



विदेश व्यापार महानिदेशालय
DIRECTORATE GENERAL OF
FOREIGN TRADE



MPDC
MP Industrial Development Corporation Limited

Satna

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).

I extend my special thanks to Shri Sanjay Shukla (IAS, Principal Secretary, Industries & Commerce) Government of Madhya Pradesh, Shri John Kingsly (IAS, Managing Director, MP Industrial Development Corporation - MPIDC) and Shri Suvindh Shah, (ITS, Executive Director, MP Industrial Development Corporation – MPIDC). They mobilized their subordinates and colleagues to support the project with whole heart. Their constant follow ups made us motivated to complete the work in time. Their knowledge, experience and hold of industries are extensive and their views are progressive towards industries.

Acknowledgements of this report can only be completed by extending special thanks to Shri Shivam Tripathi (Manager-MPIDC), Shri Kumar Vibhanshu, Ms Sadhana Choudhary, Ms Priyanka Saxena and Shri Shubham Gupta (Export Cell MPIDC) These professionals who have done a wonderful job in export data mining and exploring, primary and secondary data analysis, report writing, designing, and formatting of this report

Anurag Verma (IAS)
Collector & District Magistrate

Table of Contents

1. Background.....	5
1.1. About MP Industrial Development Corporation (MPIDC).....	5
1.2. Brief description of District as Export Hub.....	5
1.3. Rational for District Export Plan.....	6
2. Constitution of District Export Promotion Committee (DEPC).....	7
2.1. Role of DEPC.....	7
2.2. Methodology for selecting products for exports.....	7
3. Economic and export data of Madhya Pradesh.....	10
3.1. Rank of States/UTs contribution to GDP of India.....	10
3.2 Rank of States/UTs in contribution To GST In India in Rs Cr.....	11
3.3 Export basket of Madhya Pradesh.....	12
3.4 Export from India state wise 2021-22 vis-a-vis 2020-21 in Rs Cr.....	13
4. About the District.....	15
4.1. General Characteristic of the District.....	15
4.2. Industrial Scenario of the District.....	17
4.3. Export from the District.....	19
4.4. Departments/Agencies for Industries and Export Promotion.....	19
4.5. SWOT Analysis of the district.....	20
6. Fresh Tomato.....	21
7. Tomato Ketchup and Sauce.....	23
8. Basmati Rice.....	26
9. Non-Basmati Rice.....	29
10. Soya Oil.....	31
11. Soya Seeds.....	35
10. Soya Extracts.....	38
12. District Export Action Plan.....	42
13. Target Till 2026.....	47
13.1. Reasons for doubling the export figures as a target.....	47
13.2. Whether we can achieve target!.....	48
14. Proposed Schemes to achieve Action Plan.....	49
14.1. Proposed scheme – 1: Export oriented infrastructure development scheme.....	49
14.2. Proposed scheme – 2: Madhya Pradesh Trade Policy.....	51
14.3. Proposed scheme –3: Madhya Pradesh Trade Promotion Council.....	51
14.4. Proposed scheme –5: Export Promotion and State Duties & Taxes Remission.....	52
15. Salient Features and Conclusion.....	54
15.1. Vision of Hon’ble Prime Minister.....	54
15.2. Changing priority of central government.....	54
15.3. Changing priority of the state government.....	55

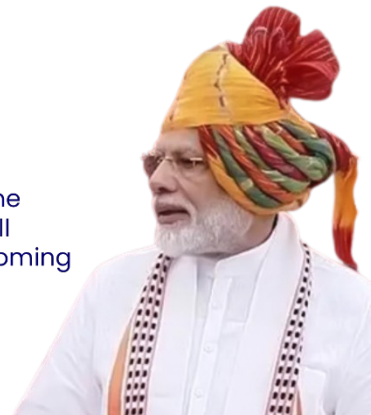
15.4. Target: 5 trillion-dollar economy.....	55
15.5. Future: every district will be an export hub.....	55



“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.

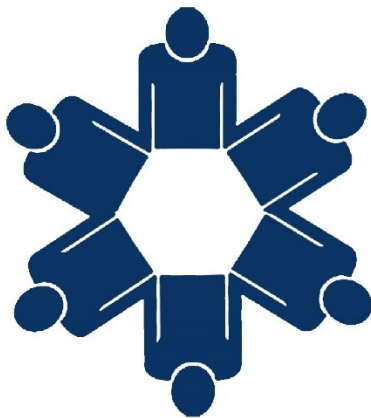
1.3. Rational for District Export Plan

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 जिला सतना (म.प्र.)


