विदेश व्यापार महानिदेशालय
DIRECTORATE GENERAL OF
FOREIGN TRADE

सत्यमेव जयते

MP Industrial Development Corporation limited

Dewas

Madhya Pradesh

DISTRICT EXPORT PLAN



Districts as Export Hubs

आज़ादी का अमृत महोत्सव

Acknowledgement

This is the first mammoth exercise of its kind which sought the involvement of all export related trade bodies, departments of state and central governments.

I extend my sincere thanks to the MP Industrial Development Corporation for their extensive support in convening the meetings of District Export Promotion Committee (DEPC). I would also like to thank all members of DEPC committee who participated enthusiastically in the meetings and provided critical inputs for the report. I extend my sincere thanks to Department of Industries and Commerce and its officers and MSME department of Govt of Madhya Pradesh played pivot role of coordination among all stakeholders.

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Chandramauli Shukla (IAS)
Collector & District Magistrate
Dewas

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1. Background

1.1. About MP Industrial Development Corporation (MPIDC)

Madhya Pradesh is one of the fastest growing States of India. Since its formation in 1956, Madhya Pradesh has grown from being an agriculture and mining-based economy to an industry/ services-based economy. The state has a well-built infrastructure that has attracted investments in various sectors. The emergence of industrial goods among the top export items is an indication of rise in the industrial sector of Madhya Pradesh.

MP Industrial Development Corporation (MPIDC) is Madhya Pradesh Government's trade promotion and investment attraction Nodal Agency. In order to implement the vision of the Prime Minister of India, a State Level Export Promotion Committee (SLEPC) headed by the Chief Secretary has been constituted and Export Commissioner of Madhya Pradesh has been appointed as the convener of SLEPC to draw appropriate export action plan for the State.

Thus, Export Facilitation Cell has been constituted in MPIDC by deploying trade advisors and analysts to assist department in conceptualization, implementation and monitoring of export promotion program in the state. To take this initiative forward MP Trade Portal and Export Helpline has been launched by Hon'ble Chief Minister of the state.

The Cell envisages the following activities:

- Export Facilitation cell will conduct virtual outreach programmes with all the districts of Madhya Pradesh and will provide necessary support to the stakeholders.
- Plan export boot camps in the select districts to create awareness and to assist district authorities to achieve their export related objectives
- To develop and manage Trade Intelligence Platform - MPTradePortal.org for providing guidance and support to new and existing exporters in context of information about export opportunities, procedure for setting up an industry & approvals required.
- Interaction with global and domestic stakeholders, international trade agencies and international communities to prepare roadmap for export promotion

1.2. Brief description of District as Export Hub

The objective is to enable MSMEs, farmers and small industries to get benefit of export opportunities in the overseas markets and shift focus on District led Export Growth for self-sufficiency and self- reliance. It should attract investment in the district to boost

manufacturing and exports and provide ecosystem for Innovation/ use of Technology at District level to make the exporters competitive. It should also help reduce transaction cost for the exporter at various stages of export cycle and generate employment in the district. The focus on the districts should also provide platforms for wider and global reach of products and services from the district through E-commerce and Digital marketing.

1.3. Rational for District Export Plan

District Export Plan is a comprehensive plan for the district, which aims to realize the vision of creating export centric economic development through limited but sustainable & interventions, targets specifically at the district level.

The creation of institutional framework in the form of SEPC and DEPC will further consolidate the efforts for export promotion and trade facilitation through single window to provide accessible information and support to exporters. The implementation of District Export Action Plans will lead to improvement in trade logistics and infrastructure, information dissemination among local business to scale up and start exporting. The quantifiable targets identified in the DEAPs will guide the various government agencies both at the Central and the State/UT to work collectively at resolving issues faced by exporters of the district.

The District Export Action Plan will include clear identification of products (goods and services) with export potential in the district. The plan may include institutional/other responsibilities, specifics of policy, regulatory and operational reform and infrastructure/utilities/logistics interventions required across the entire chain from producer/farm to the export destination also to cover aspects like production, productivity/competitiveness, improvements required in design, tie up of producers with exporters, aggregation, sorting, testing, certification, packaging, transportation through cold chain or otherwise, import export formalities, fulfilment of destination countries standards etc. It will also include identifying bottlenecks/Issues in GI production, registration, marketing and its exports.

The plan may also include the support required by the local industry in boosting their manufacturing and exports with impetus on supporting the industry from the production stage to the exporting stage informative material on various incentives provided by the Government of India and the respective State Government may disseminate to the industry and other potential exporters.



2. Constitution of District Export Promotion Committee (DEPC)

2.1. Role of DEPC

District Export Promotion Committees (DEPCs) to be constituted in each District. DEPCs may be headed by DM/Collector/DC/District Development Officer of the District and co-chaired by designated DGFT Regional Authority. All key officers related to agriculture, horticulture, livestock, fisheries, handicrafts, handlooms and industry in the district and the Lead Bank Manager along with key Export Promotion Councils, Quality and Technical Standards Bodies, Government of India departments like MSME, Heavy Industry, Revenue and Textiles will be part of the DEPC.
DEPC will focus on the specific actions required to support local exporters / manufacturers in producing exportable products in adequate quantity with the requisite quality reaching potential buyers outside India. The primary function of the DEPC is to prepare and act on District Specific Export Action Plans in collaboration with all the relevant stakeholders.

2.2. Methodology for selecting products for exports

Meetings of DLEPC

DLEPC meeting is being regularly held in the district under chairmanship of Deputy Commissioner (District Collector), Co-chair with DGFT Officers, General Manager of DIC as convener with other members.

Representatives of Industrial Associations in the districts, Export Promotion Council is Federation of Indian Exports (FIEO), Engineering Export Promotion Council (EEPC), major industrial groups, leaders of industrial clusters, officials related to banks and industrial departments were presented in the meeting.

Long discussion was held on topic of Central and State government policies, problems in the state and districts related to industries and exports.

After deliberations, the committee identified various sector/products as focus products for exports from the district which is discussed in the next section.

Export Data of the State and District

Directorate General of Commercial Intelligence and Statistics is the repository of trade data of India. We have analysed last 10 years' data of exports from the state. We have compared the export potential with district infrastructure.

Export Data of India and the World

Directorate General of Commercial Intelligence and Statistics is the repository of trade data of India. WTO through Trade map is repository of data of world trade. We have analysed both in terms of growth of export products.

Experience of Departments and Officers

DGFT from Central Government and District Industries Centre from State Government are the bodies working at the ground level for industries and exports. Officers of the departments have wide experience of the market, products along with their strengths and weaknesses.

Swot Analysis of the Product

DGFT has done SWOT (Strength, Weakness, Opportunities and Threats) analysis of every product produced in the region with comparative studies. By calculating, analysing, taking inputs from all stake holders. DLEPC sorted out products for exports from the districts. Detailed analysis of the products has been described in next chapters.

कलेक्टर कार्यालय, जिला देवास

कमांक / जिउकेदे / एमएसएमई / 2020 / 1687 देवास,दिनांक 26/11/2020

//आदेश//

भारत सरकार वाणिज्य एंव उद्योग ,मंत्रालय डिप्टी डायरेक्टर , General of Foreign Trade, द्वारा निर्यात हब विकसित करने विषयक पत्र दिनांक 26.12.2019 के अनुक्रम मे जिला स्तर पर निम्नानुसार जिला निर्यात प्रोत्साहन (DEPC) समिति गठित की जाती है ।

कमांक	अधिकारी का पद	नामित पद
1	कलेक्टर	अध्यक्ष
2	क्षेत्रीय अधिकारी, Directorate General of Foreign Trade	सह–अध्यक्ष
3	प्रबंध संचालक / प्रतिनिधि आई.आई.डी.सी इन्दौर	सदस्य
4	जिला अग्रणी बैंक प्रबंधक	सदस्य
5	प्रबंधक नाबार्ड	सदस्य
6	एम एस एम ई इन्दौर के प्रतिनिधी	सदस्य
7	उद्योग संघ एसोसिएशन के प्रतिनिधि	सदस्य
8	अवंतिका मेगा फुड पार्क के प्रतिनिधि	सदस्य
9	उप संचालक ,किसान कल्याण तथा कृषि विकास	सदस्य
10	सहायक संचालक मत्स्य विभाग	सदस्य
11	उप संचालक उद्यानिकी विभाग	सदस्य
12	सहायक संचालक , हाथकरघा / हस्तशिल्प विकास निगम	सदस्य
13	क्षैत्रीय अधिकारी Fssai	सदस्य
14	महाप्रबंधक,जिला व्यापार एंव उद्योग केन्द्र	सदस्यसचिव

समिति आवश्यकतानुसार अन्य शासकीय विभागों /कम्पनी के अधिकारीयो को भी बैठक मे आमंत्रित कर सकेगी तथा आवश्यकता पडने पर स्वैच्छिक संगठनों के प्रतिनिधि/विषय विशेषज्ञो को भी बैठक मे आमंत्रित किया जायेगा ।

उक्तानुसार गठित समिति द्वारा जिले के विशिष्ट उत्पादो/सेवाओ को वैश्विक स्तर पर निर्यात हेतु चिन्हित किया जाना है ।

कलेक्टर
जिला देवास (म0प्र0)

कमांक / जिउकेदे / एमएसएमई / 2020 / 1686–88 देवास,दिनांक 26/11/2020

प्रतिलिपि:–

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4. स्टेनो टू कलेक्टर जिला देवास की ओर सूचनार्थ ।

कलेक्टर ,
जिला देवास (म0प्र0)



3. Economic and export data of Madhya Pradesh

3.1. Rank of States/UTs contribution to GDP of India

Table: Rank of all states/UTs as per their GDP of 2019-20

Rank	State/UT	Nominal GDP (trillion INR, lakh crore ₹)
1	Maharashtra	₹28.78 lakh crore (US$400 billion)
2	Tamil Nadu	₹18.45 lakh crore (US$260 billion)
3	Uttar Pradesh	₹17.94 lakh crore (US$250 billion)
4	Karnataka	₹15.35 lakh crore (US$220 billion)
5	Gujarat	₹15.05 lakh crore (US$210 billion)
6	West Bengal	₹12.54 lakh crore (US$180 billion)
7	Rajasthan	₹10.20 lakh crore (US$140 billion)
8	Andhra Pradesh	₹9.73 lakh crore (US$140 billion)
9	Telangana	₹9.69 lakh crore (US$140 billion)
10	Madhya Pradesh	₹9.07 lakh crore (US$130 billion)
11	Delhi	₹8.56 lakh crore (US$120 billion)
12	Haryana	₹8.31 lakh crore (US$120 billion)
13	Kerala	₹7.81 lakh crore (US$110 billion)
14	Bihar	₹6.12 lakh crore (US$86 billion)
15	Punjab	₹5.75 lakh crore (US$81 billion)
16	Odisha	₹5.31 lakh crore (US$74 billion)
17	Assam	₹3.16 lakh crore (US$44 billion)
18	Chhattisgarh	₹3.29 lakh crore (US$46 billion)
19	Jharkhand	₹3.28 lakh crore (US$46 billion)
20	Uttarakhand	₹2.46 lakh crore (US$34 billion)

