



Slanutak

Agro Processing Cluster



Investor Presentation

Agenda



MOFPI and its APC Scheme

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Company and Vision

...



Consumer Trends on Grains & Millets

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Problems in the Market

...



Our Innovative Solution

...



Proposed Infrastructure and Processing Units

...



Project Timeline

...



Benefits

...



Fundraise Requirements

...



Revenue Model

...

MOFPI and its APC Scheme



- Pre and post-harvest infrastructure is absent in India, especially for grain & millet producers/farmers
- The Ministry of Food Processing Industries (MOFPI)[#] aims at development of this modern infrastructure to encourage group of entrepreneurs to set up food processing units based on cluster approach by linking groups of producers/ farmers to the processors and markets
- Establishment of an Agro-Processing Cluster (APC)^{*}, creates this infrastructure for market linkage and development of value-added products

<https://www.mofpi.gov.in>

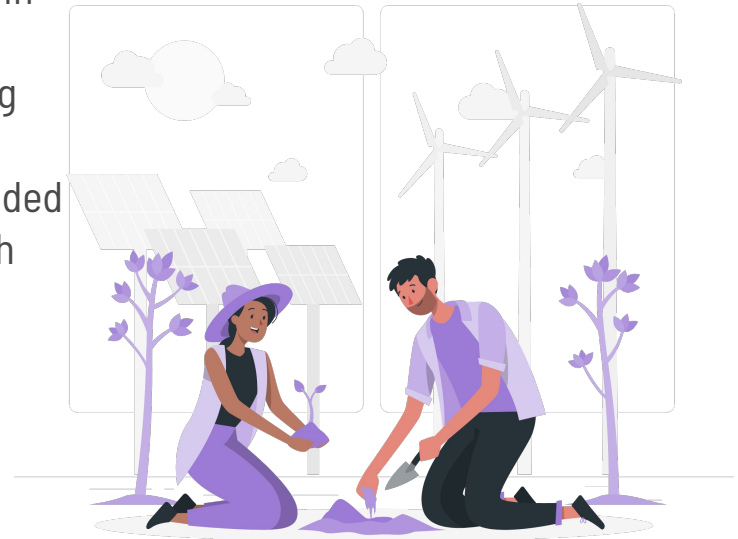
* <https://www.mofpi.gov.in/Schemes/agro-processing-cluster>

Company and Vision

- Slanutak Food Processing Pvt Ltd was incorporated in July 2021 in the sun rise state of Andhra Pradesh
- The company set-up an eco-friendly pilot processing unit at Konijedu in Dec 2021
- Started processing Chickpeas and creating value added vegan products from March 2022 and selling through D2C markets with regd. brand name of "ChickPnP"
- Bought land measuring 13.79 Acres for APC

Vision:

To build an ecosystem with modern infrastructure and advanced food technology for value added products of grains & millets





Consumer Trends on Grains & Millets

01

Increased Consumption of Whole Grains

Increased use of whole grains, including millets, as they are rich in fiber, vitamins, and minerals.

02

Demand for Protein Rich Products

Post COVID, for nutritional requirements vegetarians are preferring alternative meat options like vegan chicken and other plant based protein sources made from peas and gluten free grains

03

Value-Added Products

Millet based snacks like cookies, bars, and chips are being developed to cater to the growing demand for healthier snack options

04

Prakasam district Grain and Millets

In Andhra Pradesh, Prakasam district is the major producer of grains (chickpeas, pigeon peas, yellow peas and cowpeas) and millets (bajra, jawar, ragi & kodo)

Problems in the Market



Market Linkage

- Most of the physical Mandis are in North India
- Transport Cost is a big overhead
- Prakasam District is isolated from the market by 2000 km distance
- Pre and post-harvest infrastructure is absent



