



विदेश व्यापार महानिदेशालय  
DIRECTORATE GENERAL OF  
**FOREIGN TRADE**



**MPDC**  
MP Industrial Development Corporation Limited

# Chhindwara

## Madhya Pradesh

# DISTRICT EXPORT PLAN



**Districts**  
as Export Hubs

75  
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.

I would like to thank Chambers of Commerce and Export Promotion Councils (EPCs). The in-depth knowledge of resourceful office bearers of EPCs on exports and their hold on exporters community made us easy access to true picture of exports of the region. I thank Federation of Indian Export Organizations (FIEO), Engineering Export Promotional Council (EEPC), Agricultural and Processed Food Products Export Promotion Council (APEDA) and Pharmaceutical Export Promotional Council (PHARMEXIL), Confederation of Indian Industries (CII), The Federation of Indian Chambers of Commerce & Industry (FICCI), Engineering Export Promotional Council (EEPC) and Pharmaceutical Export Promotional Council (PHARMEXIL).

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Saurabh Suman (IAS)  
Collector & District Magistrate

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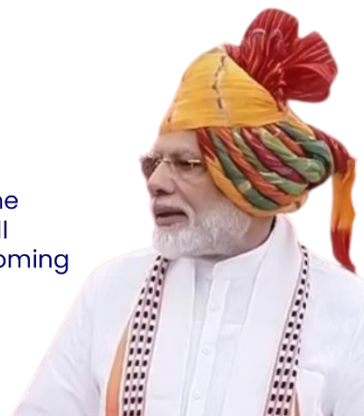
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“Each district of our country has a potential equal to that of one country, each of our districts has the capacity equal to a small country in the world. why should each district not think of becoming an export hub? Each of our districts has a diverse identity and potential for global market”

**Hon'ble Prime Minister**

**on Independence Day Speech 15.08.2019**



## 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.

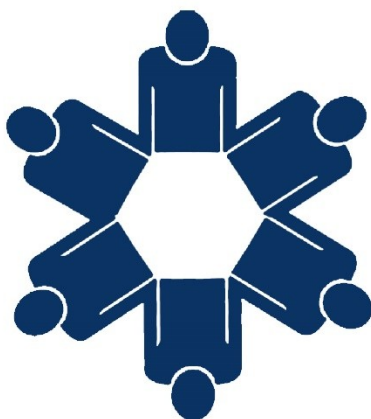
### 1.3. Rational for District Export Plan

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.



### *District Export Promotion Committee*





## 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.

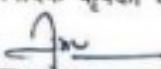
**कार्यालय कलेक्टर (उद्यान) जिला छिंदवाडा (म.प्र.)**

संक्रमांक / उद्यान / एपिडा / 2021-22 / 3906 छिंदवाडा दिनांक 23/07/2021  
 // आदेश //

भारत सरकार, याण्डोल एवं उद्योग मंत्रालय मुख्यालय भोपाल के पत्र दिनांक 18.06.2021 एवं दिनांक 02.07.2021 को आमोदित गर्नुअल बैठक में दिये गये निर्देशानुसार जिले में संतरा क्लस्टर सक्रियकरण कर संतरा उत्पादक कृषकों की आय में वृद्धि करने के उद्देश्य से जिला स्तरीय का पूर्व में पत्र क्रमांक / एपिडा / 2019-20 / 12-13 छिंदवाडा दिनांक 12.4.2020 के द्वारा गठीत समिति को बर्खास्त करते हुये निम्नानुसार नवीन समिति का गठन किया जाता है-

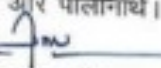
1. मुख्य कार्यपालन अधिकारी, जिला पंचायत	-	समन्वयक
2. उप संचालक उद्यान	-	सदस्य सचिव
3. प्रतिनिधि, संयुक्त महानिदेशक भारत सरकार	-	सदस्य
4. सहायक संचालक, एमएसएमई	-	सदस्य
5. उप संचालक विज्ञान कल्याण तथा कृषि विकास विभाग	-	सदस्य
6. सहायक महाप्रबंधक, एपीडा, भोपाल	-	सदस्य
7. महाप्रबंधक, जिला व्यापार एवं उद्योग	-	सदस्य
8. उपायुक्त सह उप पंजीयक, जिला सहकारी संस्थाएँ	-	सदस्य
9. प्रोजेक्ट डायरेक्टर (उप संचालक कृषि) आत्मा	-	सदस्य
10. जिला विकास प्रबंधक नावार्ड छिंदवाडा	-	सदस्य
11. वरिष्ठ वैज्ञानिक, टीएमसी छिंदवाडा	-	सदस्य
12. वरिष्ठ वैज्ञानिक, के.वी.के. छिंदवाडा	-	सदस्य
13. जिला प्रबंधक, एन.आर.एल.एम. छिंदवाडा	-	सदस्य
14. मण्डी सचिव, कृषि उपाज मण्डी छिंदवाडा	-	सदस्य
15. प्रबंधक, स्थानीय एफ.पी.ओ. (अजिंक्यतारा, पाण्डुर्गा)	-	सदस्य
16. स्थानीय कृषक	-	सदस्य

