



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



**MPDC**  
MP Industrial Development Corporation Limited

# Khandwa

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.

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Anup Kumar Singh (IAS)  
Collector & District Magistrate  
Khandwa

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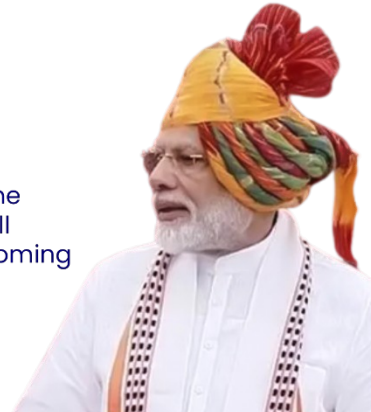




“Each district of our country has a potential equal to that of one country, each of our districts has the capacity equal to a small country in the world. why should each district not think of becoming an export hub? Each of our districts has a diverse identity and potential for global market”

**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.



## कलेक्टर कार्यालय जिला, खंडवा

// आदेश //

क्रमांक:जिव्याउके/खं/निर्यात/ 2020/ 1151

खंडवा, दिनांक 25/11/20

सूक्ष्म, लघु एवं मध्यम उद्यम विभाग, मंत्रालय भोपाल के संशोधित आदेश दिनांक 18/05/2020 के तहत क्रमांक एफ 5-10/2017/अ-73 भारत सरकार वाणिज्यकर मंत्रालय नई दिल्ली के निर्देशानुसार जिला स्तर पर निर्यात की संभावनाओं के अंतर्गत जिले में निर्यात की दृष्टि से उत्पादों का चयन, जिले की निर्यात योजना तैयार करना तथा नियमित समीक्षा करने हेतु जिला स्तरीय निर्यात संवर्धन समिति का गठन निम्न अनुसार किया जाता है-

1	जिला कलेक्टर	-	अध्यक्ष
2	पदाधिकारी, रिजनल अर्थॉरिटी विदेश व्यापार महानिदेशालय इन्दौर	-	उपाध्यक्ष
3	महाप्रबंधक जिला व्यापार एवं उद्योग केन्द्र	-	सह संयोजक
4	प्रतिनिधि, एमपीआईडीसी	-	सदस्य
5	लीड बैंक प्रबंधक बैंक ऑफ इंडिया, खंडवा	-	सदस्य
6	प्रतिनिधि, सूक्ष्म, लघु एवं मध्यम उद्यम विभाग भारत सरकार, इन्दौर	-	सदस्य
7	प्रतिनिधि, निर्यात संवर्धन कॉन्सिल(डीजीएफटी)- इन्दौर	-	सदस्य
8	प्रतिनिधि, क्वालिटी एवं स्टेन्डर्ड इम्प्लिमेन्टेशन बॉडी, दिल्ली	-	सदस्य
9	प्रतिनिधि, जिला उद्योग संघ	-	सदस्य
10	उपसंचालक कृषि विभाग	-	सदस्य
11	उपसंचालक उद्यानिकी विभाग	-	सदस्य
12	सहायक महाप्रबंधक नाबार्ड	-	सदस्य
13	सहायक संचालक मत्स्य विभाग	-	सदस्य

उपरोक्त समिति का मुख्य दायित्व जिले में निर्यात की दृष्टि से उत्पादों का चयन करना एवं जिले की निर्यात योजना तैयार करना होगा।

  
कलेक्टर

खंडवा(MOPRO)

क्रमांक:जिव्याउके/खं/निर्यात/ 2020/ 1152-1153

खंडवा, दिनांक 25/11/20

प्रतिलिपि:

1. उद्योग आयुक्त, उद्योग संचालनालय भोपाल की ओर सूचनार्थ।
2. संयुक्त महानिदेशक फॉरेन ट्रेड, तिसरी मंजिल, निर्यात सदन, गवर्नमेन्ट प्रेस के पीछे, 52- ए अरेरा हिल्स भोपाल की ओर सूचनार्थ।
3. \_\_\_\_\_ विभाग की ओर सूचनार्थ एवं पालनार्थ।

  
कलेक्टर

खंडवा(MOPRO)

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## *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





#### 4. About the District

##### 4.1. General Characteristic of the District

Khandwa is a district in the southern part of Madhya Pradesh. Khandwa is 130 km from the Indore. Khandwa district was surrendered by the Marathas to the British Raj in 1818, and later became part of the Central Provinces and Berar. The area to the west, which forms the present Khargone district, was part of the princely state of Indore. After India's independence in 1947, the Central Provinces and Berar became the new Indian state of Madhya Pradesh.