क्रमांक/जिआरके-सत/एनएसएम्ई-निसो /2020/ 1192-1231 सतना दिनांक 01-12-2020
प्रति

- 1 क्षेत्रीय अधिकारी रिजिनल एथोर्टी विदेश व्यापार महानिदेशालय (डी जी एफ टी)मुम्बई (महाराष्ट्र)
- 2 महाप्रबंधक जिला व्यापार एवं उद्योग केन्द्र सतना
- 3 सहायक आयुक्ता(स्टेट टैक्स) वस्तु एवं सेवा कर विभाग सतना (मोप्रो)
- 4 अग्रणी जिला प्रबंधक इण्डियन बैंक सतना (मोप्रो)
- 5 निदेशक एनएसएम्ई विकास सत्धान सेवा (मोप्रो)
- 6 क्षेत्रीय अधिकारी एक्सपोर्ट प्रमोशन काउंसिल भोपाल (मोप्रो)
- 7 क्षेत्रीय अधिकारी फूड लेफ्टी एण्ड स्टैंडर्ड अथोर्टी आफ इण्डिया (FSSAI) भोपाल (मोप्रो)
- 8 उप सचालक किसान कल्याण तथा कृषि विभाग सतना (मोप्रो)
- 9 उप सचालक पशुपालन विभाग सतना (मोप्रो)
- 10 कार्यपालन यंत्री मोप्रो विडिओ डी वीडियो क्षेत्र सतना (मोप्रो)
- 11 सहायक सचालक हाथकरघा विभाग सतना (मोप्रो)
- 12 सहायक सचालक उद्योगिकी एवं खाद्य प्रसस्करण विभाग सतना (मोप्रो)
- 13 सहायक सचालक मत्स्य पालन विभाग सतना (मोप्रो)
- 14 जिला विकास प्रबंधक नाबार्ड सतना (मोप्रो)
- 15 क्षेत्रीय अधिकारी मोप्रो प्रदूषण नियंत्रण बोर्ड सतना (मोप्रो)
- 16 जिला परियोजना अधिकारी राज्य ग्रामीण आजीविका मिशन सतना (मोप्रो)
- 17 जिला परियोजना अधिकारी राज्य शहरी आजीविका मिशन / शहरी विकास अभिकरण सतना (मोप्रो)
- 18 प्रेसीडेंट मेसर्स सतना सीमेंट वर्क्स (यूनिट आफ बिरला कारपोरेशन लिमिटेड) सतना
- 19 अग्रस्य सतना जिला उद्योग सघ सतना (मोप्रो)
- 20 अग्रस्य विन्ध्य घेम्बर आफ कॉमर्स सतना (मोप्रो)
- 21 श्री योगेश तात्रकार उपाध्यक्ष फंडरेशन आफ मोप्रो घेम्बर आफ कॉमर्स एण्ड इन्व्स्टीज मोप्रो भोपाल
- 22 श्री ललित माहेश्वरी उपाध्यक्ष फंडरेशन आफ आल इण्डिया सर्टिस मिल एसोसियेशन
- 23 श्री पवन तात्रकार जिला उपाध्यक्ष फंडरेशन आफ आल इण्डिया ट्रेडर्स सतना
- 24 प्रेसीडेंट मेसर्स युनिवर्सल कोविल्स लिमिटेड सतना
- 25 प्रेसीडेंट मेसर्स भिलाई जेओपीसीमेंट ग्राम बिरहुली सतना
- 26 प्रेसीडेंट मेसर्स मेहर सीमेंट लिमिटेड सरतानगर (मेहर) सतना
- 27 प्रेसीडेंट मेसर्स प्रिज्म सीमेंट लिमिटेड यूनिट ग्राम मनकहरी सतना
- 28 प्रेसीडेंट मेसर्स वंजोएसो सीमेंट लिमिटेड ग्राम अगिलिया तहसील मेहर जिला सतना
- 29 प्रेसीडेंट मेसर्स रिलायन्स सीमेंट कम्पनी प्रा०लि० ग्रा०-भरौली पो० तह०मेहर जिला सतना
- 30 डायरेक्टर मेसर्स बैतूल आयल लिमिटेड (अधिकृत प्रतिनिधि) निलय डागा पूरडांग सतना
- 31 डायरेक्टर गोविन्द बडेरिया मेसर्स सतना साल्वेट प्रा०लि० ग्रा० तिघरा तह० उधेहरा जिला सतना
- 32 डायरेक्टर सजय श्रीवास्तव मेसर्स परफेक्ट फालीटेक प्रा०लि० ग्राम मझगावा भट्टा तह०रपुरतानगर जिला सतना
- 33 मेसर्स रामा प्लॉई श्री नरेश गोयल ग्रा० बग्दौर पो० तिलपुर तह० नागीद जिला सतना
- 34 डायरेक्टर मनोज जैन मेसर्स युनियन रोलर फलोर मिल सतना
- 35 डायरेक्टर विनय गुप्ता मेसर्स वैष्णो फलोर मिल औद्योगिक क्षेत्र सतना
- 36 डायरेक्टर प्रतीक लोडा मेसर्स श्री शारदा पोलीटेक्नो प्रा०लि० सतना
- 37 मेसर्स महमूद आलम (भागीदार)नयन सुख आर्टीशियन सतना
- 38 प्रो नावेद आलम मेसर्स नयन सुख आर्टीकल कंपनी सतना
- 39 मनविन्दर ओबेराय (अधिकृत प्रतिनिधि)मेसर्स सचिन इजीनियरिंग वर्क्स सतना
- 40 कमलेश पटेल मेसर्स साई नाथ इन्टरनेशनल प्रा०लि०सतना

विषय - जिला स्तरीय निर्यात सचर्चन समिति की बैठक दिनांक 7.12.20 के आयोजन के संबंध में ।

उपरोक्त विषयावगत लेख है कि जिला स्तरीय निर्यात सचर्चन समिति की बैठक दिनांक 7.12.20 को समय 1:00 PM सभाघर कलेक्ट्रेट सतना में आयोजित किया गया है। जिसमें जिले के विशिष्ट उत्पादों/सेवाओं को वैश्विक स्तर पर निर्यात करने हेतु विनियम करने पर चर्चा की जावेगी। उक्त बैठक में उपस्थित होना सुनिश्चित करें।

सतना- समिति के गठन आदेश की छायाप्रति ।


 सतना (मोप्रो)



