

Sohan Lal Commodity Management Pvt. Ltd.

A Post Harvest Agri-Warehousing Group



AGRI REACH

www.slc-india.com

OVERVIEW

Sohan Lal Commodity Management Pvt. Ltd (SLCM) is an ISO 9001: 2015, ISO 22000: 2005, ISO 33000, ISO 14001:2015 & OHSAS 18001:2007 certified, post harvest Agri-Warehousing Group. It 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. The company provides its services to Farmers, Processors, Traders, Commodity Exchanges and the Government. SLCM has been handling more than 735 agricultural commodities including Cotton, Barley, Bajra, Castor Seeds, Wheat, Pulses, Maize, Spices, Aloe Vera, etc., across India.

As on 1st January 2018, SLCM manages a technology enabled network of more than 2200 warehouses and 19 cold storages pan India with a total capacity of over 6.57 Million MT spread over 39.45 Million sq. ft. and throughput of 609.92 Million MT.

The central laboratory of SLCM has got accredited with ISO/IEC 17025: 2005 by the prestigious NABL. With this, all the tests & data certified by SLCM Central Laboratory are acceptable globally in 64 nations of the world.

In a country like India where post harvest losses are pegged at 10%, SLCM has been instrumental in devising a 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 agricultural crop. It has also applied for patenting this scientific technology of storage under the name of "AGRI REACH".

SLCM is providing scientific support to other agricultural economies of the developing nations with its expansion into Myanmar Market in April 2014. With operations in Myanmar, the Group has demonstrated the scalability of its proven warehousing model. As on 1st January 2018, the wholly owned subsidiary (WOS) in Myanmar has expanded its footprints in 74 Industrial Zones & managing an area of 16.17 Million sq. ft., handling 365 commodities with a throughput of 7.77 Million MT.

The company abides by highest corporate governance practices with reputed Audit and Legal Advisors including Ernst & Young, KPMG, Deloitte and PWC.



VISION & MISSION STATEMENT

Vision

Our Vision is to be present in every Geo Climatic Region of the World and to be the Preferred Agro Service Provider across all Agriculture Value Chains.

Mission

Our Mission is to empower our stakeholders by instituting a culture of trust, transparency and mutually rewarding Relationships, based on Sustainable Investments in state-of-the Art Processes, Technology and Talent.

OUR USP

- Post harvest Agri-Management Group with presence in India & Myanmar.
- Focused on Technology & Process Deployment to enhance Efficiency & Transparency.
- Patent Pending under aegis of "AGRI REACH" - Real Time Process Management System agnostic to Infrastructure, Location or Crop.
- Tie-ups with 11 private & public sector Banks in India & 5 Leading Banks in Myanmar.
- Accredited with Leading National Exchanges.
- Warehousing Development & Regulatory Authority Certified.
- Multiple rounds of Funding & Transactions have brought 7 marquee investors on-board.
- Offers Warehousing Solutions for Organic Commodities.
- 24 Hrs. dedicated helpline services offered to all the customers (9310228929)

RISK MITIGATION

The steps were initiated to automate the entire supply for an error free system & processes. SOPs were clearly defined & "Maker & Checker" was defined in each & every process. Risk Mitigation Strategy is clearly defined & strictly adhered at each level. Any deviation from the process is addressed immediately without any fail. Customized SAP solution was implemented in the entire value chain to achieve accurate & timely information to attain operational efficiency. The ongoing REAL TIME concurrent audits ensure the quantity & quality of the commodities stored in our warehouses which has enabled us to be a trusted partner of our clients.

INITIATIVES

- SAP Implementation integrated with Internal Audits.
- Audit inspectors were equipped with GPS enabled devices for real time reporting and information flow.
- Biometric hand-held device were launched at most of the locations to track the record of the data inventory and communicate the same to the client on real time basis. There are several benefits to clients like Stock Updates, Stock Transfers, Arrange Stock Pickups, Stock Safety, etc. It also automated the inward & outward method of warehouse data management. We also integrated the crop report for quality control in each warehouse & seal record for internal audits. It further helped us in achieving the following:
 - ❖ Scalability
 - ❖ Data Quality
 - ❖ Operational Excellence
 - ❖ Reduced Complexity
 - ❖ Improved Reporting
 - ❖ Better Supply Chain

SERVICES OFFERED

COMMODITY WAREHOUSING

SLCM in India has defined & implemented systems and scientific processes which are making agriculture warehousing independent of infrastructure and agnostic to geographical location irrespective of the crop. Warehousing Services can be broadly classified into Professional Warehousing, Exchange Warehousing, PEG Warehousing Services, Warehousing for organic products and Warehousing for Horticulture products. Our processes and systems enable all warehouses that we manage to provide REAL TIME data about Quality and Quantity of the commodity stored of our valued clients.

**Centralized
Internal
Controls**

**Extensive
Audits**

**Technologically
Integrated
Solutions**

**Replicable
Model**

COLLATERAL MANAGEMENT

SLCM is currently working with multiple banks as their Collateral Manager for Warehouse Receipt Financing. The company provides best-in-class audit and security services as part of collateral management services to the banks & other financial institutions.

SLCM has partnered with following banks in India and Myanmar:



SLCM undertakes insurances to mitigate the risk for the commodity stored in their locations. The company monitors all its insurances on real time basis with the help of dedicated Risk Management Team. To ensure compliances over and above an electronic check, there is an Insurance Audit conducted regularly to avoid any lapse in the system.