Khandwa District was known as Nimar District before 1956, when the state of Madhya Bharat to the west was merged with the state of Madhya Pradesh. The present-day Khargone District of Madhya Bharat was also called Nimar, so the districts were renamed West and East Nimar. Nimar district was part of the Nerbudda (Narmada) Division of the Central Provinces and Berar, which became the state of Madhya Bharat (later Madhya Pradesh) after India's independence in 1947. Khandwa was known as East Nimar until recently. Burhanpur District was separated from Khandwa District on 15 August 2003. Khandwa District is part of Indore Division. Tabish. In Main Cities is Mundi, Harsud, Pandhana, Omkareshwar.

There is no major mineral available in the district. Stone, Murum, and Sand are the minor minerals available in the districts.





1	Primary	196036	105523	258735	250962	259425	369927	323651
2	Secondary	105352	99097	101365	103722	110582	114455	126693
3	Tertiary	187806	206178	217392	229036	247143	264486	282794
<b>Total GDVA at basic prices</b>		489195	410798	577492	583720	617150	748868	733138

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	154157	66502	189461	184141	195825	304885	254556
2	Livestock	12727	16159	17701	21947	27270	31760	36315
3	Forestry & logging	23659	29107	23441	28921	31481	29119	28527
4	Fishing & aquaculture	949	1243	2198	2951	4010	3775	3264
5	Mining & quarrying	4546	2091	25934	13002	839	388	990
7	Manufacturing	34436	33535	29719	31454	38542	39565	44407
8	Electricity, gas, water supply & other utility services	20324	18535	20706	20548	19877	20739	23969
9	Construction	50593	47027	50940	51720	52163	54152	58317
11	Trade, repair, hotels and restaurants	53065	58824	61064	63751	67288	75905	82865
12	Transport by other means and Storage	16469	18021	18908	20624	21803	22958	26142
13	Railways	6929	9074	9296	20624	10983	11078	11829
14	Communication & services related to broadcasting	6217	6925	8222	9509	11366	10375	9960
15	Financial services	27548	29550	32013	32742	37378	35837	36214
16	Real estate, ownership of dwelling	30194	32614	35287	37956	40198	43266	46538
17	Public administration	23442	25280	26522	26950	28315	32212	34870
18	Other services	23942	25890	26522	28046	29812	32856	34376
Tertiary Sector		187806	206178	217392	229036	247143	264486	282794
Total GDVA at basic prices		489195	410798	577492	583720	617150	748868	733138

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

#### 4.2. Industrial Scenario of the District

Table: Industrial Scenario of District, Indore (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 Indore Road.	22.580	11	1156	65	65	Nil	48
2	Industrial area Pandhana Road	1.090	1.90	880	2	2	Nil	2
3	Industrial area	148.740	-	1027	-	17	167	10
4	Total	172.41	12.90		67	67	-	60

Source: DIC, Khandawa (MP)

Table: Industry at a Glance

Sr no	Head	Unit	Particulars
1.	Registered industrial MSME unit	NO.	1679
2.	Registered medium & large unit	NO.	4
3.	Employment in micro and small industries	NO.	5292
4.	Employment in large and medium industries	NO.	599
5.	No. Of industrial area	NO.	3
6.	Turnover of small scale ind.	IN LACS	40320
7.	Turnover of medium & large scale industries	IN LACS	380000

Source: DIC, Khandawa (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	Khandawa	2848	8810	3620	

Source: DIC, Khandawa (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)
1	Khandawa	27	8181	NA	1334	NA

Source: DIC, Khandawa (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	INVESTMENT (Rs Lakh.)	Productions Lakh.)
15	Manufacturing of Food Products & Beverages	122	643	1098	610
16	Manufacturing of Tobacco	4	7	36	20

