

## Addressing Food Safety and Traceability in India

IFC partnered with Jain Irrigation Systems Ltd., an Indian company that is a leading international producer of processed fruits and vegetables, to increase farmers' water efficiency and help fruit and vegetable suppliers meet international food safety standards.



### RESULTS AND IMPACT

- Developed JAIN GAP food safety standard that includes 74 of the 256 total GLOBALGAP criteria.
- Achieved GLOBALGAP recognition of the JAIN GAP standard as a "Primary Farm Assurance" Standard.
- Trained 4,162 JISL farmers on GAP practices.
- 1,340 farmers complied with the JAIN GAP practices.
- 5,573 acres of land cultivated under the JAIN GAP system.
- IFC has invested \$133 million in Jain Irrigation Systems Ltd. since 2007.

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*"[Implementing Jain GAP] is a win-win for everybody. The farmer will get more products, more financial returns, and better safety and occupational health. We will also get better quality materials, assured supply, and more satisfied clients."*

—Dilip Kulkarni, President, Agrifood Division,  
Jain Irrigation Systems Ltd.

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\*This series provides examples of IFC's impact, expertise and lessons learned working with clients and partners.

## The Opportunity

Water scarcity and food safety are alarming 21st century issues. Agribusinesses around the world recognize limited natural resources and uncertified suppliers as threats to their reputations as well as their profitability.

India-based Jain Irrigation Systems Ltd. has partnered with IFC on a variety of projects relating to food safety and water efficiency. Jain Irrigation Systems Ltd. is one of the world's largest producers of dehydrated onions and mango pulp, puree, and concentrate.

As part of a previous successful partnership with IFC, Jain Irrigation Systems Ltd. was the first business in a developing country to conduct a Water Footprint Assessment, which led to a reduction in its water consumption as well as a strategy to increase local water availability.

India is also one of the largest and lowest cost producers of fruits in the world, yet its share in global exports (both and processed) is less than 2 percent of the total world trade.

One of the major constraints faced by Indian food processors and exporters is the lack of local compliance with stringent food safety standards demanded by the major importing countries of the world.

## IFC's Approach

IFC partnered with Jain Irrigation Systems Ltd. to help local suppliers meet food safety standards that the international market demands.

The farms of Jain Irrigation Systems Ltd. are certified by GLOBALGAP, a non-governmental organization that sets voluntary standards for certification around the globe. However, the company has noted increased interest from its buyers in the farm-level practices of its suppliers and in its ability to trace the origins of its products.

To assess the practices of small-scale Indian farmers, IFC performed a diagnostic of Jain Irrigation Systems Ltd.'s mango and onion supply chains, which noted varying levels of GAP compliance at the farm level.

IFC and Jain Irrigation Systems Ltd. joined forces to develop and pilot a "Jain GAP" standard to apply to the firm's supply chain. This tailor-made standard is a modified and simplified version of GLOBALGAP that brings a measure of food safety and standards to Jain Irrigation Systems Ltd.'s supply base while minimizing the associated costs of compliance to both farmers and Jain Irrigation Systems Ltd..

Jain GAP is an entry-level standard that includes critical elements of Global GAP, such as traceability, food safety, hygiene, sanitation, and occupational health.

To support the implementation of this standard, IFC provided experts who:

- Trained Jain Irrigation Systems Ltd. staff on managing the standard
- Trained extensionists on specific practices so that they could train farmers on meeting the standard
- Trained Jain Irrigation Systems Ltd. auditors on verification processes

*IFC, a member of the World Bank Group, is the largest global development institution focused exclusively on the private sector.*

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**IFC CLIENTS** Jain Irrigation Systems Ltd.