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Visit of Minister for Europe and Foreign Affairs of France to India (September 13-15, 2022)

September 14, 2022

H.E. Ms. Catherine Colonna, Minister for Europe and Foreign Affairs of France, is on an official visit to India from 13-15 September 2022.

4. Dr. S. Jaishankar and Ms. Colonna also welcomed the resumption of negotiations on the India-EU trade and investment agreements and agreement on geographical indicators. The Indian side appreciated France's efforts during its Presidency of the EU Council to ensure the restart of the trade negotiations. Both sides agreed that early conclusion of the agreements would further accelerate the steady rise in bilateral trade which reached USD 9.87 billion during the period April 2021 – January 2022. The two Ministers also welcomed the conclusion of new projects in the area of bilateral development cooperation, including the Credit Facility Agreement between the Department of Economic Affairs, Ministry of Finance and the French Development Agency (Agence française de développement or AFD) for the drinking water project in Chandigarh and the support provided by Proparco, AFD's private sector development subsidiary, and others European partners, to Sahyadri Farms, Maharashtra, the first farmer-led Indian company.

Incofin

Incofin leads capital round for first-farmer led company in India

India Private equity

Sahyadri Farms Post Harvest Care Limited raised Rs. 310Cr (almost EUR 40 million) growth capital from a group of impact-focused investors. Incofin, Korys, FMO and Proparco see Sahyadri Farms well-placed to help farmers run their businesses in a more profitable and sustainable way.

India is a country with an aspirational, young population (74% of the population is younger than 45 years) focused on enriching their lives through hard work and entrepreneurship. At the same time, the country faces challenges like inequality (gender, education, family wealth), outdated technology, inefficient supply chains, and a lack of access to capital. The country is witnessing a strong movement towards entrepreneurship to help solve these multidimensional problems the country faces.

Sahyadri Farms is a good example of rural entrepreneurship providing end to end solutions to small and marginal farmers.

The capital coming from Korys, FMO, Proparco and Incofin is intended to further grow the farmers company. Sahyadri Farms wants to expand its processing capacity for fruits and vegetables-based products, set up a biomass plant to generate electricity from process waste and enhance its infrastructure, like warehouses. These investments will in turn support rural entrepreneurs working in the Sahyadri network to help overcome local challenges and make agricultural farming a viable and sustainable business.

"The idea of Sahyadri Farms is to unite farmers and make them think like professional entrepreneurs. We are building a sustainable, scalable, and profitable organization for all our stakeholders by making farming profitable and viable activity for each small and marginal farmer." – **Vilas Shinde**, founding farmer and Managing Director of Sahyadri Farms.



Alpen Capital acted as exclusive strategic advisor to Sahyadri Farms for this transaction.

Korys

First Farmer-led Company in India raises Capital from Group of European Investors

Sahyadri Farms Post Harvest Care Limited raised Rs.310Cr (almost EUR 40 million) growth capital from a group of impact-focused investors. Incofin, Korys, FMO and Proparco see Sahyadri Farms well-placed to help farmers run their businesses in a more profitable and sustainable way.

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Sahyadri Farms is a good example of rural entrepreneurship providing end to end solutions to small and marginal farmers.

In 2010 a group of 10 farmers took the initiative to collectively produce and export fresh grapes to Europe. That initiative has grown into the leading fruits and vegetable export and processing company that Sahyadri Farms is today, servicing over 18,000 farmers, covering more than 31,000 acres and 9 crops. The company walks with its farmers from their choice of crops to the farming practices they employ, from the inputs they use to how they harvest and sell their agricultural products. The company for example offers a digital platform that informs farmers on high yield crop varieties, farm inputs, real time climate information and access to the market place.

The capital coming from Korys, FMO, Proparco and Incofin is intended to further grow the farmers company. Sahyadri Farms wants to expand its processing capacity for fruits and vegetables-based products, set up a biomass plant to generate electricity from process waste and enhance its infrastructure, like packhouses.

Alpen Capital acted as exclusive strategic advisor to Sahyadri Farms for this transaction.

