

November
2024



NCDEX

Pragati ka Solid Exchange

Connecting Farmers to Market

Monthly Updates
Of NCDEX Engagement with
FPOs



In this Edition

- ❖ NCDEX - Impact
- ❖ Monthly FPO Engagement-November
- ❖ Voices from the Field
- ❖ Unlocking Opportunities-Maize
- ❖ FPO News & Important Links
- ❖ Kheti Ke Sikander – Banas Farmer

Producer Company Limited, Patan, Gujarat

IMPACT

Impact of NCDEX efforts in connecting farmers to Market

Till Date



635

Farmer Producer Organization Accounts



202

FPOs hedged on the NCDEX



16

States Represented On NCDEX



2,51,729

Hedged Quantity (MT)



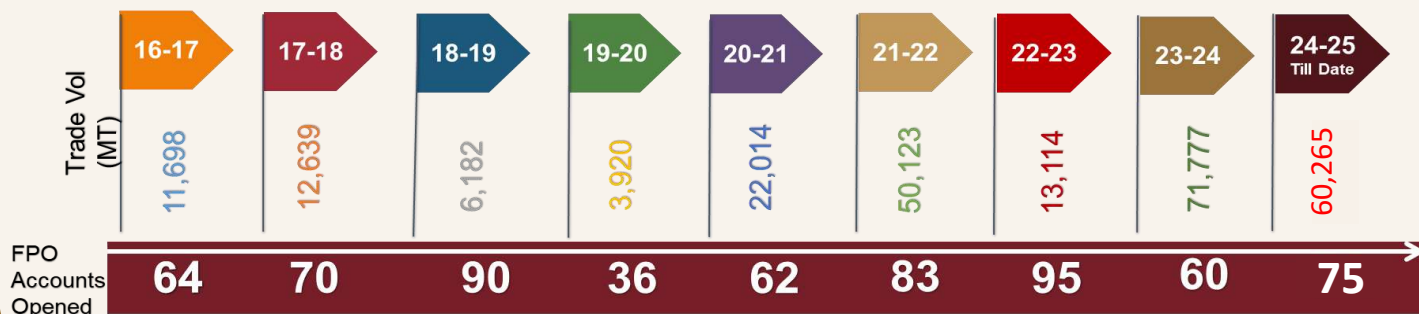
23

Commodities hedged



11,37,361

Farmers represented by FPOs



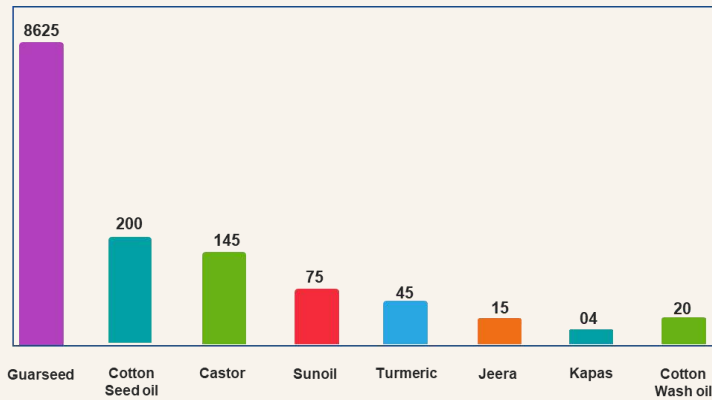
MONTHLY UPDATE

FPO Activities on Exchange Platform in Nov'24

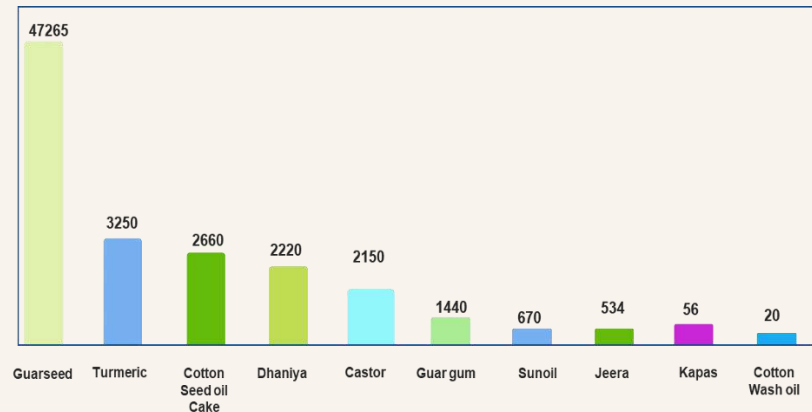
PARTICULARS	FY 24-25	Nov-24
FPOs On-boarded	75	11
Total Farmer Base	35,865	5,931
FPOs Traded	37	21
Farmer Base of FPOs Traded	24,850	12,616
Commodities Traded	10	7
Quantity Traded (MT)	60,265	9,109
Traded Turnover (₹ Lakh)	16,281	434
Delivery Given (MT)	582	50
Turnover Delivery based(₹ Lakh)	302	33

Commodity Wise Hedge Volumes Year 2024-25

Volume (MT) in November 2024












Volume (MT) in Year FY 24-25





STATE WISE SUMMARY – Nov' 24

	Madhya Pradesh	Maharashtra	Gujarat	Rajasthan	Telangana
 Commodities Hedged	 COCUD & Sun Oil	 Sun Oil, Kapas, Guar Seed & COCUD	 Castor & Jeera	 Guar Seed	 Turmeric & Guar Seed
 Volume Hedged (MT)	120	199	160	8,565	65
 FPOs Hedged	2	5	6	3	2
 Farmer Base	3,212	3,668	3,836	850	1,050



VOICES FROM THE FIELD

“By locking in the price of Turmeric through the April expiry contract, we effectively mitigated our price risk. Participating in the futures market allowed us to hedge against potential fluctuations in future prices, ensuring stability and certainty for our physical produce. This strategy has provided us with confidence and security in navigating market uncertainties”



Madhusudan Reddy – Director,
Armoor FPO, Nizamabad, Telangana