21	Himachal Pradesh	₹1.65 lakh crore (US$23 billion)
22	Jammu and Kashmir	₹1.56 lakh crore (US$22 billion)
23	Goa	₹0.731 lakh crore (US$10 billion)
24	Tripura	₹0.553 lakh crore (US$7.8 billion)
25	Chandigarh	₹0.421 lakh crore (US$5.9 billion)
26	Puducherry	₹0.408 lakh crore (US$5.7 billion)
27	Meghalaya	₹0.366 lakh crore (US$5.1 billion)
28	Sikkim	₹0.287 lakh crore (US$4.0 billion)
29	Manipur	₹0.325 lakh crore (US$4.6 billion)
30	Nagaland	₹0.272 lakh crore (US$3.8 billion)
31	Arunanchal Pradesh	₹0.246 lakh crore (US$3.4 billion)
32	Mizoram	₹0.195 lakh crore (US$2.7 billion)
33	Andaman and Nicobar	₹0.079 lakh crore (US$1.1 billion)

(Source: Wikipedia)

3.2 Rank of States/UTs in contribution To GST In India in Rs Cr

Table: Rank of all states/UTs as per their GST collection in May-21 vis-à-vis May-20

Rank	State	May-21	May-22	Growth
1	Maharashtra	13565	20313	50%
2	Gujarat	6382	9321	46%
3	Karnataka	5754	9232	60%
4	Tamil Nadu	5592	7910	41%
5	Uttar Pradesh	4710	6670	42%
6	Haryana	4663	6663	43%
7	West Bengal	3590	4896	36%
8	Delhi	2771	4113	48%
9	Telangana	2984	3982	33%
10	Odisha	3197	3956	24%
11	Rajasthan	2464	3789	54%
12	Andhra Pradesh	2074	3047	47%
13	Madhya Pradesh	1928	2746	42%
14	Chattisgarh	2026	2627	30%
15	Jharkhand	2013	2468	23%
16	Kerala	1147	2064	80%
17	Punjab	1266	1833	45%
18	Uttarakhand	893	1309	46%
19	Bihar	849	1178	39%
20	Assam	770	1062	38%
21	Himachal Pradesh	540	741	37%
22	Goa	229	461	101%
23	Jammu and Kashmir	232	372	60%

24	Dadra and Nagar Haveli	228	300	31%
25	Sikkim	250	279	12%
26	Other Territory	121	185	52%
27	Puducherry	123	181	47%
28	Meghalaya	124	174	40%
29	Chandigarh	130	167	29%
30	Center Jurisdiction	141	140	0%
31	Arunachal Pradesh	36	82	124%
32	Tripura	39	65	67%
33	Nagaland	29	49	67%
34	Manipur	22	47	120%
35	Mizoram	15	25	70%
36	Andaman and Nicobar Islands	48	24	-50%
37	Ladakh	5	12	134%
38	Lakshadweep	0	1	148%
39	Daman and Diu	0	1	153%
	Grand Total	70951	102485	44%

(Source: Ministry of Finance)

3.3 Export basket of Madhya Pradesh

Table: Top 10 products, exported from Madhya Pradesh in 2021-22

2-digit HS Code

Sr No	Hs Code	Commodity Description	FY 21-22 In Rs Cr
1	30	Pharmaceutical products	10782
2	52	Cotton	8693
3	63	Other made up textile articles; sets; worn textile articles	4495
4	76	Aluminium & articles thereof	4330
5	84	Machinery and mechanical appliances	3877
6	29	Organic chemicals	3763
7	23	Residues and waste from the food industries; prepared anima	3024
8	10	Cereals	2317
9	85	Electrical machinery & equipment & parts thereof; sound &	2040
10	39	Plastics and articles thereof	2020

Table: Top 10 products, exported from Madhya Pradesh in 2021-22

4-digit HS Code

Sr No	Hs Code	Commodity Description	FY 21-22 In Rs Cr
1	3004	Medicaments	10511
2	5205	Cotton Yarn	4521
3	7601	Unwrought aluminium	4125
4	5201	Cotton, not carded or combed	2734
5	2304	Oil-cake and other solid residues	2603

6	6302	Bed linen, table linen, toilet linen and kitchen linen	2415
7	6305	Sacks and bags, of a kind used for the packing of goods	1858
8	1006	Rice	1664
9	8545	Carbon electrodes, Carbon brushes, lamp carbons etc	1371
10	3920	Other plates, sheets, film, foil and strip, of plastics	1268

Table: Top 10 products, exported from Madhya Pradesh in 2021-22

6-digit HS Code

Sr No	Hs Code	Commodity Description	FY 21-22 In Rs Cr
1	300490	Other medicine put up for retail sale	8780
2	760110	Aluminium-not alloyed	4038
3	520100	Cotton, not carded or combed	2734
4	230400	Oil-cake and solid residue	2603
5	630532	Flexible intermediate bulk containers of man made textile m	1829
6	100630	Semi/wholly miled rice w/n polished/glazed	1606
7	520524	Sngl yrn of cmbd fbrs measurng<192.31 but >=125 dctx(>52	1519
8	520523	Sngl yrn of cmbd fbrs measurng< 232.56 but >=192.31 dctx(	1444
9	854511	Electrodes of a kind used for furnaces	1371
10	630260	Toilet linen and kitchen linen,of terry towelling/similar	1346

Table: Top 10 products, exported from Madhya Pradesh in 2021-22

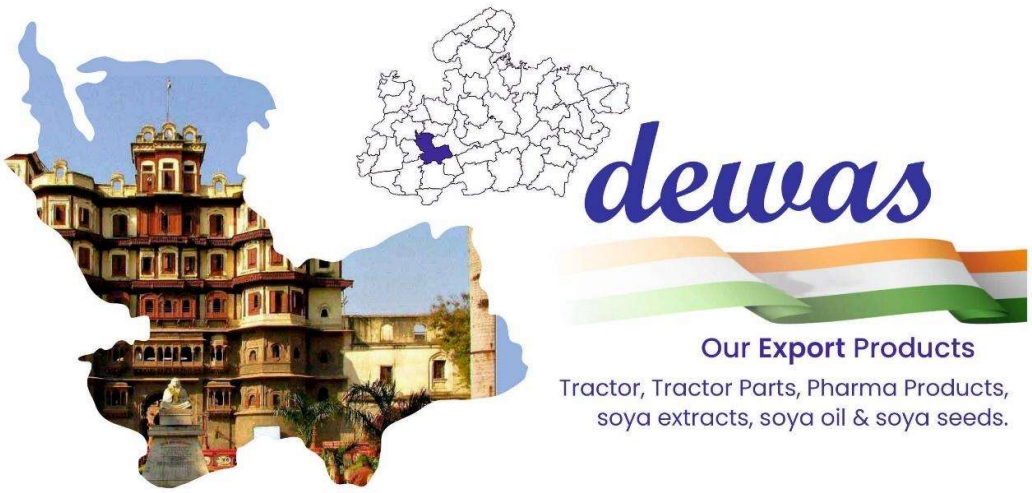
8-digit HS Code

Sr No	Hs Code	Commodity Description	FY 21-22 In Rs Cr
1	30049099	Other medicine put up for retail sale n.e.s	6018
2	76011010	Aluminium ingots-not alloyed	4035
3	52010015	Indian cotton of staple length 28.5mm (1.4/32) and above	2531
4	63053200	Flexible intermediate bulk containers of man made textile	1829
5	52052410	Grey Cloth 2401	1516
6	52052310	Grey Cloth	1427
7	23040030	Meal of soyabean, solvent extracted (defatted) variety	1382
8	85451100	Electrodes of a kind used for furnaces	1371
9	63026090	Toilet linen and kitchen linen, of terry towelling or similar	1346
10	10063020	Basmati rice	1002

3.4 Export from India state wise 2021-22 vis-a-vis 2020-21 in Rs Cr

Sr No	States	FY 21-22 in Rs Cr	% Share FY 21-22	FY 20-21 in Rs Cr	% Share FY 20-21	Change from FY 20-21 to FY 20-21 in %
1	Gujarat	945796	30.06	448300	20.76	110.97
2	Maharashtra	545084	17.33	431533	19.99	26.31

3	Tamil Nadu	262323	8.34	193295	8.95	35.71
4	Karnataka	193064	6.14	112076	5.19	72.26
5	Uttar Pradesh	156897	4.99	121140	5.61	29.52
6	Andhra Pradesh	143843	4.57	124744	5.78	15.31
7	Haryana	115973	3.69	85731	3.97	35.27
8	West Bengal	103600	3.29	66248	3.07	56.38
9	Odisha	127232	4.04	75718	3.51	68.03
10	Unspecified	38022	1.21	95795	4.44	-60.31
11	Telangana	81971	2.61	64539	2.99	27.01
12	Rajasthan	72000	2.29	49231	2.28	46.25
13	Madhya Pradesh	58407	1.86	47959	2.22	21.78
14	Delhi	61612	1.96	56184	2.60	9.66
15	Punjab	52903	1.68	39231	1.82	34.85
16	Kerala	34158	1.09	29152	1.35	17.17
17	Dadra & Nagar Haveli	28595	0.91	19547	0.91	46.29
18	Chattisgarh	25241	0.80	17200	0.80	46.75
19	Bihar	17220	0.55	11191	0.52	53.87
20	Goa	18130	0.58	17094	0.79	6.06
21	Himachal Pradesh	16009	0.51	12314	0.57	30.02
22	Jharkhand	18247	0.58	12068	0.56	51.21
23	Uttaranchal	14414	0.46	15915	0.74	-9.43
24	Daman & Diu	5487	0.17	4600	0.21	19.26
25	Pondicherry	3667	0.12	3118	0.14	17.61
26	Assam	3358	0.11	3076	0.14	9.17
27	Jammu & Kashmir	1835	0.06	1180	0.05	55.52
28	Chandigarh	737	0.02	559	0.03	31.85
29	Sikkim	141	0.00	70	0.00	102.56
30	Arunachal Pradesh	13	0.00	4	0.00	242.74
31	Meghalaya	64	0.00	80	0.00	-19.26
32	Tripura	90	0.00	83	0.00	8.19
33	Andaman & Nicobar	9	0.00	14	0.00	-38.94
34	Nagaland	8	0.00	45	0.00	-81.06
35	Manipur	7	0.00	7	0.00	-0.82
36	Ladakh	0	0.00	0	0.00	0.00
37	Lakshadweep	1	0.00	1	0.00	0.57
38	Mizoram	29	0.00	5	0.00	467.30
39	India's Export	3146186	100.00	2159043	100.00	45.72



4. About the District

4.1. General Characteristic of the District

Dewas district is in the west-central part of Madhya Pradesh, 40 km from Indore via AB Road. It is situated on the Malwa plateau and is bounded by Ujjain district in the north, Indore district in the west, West-Nimar district in the south-west, East Nimar district in the south, Hoshangabad district in the South East, Sehore district in the east and Shajapur district in the North-East. The tropic of cancer passes through the district near Nemawar village. The major minerals found in the district are sand, murum, grit and dhoka stone.
Dewas has many industrial units providing employment to thousands of industrial workers. It has some industrial areas on Indore Road and also few pockets of industries on Ujjain Road. It is also Known for its Bank Note Press. Dewas is an industrial city of the state. It has many mid-sized and small industries. The largest companies include Kirloskars, Arvind Mills, S Kumars, Tata - Cummins, Gajra Gears, Gabriel India Ltd, Sun Pharma, Ranbaxy Labs, Steel Tubes and the Bank Note press. Rapid industrialization took place in the late 70s and early 80s, but due to inadequate infrastructure, the pace has been slower since the late 80s. There are still large companies delivering substantial profits, however. Dewas is known as the Soya capital of India and is a major part of the soya bean processing industry in the country.

