



FarmERP's Year In Focus

Innovation, Expansion and Strategic
Alliances in Global Ag-tech

ANNUAL REPORT 2023



Enhancing Predictability, Profitability,
and Productivity In Food Systems

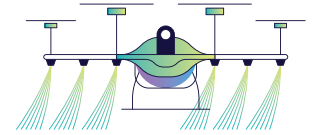
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CONTENTS

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- Foreword
- 2023 Growth Highlights
- Achievements
- New Features Added
- Geographies Covered
- Farmgyan Enhancements
- Successful Partnerships
- The 2024 Roadmap
- What Our Leaders Say
- Signing Off





Making Agribusinesses Smarter With The 3P Advantage

Every triumphant harvest in an agribusiness is the result of a trifecta of productivity, predictability, and profitability, and FarmERP has rightly understood this. Our 3P Enhancer is a transformative force in food systems that has left an indomitable imprint across hundreds of farms and plantations, orchestrating impeccable growth, efficiency, and innovation.

The deployment spans over hundreds of contract farming companies, illustrating the trust agribusinesses place in the power of 3P Enhancer.

In packhouse and export operations, FarmERP has made its mark in its deployments, streamlining processes and ensuring a seamless journey from farm to fork.

Managing an expansive thousands of acres, FarmERP has facilitated the cultivation of a diverse range of crops, showcasing the adaptability and scalability of 3P Enhancer.

Trusted by agribusinesses in over 30 countries, FarmERP's global footprint underscores the universal appeal and impact of its solution.

At its core, 3P is not just a solution; it's a philosophy that propels agribusinesses towards unparalleled success. FarmERP's robust platform is designed to elevate productivity, enhance predictability, and drive profitability for growers, processors and exporters.

While our numbers speak volumes, the essence lies in the transformative changes experienced by agribusinesses harnessing the power of 3P Enhancer. FarmERP's commitment to driving positive change in agritech is not just a vision; it's a reality unfolding across fields, plantations, and supply chains globally.

Purpose

We are in the business of rejuvenating the planet and empowering customer employees to enhance productivity and profitability by ensuring predictive outcomes.

Mission

Our mission is to provide technological intervention as a force multiplier in food systems.



A Remarkable Uphill Trajectory Our 2023 Growth Highlights

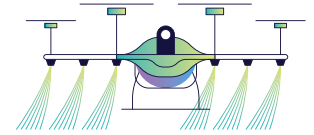
To say the least, 2023 was a transformative year for FarmERP, FarmGyan, and Shivrai Technologies. We reached new, unprecedented heights and geographies, marking a significant chapter in our journey. Team FarmERP not only navigated challenges but turned them into opportunities for growth and innovation.

Our achievements were nothing short of spectacular, with a remarkable threefold increase in revenue, a surge in our team's strength with valuable new additions, and the establishment of pivotal partnerships that underscored our commitment to excellence.

A standout moment was the official registration of Shivrai Technologies in the USA, a strategic move amplifying our presence in the flourishing US market. This expansion signifies our global vision and the acknowledgment of the increasing demand for cutting-edge Agritech solutions. As we reflect on this remarkable year, we're not just celebrating milestones; we're showcasing a commitment to delivering unparalleled services, groundbreaking technology, and an exceptional customer experience.

Looking forward, 2024 promises to be another thrilling chapter. With ambitious programs slated for the MENA region, Americas, and beyond, we're geared up to conquer new frontiers.

Our dedication to innovation, customer satisfaction, and delivering world-class solutions remains unwavering, setting the stage for FarmERP's continued success on the global stage. Get ready for a year where possibilities are limitless, and ag-tech excellence knows no bounds.



New Features Sowed, New Achievements Reaped

In 2023, FarmERP spearheaded numerous successful projects, showcasing its commitment to innovation and efficiency, a few of which are enlisted below.

