

Application Number:

Applicant First Name:

Applicant Last Name:

Email:

Organization: S4S Technologies

Category: Food

Country: India

General Information

This category recognises organisations that can demonstrate innovative, impactful and inspirational sustainability solutions in the areas of food that include, but are not limited to:

- Decreasing hunger and malnutrition
- Increasing agricultural or other food processing productivity
- Enhancing sustainable food production

Organisations must also demonstrate a clear vision and long-term plan to further deploy their solution and scale up their impact, as well as inspiring others to follow suit by advancing sustainable and human development.

To be eligible for this category, organisations must be a small or medium-sized enterprise (SME) or a non-profit organisation (NPO).

***0.1 Please tell us about your organisation, what kind of work you do, and how it is important.**

India loses 60 million tons (\$14Billion) of agri-produce as post-harvest losses. Also, 126 Million farmers in India live on <\$2.5 per day and are in poverty. Lack of market-linked interventions, poverty, lack of nutrients in the lean season, post-harvest losses, and gender inequality faced by rural women farmers are the key challenges of the agri-health-nutrition nexus in India. Lack of electricity or unreliable electrical supply makes post-harvesting difficult and unaffordable. These multiple challenges are tackled by S4S through an electricity-free solution- that converts farm losses to value-added products, helping farmers increase their profit by 50-200%. Also, providing nutrient-dense food-products to farmers.

***0.2 What is the annual revenue of your organisation?**

- less than \$1m
- \$1m to <\$5m
- \$5m to <\$10m
- \$10m to \$25m

\$25m to \$50m

>\$50m

***0.3 What is the number of employees in your organisation? (numerical value only)**

60

***0.4 Please select the type of your organisation.**

Small and Medium Enterprise

Non-Profit Organisation

Other

***0.5 Please provide the areas in which your organisation is most active.**

Crop Farming

Fisheries and Aquaculture

Forestry

Livestock

Other

Processing , Post Harvest Losses

***0.6 Please provide the activities in which your organisation is most active.**

Agriculture

Food Processing

Wholesale and Food Distribution

Food Services

Project Development & Deployment

Investment

Research & Development

Other

***0.7 In one sentence, what is your sustainability solution?**

Converting farm losses to value-added products through, Intervention of Solar Powered Technology, helping farmers earn-better

***0.8 Please provide an executive summary of your solution (include market fit, end-user demographics, scale, scope and benefits).**

S4S Technologies is a decentralized food processing platform. Working with grower farmers to provide assured market aiding farmers to switch from cash crops to horticulture - helping them get better income. The produce from grower farmers is provided to landless women farmers

who are trained by S4S to become micro-entrepreneurs(MEs) equipping them with farm-level processing technology, access to finance, and buy-back of processed food. The MEs convert the products which would go wasted into processed ready-to-use food ingredients without the addition of preservatives and chemicals and use one part for their consumption and providing surplus produce to S4S. S4S then sells these products to 800+ customers - packaged food industrial customers and kitchens.S4S's preservative-free, shelf-stable, lightweight, ready to use products save customers time, purchase hurdles, and daily cooking efforts at a lesser price than the market price. Food processed from micro-entrepreneurs is used by some of the marquee customers - Nestle, Marico,Sodexo,Indian Railways. S4S has a growing 6,000+ farmers in its network and 455 Micro-Entrepreneurs in 3 states of India.S4S model: - reduces post-harvest losses - produces preservative-free nutrition-rich products for improved nutrition for rural families - assured additional income via buyback - provide gender equality - clean-tech solution

***0.9 Have you applied to the Zayed Sustainability Prize before?**

- Yes
 No

***0.9.1 If yes, what is different in your submission this year?**

Our business model has become more resilient with a very strong market linkage of value-added products and contracts with leading packaged companies and large kitchens. The model has a By having annual contracts and a strong annual demand prediction, S4S has transformed into an end-end solution provider by providing access to finance to farmers. This has also enabled S4S to strengthen its partnership with farmers and women entrepreneurs (MEs) .S4S has also raised pre-series A funding of \$1.5 Million during the pandemic.S4S was also able to support most vulnerable communities during the pandemic by providing them work at the home.