“For the past three years, our FPO has been actively trading and delivering on NCDEX, utilizing hedging as a key strategy for effective risk management. We have successfully hedged our physical produce of Castor, Jeera, and Guar Seed, delivering it to Exchange-accredited warehouses whenever opportunities arose. This approach not only safeguarded us against price fluctuations but also enabled us to secure better prices compared to the physical market”



Motilal ji - Director,
Hare Krishna FPC, Banaskantha, Gujarat

We actively trade Jeera, Castor, and Guar Seed on NCDEX, sourcing raw produce directly from farmers. By cleaning and grading it to meet NCDEX quality standards, we ensure seamless delivery on the platform. The price trends available on NCDEX empower us to plan procurement and sales strategically, maximizing returns for our farmers. Additionally, the platform’s price forecasts have helped farmers make informed sowing decisions, significantly boosting their profitability



Karsan Ji Jadeja - Director,
Banas FPC, Patan, Gujarat

As we begin our journey with NCDEX, we’ve taken the first step by hedging Cotton Seed Oil Cake and Kapas in the futures market—a vital tool in today’s market to manage price risk effectively. We are currently aligning with NCDEX quality standards, and once we confidently deliver to their accredited warehouses, we’ll be well-positioned to operate seamlessly throughout the season.



Samyak Krushi Utpadak Prakreya Sahkari Sanstha
Limited, Akola, Maharashtra

Unlocking Opportunities-MAIZE

Chhindwara Trade, FPO Challenges & NCDEX Interventions

Chhindwara district in Madhya Pradesh is a leading maize producer in India and a major trading hub for Kharif maize. During the harvest season from November to December, the town becomes vibrant with activity as it receives produce from across the region, attracting buyers nationwide. In recent years, maize prices have surged, driven by the Indian government's ethanol policy and growing demand from the solvent and feed industries, along with multinational buyers seeking local produce. The district has Chhindwara town as main trading hub along with nearby mandis in Chourai, Amarwada. This year buyers like ITC, Reliance, Suguna foods, Godrej Agrovet, Gujrat Ambuja Exports, ITC, Cargill, ADM Agro and NCCF were there to procure material.

