



People's Agriculture

Structure of Presentation

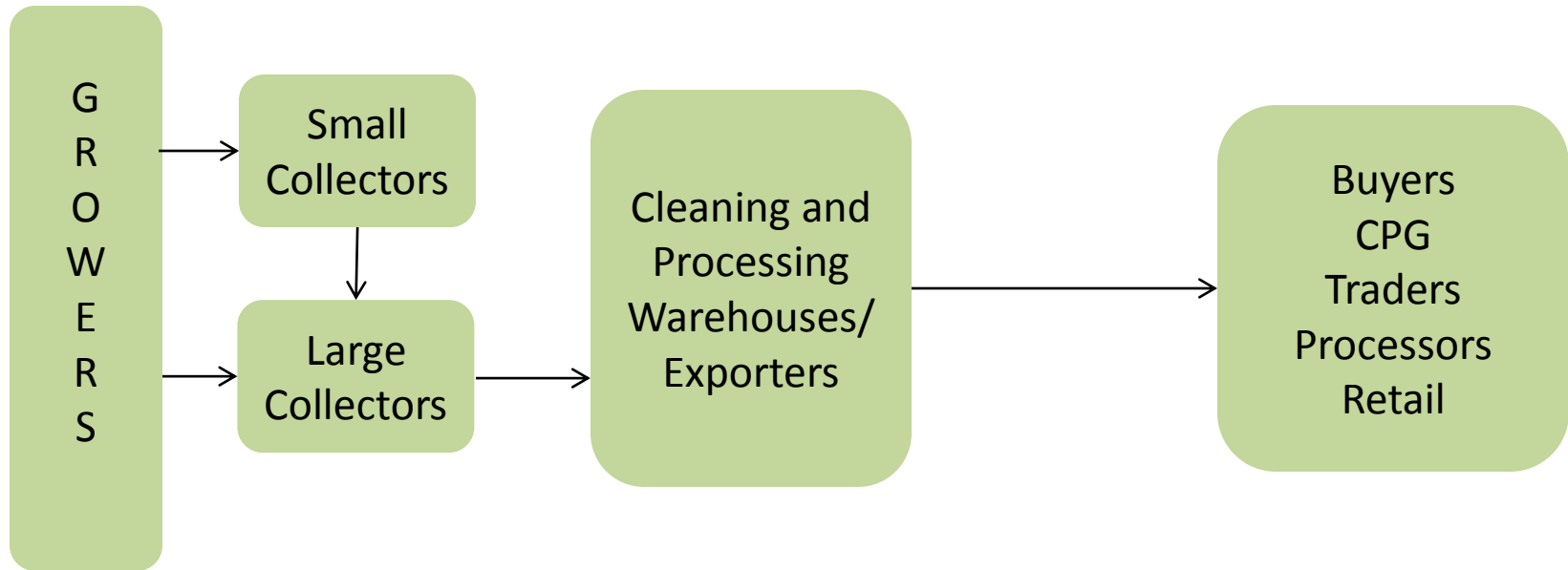
- Introduction
- Our Business
- Value Proposition
- Size of Business
- Team
- Case studies- Projects

Introduction

- We are a brokerage house specializing in sourcing of niche food ingredients.
- We source : Spices, Cashews, Coffee, Desiccated coconut, Almonds and Walnuts etc.

Our Business

Sourcing Management



NAMAGRO Intervention



- Training on GAP
- Sustainability

- Risk management
- GCE program
- Training on sustainability

- Risk management
- Quality control/ Inspection
- Training on Sustainability
- GVA Program

- Market Intel
- Contract lifecycle management
- Counter party management

Our Business

Management Consulting

- Industrial Engineering- Setting up plants on a turnkey basis
- Quality certification
- Efficiency improvement through Automation
- Trade Analysis and Market View
- Sustainable sourcing

Value proposition for our stakeholders

Growers

- Good Agricultural Practices
- Consumer orientation
- Market Intel

Collectors

- The GCE Program

Processors

- Price Discovery
- Offer and bidding process
- Contract life cycle management
- Capability building – Quality, Ops, Legal etc.
- The EVA program

