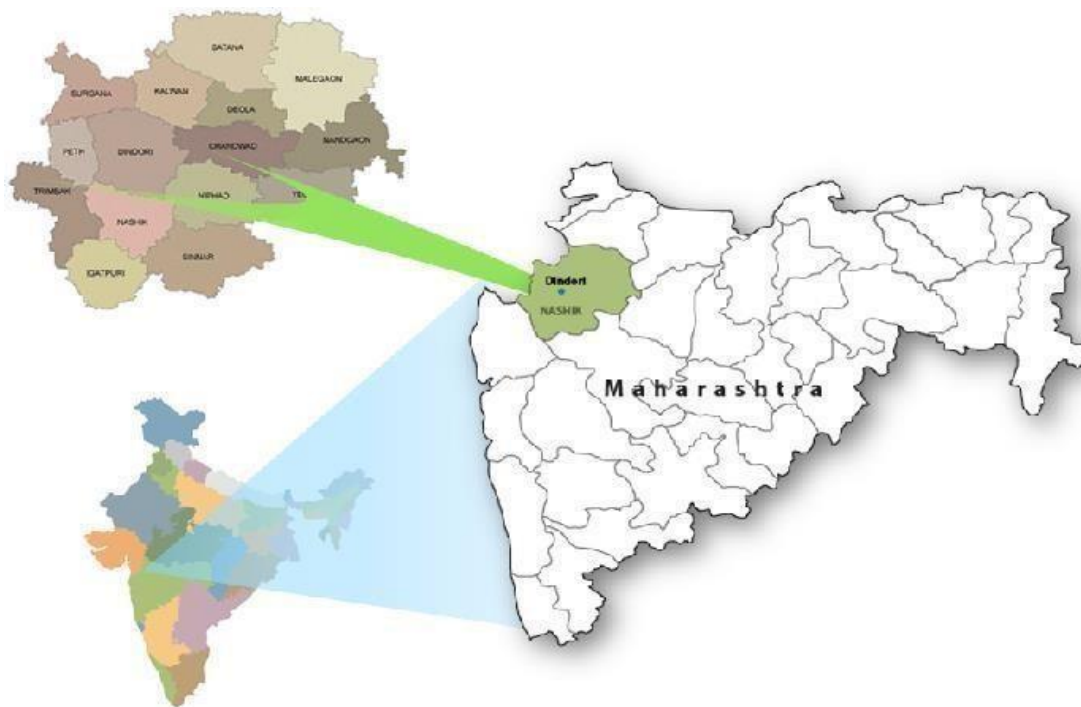


**SFPCL**

**SFPCL**



**SAPTASHRUNGI FARMER PRODUCER COMPANY LIMITED**

**CIN: U01403MH2014PTC258520**

### Establishment details:

Saptashrungi Farmer Producer Company Limited (SFPCL) (CIN: U01403MH2014PTC258520) has been established on 7th October 2014 at Registrar of Companies Mumbai under the Company act pursuant to sub-section (2) of section 7 of the Companies Act, 2013 and rule 8 of the Companies act, The registered office of SFPCL is at H NO 1665 VISHRAM BAGPADA R1531 TAL DINDORI DIST-NASHIK MH 422215, INDIA. The company is operational in over 42 villages of Dindori, Vani, Kalwan, and Surgana circles of Nashik district of Maharashtra.

Saptashrungi Farmer Producer Company Limited (SFPCL), purely a farmer's organization working for the benefit of member farmers. SFPCL is working with over 35 farmer groups spread across 42 villages in Dindori, Kalwan, Surgana Blocks having 797 primary members and 552 shareholders, totally 1349 members. SFPCL is aiming to increase farmer members in the organization. The objective is to reach 5000 farmer members as early as possible.