FPO Presence: Over 25 FPOs operate in maize the district, 10–15 of which are mandi-licensed and involved in maize procurement. FPOs are missing new maize opportunities due to various challenges. This year, NCDEX launched a special initiative to help these FPOs engage on its platform and market thus create ecosystem that supports FPOs in overcoming their obstacles and thriving. Below are some challenges faced by FPOs along with NCDEX's interventions.

CHALLENGES	NCDEX INTERVENTIONS
<p>MANDI ACCESS FROM OTHER DISTRICTS</p> <p>FPOs from outside Chhindwara District need a mandi or stock license to sell in non-native districts in MP. While obtaining a stock license is relatively quick, it requires guarantors and paperwork, which deters many FPOs from selling at good prices in Chhindwara</p>	<p>LICENSING SUPPORT</p> <p>The NCDEX FPO team supports FPOs by assisting with paperwork and facilitating guarantors from the mandi ecosystem to help them obtain stock licenses.</p>
<p>QUALITY STANDARDISATION</p> <p>Buyers require standard quality with specific parameters for moisture, fungal tolerance, size, and color. FPOs face several challenges to maintain Quality due to :</p> <ol style="list-style-type: none"> 1. Lack of collection centers. 2. Absence of grading infrastructure at both FPO and mandi levels. 3. Minimal aggregation monitoring at the farm level and the need to purchase whole produce from member farmers. 4. Inaccurate primary quality check machines, e.g., moisture meters showing different readings than those in warehouses 	<p>QUALITY AWARENESS</p> <p>NCDEX encourages FPOs to implement sorting and grading mechanisms to secure the best prices. To facilitate this, apart from quality sessions NCDEX provides financial support for grading activities, including labor costs for NCDEX deliveries</p> <p>Additionally, NCDEX has aligned with warehouse service provider to check the primary quality status before loading vehicles, preventing rejections at warehouses. Quality Check support was provided to FPOs at the Farm level from loading to unloading point.</p>
<p>LACK OF SELLING OPTIONS</p> <p>Despite the presence of numerous non-mandi buyers in the district, FPOs struggle to connect with these buyers and secure better prices. FPOs from other districts face even greater difficulties due to several key reasons:</p> <ol style="list-style-type: none"> 1. Lack of Consultation and Connections 2. Trust and Business Ease 3. Quality Standardization 	<p>MARKET LINKAGES</p> <p>NCDEX serves as a key marketplace for Farmer Producer Organizations (FPOs). To support unregistered FPOs, NCDEX connects them with institutional buyers and assists with registration. The team has successfully linked FPOs from Chhindwara and nearby areas with buyers, helping them complete necessary paperwork. These connections enable FPOs to secure buyers and achieve fair prices for their quality produce</p>

CHALLENGES	NCDEX INTERVENTIONS
<p>FINANCE ISSUE</p> <p>Many Farmer Producer Organizations (FPOs), typically 2-3 years old with limited share capital and low turnover, struggle to secure loans for large-scale maize transactions. While loan support exists, it is often inadequate to meet their needs. Key observations include:</p> <ol style="list-style-type: none"> 1. Limited loan eligibility due to financial institutions' risk assessments based on turnover 2. Inadequate business plans that hinder workability. 3. Lack of financial consultation and recommendations for FPOs. 4. Delays in complying with banking procedures. 5. Working capital tied up in inventory of Input Shops, slowing capital rotation. <p><i>FPOs had challenges even to aggregate 2 truck load of maize costing around Rs 8 lakh</i></p>	<p>FINANCIAL LINKAGE</p> <ul style="list-style-type: none"> • NCDEX presented the cases of FPOs to NABKISAN and some Banks, which do not have past history of large turnovers but are ambitious to grow and take benefit of upward trend in maize prices this season . • NABKISAN obliged for additional demands of WC of 2 of the FPCs • Federations like MadhyaBharat were also approached to provide support to smaller FPOs during the season • Financial awareness programs are being held, focusing on creating robust business plans that include risk management practices.