	Products				
17	Manufacturing of Textile	19	84	171	95
18	Manufacturing of weaving apparel Dressing & Dyeing of Fur	23	77	207	115
19	Manufacturing of tanning Dressing of Leather	4	7	36	20
20	Manufacturing of Wood Products	21	81	189	105
21	Manufacturing of Paper & Paper Products	5	21	45	25
22	Publishing Printing	5	29	45	25
23	Manufacturing of Coke, Refueled Petroleum Products & Nuclear Fuel	2	18	18	10
24	Manufacturing of Chemical Products	25	84	225	125
25	Manufacturing of Rubber & plastic Goods	18	127	162	90
26	Manufacturing of other Non Metallic Mineral Products	17	92	153	85
27	Manufacturing of Basic Metal	20	59	180	100
28	Manufacturing of Fabricated Metal Products Except M/C Equipments	22	113	198	110
29	Manufacturing of Machinery & Equipments	19	62	171	95
30	Manufacturing of Office, Accounting & Computer	7	19	63	35
31	Manufacturing of Electrical M/c	6	16	54	30
32	Manufacturing of Radio TV equipments	0	0	0	0
33	Manufacturing of Medical Precision watches & Clocks	0	0	0	0
34	Manufacturing of Motor vehicles	8	28	72	40
35	Manufacturing of other Transport Equipments	7	19	63	35
36	Manufacturing of Furniture	14	49	126	70
37	Recycling	0	0	0	0
40	Electricity, Gas, Steam & Hot water -	2	7	18	10
41	Collection of Information & Distribution Of Water	9	31	81	45
50	Maintenance & Repair of Motor Cycle	29	102	261	145
52	Maintenance & Repair of Personal House hold Goods	21	85	189	105
60	Land Transport	483	933	4347	2415
63	Supporting & Auxiliary Activities	0	0	0	0
64	Post & Telecommunication	13	24	117	65
71	Tenting & Transport Equipments	0	0	0	0
72	Computer Related Activities	0	0	0	0
74	Other Business	444	1298	3996	2220
85	Health & Social Work	24	94	216	120
92	Recreation, Cultural & Sporting Activities	7	17	63	35
93	Other Service Activities	279	1066	2511	1395
	<b>TOTAL</b>	<b>1679</b>	<b>5292</b>	<b>15111</b>	<b>8395</b>

Source: DIC, Khandawa (MP)

#### 4.3. Export from the District

Total exports from the district – INR 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			
2			
3			
4			
5			
6			
7			
8			
9			
10			

(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	1st Floor, Atulya IT Park, Khandwa	0731-2972623

	Corporation RO- Indore	Road, Indore Email ID: ed.roind@mpidc.co.in	
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

- (1) As Khandawa is 130 km from Indore and Indore represents largest economy in Central India with GDP standing at \$14 billion. It is a Commercial and Trading capital of the state with its history spanning over five centuries and significant footprints in commerce, finance, media, art, fashion, research, technology, education and entertainment.
- (2) As Khandawa is very near of the Indore district and Indore has a diversified economy bases on well-established and successful network of mixed businesses around cotton textiles, Iron and steel, chemicals, pharmaceuticals, readymade garments, solvent plants and machinery.
- (3) Khandawa has huge potential in handloom, agro sector and tourism.

##### 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) Power shortage and frequent electricity cut-offs.
- (6) Marketing problems.

##### Opportunities

- (1) Tremendous potential for enhanced opportunities in youth-oriented education, skill development and commercial avenues.
- (2) 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.
- (3) Khandawa has huge potential in Plastic based goods that can be made can range from toys to polyester films, laminates, molded/soft luggage items, writing instruments, plastic woven sacks and bags, PVC leather cloth and sheeting, packaging, consumer goods, sanitary fittings, electrical accessories, laboratory/ medical surgical ware and travel ware.
- (4) Khandawa has huge potential in rubber based industries and paper industries.

##### Threats

- (1) Delhi-Mumbai freight corridor and Ludhiana Dankuni freight corridor are not passing through this region of Madhya Pradesh
- (2) Vadodara region of Gujarat impose serious competition in all fields to Indore region.
- (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.