The member distribution is as follows:

Block Dindori			Block Dindori			Block Kalwan			Block Surgana		
SN	Village	#	SN	Village	#	SN	Village	#	SN	Village	#
		Farmers			Farmers			Farmers			Farmers
1	Ahiwantawadi	60	12	Mulane	90	1	Bendipada	22	1	Chikhali	23
2	Ambaner	34	13	Nalwadpada	11	2	Bhor Daivat	18	2	Ghodambe	34
3	Babapur	19	14	Payarpada	6	3	Chinchpada	10	3	Hiradpada	17
4	Bhatode	92	15	Pimpalpada	8	4	Deoli Karad	24	4	Khadaki	12
5	Chandikapur	120	16	Pimpri Anchala	44	5	Desgaon	21	5	Mohapada	18
6	Devthan	14	17	Ramnagar	42	6	Kherude	13	6	Pohadi	15
7	Haste Dumala	140	18	Sangamner	98	7	Lingame	8	7	Rahuda	15
8	Karanjwan	110	19	Takyacha Pada	10	8	Sukapur	16	8	Sajole	18
9	Khoripada	16	20	Tapanpada	28	9	Vadpada	22	9	Sarad	11
10	Male Dumala	95	21	Vanjola	14				10	Shinde Digar	14
11	Mandane	75	22	Vare	21				11	Vanjulpada	25
Total		775	Total		372	Total		154	Total		202
All Total											1349

### SFPCL's Vision and Mission:

#### Mission: -

*Enable farmer's members realize higher returns for their produce by enhancing productivity through efficient, cost-effective, and sustainable resources use.*

#### Vision: -

*To build a prosperous and sustainable organization by promoting and supporting member farmers.*

### Board of Directors of SFPCCL

SN	Name of Director	Village	Position	Address	Educational qualification and experience
1	Mr. Prakash Parvat Mondhe	Chandikapur	Director	At Chandikapur, Po. Bhatode, Tal Dindori, Dist Nashik	HSC/Farming/Input Shop Owner
2	Mr. Sunil Damodhar Jopale	Bhatode	Director	House No. 173, A/p Bhatode, Tal Dindori, Dist Nashik	HSC/Farming
3	Mr. Vishwas Bhagwat Nehe	Kalwan	Director	A/p Hingalwadi Tal Kalwan , Dist. Nashik	B.Sc. Chemistry/Farming
4	Mr. Nivrutti Jagannath Gaikawad	Sangamner	Director	At Sangamner, Po Mulane, Tal Dindori, Dist. Nashik	SSC/Farming
5	Ms. Rajashri Sandip Jawale	Dindori	Director	A/p. Dindori, Tal. Dindori, Dist. Nashik	M.Sc. Micro
6	Mr. Sandip Subhash Jawale	Dindori	CEO	Row House No. 3 Narayani Row Houses Umrale Rd Dindori Tal. Dindori Dist. Nashik	B.Sc. Agri, MBA Agri. 14 Yr Experience in F&V Marketing

### Company Officials

Office Team		
Sr. No.	Name	Designation
1	Mr. Amol Patil	Marketing Head (Pesticide Division)
2	Mr. Manoj Soniram	Agronomist/Field Officer
3	Adv. Vivek Nehe	Legal Adviser
4	Mr. Sujit Inamdar	Field Officer
5	Mr. Omkar Salgare	Field Officer
6	Mr. Mahendra Bachhav	Accountant
7	Mr. Rahul Gosaavi	Accountant

### **Licenses:-**

After gaining a comprehensive understanding of the market landscape, we prioritized the documentation and licensing aspects for each of our work profiles. Following the completion of these processes, we commenced our operations. Here is a list of some of the licenses under which our company operates:

1. Agriculture Input Licenses.
2. Export Licenses.
3. APEDA Licenses.
4. FSSAI Licenses.
5. Direct Marketing Licenses.
6. APMC Dindori Licenses.
7. Udyam Licenses.
8. Pesticide Manufacturing & Marketing Licenses
9. Grapes & Strawberry Punnet Manufacturing.