GLIMPSES OF FPO ENGAGEMENTS IN CHHINDWARA



Quality Awareness

Quality Check at Farms

Quality Check Pre loading

FPO News

Latest Updates from the FPO Sector and Agri-Sector

Bharat Sanjeevani Krishi Utthan initiative to Support 10,000 Farmer Producer Organizations (FPO)

CSR Journal

IndusInd Bank Limited (IBL) and Bharat Financial Inclusion Limited (BFIL), a wholly owned subsidiary of IBL announced a collaboration with the Ministry of Agriculture and Farmers Welfare (MoA & FW), Government of India, to launch the Bharat Sanjeevani Krishi Utthan initiative. This initiative aims to support the government's flagship program, "Formation and Promotion of 10,000 Farmer Producer Organizations (FPOs)" providing a robust framework to empower FPOs across the country.

FPOs enable farmers to enhance their bargaining power, leverage economies of scale, reduce cost of production and enhance farmers' incomes through aggregation of their agricultural produce, thus playing a key role towards sustainable incomes

Read More: [click here](#)

Agritech startup Arya.ag aims to transform 200 farmer producer organisations into smart institutions

Indian Startup news

Homegrown integrated grain commerce platform Arya.ag has announced an initiative to transform 200 Farmer Producer Organisations (FPOs) into Smart Institutions. The initiative, which was launched in collaboration with key partners, aims to empower FPOs by leveraging technology and fostering collaborations to improve efficiency, promote sustainable farming practices, and build climate-resilient value chains.

The launch of the 200 Smart FPOs initiative at Rith Summit 2.0 is an outcome of the stakeholder discussions from Rith 1.0 held in December 2023. The initiative is expected to benefit thousands of farmers and contribute to the development of a more sustainable and resilient agricultural ecosystem in India.

Read More: [click here](#)

ESAF Co-operative scaling up its agri business into new fields

Indian Cooperatives

Kerala-based ESAF Swasraya Multi-State Agro Cooperative Society (ESAF Cooperative) is preparing to launch commercial production at its advanced pulses processing facility in Palakkad. Developed at a cost of Rs 26 crore, the state-of-the-art facility is equipped to deliver high-quality pulses and is expected to become operational soon.

Serving as a business correspondent for ESAF Small Finance Bank, ESAF Cooperative is scaling its operations into agri-allied businesses. It has initiated plans to establish a meat and vegetable processing plant in Kerala, with the initial formalities completed, marking a significant step in its expansion into agro-business ventures."

Read More: [click here](#)

Landownership by women: The missing link in India's transformative journey in agriculture