FMO

First Farmer-led Company in India raises Capital from Group of European Investors

September 14, 2022



Sahyadri Farms Post Harvest Care Limited raised Rs.310Cr (almost EUR 40 million) growth capital from a group of impact-focused investors. Incofin, Korys, FMO and Proparco see Sahyadri Farms well-placed to help farmers run their businesses in a more profitable and sustainable way.



India is a country with an aspirational, young population (74% of the population is younger than 45 years) focused on enriching their lives through hard work and entrepreneurship. At the same time, the country faces challenges like inequality (gender, education, family wealth), outdated technology, inefficient supply chains, and lack of access to capital. The country is witnessing a strong movement towards entrepreneurship to help solve these multidimensional problems the country faces.

Sahyadri Farms is a good example of rural entrepreneurship providing end to end solutions to small and marginal farmers.

Vilas Shinde, founding farmer and Managing Director of Sahyadri Farms:

"The idea of Sahyadri Farms is to unite farmers and make them think like professional entrepreneurs. We are building a sustainable, scalable, and profitable organization for all our stakeholders by making farming profitable and viable activity for each small and marginal farmer."

Michael Jongeneel, CEO of FMO: "We are very happy to have found a long-term partner in Sahyadri Farms to support smallholder farmers in India. We are impressed by Sahyadri Farms' ability to identify and deliver exactly the help farmers need to make their business flourish. We expect this first international equity investment in a farmer-led organization in India to help Sahyadri Farms reach even more farmers and set a blueprint for further growth in the industry."

Alpen Capital acted as exclusive strategic advisor to Sahyadri Farms for this transaction.

Proparco

FIRST FARMER-LED COMPANY IN INDIA RAISES CAPITAL FROM GROUP OF EUROPEAN INVESTORS

PUBLISHED ON 14 SEPTEMBER 2022

Social & Inclusive Business

Renewable energies and energy efficiency

Agriculture and Agro-industry

Equity investment

India

Sahyadri Farms Post Harvest Care Limited raised Rs.310Cr (almost EUR 40 million) growth capital from a group of impact-focused investors. Incofin, Korys, FMO and Proparco see Sahyadri Farms well-placed to help farmers run their businesses in a more profitable and sustainable way.

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"The idea of Sahyadri Farms is to unite farmers and make them think like professional entrepreneurs. We are building a sustainable, scalable, and profitable organization for all our stakeholders by making farming profitable and viable activity for each small and marginal farmer." **Vilas Shinde, founding farmer and Managing Director of Sahyadri Farms.**

Françoise Lombard, CEO of Proparco: "Proparco is proud to become a shareholder of Sahyadri Farms, one of the largest players in the Indian fruit and vegetable sector, alongside Incofin, Korys and FMO. This investment in a leading Indian agricultural company committed to a responsible approach will generate many positive social and environmental impacts. First, nearly 15,000 farmers will be able to enter a modern supply chain, with access to regenerative farming practices and quality equipment, enabling them to increase yields and quality of their production, while reducing farm losses and the use of pesticides and fertilizers. Thanks to this investment, Sahyadri Farms will be able to implement concrete measures to adapt to climate change, but also to mitigate it by increasing its share of renewable energy production to more than 50%, and finally, to implement its zero waste policy".

Alpen Capital acted as exclusive strategic advisor to Sahyadri Farms for this transaction.

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Farmer-owned Sahyadri Farms has raised Rs 310 crore from a group of European investors

Farmer-owned Sahyadri Farms has raised Rs 310 crore from a group of European investors

By Jayashree Bhosale, ET Bureau • Last Updated: Sep 14, 2022, 07:26 PM IST

Synopsis

"Sahyadri Farms is today, servicing over 18,000 farmers, covering more than 31,000 acres and 9 crops. The capital coming from Korys, FMO, Proparco and Incofin is intended to further grow the company. Sahyadri Farms wants to expand its processing capacity for fruits and vegetables-based products, set up a biomass plant to generate electricity from process waste and enhance its infrastructure like packhouses," said the company release.



Nashik-based [Sahyadri Farms](#) Post Harvest Care Limited has raised Rs 310 crores growth capital from a group of investors, which includex Incofin, Korys, FMO and Proparcosee, informed the company in a media release.

