

Shah Nanji Nagsi

Section 1: General Information

Name of the Agriculture Business: Shah Nanji Nagsi Exports Pvt. Ltd.,
Govindam Apartments, Kadbi Chowk,
Nagpur 440009, India

Your Name and Title: Mr. Aswin Shah, CEO

Contact Information (Email and Phone) : + 91 9960271567

Location of the Agriculture Business: Nagpur

Section 2: Business overview

1. How long has your agriculture business been operating?

Late Mr. Nagsi Shah established Shah Nanji Nagsi as a wholesale agricultural commodity trading business in the year 1919 in Nagpur, India.

2. What is the primary focus of your agriculture business (e.g., crop farming, livestock, agribusiness, services)?

Our main business is about import of grains and pulses and export of grains, pulses, cereals and millets. We have offices in Dubai, Mozambique, Tanzania and Sudan.

Shah Nanji Nagsi is a trading house recognized by the government of India and we are one of the biggest popcorn importers and non- basmati rice exporters in India.

3. Can you briefly describe the scale and scope of your operation (e.g., acreage, number of livestock, annual revenue)?

We have a yearly revenue of 100 million dollars. We have a total of 140 employees of which 85 are in India. We have a purchasing office in Nagpur and our trading heads procure and sell according to their objectives. For example: we are currently procuring pigeon peas from Tanzania.

Section 3: Challenges and opportunities

1. What are the current challenges in your agriculture business (e.g climate changes , market fluctuations, labor shortages)

Climate change is a challenge because it disrupts operations. However, it also becomes an opportunity. When the predicted rains are good the market starts expecting a huge crop, but if it rains excessively then the output is affected drastically. This goes against the market expectations, and that becomes an opportunity for us. Government regulations pose another challenge because we deal with sensitive products. The Indian government and the African government keep on changing the rules, so we have to be constantly on our toes to ensure that all regulations are followed. Getting manual labour is an issue in some regions of the world like Europe, but fortunately we don't face that problem in India.

2. What opportunities or trends do you see in the agriculture industry that you are exploring or plan to explore?

Climate change is an opportunity in our business. We have to be alert to opportunities for overcoming shortages and managing surpluses around the world. This is going to happen more often as climate change intensifies.

Section 4: Sustainability and Environment Practices.

1. What sustainability practices or initiatives has your agriculture business implemented?

Every company in India has tapped into solar energy to save electricity as well as costs. We have also set up solar panels. However, beyond that, our company is committed to giving back to the society and 25% to 30% of our profits are given to charity. We try to help the poor and that has been our company's policy for generations. We are engaged in charitable work in India, we have old age homes and orphanages in Tanzania and in Mozambique we are associated with an educational institution.

Section 5: Technology and Innovation

1. Have you integrated any advanced technologies into your farming practices (e.g., IoT, precision agriculture, drones)?

Our effort is to provide better seeds to farmers. We are also trying to develop hybrid varieties. To help our farmers we have deployed a few companies in the United States to develop better seeds to increase yield and improve the quality of crop. These are some small initiatives that we have incorporated.

2. How do you see technology shaping the future of agriculture?

Technology plays a very big role, especially in developed countries where it helps boost productivity. The production cost in countries like the United States and Australia is going down because productivity has increased and technology is

being used for things like climate prediction, sowing and harvesting of crops. In fact, in the United States, sowing machines work almost independently without human intervention. The boats which transport North Dakota green peas from farm to the ports are completely autonomous – they do not have pilots and travel over the river on their own. Such use of technology brings down the production cost drastically. However, in countries like India, the investment in R&D is low. Hence, the pace of technology development is slow.

3. Are there any innovative projects or research your business is involved in?
Popcorn is an aspirational product in India and there is demand for better taste and crunch. We are trying to develop better popcorn to improve its crunchiness, taste and size. These measures will make a big difference when we import popcorn and hence we are working on these aspects.

Section 6: Market and Customers

1. Who are your primary customers or target markets?

Our primary customers are traders, food processing industry and dealers.

2. How do you stay competitive in the agriculture marketplace?

The main criteria for any business, and especially for an agro-based business is information flow. We have a dedicated team that collects information and shares market inputs every day with our purchase and sales teams. We thus keep abreast of what is happening in the world and this makes a big difference. This is one of the ways in which we stay ahead of the curve.

Section 7: Community and Stakeholders

1. What social responsibility initiatives is your business involved in?

Our company has been associated with social issues for a long time. In India, poverty is a ...major problem. We work with old age homes and orphanages in Tanzania and India and have educational institutions in Mozambique

Section 8: Future Outlook

1. What are your long term goals and aspirations for the business?

We are now investing in the information technology sector. We want to develop software that will help us work better by managing our information flow and coordinating the market reports in a more effective manner. We're currently

working on such a program and there is a possibility that this tool will add value to other companies as well

2. Any advice for aspiring entrepreneurs looking to enter the agriculture industry?

This business has its share of challenges and opportunities. Climate change is a challenge but it is also an opportunity for entrepreneurs in this sector. It is important to get a grasp of the basic reasons that cause these fluctuations. It is also important to understand the climate and the product very well. For example, what if it rains now in November in India? How will the seeds be affected? Anybody who wants to enter the business must also understand the agriculture aspect of the operations – it is not just about buying and selling products.

3. What are your key learning and takeaways from your experience in the industry and as an entrepreneur in general.

Stick to the highest ethical standards. Success will follow. Being trustworthy helps a business grow. That is a key factor for long-term survival.