***0.10 Please provide financial Information of last three (03) fiscal years.**

***0.11 If you are a for-profit organisation, what is the gross profit margin for past 3 years?**

Example

Innovation

Innovation refers to a novel solution or a transformation of an existing solution that solves a challenge or a need, generates value and brings significant positive impact.

A solution can be a technology, a service or a business model.

The innovation criterion requires organisations to demonstrate that their solution:

- has a unique value proposition;
- is disruptive or transformative;
- is technically and commercially viable; and
- is adopted by the market.

The Prize does not award early stage start-ups, demonstration projects, prototypes or solutions that have not demonstrated any impact on the ground.

***1.1 Please select which of the following statements applies to your solution.**

- A new/novel technology that doesn't exist anywhere else
- Transformation of an existing solution
- Other

***1.1.1 What evidence do you have that supports the above statement?**

S4S implements a unique ecosystem-based business model where S4S targets the entire value chain-from technology development to market- capturing, creating and redistributing value across the value chain. We solve three problems simultaneously- malnutrition in women and kids, food-wastage, and low income of farmers while reducing gender inequality and promoting women entrepreneurship. The technology innovation, solar conduction dryer has one of the best-measured efficiencies in the world. The electricity free technology produces preservative free nutrition rich products for improved nutrition for rural families and annually saves 22,500 tons of produce from getting wasted and 300,000 tons of CO2 from entering environment.

***1.2 Please outline what is the unique value proposition of your solution and how it is disruptive or transformative?**

Our idea solves four major issues in India's agri-health nexus- simultaneously- low income to farmers, malnutrition, spoilage of agro products while bridging the gaps of gender inequality by promoting women entrepreneurship and participation in the workforce. 1. Financing Model Innovation : Women Farmers don't need to pay upfront for the cost of the machine and ensures an annual additional income of \$1000-1500 per woman, and preventing food wastage at the farm gate. 2. Technology Innovation : S4S provides farmers with a set of processing

machines patented by S4S. Solar Conduction Dryer (SCD) is an electricity-free solar-powered food dehydrator that reduces moisture content in agro-produce so that farmers and rural women can preserve their products for up to 1 year without using any chemicals. • SCD is 2-3 times cheaper than other solar dryers • SCD has zero operating cost and its payback period is just 100 days • SCD retains 45% more nutrition, better color, flavor, and hygiene than sun-drying 3. Market Innovation : S4S operates an end-end close-loop model by also buyback of the produce and supplying to 850 Customers in the Food and Beverage Industry including some of the marquee customers like -Nestle, Sodexo, Marico, Indian Railways, and Sodexo.

***1.3 Why is your solution better than existing alternatives? Please explain how your solution is different to that offered by any competitors or others in this space?**

The most unique part of the S4S model is that impact is inbuilt in the model and S4S doesn't have to do two different activities for financial sustenance and impact creation. As S4S sells more value-added products, more food wastage is reduced and more micro-entrepreneurs are empowered in the process as they are part of the supply chain. S4S's solar conduction dryer is affordable with no upfront payment (100 Day Payback Period) and is more efficient at preserving the nutrients. These nutrients are not only accessible to the end consumers but also by the farmers and their families ensuring food security.