*Onion*



#### 5. Onion Seeds\_

Export Data  
 Table: Export from India  
 HS CODE 12099130: Onion Seeds Used For Sowing  
 Values in Rs. Lakhs

S. No.	HS Code	Commodity	2020-2021	%Share	2021-2022	%Share
1	12099130	Onion Seeds Used For Sowing	561	0.0003	87	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 12099130: Onion Seeds Used For Sowing

S.No	Country/ Region	Values in Rs. Cr.		
		2020-2021	2021-2022	%Growth
1	UK		66	-
2	Nepal	22	11	-52
3	Japan	-	6	-
4	Somalia	-	2	-
5	Baharain	-	1	-
6	USA	0	1	2458
7	Ireland	-	1	-
8	Canada	1	0	-87
9	Netherland	-	0	-
10	New Zealand	0	-	-

(Source: Ministry of Commerce, India)

Table: Export from Madhya Pradesh  
 Product: 012099130: Onion Seeds Used For Sowing



HS CODE	Commodity Description	April, 21 To March, 22 Value (INR) Cr.	April, 21 To March, 22 Value (Million US)
120991	Vegetable Seeds Used For Sowing	766	10.2

(Source: DGCIS)

Table: World's Top Importers 2021  
 HS CODE 12099130: Onion Seeds Used For Sowing

Rank	World's Top Importers	Value imported in 2021 (Million USD)
		World
1	Netherlands	502
2	USA	385
3	Spain	375
4	Mexico	289
5	Italy	252
6	China	242
7	France	232
8	Canada	171
9	Japan	154
10	Germany	135

(Source: Trade Map)

Table: World's Top Exporters 2021  
 HS CODE 12099130: Onion Seeds Used For Sowing

Rank	World's Top Importers	Value exported in 2021 (Million USD)
		World
1	Netherlands	2198
2	France	556
3	USA	547
4	Chile	151
5	Italy	148
6	Israel	142
7	China	114
8	Thailand	113
9	Spain	112
10	India	92

(Source: Trade Map)

## SWOT Analysis

### Strength-

1. India is the 2nd largest producer of onion, in the world after China.

2. India produces all three varieties of onion – Red, Yellow and White. Year Round Supply- Grown in western, northern and southern parts
3. Madhya Pradesh is the 2nd Largest Onion producing state in India after Maharashtra.
4. India is 2nd largest exporter of fresh Onion in the world after Netherlands.
5. Total Onion production in Madhya Pradesh is approx. 4,740.60 MT with 15.23 % contribution in total production in the country.
6. With the government investing heavily in the market linkage for agricultural produce, Onion is one of the focus crops for the state.

**Weakness:**

1. Lack of Infrastructure for cold Chain like Cold Store, Pack house and Reefer Vans, test laboratories.
2. Farm Aggregation: Majority of the plantations including Onion 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.
3. 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
4. Poor Market Linkage & Packaging Techniques for fresh produce.
5. Farmers are Not Aware of the Standard Quality Norms Acceptable in International Markets.
6. Sorting, Grading & Packing Equipment units to boost exports from the states.

**Opportunities:**

1. Growing export markets in Bangladesh, Malaysia, Srilanka, UAE, Nepal, Indonesia.
2. Offering huge investment opportunities, Madhya Pradesh can lead the country in terms of Onion and it's by product.
3. Supportive Government backing the investors which can help in taking large scale commercial farming to major Onion clusters.
4. 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.
5. Farm Aggregation: Majority of the plantations in Madhya Pradesh are small land holdings. Investment into the aggregator segment for the crop can be huge business opportunity for the private sector.

**Threats:**

1. Major Competitors are Netherlands, China, Mexico, USA.
2. Importing regulation of Agri & Food products are different in different countries.
- 3.



# Onion



## 6. Onion Dried

Export Data  
 Table: Export from India  
 HS CODE 07122000: Onions Dried  
 Values in Rs.Lakh.

S. No.	HS Code	Commodity	2020-2021	%Share	2021-2022	%Share
1	3004	Mdcmnts (excl itms of 3002,3005 / 3006) fr thrputc/prphylctc uses in measurd dosesor in pckngs fr rtl sale	10,358	4.66	12,919	5.98
India's Total Export		India's total Export	221,985,418		215,904,322	

(Source: Ministry of Commerce, India)

Table: Export from India – Top Country Wise  
 HS CODE 07122000: Onions Dried

S.No.	Country / Region	Values in Rs. Cr.		
		2020-2021	2021-2022	%Growth
1	Germany	13028	13833	6
2	USA	12559	13680	9
3	Brazil	11082	9346	-16
4	Indonesia	3279	8928	172
5	UK	7599	8638	14
6	Belgium	3732	6825	83
7	Russia	6802	6356	-7
8	South Africa	3097	3991	29
9	Slovenia	2340	3415	46
10	Canada	2984	3078	3

