

After PE Interest, Agri-logistics Firm Sohan Lal Takes Warehouses to Malawi

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lateral financing with Yoma Bank, one of that country's large private-sector banks.

"Broadly, we are looking at those nations from where India imports agri commodities," said group Chief Executive Sandeep Sabharwal. India imports pulses from Malawi, he said.

In its home market, the company handles about 160 farm com-

modities including cotton, barley, bajra, castor seeds, wheat, pulses, maize, spices and aloe vera through a network of more than 710 warehouses and 15 cold storages across 17 states. "We have handled a throughput of 240 million tonnes of agri commodities. Our plan is to have a network of 1,500 warehouses in two to three years' time. We have the ability to operate any warehouse agnostic to infrastructure, location and weather pattern across any kind of agriculture crop," Sabharwal said.

The company has provided ser-

vices to Ruchi group, Madhya Pradesh Warehousing and Logistics Corporation, Glencore and Sharp among others. The private-equity partners who have put in ₹150 crore in the company currently hold a 74% stake in it. "The PEs have no plan to exit our company," the CEO said.

The company's non-bank finance arm, Kissandhan that offers financing solutions for agri commodities, has disbursed more than ₹130 crore in the first eight months since its inception, with loans averaging ₹2.5 crore.

The unit plans to disburse ₹500 crore in the next one to two years.

Kolkata: Sohan Lal Commodity Management – an agri-logistics firm that has attracted private-equity investment from Nexus Venture Partners, Mayfield Fund, Everstone Capital Venture and ICICI Bank's EIF Fund – is planning to enter Malawi in Africa to set up commodity warehouses and storage facilities.

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