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	Madhya Pradesh	₹9.07 lakh crore (US\$130 billion)
11	Delhi	₹8.56 lakh crore (US\$120 billion)
12	Haryana	₹8.31 lakh crore (US\$120 billion)
13	Kerala	₹7.81 lakh crore (US\$110 billion)
14	Bihar	₹6.12 lakh crore (US\$86 billion)
15	Punjab	₹5.75 lakh crore (US\$81 billion)
16	Odisha	₹5.31 lakh crore (US\$74 billion)
17	Assam	₹3.16 lakh crore (US\$44 billion)
18	Chhattisgarh	₹3.29 lakh crore (US\$46 billion)
19	Jharkhand	₹3.28 lakh crore (US\$46 billion)
20	Uttarakhand	₹2.46 lakh crore (US\$34 billion)
21	Himachal Pradesh	₹1.65 lakh crore (US\$23 billion)
22	Jammu and Kashmir	₹1.56 lakh crore (US\$22 billion)

23	Goa	₹0.731 lakh crore (US\$10 billion)
24	Tripura	₹0.553 lakh crore (US\$7.8 billion)
25	Chandigarh	₹0.421 lakh crore (US\$5.9 billion)
26	Puducherry	₹0.408 lakh crore (US\$5.7 billion)
27	Meghalaya	₹0.366 lakh crore (US\$5.1 billion)
28	Sikkim	₹0.287 lakh crore (US\$4.0 billion)
29	Manipur	₹0.325 lakh crore (US\$4.6 billion)
30	Nagaland	₹0.272 lakh crore (US\$3.8 billion)
31	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

The Satna District is part of the region of Bagelkhand, a large part of which was ruled by the state of Rewa. A small part of Satna was ruled by feudatory chiefs, holding their states under the British Raj. Satna's name comes from the Satna River (or Sutna) which originates at Sarang Ashram (Sutikshna Ashram), situated near Sarangpur village in the Panna district. Previously, Sutna was the name of the railway station, the town being Raghurajnagar, but gradually the name of the station became associated with the city that is now Satna.

During the Ramayana Era, Lord Rama stayed in the region of Chitrakoot, half of which is in the outskirts of Satna, the other in Uttar Pradesh.

Once a British headquarters, the Baghelkhand Agency was established in Satna in 1872 (and abolished in 1931). Col. D.W.K. Barr prepared plans to develop Satna during the years 1882–88 and Sir Donald Robertson supervised construction of roads and other amenities according to those plans in 1888–94.

23.58 Degree North Latitude to 25.12 Degree North Latitude And 80.21 Degree East Longitude to 81.23 Degree East Longitude. Geographical Area is 7424 Sq.Km, Climate can be Normal/hot, Average Rainfall is about 1200 mm (Approx.), Height from MSL is 305 Meter.

Due to high deposits of Lime minerals in the district Satna is known as the cement city of India. It has many cement industries in the district. Some of these cement industries are KJS, Prism and Maihar cement. Other minerals found in the district are Ocher, Bauxite, White clay, Laterite etc.

Accessibility to Exporters:

By Air: The nearest airport is Khajuraho Airport (130Km) connected through Chhatarpur-Satna Road. Also Jabalpur Airport is 215 Km from Satna.

By Rail: Satna is well connected by Train as well as by Bus route through Bombay-Howrah Train route and National Highway No.7 through Maihar-Amarpatan & State Highway Chhatarpur-Rewa respectively.

By Road: Satna Bus Stand is at the centre of the city where bus availability is frequent for nearby stations like Rewa, Panna, Chhatarpur.

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
790481	870784	962886	1031772	1155633	1285652	1344287

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
31132	32288	36233	38415	42504	46928	48251

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

Table: Sector wise contribution in Gross District Domestic Product

S.N.	Sector	Sector-Wise Gross Value Added at Constant (2011-12) Prices (Rs Lakh)						
		2011-12	2012-13	2013-14	2014-15	2015-16	2016-17	2017-18
1	Primary	158645	199934	253589	299031	318290	401299	395457
2	Secondary	260913	261934	262743	262905	310247	313567	337120
3	Tertiary	341181	375526	394322	415272	447510	480119	512658
Total GDVA at basic prices		760739	837394	910654	977208	1076048	1194986	1245236

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	100610	134201	185397	216235	227637	303897	286543
2	Livestock	25919	30302	35550	42924	50070	57798	65961
3	Forestry & logging	20249	20701	20143	27309	27616	27228	27428
4	Fishing & aquaculture	2312	3565	2863	2829	2962	3221	3129
5	Mining & quarrying	9555	11166	9635	9734	10005	9154	12396
7	Manufacturing	141417	143446	133882	132116	155164	160042	168724
8	Electricity, gas, water supply & other utility services	15871	22167	24524	24854	155164	42609	48948
9	Construction	103626	96322	104338	105935	106843	110916	119448
11	Trade, repair, hotels and restaurants	100651	111626	115886	121028	127712	143894	157364
12	Transport by other means and Storage	28421	31421	32348	35387	37165	39183	43279
13	Railways	13631	17851	18288	18607	21607	21794	23271
14	Communication & services related to broadcasting	12782	14239	16905	19552	23370	21332	20479

15	Financial services	41727	44759	48490	49594	56616	54282	20479
16	Real estate, ownership of dwelling	51305	55247	59772	64114	67653	72726	78077
17	Public administration	38934	41954	43983	44717	46961	53467	57868
18	Other services	53729	58429	58649	62272	66428	73441	77468
Total GDVA at basic prices		760739	837394	910654	977208	1076048	1194986	1245236

