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Potato Flakes Plant
Merino Industries Ltd.
Hapur, UP, India
15 July, 2022



Merino Group メリノ・グループ概要

- ▶ 50 years of Legacy
創業から50年
- ▶ Fifth largest Laminate manufacturer of the world
ラミネート・メーカーとして世界第5位
- ▶ **India's one of the largest Potato Flakes manufacturer**
インドの最大手のポテトフレークス・メーカーの一つ
- ▶ More than 2000 associates work at four manufacturing plants in India
4工場・従業員2000人
- ▶ Export products to 70 countries across the world including USA, Canada, Germany, China, Brazil etc (Panel products and Potato Flakes) 70か国に輸出
70か国にラミネート製品、ポテトフレークスを輸出（アメリカ、カナダ、ドイツ、中国、ブラジルなど



Our Business Lines メリノの事業

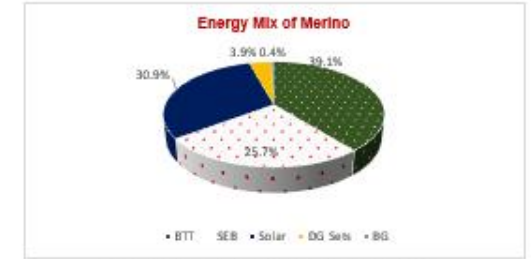
- Interior & Achitectural Segment (インテリア、建築関連)
- Food - Potato Flakes (食品 ポテトフレークス)
- Agri business - Seeds of Potato, Paddy and Maize (アグリ・ビジネス
種イモの生産、米、とうもろこし)
- Information Technology (IT)



Our Commitment to Environment & Society

環境とコミュニティへのコミットメント

- ▶ Factories run with 75% Green Energy - Usage of Solar Panels, Power is generated from Agro waste & Gas is generated from Anaerobic digester
工場は75%グリーンエネルギーで稼働
- ▶ Consistently working toward building a greener ecosystem by preserving ever depleting underground water by a **Zero Discharge Initiative** (though variety of innovative installations like Anaerobic & Aerobic Digester, Soil Biotechnology based Secondary Treatment, RO based tertiary treatment and so on) ゼロ・ディスチャージ・イニチアチブを推進
- ▶ Working toward upliftment of weaker section of the society by running free clinic, immunisation programme, meal supply to village schools, free schools for poor children 無料診療所、予防接種プログラム、村の学校への給食、貧しい子供たちのためのフリースクールを運し、社会的弱者の地位向上の取り組み。



Source: Energy Database of Merino Industries 2021-22

Merino has both conventional sources of energy like fossil-based Diesel-Generators (DG Sets), State Electricity Boards (SEBs) and renewable /alternate energy resources namely, Solar, Biomass based turbines (TG) and Biogas plants (BG). However, over the time the group has increased the focus to fulfil most of the energy demand from renewable sources, that are, from biomass and solar.

1.2 Solar is preferred choice for power in Merino



Rooftop Solar in Hapur



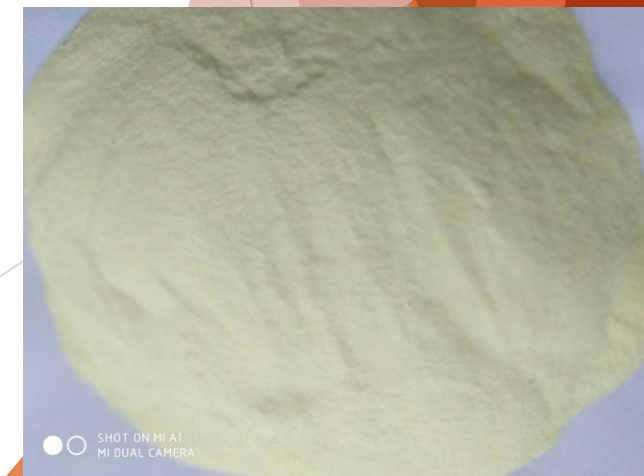
Ground mounted Solar by MIL Rohad, in Budak



Vegit Potato Flakes Features

メリノのポテトフレークスの特徴

- ▶ **Functional Attributes matches world's best flakes from USA and Europe**
アメリカ産・ヨーロッパ産と同等以上の品質
- ▶ **Customization of texture & taste in Flakes makes it possible to cater to different industries - from Croquette to Pellet snacks and Stack Chips**
フレークのテクスチャーと味のカスタマイズが可能。コロッケからペレットスナック、スタックチップスまで、様々な製品への対応が可能
- ▶ **Clean flakes in terms of Physical (peel count) purity and Microbial contamination**
微生物汚染, 異物で、よりクリーンなポテトフレークス



ECONOMY ♦ EXCELLENCE ♦ ETHICS

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Vegit Potato Flakes Features

メリノのポテトフレークスの特徴

- ▶ Pathogenic bacteria including heat resistant Clostridium spp. s and Bacillus are completely absent

