

## Shivalik Small Finance Bank partners with AgriTech company Ergos to enable digital credit access to farmers

- *Piloted in Bihar, this association plans to disburse over INR 1000 crore in the next three years through Agri-Tech company Ergos' GrainBank model*
- *Using a mobile app, farmers can now sell their produce with ease, and ensure that their working capital requirement for the next crop is fulfilled*

**Noida, July 29, 2021:** Shivalik Small Finance Bank (SSFB) today announced its partnership with agritech startup, Ergos, to facilitate credit access to small and marginal farmers through a 'GrainBank' model. The depositing farmer can now access credit on produce stored in Ergos' GrainBank through a mobile app without the hassle of documentation or branch visits.

The GrainBank model, being piloted in Bihar, enables farmers to digitise their foodgrain output and provides them with doorstep access to 'end-to-end' post-harvest supply chain solutions via its technology platform. The Ergos tech platform offers storage, digitisation, credit and liquidation facility to farmers through a single platform, and helps achieve significantly higher revenues to farmers for their produce.

Commenting on the collaboration, **Mr. Suveer Kumar Gupta, Managing Director & CEO, Shivalik Small Finance Bank** said, "Farmers usually borrow from the informal sector at annualised rates of interest between 48% to 50% and sell their produce at low prices. Our aim is to let farmers have direct access to credit based on their output or any small holdings they might have, at an absolute fair value. Aligned with the Government of India's mission to digitally empower the country's agriculture sector, we seek to offer affordable digital banking products to our customers. In line with this, we are pleased to collaborate with Ergos since we share a common vision of digitally helping farmers to strengthen their financial capabilities .

Both Ergos's in-house full stack tech team and SSFB tech teams are working on enabling a robust mobile-app based multilingual platform for farmers, food processors, lenders to transact seamlessly in single click. The aim of the platform is to offer farmers a simplified tech experience through data sciences. Additionally, satellite imagery analytics of crops, assists farmers-in real time with crop growth cycles, demand forecasting, market intelligence and price predictability thereby helping them to take better decisions for selling their produce.

**Kishor Jha Founder and CEO, Ergos said,** "We are excited to partner with Shivalik Small Finance Bank in this journey to enable credit access to 140 million small and marginal farmers. Both organisations will use technology to make this journey smoother through eNWR (Electronic Negotiable Warehouse Receipts) based lending arrangements across all operating locations in India. We are targeting at least Rs.1000 crore in disbursal in next 2-3 years on its AgriFintech platform."

Operating across 156 locations, Ergos supports more than 62,000 farmers on its digital platform. With an aim to cater to 300,000 farmers, Ergos plans to expand across 450 locations in Bihar, UP, Karnataka and Maharashtra in next 6-8 months in its Phase-I expansion followed by Phase-II to cover almost all the key states. In addition, Ergos sets up 3000 Digital GrainBanks (each warehouse size is in the range of 500MT to 2000MT and is registered on WDRA to issue eNWR) network pan India in next 2-3 years.



This will enable Ergos to manage over 5000 crore worth of agriculture produce assets of few million farmers.

### **Shivalik Small Finance Bank**

Shivalik Small Finance Bank is the first SFB in India to have transitioned from an Urban Co-operative Bank. The Bank has over 23 years of experience in offering retail banking products and services. The bank is technology focussed and is powered by Infosys Finacle Core Banking and Digital Banking Suite including internet and mobile banking. The cloud based architecture provides the bank with unmatched agility to cost effectively manage scale and power its growth. The Bank is live on all retail payment platforms including UPI, IMPS, NEFT/RTGS and is a direct member of the National Financial Switch. The bank has over 4.5 lakh unique customers including 15,000 self-help groups and operates through 31 branches and over 250 banking agents across Uttar Pradesh, Madhya Pradesh, Delhi and Uttarakhand. As on March 31, 2021, the total deposit base of the bank stood at Rs 1245 Crores and total advances stood at Rs 805 Crores. The Bank is a corporate agent for distribution of insurance products of Bharti AXA General Insurance, New India Assurance Co. Ltd. (General Insurance), Bajaj Allianz General Insurance Co. Ltd., Bajaj Allianz Life Insurance Co. Ltd., Star Health & Allied Insurance Company (Health Insurance) and Life Insurance Corporation of India. Its key technology partners also include Infosys (Edgeverve), FIS and Ctrl-S. To know more, visit <http://shivalikbank.com>

### **ERGOS**

Ergos, one of fastest-growing AgriTech company in India, aims to Digitise US\$265B worth of farmers produce at farm-gate and connect it directly to the end buyers and lenders in single click. It is building a "GrainBank" that provides doorstep access to 'end-to-end' post-harvest supply chain solutions to small and marginal farmers. Ergos enables farmers to digitise their grains and avail credit against them through partner NBFCs and Banks to get better prices for their produce. Almost 86% of small and marginal farmers in India lack the resources and knowledge to adequately store their produce, leading to post harvest grain loss and deterioration of grain quality. Ergos's "Grainbank" model offers farmers the flexibility to store/ withdraw even a single bag of grains. Ergos also facilitates liquidation, credit and market linkage for farmers storing their grains with it. The Ergos tech platform aids farmers to sell their produce during the off-season for better income. All of this, right at the farm-gate. With the support of Its in-house full stack tech team, highly experienced management team and strong backing from leading investors like AAVISHKAAR, Chiratae Venture, and CDC Group, Ergos plans to replicate this model across the country in next 2-3 years. To know more, visit [www.ergos.in](http://www.ergos.in)

**For more information, contact:**

**Shivalik Small Finance Bank**

[pr@shivalikbank.com](mailto:pr@shivalikbank.com)

**Six Degrees BCW**

Kiran Rawat : 9910364160/ [kiran.rawat@sixdegrees-bcw.com](mailto:kiran.rawat@sixdegrees-bcw.com)