The district is now divided in to 9 tehsils viz. Sonkatch, Dewas, Bagli, Kannod, Tonk-Khurd, Khategaon, Satwas, Hatpipliya and Udainagar. Dewas tehsil is situated on the north-western part of the district, Sonkatch on the north-eastern part, Bagli on the south, Kannod on the south-central part and Khategaon on the South-east. Weather road connects all the tahsil

headquarters. The Head-quarters of Dewas tehsil, which is also the district headquarters, is situated on The Bombay-Agra National Highway No.3 and is also connected by broad-gauge railway line of western Railway.

Accessibility to Exporters:

By Rail

Dewas Junction (DWX), is a Standard Broad Gauge Railway Station which belongs to Ratlam Division of Western Railway (India) Zone, is well connected with all major cities of India. Dewas Junction lies on Indore Junction BG - Ujjain Junction branch line and it has one line originating and going towards Maksi Junction which connects Nagda Bhopal Junction WR-CR link line. Indore - Ujjain line has been eletrified now. This would rather increase some more speed and connectivity.

By Road

Dewas is well connected to major cities in state and Central India through extensive network of national and state highways. NH3 Agra Mumbai National highway (A.B. Road) passes through the town. NH 86 starts from Dewas and goes up to Kanpur passing through UP via Ashta, Sehore, Bhopal, Raisen, Sanchi, Vidisha, Sagar, Chhatarpur, Malhara. Dewas is well connected with both cities Bhopal and Indore, political and commercial capital of MP. Dewas is connected to Bhopal by 4 lane expressway highway known as Dewas-Bhopal Corridor. It is described as one of the best roads in central India. It is 142.6 km access-controlled road.

Distance from Bhopal: 148 km

Distance from Bhopal: 40 km

Distance from Ujjain: 37 km

Distance from Mumbai: 638 km

Distance from Mhow: 62 km

By Air

Indore and Bhopal Airport is a domestic airport which has regular flights to cities like Delhi, Mumbai, and to other major cities in India. It is a world-class airport that has daily flights to and from various cities in India such as Mumbai, Jaipur, Chandigarh, Kolkata, Ahmedabad and Kochi. Domestic airlines operate here. Some of these airlines are Air India, IndiGo, Jet Airways.

4.1.1. District Domestic Product:

Table: District Domestic Product (DDP): The DDP has increased on y-o-y basis

Gross District Domestic Product at constant 2011-12 prices (Rs Lakhs)						
2011-12	2012-13	2013-14	2014-15	2015-16	2016-17	2017-18
867208	898792	972766	1089676	1275521	1388648	1584785

Source: http://des.mp.gov.in/Portals/0/Estimates

4.1.2. Per Capita Income:

Table: Per Capita Income

Per Capita Income of District at constant (2011-12) prices (Rs Lakhs)						
2011-12	2012-13	2013-14	2014-15	2015-16	2016-17	2017-18
48453	46731	51052	54844	62176	68832	77374

Source: Reports published by Department of Planning, Economics & Statistics

Table: Sector wise contribution in Gross District Domestic Product

S. N.	Sector	Sector-Wise Gross Value Added at Constant (2011-12) Prices (Rs Lakh)						
		2011-12	2012-13	2013-14	2014-15	2015-16	2016-17	2017-18
1	Primary	336827	346426	364635	337896	323703	525213	608101
2	Secondary	286259	287393	312965	438363	588881	469857	542933
3	Tertiary	211493	230509	242399	255791	275096	295649	316978
Total GDVA at basic prices		834579	864328	919999	1032050	1187679	1290719	1468013

Source: Reports published by Department of Planning, Economics & Statistics

Table: Sub-Sector wise contribution in Gross District Domestic Product

S. N.	Sector	Sector-Wise Gross Value Added at Constant (2011-12) Prices (Rs Lakh)						
		2011-12	2012-13	2013-14	2014-15	2015-16	2016-17	2017-18
1	Crops	285844	289177	302650	263131	229361	327308	354965
2	Livestock	26733	31226	36083	44622	54707	64269	72844
3	Forestry & logging	19190	18030	18214	24856	24517	24546	23989
4	Fishing & aquaculture	1319	1499	1335	844	926	1723	1351
5	Mining & quarrying	3740	6494	6352	4442	14192	107366	154952
6	Manufacturing	182341	181961	163396	155699	177512	194383	218252
7	Electricity, gas, water supply & other utility services	45468	51101	90716	222912	351103	212912	257306
8	Construction	58451	54331	58852	59753	60265	62563	67375
11	Trade, repair, hotels and restaurants	60548	67124	69681	72751	76785	86600	94569
12	Transport by other means and Storage	20866	22740	23343	25465	26944	28788	33542
13	Railways	630	825	845	860	999	1007	1075
14	Communication & services related to broadcasting	7906	8807	10456	12093	14455	13195	12667
15	Financial services	29805	31970	34635	35424	40440	38773	39180

16	Real estate, ownership of dwelling	32842	35375	38276	41069	43352	46617	50058
17	Public administration	24785	26681	27946	28431	29841	34010	36800
18	Other services	34112	36986	37215	39696	42280	46658	49086
	Tertiary Sector	211493	230509	242399	255791	275096	295649	316978
Total GDVA at basic prices		834579	864328	919999	1032050	1187679	1290719	1468013

Source: Reports published by Department of Planning, Economics & Statistics

4.2. Industrial Scenario of the District

Table: Industrial Scenario of District, Dewas (Madhya Pradesh)
Existing Status of Industrial Areas in the District

S. No.	Name of Ind. Area	Land acquired (In Acres)	Land developed (In Acres)	Prevailing Rate Per Sqm (In Rs.)	No of Plots/ Sheds	No of allotted Plots	No of Vacant Plots	No. of Units in Production
1	Industrial Area no-1	757.96	757.96	1733	334 / 08	334	00	216
2	Industrial Area Ujjain Road-Dewas	49.46	49.46	1733	177 / 21	177	00	164
3	Industrial Area Gram Siya	192.84	192.84	750	155	141	14	54
4	Industrial Area Gram Birgod	121.10	121.10	1100	1	1	0	0
5	Industrial Area Gram Chapda	84.015	42 (App)	440	199	102	97	Under Production
6	Industrial Area no-2	182.4	182.4	1203	115	115	00	115
7	Industrial Area no-3	122.47	122.47	1203	53	53	00	53
8	Industrial Area Sirsoda Sonkatch	49.56	49.56	250	128	02	126	01

9	Industrial Area Nemawar	40.00	40.00	250	105	03	102	00

Source: DIC, Dewas (MP)

Table: Industry at a Glance

Sr No	Head	Unit	Particulars
1.	Registered industrial MSME unit	589	Data as per Udyam portal year 2021n.a.22
2.	Registered medium & large unit	28	Data as per Udyam portal year 2021n.a.22
3.	Employment in micro and small industries	8840	-------
4.	Employment in large and medium industries	18220	-------
5.	No. Of industrial area	5	-------

Source: DIC, DEWAS(MP)

Table: Data of Small Enterprises as on 31.03.2022

Sr No	District	No. of Unit	Employment	Fixed Investment
				(in Lakhs)
1	Dewas	589	8840	3000

Source: DIC, DEWAS (MP)

Table: District wise status of large medium industry AS ON 31.03.2022

Sr. No.	District	units	Fixed capital investment (rs in lacs)	Working capital (rs in lacs)	Employment
1	Dewas	28	16502	---	18220

Source: DIC, DEWAS (MP)

Table: Details of existing micro & small enterprises and artisan units in the district

NIC code no.	Type of industry	No. Of units	Employment nos.	Investment (rs lakh.)
15	Manufacturing of Food Products & Beverages	18	1200	6800
16	Manufacturing of Tobacco Products	--	---	----
17	Manufacturing of Textile	2	25	90
18	Manufacturing of weaving apparel Dressing & Dyeing of Fur	--	---	----
19	Manufacturing of tanning Dressing of Leather	10	45	40
20	Manufacturing of Wood Products	10	50	70
21	Manufacturing of Paper & Paper Products	12	530	600
22	Publishing Printing	--	---	----
23	Manufacturing of Coke, Refueled Petroleum Products & Nuclear Fuel	--	---	----
24	Manufacturing of Chemical Products	4	100	400
25	Manufacturing of Rubber & plastic Goods	15	380	1000
26	Manufacturing of other Non Metallic Mineral Products	--	---	----
27	Manufacturing of Basic Metal	110	890	9000
28	Manufacturing of Fabricated Metal Products Except M/C Equipments	06	90	1000
29	Manufacturing of Machinery & Equipments	08	110	1400
30	Manufacturing of Office, Accounting & Computer	--	---	----
31	Manufacturing of Electrical M/c	2	40	150
32	Manufacturing of Radio TV equipments	--	---	----
33	Manufacturing of Medical Precision watches & Clocks	--	---	----
34	Manufacturing of Motor vehicles	--	---	----
35	Manufacturing of other Transport Equipments	--	---	----
36	Manufacturing of Furniture	5	150	80
37	Recycling	9	50	300
40	Electricity, Gas, Steam & Hot water -	--	---	----
41	Collection of Information & Distribution of Water	--	---	----
50	Maintenance & Repair of Motor Cycle	40	160	60
52	Maintenance & Repair of Personal House hold Goods	35	104	30
60	Land Transport	20	300	6000
63	Supporting & Auxiliary Activities	10	135	60
64	Post & Telecommunication	05	40	10
71	Tenting & Transport Equipments	25	150	1000
72	Computer Related Activities	30	160	50
74	Other Business	200	1500	8000
85	Health & Social Work	20	400	3000
92	Recreation, Cultural & Sporting Activities	04	25	200
93	Other Service Activities	150	900	200
	TOTAL	750	7534	39540

Source: DIC, DEWAS (MP)

Table: potential areas for service industry

1. Logistics	2. Cold Storage	3. Tool Room

Source: DIC, DEWAS (MP)

4.3. Export from the District

Total exports from the district – INR 2,645 Crore (FY 21-22) (Ministry of Commerce)

Table: Top 10 exportable commodities from the district in FY 21-22

SNo	ITCHS Code	Item Description	Value (INR) (Cr.)
1	87084000	Gear Boxes	232
2	23040090	Other Solid Residues Resulting from Extraction of Soyabean Oil	207
3	30049099	Other Medicine Put up for Retail Sale Nes	195
4	30042099	Other Medicament Containing Other Antibiotic and Put up for Retail Sale	160
5	30049039	Other Antinistaninics, Antacids, Antiulcer, Antiemitics and Other Gastointestinal Drugs	112
6	30049079	Other Antihypertensive Drugs	100
7	30041030	Amoxycyllin In Capsules, Injections Etc.	93
8	29333990	Other Compounds Containing an Unfused Pyrdn Ring (W/N Hydrogenated) In Structure	88
9	23040030	Meal of Soyabean, Solvent Extracted (Defatted) Variety	85
10	29420090	Other Diloxanide Furoate, Cimetidine, Famotidine Nes	84

