India’s Largest Farmer Producer Company
Welcome to Sahyadri Farms
Chairman Speak

“The vision of Sahyadri Farms began with a challenge: Can we ensure a sustainable model of farming to our Indian small-landholding farmers while also providing safe and quality food to the customers? Can we have a farmer living a life of dignity who is able to provide well to his family, along with having a consumer who is ensured of getting safe and healthy food?

It’s this singular vision that has been driving me since I completed my education in Agriculture, and gained first-hand experience of the pitfalls and obstacles of farming. The work began to take a definitive shape in 2011 with the formation of ‘Sahyadri Farmers Producers Company Limited’ or just ‘Sahyadri Farms’ as it’s widely known. We have seen many organisations talk about talk CSR as one of their activities, but we at Sahyadri Farms, converted the entire organization into a CSR initiative and it became a movement that led us into becoming India’s largest farmer collective!

At Sahyadri Farms, we have built world-class infrastructure and processing facilities that ensure we can work on a sufficiently large scale which is beneficial to both farmers and our consumers. We work hard to ensure that our farmers receive fair equity for their produce by building our entire effort around the values of Trust and Transparency.

The movement was to also develop a first of its kind - branded, traceable product-mix, that would promote sustainable growth. It would cater the best quality food products to our Indian Consumers at fair prices by achieving economies of scale and costs. This movement was driven by a Farmer - Producer model that plays an ever increasing role in the rural economy today, providing gainful employment to a large numbers of farmers and allied resources.

It was the formation of a structure, owned by farmers, and with the passage of time has become the farmers ‘best friend’. We live by our motto of ‘Seeding Goodness’ by ensuring that every stakeholder from our farmer to our consumer gets their fairly deserved returns and food products.”

VILAS SHINDE
Our Story

The agriculture sector has always been plagued with many problems - natural and man-made. There were several challenges faced by farmers like changing climatic conditions, absence of good quality seeds & fertilizers, lack of knowledge regarding latest technology/equipment, financial burden of loans, high production costs, presence of dealers controlling market prices, among many others.

In 2003, the provision in the company laws for the creation of Farmer Producer Companies (FPC) was introduced as a great step towards the betterment of the agricultural sector. Sahyadri Farmers Producer Company Limited (SFPCL) or just 'Sahyadri Farms' was registered under the same provision in 2011 and it has grown rapidly since then without ever looking back. It’s now responsible for Post Harvesting Management and Training, Purchasing, Processing, Packing, Exporting and Marketing of the produce. It is focused on producing and providing safe food, with traceability (knowing where the food you consume comes from) and transparency (knowing how much the farmer earns), being made available to the consumer. Sahyadri Farms has now grown to become the largest grape exporting company from India to the world. SFPCL is considered as India’s largest and most successful FPC. It’s now leading its way into retail and e-commerce, growing sustainably and organically in a brief span of time.

We believe it’s our people who make all the difference.

We’re blessed to have some of the best people who by now have sold their souls to farming. Though some are from farming backgrounds themselves, others are professionals from different streams and walks of life. This makes Sahyadri Farms continually strive towards new arenas and better ways of doing things. We believe that it’s the people who build or break a movement or an organisation, and having a shared vision while walking on the common path to success is critical to a long life.

The Sahyadri Farms family
Vision

To be a Leading Farmer Producer Company (FPC) with the power to bridge the gap between the rural and urban communities;

By making farming a profitable and sustainable business for all our farmers
By providing safe, healthy, affordable farm produce and value added products to our consumers
Whilst caring for the environment, empowering our stakeholders and strengthening the economy

Values

HAPPINESS
TRANSPARENCY
ETHICS

Mission

Sahyadri Farms is a trusted, value driven and professionally managed farmers producer company Of the Farmers, By the Farmers, For the Farmers.

Sahyadri Farms Aims to Make Farming Profitable and Sustainable by:
- Optimal Utilization of available resources and Reducing overall Cost at Farm Level and throughout the value chain
- Effective Financial and Risk Management
- Mentoring & monitoring the farmers to increase quality and productivity as per Global Standard in adoption of necessary technologies
- Effective Post Harvest Management
- Assuring the best possible realization for all Farm produce under all circumstances
- Creating a robust supply chain from Farm to Plate which assures Traceable, Safe, Healthy and Affordable farm produce and value added products
- Building Respectable Relationship with the Environment, Employees and Stakeholders
SAHYADRI ECO SYSTEM

End-to-End Solution

Small Holder Farmers

INTERVENTION FARM LEVEL
- Increase in Productivity
- Improvement in Quality
- Input Availability
- Nursery