(Source: Ministry of Commerce, India)

Table: Export from Madhya Pradesh

HS CODE 07122000: Onions Dried

HS CODE	Commodity Description	April, 21 To March, 22 Value (INR) Cr.	April, 21 To March, 22 Value (Million US)
07122000	Onions Dried	5.03	6.76

(Source: DGCIS)

Table: world's Top Importers  
HS CODE 07122000: Onions Dried

Rank	World's Top Importers	Value imported in 2021 (Million USD)
		World
1	Germany	64715
2	UK	32904
3	Japan	29134
4	USA	28828
5	Indonesia	26245
6	Canada	23608
7	Netherlands	19928
8	Brazil	19478
9	Nepal	17651
10	Belgium	16066

(Source: Trade Map)

Table: world's Top Exporters  
HS CODE 07122000: Onions Dried

Rank	World's Top Importers	Value exported in 2021 (Million USD)
		World
1	India	158891
2	USA	83807
3	China	55513
4	Egypt	50680
5	Spain	26420
6	Germany	26092
7	France	23887
8	Belgium	10884
9	Malaysia	10044
10	Hungary	6806

(Source: Trade Map)

SWOT Analysis

**Strength-**

1. India is the 2nd largest producer of onion, in the world after China.
2. India produces all three varieties of onion – Red, Yellow and White. Year Round Supply- Grown in western, northern and southern parts
3. Madhya Pradesh is the 2nd Largest Onion producing state in India after Maharashtra.
4. India is 2nd largest exporter of fresh Onion in the world after Netherlands.
5. Total Onion production in Madhya Pradesh is approx. 4,740.60 MT with 15.23 % contribution in total production in the country.
6. With the government investing heavily in the market linkage for agricultural produce, Onion is one of the focus crops for the state.

**Weakness:**

1. Lack of Infrastructure for cold Chain like Cold Store, Pack house and Reefer Vans, test laboratories.
2. Farm Aggregation: Majority of the plantations including Onion 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.
3. 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
4. Poor Market Linkage & Packaging Techniques for fresh produce.
5. Farmers are Not Aware of the Standard Quality Norms Acceptable in International Markets.
6. Sorting, Grading & Packing Equipment units to boost exports from the states.

**Opportunities:**

1. Growing export markets in Bangladesh, Malaysia, Srilanka, UAE, Nepal, Indonesia.
2. Offering huge investment opportunities, Madhya Pradesh can lead the country in terms of Onion and it's by product.
3. Supportive Government backing the investors which can help in taking large scale commercial farming to major Onion clusters.
4. 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.
5. Farm Aggregation: Majority of the plantations in Madhya Pradesh are small land holdings. Investment into the aggregator segment for the crop can be huge business opportunity for the private sector.

**Threats:**

1. Major Competitors are Netherlands, China, Mexico, USA.
2. Importing regulation of Agri & Food products are different in different countries.



# Onion



## 7. Onion Fresh or Chilled

Export Data  
 Table: Export from India  
 HS CODE 07031010: Onions Fresh or Chilled  
 Values in Rs. Lakhs

S. No.	HS Code	Commodity	2020-2021	%Share	2021-2022	%Share	%Growth
1	7031010	Onions Fresh Or Chilled	28,301	0.1311	34,330	1	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 07031010: Onions Fresh or Chilled

S.No	Country / Region	Values in Rs. Lacs		
		2020-2021	2021-2022	%Growth
1	Bangladesh	75553	130143	72
2	Malaysia	46147	49020	6
3	Sri Lanka	31322	41121	31
4	Nepal	16838	28077	67
5	UAE	33050	27885	-16
6	Indonesia	11269	8680	-23
7	Qatar	9336	7815	-16
8	Hong Kong	2173	7372	239
9	Kuwait	8369	5745	-31
10	Vietnam	4195	4679	12

(Source: Ministry of Commerce, India)

Table: Export from Madhya Pradesh  
 HS CODE 07031010: Onions Fresh or Chilled  
 Values in Rs. Cr.

HS CODE	Commodity Description	April, 21 To March, 22 Value (INR) Cr.	April, 21 To March, 22 Value (Million US)
07031010	Onions Fresh Or Chilled	81	1.08

(Source: DGCIS)

Table: World's Top Importers  
 HS CODE 07031010: Onions Fresh or Chilled  
 Values in Rs. Cr.