उक्त समिति संतरा क्लस्टर सक्रियकरण एवं संतरा उत्पादक कृषकों की आय में वृद्धि करने के उद्देश्य से कार्य करेगी।

  
 (सौरभ कुमार सुमन)  
 चेयरमैन एवं कलेक्टर  
 जिला छिंदवाडा  
 छिंदवाडा दिनांक 23/07/2021

संक्रमांक / उद्यान / एपिडा / 2021-22 / 3907

प्रतिलिपि :- 1. श्री प्रशांत बाघमारे, सहायक महाप्रबंधक, एपिडा भोपाल की ओर सूचनार्थ।  
 2. स्टैनो डू कलेक्टर, जिला छिंदवाडा की ओर सादर सूचनार्थ।  
 3. संबंधित .....की ओर पालानार्थ।

  
 चेयरमैन एवं कलेक्टर  
 जिला छिंदवाडा



## *Economic and Export Data of Madhya Pradesh*



### 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	<b>Madhya Pradesh</b>	<b>₹9.07 lakh crore (US\$130 billion)</b>
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	Arunachal 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

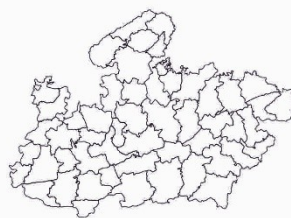
### 8-digit HS Code

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



## Chhindwara



## 4. About the District

### 4.1. General Characteristic of the District

Chindwara district rank 1st in Madhya Pradesh state in area with total of 1181500 hectare and occupies 3.50% of the area of the state. The District is divided into 13 Tahsils and 11 Development blocks. There are 5 Nagar Palikas and 10 Nagar Panchayats. Apart from this there are 8 small towns in the district. Prominent tourist spots in the district include Patakot, Tamia, Tribal museum, Chota Mahadev caves, Devgarh fort, Nadavari, Hot water spring at Anthoni, Radhadevi caves and Jam Sanvali Temple (near Sousar).

Chhindwara district was formed on 1st November 1956. It is located on the south-west region of 'Satpuda range of mountains'. It is spread from 21.28 to 22.50 Deg. north (Longitude) and 78.15 to 79.25 Deg. East (Latitude) and spread over an area of 11, 81,500 hectare. This district is bound by the plains of Nagpur district (in Maharashtra) on the south, Hoshangabad and Narsingpur districts on the north, Betul district on the west and Seoni district on the east.

The Chindwara district covered with forest and it is classified into two categories dense forest and degraded forest. Dense forest is restricted to eastern and western part of the district. Degraded forest occur both the dense forested area and area close to other land use. There are five types of soils are present in the district. Alluvial soil is commonly associated with rivers and streams. Silty soil is occurring on the bank of river Kanhan near Sausar town. Lateritic Soil is occurring in the eastern and south-western part of the district. Sandy soil is associated with Pench and Kanhan rivers. Black cotton soil is occurring in the central, northern and southern parts of the district. Soil of recent origin is developed in low-lying valleys.

Coal, Dolomite and Manganese are the major mineral available in the district. Stone, Sand, Muram, Clay and Marble are the minor mineral available in the district.

Chindwara is situated on a plateau, surrounded by the lush green fields, rivers and sagaun trees. Chhindwara is surrounded by dense forest with diverse flora and fauna. There is total forest area 4,79,500 hectare of the district. Bamboo, Teak, Harra, Salbeej, Tendu Patta, are the major forest wealth.

