



INSPIRING TALES
FROM THE
FPO LANDSCAPE





PREFACE

Farmer Producer Organisations, who began their journey as aggregators of the produce of small and marginal farmers have now become entities to reckon with in the agri business sector of the Country. With an enabling environment provided by various stakeholders in the FPO ecosystem, they have emerged as sustainable and successful enterprises, providing a bouquet of services to the members at their doorstep. These institutions have exhibited their resilience during the economic slowdown caused by the pandemic and have been the major contributors for the growth in the agricultural sector.

Carrying forward the mandate of supporting FPOs, NABKISAN has carved out a niche for itself in the FPO sector. With more than 1600 FPOs credit linked so far, NABKISAN is the leader among the lenders to FPOs. Innovative loan products to meet the various credit needs of the FPOs have been developed, leveraging on the credit enhancement facilities provided by SFAC, NABARD and Government of India.

Highlighting the success of some of the FPOs would motivate the FPOs and would go a long way in strengthening the ecosystem. The journey of few of the successful FPOs have been compiled and presented in this booklet.

Team NABKISAN



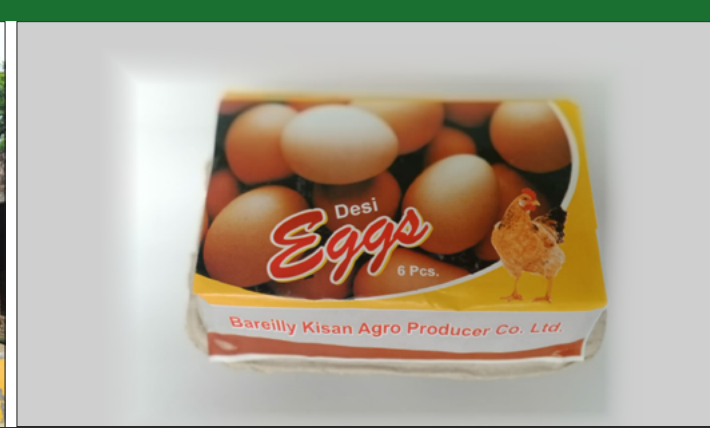
AVADHAN FARMERS PRODUCER COMPANY LIMITED



 Name of the FPO Avadhan Farmers Producer Company Limited	 Established 08/04/2020	 District Banaskantha	 State Gujarat
 Promoting institution NABARD	 POPI Sambhav Foundation	 Shareholder farmers 515 Women Shareholders 150	 Share capital Rs. 5.59 lakh
 NKFL Loan Rs. 50 lakh	 Turnover 2021-22 Rs. 112 lakh	 Business Activities Procurement of agri-inputs, cattle feed and agri-commodity mainly cumin, castor, mustard, groundnut and fruits like pomegranate etc.	

Avadhan FPCL was formed to cater to the farmers in 16 villages of Banaskantha district. The FPC has enabled the farmers to avail agri-inputs and cattle feed at lower prices and trade their commodities viz. cumin, castor, mustard and groundnut and pomegranate at competitive rates. The FPC has also constructed a godown for storage of commodities, which helps the farmer members to get a better price realization for their produce.

NABKISAN loan towards working capital to this nascent FPO has boosted its revenues and the turnover increased by three and a half times from Rs. 32 lakh to Rs. 112 lakh during last FY. The Company has also initiated steps to establish a Mustard and Castor Oil processing unit as also cumin sorting and grading unit in the immediate future.



BAREILY KISAN AGRO PRODUCER COMPANY LIMITED



<p>Name of the FPO BAREILY KISAN AGRO PRODUCER COMPANY LIMITED</p>	<p>Established 04/05/2016</p>	<p>District Bareilly</p>	<p>State Uttar Pradesh</p>
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<p>Promoting institution NABARD</p>	<p>POPI Glance Educational Welfare Society</p>	<p>Shareholder farmers 742</p>	<p>Share capital Rs. 5.01 lakh</p>
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<p>NKFL Loan Rs. 17.50 lakh</p>	<p>Turnover Rs. 77.00 lakh</p>	<p>Business Activities Agri-inputs supply Procurement, aggregation and marketing of wheat, maize, mustard and satavar, Custom hiring centre, Rural mart</p>
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Convergences

- UP State Agriculture Department under DRISHTI scheme for developing Seed processing unit
- Grant received for Farm machinery bank from UP State Agriculture department

FPC has also initiated the process of value addition of the produce and marketing from Rural Mart supported by NABARD that has led to better profit margins. The products are marketed under the brand "Bareilly Kisan" which was created by the members of the FPO.

NABKISAN'S loan towards Working Capital has helped the FPC to increase the turnover from Rs. 49.78 lakh to Rs. 77 lakh, thus providing better price realisation to its members.



