

MEMORANDUM OF UNDERSTANDING

This Memorandum of Understanding is entered on 5th December 2018 at Mumbai

Between

Village Social Transformation Foundation, Department of Rural Development and Panchayat Raj, -
Government of Maharashtra

And

Walmart India Private Limited a Company incorporated under the Companies Act, 2013(or 1956),
having its Corporate Office at Address 4th Floor Orchid Centre Golf Course Road Sector 53 Gurugram-
12200, Harayana, India

Preamble

Maharashtra has large number of farmer promoted Community Based Organisations (CBOs) including Farmer Producer Organisations, Cluster Level Federations and Primary Agriculture Cooperative Societies. These Community Based Organisations are actively engaged in enhancing value accruals to its farmer member base by facilitating backward and forward linkages. There is a strong need to enhance and expand market access of CBOs and integrate them within the organised supply chain of Corporates, SMEs and Start-ups.

Government of Maharashtra intends to support development of inclusive and competitive agriculture value chains by facilitating promotion of Productive Partnerships between Community Based Organisation and Private Sector (Buyers) through its various ongoing and upcoming initiatives.

Wal-Mart India Private Limited ("Walmart India") is the wholly owned subsidiary of Walmart Inc., the world's leading retailer renowned for its efficiency and expertise in logistics, supply chain management and sourcing. It owns and operates 23 B2B Cash & Carry stores under the brand name of Best Price Modern Wholesale Stores ("Best Price") in 9 states across India serving more than one million members, majority of whom are small resellers and kiranas (mom & pop stores). Other business segments who are our members are hotels, restaurants, offices and institutions. In addition to Cash & Carry business in India, Walmart contributes to the Indian economy in many other ways, including through Global Sourcing Centre and the Technology Centre, Walmart Labs and the most recent investment in Flipkart

Purpose of MoU

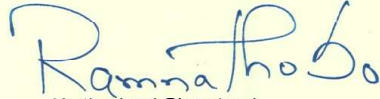
The purpose of this MOU is to establish a framework for cooperation between Government of Maharashtra and Walmart India Private Limited to support and develop Productive Partnerships with Community Based Organisations in Maharashtra which would help in development of long term, voluntary and commercial relationship that will help the participating partners to improve their competitiveness in terms of price, cost, productivity, quality and market access.

Walmart India and Walmart Foundation intends to work with Community Based Organisations in Maharashtra to support sustainable livelihoods of small holder farmers. It will support farmer organizations to develop knowledge of sustainable farming practices, share business best practices, add value to primary agricultural commodities and improve access to finance and markets

The Walmart Foundation will work with well-established non-government organizations to support farmer producer groups and develop best practices and demonstration sites that can be shared across India. The aim is to eventually empower multiple farmer organizations and connect them into a nationwide farmer-support network.

The Government of Maharashtra through its nodal agency/ projects under which Community Based Organisation are supported will provide active assistance to facilitate development of Productive Partnerships as per applicable policies.

For and on behalf of
Village Social Transformation Foundation,
Rural Development and Panchayat Raj
Government of Maharashtra



(Authorised Signatory)
Name: Ramanath Subramanian
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For and on behalf of
Walmart India Private Limited

(Authorised Signatory)
Name: Krish Iyer
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