"Sahyadri Farms is today, servicing over 18,000 farmers, covering more than 31,000 acres and 9 crops. The capital coming from Korys, FMO, Proparco and Incofin is intended to further grow the company. Sahyadri Farms wants to expand its processing capacity for fruits and vegetables-based products, set up a biomass plant to generate electricity from process waste and enhance its infrastructure like packhouses," said the company release.

"The idea of Sahyadri Farms is to unite farmers and make them think like professional entrepreneurs," said [Vilas Shinde](#), founding farmer and Managing Director of Sahyadri Farms.

Alpen Capital acted as exclusive strategic advisor to Sahyadri Farms for this transaction.

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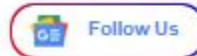
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Sahyadri Farms raises Rs 310 crore from European investors

The company had more than doubled its revenues in the last five years to Rs 786 crore and reported a net profit of Rs 15.50 crore during FY22. It exports 60% of its products to 42 countries.

Written by [Geeta Nair](#)

Pune | September 15, 2022 3:00:00 am



Sahyadri would be using this capital to expand its fruit and vegetable processing capacity and set up a packhouse and biomass plant to generate electricity from Agri and food waste.

The farmer-led company, Sahyadri Farms Post Harvest Care has raised Rs 310 crore growth capital from a group of European impact-focused investors. Incofin, Korys, FMO and Proparco have participated in this round of funding for Sahyadri Farms.

This is the first of its kind international equity investment in a farmer-led organisation in India. Sahyadri would be using this capital to expand its fruit and vegetable processing capacity and set up a packhouse and biomass plant to generate electricity from Agri and food waste. Alpen Capital acted as the exclusive strategic advisor to Sahyadri Farms for this transaction.

Deal Street Asia

Sahyadri Farms Post Harvest Care Limited has raised about \$40 million (Rs 310 crore) in funding from a group of impact-focused investors, including dutch development bank **FMO**, **Belgium-based investment firms Incofin and Korys**, and French development finance institution **Proparco**.

With the latest investment, Sahyadri Farms plans to expand its processing capacity for fruit- and vegetable-based products, set up a biomass plant to generate electricity from process waste and enhance its infrastructure, such as packhouses, said a statement from FMO.

“The idea of Sahyadri Farms is to unite farmers and make them think like professional entrepreneurs. We are building a sustainable, scalable and profitable organisation for all our stakeholders by making farming a profitable and viable activity for each small and marginal farmer,” said Vilas Shinde, managing director of Sahyadri Farms.

Shinde started Sahyadri Farms as a Farmer Producer Company in 2010 with just 10 farmers, and produced and exported fresh grapes to Europe. The company today claims to be servicing over 18,000 farmers, covering more than 31,000 acres and nine crops. It offers a digital platform that informs farmers about high-yield crop varieties, farm inputs, real-time climate information and access to the market place.

“We expect this first international equity investment in a farmer-led organisation in India to help Sahyadri Farms reach even more farmers and set a blueprint for further growth in the industry,” said Michael Jongeneel, CEO of FMO.

Alpen Capital acted as the exclusive strategic advisor to Sahyadri Farms for this transaction.

FMO

Incofin

Korys

Proparco

Sahyadri Farms Post Harvest Care Limited

Business Line

Agri Business

Sahyadri Farm's subsidiary raises overseas growth capital of ₹310 crore

BL Pune Bureau | September 14 | Updated On: Sep 14, 2022



Sahyadri Farms, Nashik

Sahyadri Farms Post Harvest Care Limited (SFPHCL), the subsidiary of Sahyadri Farmer Producer Company (FPC) has become India's first FPC subsidiary to raise overseas growth capital of ₹s 310 crore. The investors include Incofin, Korys, FMO, and Proparco.

MicroCapital

— by the MicroCapital Team - Agriculture / Rural Finance, Green Energy, Investment Funds,
South Asia, East Asia and Pacific, Technology - Wednesday, September 14, 2022

MICROCAPITAL BRIEF: Sahyadri Farms Raises \$39m in Equity from Incofin, FMO, Korys, Proparco to Boost Smallholder Farmers' Exports of Fruits, Vegetables



The Belgian impact investor Incofin recently led an investment round in Sahyadri Farms, an Indian firm that works with smallholder farmers to grow and process food for export. The value of the equity round is INR 3.1 billion (USD 39 million), including participation from the Dutch development bank Financierings-Maatschappij voor Ontwikkelingslanden (FMO); Korys, the impacting investing firm of Belgium's Colruyt family; and the French government's Société de Promotion et de Participation pour la Coopération

Economique (Proparco).