Rank	World's Top Importers	Value imported in 2021 (Million USD thousand)
		World
1	USA	537289
2	Malaysia	207108
3	Germany	202791
4	UK	201877
5	Viet Nam	196962
6	Canada	188931
7	Netherlands	157325
8	Bangladesh	153860
9	Japan	130190
10	Sri Lanka	118680

(Source: Trade Map)

Table: World's Top Exporters  
 HS CODE 07031010: Onions Fresh or Chilled  
 Values in Rs. Cr.

Rank	World's Top Importers	Value exported in 2021 (Million USD thousand)
		World
1	Netherlands	780667
2	India	449457
3	China	435692
4	Mexico	413263
5	USA	263826
6	Spain	166397
7	Pakistan	145743
8	Egypt	141643
9	New Zealand	110973
10	France	104172

(Source: Trade Map)



## SWOT Analysis

### Strength:

1. India is the 2nd largest producer of onion, in the world after China.
2. India produces all three varieties of onion – Red, Yellow and White. Year Round Supply- Grown in western, northern and southern parts
3. Madhya Pradesh is the 2nd Largest Onion producing state in India after Maharashtra.
4. India is 2nd largest exporter of fresh Onion in the world after Netherlands.
5. Total Onion production in Madhya Pradesh is approx. 4,740.60 MT with 15.23 % contribution in total production in the country.
6. With the government investing heavily in the market linkage for agricultural produce, Onion is one of the focus crops for the state.

### Weakness:

1. Lack of Infrastructure for cold Chain like Cold Store, Pack house and Reefer Vans, test laboratories.
2. Farm Aggregation: Majority of the plantations including Onion 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.
3. 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
4. Poor Market Linkage & Packaging Techniques for fresh produce.
5. Farmers are Not Aware of the Standard Quality Norms Acceptable in International Markets.
6. Sorting, Grading & Packing Equipment units to boost exports from the states.

### Opportunities:

1. Growing export markets in Bangladesh, Malaysia, Srilanka, UAE, Nepal, Indonesia.
2. Offering huge investment opportunities, Madhya Pradesh can lead the country in terms of Onion and it's by product.
3. Supportive Government backing the investors which can help in taking large scale commercial farming to major Onion clusters.
4. 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.
5. Farm Aggregation: Majority of the plantations in Madhya Pradesh are small land holdings. Investment into the aggregator segment for the crop can be huge business opportunity for the private sector.

### Threats

1. Major Competitors are Netherlands, China, Mexico, USA.
2. Importing regulation of Agri & Food products are different in different countries.
- 3.



## 8. Tourism

Tourism means people traveling for fun. It includes activities such as sightseeing and camping. People who travel for fun are called "tourists". Places where many tourists stay are called "resorts". Places that people go to for tourism are called tourist destinations. There are a lot of reasons why people travel for fun: Some people travel to learn about the history or culture of a city or country or learn about the people who live there or their ancestors. People from cold places sometimes like to relax in the sun. Many people from the north of Europe or North America travel to warmer places and visit beaches. Some people travel to do an activity which they cannot do at home. There are lots of ski resorts in the mountains of Switzerland and Austria and seaside resorts in Greece and other warm countries. People sometimes visit friends and family in another city or country. Finally, some people enjoy a change in scenery. City people go to forests or deserts, and vice versa.

### SWOT Analysis

#### **Strength:**

Khandawa has resumed with international flight to Sharjah. Jammu has also domestic Airport. Jammu has connectivity of double track, electrified rail line with rest of the country. The rail line to Srinagar is about on its completion. Jammu has four lanes National Highway all weather connectivity. While Srinagar has four lanes national highway connectivity. However, it faces some disturbances due landslide and snowfall. Tourism has direct relation to the connectivity. After becoming UT and commission of new industrial policy, investment proposal especially in the region of Jammu has zoomed. So future of tourism especially for international tourist is very much bright.