KHAKNAR KRUSHI VIKAS PRODUCER COMPANY LIMITED



<p>Name of the FPO Khaknar Krushi Vikas Producer Company Limited</p>	<p>Established 29/09/2020</p>	<p>District Burhanpur</p>	<p>State Madhya Pradesh</p>
<p>Promoting institution NABARD</p>	<p>POPI Krushi Vikas va Gramin Prashikshan Sanstha</p>	<p>Shareholder farmers 753</p>	<p>Share capital Rs.15.0 lakh</p>
<p>NKFL Loan Rs.20.0 lakh</p>	<p>Turnover Rs.60.12 lakh</p>	<p>Business Activities Agri-input trading (Seeds, liquid fertilizers and pesticides)</p>	<p>Convergences With the KVK and Indore agriculture university on cattle rearing</p>

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MANAKU NEEDA AGRO FARMERS PRODUCER COMPANY LIMITED



<p>Name of the FPO Manaku Needa Agro Farmers Producer Company Limited</p>	<p>Established 12/03/2018</p>	<p>District Parvathipuram Manyam</p>	<p>State Andhra Pradesh</p>
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<p>Promoting institution Self Promoted</p>	<p>POPI Jana Kalyana Samakhya</p>	<p>Shareholder farmers 500 Women Shareholders 136 Tribal Shareholders 500</p>
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<p>Share capital Rs. 4.09 lakh</p>	<p>NKFL Loan Rs. 15.00 lakh</p>	<p>Turnover 2021-22 (P) Rs.100 lakh</p>	<p>Business Activities Aggregation & trading of agri-commodities/ Non-Timber Forest Produce (Raw Cashew Nut, Cotton, Tamarind, Turmeric, Paddy and Hill brooms)</p>
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Convergences
APFMRP, Technoserve, Horticulture department

FPC is engaged in Raw Cashew Nut (RCN) procurement and marketing, trading in tamarind, hill brooms, Cotton, turmeric etc. To scale-up the business and to provide greater benefit to the tribal farmers, the FPC is adopting the model of sharing information on market prices daily through lead farmers identified within the village. This price discovery mechanism aids the farmer members to take informed decisions on marketing their produce.

NABKISAN's loan has helped the FPC to reach a turnover of Rs. 100 lakh, thus providing better price realisation for the produce of their tribal members.

PRAGATIMITRA NORTH KANARA FARMERS PRODUCER COMPANY LIMITED



 Name of the FPO Pragatimitra North Kanara Farmers Producer Company Limited, Karnataka	 Established 18/07/2016	 District Sirsi	 State Karnataka	 Promoting institution NABARD
 POPI Manuvikasa	 Shareholder farmers 992 Women Shareholders 380 Tribal Shareholders 50	 Share capital Rs 9 lakh	 NKFL Loan Loan I – Rs.29.75 Lakh Loan II- Rs. 39.10 Lakh	
 Turnover 2021-22 (P) Rs.50.00 Lakh	 Business Activities <ul style="list-style-type: none"> • Primary & secondary processing of arecanut • Contract harvesting services • Production, Procurement & Marketing of Areca Essence • Trading activity of arecanut, coconut and copra 	 Convergences Department of Agriculture		

Pragatimitra North Kanara Farmers Producer Company Limited, Karnataka was established to overcome the problems faced in the arecanut harvesting and value chain in Sisri district of Karnataka.

In order to establish a complete value chain in Arecanut, the Company decided to provide services from contract harvesting of the arecanut, processing on demand, buy back arrangements and fulfilling the job orders of the members coupled with normal arecanut trading activities.

NABKISAN's loan helped the FPC to achieve a 14% growth in turnover and also to provide better price to their members. FPC is planning to establish a common infrastructure facility for storage and processing of arecanut.

SARNAGITI KISAN AGRO PRODUCER COMPANY LIMITED



<p>Name of the FPO Sarnagiti Kisan Agro Producer Company Limited</p>	<p>Established 27/05/2016</p>	<p>District Kota</p>	<p>State Rajasthan</p>
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<p>Promoting institution NABARD</p>	<p>POPI Samdarshi Gramin Vikas Sansthan (SGVS)</p>	<p>Shareholder farmers 1,000 Women Shareholders 812 Tribal Shareholders 213</p>
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<p>Share capital Rs 20 lakh</p>	<p>NKFL Loan WC- Rs 30 lakh</p>	<p>Turnover 2021-22 (P) Rs. 63.78 lakh</p>	<p>Business Activities Trading of Input & Commodities, Grading of Commodity</p>
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Convergences

- Equity Grant from SFAC
- Grading Machine from NCDEX
- Training from KVK

Sarnagati KAPCL is actively engaged in trading of inputs and commodities. The FPC has forged market linkages with NCDEX, E-NAM, Agri Bazar and local buyers for their commodities, to ensure better price realization. FPC has expanded its member base and has been providing inputs to their members at subsidized rates.