(Source: Ministry of Commerce)

4.4. Departments/Agencies for Industries and Export Promotion

S.No.	Departments/Agencies	Address	Contact
1.	Directorate General of Foreign Trade RA Indore	Ground Floor, A-Wing, CGO Building, Residency Area, Indore Email ID: mishra.gk@nic.in	0731-2498382
2.	Directorate General of Foreign Trade RA Bhopal	3rd Floor, Nirman Sadan, 52-A, Arera Hills (Behind Govt. Press) Bhopal Email ID: bhopal-dgft@nic.in	0755-2553323
3.	MSME-DFO	10, Industrial Estate, Polo Ground, Indore Email ID: dcdi-indore@dcmsme.gov.in	0731-2420723
4.	Export Inspection Council of India	303, C.S Naydu Arcade, 10/2, Greater Kailash Road, Opp. Grotlo, Opposite Grotto, New Palasia, Indore Email ID: eia-indore@eicindia.gov.in	0731-2566057

5.	ECGC Limited, Indore	408, 4th Floor, City Center, 570, M G Road, Opp High Court, Indore Email ID: indore@ecgc.in	0731-2544215
6.	APEDA Regional office, Bhopal	Kisan Bhawan, 26, Arera Hills, Bhopal, Madhya Pradesh Email ID: apedabho@apeda.gov.in	0755-4700764
7.	FIEO, Indore	03, Gold Arcade, 3/1, New Palasia, Near Janjirwala Square, Indore Email ID: indore@fieo.org	0731-4282335 /336
8.	EEPC India	B-202 & 220, Aurus Chambers Annex "B", 2nd Floor, Behind Mahindra Tower, S.S. Amrutwar Marg, Worli Mumbai Email ID: eepcromum@eepcindia.net	022-42125555
9.	MP Industrial Development Corporation RO- Indore	1st Floor, Atulya IT Park, Khandwa Road, Indore Email ID: ed.roind@mpidc.co.in	0731-2972623
10.	District Trade & Industries Centre, Dewas	Collector Parisar, A.B Road, Dewas (M.P.) Email ID: gmidew@mp.nic.in	07272-254903

4.5. SWOT Analysis of the district

Strengths

The Dewas region is the industrious region of Madhya Pradesh. In last twenty years, it proved its strength in production and exports of pharma products and machinery and spare parts. Major industries are Mechanical, Metal, Agro based, Textile based, Pharmaceutical and Electrical based. Vicinity of Indore to Dewas serves as major catalyst for industrial development in Dewas. It provides equal connectivity to Nhava Sheva and Mundra port by road as well by rail. The region has international airport with air cargo facility.

Some of the key exportable products from the district include Soya De-Oiled Cake and Soya Products, Fabrics, Automobile Parts, Pharma products, General Engg. Items, Turbo charger, Machinery spares etc.

Weakness

Port connectivity from the region is relatively costly in comparison with other Western parts of the state. Ecosystem of entrepreneurs and labour are less developed in the region. Those who want to invest in Madhya Pradesh as well majority of export related units are located in the region of Indore and Ujjain division.

Dewas has a good industrial base but the existing areas and clusters has limited scope of exporting their products due to consumption of the products domestically or less awareness on exporting procedures. Emerging sectors like electronics, chemical and IT have less existence of industries of Indore region.

Opportunities

This region offers cheap land, labour and connectivity towards ports and the rest of India. New Delhi Mumbai expressway will open new opportunities of connectivity to north India. The region is recently preferred as investment destination for pharma and auto products i.e., machinery and spares. The region has the highest numbers of engineers and professionals

in Madhya Pradesh and availability of their expertise at low rate compared to other regions of the western India.

Threats

Delhi-Mumbai freight corridor and Ludhiana Dankuni freight corridor are not passing through this region of Madhya Pradesh. Above project will compete with the region with new export and investment destination of Kanpur and Jaipur. Nasik region in Maharashtra and Vadodara region of Gujarat impose serious competition in all fields to Indore region.



5. Tractor

The Tractor industry has always been a barometer for the state of rural economy in India. Indian tractor industry is relatively young but now has become the largest market worldwide (excluding sub 20hp belt driven tractors used in China). It is accounting one third of the global production.

Tractors are generally associated with farming as farmers use them alongside machinery to perform implements like ploughing, tilling, sowing, and harrowing. In addition, a tractor is used for pushing or pulling the machinery, thereby making the farming operations more convenient.

A tractor is an engineering vehicle specifically designed to deliver a high tractive effort (or torque) at slow speeds, for the purposes of hauling a trailer or machinery such as that used in agriculture, mining or construction. Most commonly, the term is used to describe a farm vehicle that provides the power and traction to mechanize agricultural tasks, especially (and originally) tillage, and many more. Agricultural implements may be towed behind or mounted on the tractor, and the tractor may also provide a source of power if the implement is mechanised.

Export Data
Table: Export from India
HS CODE 8701: Tractor
Values in Rs. Cr.

S. No.	HS Code	Commodity	2020-2021	%Share	2021-2022	%Share	%Growth
1	8701	Tractors (Other than Tractors Of heading 8709)	543	0.24	6,195	0.28	13
		India's Total Export	221,985,418		215,904,322		-2

(Source: Ministry of Commerce, India)

Table: Export from India – Top Country Wise
HS CODE 8701: Tractor

S.No	Country/	Values in Rs. Cr.

.	Region	2020-2021	2021-2022	%Growth
1	USA	1376	2794	102
2	Nepal	572	663	15
3	Bangladesh	536	595	11
4	Thailand	197	508	157
5	Brazil	243	486	99
6	Netherland	145	474	227
7	Sri Lanka	283	47335	67
8	South Africa	235	235	49
9	Mexico	194	334	71
10	Australia	160	224	39

(Source: Ministry of Commerce, India)

Table: Export from Madhya Pradesh
HS CODE 8701: Tractor

HS CODE	Commodity Description	April, 21 To March, 22 Value (INR) Cr.	April, 21 To March, 22 Value (Million US)
8701	Tractors (other than tractors of Heading 8709)	215	2.89

(Source: DGCIS)

Table: World's Top Importers
HS CODE 58701: Tractor

Rank	World's Top Importers	Value imported in 2021 (Million USD)
	World	60612
1	USA	13088
2	France	4159
3	Canada	3628
4	Poland	2921
5	Germany	2859
6	Italy	2510
7	UK	2001
8	Russian	1583
9	Spain	1437
10	Belgium	1419

(Source: Trade Map)

Table: World's Top Exporters
HS CODE 58701: Tractor

Rank	World's Top Importers	Value exported in 2021 (Million USD)
	World	62261

1	Germany	10048
2	Mexico	8549
3	Netherlands	6208
4	USA	5275
5	France	4484
6	Belgium	3351
7	China	2391
8	Japan	2340
9	Italy	2162
10	Sweden	2024

(Source: Trade Map)

SWOT Analysis

Strength-

In today's age and time, tractors find their applications across several sectors. This multipurpose machine can be used as a bulldozer, scraper, or digger. Along with this, in many industries, tractors may act as a power take-off accessory to operate stationary or drawn machinery and implements.

Moreover, understanding the uses of tractors in agriculture and construction is vital for anyone who plans to purchase this equipment. Tractors are generally associated with farming as farmers use them alongside machinery to perform implements like ploughing, tilling, sowing, and harrowing. In addition, a tractor is used for pushing or pulling the machinery, thereby making the farming operations more convenient.

India was the largest agriculture tractor market globally in 2021, with an overall sales volume of 614.5 thousand units. The increase in crop production and tractor sales resulted from favourable monsoon rains in 2019 and 2020, which helped the country to recover from the drought-induced low in 2017 and the COVID-19 pandemic.

Weakness:

Not a very good performance in domestic market recently in terms of sales.

The market is restricted to mostly India and limited international presence.

Opportunities:

Rise in the mining activities in developing countries where it has a significant presence.

Increasing focus on Remote Monitoring Technology in Tractors.

Growing Farm Mechanization.

Indian Government Initiatives to Promote Farm Mechanization.

Increasing Adoption of Precision Farming.

Threats:

The tractor industry is facing several challenges like lack of adequate testing facility, the need for modernization of tractors, inadequate finance.





6. Tractor Parts

The Tractor industry has always been a barometer for the state of rural economy in India. Indian tractor industry is relatively young but now has become the largest market worldwide (excluding sub 20 hp belt driven tractors used in China) which is accounting one third of the global production.

Tractors are generally associated with farming as farmers use them along with machinery to perform implements like ploughing, tilling, sowing, and harrowing. In addition, a tractor is used for pushing or pulling the machinery, thereby making the farming operations more convenient.

A tractor is an engineering vehicle specifically designed to deliver a high tractive effort (or torque) at slow speeds, for the purposes of hauling a trailer or machinery such as that used in agriculture, mining or construction. Most commonly, the term is used to describe a farm vehicle that provides the power and traction to mechanize agricultural tasks, especially (and originally) tillage, and now many more. Agricultural implements may be towed behind or mounted on the tractor, and the tractor may also provide a source of power if the implement is mechanised.

Export Data
Table: Export from India
HS CODE 8708: Tractor Parts
Values in Rs. Cr.

S. No.	HS Code	Commodity	2020-2021	%Share	2021-2022	%Share	%Growth
1	8708	Parts & Accessories of the motor vehicles of headings 8701 & 8705	33,749	1.56	46,703	1.48	38
		India's total Export	21,59,04,322		31,47,02,149		45

(Source: Ministry of Commerce, India)

Table: Export from India – Top Country Wise
HS CODE 8708: Tractor Parts

S.No.	Country / Region	Values in Rs. Cr.		
		2020-2021	2021-2022	%Growth
1	USA	9320	13990	50
2	Turkey	2363	2825	19
3	Germany	2825	2726	27
4	Mexico	1544	2319	50
5	Brazil	1413	2045	44
6	Vietnam	1700	1614	-5
7	Italy	1090	1606	47
8	Thailand	984	1515	53
9	Japan	819	1266	54
10	UK	1160	1233	6

(Source: Ministry of Commerce, India)

Table: Export from Madhya Pradesh
HS CODE 8708: Tractor Parts

HS CODE	Commodity Description	April, 21 To March, 22 Value (INR) Cr.	April, 21 To March, 22 Value (Million US)
8708	Parts & Accessories of the motor vehicles of heading	503	6.75

(Source: DGCIS)

Table: world's Top Importers
HS CODE 8708: Tractor Parts

Rank	World's Top Importers	Value imported in 2021 (Million USD)
	World	406354
1	USA	74076
2	Germany	37856
3	China	30280
4	Mexico	25961
5	France	16344
6	Spain	16124
7	Canada	14217
8	UK	12121
9	Slovakia	12053
10	Czech	10823

(Source: Trade Map)

Table: world's Top Exporters
HS CODE 8708: Tractor Parts

Rank	World's Top Importers	Value exported in 2021 (Million USD)
	World	404998
1	Germany	63944
2	China	45566
3	USA	35640
4	Japan	32549
5	Mexico	30525
6	Korea	19266
7	Italy	14866
8	Czech	14687
9	Poland	14268
10	France	13835

(Source: Trade Map)

Swot Analysis

Strength-

In today's age and time, tractors find their applications across several sectors. This multipurpose machine can be used as a bulldozer, scraper, or digger. Along with this, in many industries, tractors may act as a power take-off accessory to operate stationary or drawn machinery and implements.