INTERVENTION PRODUCT VALUE ADDITION
- State of Art Post Harvest Facilities
- Capable Professionals
- Exhaustive Research & Development
- Skilling

INTERVENTION SALES & MARKETING
- Developing Domestic Retail Network
- Need Based Processing
- Brand Building
- Skilling

Seed to Plate

Cared
Nurtured
Protected

SAHYADRI ECO SYSTEM

Three Tier System

Global Consumer

INTERVENTION SALES & MARKETING
- Wide Global Networking
- Direct to Consumer Approach
- Established Domestic Wholesale Network

INTERVENTION PRODUCT VALUE ADDITION
- Reduction in Cost of Production
- Financing
- Crop Insurance
- Global Exposure
- Skilling

Three Tier System

- Production
- Productivity
- Quality

- Technical Support to Farmers
- Input Supply
- Aggregation of farm Produce
- Grading, Sorting & Packaging
- Finance
- Insurance

- Mentoring the FPC’s
- Infrastructure for Post Harvest management
- Distributions
- Marketing
- Fresh & process Marketing - B2B Domestic, Export

Farmer

Crop-wise Farmers Producer Company

Retail Company

Fresh
Processed

B2C
Sahyadri Working Model

Efficient Farm Management → Efficient Post Harvest → Efficient Marketing

Productivity & Quality Improvement → Export → Domestic

Optimisation of Cost of Production → Glut → Processing

Over Production / Supply → Maximum Realisation

Minimum Support Price

Our Infrastructure

Over the last decade, we have steadily focused and developed all the necessary research and infrastructure facilities in-house.

With the able support and guidance of an expert agro-advisory team, we have created top-class infrastructural facilities that are the best in India and are at par with the best in the world. We set strict standards of quality and safety throughout the production cycle and chose to adhere to it with no compromise. We are super conscious about being sustainable and environmentally friendly during the process of development and growth.

Today, we have

- A 65 acre state-of-the-art campus in Mohadi, Nashik, India.
- A 30,000 square feet agricultural input and processing facility, numerous weather stations and a farmers mall to cater to all needs of the farmers.
- Solar power for over 30% usage
- Composting of all vegetable and fruit waste for use as fertilizer for our own crop produce.

Our processing units and value added capabilities include:

- High volume pack-houses handling 250 tonnes of table grapes per day and employing around 2000 people.
- State-of-the-art, large cold storage facilities capable of storing over 6000 tonnes of fresh fruits and vegetables.
- Natural and safe carbide free fruit ripening chambers
- Modern and safe aseptic processing units
- Value added services for vegetable grading, sorting, dicing, packing and freezing units
FARMER'S FACILITY CENTRE | One stop solution for all farming needs

1. Agri-input Facility
   • To Optimize Agri Input cost for Farmers
   • Connect with direct manufacturer, so cost get optimized & get quality products
   • To Provide Advance Agri - Tech Solutions for Farmers
   • Driving Positive Change in Agriculture

   Crop protection, crop nutrition, bio pesticides and fertilizers, implements and machinery, Irrigation, Solar equipment & Pump etc.B2B tie up with these supplier companies. Exclusive tie up with companies for Plant growth regulator and imported products.

2. Nursery
   • Complete linkage seed to plate
   • Quality planting material supply
   • Optimize seeding cost
   • Due to quality seed, yield will increase, quality will improve
   • Provide seedling facility for vegetables, fruits (All domestic as well as imported), Special variety of Grapes “AARA” etc.

3. Labs
   • Unique testing and programming services provide the precision that build profit
   • Based on analysis need base nutrients application to enhance nutrition value of produce
   • Optimize input cost
   • Lab set up & technical support by world wide renowned scientist
   • Soil analysis, water, leaf and Petiole, Produce nutrient analysis

4. Bio fertilizers and pesticides manufacturing
   • Bio production Unit to Drive the Residue Free Farm Produce
   • Maximize profit while improving sustainability

5. Insurance and Banking services
   • Insurance recover the Farmers loss due to Natural calamities
   • Banking services provide loan at affordable interest rate, so he can purchase right required input at right price
   • Provide loan facility on behalf of sahyadri Farms guarantee

6. Weather stations
   • To provide weather forecast like rain fall, humidity, temperature, evaporations etc.
   • Provide next 7 days disease & pest forecast on the basis of nowcast
   • Currently 9 weather station are working, planning to install 100

7. Consumer Mall
   • Full fill day to day needs like clothing, footwear, kitchenware, FMCG, mobile items etc.

8. Agro Advisory Services & Farmers Guidance
   • To Educate Farmers for Global Competition
   • Provides basic, timely and accurately pre-information of different climate and weather conditions of different crops
   • To provide expert advice to farmers on various aspects to enhance productivity of crops, soil health, usages of nutrients etc.