#### **District at a glance**

- Area: 11815 Sq. Km
- Language Spoken: Hindi, Maratha, Gondi, Korku, Pawari & English

Accessibility to Exporters:



**By Air:** The nearest airport is Nagpur airport Maharashtra and Jabalpur Airport (IATA: JLR, ICAO: VAJB), also known as Dumna Airport in MP.

**By Rail:** Chhindwara railway station is in the Western Central Railway zone.

**By Road:** Chhindwara is well connected with all the districts of the state

#### Nearest Port including ICDS

- Icd, Malanpur, Concor, M.P.
- Icd Mandideep 34-A1 Nia Dist:Raisen Mp 462046

#### 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
1124422	1262367	1293209	1380370	1607489	1636799	1572887

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
48321	52884	53313	55943	64200	64635	61513

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

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	554443	661601	645709	703343	826541	806248	696531
2	Secondary	204561	198533	205925	212086	247948	257863	276279
3	Tertiary	323112	353829	371425	391942	422296	457259	484180
<b>Total GDVA at basic prices</b>		1082115	1213962	1223059	1307371	1496785	1521370	1456991

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	380162	482029	457971	489935	597904	589294	596688
2	Livestock	17357	20242	23571	28970	34586	40180	45849
3	Forestry & logging	31064	31017	31151	43175	43229	42261	41681
4	Fishing & aquaculture	796	1005	1337	1999	1729	2237	1990
5	Mining & quarrying	125064	127308	131680	139264	149092	132276	10323
7	Manufacturing	76442	77907	72073	74679	104342	109405	116231

8	Electricity, gas, water supply & other utility services	18694	18914	23675	25544	30784	31335	33916
9	Construction	109424	101712	110176	111862	112822	117122	126132
11	Trade, repair, hotels and restaurants	91364	101278	105134	109759	115849	130687	142666
12	Transport by other means and Storage	28924	31658	32386	35475	37644	43869	45345
13	Railways	7317	9582	9817	9988	11598	11699	12492
14	Communication & services related to broadcasting	13407	14934	17731	20506	24511	22373	21479
15	Financial services	41337	44341	48037	49131	56087	53775	54340
16	Real estate, ownership of dwelling	45952	49450	53416	57201	60254	64492	69137
17	Public administration	40688	43773	45821	46637	48930	55805	60373
18	Other services	54124	58812	59083	63244	67423	74558	78349
Total GDVA at basic prices		1082115	1213962	1223059	1307371	1496785	1521370	1456991

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

#### 4.2. Industrial Scenario of the District

Table: Industrial Scenario of District, Chhindwara (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

Source: DIC, Chhindwara (MP)

Table: Industry at a Glance

Sr no	Head	Unit	Particulars
1.	Registered industrial MSME unit		
2.	Registered medium & large unit		
3.	Employment in micro and small industries		
4.	Employment in large and medium industries		
5.	No. Of industrial area		
6.	Turnover of small scale ind.		
7.	Turnover of medium & large scale industries		

Source: DIC Chhindwara, (MP)

Table: Data of Small Enterprises as on 31.03.2022

Sr No	District	No. of Unit	Employment	Fixed Investment	Production
				(in Lakhs)	(in Lakhs)
1					

Source: DIC Chhindwara, (MP)

Table: District wise status of large medium industry as on 31.03.2019

S.no.	District	Units	Fixed capital investment (Rs. in lacs)	Working capital (Rs. in lacs)	Employment	Production (Rs. In lacs)

Source: DIC Chhindwara, (MP)

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

NIC CODE NO.	TYPE OF INDUSTRY	No. of UNITS	EMP Nos	INVESTMEN (Rs Lakh.)	Production in Lakh
15	Manufacturing of Food Products & Beverages			--	--
16	Manufacturing of Tobacco Products			--	--
17	Manufacturing of Textile			--	--
18	Manufacturing of weaving apparel Dressing & Dyeing of Fur			--	--
19	Manufacturing of tanning Dressing of Leather			--	--
20	Manufacturing of Wood Products			--	--
21	Manufacturing of Paper & Paper Products			--	--
22	Publishing Printing			--	--
23	Manufacturing of Coke, Refueled Petroleum Products & Nuclear Fuel			--	--
24	Manufacturing of Chemical Products			--	--
25	Manufacturing of Rubber & plastic			--	--