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

4.2. Industrial Scenario of the District

Table: Industrial Scenario of District, Satna (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 Satna							

Source: DIC, Satna (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 Satna, (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 Satna, (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	Jhabua					

Source: DIC Satna, (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				
TOTAL					

Source: DIC Satna, MP)

4.3. Export from the District

Total exports from the district – INR 140.41 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.	85446020	PLASTIC INSLTD CNDCTRS FR VLTGE >1000 V	77.06
2.	26060090	OTHER ALUMINIUM ORES AND CONCENTRATES	31.10
3.	10063090	RICE EXCPTG PARBOILED (EXCL BASMATI RICE)	07.28
4.	25231000	CEMENT CLINKERS	5.64
5.	26060010	BAUXITE (NATURAL) NOT CALCINED	5.28
6.	23040020	OIL CAKE OF SOYABEAN,SOLVENT EXTRACTED (DEFATTED) VARIETY	2.79
7.	85446090	OTHR ELCTRC CNDCTRS FR A VLTG EXCDG 1000 V EXCL PAPR PLSC TIC AND RUBBER INSULATED	2.07
8.	10063010	RICE PARBOILED	1.83
9.	90013000	CONTACT LENSES OF ANY MATERIAL,UNMOUNTED	1.45
10.	90011000	OPTCL FIBRS,OPTICAL FIBRE BUNDLES AND CABLES	1.25

(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: dc-di-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	0731-4282335 /336

		Email ID: indore@fieo.org	
8.	EEPC India	B-202 & 220, Aarus 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-Rewa	Mr. U.K. Tiwari, MP Industrial Development Corporation RO- Rewa Email ID: uktiwari77@gmail.com	9165010327
10.	District Trade & Industries Centre, Satna	Industry & Trade Department Collector Office District Satna Email ID: gmisat@mp.nic.in	07672-223276

4.5. SWOT Analysis of the district

Strengths

Satna district has industrial base of agro-proceesing and mineral based industrial units. Mineral resources are vast in the district. Limestone is the major mineral available in the district abundantly, which is concentrated in Raghuraj Nagar, Maihar and Amarpatan. A portion of Limestone was classified as minor mineral. Satna district is one of the major mineral producing districts in the state and having Major Minerals – Limestone, Ocher, Bauxite, White clay, Laterite. And also having Minor Minerals – Limestone, Ordinary Sand, Murrum Floor Stone, and Ordinary Stone. The district is having vast forest wealth, wherein the production of Building Woods, Firewood and valuable Medicinal Plants are produced. Sects of population depend on the forest for their livelihood. More industries can come up on forest based products, which will help to improve the employment generation in the rural areas substantially.

Weakness

Satna is very backward in the field of agriculture. The size of the fields is very small and the farmers are mainly marginal farmers. The yearly yield of the products from the fields is not enough for their home use. Ecosystem of entrepreneurs and labour is less developed in the region. District has a limited industrial base and the existing areas and clusters have limited scope of exporting their products due to consumption of the products domestically or less awareness on exporting procedures. Port connectivity to and from region is relatively costly in comparison with other western parts of the state.

Opportunities

District's economy relies on the farming and mineral resources of the district such as lime stone, bauxite, white clay coal. The district is backward in terms of agriculture as the Farmers still relies on traditional methods. In Satna, Coal mining industries employ most of the industrial workers. Power plants are also coming up, which are providing a source for employment. The Mining & Quarrying industry is the highest contributor to the GDDP. Minerals like Coal, Bauxite and Fire Stone are significant, of which Coal is found in abundance.

Threats

The nearby industrial area in Chhattisgarh is developing at much faster pace than the region which will affect it in long run. Investors who are looking forward to Madhya Pradesh for

investment, their first preference is in the Indore and Bhopal region. For industrial establishment, the requirements of gas, heavy electricity, accessibility to port, availability of natural resources are not available in the region. Skilled manpower usually relocated to NCR due to better opportunity.



Tomato



6. Fresh Tomato

Tomatoes are grown in abundance both in the summer and winter seasons in India. The crop grown in the winter is of superior quality because they contain more total solids. The tomato paste retains all of the flavour, sweetness, and nutrients in the fresh fruits. The tomato processing industry in India is equipped with state of the art manufacturing facilities and advanced technology.

Export Data

Table: Export from India

HS CODE 07020000: India's Total Export: - Tomatoes Fresh or Chilled
Values in Rs. Lakhs

S.No.	HS Code	Commodity	2020-2021	%Share	2021-2022	%Share
1	07020000	Tomatoes Fresh Or Chilled	24298	0.0113	21388	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 07020000: Tomatoes Fresh or Chilled

S.No.	Country / Region	Values in Rs. Lacs		
		2020-2021	2021-2022	%Growth
1.	Bangladesh	12426	12859	3
2.	Nepal	2707	3848	42
3.	UAE	5186	1449	-72
4.	Bhutan	319	1046	228
5.	Qatar	1324	1007	-24
6.	Maldives	703	926	32
7.	Oman	1326	237	-82
8.	Singapore	11	7	-34

9.	Baharain	55	5	-91
10.	Hong Kong	-	4	-

(Source: Ministry of Commerce, India)

Table: Export from Madhya Pradesh
 HS CODE 07020000: Tomatoes Fresh or Chilled

HS CODE	Commodity Description	April, 21 To March, 22 Value (INR) Cr.	April, 21 To March, 22 Value (US Million)
07020000	Tomatoes Fresh Or Chilled	12153984	162757