***1.4 At what stage of maturity is your solution?**

- Proven in an experimental setting but not applied on the ground
- There are 1 or 2 areas of demonstration
- There are 3-5 areas of demonstration
- It is being implemented at a scale up to 10 times more than the pilot phase
- The solution is reaching levels where it is widely recognized as being successful

***1.4.1 Please provide evidence that demonstrates the above statement including information about the number and growth rate of end-users, customers, or clients that have adopted your solution.**

- S4S has 2500+ installations in 15 Countries - S4S has created 455 Micro-Entrepreneurs with Processing set-up and providing \$515k as an annual additional income - S4S annually processes (also prevents) 22,750 Tons of Food annually from getting wasted - S4S works with 6000 grower farmers in the network through FPOs, NGOs - S4S serves more than 800 customers through an omni-channel approach -S4S serves some of the marquee brands like Nestle, Marico, Indian Railways, Capital foods - S4S has 92% Repeat Orders - S4S has partnerships with some of the leading international and national banks, NBFCs for financing

***1.5 Do you have a way of protecting your innovations from being copied by your competitors?**

- Yes
- No, but I intend to
- No, I intend for it to be easily replicated by others

***1.5.1 Please explain how, including patent numbers or hyperlinks if appropriate**

S4S has received both Indian and international patents for Solar Dryer - Indian patent number: 740/MUM/2011, International patent: PCT/IN2012/00843

Example

Impact

Impact refers to a positive change that addresses social, economic, technological and/or environmental challenge(s) and has proven to make the world a better place by improving the well-being of humanity.

The impact criterion requires organisations to demonstrate that:

- their solution has a positive impact on the quality of peoples' lives;
- they are resilient to potential social, economic, technological, and environmental challenges;
- they have good governance by employing skilled people and establishing fair policies;
- they have a detailed plan of how the Prize money would be used to further increase their impact.

***2.1 Please detail how your solution has improved people's lives?**

1. Additional Income to 455 Women Farmers turned micro-entrepreneurs increasing their profit by 50-200% Annually disbursing \$515k directly to ME 2. Assured market to Grower Farmers: S4S procures more than 22,750 tons of fresh vegetables from farmers as per the agreed pricing and makes immediate payments to them. With the assured market, S4S has helped the farmers switch from commodity cash crops to horticulture giving them better income 3. 36% Increased Improve hemoglobin and nutrition level (daily dietary diversity score) of farmer families 4. Food security to rural livelihood 5. Providing nutrient-dense products to consumers

***2.2 How many people have directly benefited from your solution? (numerical value only; no commas or periods allowed)**

35820

***2.3 Does your solution help to end hunger and malnutrition?**

- Yes
 No

***2.3.1 If yes, please elaborate, how?**

Due to the availability of the SCD, the women preserve seasonal produce during the surplus season and consume it during the lean period to overcome malnutrition. A 36% increase was observed in the Dietary Diversity Score and an increase in the mean Hb value by 0.83 g/dL for 200+ women. This study was with the Bill and Melinda Gates Foundation, USAID, and the Department of Biotechnology. S4S with its partner National Institute of Nutrition, Hegdewar Hospital, SPMESM have impacted: # People improved access to nutrition: 1,070,000 # Reproductive women with improved hemoglobin profile:30,000 # People supported undernutrition awareness:250,000 Implemented in Bangladesh toowithUSAID

***2.4 Does your solution help to increase agricultural productivity?**

- Yes
 No

***2.5 Does your solution improve sustainable food production systems?**

- Yes
 No

***2.5.1 if yes, How your solution help maintain or improve food ecosystems?**

The methane emissions from food waste results are 86 times more potent in driving temperature increases than CO2 emissions. S4S prevents Annually 22,750 Tons of food from getting wasted by making it non-perishable. S4S reduces the need for transportation by reducing the volume to 8 times by removal of water at the farm gate and reducing the need for transportation by 8X, thus saving on CO2 emissions. Also, S4S processes the produce where produced making the supply chain leaner and sustainable And using the same energy for preservation for processing the produce. Thus running a carbon-positive and sustainable enterprise.

***2.6 Which of the following challenges have you faced in the past 5 years. (you can select multiple options)**

- Economic
 Environmental
 Political
 Societal
 Technological
 Other
 None

***2.6.1 Please elaborate how you have overcome the challenges selected above?**

1. Adoption cycle: S4S works in the Agri sector with 1 year of annual cycle time. S4S has identified crops in a manner that for the entire year farmers have crops to process. 2. Gender Factor: Women in rural areas don't have decision-making power in the household and financial decisions. To overcome this issue, S4S has designed a model to enable women participation: With No upfront capital required for asset purchase, No need to travel outside for training, Training, and Development Services at the doorstep ensures that women save time and have no dependence on male members to do business.