KISANHUB PLATFORM
Get complete visibility of supply chain by directly connecting with farmers and by providing agronomist advice that delivers optimal crop quality and yield.

The platform provides advisory on pest/diseases, fertiliser application, irrigation management and yield prediction so farmers can apply right input of a right product at the right time and in the right quantity.

The platform connects enterprises with their growers to provide crop intelligence through crop specific apps and is focussed on in-season agronomy advice on pest/diseases, fertiliser application, irrigation management and yield prediction to reduce the input costs and improve profit margins. These insights are provided to farmers and their enterprises by assimilating and aggregating disparate datasets.

POST HARVEST OPERATIONS

Fresh Fruits & Vegetables
• F&P Pack house I : 250 MT per day
• F&P Pack house II : 50 MT per day
• Precooling Rooms : 8 each 25 MT
• Vacuum Precooling : 50 MT per Day
• Advanced Ripening : 8 each 25 MT
• Cold Storages : 4000 MT

Semi Processed Food
• Semi Controlled Ripening : 8 each 40 MT
• IQF Process Plant
(Frozen) : 50 MT / Day
• Aseptic Process Plant : 150 MT/Day
• Frozen Cold Storages : 5000 MT
• Dry Warehouses : 10000 MT

Value Added Lines
• Aseptic Juice Line
• Hot Fill Juice Line
• Ketchup, Jam, Jelly Line

WELL EQUIPED ADMINISTRATION BUILDING

The journey of Sahyadri Farms is a story of creating great “SUCCESS” and showcases the power of sheer determination and commitment of a highly capable leadership team. To nurture happiness amongst our family members, we have created a community area with a library that houses about 2500 books on various subjects and the number of books is steadily increasing. Along with a townhall to host regular meetings to update employees on the goings-on at Sahyadri, we also have an amphy theatre, gym and sports centre for overall development of our team members.

SKILLS DEVELOPMENT AND TRAINING

• Rural India suffers from a lack of a network of infrastructure and resources required to impart necessary skills to the youth of our nation residing in remote towns and villages. To help the rural youth, we have established a skills centre in our premises in Mohadi, Nashik to impart the required skills.

The centre has world class, state-of-the-art infrastructure comprising of
• 17000 Sq. ft. area training facility
• 6 spacious class rooms, Lab, and Hostel facility with capacity to accommodate 200 people
• Dedicated space for mindfulness practices, cafeteria, centre-head’s room, faculty room, reception, pantry, washrooms and parking
• Expert guidance from subject matter experts to develop agricultural and allied courses
• Assistance for job placement
Sahyadri Farms Retail

Sahyadri Farms wants to encourage the seed to plate approach for farmer owned companies via the retail stores business and generate employment for rural youth and unemployed.

The retail business includes fresh Fruits & Vegetables, value added products and also farm products such as Milk & Milk Products, Bread and Eggs etc. Other categories of produce are also planned to be included from other FPOs, co-operatives, and self-help groups etc., who are aligned with the Sahyadri philosophy.

We aim to solve the farmers marketing issues, so that the farmers can focus on quality and productivity and provide safe, healthy, affordable farm produce and value added products to end consumers with a goal to manage 200 retail stores with a 3 lac loyal customer base.
SAHYADRI FARMS

FRESH FRUITS & VEGETABLES
We are 100% farmer owned professionally managed company with 9000+ marginal committed farmer members. We provide 100% safe farm produce coming directly from our farmers. We provide end to end traceability from farm to fork.

- Grapes
- Guava
- Banana
- Muskmelon
- Mango
- Watermelon
- Pomegranate
- Custard Apple
- Strawberry
- Citrus
- Papaya
- Tomato
- Okra
- Onion
- Chili
- Potato
- Capsicum
- Drumstick
- Leafy
- Sweetcorn
- Cole Crops
- Tomato
- Okra
- Onion
- Chili
- Potato
- Capsicum
- Drumstick
- Leafy
- Sweetcorn
- Cole Crops

PROCESSED & PACKAGED FOOD
Processed & Packaged As part of value chain, we provide safe, healthy & affordable food products to our consumers. State-of-the-art integrated food manufacturing facility consistently producing high quality products which remain untouched by the human hand.