(Source: DGCIS)

Table: Import from India – Top Country Wise
 Product: 070200: - Tomatoes, fresh or chilled

Rank	World's Top Importers	Value imported in 2021 (USD thousand)
	World	10481
1.	USA	2911
2.	Germany	1689
3.	France	817
4.	UK	622
5.	Russian Federation	482
6.	Netherlands	397
7.	Canada	321
8.	Poland	318
9.	Spain	184
10.	Sweden	182

(Source: Trade Map)

Table: Export from India – Top Country Wise
 Product: 07070200: - Tomatoes, fresh or chilled

Rank	World's Top Exporters	Value exported in 2021 (USD thousand)
	World	10481
1.	USA	2911
2.	Germany	1689
3.	France	817
4.	UK	622
5.	Russian Federation	482
6.	Netherlands	397
7.	Canada	321
8.	Poland	318
9.	Spain	184
10.	Sweden	182

(Source: Trade Map)

SWOT Analysis

Strength-

1. India is 2nd largest producers in the world after China contributing around 11 % in total Tomato production.
2. Madhya Pradesh is 1st largest producer of Tomato in India contributing 14.63% in total Tomato production.
3. Varieties-Variou including both improved natural varieties and hybrid F1 varieties
4. Year Round Production- Peak harvest season is the winter season wherein in the months of October, November, December & January, over 70% is harvested
5. Besides the volume cost benefits, the state government is also giving attractive investment benefits to potential investors.
6. Large domestic market and Fast Expanding Tomato processing industry.
- 7.

Weakness:

1. Shelf life of Tomato is 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 Tomato 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. There is a huge potential for processing Industry in Madhya Pradesh due to the high volume of the harvest, which becomes financially attractive from an investment point of view
2. Processing of Tomato: Puree, Dehydration, Ketchup (Powder and cut piece
3. Growing export markets in Germany, Estonia, Belarus, USA, Georgia.
4. Offering huge investment opportunities, Madhya Pradesh can lead the country in terms of Tomato exports as it is available round the year.
5. Supportive Government backing the investors which can help in taking large scale commercial farming to major Tomato clusters.
6. 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.

Threats:

1. India is major producer of Tomato in the world but it's not comes under top 10 Tomato exporting countries of the world.
2. Major Competitors Italy, Spain, USA, Turkiye, Greece.
3. Importing regulation of Agri & Food products are different in different countries.

7. Tomato Ketchup and Sauce

Export Data
Table: Export from India
Hs Code 21032000 Tomato Ketchup And Other Tomato Sauces

Values in Rs. Cr.

S. No.	HS Code	Commodity	2020-2021	%Share	2021-2022	%Share
1	21032000	Tomato Ketchup And Other Tomato Sauces	5,902.34	0.0027	5,402.70	0.0017
India's Total Export			215,904,322.13		314,702,149.28	

(Source: Ministry of Commerce, India)

Table: Export from India – Top Country Wise
 Hs Code 21032000 Tomato Ketchup And Other Tomato Sauces

S.No	Country/Region	Values in Rs. Cr.		
		2020-2021	2021-2022	%Growth
1	Nepal	1529	1334	-12
2	USA	1704	1073	-36
3	UK	440	447	8
4	Philippines	404	466	15
5	Malaysia	182	463	154
6	Canada	238	234	-1
7	Indonesia	120	175	46
8	Singapore	193	169	-12
9	UAE	111	106	-4
10	Australia	185	102	-44

(Source: Ministry of Commerce, India)

Table: Export from Madhya Pradesh
 Product: 21032000 Tomato Ketchup And Other Tomato Sauces

HS CODE	Commodity Description	April, 21 To March, 22 Value (INR) Cr.	April, 21 To March, 22 Value (Million US)
21032000	Tomato Ketchup And Other Tomato Sauces	0.015	0.002

(Source: DGCIS)

Table: World's Top Importers 2021
 HS CODE 21032000 Tomato Ketchup And Other Tomato Sauces

Rank	World's Top Importers	Value imported in 2021 (Million USD)
	World	15834
1	United States of America	1829
2	United Kingdom	1050
3	Germany	889
4	France	865
5	Canada	834
6	Netherlands	620
7	Australia	438

8	Japan	369
9	Hong Kong, China	366
10	Mexico	351

(Source: Trade Map)

Table: World's Top Exporters 2021
 HS CODE 21032000 Tomato Ketchup And Other Tomato Sauces

Rank	World's Top Importers	Value exported in 2021 (Million USD)
	World	17120
1	China	2083
2	United States of America	1930
3	Italy	1444
4	Netherlands	1261
5	Germany	1048
6	Thailand	933
7	Belgium	703
8	Japan	521
9	Poland	504
10	Canada	465

(Source: Trade Map)

SWOT

Strengths

1. India is 2nd largest producers in the world after China contributing around 11 % in total Tomato production.
2. Madhya Pradesh is 1st largest producer of Tomato in India contributing 14.63% in total Tomato production.
3. Varieties-Variou including both improved natural varieties and hybrid F1 varieties
4. Wide Usage of Tomato Puree Such as Juice, Paste, Ketchup and Many More
5. Besides the volume cost benefits, the state government is also giving attractive investment benefits to potential investors.
6. Development of Network with Farmer Groups by Pulp Producers and Adoption of Contract Farming
7. Increasing Usage of Tomato Puree in Various Recipes.