***2.7 Please elaborate how your solution has improved inclusion and equality? (e.g., gender equality, inclusion or empowerment of disadvantaged community members etc.)**

S4S empowers landless women farmers training them to be micro-entrepreneurs and equipping them with access to finance technology, and market linkage. S4S provides an assured additional income to these women, increasing their annual profit by 50-200% and giving money directly in the hands. As the money-earner of the family, these poor women who were earlier treated as mere labor have now progressed as decision-makers of the family. They have gained a new economic and social identity as leaders, entrepreneurs, grassroots advocates, and climate change-maker driving social and political change in family and community.

***2.8 How many jobs have been created as a result of your solution?**

515

***2.9 Has your solution created any impact beyond 'Food', in the following areas? (you can select multiple options)**

- Health
- Energy
- Water
- None of these

***2.9.1 Please explain how your solution has improved people's lives in other areas, selected above. (Please include relevant metrics)**

Energy: -S4S business model involves manufacturing and installing high-quality solar dryers at the farm level to farmers helping them increase their profit - The energy-efficient technology is designed keeping women at the centre making it easy to use - S4S has 2500+ installations across 15 countries saving S4S dryers process food at a lower temperature, retaining nutrition, aroma, taste, and affordability retaining 85-95% of nutrition S4S farm-gate is the most energy-efficient supply chain - as we process where we produce, reduction in volumes reduces the need for transportation by 8 times saving 30,930 diesel and kerosene Health : Due to the availability of the SCD, the women preserve seasonal produce during the surplus season and consume it during the lean period to overcome malnutrition. A 36% increase was observed in the Dietary Diversity Score and an increase in the mean Hb value by 0.83 g/dL for 200+ women. This study was with the Bill and Melinda Gates Foundation, USAID, and the Department of Biotechnology. S4S with its partner National Institute of Nutrition, Hegdewar Hospital, SPMESM have impacted: # People improved access to nutrition: 1,070,000 # Reproductive women with improved hemoglobin profile:30,000 # People supported undernutrition awareness:250,000 Implemented in Bangladesh too with USAID

***2.9.2 Please quantify the impact in the areas, selected above. You can add more rows (up to 5)**

Area	Impact Description	Impact Number (please also input unit of measure)

Food	Food Wastage Prevented	22,750 ton/year
Food/Nutrition	People Supported with Nutrition rich Food Supply	1,070,000
Environment	Lifetime CO2 Saving	300,000 ton
Economical	Increase in women farmer's income	USD 1,000- USD 1,200
Food/Nutrition	People supported under nutrition awareness	250000

***2.10 Please describe what other food challenge(s) you have targeted and summaries the outcomes and impact. (Please include any relevant metrics)**

Project Title: Ensure year-wise nutritional food security to Indian Women through Community level implementation of Domestic Solar Conduction Dryer (SCD) [Supported under Grand Challenges India, funded by BIRAC, Gates Foundation, USAID, and DBT] Based on the positive impact such as increase in dietary diversity and income, and reduction in anemia, S4S received another grant from USAID as a part of its "Feed the Future: Grand Challenge on Leveraging Agriculture to Improve Nutrition" program to initiate a similar project in Bangladesh A 36% increase was observed in the Dietary Diversity Score in the intervention group as compared to the control group in the lean season.

***2.11 Who was responsible for governing your solution? Please note both specific individuals in your organisation as well as referencing advisory boards, steering committees or other governance bodies?**

S4S is governed by a strong and experienced board comprising of global marquee investors - Sunanda Madan of Acumen Fund and Seth Silverman of Factor[e] Ventures. The board of Directors also includes Hemendra Mathur who is a pioneer in the global agri-food industry. The board also includes 2 Founder Directors - Myself and my colleague - Ashwin Pawade. S4S's impact is monitored and governed by Shell Foundation, DBS Foundation, and Yunus Social Business. S4S advisory committee includes members from AgFunder USA, Unreasonable Group, Yunus Social Business, DBS Bank, Government of India, UN Women and World Economic Forum, Accenture.