### **Seasonal Availability of Commodity:**

<b>Commodity Availability</b>	Jan	Feb	Mar	April	May	June	July	Aug	Sept.	Oct.	Nov.	Dec.
Onion												
Tomato												
Grapes												
Strawberry												
Pomegranate												
Chili												

During the year 2015, the company's first Agri-input shop opened in Kasbe Vani. In the shop, the member farmers got the Agricultural inputs at a reasonable price as compared to outside price. The company provided the farmers with low cost seeds as well as increased the production and productivity of the farmers by providing timely guidance on the crop through field officer. Now Input shop is shifted to Tomato market, Khoriphata with new initiative with better life farming center. This center serves as a hub for farmers to receive comprehensive guidance on the cultivation techniques for various horticultural crops such as Strawberry, Grapes, Tomato, and others. Additionally, we also distribute strawberry mother plants from this center. The BLF center encompasses training facilities and serves as a venue for farmer meetings.



**Agri Input Shop & Farmer Facility Center, Khoriphata**

## Past Operations:

On behalf of the Agricultural Marketing Board the company has set up two pack houses and a farmers' facility centre in Chandikapur (Vani) clusters under National Horticulture Mission. We perform grape and tomato sorting and grading at this packaging house and subsequently dispatch them to the domestic market. 20 truckloads of the grapes produced by the member farmers of SFPCL have been marketed to the grape marketers in Faridabad on pilot basis.



**Grapes Packing at Farmer Facility Center, Chandikapur**

In 2014-15, farmers of SFPCL have collectively marketed 450 ton of ripe tomato to a processing company's viz. Capricon Food Products India Limited



and Varun Agro. This has benefitted farmers with additional 10-15 Rs. per crate than the market rate and saving in middlemen and transportation cost due to sale of produce at the farm gate. This has benefitted farmers with additional returns of Rs. 4-5 per kg of grape marketed.

SFPCL is working towards solving the problems faced by the farmers in 42 villages in Dindori, Kalwan, and Surgana block of Nashik district in Maharashtra with an integrated approach. It is endeavoring for increasing the vegetables and fruits production of the farmers in the operational area and getting remunerative prices for agricultural produce of member farmers in the market. SFPCL is striving to make the agricultural inputs such as seeds, fertilizers and pesticides and insecticides accessible to the small and medium farmers as per

their requirements. SFPCL has supplied onion to WayCool, Spencer, King Burger, Grofers, in cities like Chennai, Trichy, Theni, Coimbatore, Bangalore, Hyderabad, Kolkata, Delhi, and Gurgaon. In 2017-18, the Saptashringi Farmer Producer Company purchased 800 MT of onion from farmers' fields and sent to Chennai, Coimbatore, Trichy, Theni Bangalore, etc. cities in South India.

The FY 2017-18, the turnover of the company was Rs 2.06 Cr. FY 2018-19 company purchased 1200 MT of Onion from farmers filed and sent to different location of India. But due to low rates of onion in the markets there is less turnover ass compare to 2017-18. The FY 2019-20 the company has shipped 500 MT of onion to various markets. SFPCL has registered as vendor with SFAC's Kisan Mandi, Walmart, Zomato, Farmx and NCDEX for onion supply.

In the month of April, 2018 company has got the export license and APEDA Export license. SFPCL is planning to initiate exports to Gulf markets. In February 2019, on an experimental basis, in collaboration with Dindori taluka agricultural officer Mr. Abhijeet Jamadhade, the company sent 50 MT of onion to a buyer in Italy, and they liked our goods.



**SFPCL Year wise Business:**

Year	No. of Share Holders	Share Capital (INR)	Turnover (INR)
2017-18	449	6,42,000	2,06,27,604
2018-19	449	6,42,000	1,65,63,000
2019-20	449	6,42,000	0,60,27,709
2020-21	552	10,91,000	1,35,83,661
2021-22	552	10,91,000	1,87,25,941
2022-23	552	10,91,000	2,30,56,568
2023-24	552	10,91,000	5,64,62,408
2024-25 (As on 31 <sup>st</sup> Dec. 2024)	552	10,91,000	5,37,01,617

## Present Operations:

In the initial stages of the Company, the primary crop that was chosen was grapes due to the presence of directors and members who were experienced viticulturists. However, there was a significant increase in the usage of fungicides and insecticides, leading to substantial costs. In fact, the cost of these chemicals accounted for at least 40% of the grape growers' expenses, with 70% of the total grape farming costs being attributed to fertilizers and chemicals. To address this issue, the Company recognized the need for its own shop to provide affordable Pesticides and fungicides, aiming to prevent the exploitation of farmers in the market and offer agricultural inputs at reasonable prices. However, the market primarily operated in a distributor-wholesale-retail model. As a result, the Company explored the possibility of producing agri-inputs independently, considering that the prices of Pesticides and fungicides were not significantly different from the prevailing market rates.