	Goods				
26	Manufacturing of other Non Metallic Mineral Products			--	--
27	Manufacturing of Basic Metal			--	--
28	Manufacturing of Fabricated Metal Products Except M/C Equipments			--	--
29	Manufacturing of Machinery & Equipments			--	--
30	Manufacturing of Office, Accounting & Computer			--	--
31	Manufacturing of Electrical M/c			--	--
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			--	--
37	Recycling			--	--
40	Electricity, Gas, Steam & Hot water -			--	--
41	Collection of Information & Distribution Of Water			--	--
50	Maintenance & Repair of Motor Cycle			--	--
52	Maintenance & Repair of Personal House hold Goods			--	--
60	Land Transport			--	--
63	Supporting & Auxiliary Activities			--	--
64	Post & Telecommunication			--	--
71	Tenting & Transport Equipments			--	--
72	Computer Related Activities			--	--
74	Other Business			--	--
85	Health & Social Work			--	--
92	Recreation, Cultural & Sporting Activities			--	--
93	Other Service Activities			--	--
	<b>TOTAL</b>				

Source: DIC Chhindwara, MP)

#### 4.3. Export from the District

Total exports from the district – INR 713.73 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.	21069099	OTHER FOOD PREPARATION NES	281.32
2.	9042110	OF GENUS CAPSICUM	46.89
3.	29214290	OTHER AMINO SULPHONIC ANILINE ETC NES	40.79
4.	10059011	YELLOW	34.87
5.	10059090	OTHER	31.14
6.	52052310	GREY	21.33
7.	52010015	INDIAN COTTON OF STAPLE LENGTH 28.5MM (1.4/32) AND ABOVE BUT BELOW 34.5MM	20.46
8.	9042211	CHILLY POWDER	20.44
9.	52052410	GREY2401	17.41
10.	10019910	WHEAT	17.14

(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, 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, M.P. 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- Jabalpur	2rd Floor, Udyog Bhawan, Katanga Jabalpur. Email ID: ed.rojbp@mpidc.co.in	0761-4045751
10.	District Trade & Industries Centre, Chhindwara	Industry & Trade Department Collector Office District Chhindwara Email ID: gminar@mp.nic.in	07792-230356



#### 4.5. SWOT Analysis of the district

##### **Strengths**

1. Coal, Dolomite and Manganese are the major mineral available in the district.
2. Bamboo, Teak, Harra, Salbeej, Tendu Patta, are the major forest wealth.
3. Availability of resources under different programmes.
4. District offers profound support from Indore, Bhopal, Jabalpur for skilled manpower, engineering pool and trained workers.

##### **Weakness**

1. Challenges like logistical, labor constraints, skilling requirement, Trade finance other regulatory challenges, compliance capacities e.g. certification, testing, inspection, IPRs, awareness, and training about Trade documentation and requirements of important trade issues like tariff and non-tariff barriers.
2. R & D facilities are not adequate.
3. Lack of testing facilities required.
4. Lack of awareness about export potential of various products from the district.
5. Inadequate marketing of product and lack of a comprehensive marketing plan.
6. Absence of cooperation from concerning development departments of government for provision of basic infrastructure.
7. Lack of adequate professional training facilities for human resource development and quality of service.

##### **Opportunities**

1. Food Processing, Flour mill, Dal mill, Bee keeping Leather industry, Leather toy, wooden furniture has huge potential of export in the district.
2. Tremendous potential for enhanced opportunities in youth-oriented education, skill development.
3. This region offers cheap land, labour and connectivity towards ports and the rest of India.

##### **Threats**

1. Investors who are looking forward to Madhya Pradesh for investment, their first preference is in the Indore region then Bhopal region.
2. Planned and careful handling to negotiate the present adverse image and bring it up to a positive positioning.
3. Financial Risk in Currency Exchange Rates.
4. Lack of policy or funding support from the State and District Administration.
5. Uncertainty regarding Global supply chain.



# Orange



## 6. Orange

An orange is a fruit of various citrus species in the family Rutaceae (see list of plants known as orange). Orange trees generally are grafted. The bottom of the tree, including the roots and trunk, is called rootstock, while the fruit-bearing top has two different names: budwood (when referring to the process of grafting) and scion (when mentioning the variety of orange).