Price Variability

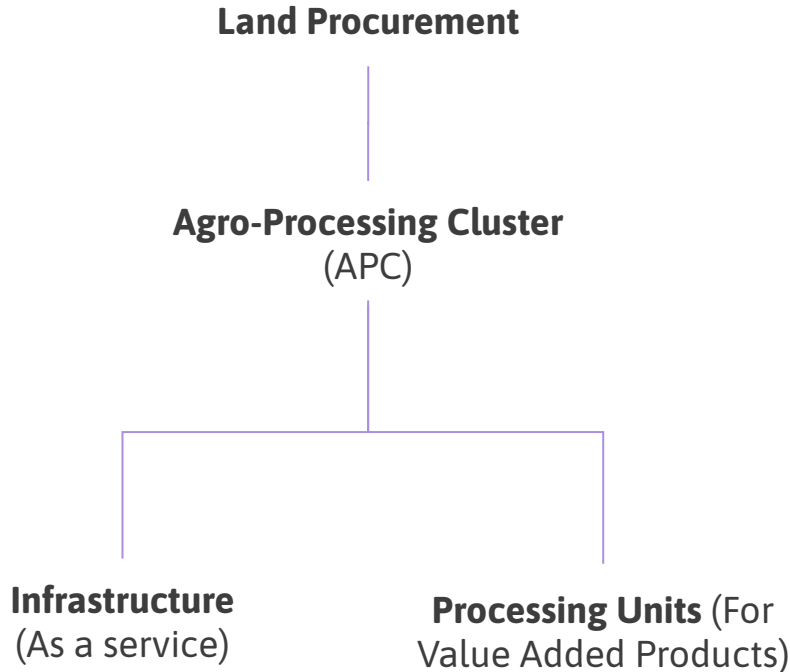
- Price-realisation parity between AP & North India producers
- No premium for conventional grain by products
- Storage cost is high because of long pile-up periods



Processing and Exports

- Transportation losses due to unprocessed food
- No existing processing facilities for grains & millets
- No export house exists in AP for grains, especially in Prakasam District

Our Innovative Solution



APC Process steps:

1. Get the APC approval/notify with MOFPI (Govt of India)
2. Land development and levelling
3. APC layout design
4. Industrial plots creation and Basic Infrastructure Development (Roads, Area Plotting, Power, Drinking and Drainage setup)
5. Core infrastructure creation (cold storage, open market yard with dry warehouse, weigh bridge, basic cleaning/grading and STP unit)
6. Offer for sale/lease the industrial plots

Proposed Infrastructure and Processing Units

Infrastructure

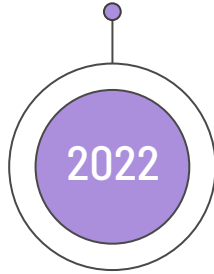
- Create Infrastructure - roads, packaging, sorting, grading, weighing, lab, wastewater & effluent treatment, dry warehouse and cold storage
- 15 Industrial Plots - With the area between 1/4 acre and 3/4 acre

Processing units

- Multi Grain Dal Mill- By Slanutak
- Protein Extraction Unit - By SCAP
- Research Lab - By Szuper
- Vegan Milk Unit - By Heavenoat Milk
- AquaFeed Unit- By Aqua Feed Comp

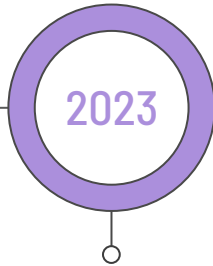
Project Timeline

Land Purchase,
Approach roads and
Cleaning



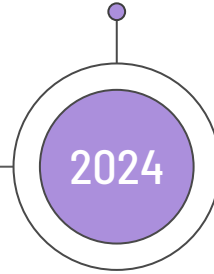
2022

Land Conversion and
Statutory Approvals



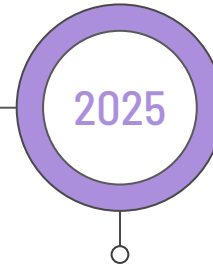
2023

APC Development and
Selling/leasing the plots



2024

Minimum 5 units
established



2025

Infrastructure for Raw
Material Processing



Ingredients Production
B2C Sales



Innovative Products
D2C Sales/Exports



Benefits

APC Benefits

- All services/processing happens at one place
- Creates value addition for the agricultural produce
- In AP, most of the food parks, APCs and KISAN SEZs got success due to agriculture raw material availability
- Grains and Millets are produced heavily in cluster region of AP (Nellore & Prakasam districts)
- 35% upto 5 crores grant-in -aid by MOFPI, Gov of India
- Plots available on lease hold or direct purchase
- Cost saving on basic infra creation