Moreover, understanding the uses of tractors in agriculture and construction is vital for anyone who plans to purchase this equipment. Tractors are generally associated with farming as farmers use them alongside machinery to perform implements like ploughing, tilling, sowing, and harrowing. In addition, a tractor is used for pushing or pulling the machinery, thereby making the farming operations more convenient.

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Weakness:

Not a very good performance in it's domestic market recently in terms of sales.

The market is restricted to mostly India and limited international presence.

Opportunities:

Rise in the mining activities in developing countries where it has a significant presence.

Increasing focus on Remote Monitoring Technology in Tractors.

Growing Farm Mechanization.

Indian Government Initiatives to Promote Farm Mechanization.

Increasing Adoption of Precision Farming.

Threats:
The tractor industry is facing several challenges like lack of adequate testing facility, the need for modernization of tractors, inadequate finance.



7. Pharma Products

The global pharmaceutical market is undergoing rapid transformation. There has been a dramatic shift towards emerging markets as western markets slow down. Global Pharma multinational corporations are looking at new growth drivers such as the Indian domestic market to capitalise on the growing opportunity. The huge potential of the Indian pharmaceutical industry is impossible for global Pharma companies to ignore, given that India is one of the top 10 sales markets in the world. Some of the largest Pharma companies in the world have been in the Indian market since the 1970s, and 5 out of the top 10 domestic Pharma companies are already foreign owned, with a consolidated share of 22 – 23%.

The Indian economy is growing strongly and healthcare is expanding to meet the needs of a growing population with a changing disease profile. Increase in insurance coverage, aggressive market creation, growth in the income of the Indian population and steady government investment into medical infrastructure has further propelled the growth of the industry, such that it is on the threshold of becoming a competitor of global Pharma companies in some key areas, and a potential partner in others.

Export Data

Table: Export from India

HS CODE 3004: Pharma Products

Values in Rs. Cr.

S. No.	HS Code	Commodity	2020-2021	%Share	2021-2022	%Share	%Growth
1	3004	MDCMNTS (EXCL ITMS OF 3002,3005 / 3006) FR THRPUTC/PRPHYLCTC USES IN MEASURD DOSESOR IN PCKNGS FR RTL SALE	1,03,582	4.66	1,29,195	5.98	24.73
		India's total Export	22,19,85,418		21,59,04,322		-2.74

(Source: Ministry of Commerce, India)

Table: Export from India – Top Country Wise

HS CODE 3004: Pharma Products

S.No.	Country / Region	Values in Rs. Lacs		
		2020-2021	2021-2022	%Growth
1	USA	4312118	5120756	18.75
2	South Africa	390052	542972	39.21
3	UK	309288	430456	39.18
4	Russia	304824	339549	11.39
5	Nigeria	213090	321335	50.80
6	Canada	167831	242979	44.78
7	Australia	169626	224876	32.57
8	France	155366	218516	40.65
9	Germany	185875	217451	16.99
10	Brazil	143510	143510	28.83

(Source: Ministry of Commerce, India)

Table: Export from Madhya Pradesh

HS CODE 3004: Pharma Products

HS CODE	Commodity Description	April, 21 To March, 22 Value (INR) Cr.	April, 21 To March, 22 Value (Million US)
3004	MDCMNTS (Excl ITMS of 3002,3005/3006) Fr Thrputc/Prphylc.	503	6.75

(Source: DGCIS)

Table: World's Top Importers
HS CODE 3004: Pharma Products

Rank	World's Top Importers	Value imported in 2021 (Million USD thousand)
	World	448683
1	USA	84496
2	Germany	33739
3	Switzerland	27027
4	Belgium	25288
5	China	23503
6	Japan	18139
7	France	17979
8	Italy	17327
9	UK	15033
10	Netherlands	13388

(Source: Trade Map)

Table: World's Top Exporters
HS CODE 8708: Tractor Parts

Rank	World's Top Importers	Value exported in 2021 (Million USD thousand)
	World	419790
1	Germany	64146
2	Switzerland	49745
3	Belgium	33117
4	USA	29020
5	France	27091
6	Italy	25745
7	Ireland	22565
8	Netherlands	19235
9	UK	19053
10	India	17122

(Source: Trade Map)

SWOT Analysis

Strength:

The Indian pharmaceutical industry ranks among the top five countries by volume (production) and accounts for about 10% of global production. The industry's turnover has grown from a mere US$ 0.3 Bn. in 1980 to about US$ 21.73 Bn. in 2009-10. Low cost of skilled manpower and innovation are some of the main factors supporting this growth. According to the Department of Pharmaceuticals, the Indian pharmaceutical industry employs about 3,40,000 people and an estimated 4,00,000 doctors and 3,00,000 chemists.

The Indian pharmaceutical industry enjoys certain advantages, which attracts FDI in the country:

1) Low cost of innovation and capital expenditure (to operate good manufacturing practices compliant facilities) which provides leverage in price of drugs.
2) Transparency in the regulatory framework.
3) Proven track record in bulk drug and formulation patents.
4) Strong domestic support in production, from raw material requirements to finished goods.
5) India emerging as a hub for contract research, bio-technology, clinical research and clinical data management.

Weakness:

Although long-term supply deals between innovators and generic-producers have been taking place for a while now, the frequency of these deals has been growing at an increasingly rapid rate in the recent past.

Impact of GATT-TRIPS agreement: The General Agreement on Tariffs and Trade1 (GATT) and Trade Related aspects of Intellectual Property Rights (TRIPS) have an adverse impact on pricing of pharmaceutical products.

Pharmaceutical companies are not allowed to re-generate existing drugs and formulations and change the existing process and manufacture the same.

Opportunities:

Global demand for generics rising.

Rapid OTC and generic market growth.

Increased penetration in the non - metro markets.

Large demand for quality diagnostic services.

Public-Private Partnerships for strengthening Infrastructure.

Opening of the health insurance sector and increase in per capita income - the growth drivers for the pharmaceutical industry. India potentially preferred global outsourcing hub for pharmaceutical products due to low cost of skilled labour.

Threats

Wage inflation.
Government expanding the umbrella of the drugs price control order (DPCO).
Other low-cost countries such as China and Israel affecting outsourcing demand for Indian pharmaceutical products
Entry of foreign players (well equipped technology-based products) into the Indian market.



8. Soya Oil

Soyaoils are an important raw material for those seeking vegan, lactose-free products, such as soymilk and tofu. Soybean is the world's most important seed legume, which contributes to 25 % of the global edible oil, about two-thirds of the world's protein concentrate for livestock feeding. Soybean meal is a valuable ingredient in formulated feeds for poultry and fish.

In India, Soybean was introduced from China in tenth century AD through the Himalayan routes, and also brought in via Burma (now Myanmar) by traders from Indonesia. As a result, soybean has been traditionally grown on a small scale in Himachal Pradesh, the Kumaon Hills of Uttar Pradesh (now Uttaranchal), eastern Bengal, the Khasi Hills, Manipur, the Naga Hills, and parts of central India covering Madhya Pradesh. It has also been reported that the Indian continent is the secondary center for domestication of the crop after China.

Export Data
Table: Export from India
HS CODE 1507: Soya Oil
Values in Rs. Crore

S.No.	HS Code	Commodity	2020-2021	%Share	2021-2022	%Share
1	1507	Soya bean oil and its fractions w/n Refind but not chemically modified	149	0.0069	156	156
		India's Total Export	21,59,04,322		31,47,02,149	

(Source: Ministry of Commerce, India)

Table: Export from India – Top Country Wise
HS CODE 1507: Soya oil

S.No.	Country /	Values in Rs. Cr

	Region	2020-2021	2021-2022	%Growth
1.	Bhutan	10168	13764	35
2.	Australia	304	1046	243
3.	Myanmar	243	391	- 18
4.	Saudi arab	132	118	- 10
5.	Canada	2477	96	-96
6.	New Zealand	38	67	72
7.	New Caledonia		51	
8.	USA	886	50	-94
9.	Sri Lanka	3	24	594
10.	Vietnam	19	12	-38

(Source: Ministry of Commerce, India)

Table: Export from Madhya Pradesh
HS CODE 1507: Soya oil

HS CODE	Commodity Description	April, 21 To March, 22 Value (INR) Cr.	April, 21 To March, 22 Value (Million US)
1507	Soya bean oil and its fractions w/n Refined but not chemically modified	13.1	0.17

(Source: DGCIS)

Table: World's Top Importers 2021
Product: 1507: Soya Oil

Rank	World's Top Importers	Value imported in 2021 (USD thousand)
	World	16744
1.	India	4750
2.	China	1051
3.	Bangladesh	891
4.	Algeria	817
5.	Peru	728
6.	Iran	704
7.	Morocco	642
8.	Nepal	608
9.	Korea	575
10.	Colombia	394

(Source: Trade Map)

Table: World's Top Exporters in 2021
Product: 1507: Soya Oil

Rank	World's Top Exporters	Value exported in 2021 (USD thousand)
	World	17034
1.	Argentina	6930
2.	Brazil	2016

3.	USA	906
4.	Netherlands	661
5.	Paraguay	621
6.	Spain	610
7.	Nepal	596
8.	Bolivia	571
9.	Russia Federation	532
10.	Turkey	341

(Source: Trade Map)

SWOT Analysis

Strength:
The Indian seed industry has shown impressive growth in serving the oilseed growers and its role is not only to provide adequate quantity of quality seeds but also to achieve varietal diversity. Indian seed program largely adheres to the limited generation of breeder, foundation and certified seeds.

Weakness:
The annual oilseed production of the country is faced with high degree of variation as nearly 76% of the oilseeds area is under rainfed conditions and therefore subjected to uncertainties of moisture availability. Availability of quality seeds of improved varieties and hybrids is grossly inadequate and is one of the major constraints in enhancing the oilseed production. In oilseeds, the farmers are using predominantly the saved seeds, resulting in about 80% of the areas own with farm saved seeds of old and obsolete varieties.

Opportunity:
Biotechnology offers an impressive option to supplement the ongoing efforts on developing genetically enhanced germplasm of oilseeds for achieving sustainable food production. The situation is quite encouraging in the germplasm front with high level of resistance available for 19 (29.6%) and partial for 33 (51.5%) diseases that affect oilseed crops. This also highlights the need for concerted efforts in utilizing these germplasm resources for the development of disease resistant varieties. Recent advances in molecular biology have great potential to identify progeny that can be selected for improved resistance and to document pathogen variability. Wherever damage is severe but the resistance is too low or absent, it could be augmented with transgenic sources.
Modern tools like molecular markers could be employed for enhancing the efficiency of resistance breeding to make oilseed production more competitive and sustainable.