耐熱性のクロストリジウム属菌やバチルス属菌を含む病原性細菌は陰性。

- ▶ From large particles size of 6mm to a very small 75 micron is possible (i.e. Bulk density from 200 g/l to 700 g/l suiting to final applications)

6mmの大きな粒子から75ミクロンの小さな粒子まで可能。

(例：最終用途に適した200g/lから700g/lまでのかさ密度)

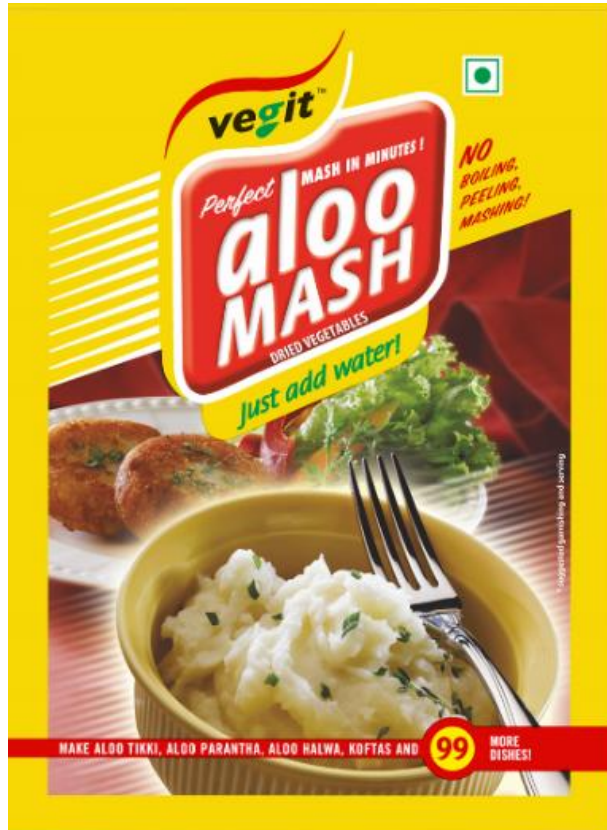
- ▶ Potatoes are sourced from know sources with data covering growing practices, hence total traceability from farm to packaging is possible

原料のポテトは農薬使用履歴等を把握できる 既知の生産者のものを使用しており、ロット管理と合わせて最終製品までのトレーサビリティがあります。



Vegit's Potato Flakes - Retail Packs

1kg 袋のホテル、レストラン用製品



- ▶ It is the flagship product from the Vegit stable
- ▶ It's extremely easy to use. Only water needs to be added to use this product
- ▶ It is the bestseller in the Hotels, Restaurants & Catering business given the amount of time it saves & the range of dishes that can be made out of it - curry thickener, Coating, Stuffing, etc.
- ▶ Vegit Potato Flakes are healthy & fresh. It allows the customer to give their own twist to make many product out of one product
- ▶ Available in 1 kg packs too



Potato Flakes Manufacturing Plant

ポテトフレークス製造工場について

- ▶ Plant is operational since 2005 2005年に生産開始
- ▶ Entire line is sourced from Europe 全生産ラインをヨーロッパから輸入
- ▶ Equipped with abrasive and Steam peeler アブレイザー及びスチームピラーを設置
- ▶ Automatic Operations - From Potato Grading to Packaging ポテトのグレーディングから袋詰めまでオートマティクな生産ライン
- ▶ State of the Art Quality Control and R&D Lab for process control and continual Quality Improvement 高いレベルの品質管理とR&Dラボにより継続的な品質改善
- ▶ Located in the largest Potato Growing state (Uttar Pradesh) in India
工場所在地はインドで最大のポテト生産であるウッタル・プラデシュ州
- ▶ Merino has a completely integrated Model - from Potato basic seed production to farm management in own as well as contract farming system
種イモの生産から自社農場での肥培管理、契約農場でのポテトの栽培
- ▶ ISO Certificates: FSSC 2200, ISO 9001, ISO 14001 & ISO 45001 FSSC 2200, ISO 9001, ISO 14001 & ISO 45001の認証を取得
- ▶ Annual Production capacity of Potato Flakes: 6500 MT ポテトフレークス生産能力6500トン/年



Why Merino ?

- ▶ Complete understanding of the business from Raw Potatoes to Finished Goods - Potato Flakes
原料から最終製品までの包括的な理解
- ▶ All Non-GMO potatoes ポテトはすべてNon-GMO
- ▶ R&D Programme under competent personnel and integrated departments in Potato growing and processing ジャガイモの栽培と加工における人材と統合された部門の下での研究開発プログラム
- ▶ Components of Merino Agro Division: メリノの生産関連部門
 - ▶ Soil & Water Analysis Department 土壌と水質検査部門
 - ▶ Biotech Operation (Basic Seed production - Tissue Culture Laboratory, Aeroponic System, Green Houses), バイオテック部門-組織培養のラボ、噴霧耕（気耕）栽培、等）
 - ▶ Farm Management 肥培管理
 - ▶ Potato Flakes Quality Assurance and R&D Laboratories ポテトフレークスの品質管理とラボ
 - ▶ Collaborative Programme with French Potato Seed Company フランスの種イモ会社と加工用ポテト開発に関する提携
- ▶ Supplying standard as well customized Potato Flakes to Local & Global food giants like Kellogg's, Nestle, PepsiCo-Thailand, Pepsico-India, McCain, General Mills, 一般的な規格から顧客規格のポテトフレークスをケロッグ、ネスレ、ペプシコ、マッケイン、ゼネラルミルズに納入
- ▶ We export Flakes to Japan, Thailand, Singapore, Malaysia, Indonesia, Korea, Israel & Many Gulf countries 輸出先は日本、タイ、シンガポール、マレーシア、インドネシア、韓国、イスラエル、湾岸諸国