Export Data  
 Table: Export from India  
 HS CODE 08051000: Oranges Fresh Or Dried  
 Values in Rs. Lakhs

S.No	HS Code	Commodity	2020-2021	%Share	2021-2022	%Share
1	08051000	Oranges Fresh Or Dried	45785	0.0212	40732	1
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 08051000: Oranges Fresh or Dried

S.No.	Country / Region	Values in Rs. Lacs		
		2020-2021	2021-2022	%Growth
1.	Bangladesh Pr	40900	37071	-9
2.	Nepal	4394	3464	-21
3.	Bhutan	11	109	873
4.	U Arab Emts	201	38	-81
5.	U S A	10	19	86
6.	Baharain Is	13	18	38

7.	Singapore	0	7	2985
8.	Saudi Arab	38	2	-94
9.	Oman	50	2	-95
10.	Qatar	44	2	-96

(Source: Ministry of Commerce, India)

Table: Export from Madhya Pradesh  
 HS CODE 07139010: Toor Dal

HS CODE	Commodity Description	April, 21 To March, 22 Value (INR) Cr.	April, 21 To March, 22 Value (US Million)
08051000	Oranges Fresh Or Dried	3430126	45964

(Source: DGCIS)

Table: Import – Top Country Wise  
 Product: 08051000: Oranges Fresh or Dried

Rank	World's Top Importers	Value imported in 2021 (USD thousand)
	World	
		5877492
1.	Germany	483428
2.	France	455378
3.	Netherlands	389963
4.	Russian Federation	313908
5.	China	264900
6.	Hong Kong, China	261342
7.	United States of America	252923
8.	Saudi Arabia	237393
9.	United Kingdom	228113
10.	Canada	207889

(Source: Trade Map)

Table: Export from India – Top Country Wise  
 Product: 08051000: Oranges Fresh or Dried

Rank	World's Top Exporters	Value exported in 2021 (USD thousand)
	World	
		5393939
1.	Spain	1442232
2.	South Africa	808620
3.	Egypt	714400
4.	United States of America	606121
5.	Netherlands	278320
6.	Australia	204974
7.	Greece	184832
8.	China	155252

9.	Italy	134679
10.	Türkiye	104799

(Source: Trade Map)

## SWOT Analysis

### Strength-

1. India is 2nd largest producer of Oranges after Brazil in the world.
2. Madhya Pradesh is the leading producer of Orange having second largest area under cultivation.
3. Varieties Grown are Nagpur Mandarin, Kinnow, Coorg Mandarin, Mosambi.
4. Major area under world class export quality "Nagpur Mandarin"
5. Total Production of Orange in Madhya Pradesh is 523749 MT which is 14.36 % in total production of orange in India.
6. Orange is consumed in all parts of the country and has a consistent high demand in the domestic market throughout the year.

### Weakness:

1. Shelf life of Orange is too short.
2. Lack of Infrastructure for cold Chain like Cold Store, Pack house and Reefer Vans, test laboratories.
3. Farm Aggregation: Majority of the plantations including Orange Plantation in Madhya Pradesh are small land holding. Investment into the aggregator segment for the crop can be huge business opportunity for the private sector.
4. Poor Market Linkage & Packaging Techniques for fresh produce.
5. Farmers are Not Aware of the Standard Quality Norms Acceptable in International Markets.
6. Lack of Documentation and certification like Certification Authority.

### Opportunities:

1. Processing of Orange: Juices, Jams, Squash, Syrups, Cosmetics, perfumes, essential oils, etc.
2. Growing export markets in Bangladesh, Nepal, Bhutan, UAE, USA
3. Offering huge investment opportunities, Madhya Pradesh can lead the country in terms of Orange exports as the fruit is available round the year.
4. Supportive Government backing the investors which can help in taking large scale commercial farming to major Orange clusters.
5. Farmer Education: Significant investment is required in education and relevant support services to give small & marginal farmers the necessary skills and knowledge to increase productivity, improve the quality of the produce and reduce waste.
6. Processing of Orange: Juices, Jams, Squash, Syrups, Cosmetics, perfumes, essential oils, etc.

### Threats:

1. India is major producer of Orange in the world but its not comes under top 10 orange exporting countries of the world.
2. Major Competitors are Spain, South Africa, Egypt, USA, Netherlands, Australia.
3. Importing regulation of Agri & Food products are different in different countries.



## Dried Vegetable



### 7. Dried Vegetable

Processed and value added products are gaining importance in the worldwide markets.. Onion is mainly exported in the form of dehydrated onion, canned onion and onion pickle. Free water is removed from the vegetables during the drying process so that microorganisms do not survive and reproduce. Simultaneously, the solids such as sugar and organic acids are concentrated thereby exerting osmotic pressure to further inhibit the microorganisms. Drying process involves the application of heat to vaporize water and removal of moist air from the dryer.