Sahyadri Farms is a "farmer-led" firm that buys nine crops from 18,000 farmers who tend 31,000 acres. It supports the farmers with an online platform that helps them monitor the weather and select seeds and fertilizer. The firm plans to use its new capital to expand its warehousing and processing facilities as well as build a biomass plant to use its waste to power its operations.

Incofin Partner Rahul Rai describes Sahyadri "as a global role model of a partnership-based approach to farming that results in sustainable financial impact, climate change adaptation and inclusive growth in rural communities while creating a technology-driven, globally competitive business."

Sources and Additional Resources



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‘सह्याद्री फार्म्स’मध्ये ३१० कोटींची गुंतवणूक

नाशिकच्या शेतीला आता युरोपातून मदत

लोकसत्ता विशेष प्रतिनिधी

नाशिक : देशासह जगातील चाळीसहून अधिक देशांना पसंतीस उतरणारा शेतमाल पुरवणारी कृषिसंस्था म्हणून लौकिक असलेल्या कंपनीमध्ये आता थेट युरोपातून गुंतवणूक होणार आहे. ‘इंकोफिन’, ‘कोरीस’, ‘एफएमओ’ आणि ‘प्रोपाको’ या युरोपातील प्रसिद्ध गुंतवणूकदार समूहाने नाशिकमधील सह्याद्री शेतकरी उत्पादक कंपनीच्या सह्याद्री पोस्ट केअर कंपनीत ३१० कोटींची थेट परकीय गुंतवणूक केली आहे.

१०० टक्के शेतकऱ्यांच्या मालकीची भारतातील अग्रगण्य

कंपनीविषयी...

छोट्या आणि अल्पभूधारक शेतकऱ्यांना सुरुवातीपासून शेवटच्या टप्प्यापर्यंत सह्याद्री फार्मसतर्फे सहाय्य केले जाते. २०१० मध्ये १० शेतकऱ्यांच्या छोट्या गटाने एकत्र येत द्राक्षे युरोपात निर्यात केली. हाच छोट्या शेतकऱ्यांचा समूह आज चाळीसहून अधिक देगाना फळे आणि माजीपाला निर्यात करीत आहे.

शेतकरी उत्पादक कंपनी म्हणून ‘सह्याद्री फार्म्स’ ओळखली जाते. सुमारे २०० हून अधिक गावातील



गुंतवणुकीचा फायदा...

सह्याद्री फार्मसला प्रक्रियायुक्त फळे आणि माजीपाला उत्पादनांची आपली क्षमता वृद्धीगत करण्याची आहे. प्रक्रिया पश्चात कचऱ्यापासून वीज निर्मिती प्रकल्प, पॅक हाऊस अशा सुविधा उभारण्याचे प्रस्तावित आहे. त्यासाठी या परकीय गुंतवणुकीचा उपयोग केला जाणार आहे.

सभासद सदस्य तसेच जोडलेले इतर शेतकरी असे एकत्रित १८ हजाराहून अधिक शेतकरी व या सर्वांचे मिळून

३१ हजार एकराहून अधिक शेतीक्षेत्र असा कंपनीचा विस्तार आहे. संलग्न शेतकऱ्यांना त्यांच्या (पान ४ वर)



Thu, 15 September 2022
<https://epaper.loksatta.com/c/70130257>



लोकमत

व्यवसाय वाढ व भविष्यकालीन योजनांसाठी ठरणार लाभदायक

सह्याद्री फार्म्समध्ये युरोपातून ३१० कोटींची थेट गुंतवणूक

लोकमत न्यूज नेटवर्क
नाशिक : येथील सह्याद्री शेतकरी उत्पादक कंपनीची १०० टक्के मालकी असलेल्या सह्याद्री पोस्ट केअर लि. या कंपनीमध्ये ३१० कोटींची थेट परकीय गुंतवणूक युरोपातील गुंतवणूकदारांच्या समूहाने केली आहे. इंकोफिन-कोरीस, एफएमओ आणि प्रोपार्को यांचा या गुंतवणूकदारांमध्ये समावेश आहे.