#### **Weakness:**

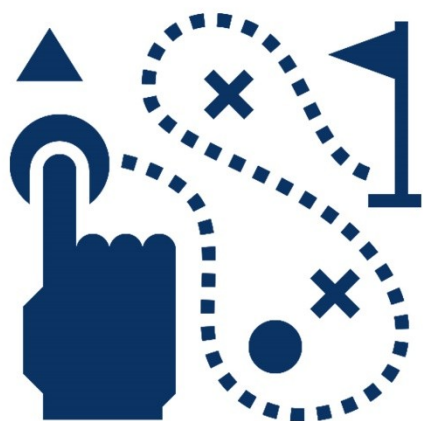
In tourism and for Khandawa tourism, international tourists have several other options. In Nepal, they have good opportunity to explore the Khandawa. Similarly, in India also, they prefer more Indore.

#### **Opportunity:**

After becoming UT, law and order situation improved a lot. Security cover is enhanced. Tourism, especially in religious tourism, the region has good possibility to enhance service to Indian origin foreigners. For Hindus, Mata Vaishno Devi shrine has special significant. And they can be attracted to visit other religious place also.

**Threats:**

After corona outbreak, the biggest sufferer is tourism sector. Due to new variants, this epidemic is not near to go. So, new investment in tourism sector is not coming. Foreign Tourists are hesitating to come due to more international restrictions.



# 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	<p>To promote setting up industrial units of products selected under DEH through PMEGP and other state level schemes.</p> <p>To promote setting up food processing and industrial units to promote manufacturing through PMEGP and other state level schemes with DIC-Indore</p> <p>DIC-Indore will facilitate the units in getting important registration in GST</p>	DIC- Indore 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

		process and Import-Export Code			
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	1. As per the product demand in international and domestic markets, need of quality certification will be analysed  2. Region-wise quality parameters will be assessed and information on these parameters will be provided to the Units  3. All necessary help will be provided to units to get the ISO and other certification with the help of experts.	1.Department of MSME, GoMP can establish as per the need of stakeholders associated with the commodities.  2. 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	1. Information Dissemination about existing financial schemes which the MSMEs, exporters	DIC-Indore and DGFT RA to facilitate the units in getting benefits of the	Centre, State and DGFT RA	Ministry of MSME, GoI and Department of MSME,

		<p>and other relevant stakeholders can avail.</p> <p>Support smaller units in establishing their business through financial assistance of different schemes</p> <p>2.ECGC department to provide support to existing exporters and should create awareness about their credit linkage initiatives.</p>	<p>schemes and also in registration under GST and Import-Export Code</p> <p>DGFT RA along with ECGC should organise export awareness workshop on quarterly basis.</p>	<p>Centre</p> <p>DGFT RA and ECGC</p>	<p>GoMP</p> <p>ECGC Government of India Undertaking</p>
6.	Common Facilitation Centre	<p>1) Common Facilitation is not available in Indore. 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>	<p>State and Centre</p>	<p>Ministry of MSME</p>
7.	Logistics	<p>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.</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</li> </ul>	<p>Centre</p>	<p>Railway Department (CONCOR)</p>

			<p>initiate train service from ICD Dhannad to Mundra Port (CONCOR) Part load not accepted at ICD Dhannad. Weekly loading can be planned at ICD Dhanna</p>		
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>	<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.</p>	Centre and State	
10.	Training	<p>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>	<p>Government can organize the district training camps to generate skilled manpower. Training on:</p> <ul style="list-style-type: none"> <li>• Export tariffs, taxes, and customs procedures;</li> <li>• Commercial</li> </ul>	DGFT RA and District Administration	

			<p>standards, regulations and practices;</p> <ul style="list-style-type: none"> <li>• Distribution channels, business travel, and other market information;</li> <li>• Identification of opportunities and best prospects</li> </ul>		
11.	Supply Chain	<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>	<p>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</p>		





# 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.

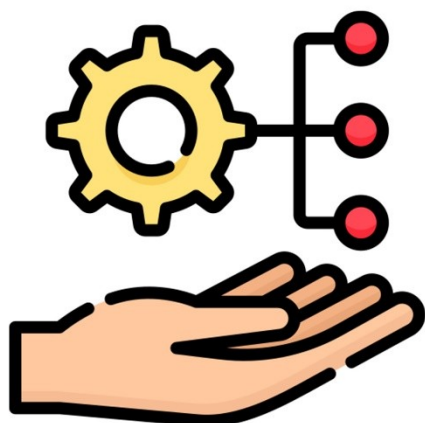
#### 13.1.4. Negative impact on Chinese products

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 Freight Subsidy (MPFS)

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.