Location Benefits

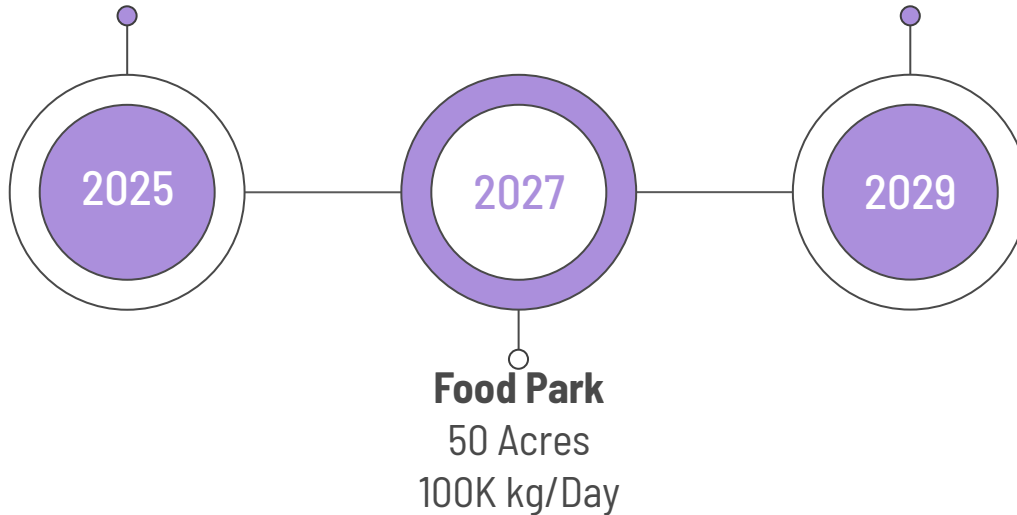
- Land is 7km from National Highway 167B
- 30KM from South Coastal Corridor & NH 16
- Proposed NIMZ is 30 KM
- Krishnapatnam Major port is 110 KM
- Ramayapatnam Non Major port is 39KM
- Chennai Airport is 300KM
- Munneru River & Rajupalem Lake is 500 Metres
- Rallapadu Reservoir is 8 KM

Scaling – 6 Year Traction Projection

Acres Developed &
Grains/Millet
Processing per Day

APC
13.79 Acres
10K kg/ Day

SEZ/DESH
100 Acres
1M kg/Day



Revenue Model & Projections

Usage Based Revenue

- Cold Storage usage per ton /year
- Weighbridge usage per measuring per truck
- Dry storage usage per ton/month
- Cleaning/Grading usage per ton/hour

Transaction Revenue

- Fixed leased transaction amount
- Amount of plot sale transaction



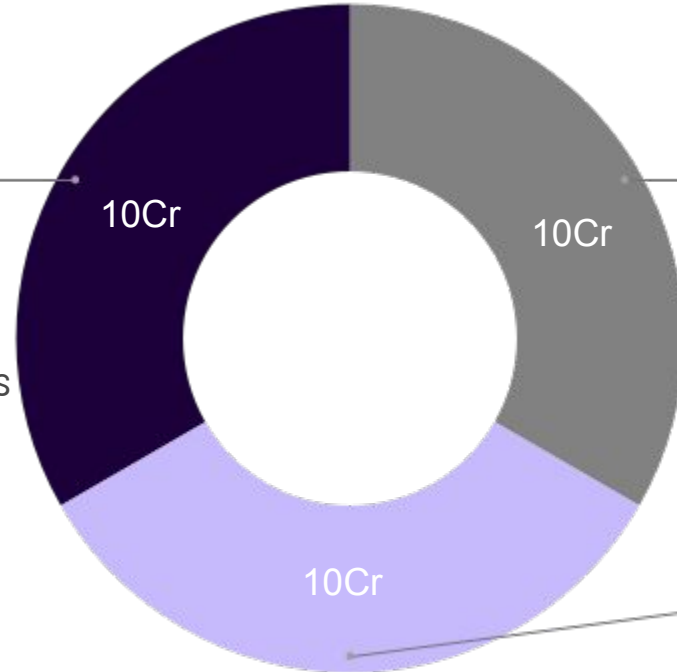
Year	2025	2027	2029
Fee per kg processing	INR 2 / kg	INR 3 / kg	INR 5 / kg
Gross Revenue per Year	INR 7.2M	INR 108M	INR 1800M

Fundraise Requirements

Fund Usage:

4 crores will be utilized for the land development and buying an additional 40 acres for future purposes
6 Crores is the margin money for the project

40% Equity Dilution
33.3%



MOFPI Grant
33.3%

Total Project Cost = 30Cr

Bank Assistance
33.3%

Key Team Members



Indira Gulla

Founder and CEO

Director in agri tech
and food tech
companies
MBA and LLB -
Osmania University



Kamesh Mupparaju

**Co-Investor &
Financial Advisor**

Serial entrepreneur,
Founded & exited
BTCXIndia MBA in
Finance, Ex-Religare



Linus Lindgren

**Co-Investor and
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Runs Lindgren
Laboratories -
Investing & advising in
alternative protein
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University of
Gothenburg

Thanks!

Do you have any questions?

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