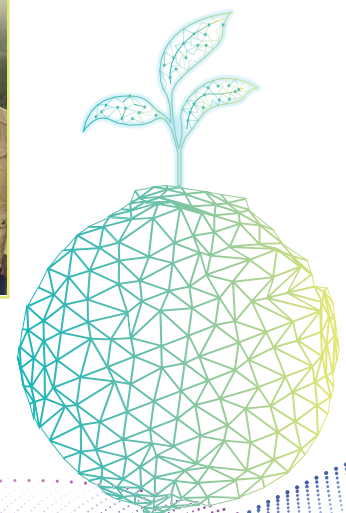
1. From The Ground Up

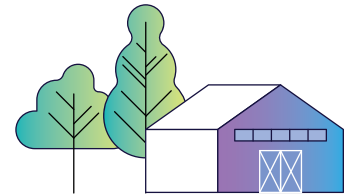
Revolutionizing Vegetable Exports Through Air Freight in East Africa

One notable achievement was the end-to-end management of vegetable exports via air freight in East Africa. With over 30 different crops in its repertoire, the company now embraces sustainability through improved rotations, leading to enhanced soil health. Weekly exports exceed 1 million retail packs across various sizes, totaling over 200 tonnes. The company, boasting a workforce of over 4,000 permanent employees, stands as a testament to our commitment to fostering success in the agricultural industry. FarmERP's involvement brought about positive changes, marking another successful chapter in our continuous pursuit of agricultural excellence.

FarmERP seamlessly covered the entire supply chain, addressing aspects such as yearly export sales planning, farm-wise planting plans, outgrower management, purchase and inventory management, packhouse operations, export sales planning, air freight operations, export documentation, and invoicing.

A prominent exporter of a diverse range of vegetables from East Africa to UK and European retailers, the client is experiencing substantial growth. The impact is transformative—providing a unified experience for monitoring business operations with a single sign-on. This resulted in enhanced inventory control, improved farm productivity, superior quality control for export products, and real-time monitoring of export sales plans versus actual status daily.





2. Farm-To-Fork Success Revolutionizing Vegetable Supply Chains in the UAE

In a remarkable achievement, FarmERP successfully executed an end-to-end Farm-to-Fork vegetable supply chain project for a prominent vegetable supply chain group in the UAE. The client, a leading Agri-tech food company, collaborates with 1500 farmers, supporting them with modern agricultural techniques and cutting-edge technology. By introducing eco-friendly technologies and clean energy solutions, the company is pioneering better practices leading to increased yields.

Notably, the company is actively contributing to the food security agenda across the MENA region. This collaborative effort exemplifies FarmERP's commitment to advancing agricultural practices and fostering sustainable solutions in the agri-tech landscape.

This multifaceted project involved orchestrating the entire supply chain journey, encompassing critical aspects such as Yearly Sales Planning, farmer contracting, procurement and collection, packhouse operations, quality control, multi-store inventory operations, logistics planning and execution, customer delivery, invoicing, and implementing consumer traceability to effortlessly trace back the source of produce.

To enhance the user experience, a Farmer-Facing mobile app was developed, offering a user-friendly interface in Arabic. This technological leap ensured transparency and efficiency throughout the supply chain, marking another success story for FarmERP.



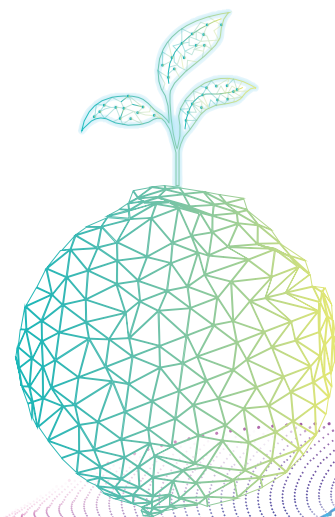


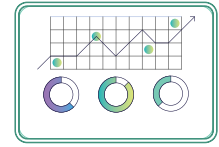
3. Back To The Source

Enhanced Traceability Solutions For Bananas in West Africa

In 2023, we achieved seamless traceability for Banana Boxes for a prominent Banana exporter whose operations range from Ivory Coast to Europe. The company produces nearly 35,000 tonnes of bananas for export annually, the vast majority for the European market, on a planted area of 800 hectares. We addressed their concerns about suboptimal box packing, quality control, inventory management, and customer delivery, leading to substantial post-harvest losses.