Due to failure of monsoon in 2021-22, the volume of Kharif operations was much lesser than the previous years. However, NABKISAN's loan has helped the FPC in achieving a turnover of Rs. 63.78 lakh with trading in inputs and Rabi commodities.

SATPUDANCHAL FARMER PRODUCER COMPANY LIMITED (SFPCL)



<p>Name of the FPO SATPUDANCHAL FARMER PRODUCER COMPANY LIMITED (SFPCL)</p>	<p>Established 07/05/2020</p>	<p>District Betul</p>	<p>State Madhya Pradesh</p>
<p>Promoting institution NABARD</p>	<p>POPI Sunrise Rural Development Society</p>	<p>Shareholder farmers 1,000</p>	<p>Share capital Rs.10 lakh</p>
<p>NKFL Loan Rs.26 lakh</p>	<p>Turnover Rs.167 lakh</p>	<p>Business Activities Agri-input trading (seeds, fertilizers and pesticides) and vegetable, commodity trading</p>	<p>Convergences With KVK and Horticulture Department for poly-houses and vegetable seeds</p>

Satpudanachal FPCL, operating in an area, which is predominantly tribal, supply agri-inputs (seeds and fertilizers) to farmers in very interior locations of tribal areas of Betul district of MP, in addition to trading in commodities and vegetables. Member farmers sell vegetables and commodities at the farm gate and purchase agri-inputs from the FPC through their SHGs.

The transport vehicle purchased out of the grant support of NABARD along with term loan from NABKISAN has helped the FPC in easy pick up of produce from the farmers and sell them to buyers at far off places. NABKISAN's loan has helped the FPC to increase their turnover by eight-fold and profit by five times over the previous year.

SUBARNAREKHA AGRICULTURE PRODUCER COMPANY LIMITED



<p>Name of the FPO SUBARNAREKHA AGRICULTURE PRODUCER COMPANY LIMITED</p>	<p>Established 07/01/2016</p>	<p>District Baleswar</p>	<p>State Odisha</p>
<p>Promoting institution NABARD</p>	<p>POPI Sahabhagi Vikash Abhiyan</p>	<p>Shareholder farmers 506</p>	<p>Share capital Rs. 5.06 lakh</p>
<p>NKFL Loan Rs. 22.30 lakh</p>	<p>Turnover Rs. 102 lakh</p>	<p>Business Activities Trading of commodity (paddy, green gram, black gram, coconut, Mustard) seeds (paddy, potato), storage and marketing of potato</p>	

Subarnarekha Agriculture Producer Company Limited deals both in input and output trading, though paddy marketing is their major business. FPC has established linkages with corporates for trading of seeds. The members get 10% premium on paddy seed production which led to increase in membership by 50% within a short period of time. FPC also follows fair trade practices in all their business.

NABKISAN's loan has helped the FPC to increase their turnover to Rs. 102 lakh and also offer a premium price for their members' produce.



THELLARU FARMER PRODUCER COMPANY LIMITED



<p>Name of the FPO Thellaru Farmer Producer Company Limited</p>	<p>Established 11/02/2016</p>	<p>District Tiruvannamalai</p>	<p>State Tamil Nadu</p>
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<p>Promoting institution NABARD</p>	<p>POPI NAF</p>	<p>Shareholder farmers 640</p>	<p>Share capital Rs. 11.40 lakh</p>
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<p>NKFL Loan Rs.17.87 lakh</p>	<p>Turnover 2021-22 (P) Rs. 51.59 Lakh</p>	<p>Business Activities</p> <ul style="list-style-type: none"> • Supply of paddy seeds • Groundnut procurement and sale • Purchase of grocery at wholesale prices and distributing to its members during festival seasons
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<p>Convergences</p> <ul style="list-style-type: none"> • SFAC for Equity Grant • Government of Tamil Nadu under MSDA, TNRTP, TNGMCAS for machinery and godown 	<p>FPC is engaged in selling inputs, cattle feed, oil and value-added products by way of setting up retail outlets in the district. With Tiruvannamalai being the State's highest producer of groundnut oil, the district administration has encouraged cultivating, manufacturing and selling groundnut oil under the Prime Minister's One District One Product (ODOP) scheme. FPC has obtained grant from the Government under different schemes for acquiring machinery for oil processing and construction of warehouse.</p>
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NABKISAN's loan towards working capital has helped the FPC achieve a turnover of Rs. 51.59 lakh and earn a profit of over Rs. 1 lakh.