कोरीस, एफएमओ, प्रोपार्को आणि इंकोफिन यांच्याकडून सह्याद्री फार्म्समध्ये केली जाणारी भांडवली गुंतवणूक ही शेतकऱ्यांच्या कंपनीची आणखी वाढ करण्याच्या उद्देशाने करण्यात आली आहे. सह्याद्री फार्म्सला प्रक्रियायुक्त फळे आणि भाजीपाला उत्पादनांची आपली क्षमता वृद्धिंगत करायची आहे तसेच

प्रक्रिया पश्चात कचऱ्यापासून वीज निर्माण करण्यासाठी बायोमास प्लांट आणि पॅक हाऊस सारख्या पायाभूत सुविधा वाढवायच्या आहेत. त्यासाठी या गुंतवणूकीचा उपयोग केला जाईल. गुंतवणूकीच्या या प्रक्रियेत 'अल्पेन कॅपिटल' ने सह्याद्री फार्म्ससाठी विशेष धोरणात्मक सल्लागार म्हणून काम केले.

शेतकऱ्यांना एकत्र आणून त्यांना उद्योजकांप्रमाणे व्यावसायिकदृष्ट्या विचारप्रवृत्त करणे ही सह्याद्री फार्म्सची मूल संकल्पना आहे. प्रत्येक लहान आणि सीमांत शेतकऱ्यांसाठी शेती फायदेशीर आणि व्यावहारिक व्यवसाय बनावा या उद्देशाने आम्ही एक शाश्वत, मोठ्या प्रमाणात वाढ होण्यासाठी सक्षम अशी संस्था विकसित करीत आहोत.
- विलास शिंदे, संस्थापक, सह्याद्री फार्म्स.

भारतीय कृषी कंपनीतील या गुंतवणूकीमुळे अनेक सकारात्मक सामाजिक आणि पर्यावरणपूरक परिणाम होणार आहेत. सुरुवातीला जवळपास १५ हजार शेतकरी आधुनिक पुरवठा साखळीत प्रवेश करण्यासाठी सक्षम होतील. ज्यामध्ये पुनर्निर्मित शेती पद्धती आणि दैनंदा उपकरणे उपलब्ध होतील. ज्यामुळे शेतकऱ्यांना उत्पादने आणि त्यांची गुणवत्ता वाढवता येईल, -
- फ्रँकोइस लोम्बाई, मुख्य कार्यकारी अधिकारी, प्रोपार्को

सह्याद्रीचे संस्थापक आणि मॅनेजमेंट टीम प्रगत डिजिटल सोल्यूशन, व्यावसायिक वैविध्यतेने परिपूर्ण अशा कृषी मूल्यसाखळीत पारदर्शकता आणण्यात आणि मुख्यत्वे शेतकऱ्यांच्या नेतृत्वाखालील शेतकऱ्यांची कंपनी म्हणून विकसित करण्यासाठी वचनबद्ध आहे.
- हरी सुब्रमण्यम, पार्टनर, कोरीस, इंडिया



भागीदारी आधारित दृष्टिकोनातून विकसित झालेल्या सह्याद्री फार्म्सच्या संकल्पनेचा कृषी क्षेत्रात वैश्विक रोल मॉडेल म्हणून प्रसार व्हावा,
- राहुल राय, पार्टनर, इंकोफिन इंडिया

भारतातील छोट्या शेतकऱ्यांना आधार देण्यासाठी सह्याद्री फार्म्सच्या रुपाने दीर्घकालीन भागीदार मिळाल्याबद्दल आम्हाला खूप आनंद झाला आहे. भारतातील शेतकऱ्यांचे नेतृत्व करणाऱ्या एका संस्थेमध्ये झालेली ही पहिली आंतरराष्ट्रीय भांडवली गुंतवणूक आहे.
- मायकेल जोन्गेनील, मुख्य कार्यकारी अधिकारी, एफएमओ