Our solution introduced cutting-edge traceability through unique stickers/barcodes and timestamps at every stage, ensuring precision in box packing, pallet composition, container loading, shipping, and timely customer delivery. Real-time container tracking, from loading port to destination, empowered us to orchestrate activities seamlessly with logistical partners, marking a milestone in operational excellence.





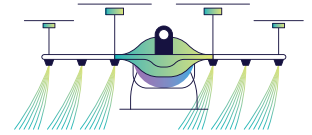
4. The American Dream

Taking Agricultural Research and Development to Universities in the USA

FarmERP has spearheaded a transformative initiative by implementing its platform for a prominent agricultural University in Texas, USA. The prestigious institution known for its excellence in agricultural studies, has an agricultural land area spanning over 900 acres. Our platform is tailored to efficiently manage the university's research farm and streamline livestock activities. The "Information on Demand" dashboards provide university stakeholders with real-time insights, enhancing decision-making processes.

With a focus on optimizing research and development programs, FarmERP has integrated livestock management features to meet the specific needs of the university. This collaboration marks a significant step towards harnessing technology to advance agricultural research and education. FarmERP continues to be at the forefront of facilitating innovation in the agricultural landscape, fostering sustainable practices and empowering academic institutions with cutting-edge solutions. This deployment significantly contributed to supporting Academic, Extension, and Research programs, and fostering advancements in research and innovation in agriculture, with a specific focus on predictability, profitability, and productivity - often referred to as the 3Ps.



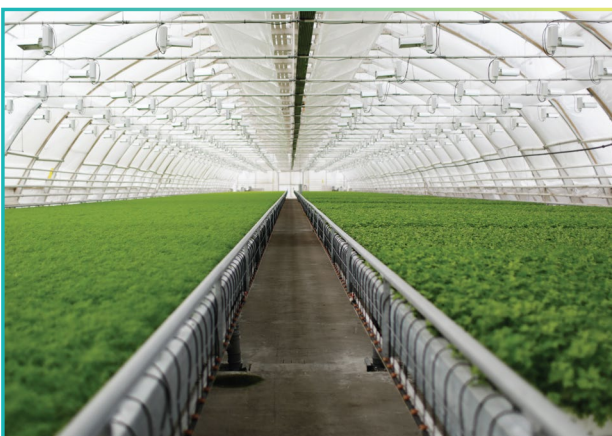


5. Overcoming Obstacles With Hydroponic Revelations Optimizing Hydroponics Operations in the MENA Region

FarmERP is proud to partner with one of the MENA region's fastest-growing companies specializing in year-round cultivation of premium Leafy Greens & Herbs. With a commitment to delivering top-quality, pesticide-free produce, the client boasts an impressive daily production capacity of 7 tons.

FarmERP's dedicated platform is meticulously designed to streamline the client's operational workflows. In our pursuit of operational excellence, we have incorporated cutting-edge features into FarmERP. These include infrastructure mapping for precise planning and task allocation, detailed insights into seeding and harvesting operations, and the introduction of QR codes to facilitate easy identification of occupied benches, the crops occupying those benches, and the number of occupied holes at any given time.

Our platform also addresses critical aspects such as irrigation and micronutrient management, tracking the availability of holes in the moving gully system, and monitoring old crop batches. By leveraging FarmERP, this hydroponics powerhouse is empowered to achieve unparalleled efficiency, ensuring a seamless and productive cultivation process year-round.



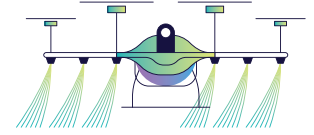


6. India Witnesses A New Revolution in Contract Farming Revolutionizing an Indian Vegetable Supply Chain through Regenerative Agriculture Practices

FarmERP played a pivotal role in transforming the farm-to-fork supply chain for India's premier contract farming company dedicated to regenerative agricultural practices and promoting Chemical-free, nutrient-dense produce directly from local farms. Our platform streamlined the entire spectrum of activities, from managing farmers and promoting regenerative agricultural techniques via Crop PoPs to procurement, post-harvest activities, and consumer delivery. The enterprise is working with around 3000 farmers and promoting regenerative agricultural practices, making agriculture sustainable for smallholder farmers.