Weakness:

1. Lack of Infrastructure for cold Chain like Cold Store, Pack house and Reefer Vans, test laboratories
2. Tomatoes doesn't qualify for making sauces and ketchup..
3. Poor Market Linkage & Packaging Techniques for fresh produce.

4. Farmers are Not Aware of the Standard Quality Norms Acceptable in International Markets.
5. Lack of Documentation and certification like Certification Authority.

Opportunities:

1. Growing export markets in Germany, Estonia, Belarus, USA, Georgia.
2. Offering huge investment opportunities, Madhya Pradesh can lead the country in terms of Tomato exports as it is available round the year.
3. Supportive Government backing the investors which can help in taking large scale commercial farming to major Tomato 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.

Threats:

1. India is major producer of Tomato in the world but it's not comes under top 10 Tomato exporting countries of the world.
2. Major Competitors Italy, Spain, USA, Turkiye, Greece.
3. Importing regulation of Agri & Food products are different in different countries.



8. Basmati Rice

Basmati occupies a special status in Rice cultivation. It is a variety of long, slender grained, aromatic rice. A huge amount of income generated from export of this product. India is the largest producer and exporter of basmati rice in the world. It accounts 75% of global Basmati Rice production. For Basmati Rice cultivation, climatic requirement is as same as normal Paddy cultivation. Basmati Rice requires evenly distributed rainfall throughout its growth and ideal temperature for its cultivation i.e. 20 to 38 degree° C. It also requires clear sky during day and low night temperature.

Export Data
Table: Export from India
HS CODE 10063020:Basmati Rice
Values in Rs. Lakhs

S.No.	HS Code	Commodity	2020-2021	%Share	2021-2022	%Share
1	10063020	Basmati Rice	2984770	1.3825	2639022	1
		India's Total	21,59,04,322		31,47,02,149	

		Export			
--	--	--------	--	--	--

(Source: Ministry of Commerce, India)

Table: Export from India – Top Country Wise
 HS CODE 10063020: Basmati Rice

S.No	Country / Region	Values in Rs. Lacs		
		2020-2021	2021-2022	%Growth
1.	Iran	438550	611114	39
2.	Saudi Arab	705903	482315	-32
3.	Iraq	370872	298587	-19
4.	UAE	152075	164680	8
5.	Yemen	206782	137267	-34
6.	USA	144873	137087	-5
7.	Kuwait	124957	96125	-23
8.	UK	103755	87005	-16
9.	Oman	65879	54680	-17
10.	Qatar	71776	47833	-33

(Source: Ministry of Commerce, India)

Table: Export from Madhya Pradesh

HS CODE	Commodity Description	April, 21 To March, 22 Value (INR) Cr.	April, 21 To March, 22 Value (Million USD)
10063020	Basmati Rice	1,002	13.4

(Source: DGCIS)

Table: World's Top Importer in 2021

Product: 100630 Semi-milled or wholly milled rice, whether or not polished or glazed

Rank	World's Top Importers	Value imported in 2021 (USD thousand)
		World
1.	China	1247
2.	Philippines	1081
3.	Saudi Arabia	1030
4.	USA	952
5.	Bangladesh	948
6.	Iraq	787
7.	Iran	727
8.	Benin	620
9.	Ethiopia	567
10.	Malaysia	566

(Source: Trade Map)

Table: World's Top Exporters in 2021

Product: 100630 Semi-milled or wholly milled rice, whether or not polished or glazed

Rank	World's Top Exporters	Value exported in 2021 (USD thousand)
		World
1.	India	8361
2.	Thailand	2955

3.	Viet Nam	1748
4.	Pakistan	1576
5.	USA	1250
6.	China	745
7.	Italy	625
8.	Cambodia	414
9.	Myanmar	320
10.	Tanzania	280

(Source: Trade Map)

SWOT

Strengths:-

1. High productivity and low-cost production technology.
2. Production inputs are cheaply available.
3. Wide variety of seeds suitable for different climate and land are available
4. It can be produced with indigenous technology.
5. No market advertising is required.

Weakness:

1. Lack of Documentation and certification like Certification Authority.
2. Production requires large area to be profitable.
3. Increase in disease pest resurgence.
4. Production requires huge water.
5. Large labour force requires for production.
6. Disease and pest attack.

Opportunities:

1. Good export facility available due to government liberal policy.
2. Many scented and aromatic rice variety is available having a great demand in developed countries.
3. Various high-end technologies are made available to make production less drudgery, high water efficient and more productive.
4. Growing population and hence, growing demand.

Threats:

1. Incoherent Government policies.
2. Erratic and uneven monsoon rainfall have great effect on production.



Rice



9. Non-Basmati Rice

Rice as the name indicates are rice grains or fractured during the milling process. The broken grains are deemed inferior, and so, are separated from the whole grains and sold as “Rice”. There’s absolutely nothing wrong with this rice other than the grains are fragmented rather than whole. Rice is fragments of rice grains, broken in the field, during drying, during transport, or during milling. Mechanical separators are used to separate the broken grains from the whole grains and sort them by size. It is as nutritious as the equivalent quantity of rice.

Rice is consumed as part of local cuisine in West Africa (where the traditional African rice is easier to break), Thailand, Bangladesh and elsewhere in South East Asia.

Export Data
Table: Export from India
HS CODE 10063010: Non-Basmati rice
Values in Rs. Lakhs

S. No.	HS Code	Commodity	2020-2021	%Share	2021-2022	%Share
India's Total Export						

(Source: Ministry of Commerce, India)

Table: Export from India – Top Country Wise
HS CODE 10063010: Non-Basmati Rice

S.No	Country / Region	Values in Rs. Lacs		
		2020-2021	2021-2022	%Growth
1.				
2.				
3.				
4.				
5.				
6.				
7.				