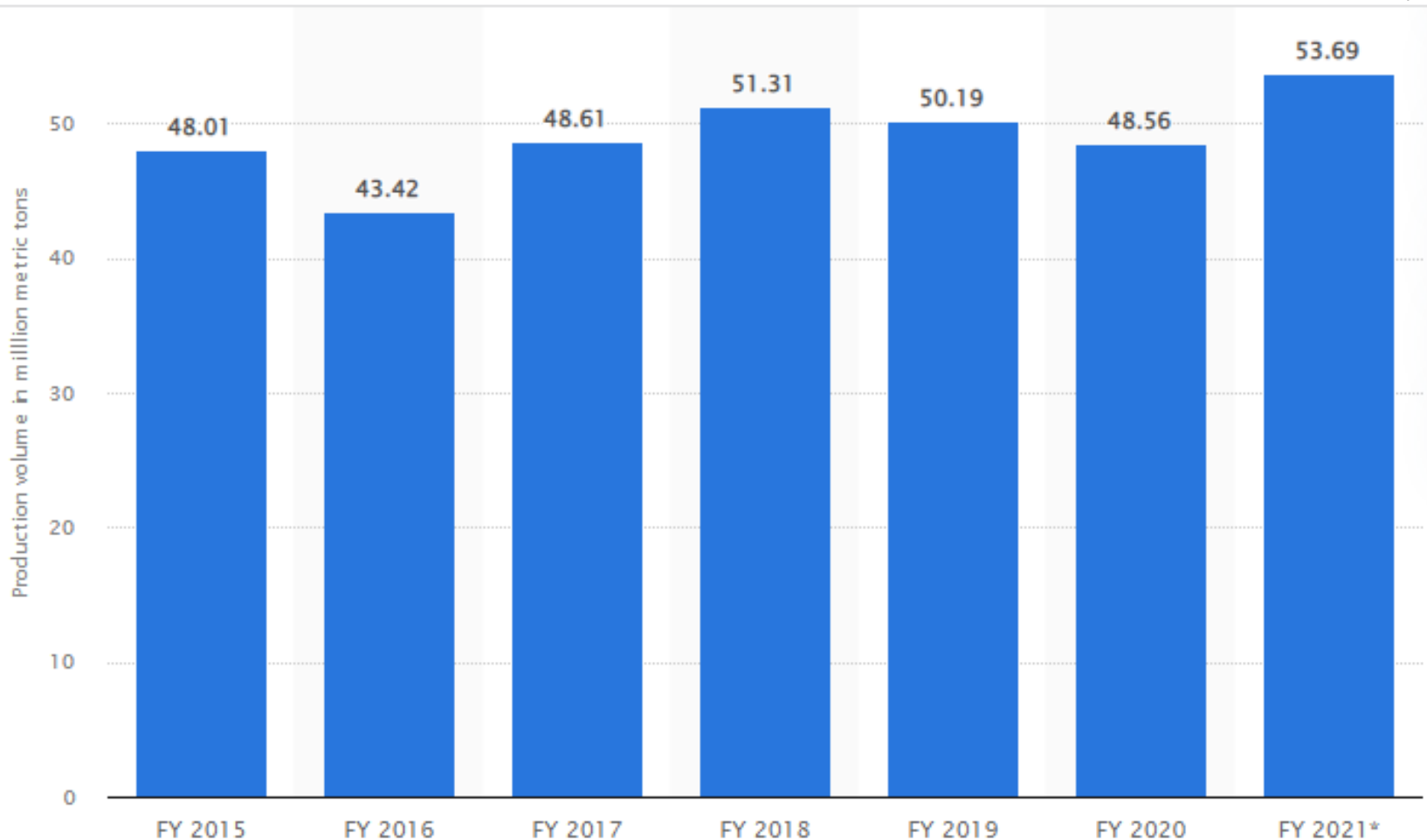


Application of Vegit Potato Flakes



Potato Scenario in Current Season インドのじゃがいも生産

- ▶ Total Production 52 mill mt 生産量5200万トン
- ▶ Stored qty is 28 m mt 貯蔵数量2800万トン
- ▶ Consumed till date 30% (3% increase from that of last year qty) 消費量は対前年3%増
- ▶ Processing sector demand rises 11% this year 加工用は11%増加



ありがとう
ございました

