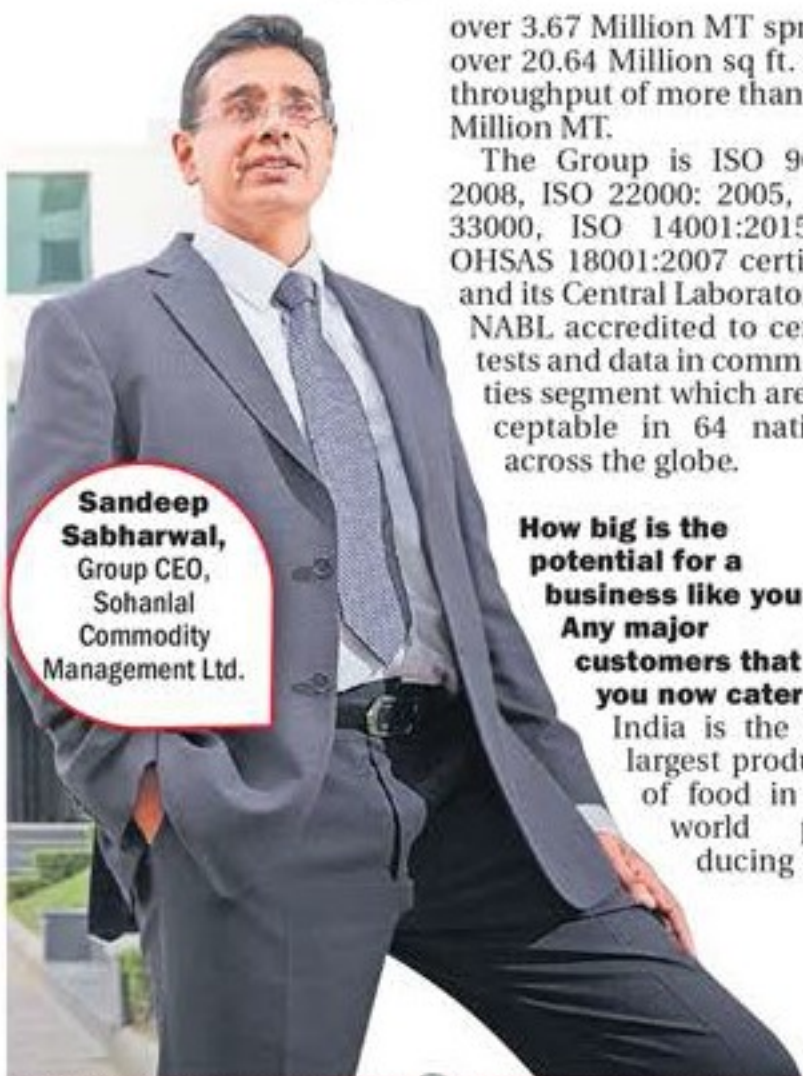


FROM FARM TO PLATE

SLCM Group is the brain child of **Sandeep Sabharwal** who has been instrumental in establishing it as one of the leading companies in post harvest management services. Sandeep is the Promoter of SLCM and has driven it from single warehouse at one location in 2009 to more than 850 warehouses.

SLCM Group has integrated the entire post harvest logistics piece under one umbrella envisaging the procurement, storage, assaying and finally financing. As on today, SLCM manages a technology enabled network of more than 850 warehouses and 19 cold storage pan India with a total capacity of over 2.03 Mn MT spread over 9.77 Mn sqft and throughput of more than 329 mn MT.

In conversation with **Dominic Rebell**, Sabharwal says deliberating on the agriculture value chain today, "India's farm output is precious and the efforts made should ensure that not even a morsel is wasted".



over 3.67 Million MT spread over 20.64 Million sq ft. and throughput of more than 439 Million MT.

The Group is ISO 9001: 2008, ISO 22000: 2005, ISO 33000, ISO 14001:2015 & OHSAS 18001:2007 certified and its Central Laboratory is NABL accredited to certify tests and data in commodities segment which are acceptable in 64 nations across the globe.

How big is the potential for a business like yours? Any major customers that you now cater to?

India is the 2nd largest producer of food in the world producing ap-

proximately 255 mn Metric Tonnes (MT) (Dry Good only). Despite of strong dependence on agriculture sector, India has insufficient and inefficient warehousing structures & practices leading to heavy losses in perishable commodities. India annually loses 10% of grain being produced (in dry goods alone) which in value terms, amounts to -Rs 60,000 Cr.

ing solutions with the use of technology & are challenging the age-old mindset. SLCM Group has redefined the warehousing sector by shifting an infrastructure-driven model to an asset-light model irrespective of warehouse condition while offering efficiency during the storage period by saving the post harvest losses that are generally pegged at 10% and has brought the same down to a mere 0.5%.

What is the latest market trend?

One of the recent shifts in trends we are seeing is the amalgamation of the services being offered and entire offering being given under one window for complete supply chain model. Till recently, we were seeing different service providers giving different services. For eg. Procurement, Freight Management, Labour Provision, Warehousing, Quality Assaying, Quality Management all these services were provided by different service providers but now we see that a single service provider is doing all this under one window. To add to this, we have now invented and paved way for financial support for the crop being managed. SLCM has been at the forefront of not only the services offering but by introducing our NBFC vertical, we have added the missing link of financial inclusion and empowerment to this chain.

Who would primarily be your consumer audience?

The Group has deep-rooted reach amongst the agri vertical including Farmers, Traders, Brokers, Processors, Corporate Houses, Importers, Exporters, Commodity Exchanges, Joint Liability Groups, SMEs and Government across the country.

Where do you see yourself five years down the road?

ASEAN & African regions are also going through the same challenges which India has faced in the agri space. As SLCM has already developed processes that are not only time tested but have been scaled to diverse geographies like India & Myanmar and have successfully implemented on different climates and zones, the same will become the DNA of our existence in ASEAN regions too. The future plans are to provide agri warehousing, crop assaying, post harvest crop maintenance systems, procurement solutions and finally post harvest finance facilities to the ASEAN & AFRICAN markets. We are in the process of studying Laos, Malawi, Cambodia markets.

What service does SLCM offer?

Sohan Lal Commodity Management Pvt Ltd (SLCM) is a global post harvest Agri-Logistics Group. The company is an integrated player that provides one-stop solution to the end user with diversified portfolio of services ranging from Warehouse Management, Agriculture Financing, and Collateral Management to Procurement. SLCM warehouse management is equipped with technology to offer storage and protection services for the entire range of agri-commodities.

SLCM has been handling more than 453 agri commodities across India. As on today, SLCM manages a technology enabled network of more than 1389 warehouses and 19 cold storages pan India with a total capacity of



proximately 255 mn Metric Tonnes (MT) (Dry Good only). Despite of strong dependence on agriculture sector, India has insufficient and inefficient warehousing structures & practices leading to heavy losses in perishable commodities. India annually loses 10% of grain being produced (in dry goods alone) which in value terms, amounts to -Rs 60,000 Cr.

The data shows that losses during warehousing period are said to result in 7% loss of food grains and 30% loss of fruits and vegetable while 10% of valuable spices are lost during the storage period. But, the actual figures are much higher.

Private Players are focusing on improving agri warehousing