***2.12 Please provide a detailed plan on how you would use the prize money to further increase your impact. (Include project objective, scope and timeline)**

The prize money will be used to expand the Women Farmer Turned Micro-Entrepreneur network and also the grower farmer network along with skill development and nutrition training : Sourcing: Q1 and Q2 (from the time money received) Objective: Develop, test, and productized optimal tech integrated raw material sourcing for other categories and geographies Scope: To procure 350 Tons per day of cosmetically damaged produce Products: Chilli, Pepper, Cashew, Coconut, Tomatoes, Bananas Impact: Help save 350 Tons of produce

Per Day from getting wasted Processing: Q2 To Q4 Objective: To process the cosmetically damaged produce to value-added products expanding to different geographies Set up systems and processes for logistics, quality control, digitization, governance Scope: To expand to 2500 ME providing \$2.5 Million as additional income to ME Impact: Process 125,000 Tons of produce annually from getting wasted and provide \$2.5 million total income to ME Nutrition Training and Access : Q1 to Q4 People with improved access to nutrition - Over 520,000 Reproductive women with improved hemoglobin profile 200,000 People to be supported undernutrition awareness: 1050,000 Monitoring and evaluation systems with impact measurement matrix tools

***2.13 Which of the following Sustainable Development Goals (SDGs) does your solution address? (You can choose multiple options)**

- SDG 1: No Poverty
- SDG 2: Zero Hunger
- SDG 3: Good Health and Well-being
- SDG 4: Quality Education
- SDG 5: Gender Equality
- SDG 6: Clean Water and Sanitation
- SDG 7: Affordable and Clean Energy
- SDG 8: Decent Work and Economic Growth
- SDG 9: Industry, Innovation and Infrastructure
- SDG 10: Reduced Inequality
- SDG 11: Sustainable Cities and Communities
- SDG 12: Responsible Consumption and Production
- SDG 13: Climate Action
- SDG 14: Life Below Water
- SDG 15: Life on Land
- SDG 16: Peace and Justice Strong Institutions
- SDG 17: Partnerships to Achieve the Goal

***2.14 How is your solution or organisation addressing COVID-19 pandemic?**

The pandemic also served as a surprising validation of S4S's decentralized model. Following the "great reverse migration," in which a mass movement of migrant laborers returned home, many farmers were in search of livelihood options that did not require travel outside of their village. Their families struggled with food insecurity and disrupted access to the market. S4S was flooded with inquiries for processing partnerships who lost their access to markets and now can earn additional income without moving out of their villages and earn income by processing at farm/home. S4S has a pipeline of 2000 ME to enter processing.

Inspiration

Sheikh Zayed bin Sultan Al Nahyan, the founding father of the UAE, was a pioneering advocate of global sustainability and human development. Leading by example, he placed great value in the pursuit of socio-economic development that meets the needs of both current and future generations. Continued through the Prize, Sheikh Zayed's legacy is a source of inspiration for the entire world.

The inspiration criterion requires organisations to demonstrate that their solution:

- reflects Sheikh Zayed's core values – tolerance, sustainability and human development that were central to his own approach and actions;
- has inspired and influenced other organisations to advance sustainable and human development; and
- has further inspired sustainable actions from the wider community by instigating behavioural changes.