Down to earth

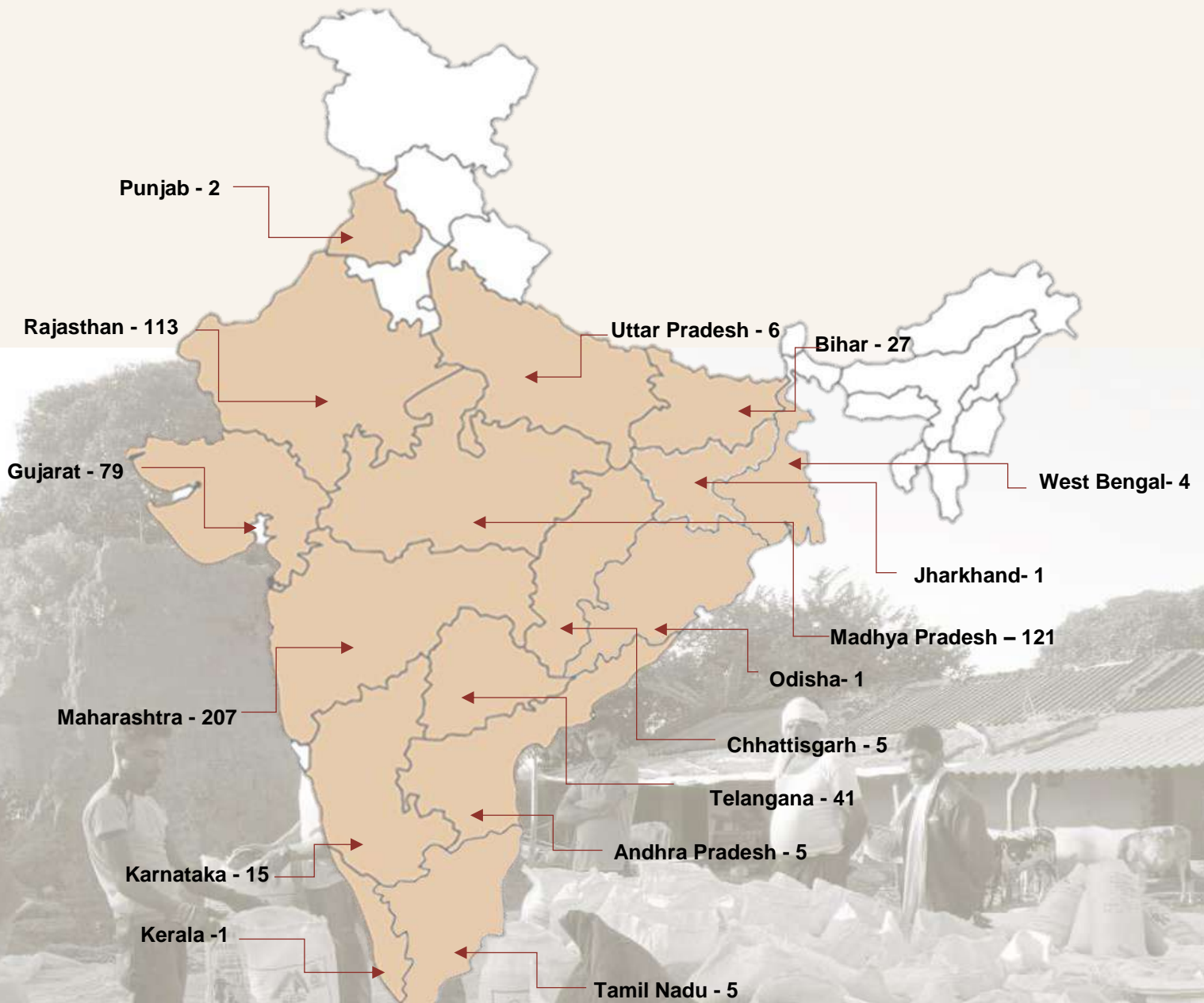
The economic empowerment of women has emerged as a key focus in recent central government policies, with terms like "Nari-Shakti" and "women-led development" becoming integral to political discourse, underscoring the significance of gender equality and equal opportunity.

Despite this progress, women in the agriculture sector — where they play a vital role — remain marginalised, particularly when it comes to land ownership rights.

Read More: [click here](#)

NCDEX FPO FOOTPRINTS

NCDEX is actively engaged in training farmers, handholding FPO and connecting them with Exchange platform in several states and **635 FPOs** have opened their client account on exchange platform



The number of FPOs in each State represent those FPOs who have either hedged or opened a trading account with NCDEX.