Dehydrated onions are considered as a potential product in world trade and India is the second largest producer of dehydrated onions in the world. There is a large demand of dehydrated onion in the European countries only (Srinivasa Murthy and Subramanyam 1999). Hyma Jyothi (2003) found a positive and significant growth rate in onion export which is of 6.27% per annum.

Onions are generally dried from an initial moisture content of about 86% (wb) to 7% (wb) or less for efficient storage and processing. Dehydrated onions in the form of flakes or powder are in extensive demand in several parts of the world, for example UK, Japan, Russia, Germany, Netherlands and Spain.

Export Data  
 Table: Export from India  
 HS CODE 0712: DRIED VEGETABLES, WHOLE, CUT, SLICED, BROKEN OR IN  
 POWDER, BUT NOT FURTHER PREPARED  
 Values in Rs. Cr.

S. No.	HS Code	Commodity	2020-2021	%Share	2021-2022	%Share
1	0712	DRIED VEGETABLES, WHOLE, CUT, SLICED, BROKEN OR IN POWDER,			1	0712



		BUT NOT FURTHER PREPARED				
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 0712: DRIED VEGETABLES, WHOLE, CUT, SLICED, BROKEN OR IN POWDER, BUT NOT FURTHER PREPARED

S.No	Country / Region	Values in Rs. Lacs		
		2020-2021	2021-2022	%Growth
1.	AFGHANISTAN	418	274	-34
2.	ALBANIA	114	213	86
3.	ALGERIA	36	126	248
4.	ANGOLA	3	8	178
5.	ARGENTINA	937	818	-12
6.	AUSTRALIA	1,325	1,399	5
7.	AUSTRIA	36	4	-86
8.	AZERBAIJAN	0.01		
9.	BAHARAIN IS	106	119	11
10.	BANGLADESH	1,010	1,177	16

(Source: Ministry of Commerce, India)

Table: Export from Madhya Pradesh  
 HS CODE 0712: DRIED VEGETABLES, WHOLE, CUT, SLICED, BROKEN OR IN POWDER, BUT NOT FURTHER PREPARED

HS CODE	Commodity Description	April, 21 To March, 22 Value (INR) Cr.	April, 21 To March, 22 Value (Million USD)
0712	DRIED VEGETABLES, WHOLE, CUT, SLICED, BROKEN OR IN POWDER, BUT NOT FURTHER PREPARED	16.2	2.18

(Source: DGCIS)

Table: World's Top Importer in 2021  
 Product: 0712: DRIED VEGETABLES, WHOLE, CUT, SLICED, BROKEN OR IN POWDER, BUT NOT FURTHER PREPARED

Rank	World's Top Importers	Value imported in 2021 (USD thousand)
	World	3461
1.	Japan	324
2.	United States of America	303
3.	Germany	285
4.	Vietnam	229

5.	Netherlands	179
6.	Israel	147
7.	Hong Kong, China	131
8.	France	128
9.	Thailand	118
10.	Canada	117

(Source: Trade Map)

Table: World's Top Exporters in 2021  
Product: 0712: DRIED VEGETABLES, WHOLE, CUT, SLICED, BROKEN OR IN POWDER, BUT NOT FURTHER PREPARED

Rank	World's Top Exporters	Value exported in 2021 (USD thousand)
		World
1.	China	2179
2.	United States of America	222
3.	India	215
4.	Germany	194
5.	Netherlands	143
6.	Poland	116
7.	France	95
8.	Türkiye	69
9.	Egypt	66
10.	Spain	65

(Source: Trade Map)

## SWOT Analysis

### Strength-

1. Product is easily available
2. Provide organic nutrition
3. High quality of product

### Weakness:

1. High competition
2. Low market share
3. Building image in customer mind takes longer time

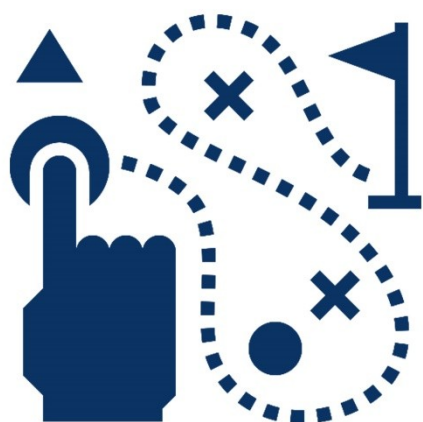
### Opportunities:

