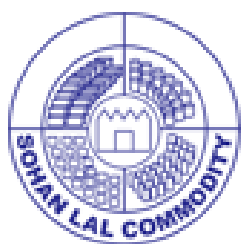


MEDIA COVERAGE REPORT



SOHAN LAL COMMODITY MANAGEMENT PVT. LTD

Sandeep Sabharwal, CEO, SLCM Group

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INVESTORS KEEN ON WAREHOUSING SECTOR:

Sandeep Sabharwal, CEO, SLCM Group



Agri-warehousing constitutes approximately 15 per cent of the warehousing market in India and is worth almost Rs 80-85 billion. At present, the agri-warehousing capacity in India is more than 120 million metric tonnes (MMT), and it has grown at 4 per cent CAGR in the last three years. The exponential growth and

innovations like scientific warehousing, GPS tracking, geo-fencing, real-time monitoring, etc., is bringing confidence amongst the stakeholders involved in the sector, which has brought in a lot of interest from private equity investors as well.

Scientific storage techniques required

The agri-warehousing sector can contribute in a big way in helping the Indian economy achieve the ambitious \$5 trillion target. Every year, enormous amounts of foodgrains go waste in the country due to archaic procurement, storage and inefficient warehousing methods. Typical storage losses for agri produce in India accounts

for approximately 10 per cent – only for the dry food grains – of the entire production, which is a staggering Rs1 trillion. It is, therefore, important that technological solutions are adopted at a rapid pace to help reduce the post-storage losses. An independent study has concluded that the scientific storage technique called AGRI REACH followed at SLCM has a remarkable impact on the quality of goods. Currently two patents for AGRI REACH are pending.

Potential for overseas expansion

The outlook of the industry is positive as the government has moved its focus towards scientific warehousing. We are hopeful that this will bring in the much-needed momentum in the sector. Successes in domestic operations along with increasing confidence and depth of domain expertise and operational competence have also emboldened Indian agri-warehousing companies to look at overseas markets for expansion. While immediate neighbours such as Bangladesh, Myanmar, Nepal and Sri Lanka present a perfect opportunity for Indian companies to establish an overseas presence owing to their proximity and similar geo-political conditions, other Asian countries as well as the African continent present a lucrative market for expansion because of their untapped agri-warehousing potential.

and most complex grids globally. With the central government targeting to add 175 GW of renewable energy to the grid by 2022, the best way to ensure that the benefits of this network are made widely available to the country's over 1.3 billion citizens is through a rapid, yet systematic rollout of the smart grid, also termed as the energy internet of the future.

As part of its aggressive renewable energy targets, the Ministry of New & Renewable Energy (MNRE) adopted the wind-solar hybrid policy document in May 2018. Moreover, the growing use of renewable energy will result in electricity grids becoming highly interactive.

The proposed New Tariff Policy that is presently pending with the Union Cabinet is expected to significantly alter the energy landscape.

SMART CITIES

Smart Cities Mission (SCM) was launched on June 25, 2015. Thereafter, 100 cities were selected in five rounds.

With a total of 5,151 projects envisaged across

the 100 cities, work on 1,177 projects worth Rs 434.93 billion have started and about 677 projects are at the tendering stage. Of the 5,000 projects for the proposed 100 cities, Smart Cities Mission (SCM) has tendered out 3,880 projects worth Rs 1.4 trillion and completed 1,100 projects worth over Rs 201 billion. Over 3,000 projects worth over Rs 1 trillion have been grounded. The mission is likely to tender out the balance projects towards the end of the current fiscal.

The mission has promoted numerous innovative and



Source: Ministry of Commerce & Industry