FPO AWARENESS PROGRAM-NOV

Awareness programs in the form of Webinars, IEPs and Trainings are done with FPOs and the ecosystem partners



VIRTUAL TRAININGS WITH RESOURCE INSTITUTES & FPO ECOSYSTEM

Date: 5th November 24

Andhra Pradesh: VAARAH! Foundation, Go Adharitha FPCL & Vaarahi FPCL;
Participants - 6

Date: 8th November 24

Madhya Pradesh: Syngenta Foundation India and Farmer Producer Companies;
Participants - 25

Date: 10th November 24

Maharashtra: Agrowon Sakal International Learning Centre (SIILC) and Farmer Producer Companies; Participants - 30

Date: 22nd November 24

Tamil Nadu: Erode Precision Farmers Producer Company Limited; Participants - 6

Date: 27th November 24

Gujarat: Mangalam seeds and Farmer Producer Companies; Participants - 21

AWARENESS

Investor Education Programs (IEPs)

In Nov, Trainings and Meetings with FPOs & farmers were conducted across 4 States and 7 districts, which saw a participation of 441 farmers and FPO representatives.



12th November - Chhindwara, Madhya Pradesh
Commodity - Maize
Participants - 25



19th November - Padra, Vadodara, Gujarat
Commodity - Castor & Jeera
Participants - 57



20th November - Patan, Gujarat
Commodity - Castor & Jeera
Participants - 50



28th November - Warangal, Telangana
Commodity - Turmeric & Maize
Participants - 80



29th November - Nirmal, Telangana
Commodity - Turmeric & Maize
Participants - 65

Trainings and Meetings with FPOs & Farmers



13th November - Chhindwara Agro Farming Producer Company Limited at Chhindwara, Madhya Pradesh



13th November - Ardhnarishwar Farmer Producer Company Limited at Chhindwara, Madhya Pradesh



14th November - Tamia Fed Producer Company Limited at Chhindwara, Madhya Pradesh



22nd November - Saptrangi Farmer Producer Company Limited at Agrovision Nagpur, Maharashtra



22nd November - Nirmalmai Farmer Producer Company Limited at Agrovision Nagpur, Maharashtra



22nd November - Mahavidarbha Farmer Producer Company Limited at Agrovision Nagpur, Maharashtra



22nd November - Equilox Foundation & Baliraja FPCL at Agrovision Nagpur, Maharashtra



23rd November - Savitribai Phule Mahila Ekatma Samaj Mandal & Karnagad Green Valley at Agrovision Nagpur, Maharashtra



24th November - MCDC & Paoni Turmeric Farmer Producer Company Limited at Agrovision Nagpur, Maharashtra





24th November - Krushisagar Farmer Producer Company Limited at Agrovision Nagpur, Maharashtra



25th November - Wardha Taluka Farmer Producer Company Limited at Agrovision Nagpur, Maharashtra



25th November - Chouras Farmer Producer Company Limited at Agrovision Nagpur, Maharashtra



25th November - Savitribai Phule Mahila Ekatma Samaj Mandal & Karnika Agro FPCL at Agrovision Nagpur, Maharashtra



25th November - Universe Farmer Producer Company Limited at Agrovision Nagpur, Maharashtra



25th November - Farmer Producer Companies at Agrovision Nagpur, Maharashtra



25th November - Nageshwara Charitable Trust & Ardhnarishwar FPCL at Chhindwara, Madhya Pradesh



25th November - Nageshwara Charitable Trust & Sagaunvan FPCL at Chhindwara, Madhya Pradesh



25th November - Nageshwara Charitable Trust & Rajabhoj FPCL at Chhindwara, Madhya Pradesh



26th November - Kamdars Organic Research Development & FPOs at Chhindwara, Madhya Pradesh



29th November - Sri Venkata Sai FPCL & Adilabad FPCL at Nirmal, Telangana



KHETI ke SIKANDER

FPO stories and their experiences in managing Risk



Samsung Triple Camera
Dilip Gajjar Limqanda

**Banas Farmer
Producer Company
Limited, Patan, Gujarat**

**Transforming Gujarat's
Agricultural Landscape
through Unity and Vision**

Patan, nestled in Gujarat's arid yet fertile landscape, is home to hardworking farmers who have long battled the challenges of irregular rainfall, limited market access, and insufficient storage facilities. The district, renowned for crops like cumin, castor, mustard, and guar, holds immense agricultural potential. However, the lack of organized market linkages and fair pricing systems left many farmers struggling to make ends meet.