Threats:
The continuous cultivation of oilseed crops without proper crop rotation has led to depletion of soil nutrients as well as increase in pest and disease incidence causing up-to 40% yield loss. The biotic stresses challenge the expectation of high yield in most of the oilseeds crops in spite of high yielding varieties under cultivation. The crop loss under poor soil quality, wherein many of these crops are cultivated in rain fed conditions is immeasurable. The farmers, who chose to apportion their land for oilseed crops, become victims of circumstances and have only to break even at the end of the season.
The technical inefficiencies in oilseed production, on an average have been found to be 25% to 33% and even higher at the farm level or processing unit level along with allocative and scale inefficiencies.





9. Soya Seeds

Soya Seeds are an important raw material for those seeking vegan, lactose-free products, such as soymilk and tofu. Soybean is the world's most important seed legume, which contributes to 25 % of the global edible oil, about two-thirds of the world's protein concentrate for livestock feeding. Soybean meal is a valuable ingredient in formulated feeds for poultry and fish.

In India, Soybean was introduced from China in tenth century AD through the Himalayan routes, and also brought in via Burma (now Myanmar) by traders from Indonesia. As a result, soybean has been traditionally grown on a small scale in Himachal Pradesh, the Kumaon Hills of Uttar Pradesh (now Uttaranchal), eastern Bengal, the Khasi Hills, Manipur, the Naga Hills, and parts of central India covering Madhya Pradesh. It has also been reported that the Indian continent is the secondary center for domestication of the crop after China.

Export Data
Table: Export from India
HS CODE 1201: Soya Seeds
Values in Rs. Cr.

S.No.	HS Code	Commodity	2020-2021	%Share	2021-2022	%Share
1	1507	Soya beans, whether or not broken	313	0.01	0.01	0.0099
		India's Total Export	21,59,04,322		31,47,02,149	

(Source: Ministry of Commerce, India)

Table: Export from India – Top Country Wise
HS CODE 1201: Soya Seeds

S.No.	Country / Region	Values in Rs. Cr.		
		2020-2021	2021-2022	%Growth
1	USA	19530	12334	-36
2	Canada	5848	8735	49
3	Belgium	4182	7324	75

4	Nepal	566	1520	168
5	France	453	437	-3
6	U arab	213	430	101
7	Taiwan	0	263	10541948
8	Japan	157	100	-36
9	Qatar	49	83	67
10	Saudi Arab	21	33	56

(Source: Ministry of Commerce, India)

Table: Export from Madhya Pradesh
HS CODE 1201: Soya Seeds

HS CODE	Commodity Description	April, 21 To March, 22 Value (INR) Cr.	April, 21 To March, 22 Value (US$)
1201	Soya beans, whether or Not broken	210	2.80

(Source: DGCIS)

Table: World's Top Importers
HS CODE 1201: Soya Seeds

Rank	World's Top Importers	Value imported in 2021 (USD thousand)
	World	91876
1	China	53528
2	Argentina	2623
3	Mexico	2537
4	Thailand	2274
5	Netherland	2194
6	Egypt	2156
7	Japan	2075
8	Spain	2034
9	Germany	1941
10	Taipei	1496

(Source: Trade Map)

Table: World's Top Exporters
HS CODE 1201: Soya Seeds

Rank	World's Top Importers	Value exported in 2021 (USD thousand)
	World	78859
1	Brazil	38638
2	USA	27522
3	Paraguay	2975
4	Argentina	2691
5	Canada	2485
6	Uruguay	896
7	Ukraine	621
8	Netherlands	596
9	UAE	563

10	Russian	408

(Source: Trade Map)

SWOT Analysis

Strength:

The Indian seed industry has shown impressive growth in serving the oilseed growers and its role is not only to provide adequate quantity of quality seeds but also to achieve
Varietal diversity. Indian seed program largely adheres to the limited generation of breeder, foundation and certified seeds.

Weakness:

The annual oilseed production of the country is faced with high degree of variation as nearly 76% of the oilseeds area is under rainfed conditions and therefore subjected to uncertainties of moisture availability. Availability of quality seeds of improved varieties and hybrids is grossly inadequate and is one of the major constraints in enhancing the oilseed production. In oilseeds, the farmers are using predominantly the saved seeds, resulting in about 80% of the areas own with farm saved seeds of old and obsolete varieties.

Opportunity:

Biotechnology offers an impressive option to supplement the ongoing efforts on developing genetically enhanced germplasm of oilseeds for achieving sustainable food production. The situation is quite encouraging in the germplasm front with high level of resistance available for 19 (29.6%) and partial for 33 (51.5%) diseases that affect oilseed crops. This also highlights the need for concerted efforts in utilizing these germplasm resources for the development of disease resistant varieties. Recent advances in molecular biology have great potential to identify progeny that can be selected for improved resistance and to document pathogen variability. Wherever damage is severe but the resistance is too low or absent, it could be augmented with transgenic sources.

Modern tools like molecular markers could be employed for enhancing the efficiency of resistance breeding to make oilseed production more competitive and sustainable.

Threats:

The continuous cultivation of oilseed crops without proper crop rotation has led to depletion of soil nutrients as well as increase in pest and disease incidence causing up-to 40% yield loss. The biotic stresses challenge the expectation of high yield in most of the oilseeds crops in spite of high yielding varieties under cultivation. The crop loss under poor soil quality, wherein many of these crops are cultivated in rain fed conditions is immeasurable. The farmers, who chose to apportion their land for oilseed crops, become victims of circumstances and have only to break even at the end of the season.

The technical inefficiencies in oilseed production, on an average have been found to be 25% to 33% and even higher at the farm level or processing unit level along with allocative and scale inefficiencies.





10. Soya Extract

Soyaoils are an important raw material for those seeking vegan, lactose-free products, such as soymilk and tofu. Soybean is the world's most important seed legume, which contributes to 25 % of the global edible oil, about two-thirds of the world's protein concentrate for livestock feeding. Soybean meal is a valuable ingredient in formulated feeds for poultry and fish.

In India, Soybean was introduced from China in tenth century AD through the Himalayan routes, and also brought in via Burma (now Myanmar) by traders from Indonesia. As a result, soybean has been traditionally grown on a small scale in Himachal Pradesh, the Kumaon Hills of Uttar Pradesh (now Uttaranchal), eastern Bengal, the Khasi Hills, Manipur, the Naga Hills, and parts of central India covering Madhya Pradesh. It has also been reported that the Indian continent is the secondary center for domestication of the crop after China.

Export Data
Table: Export from India
HS CODE 230400: Soya Extracts
Values in Rs. Cr.

S.No.	HS Code	Commodity	2020-2021	%Share	2021-2022	%Share
1	230400	Oil-cake and othr solid residue w/n grnd/in pllts form obtnd frm soya-bean oil extrctn	835	0.38	412	0.13
		India's Total Export	21,59,04,322		31,47,02,149	

(Source: Ministry of Commerce, India)

Table: Export from India – Top Country Wise
HS CODE 230400: Soya Extracts

S.No.	Country / Region	Values in Rs. Cr.		
		2020-2021	2021-2022	%Growth
1	USA	1834	609	-66

2	France	639	568	-11
3	Nepal	691	565	-18
4	Germany	582	377	-35
5	Netherland	459	339	-26
6	Japan	205	280	36
7	Korea rp	242	278	14
8	Canada	239	159	-33
9	UK	274	135	-50
10	Sri lanka	139	125	-9

(Source: Ministry of Commerce, India)

Table: Export from Madhya Pradesh
HS CODE 230400: Soya Extract

HS CODE	Commodity Description	April, 21 To March, 22 Value (INR)Cr.	April, 21 To March, 22 Value (Million US)
230400	Oil-cake and othr solid residue w/n grnd/in pllts form obtnd frm soya-bean oil extrctn	2,784	34.8

(Source: DGCIS)

Table: World's Top Importers 2021
Product: 230400: Soya Extracts

Rank	World's Top Importers	Value imported in 2021 (USD thousand)
	World	34427
1.	Indonesia	2679
2.	Viet Nam	2097
3.	France	1405
4.	Philippines	1368
5.	Thailand	1368
6.	Poland	1338
7.	Spain	1325
8.	Iran	1274
9.	Netherlands	1190
10	UK	1054

(Source: Trade Map)

Table: World's Top Exporters in 2021
Product: 230400: Soya Extracts

Rank	World's Top Importers	Value imported in 2021 (USD thousand)
	World	32228
1.	Argentina	11351
2.	Brazil	73424
3.	USA	4536

4.	Netherlands	1378
5.	India	900
6.	Germany	835
7.	Paraguay	764
8.	Bolivia	707
9.	Russia	488
10.	China	471

(Source: Trade Map)

SWOT Analysis

Strength:
The Indian seed industry has shown impressive growth in serving the oilseed growers and its role is not only to provide adequate quantity of quality seeds but also to achieve varietal diversity. Indian seed program largely adheres to the limited generation of breeder, foundation and certified seeds.

Weakness:
The annual oilseed production of the country is faced with high degree of variation as nearly 76% of the oilseeds area is under rainfed conditions and therefore subjected to uncertainties of moisture availability. Availability of quality seeds of improved varieties and hybrids is grossly inadequate and is one of the major constraints in enhancing the oilseed production. In oilseeds, the farmers are using predominantly the saved seeds, resulting in about 80% of the areas own with farm saved seeds of old and obsolete varieties.

Opportunity:
Biotechnology offers an impressive option to supplement the ongoing efforts on developing genetically enhanced germplasm of oilseeds for achieving sustainable food production. The situation is quite encouraging in the germplasm front with high level of resistance available for 19 (29.6%) and partial for 33 (51.5%) diseases that affect oilseed crops. This also highlights the need for concerted efforts in utilizing these germplasm resources for the development of disease resistant varieties. Recent advances in molecular biology have great potential to identify progeny that can be selected for improved resistance and to document pathogen variability. Wherever damage is severe but the resistance is too low or absent, it could be augmented with transgenic sources.
Modern tools like molecular markers could be employed for enhancing the efficiency of resistance breeding to make oilseed production more competitive and sustainable.

Threats:
The continuous cultivation of oilseed crops without proper crop rotation has led to depletion of soil nutrients as well as increase in pest and disease incidence causing up-to 40% yield loss. The biotic stresses challenge the expectation of high yield in most of the oilseeds crops in spite of high yielding varieties under cultivation. The crop loss under poor soil quality, wherein many of these crops are cultivated in rain fed conditions is immeasurable. The farmers, who chose to apportion their land for oilseed crops, become victims of circumstances and have only to break even at the end of the season.
The technical inefficiencies in oilseed production, on an average have been found to be 25% to 33% and even higher at the farm level or processing unit level along with allocative and scale inefficiencies.



