



Sector
Logistics

Investment Date
June/Oct - Nov 2011

Investment Amount
\$8.5 million

Company Description

- Providing warehousing, cold storage, financing, quality certification and procurement services for more than 25 commodities across India
- Developing warehouses for use by Government entities on a BOO basis

Investment Rationale

- Insufficient agri-warehousing infrastructure; leads to significant waste of farm produce
- Strong growth prospects, driven by the changing supply chain structure in India
 - Focus on high quality supply chain management services
 - Increasing presence of the organized sector
- Conducive Regulatory Framework
 - Systemic changes like transition to GST and advent of negotiable warehousing receipts to provide impetus to creation of efficient and quality warehouses
- Growth of Exchange Based Commodity Trading & Organized Retail
- Platform level investment with pan-India presence
 - Mix of operating and under development assets de-risk the business model

Value-Added Activity

- Strengthening internal systems and processes of the company
- Develop professional team and senior management
- Assistance in debt fund raising for expansion activities
- Facilitating tie-ups with banks for collateral management services