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नाशिक । गुरुवार, १५ सप्टेंबर २०२२ । arth.miconline.in

‘सह्याद्री’त 390 कोटींची परकीय गुंतवणूक

शेतकऱ्यांच्या मालकीच्या कंपनीत देशातील पहिली गुंतवणूक

म. टा. प्रतिनिधी, नाशिक

मोहाडी (ता. दिंडोरी) येथील शेतकऱ्यांच्या मालकीच्या सह्याद्री फार्मसमध्ये युरोपीय गुंतवणूकदारांकडून ३१० कोटी रुपयांची घट परकीय गुंतवणूक करण्यात आली आहे. सह्याद्री शेतकरी उत्पादक कंपनीची शंभर टक्के मालकी असणाऱ्या सह्याद्री पोस्ट केअर लि. या कंपनीमध्ये ही गुंतवणूक झाली आहे. देशस्तरावर शेतकरी उत्पादक कंपनीमध्ये इतक्या मोठ्या प्रमाणावर गुंतवणूक होण्याचे हे पहिलेच उदाहरण.



असल्याचा दावा कंपनीने केला आहे. या गुंतवणूकदारांमध्ये इकोफिन, कोरीस, एफएमओ आणि प्रोपाको या गुंतवणूकदारांचा समावेश आहे. ग्रामीण उद्योजकतेच्या क्षेत्रात सह्याद्रीने छोट्या आणि अल्पभूधारक

शेतकऱ्यांना सुरुवातीपासून अखेरच्या टप्प्यापर्यंत सहकार्य सुरू ठेवले आहे. सन २०१० मध्ये दहा शेतकऱ्यांच्या एका लहान गटाने एकत्र येऊन युरोपमध्ये केलेली द्राक्षनिर्यात आज सह्याद्रीच्या रुपान देशातील

आघाडीची फळे आणि भाजीपाला निर्यात आणि प्रक्रिया करणारी कंपनी बनली आहे. आगामी काळात फळे आणि भाजीपाला उत्पादनांची क्षमता वृद्धिंगत करण्यासाठी व प्रक्रियापरचात कच्च्यापासून पीज निर्माण करण्यासाठी बायोमास प्लांट आणि पॅक्हाऊससारख्या पायाभूत सुविधांमध्ये कंपनीला भर टाकायची आहे. या उद्देशासाठी या गुंतवणूकीचा फायदा होणार आहे. 'अल्पेन कॅपिटल'ने सह्याद्री फार्मसाठी सल्लागार म्हणून काम केले.

“ शेतकऱ्यांचे एकत्रीकरण करून त्यांना उद्योजकांप्रमाणे व्यावसायिकदृष्ट्या विचारास प्रेरणा देणे ही सह्याद्री फार्मची मूळ संकल्पना आहे. प्रत्येक लहान आणि सीमांत शेतकऱ्यांसाठी शेती फायदेशीर आणि व्यावहारिक व्यवसाय बनावा या उद्देशाने आम्ही सक्षम संस्था विकसित करीत आहोत.

- विलास शिंदे, संस्थापक (शेतकरी) आणि व्यवस्थापकीय संचालक, सह्याद्री फार्म

सह्याद्री फार्मच्या संकल्पनेचा कृषी क्षेत्रात वैश्विक रोल मॉडेल म्हणून प्रसार व्हावा, ज्यातून शाश्वत आर्थिक परिणाम आणि ग्रामीण समुदायात सर्वसमावेशक विकास साध्य करताना शेती क्षेत्रात तंत्रज्ञानावर आधारित स्पर्धात्मक व्यवसाय आकाराला येईल.

- राहुल राय, पार्टनर (इकोफिन इंडिया)

या गुंतवणूकीमुळे पहिल्या टप्प्यात १५ हजार शेतकरी आधुनिक पुरवठा साखळीत प्रवेश करू शकतील. ज्यात पुनर्निर्मित शेती पद्धती आणि दर्जेदार उपकरणे उपलब्ध होतील. कीटकनाशके आणि खतांचा वापर कमी होईल. हवामानातील बदलांशी जुळवून घेण्यासाठीच्या ठास उपाययोजना राबविता येतील. शून्य कचरा (झीरो वेस्ट) धोरणाची अंमलबजावणीही शक्य होईल.