Recognizing these challenges, a group of visionary farmers came together in 2016 to form **Banas Farmer Producer Company Limited**, through the support of Reliance Foundation. Their motivation was clear: to uplift small and marginal farmers by creating a collective platform that could provide better access to inputs, markets, and technological advancements.

Banas FPC started its journey modestly, focusing on the aggregation and sale of neem seeds (nimbodi). Through a partnership with Gujarat Narmada Valley Fertilizers & Chemicals Limited

(GNFC), they established a procurement center – a milestone that marked their first success. With 550 shareholders and an initial share capital of ₹9.5 lakhs, the company set out on its transformative path.

Chairman Karsanbhai Jadeja, reflecting on those early days, said, “In the beginning, we faced countless hurdles, especially due to a lack of business knowledge. However, we started small, and with perseverance, trust, and a commitment to our farmers, we gradually scaled up our operations.”

Over the years, Banas FPC grew to include over 2,400 farmers, with a share capital exceeding ₹20 lakhs. The organization expanded its scope by establishing **Agri-Mart**, a one-stop shop offering high-quality seeds, fertilizers, and pesticides at affordable prices. They also introduced a **Custom Hiring Center**, equipping farmers with essential machinery like tractors, cultivators, and rotavators at minimal costs.

A farmer member recalls the transformational impact: "Earlier, we had to travel to Radhanpur for seeds, fertilizers, and selling our produce, even then, we were exploited by a handful of buyers. Today, we get all facilities near our homes at better prices, and even our produce fetches higher value due to cleaning and grading services."

In 2016, Banas FPC got to know about **National Commodity & Derivatives Exchange Limited (NCDEX)** and without wasting much time, they registered with NCDEX and began trading on the platform in 2017. Recognizing the potential of commodity futures trading, the FPC embraced

Chairman Jadeja proudly shares another milestone: "We are the first FPC in India to establish two new FPOs – Chorad Farmer Producer Company Limited and Sami Vistar Farmer Producer Company Limited – under NABARD's guidance. This expansion not only amplifies our impact but also serves as an inspiration for other regions."

With a turnover surpassing ₹20 crore, Banas FPC stands as a shining example of how farmers can overcome adversity through unity, strategic partnerships, and innovative thinking. By embracing collective action, modern technology,

"We trade cumin, castor, and guar seed on NCDEX. We source raw produce from farmers, clean and grade it to meet NCDEX quality standards, and deliver it on the platform. The platform's price trends help us plan our procurement and sales effectively, ensuring better returns for farmers. Price forecasts provided by NCDEX have also enabled our farmers to make informed sowing decisions, further enhancing profitability." Kanji Bhai, Director

hedging and delivery as tools to mitigate price risks and secure higher returns. Over time, it has successfully hedged more than 1,200 MT and delivered around 1,000 MT of commodities like cumin, castor, and guar seed, demonstrating the power of collective action and market intelligence.

The journey of Banas FPC goes beyond profit-making; it is a story of empowerment. Through cleaning, grading, and packaging initiatives supported by NCDEX and NABARD, the FPC has elevated the quality and value of its produce. Women's self-help groups, promoted by the FPC, have created employment opportunities in various operations, fostering financial independence for women in the region.

and forward-looking strategies, the FPC has transformed the lives of thousands of farmers in Patan.

The story of Banas FPC is one of resilience, vision, and empowerment – a testament to the power of collaboration. As its farmers continue to thrive, Banas FPC paves the way for a future where agriculture is not just a means of survival but a path to prosperity and dignity.