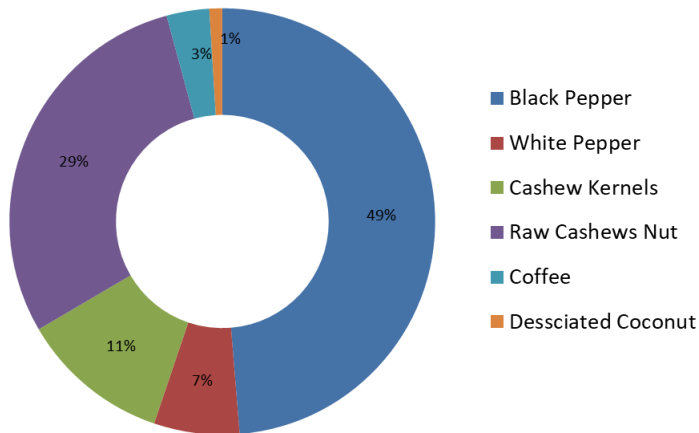
Buyers

- Unbiased Market Intel
- Supplier Development
- Contract lifecycle management
- Risk management – counter party
- Pre-shipment Inspection

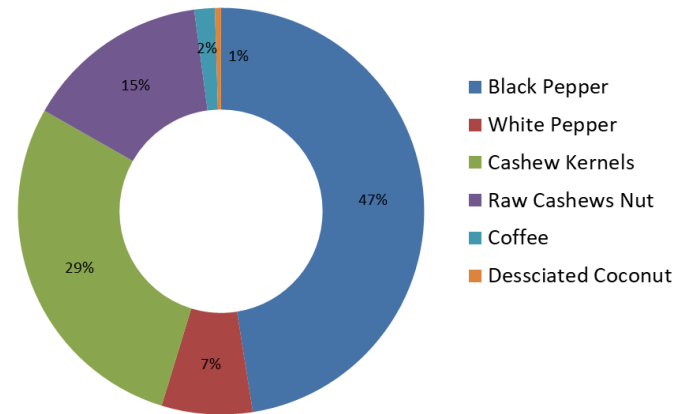
Size of our Business

| Ingredient | 2018 Vol MT | Value USDMn |
|--------------------|---------------|-------------|
| Black Pepper | 15,000 | 53 |
| White Pepper | 2,000 | 8 |
| Cashew Kernels | 3,500 | 32 |
| Raw Cashews Nut | 9,000 | 16 |
| Coffee | 1,000 | 2 |
| Dessciated Coconut | 300 | 1 |
| Total | 30,800 | 111 |