1. To capture large market of share
2. Benefit in economics of scale
3. Loyalty among customers

### Threats:

1. Unexpected market factors

2. Change in taste and preferences
3. Change in government policies



## Action Plan



### 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 food processing and industrial units to promote manufacturing through PMEGP and other state level schemes with DIC-Chhindwara  DIC-Chhindwara will facilitate the units in getting important registration in GST process and Import-Export Code	Orange is unique product of Chhindwara, DIC-Chhindwara will take initiative to get the GI tag of the product. If it is required will assist in aggregation of commodities for bulk orders	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	Centre and State	Ministry of Commerce and Industries, GoI  Above mentioned nodal

			demand. Agency will also support in the preparation of attractive marketing content and logo etc.		officers of the selected products
3.	Awareness	<p>1. Incentive Policies and Documentation</p> <p>2. Customs procedures</p> <p>3. Creation of more FPOs</p>	Online workshops	Centre and State	DGFT RA, Customs Department and Agriculture Department
4.	Quality assurance & Certification	<p>As per the product demand in international and domestic markets, need of quality certification will be analysed</p> <p>Region-wise quality parameters will be assessed and information on these parameters will be provided to the Units</p> <p>All necessary help will be provided to units to get the ISO and other certification with the help of experts.</p>	After achieving the targets of midterm strategy and assessment of quality parameters, it will be ensured to set up a testing facility and provide certification to the units.	State and Centre	Ministry of MSME, GoI and Department of MSME, GoMP
5.	Credit Support	<ul style="list-style-type: none"> <li>Convergence of existing schemes to support financially.</li> <li>Provide term loans to small and medium enterprises to enable them to upgrade export production capability.</li> <li>Assist exporters with pre-shipment and post-shipment</li> </ul>	<ul style="list-style-type: none"> <li>Preparing project for future funding demand from state and central Govt.</li> <li>Information Dissemination about existing financial schemes which the MSMEs, exporters and other relevant stakeholders</li> </ul>	<p>Centre, State and DGFT RA</p> <p>Centre</p> <p>DGFT RA and ECGC</p>	<p>Ministry of MSME, GoI and Department of MSME, GoMP</p> <p>ECGC Government</p>

		<p>credit.</p> <ul style="list-style-type: none"> <li>• ECGC department to provide more support</li> <li>• Preparing project for future funding demand from state and central Govt.</li> </ul>	<p>can avail which would facilitate in export promotion.</p> <p>Support smaller units in establishing their business through financial assistance of different schemes</p>		of India Undertaking
6.	Common Facilitation Centre	<p>1) Common Facilitation is not available in Chhindwara. Need assessment of cluster development in the district.</p> <p>2) Information sharing system (including exporters) should be developed in the district.</p>	<p>Common Facility Centre should be created for exports. Need to strengthen the existing cluster.</p> <p>DTIC and DGFT RA can be the nodal department for this initiative.</p>	State and Centre	Ministry of MSME
7.	Logistics	<p>The available local transporters will be the logistics partner with the charges fixed by companies and Govt. officials viz are ware house corporation agriculture produce marketing board etc.</p>	<ul style="list-style-type: none"> <li>• We will partner with logistics and supply chain partners. Currently, MPIDC has an MoU with eBay India and Flipkart Group to market the product international and domestic markets respectively.</li> <li>• Train Service to Mundra Port is required since fuel is very expensive. To initiate train service from ICD Nagpur to Mundra Port (CONCOR) Part load not accepted at ICD</li> </ul>	Centre	Railway Department (CONCOR)