In pursuit of this objective, the Company engaged in discussions and collaborations, particularly with the Hydroponic Research Development Center in Hingalwadi Tal. Kalwan Dist. Nashik. Subsequently, a partnership was established with this Company, which enabled the Company to supply farmers with agricultural products at reasonable prices. At present, the Company produces its own insecticides and fungicides through hydroponics. Furthermore, the Company directly supplies farmers through the joint venture of Saptashrungi Farmer Producer Company and Hydroponic Research Development Center in Maharashtra. This direct supply reaches up to 3000 farmers across various regions, including Nashik, Nagar, Sangli, Solapur, Satara, Mahabaleshwar, resulting in a 30% reduction in production costs for farmers.

Along with this, the company's field team is working to provide proper agricultural advice and guidance to the farmers. Farmers are benefiting by reducing production costs due to proper agricultural advice. It includes various fruit crops. E.g. Mango Pomegranate etc. Also, other agro farmer-producing companies in the state have also been linked with SFPCL. Fungicides and insecticides are also supplied to other agriculturist companies at moderate rates.





We guide the farmers on their field for crop cultivation.



The company organizes various seminars on fruit crop management and production. It also guides the farmers regarding the proper use of pesticides and fungicides.

Also, other agro farmer-producing companies in the state have also been linked with SFPCL. Fungicides and insecticides are also supplied to other agriculturist companies at moderate rates.







## Strawberry:

Adding to our crop portfolio in 2021, strawberry cultivation became one of the crops introduced by Saptashrungi Company.

It is worth noting that 85% of the farmers associated with Saptashrungi Farmer Producer Company are tribals and they started growing strawberry crop. During the initial stages of strawberry cultivation, certain challenges were observed, including difficulties faced by farmers in purchasing strawberry mother plants, lack of experience in cultivation, crop management issues affecting production, and challenges in selling the harvested crop. To address these issues, Saptashrungi Company established a supply chain for strawberries, starting with the sale of imported mother plants to farmers, thereby generating a profit margin of 5 to 10 rupees for each mother plant. Additionally, farmer workshops were organized, where experts provided guidance on fertilizer management, insecticides, fungicides, and other relevant topics. The Company also conducted extensive village visits to promote group farming and assist farmers in resolving strawberry cultivation challenges.



Once the crop is ready for harvest, Saptashruni Company facilitates the purchase by collecting the produce directly from the farmers' locations, eliminating the need for farmers to transport their harvest



elsewhere. This initiative has effectively put an end to fraudulent practices by traders.

Farmers were mandated to make a substantial financial investment in acquiring punnets. This prompted Saptashrungi Company to embark on the production of punnet-making machinery and commence punnet manufacturing. Presently, Saptashrungi Company offers packaging solutions, including punnet packaging, at competitive prices specifically tailored to meet the requirements of strawberry packaging and cater to the demands of the farming community.

Looking ahead, the Company plans to manufacture strawberry boxes and is actively exploring additional services for strawberry farmers, such as soil testing, fertilizer management, post-harvesting sales management (including packaging, transportation, and marketing) to various outlets, including Bangalore Super Market, Dehat, Sahyadri FPC, Reliance Prime, through Memorandums of Understanding (MoUs) with these companies. Moreover, the Company aims to establish an early strawberry processing unit, cold storage facilities, and a cold supply chain.