***3.1 What (or who) inspired you to develop this solution and how does that reflect Sheikh Zayed's legacy?**

Born in one of the most drought-hit districts of India Beed, Maharashtra in a farming family, I learned at an early age that while we had enough land to till, there was no water, market, or credit available to support the land leaving us crippled in a debt cycle. Pushing many of the community members to take extreme steps (suicide). Also in the local market, I also saw most of the produce getting wasted, and farmers never get the right price for their produce. Growing up amidst these challenges - inspired me to commit to building a sustainable and equitable food system. With a doctorate in Sustainable Agriculture Technologies, I founded S4S Technologies- science for society with sustainability and human development at the core of it. Working with farmers for the past 20 years - the S4S solution is designed to reduce wastage and helping women farmers transform into entrepreneurs and move out of poverty. S4S's work is aligned and reflects Sheikh Zayed's core values working towards people, planet, and prosperity. Our farmers and our Team inspire us every day to do better and so do our partners as they guide us to do better.

***3.2 What is your organisation's long term vision for sustainable development in the next 5 years and why is it realistic?**

In the next 5-10 years, our long term vision is to scale our commitment towards UN Sustainable Development Goals of : - GOAL 2: Zero Hunger: S4S is providing food security to vulnerable communities and aims to scale this to 10 million individuals over a period of 5 years in 4 geographies in Asia and Africa - GOAL 5: Gender Equality: With S4S's commitment to empowering landless women farmers, S4S aims to reach 1 Million women globally with skill development in the market, finance, and technology - GOAL 1: No Poverty: Aim to provide an additional income to 5000 women entrepreneurs helping them move-out-of-poverty - GOAL 17: Partnerships to Achieve the Goal - S4S partners with government, businesses, civic society, farmers, think tanks to achieve the goals - GOAL 7: Affordable and Clean Energy -

S4S provides affordable clean energy solution Solar dryer to Women Farmers - GOAL 8: Decent Work and Economic Growth - S4S provides rural communities with an assured income working at their home without the need to do labor work - GOAL 12: Responsible consumption and production: S4S will continue reducing food wastage saving CO2 to enter the environment

***3.3 If you won the Prize, how many more people do you estimate would benefit from your solution over the next five years? (numerical value only)**

5000000

***3.4 Please elaborate on whether you are working with (or worked with) other groups or organisations to achieve your impact and how have you inspired them to advance sustainable and human development?**

S4S partners with local governing bodies at the village level to strengthen raise awareness about nutrition and food wastage. This successful partnership has inspired the government to replicate this model in other states of India.S4S partners with financial institutions like DBS Bank to make finance available to the farmers.S4S also partners with NGOs for providing advisory services to the grower farmers.S4S also relies on partners like UN WOMEN for co-developing women-centric solutions. The other important partners are research institutions like the National Institute of Nutrition and UDCT.S4S also partners with grant-making organizations like USAID, DFID, Bill and Melinda Gates Foundation,

Other Information

*4.1 Please explain why you deserve to win the Prize?

We believe we are deserving of this recognition as our vision is coherent with Sheikh Zayed's core values and vision. S4S's solution is win-win for the entire food ecosystem - transforming the way in which food is preserved, produced, distributed and consumed. S4S's positive impact is on the environment, societal (women farmers), government and economical - making it a robust business and impact model. And all of this along-with a very fast-growing business which is financially sustainable. S4S's business model has a large scale positive impact integrated in the model. S4S has a capable Team committed to the vision of transforming food ecosystem. S4S' solution is tested globally and has the potential to scale to other smallholder farmers. Winning this prize will help us scale our solution globally and an opportunity to be amongst the other pioneers in the domain exploring partnerships, This recognition will accelerate our work towards - 1. Target Saving over 60 million tons of fruit and vegetable loss 2. Overcome Indian malnutrition which is 1/3rd of global population 3. Reduce farmer poverty and suicides which have hit to 250,000 suicides recently in India 4. Challenge of gender equality 5. Challenge of climate change by using solar energy

Impact Video

You are required to submit a video pitch, not exceeding two minutes, We strongly encourage your video to show your solution in action. Additional elements of the video could address the following:

1. what challenge or need are you addressing;
2. what is innovative and unique about your solution;
3. explain how your solution has had a positive impact on people's lives;
4. what is your long-term vision and how the prize money would contribute to this achievement.
5. why should you win the Prize?