- प्रॅक्टीस सोमवार, मुख्य कार्यकारी अधिकारी, 'प्रोपाको'

भारतातील शेतकऱ्यांचे नेतृत्व करणाऱ्या एका संस्थेमध्ये झालेली ही पहिली आंतरराष्ट्रीय भांडवली गुंतवणूक आहे. संस्थेला आणखी शेतकऱ्यांपर्यंत पोहोचण्यास आणि कृषी उद्योगाच्या पुढील वाढीसाठी 'ब्लू प्रिंट' तयार करण्यात नक्कीच उपयुक्त ठरेल.

- मायकेल जॉर्गेनिल, मुख्य कार्यकारी अधिकारी, एफएमओ

कृषी क्षेत्रातील एका शाश्वत मॉडेलसोबत भागीदारी करताना आम्हाला आनंद होत आहे. सह्याद्रीची वाटचाल शेतकरी ते उद्योजक बनण्याच्या एका प्रेरक कहाणीत गुंफलेली आहे. ज्यांनी अत्याधुनिक पायाभूत सुविधा निर्माण करून पारंपरिक भारतीय शेतीचे रुपान्तर करण्याचा दृष्टिकोन अंगिकारला आहे.

- हरी सुब्रमण्यम, भागीदार (कोरीस, भारत)



‘सह्याद्री फार्म्स’मध्ये ३१० कोटी रुपयांची थेट परकीय गुंतवणूक

युरोपातील चार गुंतवणूकदारांचा समावेश

अग्रोवन वृत्तसेवा

नाशिक :
सह्याद्री शेतकरी
उत्पादक कंपनीची



१०० टक्के मालकी असलेल्या ‘सह्याद्री फार्म पोस्ट हार्वेस्ट केअर लि.’ या कंपनीमध्ये युरोपातील गुंतवणूकदारांच्या समूहाने ३१० कोटींची थेट परकीय गुंतवणूक केली आहे. इंकोफिन, कोरीस, एफएमओ आणि प्रोपाको या गुंतवणूकदारांचा त्यामध्ये समावेश आहे. व्यावसायिक दृष्टिकोन ठेवून फायदेशीर आणि शाश्वत स्वरूपात चालविण्याच्या सह्याद्रीच्या भूमिकेवर या गुंतवणुकीमुळे शिक्कामोर्तब झाले आहे.

छोट्या आणि अल्पभूधारक शेतकऱ्यांना साह्य प्रदान करणारे मॉडेल विकसित केले आहे. सुरुवातीला २०१० मध्ये दहा शेतकऱ्यांच्या छोट्या गटाने एकत्र येत युरोपात द्राक्षनिर्यात केली. त्याचा विस्तार होत सह्याद्री फार्म्सच्या रूपाने देशातील आघाडीची फळे व भाजीपाला निर्यात आणि

“ शेतकऱ्यांना संघटित करून उद्योजकांप्रमाणे व्यावसायिकदृष्ट्या विचार करून कामकाज करणे ही सह्याद्रीची मूळ संकल्पना आहे. शेती हा फायदेशीर आणि व्यावहारिक व्यवसाय बनावे या उद्देशाने एक शाश्वत आणि मोठ्या प्रमाणात वाढ होणारी सक्षम अशी संस्था विकसित करित आहोत.
- विलास शिंदे, अध्यक्ष व व्यवस्थापकीय संचालक-सह्याद्री फार्म्स

प्रक्रिया करणारी कंपनी बनली आहे. सध्या ९ पिके, १८ हजार शेतकरी आणि ३१ हजार एकरांहून अधिक क्षेत्रावर विस्तार झाला आहे. गुंतवणूकदारांकडून सह्याद्री फार्म्समध्ये झालेली भांडवली गुंतवणूक शेतकरी कंपनीची आणखी वाढ करण्याच्या उद्देशाने करण्यात आली आहे. त्यातून प्रक्रिया, फळे आणि भाजीपाला उत्पादन क्षमतावाढ, तसेच प्रक्रिया पश्चात कचऱ्यापासून