The integration of FarmERP empowered the company to not only enhance operational efficiency but also achieve complete traceability for consumers, allowing them to trace the journey of produce from its source to their plates. In embracing regenerative agriculture, FarmERP contributed significantly to sustainable and responsible farming practices in the heart of India's agricultural landscape.





7. Masters of Traceability

Achieving Seed Lot Traceability to Streamline Seed Production Operations in India

A prominent seed company in India, known for its dedication to high-quality seed production, successfully transformed its operations by deploying a streamlined Seed Lot Generation process during Seed Purchase and Crop Procurement. Integrating the FarmERP Platform centralized all farmer-related activities, from registration to procurement. This initiative optimized seed operations, improved traceability, and fostered efficient collaboration with 2500 farmers, propelling the company toward sustained growth in the competitive Indian seed industry.





FarmERP Gets Smarter, Converses With A Multitude of Apps

Unleashing a string of seamless cross-platform integrations for superior data conversions, in 2023, we focused on integrating FarmERP with legacy software systems, sensors, and hardware devices for smooth data flow. This streamlined process reduced client hassle and ensured seamless data maintenance across diverse data management systems. Highlights of our 2023 integration projects include:

Integration with legacy ERP systems like Sage and Oracle now ensures real-time data synchronization with FarmERP.

Collaboration with the Kenya Revenue Authority (KRA) facilitating e-invoice generation and printing through portable printers, thus optimizing sales activities.

Integration with diverse hardware devices (Scanner, Printer, Weighing scale, POS, Drones, Sensors) consolidates data on a single platform, ensuring transparency in ground-level data management.

Collaboration with the CGMA-CMA portal enables live tracking of vessels and containers, enhancing logistical planning.

Integration with third-party blockchain traceability platforms ensures blockchain-based consumer traceability via QR codes.

Seamless integration with third-party APIs providing advisory services for pest and disease management.



FarmGyan Generative AI For Regenerative Food Systems

Our FarmGyan Agri-Intelligence platform, is an ever-evolving advisory system powered by AI and ML technologies. The smart software has been enriched with new models and features, but these are just the tip of the iceberg. These additions further strengthen our commitment to providing organizations with precise predictive insights for their agricultural endeavors.

Explore the latest enhancements below:

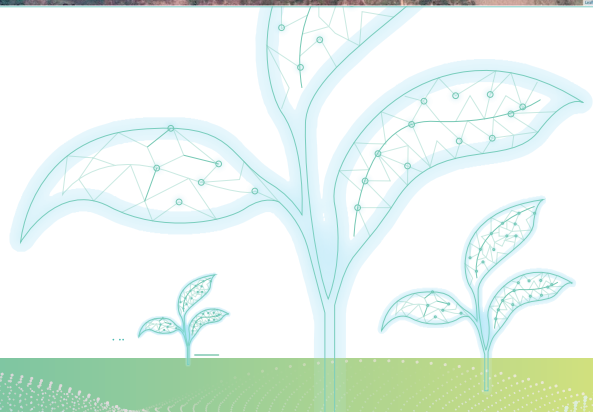
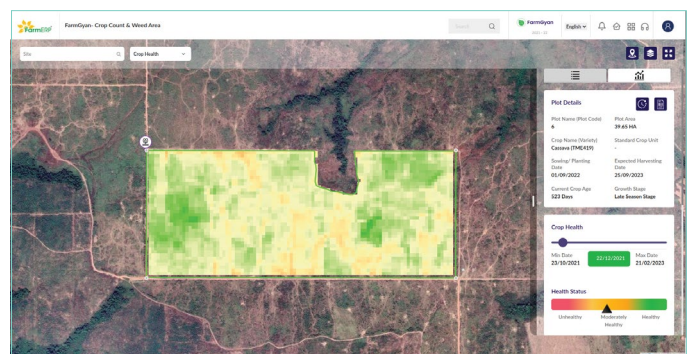


Precision Cassava Analysis

- Added Features: Plant Count and Weed Area analysis for cassava crops.
- Deployment: Implemented FarmGyan model for monitoring plant mortality and weed management across 3000 Ha cassava farms in West Africa.
- Impact: Efficient cassava replanting strategy reduced yield loss by up to 50%, optimizing farm productivity.