### **Opportunities in front of SFPCL:-**

Now we are working over the Fresh Vegetables and Fruits trading, we have observe the some advantages and disadvantages for the farmer's. In Trading we need to grade the materials with quality checks. We observe that the farmer can get the MSP rates for the Grade1 and Grade2 raw material for some of the last years. But we got some challenges to trade on the Grade 3 and Grade 4 materials. If we are trying to trade on the particular commodity we are not getting the satisfied rate from the outsourcing food processing companies. As From last few years farmer are suffering from the natural disasters with heavy rain, storm, Foggy atmosphere, Cracking of Fruits in winter.

So to overcome on it we are thinking over the solution to get some resides from it. As we had attended the Agricultural seminars and some suggestions from the agricultural officers to avoid such farmer loss need to organize it with proper solution like as below.

- 1. Food Processing Factory & Cold Storage.**
- 2. Strawberry Mother Plants Or Runners growing in Polyhouse.**

So we just made focus on it and have in detail study over the few of above projects. We check our capabilities and then make decision to enter in the Food Processing Factory & Cold Storage. We have enough raw materials at the last stage of harvesting. The working are fully developed for the Tomato, Strawberry, mulberry and Grapes. Also in the tribal area we are having sufficient Jamun plants which is an advantage for the processing.

### **In Agri inputs-**

- **Pesticide & insecticide**

Considering today's situation, the production cost of the farmer has increased a lot and the money earned from crop it is very less. Fungicides and insecticides at moderate rates can be an effective solution to reduce their production cost.

Keeping this in mind, SFPCL wants to reach all the farmers in the country. The work of agricultural inputs has progressed rapidly in Western Maharashtra, Marathwada and Konkan divisions.

This is a huge opportunity in front of the company and it will benefit the farmers.

## Our future plans

### Strawberry Cold Storage-



As strawberries are available in abundance supply and the strawberry season is limited hence strawberries are not available throughout the year and hence we are setting up cold storage facility. Due to this we will have availability of strawberries throughout the year and we can supply them as raw material to ice cream manufacturing companies as well as some pharmaceutical companies. It will be frozen blasted at minus 40 and stored degrees and plus 20 degrees.

### Frozen blast Strawberry-

Strawberries are packed with a variety of nutrients that present a number of health benefits. Full of vitamins, antioxidants, and fiber, strawberries have been found to protect heart health, boost immunity, lower blood pressure, prevent cancer, and increase HDL (good) cholesterol.



## Strawberry pulping



As strawberries are available in storage throughout the year, we can remove the strawberry pulp and store it aseptically and supply it to other companies throughout the year. Strawberry pulp is used for many things. E.g. Ice cream, wine, Jam, chocolates etc.



Strawberry Pulp packing



## Strawberry Wine industry



During the study it has been noticed that strawberry wine has high medicinal value and there are very few companies in India which manufacture strawberry wine.

Keeping this in mind we intend to build a strawberry wine industry as we have ample source of raw strawberry in locality.



## Strawberry tourism

We intend to set up a tourist center that provides information on how strawberries are farmed, harvested and made into various products.

The actual involvement of tourists in this will help in the promotion of strawberries and it will help in contributing to the income of the local people.



## Employment Generation

In Nashik district, strawberries are grown in areas known as remote tribal areas and we are trying to accommodate local people as much as possible in this stream.

We are always committed to empowering women and creating employment for local peoples.





## Training & Capacity building:

In August, extension activities were recently conducted for farmers in Dharashiv, Solapur, Sangli, and Nagar districts. We covered a wide range of topics such as crop cultivation, irrigation methods like fertigation, pest and residue management, sustainable farming practices, and the adoption of new agricultural technologies. The goal is to enhance productivity, improve crop quality, and promote sustainable farming practices.



An assembly was organized at the Saptashrungi Farmer Producer Company campus for farmers in Nashik, focusing on tomatoes, onions, and other vegetables and fruits. The event saw the participation of 150 farmers who gained valuable insights into new technologies.



## Factory Premises

Our factory premises refer to the physical location where manufacturing processes take place, including the production of goods, packaging, and other related activities.

Following are the Components in the factory:

Production Lines

Assembly Lines

Warehousing

Administrative Offices

Safety and Compliance Areas