8.				
9.				
10.				

(Source: Ministry of Commerce, India)

Table: Export from Madhya Pradesh

HS CODE	Commodity Description	April, 21 To March, 22 Value (INR) Cr.	April, 21 To March, 22 Value (Million USD)

(Source: DGCIS)

Table: World's Top Importer in 2021

Product: 100630 Semi-milled or wholly milled rice, whether or not polished or glazed

Rank	World's Top Importers	Value imported in 2021 (USD thousand)
		World
1.	China	1247
2.	Philippines	1081
3.	Saudi Arabia	1030
4.	USA	952
5.	Bangladesh	948
6.	Iraq	787
7.	Iran	727
8.	Benin	620
9.	Ethiopia	567
10.	Malaysia	566

(Source: Trade Map)

Table: World's Top Exporters in 2021

Product: 100630 Semi-milled or wholly milled rice, whether or not polished or glazed

Rank	World's Top Exporters	Value exported in 2021 (USD thousand)
		World
1.	India	8361
2.	Thailand	2955
3.	Viet Nam	1748
4.	Pakistan	1576
5.	USA	1250
6.	China	745
7.	Italy	625
8.	Cambodia	414
9.	Myanmar	320
10.	Tanzania	280

(Source: Trade Map)

SWOT Analysis

Strength-

1. High productivity and low-cost production technology.
2. Production inputs are cheaply available.
3. Wide variety of seeds suitable for different climate and land are available
4. It can be produced with indigenous technology.
5. No market advertising is required

Weakness:

1. Lack of Documentation and certification like Certification Authority.
2. Production requires large area to be profitable.
3. Increase in disease pest resurgence.
4. Production requires huge water.
5. Large labour force requires for production.
6. Disease and pest attack.

Opportunities:

1. Good export facility available due to government liberal policy.
2. Many scented and aromatic rice variety is available having a great demand in developed countries.
3. Various high-end technologies are made available to make production less drudgery, high water efficient and more productive.
4. Growing population and hence, growing demand.

Threats:

1. Incoherent Government policies.
2. Erratic and uneven monsoon rainfall have great effect on production.



10. Soya Oil

Soya oils are an important raw material for those seeking vegan, lactose-free products, such as soymilk and tofu. Soybean is the world's most important seed legume, which contributes to 25 % of the global edible oil, about two-thirds of the world's protein concentrate for livestock feeding. Soybean meal is a valuable ingredient in formulated feeds for poultry and fish. In India, Soybean was introduced from China in tenth century AD through the Himalayan routes, and also brought in via Burma (now Myanmar) by traders from Indonesia.

As a result, soybean has been traditionally grown on a small scale in Himachal Pradesh, the Kumaon Hills of Uttar Pradesh (now Uttaranchal), eastern Bengal, the Khasi Hills, Manipur, the Naga Hills, and parts of central India covering Madhya Pradesh. It has also been reported that the Indian continent is the secondary center for domestication of the crop after China

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

S.No.	HS Code	Commodity	2020-2021	%Share	2021-2022	%Share
1	1507	Soya bean oil and its fractions w/n Refind but not chemically modified	149	0.0069	156	156
		India's Total Export	21,59,04,32 2		31,47,02,14 9	

(Source: Ministry of Commerce, India)

Table: Export from India – Top Country Wise

HS CODE 1507: Soya oil

S.No.	Country / Region	Values in Rs. Cr		
		2020-2021	2021-2022	%Growth
1.	Bhutan	10168	13764	35
2.	Australia	304	1046	243
3.	Myanmar	243	391	- 18
4.	Saudi arab	132	118	- 10
5.	Canada	2477	96	-96
6.	New Zealand	38	67	72
7.	New Caledonia		51	
8.	USA	886	50	-94
9.	Sri Lanka	3	24	594
10.	Vietnam	19	12	-38

(Source: Ministry of Commerce, India)

Table: Export from Madhya Pradesh

HS CODE 1507: Soya oil

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

(Source: DGCIS)

Table: World's Top Importers 2021

Product: 1507: Soya Oil

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

(Source: Trade Map)

Table: World's Top Exporters in 2021

Product: 1507: Soya Oil

Rank	World's Top Exporters	Value exported in 2021 (USD thousand)
		World
1.	Argentina	6930
2.	Brazil	2016
3.	USA	906
4.	Netherlands	661
5.	Paraguay	621
6.	Spain	610
7.	Nepal	596
8.	Bolivia	571
9.	Russia Federation	532
10.	Turkey	341

(Source: Trade Map)

SWOT Analysis

Strength:

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

Weakness:

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

Opportunity:

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

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

Threats:

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

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



Soya Seeds



11. Soya Seeds

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

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

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

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

(Source: Ministry of Commerce, India)

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

S.No.	Country / Region	Values in Rs. Cr.		
		2020-2021	2021-2022	%Growth

1	USA	19530	12334	-36
2	Canada	5848	8735	49
3	Belgium	4182	7324	75
4	Nepal	566	1520	168
5	France	453	437	-3
6	U arab	213	430	101
7	Taiwan	0	263	10541948
8	Japan	157	100	-36
9	Qatar	49	83	67
10	Saudi Arab	21	33	56

(Source: Ministry of Commerce, India)

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

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

(Source: DGCIS)

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

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

(Source: Trade Map)

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

	World's Top Importers	Value exported in 2021 (USD thousand)
Rank	World	78859
1	Brazil	38638
2	USA	27522

3	Paraguay	2975
4	Argentina	2691
5	Canada	2485
6	Uruguay	896
7	Ukraine	621
8	Netherlands	596
9	UAE	563
10	Russian	408

(Source: Trade Map)

SWOT Analysis

Strength:

The Indian seed industry has shown impressive growth in serving the oilseed growers and its role is not only to provide adequate quantity of quality seeds but also to achieve

Varietal diversity. Indian seed program largely adheres to the limited generation of breeder, foundation and certified seeds.