पान ४ वर »

“ भारतीय शेतकरी उत्पादक कंपनीत या गुंतवणुकीमुळे अनेक सकारात्मक सामाजिक आणि पर्यावरणपूरक परिणाम होणार आहेत. सुरुवातीला जवळपास १५ हजार शेतकरी आधुनिक पुरवठा साखळीत प्रवेश करून सक्षम होतील. शेतकऱ्यांना उत्पादने आणि त्यांची गुणवत्ता वाढ शक्य होईल. शिवाय ऊर्जा उत्पादनातील हिस्सा ५० टक्क्यांहून अधिक वाढवून शेवटी शून्य कचरा धोरणाची अंमलबजावणीही शक्य होईल.

- फ्रँकोइस लोम्बार्ड, मुख्य कार्यकारी अधिकारी, प्रोपाको

Lokmat Times

City's farmer-led company raises capital of ₹ 310 cr

■ **Sahyadri Farms Post Harvest Care Limited raises almost EUR 40 million from group of from European investors**

LOKMAT NEWS NETWORK
NASHIK, SEP 14

City-based agro company Sahyadri Farms Post Harvest Care Limited has become the first farmer-led company in the country to raise a growth capital of ₹ 310 crore from a group of impact-focused investors. These investors are Incofin, Korys, FMO and Proparco.

Sahyadri Farms provides end to end solutions to small and marginal farmers. In 2010 a group of 10 farmers took the initiative to collectively produce and export fresh grapes to Europe.

The initiative has grown into a leading fruits and vegetable export, and processing company

Sahyadri Farms, servicing over 18,000 farmers, covering more than 31,000 acres and nine crops.

"The idea of Sahyadri Farms is to unite farmers and make them think like professional entrepreneurs. We are building a sustainable, scalable, and profitable organisation for all our stakeholders by making farming profitable and viable activity for each small and marginal farmer," said founding farmer and Managing Director of Sahyadri Farms Vilas Shinde through a press release.

Sahyadri Farms intends to expand its processing capacity for fruits and vegetables-based products, set up a biomass plant to generate electricity from process waste and enhance its infrastructure, like pack-houses with the help of this growth capital.

Alpen Capital acted as exclusive strategic advisor to Sahyadri Farms for this transaction.

Nashik First
Page No. 4 Sep 15, 2022
Powered by: erelego.com

Sahyadri Farms gets ₹310 crore foreign investment

Tushar Pawar
@timesgroup.com

Nashik: A group of four European investors has invested Rs 310 crore in Nashik-based Sahyadri Farms, a farm produce company.

An investment has been made in its subsidiary—Sahyadri Farms Post Harvest Care Ltd (SFPHCL). Sahyadri Farms wants to expand its processing capacity for fruits and vegetables-based products, set up a biomass plant to generate electricity from process waste and enhance its infrastructure, like packhouses.

At present, Sahyadri has over 18,000 registered farmers and it wants to extend its services to around 50,000 farmers in the next two-three years. Apart from exporting grapes, Sahyadri is processing tomatoes, mango and other fruits and also producing frozen fruits.

Santosh Watpade, the CFO of Sahyadri Farms, told TOI that with the fresh investment, a group of these four European investors will have a 16% stake in its subsidiary.

"This is the only compa-

ny of farmers with over 18,000 farmers as its members. We have plans to double the food processing capacity of the company during the next two to three years," said Watpade.

"Finally, the farmers will benefit from the expansion of our processing plant as we will be adding 30,000 farmers so that they can benefit," he said.

"The idea of Sahyadri Farms is to unite farmers and make them think like entrepreneurs. We are building a sustainable, scalable, and profitable organization for all our stakeholders by making farming profitable and viable activity for small and marginal farmer," said Vilas Shinde, the founding farmer and managing director of Sahyadri Farms.

"We guide farmers to grow quality produce, which is processed or directly sold on our marketing platform. We are selling vegetables to farmers in various cities like Mumbai, Pune and other cities. For which we are also using a digital platform to get orders," said Suresh Nakhate, another official from Sahyadri Farms.