



## Sohan Lal Commodity Management Pvt. Ltd

Sohan Lal Commodity Management Pvt Ltd (SLCM) is an ISO 9001: 2008 & ISO 22000: 2005 certified, post harvest Agri-Logistics Group.

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Sohan Lal Commodity Management Pvt Ltd (SLCM) is an ISO 9001: 2008 & ISO 22000: 2005 certified, post harvest Agri-Logistics Group. The Group is an integrated player that provides one-stop solution to the end user with diversified portfolio of services ranging from Warehouse Management, Agriculture Financing, 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 157 agri commodities including Cotton, Barley, Bajra, Castor Seeds, Wheat, Pulses, Maize, Spices, Aloe Vera, etc., across India. As on today, SLCM manages a technology enabled network of more than 760 warehouses and 17 cold storages pan India with a total capacity of over 1.77 MMT spread over 9.63 Mn sqft and throughput of more than 240 MMT.

The Group prides itself as the Innovators in this field and over time demonstrated its capability in rolling out new and efficient products and services that benefit the agri logistics environment. Be it our process AGRI REACH (patent pending) which reduces post harvest losses or Kissandhan (Group's wholly owned NBFC to offer Warehouse Receipt Financing) which has changed the paradigm of agriculture financing to bring real "Financial Inclusion".

SLCM is constantly bringing the best practices to upgrade the processes in the warehousing domain. In the first year of its operation, SLCM brought "Bar Coded" storage receipts in practice that eliminated the risk of Fraud in terms of fake storage receipts.

In a country like India where post harvest losses are pegged at 10%, SLCM has been instrumental in devising technology that has cut post harvest losses to 0.5% irrespective of infrastructure, crop or geographic location. (Accredited by FICCI in their Study) SLCM has devised a SOP which amalgamates technology with Agri domain expertise & allows SLCM to operate any warehouse agnostic to infrastructure, location, weather pattern across any kind of agriculture crop. It has also applied for patenting this scientific technology of storage under the name of "AGRI REACH". SLCM will soon offer scientific support to agricultural economies of the developing nations in ASEAN and African region. With this view, SLCM has started its operations in Myanmar as well last year which has proven the scalability of proven warehousing model. The next destination for expansion is Malawi, Southeast Africa.

The Group also has a wholly owned NBFC in India christened as "Kissandhan" which has changed the paradigm of collateral financing by financing across diversified agri products whilst being agnostic to balance sheet of the borrower yet complying with the prudential norms of RBI. In a short tenure of a year, Kissandhan has already financed close to 210 plus crore across 7 states and multiple commodities in India.

SLCM is one of the first companies in warehouse management to raise three successful rounds of private equity funding and is backed by the highest quality institutional shareholders:

- Nexus Venture Partners
- Mayfield Venture Partners
- Everstone Capital
- ICICI's EIF Fund

SLCM has been conferred with several Awards & Accolades for its innovation including Top Contender as Top Innovator for ET Startup Awards 2015, CII Scale Award 2015 for Exemplary position in Supply Chain & Logistics in Agri Warehousing, Emerging Warehousing Company Award by CPAI, Global CSR Excellence & Leadership Award for Fair Trade & Supply Chain, Emerging Brand for Rural Impact Award by CMO Asia, Innovative 100 Company by Inc India & CPAI Award for Excellence in Warehousing.

And Mr. Sandeep Sabharwal – CEO, SLCM Group was recognized as the Most Innovative CEO by Inc India in Dec 2014.

For more information, you may log on to [www.slc-india.com](http://www.slc-india.com)

## Best-In-Class Companies

This section brings you best-in-class companies who have been recommended as Best Practices Award recipients and will be recognized at an upcoming Awards banquet. Frost & Sullivan acknowledges outstanding industry achievements by presenting these Awards to companies with the diligence and dedication to excel in the competitive marketplace. Best Practices Awards are entirely based on crucial marketing factors such as leadership, technological innovation, customer service, and strategic product development. These Awards enjoy worldwide recognition by the media, the investment community, and end-user markets. Learn more about our latest Award recipients.

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# SLCM conferred with Agro Logistics Company of Year Award

By R&M Bureau, Delhi, Fri, Oct 9th, 2015 (04:45:37 PM IST) Section: Industry Category: Agriculture

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The felicitation was to signify the exemplary work by SLCM in the field of agri logistics portraying superior leadership, technological innovation, corporate governance, customer service and strategic product development.

While receiving the award, Sandeep Sabharwal, CEO, SLCM Group said, "We

are proud to be recognised for our work in this field. Agriculture is one of the key areas, which needs to evolve and to be brought at par with other sectors. We have to realise the potential this sector has and the manner in which technology can lead it to an exponential growth. At SLCM, that is exactly what we have been trying to do since inception."

"I am glad that our efforts are being recognised because it signifies that the industry understands the change that needs to be brought with process driven warehousing," Sabharwal added.

Congratulating SLCM, Isha Gambhir, Research Analyst, Best Practices, Frost & Sullivan said, "SLCM Group is one of the earliest private sector companies providing integrated supply chain services and allied solutions to the agricultural sector in India. Through advanced working processes and technology ranging from scientific warehousing process, centralised MIS, bar coded storage receipts, constant check on moisture levels through stock audits, the company has successfully addressed the long standing issue of wastage due to inefficient storage practices."

SLCM has systematically transformed itself and has come a long way expanding its service offerings and consistently expanding its client portfolio, raising revenues phenomenally.

The company works with 200 brokers and more than 3,000 clients and has strong relations with traders, processors, PSUs and corporate houses. With its network of warehouses and cold storage spread over an area of 9.49 million sq. ft. across India, exponential growth in loan disbursements and expansion plans, the company is likely to grow strongly in the future and continue being the most popular and preferred Logistics Service Provider (LSP) within the agricultural sector in this country.

SLCM has constantly focused on scientific warehousing in its operations in its network of 760 warehouses. It manages 157 commodities currently and has entered the cold chain vertical as well by handling perishable commodities like potato and cardamom.

SLCM's in-house SOP Agri Reach has been the key feature, which has led to a display of tremendous capabilities in reducing post harvest wastage to 0.5 percent from 10 percent at the industry level. Further, It has ventured into agri-financing through wholly owned subsidiary Kissandhan last fiscal and has disbursed about Rs 250 crore so far. SLCM also established a subsidiary in Myanmar, SLCM Ltd., which provides collateral management services in the country. SLCM also has plans to penetrate in Africa for collateral management with its first destination being Malawi.

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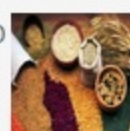
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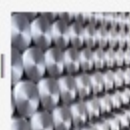
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