IMPORTANT LINKS

NCDEX FPO KNOWLEDGE CENTER

NCDEX MANDI.COM is a knowledge repository that NCDEX has created, featuring insightful stories and panel discussions covering the experiences of Farmer Producer Organizations (FPOs) in risk management. These stories and discussions are broadcast on the DD Kisan channel. The website also includes information about the derivatives market, explained in a simple and easy-to-understand manner, making it accessible to the general public. The explanations aim to help the masses comprehend the intricate concepts related to derivatives trading.



[Click to Visit](#)

- ❖ [Kheti Ke Sikander Stories](#)
- ❖ [Panel Discussions on Agriculture and Risk Management](#)
- ❖ [NCDEX IPFT ki Pathshala](#)

Now get access to compilation of **48**
Success Stories of FPOs from NCDEX

Kheti ke Sikander
2020-21

Kheti ke Sikander
2021-22

Kheti ke Sikander
2022-23

Kheti ke Sikander
2023-24



NCDEX IPFT
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Useful links for FPOs and Ecosystem Partners

1. Plan for utilization of regulatory fees foregone by SEBI for encouraging FPOs. [Click](#)
2. State-wise List of the Warehouses Registered with WDRA. [Click](#)
3. Frequently Asked Questions for FPOs. [Click](#)
4. Circular on Early Pay-in Facility for Farmer Producer Organization (FPO). [Click](#)
5. Get Live Quotes of Future Prices of Commodities. [Click](#)

PARTNERS - Ecosystem

<p>Promoting Agencies</p>		 <p>SFAC लघु कृषक कृषि व्यापार संघ</p>	 <p>MACP Maharashtra Agricultural Competitiveness Project, Pune</p>		 <p>Wholly owned by Cooperatives</p>
 <p>Maharashtra State Rural Livelihoods Mission Rural Development Department, Govt of Maharashtra</p>	<p>Supporting Agencies</p>	 <p>दिलासा जनविकास प्रतिष्ठान Accredited by CAF INDIA</p>	 <p>Vrutti Livelihood Resource Center</p>	 <p>One Village One World Network</p>	
 <p>IBRD - IDA</p>	 <p>सृजन</p>	 <p>Leadership with trust</p>	 <p>बाइफ</p>		
	 <p>Preserving Nature . Nurturing Lives</p>		 <p>Swami Vivekanand Shiksha Samiti</p>	 <p>Samaj Pragati Sahayog</p>	 <p>SEARCH "Empowering Communities"</p>
 <p>Preserving Nature, Shaping Livelihoods</p>				 <p>INDIAN SOCIETY OF AGRIBUSINESS PROFESSIONALS</p>	 <p>ESTD 2020</p>
 <p>ISO 9001-2015</p>		 <p>ERODE PRECISION Farmer Producer Company LTD</p>	<p>Financing Agencies</p>	 <p>FRIENDS OF WOMEN'S WORLD BANKING INDIA</p>	 <p>ANANYA Innovate for Inclusive Growth Pvt. Ltd</p>
	 <p>NABKISAN FINANCE LIMITED University High Development Project (Udhavani/Lehadi)</p>	<p>Training/ Consulting</p>	 <p>Market-led solutions for financial services</p>		 <p>An instinct for growth</p>
 <p>Government of Rajasthan</p>	 <p>MAHA FPC Grow With Us</p>			 <p>VALUE FOR INDIA</p>	 <p>WHOLLY OWNED SUBSIDIARY OF NABARD</p>
	<p>Members</p>			 <p>Simply a better choice</p>	 <p>THE WEALTH MANAGERS</p>
 <p>Generating Wealth</p>		 <p>Moneywise. Be wise.</p>	 <p>Your Partner In Finance</p>		 <p>SINCE 1949 Driven By Knowledge</p>

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