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**MEMORANDUM OF UNDERSTANDING FOR COLLABORATION TO DEVELOP  
VALUE CHAINS OF SOYBEAN, TUR AND GRAM**

This Memorandum of Understanding for Collaboration to develop Value Chains of  
SOYBEAN, TUR AND GRAM entered on 25 Mar 2021 at Wardha

Between

**Arya Collateral Warehousing Services Private Limited here after mentioned as party - I which** intends to provide collateral management services for Soybean, Tur and Gram

AND

**Navi Umed Farmer Producer Company Limited here after mentioned as party-II which** intends to store and sale Agri-commodities.

**Background**

**Brief about Buyer – Arya Collateral Warehousing Services Private Limited**

Arya Collateral Warehousing Services Private Limited, a Company incorporated under the provisions of the Companies Act, 1956, having its Corporate Office at H82, Ground Floor, Behind Ginger Hotel, Noida-201301, India.

Arya Collateral Warehousing Service Private Limited (ARYA) was incorporated 1982. In 2002, it forayed into Collateral Management for management of stocks primarily agricultural produce. Today the company facilitates integration of value chains for FPOs leveraging its suite of technology services.

- Name of the Key Personnel – Mr Shenoy Mathew
- Contact Details – +91 8169925128
- Email ID – shenoy.mathew@aryacma.co.in

**Brief about producer CBO - Navi Umed Farmer Producer Company Limited**

Navi Umed Farmer Producer Company Limited, is registered on 17/07/2018 under Company Act, 2013 having its registered office at Vividha Karyakari Sahakari Society, House no. – 526, Ward no. 1, Sewagram, Taluka – Wardha, Wardha – 442 001. Navi Umed FPC has strong back up of committed promoters and directors who are not much skilful in terms of marketing and financial aspects of the business but have expertise in agriculture production and in-depth understanding of the collective marketing concept. This Company will have main revenue generating business activities such as collective purchase of inputs (seeds & fertilizers), equipment hiring services, seed production, produce aggregation and marketing of produce and primary processing of agricultural produce i.e., cleaning and grading of the produce. The major commodities Navi Umed FPC deals include Soyabean, Chana and

For ARYA COLLATERAL WAREHOUSING SERVICES PRIVATE LIMITED



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- Name of the Key Personnel – Ms. Lata Thakre
- Contact Details – +91 96044 35483 (9075158553)
- Email ID – NuFPCwardha2018@gmail.com

Party I & Party II jointly developed a sub-project for inclusive and competitive agriculture value chain of Soybean, Tur and Gram for their mutual benefit. They have submitted this sub-project (Annexed-FPP) to receive grants under Hon. Balasaheb Thackeray Agribusiness and Rural Transformation (SMART) Project. This sub-project will receive grants under SMART Project's intervention called Collateral Management Plan (CMP)

**Purpose of the said MoU.**

Both party-I and II understands that this sub-project developed and submitted to SMART is based on the mutual understanding. The financial and economic analysis is based on their mutual understanding regarding quantities, quality, timeliness, and pricing mechanism of the commodity for which this sub-project has been developed.

**Responsibilities and commitments of Party-I**

Party-I would be committed for.

1. Capacity Building of FPO Directors, Women Sourcing Managers, and members
 

Arya Collateral Services will provide resource persons for capacity building of FPO Directors, Women Sourcing Managers, and members in terms of handling procurement, managing warehouse operations, issuing warehouse receipt, documentation etc
2. Warehousing & Collateral Management and Market Linkages
  - a. Arya Collateral will manage warehouse operations and issue warehouse receipt so that farmer avail loan against the commodities stored.
  - b. Arya will ensure quality testing of commodities and maintain procurement data.
  - c. Arya Collateral Warehousing Service Private Limited will provide market information and linkages to farmer in order to help them strategies their sales plan.
  - d. Wherever possible, Arya Collateral will utilise its Fintech and Digital Marketing platform in delivering credit and marketing services to the FPO.

**Responsibilities and commitments of Party-II**

- 1) Facilitate its Member Farmers to avail benefit of Warehouse Receipt issued by Arya Collateral.
- 2) Facilitate its Member Farmers to avail benefit of Market Linkages for the Soybean, Tur and Gram from the pool of the Buyers associated with Arya Collateral.
- 3) Party-II solemnly agrees to aggregate Soybean, Tur and Gram commodities in quantities of quality described in below mentioned table - A and B unless for given logical reasons.

For ARYA COLLATERAL SERVICES  
 Head Office  
 H-92  
 SECTOR-63  
 NOIDA

A) Commodities to be sourced by CBO through its members annually

Sr. No.	Name of the Crop	Annual Expected / Envisaged Quantity to be Stored and sold through CMA (MT)						
		Y1	Y2	Y3	Y4	Y5	Y6	Y7
1	Soybean	595	655	714	774	833	893	923
2	Tur	294	323	353	382	412	441	456
3	Gram	392	431	470	510	549	588	608

B) Specifications of commodities to be sourced.

Sr. No.	Name of Commodity	Quality Specifications
1	Soybean	Moisture: Foreign Matter: Damaged seeds in proportionate - 12 %: 2 %: 2 %
2	Tur	Moisture: Foreign Matter: Damaged seeds in proportionate
3	Gram	Moisture: Foreign Matter: Damaged seeds in proportionate

C) Pricing Mechanism - NA

**Arbitration:** - Any dispute between party-I and II will be resolved by having appeal with arbitration authority. The arbitration authority for this MoU mutually agreed by party-I and II would be **Regional Implementation Unit SMART**.

**Exit clause:** -

Since Government of Maharashtra through SMART project is investing this sub-project for developing Value Chain of Soybean, Tur, Gram commodity, both parties (Party-I & II) are fully aware that the very basis of development and success of this sub-project depends on continuation of this MoU for at least 5 years. Considering this fact, both parties will consult with concerned project implementation unit of SMART project before exit from MoU. They will strive to continue this MoU. After such an effort if both or one of them intends to exit from MoU will only be able to do so by giving notice to another party in advance by 6 months.

Party I Arya Collateral Warehousing Service (Name of Buyer- Corporate/SME /Start-Up/Exporter/Processor)



For ARYA COLLATERAL WAREHOUSING SERVICES PRIVATE LIMITED

  
(Authorised Signature)



For Navin United Farmer Producer Company Ltd.

Party II Navin United Farmer (Name of CBO)  
producer company

(Authorised Signature) LS Ghawat (President Navin United FP)

Witness 1: - Lalita Ghawat (Name & Signature)

Witness 2: - Sunita Waghmare (Secretary Navin United)

Sunita Waghmare

Date 30/3/2021  
Place wardn9