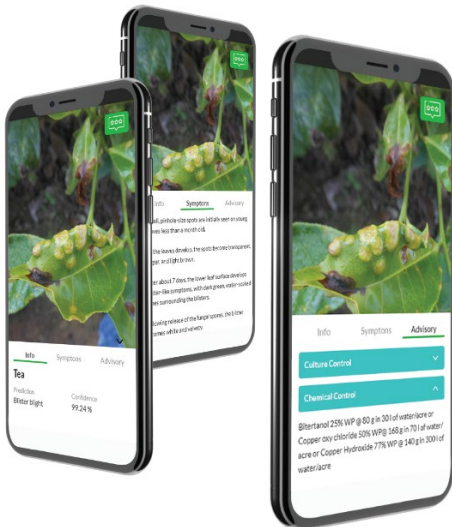
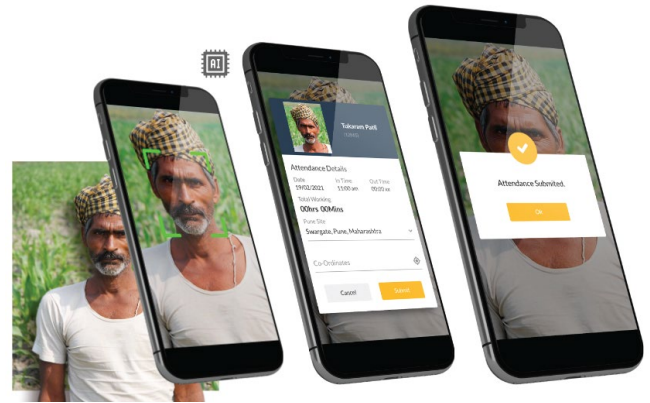
Remote Sensing Crop Health Advisory

- Features: Remote sensing-based analysis and advisory for Plantation and Fruit crops.
- Impact: Empowered growers with actionable insights, enhancing decision-making for effective agronomic practices.



Labor Management Reinvented:

- Challenge: A leading Indian vegetable grower struggled with extensive labor management.
- Solution: Introduced Face recognition-based attendance, streamlining labor processes.
- Impact: Transparent labor management reduced expenses by up to 30%, ensuring efficient operations.

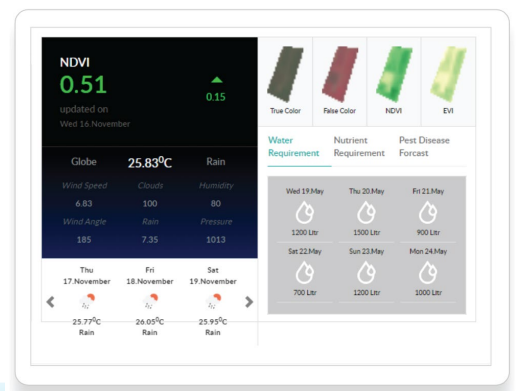


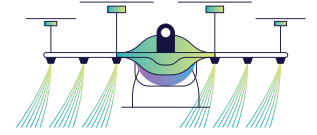
Pest Disease Management & Inventory management:

- Challenge: A premier Indian vegetable grower faced dual challenges of pest diseases and agrochemical inventory management.
- Solution: AI and computer vision model optimizing crop health and agrochemical inventory.
- Impact: Streamlined operations, ensuring thriving crops and efficient inventory processes.

Climate-Smart Agricultural Advisory:

- Feature: AI-based Climate-Smart Agricultural Advisories addressing water management, nutrition needs, and pest disease control.
- Impact : Empowering growers with proven advisory systems, navigating modern agriculture complexities confidently.
- Vision: Elevating farm potential and embracing a smarter, sustainable future with FarmGyan's cutting-edge solutions.





