

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

Waycool Foods And Products Private Limited a Company incorporated under the Companies Act, 1956, having its Corporate Office at Address 1, II CROSS STREET, DANDAYUTHAPANI NAGAR, KOTTURPURAM, CHENNAI, Chennai, Tamil Nadu

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.

About Startup: WayCool was formed in 2015 to transform the agri-products supply chain. We currently deliver over 300 SKUs of fruits and vegetables, 50 SKUs of Staples including Rice, Pulses, Wheat and others, and over 300 SKUs of branded food products to 500+ clients across Tamil Nadu, Bengaluru and Hyderabad. Our Staples, Fruits and Vegetables are sourced from over 150 partners, such as Farmer Producer Companies, franchised aggregators and professional agri producer companies. These partners have access to over 20,000 farmers across 10 states.

Produce is directly procured from these farmers, weighed and graded in a transparent manner. All payments are electronic, to ensure traceability and transparency.

Produce is moved in our fleet of GPS enabled trucks, graded and sorted in our mechanised distribution centres and delivered to clients. Post-harvest handling protocols are strictly adhered to, with carefully curated technology selected and tailored to suit each product. Waycool works with a

number of technology partners - Private and Government - to constantly upgrade post-handling capability and continually reduce wastage and inefficiencies.

Purpose of MoU

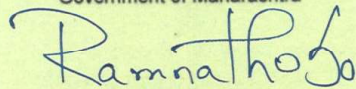
The purpose of this MOU is to establish a framework for cooperation between **Government of Maharashtra** and **Waycool Foods And Products Private Limited** to support and develop Productive Partnerships with Community Based Organisations in Maharashtra which would help in development of long term, voluntary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

Waycool Foods And Products Private Limited intends to work on below mentioned agri-commodities with Community Based Organisations in Maharashtra.

| Sr. No | Agri-Commodities | No. of Famers / Tentative Quantity Requirement |
|--------|------------------|--|
| 1 | Onion | 200 Farmers/5000 tons |
| 2 | Pomegranate | 100 Farmers/1000 tons |
| 3 | Pulses | 100 Farmers |
| 4 | Citrus Fruits | 25 Farmers |

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



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For Waycool Foods And Products Pvt. Limited

For Waycool Foods and Products Pvt. Ltd.



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