11. Bamboo

Bamboos are a diverse group of evergreen perennial flowering plants in the subfamily Bambusoideae of the grass family Phocaea. Giant bamboos are the largest members of the grass family. The origin of the word "bamboo" is uncertain but it probably comes from the Dutch or Portuguese language which originally borrowed it from Malay or Kannada. Bamboo, is a subfamily of tall tree like grasses of the family Phocaea, comprising of more than 115 genera and 1,400 species. Bamboos are distributed in tropical and subtropical to mild temperate regions with the heaviest concentration and largest number of species in East and Southeast Asia and on islands of the Indian and Pacific oceans

Bamboos are typically fast-growing perennials with some species growing as much as 30 cm (1 foot) per day. The woody ringed stems, known as culms, are typically hollow between the rings (nodes) and grow in branching clusters from a thick rhizome (underground stem). Bamboo culms can attain heights ranging from 10 to 15 cm (about 4 to 6 inches) in the smallest species to more than 40 metres (about 130 feet) in the largest. Bamboos are used for a great variety of purposes especially in East and Southeast Asia. The seeds of some species are eaten as grain, and the cooked young shoots of some bamboos are eaten as vegetables, especially in Chinese cuisines. The raw leaves are a useful fodder for livestock. The pulped fibres of several bamboo species, especially Dendrocalamus strictus and Bambusa bamboos are used to make fine-quality paper.

Export Data
Table: Export from India
HS CODE 46021100: Bamboo
Values in Rs. Cr.

S.No.	HS Code	Commodity	2020-2021	%Share	2021-2022	%Share
1	46021100	BAMBOO	455	0.0002	273	0.0001
		India's Total Export	21,59,04,322		31,47,02,149	

(Source: Ministry of Commerce, India)

Table: Export from India – Top Country Wise
HS CODE 46021100: Bamboo

S.No.	Country / Region	Values in Rs. Cr.		
		2020-2021	2021-2022	%Growth
1	USA	31	92	197
2	Maldives	312	34	-88
3	Austria		34	
4	Germany	5	22	343
5	UK	5	19	221
6	UAE	0.99	12	1148
7	Kuwait	0.11	7	6852
8	France	7	5	-19
9	Australia	4	5	30
10	Spain	0.71	4	598

(Source: Ministry of Commerce, India)

Table: World's Top Importers 2021
HS CODE 46021100: Bamboo

Rank	World's Top Importers	Value imported in 2021 (USD thousand)
	World	2266
1.	USA	833
2.	Germany	161
3.	UK	145
4.	Netherlands	116
5.	France	114
6.	Japan	95
7.	Spain	74
8.	Saudi Arabia	57
9.	Poland	48
10.	Australia	47

(Source: Trade Map)

Table: World's Top Exporters in 2021
HS CODE 46021100: Bamboo

Rank	World's Top Importers	Value imported in 2021 (USD thousand)
	World	2957
1.	China	1696
2.	Viet Nam	401
3.	Indonesia	126
4.	Netherlands	104
5.	Philippines	61
6.	Poland	58
7.	Germany	57

8.	Bangladesh	54
9.	Canada	45
10.	Spain	41

(Source: Trade Map)

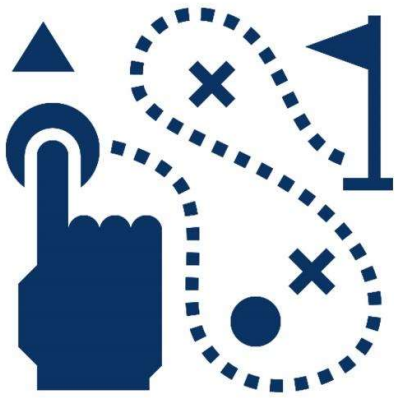
SWOT Analysis:

Strength:
India has large potential for bamboo especially in the parts of Northeast and Bengal. Similar topography is being found in Northern part of India in Jammu region. If commercial production is adopted, India has every possibility to grow bamboo leaf and bound.

Weakness:
India's total contribution towards bamboo is insignificant. India export only 4 crores rupees bamboo every year that is negligible amount. ASEAN countries i.e. Vietnam, Malaysia Philippines have established their market in export of bamboo. The China is the biggest player in export market. To compete with China, it is very much difficult for Indian bamboo exporters.

Opportunities:
There is a large opportunity of replacement of plastic material through bamboo. There are several person and institution made plastic replacement varieties ie bottles, jar of bamboo.

Threats:
China is the biggest threat for Indian exports. It has developed their established market supply chain customer base in bamboo industries.





12. District Export Action Plan

Table: Export Issue-Intervention Matrix for the District

S.No.	Problems	Details	Proposed Intervention	Level of Intervention (Centre, State, District, DGFT RA)	Concerned Ministry & Department
1.	Administrative Support	To promote setting up industrial units of products selected under DEH through PMEGP and other state level schemes.	DIC-Sehore and DGFT RA to facilitate the units in getting benefits of the schemes and also in registration under GST and Import-Export Code	Centre, State and DGFT RA	Ministry of MSME, GoI and Department of MSME, GoMP

2.	Branding	To create partnership with Indian Institute of packaging and capacity building workshops on branding strategy will be conducted with the units.	An agency may be appointed at district level which can extend support and provide ideas for the designing of the product as per global demand. Agency will also support in the preparation of attractive marketing content and logo etc.	Centre and State	Ministry of Commerce and Industries, GoI Above mentioned nodal officers of the selected products
3.	Awareness	1.Incentive Policies and Documentation 2.Customs procedures	Online workshops	Centre	DGFT RA and Customs Department
4.	Quality assurance & Certification	No testing lab and QA is available at Sehore. High and world class testing labs should be created	Department of MSME, GoMP can establish as per the need of stakeholders associated with the commodities.	State and Centre	Ministry of MSME, GoI and Department of MSME, GoMP
5.	Credit Support	1. Information Dissemination about existing financial schemes which the MSMEs, exporters and other relevant stakeholders can avail. Support smaller units in establishing their business through financial assistance of different schemes 2.ECGC department to provide support to existing exporters and should create awareness about their credit linkage initiatives.	DIC-Sehore and DGFT RA to facilitate the units in getting benefits of the schemes and also in registration under GST and Import-Export Code DGFT RA along with ECGC should organise export awareness workshop on quarterly basis.	Centre, State and DGFT RA Centre DGFT RA and ECGC	Ministry of MSME, GoI and Department of MSME, GoMP ECGC Governmen t of India Undertaking

6.	Common Facilitation Centre	1) Common Facilitation is not available in Sehore. Need assessment of cluster development in the district. 2) Information sharing system (including exporters) should be developed in the district.	Common Facility Centre should be created for exports. Need to strengthen the existing cluster. DTIC and DGFT RA can be the nodal department for this initiative.	State and Centre	Ministry of MSME
7.	Logistics	1.There is a logistic issue of delayed consignment as part load consignments are not accepted by CONCOR. The exporters have to wait much for full container load at ICD Pitampura. There is a Request for having ICD at Sehore.	There is a requirement of ICD at Sehore	Centre	Railway Department (CONCOR)
8.	Marketing support	Support can be provided by MSME for participation in international trade fairs and exhibition/Customer visit. To analyse the distribution channels associated to the product categories and Identification of new markets for the selected products	Organising more buyer-seller meets will be easiest 2-way communication for marketing of the products. Necessary support will be provided to units to adopt E-commerce platform for the marketing of the product.	State/Centre	Ministry of MSME of Commerce and Industries, GoI

9.	Regulatory	Efforts are being made to ensure that units can get all the clearances on time. DEPC will create Single window system at the district level	Will make aware of all units about rules and regulations related to exports. An assistance will be provided to units to get the required clearances and permissions.	Centre and State	
10.	Training	Export workshops programs will be designed to help export ready companies seize opportunities, navigate the complex landscape of international business, and jump start their export sales	Government can organize the district training camps to generate skilled manpower. Training on: ● Export tariffs, taxes, and customs procedures; ● Commercial standards, regulations and practices; ● Distribution channels, business travel, and other market information; ● Identification of opportunities and best prospects	DGFT RA and District Administration	



13. Target Till 2026

Without target, policy, projection and data analysis would be futile. This report envisages all round development of Exports from the district and targeting doubling of exports till 2026.

13.1. Reasons for doubling the export figures as a target

13.1.1. Government Policies

There has been a paradigm shift in the government policies in relation to exports. Earlier, the focus was sector wise or region wise. However, deepening of the focus and the new vision to prepare districts as export hubs would lead to double the exports and achieving the said target.

Ministry of Commerce through DGFT is engaging with State and Central government agencies to promote the initiative of Districts as Export Hubs. The objective is to convert each District of the country into an Export Hub by identifying products with export potential in the district, addressing bottlenecks for exporting these products, supporting local exporters/manufacturers to scale up manufacturing and find potential buyers outside India with the aim of promoting exports, promoting manufacturing & services industry in the District and generate employment in the District.

13.1.2. Market improvement after corona period

One thing is evident that markets have recovered well after the onslaught observed in the months of February and March of 2020. As markets fell following the global lockdown, equities indices experienced historic drops around the world.

Soon, the flattening of the curve and hopes of vaccine development gave a glimmer of hope of improvement in the overall economic activity at the global level. Gradual upliftment of lockdown restrictions further provided the scope of the revival of business activities.

Based on COVID-19 trajectory and geography specific characteristics, various recovery scenarios can be projected. We are seeing some signs of recovery with global market

indices clawing back close to pre-crisis levels, positive net fund flows, and improved transactional market-making activities in Q2’20.

13.1.3. Price rise in commodities

As the economic activities all over the world are gearing up, the production and demand for such commodities have risen. As the Indian economy started its unlocking phase, it saw a pent-up demand for commodities, driving prices further.

The pandemic has the potential to affect commodity demand and supply for an extended period, the analysis finds.

13.1.4. Negative impact on Chinese products

Unlike the financial crisis which stifled global demand for traded products, the pandemic triggers a `triple effect' on trade through the following three channels: Disruption of domestic supply, Reduction in global demand and Contagion effect spread through disrupted global value chains (GVCs).

Traditional manufacturers of hosiery, auto parts, hand tools and machine makers see huge demand from USA and Western Countries who want to see alternatives of Chinese supply.

13.2. Whether we can achieve target!

Yes, with the joint efforts of entrepreneurs, exporters, governments and their departments and other bodies and associations, we can achieve the target.



14. Proposed Schemes to achieve Action Plan

This chapter contains proposed schemes for Madhya Pradesh for promotion of exports in the region. These proposed schemes are suggested after analysing export data, export scenario, consultations with all stakeholders and understanding of WTO guidelines.

14.1. Proposed scheme – 1: Export oriented infrastructure development scheme

Objective-

To develop infrastructure in a district which can visibly and directly boost export of that region.

Nature of rewards-

To fund Rs 5 cr in a year may be spent in each district of India on infrastructure which can visibly and directly boost exports of that district.

The fund shall be spent on following infrastructure projects:

Sr No	Type
1	Road
2	Rail and related facilities
3	Seaport and related facilities
4	Airport and related facilities
5	Pipeline (Water, Gas, Liquid, Chemical)
6	Pollution Control Plants
7	Electricity Production and Distribution
8	Development of industrial Parks
9	Water treatment plants
10	Warehouse, Logistic Park, Selling Centre
11	Inland Container Depot – ICD
12	Processing Units

13	Exhibition Centre
14	Training Facility
15	Testing Labs
16	R&D Centre
17	Small Housing Facilities for Labors
18	Geographical Indication (GI) Registration
19	Marketing Product
20	Common Facility Centre

Who can apply? -

(1) SPV (Special Purpose Vehicle) created by group of exporters having minimum 20 exporters of the region. SPV shall be registered under Section 8 of Company Act as Non-Profit Organization, members of SPV shall have continuous export performance in last three years or

(2) Chamber of Commerce having at least 500 members from Madhya Pradesh before three financial years or

(3) Centre Government Department, PSU, Board, Corporation, Directorate or

(4) State Government Department, PSU, Board, Corporation, Directorate

Title and ownership-

Title and Ownership will be in the hand of the applicant.