			Nagpur. Weekly loading can be planned at ICD Nagpur		
8.	Marketing support	<p>Support can be provided by MSME for participation in international trade fairs and exhibition/Customer visit.</p> <p>To analyse the distribution channels associated to the product categories and</p> <p>Identification of new markets for the selected products</p>	<p>Organising more buyer-seller meets will be easiest 2-way communication for marketing of the products.</p> <p>Necessary support will be provided to units to adopt E-commerce platform for the marketing of the product.</p>	State/Centre	Ministry of MSME of Commerce and Industries, Gol
9.	Regulatory	<p>Efforts are being made to ensure that units can get all the clearances on time.</p> <p>DEPC will create Single window system at the district level</p>	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	<p>Government can organize the district training camps to generate skilled manpower.</p> <p>Training on:</p> <ul style="list-style-type: none"> <li>• Export tariffs, taxes, and customs procedures;</li> <li>• Commercial standards, regulations and practices;</li> <li>• Distribution channels, business travel, and other market information;</li> </ul> <p>Identification of</p>	DGFT RA and District Administration	

			opportunities and best prospects		
11.	Supply Chain	The available local transporters will be the logistics partner with the charges fixed by companies and Govt. officials viz are ware house corporation agriculture produce marketing board etc.	We will partner with logistics and supply chain partners. Currently, we have an MoU with eBay India and Flipkart Group to market the product international and domestic markets respectively		



*Target*



### 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.

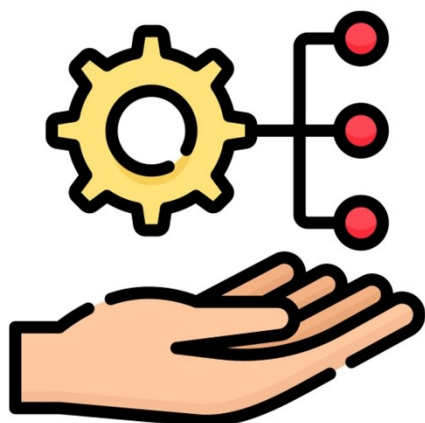
#### 13.1.4. Negative impact on Chinese products

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.



## Proposed Schemes



### 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 INR 5 Cr/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: Madhya Pradesh Trade Policy

**Objective-**

To promote export ecosystem in the State, Government has introduced a comprehensive Trade Policy with the following objectives:

- (i) To quadruple the export from the state within next five years;
- (ii) To double the number of exporters from the state within next five years;
- (iii) To develop and maintain access to strategic foreign markets for goods and services from Madhya Pradesh and manage key trading relationships while diversifying new and existing opportunities.
- (iv) To achieve export growth in leading export related district, with significant growth in exports of identified products/services from each district.
- (v) To achieve synergy by integrating flagship programmes and activities of the line departments of Government of Madhya Pradesh (GoMP) & Government of India (GoI).

**Nature of rewards:**

MP Export Facilitation Fund (MPEFF)

International Market Development Assistance (IMDA)

MP Export Skill Development Support (MPESDS)

MP E-Commerce Subsidy (E-COMS)

## 14.3. Proposed scheme –3: Madhya Pradesh Trade Promotion Council

The Madhya Pradesh Trade Promotion Council will work for the overall development of all manufacturing, service and business sectors right from entrepreneurship development, export infrastructure development and export ecosystem development in the state and outside. The MPTPC shall coordinate with all the stakeholders in the value chain and whole process of exports to establish and enhance contacts within and outside India for better business growth.

**Governance Structure**

The Council will comprise of a Governing Body, Executive Committee, Panel Committees which would comprise of Registered Members.

The functionaries of the Governing Body will work towards strategizing and executing the agenda of the Council.

A. Governing Body:

- I. Chairman – Honourable Chief Minister, Government of Madhya Pradesh
- II. Members of Governing Body: As mentioned in the Order No.: F 19-20/2022/1/4 dated 03/03/2022
- III. Elected Conveners of below mentioned panel committees:
  - A) Agriculture & Food Processing
  - B) Pharmaceutical
  - C) Textile & Garments
  - D) Automobile & Engineering
  - E) IT and other sector
- IV. Member Secretary: Principal Secretary, Department of Industrial Policy and Investment Promotion, Government of Madhya Pradesh

B. Executive Committee:

- I. Chairman – Chief Secretary, Government of Madhya Pradesh
- II. Members of Executive Committee: As mentioned in the Order No.: F19-20/2022/1/4 dated 24/03/2022
- III. Member Secretary: State Export Commissioner (Managing Director, M.P. Industrial Development Corporation Limited), Government of Madhya Pradesh
- IV. Establishment of Directorate of Trade

**Sectoral Panel Committees:** The Panel Committees will be the forum for member exporters to provide expert views on specific sectors to the Governing Body for consideration and prioritization. The Panel Committee will comprise of a Convener (Representative of the committee in Governing Board) and 6 sectoral industrial representatives in the respective committees.

#### 14.4. 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.



## Conclusion



### 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.