- Fruits
  - Mango Dices: 10 mm / 15 mm / 20 mm
  - Red Papaya Dices: 10 mm / 15 mm / 20 mm
  - Pomegranate Arils
  - Strawberry Cut / Whole
  - Red & White Seedless Grapes
  - Muskmelon dices

- Vegetables
  - Okra Cut / Whole
  - Cauliflower
  - Green Peas
  - French Beans Cut / Whole
  - Mix Vegetables (2 way / 4 way)

- Juice
  - Aam Panna
  - Guava
  - Kesar Mango Pulp
  - White Guava Pulp Sweetened
  - Pomegranate Juice
  - Jamun Pulp
  - Strawberry Pulp

- Pulp
  - Alphonso Mango Pulp
  - Totapuri Mango Pulp Sweetened
  - Kesar Mango Pulp
  - White Guava Pulp Sweetened
  - Pomegranate Juice
  - Jamun Pulp
  - Strawberry Pulp

- Puree
  - Alphonso Mango Puree
  - Kesar Mango Puree
  - Totapuri Mango Puree
  - White Guava Puree
  - Red Papaya Puree

- Concentrate
  - Alphonso Mango Concentrate
  - Kesar Mango Concentrate
  - Totapuri Mango Concentrate
  - White Guava Concentrate
  - Red Papaya Concentrate

- Yoghurt
  - Alphonso Mango Yoghurt
  - Kesar Mango Yoghurt
  - Totapuri Mango Yoghurt
  - White Guava Yoghurt
  - Red Papaya Yoghurt

Product Range

<table>
<thead>
<tr>
<th>IQF FRUITS</th>
<th>FROZEN FRUITS</th>
<th>IQF VEGETABLES</th>
<th>ASEPTIC FRUIT PUREES &amp; CONCENTRATES</th>
</tr>
</thead>
<tbody>
<tr>
<td>Mango Dices</td>
<td>Alphonso Mango Pulp</td>
<td>Sweet Corn</td>
<td>Alphonso Mango Puree</td>
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<tr>
<td>10 mm / 15 mm / 20 mm</td>
<td>Totapuri Mango Pulp Sweetened</td>
<td>Okra Cut / Whole</td>
<td></td>
</tr>
<tr>
<td>Red Papaya Dices</td>
<td>Kesar Mango Pulp</td>
<td>Cauliflower</td>
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<tr>
<td>10 mm / 15 mm / 20 mm</td>
<td>White Guava Pulp Sweetened</td>
<td>Green Peas</td>
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<td>Pomegranate Arils</td>
<td>Pomegranate Juice</td>
<td>French Beans Cut / Whole</td>
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<td>Strawberry Cut / Whole</td>
<td>Jamun Pulp</td>
<td>Mix Vegetables (2 way / 4 way)</td>
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<tr>
<td>Red &amp; White Seedless Grapes</td>
<td>Strawberry Pulp</td>
<td>Carrot Dices</td>
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<tr>
<td>Muskmelon dices</td>
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<td>Onion Dices</td>
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<tr>
<td>Packing: 10 kg</td>
<td></td>
<td>Bitter Gourd Rings</td>
<td></td>
</tr>
<tr>
<td>packing: 1 kg / 5 kg polybag</td>
<td></td>
<td>packing: 220 / 228 kg, aseptic bag drum</td>
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</tbody>
</table>

- IQF FRUITS
  - Aseptic FRUIT PUREES & CONCENTRATES

- IQF VEGETABLES

- ASEPTIC FRUIT PUREES & CONCENTRATES

Packing: 220 / 228 kg, Aseptic Bag Drum
Achievements

India’s largest grape exporter

India’s largest grower and processor of tomatoes

Servicing customers across 42 countries including Japan & Europe with stringent quality & food safety norms

Offering our Export Quality Fruits to Domestic Consumer at affordable price
Blockchain For Trust & Traceability

With the advent of technology, it’s now possible to provide information to the consumer related to the food’s journey, price transparency, and farmer details. It’s also possible to let the farmer know regarding what happens with his or her produce once it leaves the farm. By ensuring a two-way transparency and creating a bridge between the farmer and consumer, we can ensure sustainability for the farmers and safe and healthy food for the consumers. But it’s not just enough to provide digital information if there’s a possibility that the information could be forged or altered, and it’s for this reason that Sahyadri Farms is adopting Blockchain technology to lay a solid foundation of trust and transparency for all its information. The power of Blockchain lies in ensuring that information can’t be deleted or altered against the truth, and it maintains trust between strangers. We’re using Blockchain technology to record information of our food’s journey, as well as price transparency. So, consumer knows all the details regarding their food’s safety and its journey, as well as what happens with the money they paid like what portion of it goes to which farmer. The farmers also have full view of their food’s journey after it leaves their farm.

We believe that sustainability can only be brought by committing ourselves to Trust and Transparency, and we’re using state-of-the-art technology to bring this vision to fruition.

Certifications

SAFE FOOD
TRANSPARENCY
TRACEABILITY
FAIR PRICE TO FARMERS