AGRI FINANCING

Kissandhan Agri Financial Services Pvt. Ltd (Kissandhan) is a WOS of SLCM Group. Kissandhan provides customized financing solutions against storage receipts of agri commodities in India irrespective of the balance sheet or net worth of the borrower. The company is a RBI regulated non-deposit taking, non-banking finance company (NBFC) that has already financed about INR 1207.45 crores & serviced over 31916 storage receipts at 148 warehouses pan India, as on 1st January 2018. The NBFC provides finance against a diversified basket of agricultural commodities including Wheat, Chana, Mentha, Castor, Guar, Barley, Oil Seeds, Pulses, Cotton, Sugar, Paddy, Rice, etc.



PROCUREMENT

North End Foods Marketing Private Limited (NEFM), is a WOS of SLCM Group, which has extensive experience of procurement /disposal of agri commodities for over a decade across India and aims to help associates to procure from mandis and directly from farmers across the country. The WOS has access to more than 950 Mandis out of the active 1100 Mandis working in India. The company handles several agricultural commodities across India like Wheat, Paddy, Potatoes, Maize, Pulses, Mentha, Soya, Guar, Spices, Cotton, etc.

ANALYTICAL SERVICES

The central laboratory of SLCM has got accredited with ISO/IEC 17025: 2005 by the prestigious NABL. With this, all the tests & data certified by SLCM Central Laboratory are acceptable globally in 64 nations of the world. Central Analytical Lab of SLCM offers a variety of effective solutions that reduces risk to ensure quality and improve the efficiency of the crops. It is imperative looking at the current food safety requirements of agricultural commodities and its quality.

For all major commodities, SLCM tests several quality parameters including:

- Physical analysis of Food & Agricultural Products
- Testing of Cereals, Pulses and Grains: Moisture, Ash, AIA, Protein, Fat content, etc.
- Testing of Cereal based Products: Moisture, Total Ash, Acid Insoluble Ash, Gluten content, Alcoholic acidity, Crude Fibre, etc.
- Testing of Fats and Oils: Moisture, Free Fatty Acid, BR Value, RM Value, Iodine Value, Saponification Value, Unsaponifiable Matter, Baudouins Test, Peroxide Value, etc.
- Testing of Oil Seeds: Moisture, Oil Content, Acid Value of Extracted Fat, Rancidity of extracted Oil, etc.
- Testing of Spices and Condiments: Moisture, Total Ash, Acid Insoluble Ash, Non-Volatile Ether Extract, Volatile Oil, Crude Fibre, Test for Lead Chromate, Curcumin Content in Turmeric, etc.
- Testing of Animal Feed: Moisture, Total Ash, Acid Insoluble Ash, Crude Protein Fat, Crude Fibre, Phosphorus Content, etc.
- Testing of Milk and Dairy Products: Moisture, Fat, Total Solid, Protein, Titratable Acidity, etc.
- Testing of Bakery Products: Moisture, Total Ash, Acid Insoluble Ash, Protein, Fat, Acidity, etc.
- Nutritional Facts in ready-to-eat Products: Protein, Fat, Carbohydrate, Energy, Sugar, etc.
- At SLCM (Analytical Central Laboratory), we have adopted national and internationally recognized methods i.e. Indian Standard (BIS), AOAC, AACC, ASTA, etc.

Our tailor made solutions can be closely devised as per your specific requirements. We have the expertise in Testing & Analysis of not only the agricultural commodities but also the processed food items like Ready-to-Eat food stuff, Dairy Products, Cereal-based Complimentary Food, etc.

ADDITIONAL SERVICES

- Quality Testing Services
- Fumigation Services
- Assaying Services
- Trade & Export Services
- Risk Mitigation
- REAL-TIME Online Stock Information Services

Trade & Export Services

- Spot Sampling & Analysis
- Online Monitoring of Unloading & Weight
- Survey Inspection

Commodity Testing & Certification

- Testing & Certification of Agricultural Commodity
- Nutritional Labeling of Semi-processed & Processed Food Products

KEY INVESTORS



Awards



SLCM Group won
'SCMPro Award 2017'
in the Enabler Awards category
December 2017



SLCM Group conferred with
'CII SCALE Award 2017'
in Agri Warehousing category
November 2017



SLCM Group honored with
'CII Industrial Innovation Awards 2017'
one of the top 26 organisations
October 2017



SLCM Group felicitated with
**'Best Product Innovation of the Year
Food Security'** by ASSOCHAM India
September 2017



SLCM Group honored with
'Asia Pacific HRM Congress Award'
for **'Best Workplace Practices'**
by Times Ascent
September 2017



SLCM Group bagged
**'Supply Chain Disruptor Icon
of the Year'** in the Agri sector
April 2017



SLCM Group felicitated with
'Agri Business of the Year'
Award by Entrepreneur Magazine
February 2017



SLCM Group felicitated with
**'Special Commendation' for
'Golden Peacock Innovation
Management Award 2016'** by IOD
October 2016



Mr. Sandeep Sabharwal,
Group CEO felicitated with
'Asia HRD Awards' for outstanding
contribution in the field of HRD
July 2016



SLCM Group CEO felicitated with **'Mahatma
Gandhi Ekta Samman'** by India
International Society of India for
meritorious contribution in the
agriculture sector
January 2016



SLCM Group conferred with **'India's
Agriculture Logistics Company
of the Year'** Award by Frost & Sullivan
October 2015



SLCM Group listed amongst the
'Innovation 100 Company'
by Inc India
November 2014



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