Weakness:

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

Opportunity:

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

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

Threats:

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

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



Soya Extracts



10. Soya Extracts

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

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

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

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

(Source: Ministry of Commerce, India)

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

S.No.	Country /	Values in Rs. Cr.

	Region	2020-2021	2021-2022	%Growth
1	USA	1834	609	-66
2	France	639	568	-11
3	Nepal	691	565	-18
4	Germany	582	377	-35
5	Netherland	459	339	-26
6	Japan	205	280	36
7	Korea rp	242	278	14
8	Canada	239	159	-33
9	UK	274	135	-50
10	Sri lanka	139	125	-9

(Source: Ministry of Commerce, India)

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

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

(Source: DGCIS)

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

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

9.	Netherlands	1190
10.	UK	1054

(Source: Trade Map)

Table: World's Top Exporters in 2021

Product: 230400: Soya Extracts

Rank	World's Top Importers	Value imported in 2021 (USD thousand)
	World	32228
1.	Argentina	11351
2.	Brazil	73424
3.	USA	4536
4.	Netherlands	1378
5.	India	900
6.	Germany	835
7.	Paraguay	764
8.	Bolivia	707
9.	Russia	488
10.	China	471

(Source: Trade Map)

SWOT Analysis

Strength:

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

Weakness:

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

Opportunity:

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

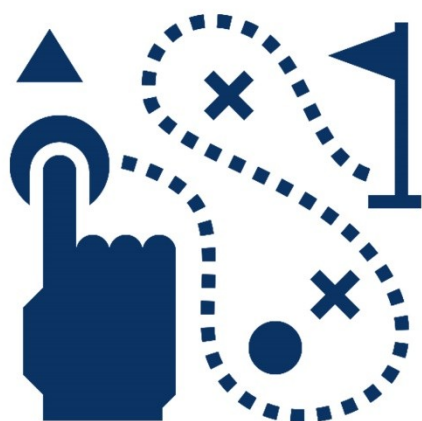
pathogen variability. Wherever damage is severe but the resistance is too low or absent, it could be augmented with transgenic sources.

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

Threats:

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

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



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 food processing and industrial units to promote manufacturing through PMEGP and other state level schemes with DIC-Satna</p> <p>DIC-Satna will facilitate the units in getting important registration in GST process and Import-Export Code</p>	<p>Tomato is unique product of Satna, DIC-Satna will take initiative to get the GI tag of the product. If it is required will assist in aggregation of commodities for bulk orders</p>	Centre, State and DGFT RA	<p>Ministry of MSME, GoI and Department of MSME, GoMP</p>
2.	Branding	<p>To create partnership with Indian Institute of packaging and capacity building workshops on branding strategy will be conducted with the units.</p>	<p>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</p>	Centre and State	<p>Ministry of Commerce and Industries, GoI</p> <p>Above mentioned nodal officers of the selected products</p>

			preparation of attractive marketing content and logo etc.		
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"> Convergence of existing schemes to support financially. Provide term loans to small and medium enterprises to enable them to upgrade export production capability. Assist exporters with pre-shipment and post-shipment credit. ECGC department 	<ul style="list-style-type: none"> Preparing project for future funding demand from state and central Govt. Information Dissemination about existing financial schemes which the MSMEs, exporters and other relevant stakeholders can avail which would facilitate in export 	<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 of India Undertaking</p>

		<p>to provide more support</p> <ul style="list-style-type: none"> • Preparing project for future funding demand from state and central Govt. 	<p>promotion.</p> <p>Support smaller units in establishing their business through financial assistance of different schemes</p>		
6.	Common Facilitation Centre	<p>1) Common Facilitation is not available in Satna. 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"> • 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. • Train Service to Mundra Port is required since fuel is very expensive. To initiate train service from ICD Mandideep to Mundra Port (CONCOR) Part load not accepted at ICD Mandideep. Weekly loading can be planned 	Centre	Railway Department (CONCOR)

			at ICD Mandideep		
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"> • Export tariffs, taxes, and customs procedures; • Commercial standards, regulations and practices; • Distribution channels, business travel, and other market information; <p>Identification of opportunities and best prospects</p>	DGFT RA and District Administration	

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.

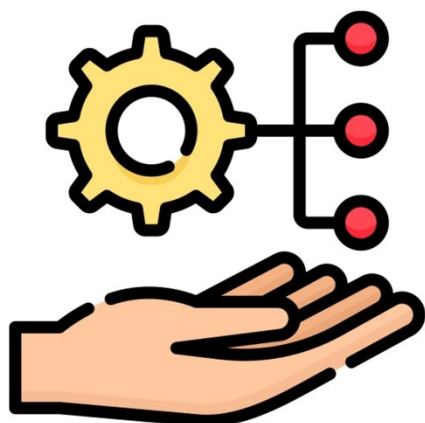
13.1.4. Negative impact on Chinese products

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 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.