Land purchase-

Land may be purchased or taken on long lease for not less than 30 years in the name of the applicant. Expenses related to Land and Lease shall be borne by the applicant.

Fund allocation-

The Government grant will be restricted to 80% of the cost of Project of maximum Rs.5 cr crore. The government grant will be 90% for CFCs for the applicant with more than 50% (a) micro/ village or (b) women owned or (c) SC/ST units. The cost of Project includes cost of building, pre-operative expenses, preliminary expenses, machinery & equipment, miscellaneous fixed assets, support infrastructure such as water supply, electricity and margin money for working capital.

Procedure-

The application shall be made to Regional Office of Directorate General of Foreign Trade, Ministry of Commerce as co-chair District Level Export Promotion Committee (DEPC) of the concerned district. Regional Office of DGFT may scrutinize the applications, verify the claims, identify requirements, study Project Report, and calculate viability of the project and projection thereof. This regional office then recommends DEC about the project.

District Level Export Promotion Committee headed by District Collector has power to decide on which mode, which type, in which place and on which price the above infrastructure can be developed on the recommendation of Regional Office of Directorate General of Foreign Trade, Ministry of Commerce.

DEPC then puts the project before **State Level Export Promotion Committee (SEPC) headed by Chief Secretary**. SEPC may study and scrutinize the project and may approve the project.

Chairman (Deputy Commissioner) and Co-Chair (Regional office of DGFT) shall strictly vigil on expense of funds and relation with exports. The committee shall monitor infrastructure progress development under this scheme on periodical basis. Export shall be boosted with infrastructure improvement under this scheme and direct relationship with exports must be established.

Fund estimate-

There is a requirement of 5 cr fund per annum for improvement of export infrastructure in the district.

Benefits-

It slowly, but in solid way, can create export infrastructure in all parts of Madhya Pradesh. Fund is small but it impacts.

14.2. Proposed scheme – 2: Export marketing and branding (EMB)

Objective-

Objective of this scheme is to promote products and service produced in Madhya Pradesh as brand in international market. Some of the products of Madhya Pradesh are known for their unique manufacturing capacity and unique quality. However, majority of MSMEs are involved in manufacturing in town of export excellence, however their capacity to spend in branding is low. So, government of Madhya Pradesh may promote branding of these products as per place specification.

Nature of rewards-

Sum of Rs 10 cr may be spent to each product in specified international market every year. Mode of promotion is advertisement in TV, newspapers, Internet and through organizing exhibitions, seminars, workshop, product display, and spreading awareness about product.

Research process of the applications of Geographical Indication may also be eligible for the scheme.

Procedure-

Regional Office of Directorate General of Foreign Trade, Ministry of Commerce as the member of Sate Level Export Committee (SEC) may scrutinize the applications, verify the claims, identify requirements, study product, calculate viability of the product and projection thereof. This regional office then recommends SEC about the project about when, where and how marketing of the product will take place. This regional office may also identify the product of Geographical Indication and apply monitor and take follow up about GI.

The regional office of DGFT shall put the project before **State Level Export Committee (SEC) headed by Respected Chief Secretary**. SEC may study and scrutinize the project and may approve the project.

Fund estimate-

Each product needs a fund of Rs 10 cr; it is estimated Rs. 100 cr for 10 products in each year.

Benefits-

Without branding, no product can be exported. Our MSMEs and farmers have few financial avenues to promote their brand in international market. Rs. 10 cr is reasonably a good sum of money by which effective branding can be done, our products can be recognized.

14.3. Proposed scheme –3: Changing administrative structure within state

Exports excellence awards-

Exporters from state/UT Government need recognition for their contribution towards export and economy. New exporters having good contribution as well as increment in export is needed to be recognized. So far, the regional government has not awarded its entrepreneurs on the basis of export promotion. Therefore, to recognize their contribution, to encourage their performance and to commit the service towards economy, the regional government may start award ceremony for exporters. Exports Awards can be given to the highest performing exporters in the segments i.e. Agro products, engineering goods, Drug Pharma sector, tourism sector, handloom sector and handicraft sector. New exporters' new entrepreneur export awards should also be given.

Structure-

The export awards may be administered by Madhya Pradesh Trade Promotion Council. The committee may be formed at the head of Export Commissioner to be assisted by DGFT official of the region. The exporter shall be recognized by the export house DGFT. It must not be under defaulter list (DEL) of DGFT.

14.4. Proposed scheme –4: Exports from Madhya Pradesh Scheme (EMPS)

Objective-

Objective of the scheme is to compensate the high transportation cost from Madhya Pradesh to seaports of India by virtue of being a landlocked state and offset other disadvantages to promote exports from Madhya Pradesh.

Nature of rewards-

Exports of notified goods/products with ITC [HS] code to notified markets as listed in Appendix (this appendix is yet to be decided), shall be rewarded under the scheme. Appendix also lists the rate(s) of rewards on various notified products [ITC (HS) code wise]. The basis of calculation of reward would be on realized FOB value of exports in free foreign exchange or on FOB value of exports as given in the Shipping Bills in free foreign exchange, whichever is less, unless otherwise specified.

Shipping Bill shall specify state of origin as Madhya Pradesh. Export invoices must be generated from Madhya Pradesh.

Monetary benefits shall be directly transferred to the account of the exporters in cash.

Procedure-

The applicant shall submit forms with copy of Shipping Bills, electronic Bank Realization Certificates (eBRCs) and Export Invoices with GST details to Regional Office of Directorate General of Foreign Trade, Ministry of Commerce as the member of District and State Level Export Promotion Committee. Exporter name mentioned in Shipping Bill is entitled for application. The office may scrutinize the applications, verify the claims, identify requirements, study the product and calculate viability of the product and projection thereof. The regional office then recommends Directorate of Industries, Government of Madhya Pradesh whether the application is fit for acceptance. Directorate would then accept the request and disburse the fund.

APPENDIX, for example

S.No	HS Code	ITC(HS) Code	Description of goods	Rate of Reward
1	21		Food Supplements	0.5%
2	30		Pharma	0.5%

14.5. Proposed scheme –5: Export Promotion and State Duties & Taxes Remission

Objective-

Objective of the scheme is to remit taxes and duties paid to the state which are not remitted in any other scheme i.e. stamp duty.

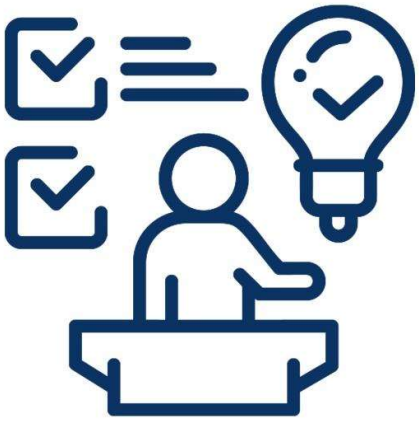
Nature of rewards-

Exporters shall have fulfilled ten times of exports against stamp duty paid at the time of sale deed registration or lease deed registration within six years of stamp duty paid date.

Monetary benefits shall be directly transferred to the account of the exporters in cash.

Procedure-

The applicant shall submit forms with copy of Shipping Bills, electronic Bank Realization Certificates (eBRCs) and Export Invoices with GST details to Regional Office of Directorate General of Foreign Trade, Ministry of Commerce as the member of District and State Level Export Promotion Committee. Exporter name mentioned in Shipping Bill is entitled for application. The office may scrutinize the applications, verify the claims, identify requirements, study the product and calculate viability of the product and projection thereof. The regional office then recommends Directorate of Industries, Government of Madhya Pradesh whether the application is fit for acceptance. Directorate would then accept the request and disburse the fund.





15. Salient Features and Conclusion

This is the first ever mammoth exercises done by Government of Madhya Pradesh with Office of the Joint Director General of Foreign Trade Bhopal where all Exporters, Entrepreneurs, Chambers of Commerce, Export Promotion Councils come together for export promotion.

15.1. Vision of Hon'ble Prime Minister

In order to implement the vision of Shri Narendra Modi, the Prime Minister of India, to convert each district into an export hub, the Finance Minister in her Budget 2020-21 speech, said that each district should develop as an export hub. She further said that efforts of the Centre and State Governments are being synergized and institutional mechanisms are being created.

The Ministry of Commerce and Industry through Directorate General of Foreign Trade (DGFT) has been engaging with States/ UTs to initiate preparation and implementation of a District Export Plan (DEP) specific to each district in every State/ UT through an institutional structure at the district level. The institutional structure set up at the district level for implementation of the District Export Plan will be headed by the Chief/ District Development Officer with other relevant District Level Officers as members.

15.2. Changing priority of central government

Even before the pandemic, the economy was already slowing down, with deficiencies evident in both consumption and investment demand. Unlike some other countries, consumption and investment have been the main drivers of growth in India in recent times. Though export contributed to earlier versions of India's growth story, in the immediate aftermath of the pandemic, its efficacy to boost growth needs to be closely observed.

Despite repeated attempts to bolster manufacturing, the sector failed to grow, leaving services to step up. Eventually, lack of demand hit all segments irrespective of their economic nature. The pandemic, as an external shock, has finally contracted the economy.

It is a widely held view that every crisis also presents an opportunity. Given the prevalence of inequality in Indian economy, the implementation of a fiscal stimulus across sectors will not only lift the economy out of the woods but also address some of the existing distortions in income and wealth distribution.

Sector and area wise approaches and incentivization was the earlier focus of the government and the focus has been shifted to the grass root level to the districts in the states to promote them as export drivers.

15.3. Changing priority of the state government

No priority on exports was given in the previous era and export as a driver of growth of the economy has been highlighted and utilized at present.

DEPC and SEPC are example of co-operative federalism.

15.4. Target: 5 trillion-dollar economy

The government is sticking to the target of becoming a USD 5 trillion economy by 2024-25 and emphasis on infrastructure sector and other initiatives taken in Budget 2021-22 are aimed at achieving the goal.

Presently, India is the fifth largest economy in the world with GDP of around US$ 3 trillion in 2019-20. If the US$ 5 trillion target is translated into reality, the country will leave behind Germany to become world's fourth largest economy in 2024-25, only behind US, China and Japan.

15.5. Future: every district will be an export hub

Department of Industries & Commerce, through DGFT is engaging with State and Central government agencies to promote the initiative of Districts as Export Hubs. The objective is to convert each District of the country into an Export Hub by identifying products with export potential in the District, addressing bottlenecks for exporting these products, supporting local exporters/manufacturers to scale up manufacturing and finding potential buyers outside India with the aim of promoting exports, manufacturing & services industry in the district and generate employment in the district.