VIRTUAL AGROFARM PRODUCER COMPANY LIMITED, MAHARASHTRA



 Name of the FPO Virtual Agrofarm Producer Company limited, Maharashtra	 Established 22/11/2016	 District Pune	 State Maharashtra
 Promoting institution Self-Promoted	 Shareholder farmers 974	 Share capital Rs.20.38 lakh	 NKFL Loan Rs.25.00 lakh
 Turnover Rs. 53.15 lakh (As per provisional statement 2021-22)	 Business Activities Procurement and sale of onion, soybean, vegetables and MSP centre for onion	 Convergences Integrated Agriculture Development (PPP-IAD) project under Rashtriya Krishi Vikas Yojana (RKVY- RAFTAR)	

Virtual Agro Farm PCL is engaged in procurement and marketing of onion and soyabean. As the area possesses a unique variety of onion, storage of the bulk produce was throwing up challenges to the farmers. The FPC established a 1000 MT onion storage godown, under the PPPIAD project with the support of NAFED & Depart of Agriculture, Govt. of Maharashtra.

FPC has established market linkages with Reliance mart, Big Basket and MAHAFFPC. With the help of NeML software, FPC is able to manage the inventory, stock expiry alerts, various statutory compliances (GST, agriculture, income tax etc.), reporting and books of records.

With the availability of NABKISAN's loan for working capital, the FPC could achieve a turnover of Rs.53 lakh during 2021-22

LOAN PRODUCTS FOR FPOs- FEATURES

ELIGIBLE INSTITUTIONS

- Producer Organisations, farm and off-farm sector, registered under any statute of law
- Federations/societies of beneficiaries producing or marketing agriculture and allied products
- Commodity Specific Federations/societies
- For on lending to POs by Producer Organisation Promoting Institutions (POPIs) who are engaged in the promotion and nurturing of POs
- Any other registered organisation or legal entity of similar kind not listed above

ELIGIBLE ACTIVITIES

- Working capital requirement for procurement and sale of agricultural inputs and procurement of produce for collective marketing, value addition and processing.
- Term loan for creation of common infrastructure like soil testing labs, nurseries, irrigation infrastructure, farm machinery, custom hiring centres, post-harvest handling facilities, processing units, storage infrastructure, transport, other infrastructure requirement of PO etc
- Pledge loans against Electronic Warehouse receipt. (eNWR).
- Bulk loans to POPIs/ POs for lending for asset creation at member level like purchase of dairy animals, sheep/goat rearing, poultry, irrigation infrastructure etc.
- Any other business activity which is helping the PO and its members to generate income

ELIGIBLE CRITERIA

- The PO should have been incorporated at least for six months prior to submission of loan application. They should have at least one audited balance sheet as on the date of application.
- They should have a minimum subscribed share capital of Rs.2 lakh (audited or as per ROC) with positive Net Worth.
- They should not have been in default to any organization
- They should comply with legal requirements such as necessary licences, TIN/GST number etc.
- They should have a regular CEO in place
- They should have a well laid out business plan at least for the next one year
- The PO should fall into the A+, A, B+ or B category of POs based on NABKISAN rating tool. For FPOs promoted under the 10,000 FPO scheme of Government of India, C+ category on the NABKISAN rating tool are also eligible.

LOAN QUANTUM

- Direct loan eligibility for start-up POs (POs with age of up to 2 years from the date of incorporation) : upto 5 times of the net worth
- Matured POs (viz. POs with age of more than 2 years from the date of incorporation): up to 10 times the net worth.
- High potential POs (POs with age of more than 2 years from the date of incorporation and Turnover in excess of Rs.100lakh in the preceding year or average of preceding 3 years): up to 20 times the net worth.
- Quantum of loan will be 85% of the total project cost.
- Minimum margin of 15% for all categories of POs.

List of Sr. Managers (Business Development)/ Business Development Managers



AndhraPradesh	Modhu Naidu	8639083252
Gujarat, Punjab, Haryana	Mitesh Chhabaria	8734855442
Himachal Pradesh & Uttarakhand	Shifali Sharma	8988221943
Jharkhand & Bihar	Umesh Kumar Suryawanshi	9893621868
Karnataka	Padmapriya V	8310021086
	Saishri Gajavalli	9154349118
MadhyaPradesh	Sourabh Sharma	8125567601
MadhyaPradesh & Chhatisgarh	Deepak Malviya	8889957225
Maharashtra	Mahesh Bhojar	9860444195
	Ankush Rathod	9927005983
Odisha	Soumya Ranjan Sahoo	7008455120
	Subhrajit Satpathy	9438471285
Rajasthan	Praveen Meena	9521322504
Tamil Nadu & Kerala	Johnson Paul	9994580575
	Suresh A	88702 71129
Telangana	B Naga Siva Prasad	8885222031
UttarPradesh	Raj Shekhar	7027976020
WestBengal and N-E States	Tathagatha Ghosh	6206962866



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