<https://youtu.be/kOw2crAejvl>

,https://www.youtube.com/watch?v=zU62Ad8fL7M&ab_channel=swapnil34rk,

Networking

Responses in this section are not part of the evaluation/scoring process.

Information provided in this section will be used to help increase networking and engagement across the network of Zayed Sustainability Prize applicants, finalists and winners. Please respond to all questions that apply to you.

5.1 Have you been in contact with any previous Zayed Sustainability Prize winners or finalists?

- Yes
- No

5.2 Would you be interested in working with other finalists or winners?

- Yes
- No

5.3 Would you be willing to be matched with a Global High School to support their solutions?

- Yes
- No

5.4 Do you currently have any operations in the UAE at present?

- Yes
- No

5.5 Are you also looking to raise further Project Equity Investment for a future project?

- Yes
- No

5.5.1 If yes, please briefly describe this project/investment opportunity?

S4S is invested by Acumen Fund and Factor[E] Ventures in equity and by Yunus Social Business in debt. S4S has also received grant funding support from the Shell Foundation, DBS Foundation. S4S has raised a total of \$3.5 Million and is now raising \$8 Million in equity, debt, and grant funding with an offer of 15-20% equity to offer. With the investment, S4S has built a fully traceable digital supply chain, quality assurance process, recruited a world-class team, expanded its product basket from 2 products to 11 products, and expanded its customer base to 800 Customers. S4S has created 455 Women Micro-Entrepreneurs and works with 6000+ farmers. Pre-Covid S4S was growing 15-20% month-month and is now back to our growth

track. The investors have an opportunity to invest with other marquee existing global investors. This round of funding will be used to scale S4S its current operations scaling to 2500 Micro-Entrepreneurs increasing the annual revenue by 10 X with an objective to : - Consolidate structural supply chain advantage by building scalable sourcing systems - Reinforce strong market position by continuing to delight customers with unmatched products - Keep the Position for Growth maintained

5.5.2 If yes, How much money would you like to raise for this project (in US\$)

8000000

5.5.3 If yes, What returns would you expect to be able to offer Equity investors for this project? (In %)

25

5.5.4 If yes, What year would the project start generating returns to investors?

2023

5.5.5 If yes, Please provide other relevant details you wish potential investors to be aware of: (Please note a separate information request may follow to collect further details)

With a market size of USD 17 billion, India's 11% of fruit and vegetable supplies are consumed by industrial segments. This customer segment sees challenges of daily purchase, long preparation time, high cost, and losses. With the Series A Round, S4S plans to achieve the following in 18 months after fundraise: - Develop, test, and productized optimal tech integrated raw material sourcing of processing and non-processing grade produce via farmers, FPOs, and aggregators to meet a scale of 3500 tons/day (1mil tons/year) in 2024 -Revenue: USD 2 Million/month with 25% margins - MEs expansion to 2500 - Build Sales Team along with support Teams HR, finance and Farm team - Capex reduction of 25% for the given throughput - Consolidate position in existing products and market segments to become the leading provider of dried onion, garlic, ginger, tomato - Invest in S4S brand strengthening in existing customer segments to build loyal customer case - Strengthen systems for and tightly manage sales, service, quality complaint, and delivery processes to maintain high customer satisfaction

5.5.6 If yes, Would you be willing for these details of your submission to be shared with potential UAE and international investors? (Please note a separate information request may follow to collect further details)

- Yes
 No

5.5.7 If yes, Would you be prepared to travel to the UAE to meet potential investors?

- Yes
 No

Disclaimer:

Due to COVID-19, travel restrictions exist that change frequently. Should you still wish to travel, you acknowledge and agree that:

- (i) you shall undertake this travel solely at your own risk;
- (ii) Zayed Sustainability and Masdar shall not have any liability towards you or any third party for any loss, damage, illness, expenses or claim arising in connection with or as a result of the above travel; and
- (iii) you shall hold Zayed Sustainability Prize and Masdar harmless against any such third party claim.

Example