Synergies, Simplification, and Strategic Alliances Forging Infallible Agritech Partnerships

This year marked the fruition of several strategic partnerships, amplifying our impact across various domains: Strengthened our position in MENA region through collaboration with a leading digital transformation company.

Ventured into nutrition recommendations by joining forces with leading fertilizer conglomerate in India, enabling us to provide AI-driven FarmGyan services to farmers associated with them.

Elevated our local support services in East Africa through a partnership with a key ERP implementation company, ensuring seamless FarmERP deployments in the region. Established a significant presence in the Ethiopia digital agricultural market by forming a strategic alliance with a leading technology company based in Addis Ababa.



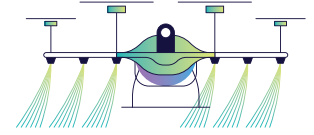
Our Sights Are Set On Strategic AgriVentures In 2024

Expansion Drive in MENA region:

With a global presence spanning over 30+ countries, FarmERP proudly declared a strategic milestone in its journey—the expansion into the MENA region market. This initiative involved the establishment of a registered partnerships, underscoring our commitment to a robust growth strategy. Ongoing discussions with government entities and private stakeholders in the area further exemplified our dedication toward collaborative innovation in MENA region. FarmERP's commitment now extends to reinforcing research and development efforts, crafting specialized technical solutions tailored to meet the distinctive needs of food security and sustainability in the region.

By optimizing the fundamental pillars of agritech businesses—Predictability, Profitability, and Productivity—FarmERP aims to revolutionize region's agricultural sector, ushering in an era of enhanced efficiency and sustainability.





Riding A New Wave of Agritech Innovation: **The 2024 Gameplan**

Carbon compliance:

Unveiling a major release version of FarmERP in 2024, introducing cutting-edge features for enhanced sustainability and helping businesses achieve net-zero commitments.

Financial and Operational Excellence:

Bolstering our financial and costing features, ensuring FarmERP remains at the forefront of facilitating precise and efficient farm management.

Governance Integration:

Introducing Governance features to address operational criticalities, further enhancing the robustness of FarmERP.

Integrated ERP + Smart Advisory Solutions:

Offering integrated solutions with ERP plus Smart Advisory (FarmERP + FarmGyan), providing a comprehensive toolkit for modern agricultural management.



Value-Added Partnerships

Building impactful alliances with Smart Hardware, Digital Transformation, and Generative AI companies to deliver a cohesive customer experience.

The Brains And Muscle Behind FarmERP



"At FarmERP, our commitment resonates with promoting sustainability, ensuring food safety, and building climate resilience. Together, we are shaping a future where agriculture thrives in harmony with the planet."

Sanjay Borkar
CEO and Co-Founder, FarmERP



"We believe in empowering our clients with innovative solutions that not only enhance productivity and predictability but also contribute to the bottom line. At FarmERP, we are committed to revolutionizing agriculture, ensuring success, and fostering prosperity for every stakeholder in the agribusiness ecosystem."

Santosh Shinde
COO and Co-Founder, FarmERP

Our Advisory Board



Mahesh Jadhav

Mahesh Jadhav is a seasoned impact investor and senior executive within the technology industry. With a wealth of experience, he has spearheaded numerous investments

in software, SaaS, and tech-enabled services. Mahesh has held key C-level and P&L/Strategic Leadership positions at prominent companies such as Panex, Accenture, and Cognizant. His profound interest lies in the transformative potential of digital technology and AI across diverse sectors, with a particular focus on the evolving landscape of agriculture.



Vivek Pawar

Vivek Pawar, with a rich background, has been the Managing Trustee and CEO of the Deshpande Foundation. Additionally, he holds the esteemed position of Chairman Emeritus and

Founder of Sankalp Semiconductor, a renowned global analog semiconductor design service provider. Prior to this, he served as the General Manager at Texas Instruments, showcasing his extensive leadership and expertise in the semiconductor industry.

Meet Team FarmERP





Witness A New Dawn of
Digital Agriculture With FarmERP
Cultivating Tomorrow, Today!

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