderabad



Lalchand Sharma
Area Development Officer
Mumbai



Shyam Sharma
SO
Western Thane



Surendra Godale
Area Development Officer
Central Thane



Swapnil Malewadkar
Key Account Manager
Mumbai



Ankit Pandey
Area Development Officer
Mumbai



Dinesh Pal
Area Development Officer
Mumbai



Ettendar Singh
Territory Sales Officer
Delhi



Gurpreet Singh
ASM
Delhi

<<< NEW EMPLOYEES



Harpreet Singh
Area Development Officer
Delhi



Indrajit Dey
KAE
West Bengal



Kamal Yadav
Area Development Officer
Mumbai



Krishna Dubey
Area Development Officer
Mumbai



Nagendar Singh
Area Development Officer
Delhi



Navjeet Singh
Area Development Officer
Delhi



Rakesh Gautam
SO
Mumbai



Rohit Mehra
Area Development Officer
Delhi



Shankar Chand
SO
Mumbai



**Siddarudh Dayanand
Duttargi**
KAE, Pune



Syed Aman Ullah
Territory Sales Officer
Hyderabad



Umesh Kr. Batra
Territory Sales Officer
Haryana



Refresh &
Rejuvenate
with



SNAPSHOTS >>>



Can Campaign



Jeeru Sampling



Sales Training



Xotik Frujus Website

The image shows a white Apple MacBook Pro open, displaying the Xotik Frujus website on its screen. To the right of the laptop is a screenshot of the website itself, which features a blue header with the Xotik logo and navigation links for STORY, PRODUCTS, #XOTIK JEERU, and INVESTOR RELATIONS. Below the header is a large graphic of two blue cocktails garnished with watermelon slices and mint leaves, with straws. The word "REFRESH" is prominently displayed above the drinks, with the tagline "Just a sip can get your spirits up". At the bottom right of the website screenshot, there is a call-to-action button with the text "Visit us at www.xotik.co.in" and a hand cursor icon.

Xotikans, we are happy to announce the launch of the new Xotik Frujus company website. Our website now wears a brand new look personifying the young, vibrant, fun, healthy and quality conscious Global generation.

Our expanding network of customers can now look forward to connecting with Xotik team through our website and social media handles. All our Marketing promotions, special campaigns, TV commercials and varied schemes will be showcased and published on our website. The new talent who wants to work with Xotik team can reach us and become a part of this increasingly popular brand.

So watch out this space for new product schemes and announcements, newly introduced flavors and the fancy and convenient packaging to which the young at heart can completely relate.

We invite you to reach us at the Customer Care at +91-90-29-991-771, also provided on our website www.xotik.co.in and feel free to share with us your feedback regarding the products or the website.

Chilled KALA KHATTA with Xotik Jeeru

Ingredients for Kala Khatta Jaljeera

- Kala Khatta Syrup - 4 Table Spoons
- Xotik's Jeeru, Jeera Masala Soda or Diet Jeeru - 1 Small Bottle
- Black Salt to taste (Kaala Namak)
- Lemon - $\frac{1}{2}$
- Ice cubes, as required
- Fresh Mint Leaves
- Drinking Soda

Method

Step 1:

Pour Kala Khatta syrup into a cocktail shaker. Add Black Salt, juice of $\frac{1}{2}$ Lemon, 2 tbsps water, 2-3 ice cubes. Pour Jeeru and put the lid on the shaker and shake well. Add lots of ice cubes.

Step 2:

Put a few fresh mint leaves in each serving glass. Put the ice cubes from the shaker equally into each glass. Pour kala khatta mixture equally into each glass.

Step 3:

Top it up with drinking soda or Jeeru for additional fizz as required.

Serve immediately.

Prep Time : 11-15 minutes

Serve : 4

Level Of Cooking : Easy



Combine your Travel Plans with Trekking

- ➲ "We trek not to escape life, but so life doesn't escape us."
- ➲ "Trekking is challenging and it tests your mental endurance to keep going."
- ➲ "Trekking helps our team to bond better and apply the rules of outdoor trek to our work place".
- ➲ "The essence of Teamwork - It's really not different in both Trek and Office set-up."



Trekkers SPEAK

WHY TREK?

Very often we find ourselves rushing from point A to point B, with no time to breathe? Whether you are climbing the corporate ladder, building your own business or assuming family responsibilities, it is easy to get caught in a mundane scripted life.

You may wonder as to "Why Trek?" and why not anything else. So we say, you can pick on anything you love other than routine, but TREKKING has multiple benefits.

For many trekking is medicinal. It rejuvenates one's thought process, heals and transforms your outlook to the world completely. So, disconnect and give yourself the freedom you deserve. Life is not meant to be a time-table (at least, not always).



Get Close to Nature: Trekking is a beautiful way of travelling. It's real – it is an unscripted experience filled with surprises. Take a chance and view the world without a filter. The views and undiscovered spots you get to see on a trail are ones that no world-class tour can guarantee you.

Burns your calories faster: While trekking, your entire focus is on the beauty of the surroundings that you get exposed to. You tend to forget the fact that you are actually burning calories in the process. The whole experience of walking in the glory of the mountains is extremely relaxing and refreshing. Regular trekkers know they lose weight and maintain weight consistently, unlike in a gym where you lose weight fast and also gain it back faster, if you miss the gym workouts.

Learn Life Lessons: You're far from civilization and the only thing you can embrace is the serenity of the world. You get a chance to meet people from diverse backgrounds and build lasting relationships. The purity of the mountains teaches us to embrace experiences, cultures and relationships that are outside our comfort zone. Trekking humbles you enough to learn that it's not all about you. You are often put in challenging situations that make you realise that the world is so much bigger than your perspective about it. You weren't really the big fish in the ocean but a tiny minnow in a pothole.

Get over your BUT!

A lot of us strongly express our desire to travel, and yet we suffix our beautiful thoughts with the most fatal word – "But". 'But' work, 'but' kids, 'but' family and everything else under the sun. It is true that as we get older, life mostly just "happens" to us and we lose control over it. However, your body is not going to support your heart's desire forever.

First few steps before you start off on a TREK!

Get in the Gear !!

Start everyday for physical preparation

There are many ways to start. Almost totally unprepared is one way and it actually often works better than when you buy loads of stuff and plan everything in advance. At first, just try going trekking to the hills nearby your area and take uphill walks and jogs.

Go cycling or swimming or whatever sport you like for about 3 times a week, 2 months before you leave, in a gradually more intensive way. Some discipline is needed, but it does pay back; guaranteed!

Critical Area: Mental Strengthening

The most underestimated and forgotten part is the mental preparation.

Are you ready to give up some comforts like the idea of having a car ready to bring you everywhere, the comforts of a room for yourself to sleep, the habits in your daily routines of washing and eating? Are you also ready, mentally, to see the returns that you will get? Can you still notice and then enjoy breathing fresh and healthy mountain air? Are you ready to face nature honestly? To go with what nature decides for you, like a thunderstorm? Is this trip a 'you against the elements' or 'you learning to know and live with the elements'?

You must realize that the human body was not made for sitting at a desk 9 to 5? It is basically made for walking and your eyes are made for looking at the horizon, not at a PC. Basically, are you ready to forget about 'society' and the normal that has been laid upon you by its rules, values and obligations, to rediscover the hidden but natural bond between you and nature?

This will be crucial not for starting maybe but for enjoying it and for wanting to do it again.