YTD 2018 Product wise Sales mix Qty MT : 30,800 MT /68 Mnlbs

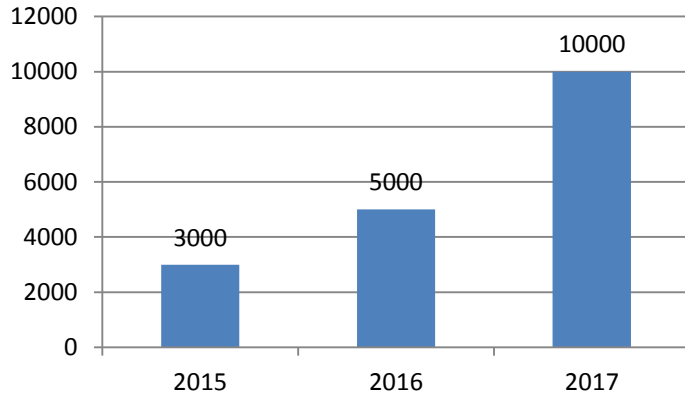


YTD 2018 Product wise Sales mix Value 111USD Mn

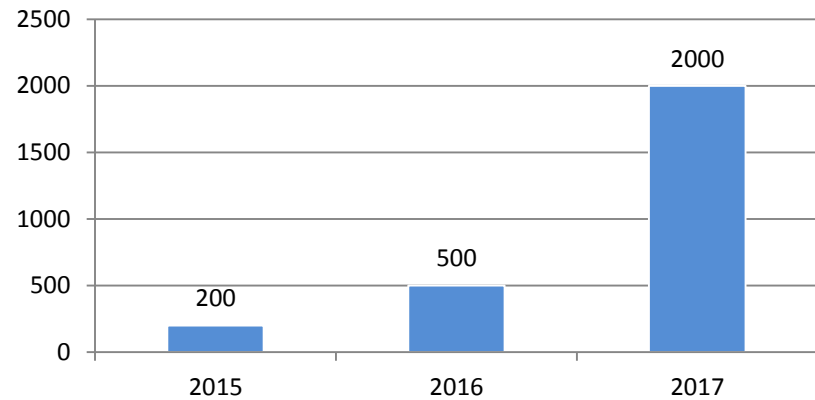


Growth since Inception

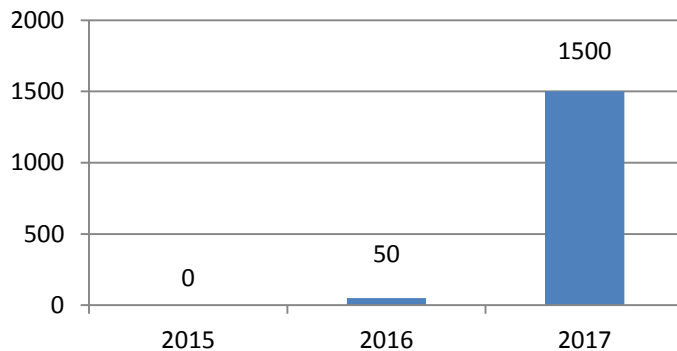
Black Pepper MT



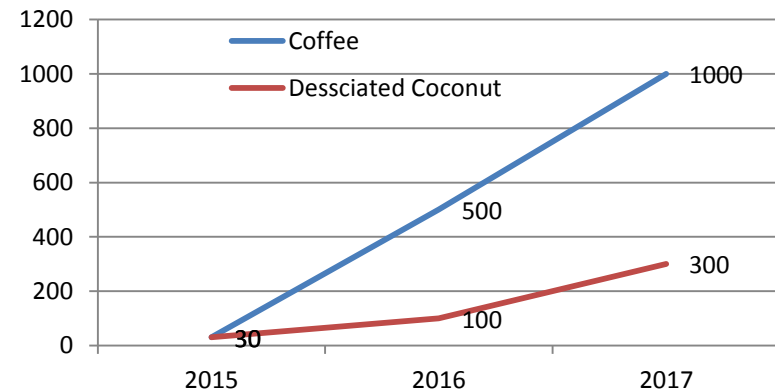
White Pepper



Cashew Nuts MT



Other MT



Team



Jasvinder Singh Sethi
General Director
MBA , BE Mechanical



Nguyen Phuong Thanh
Assistant Trader
Bachelor –Finance and Banking



Huyen Phung Sethi
Director Operations
MBA Royal Melbourne Institute



Ho Trong Hieu
Analyst
Business Administration



Hoang Kim Giang
Consultant Procurement
Bachelor of Business Administration

Minh Khai
Consultant Taxation



Hien
Consultant Quality
Engineer Biotechnology

Quoc Vuong
Consultant Business Law

Case Studies - Projects

- ❖ Sustainability : Rain forest Alliance Certification
 - Griffith USA - Simexco
 - Griffith USA - Lien Thanh

- ❖ GCE : Graduating Collector to Exporter Program
 - Lien Thanh Corporation (top 5 exporters from Vietnam)
 - Vinh Hiep Corporation

- ❖ EVA : Graduating Exporter to value addition
 - Petrolimex Group (PITCO)
 - Pearl Corporation (2 largest exporter from Vietnam)

- ❖ Organic Ingredients
 - Cashews : The only Vietnamese Organic Cashews from Viet Ha
 - Pepper : Organic pepper from India and Indonesia

Market Intel

- Daily Price update
- Weekly Report
- Monthly Global Coverage
- Monthly Import –Export Statistics
- Annual Crop Survey Reports

Customers



FTA food Solutions