

Context Setting

Importance of exports for states:

- Exporting states are also prosperous
- Exports lead to industrial development, provides employment, and supports human development



Relationship between Exports and State GDP Per Capita

PER CAPITA VALUES FOR AM23

GDP/capita
USD

8000
7000
6000
5000
4000
3000
2000
1000

A positive correlation between per capita exports and per capita income is seen
[Correlation is not causation]

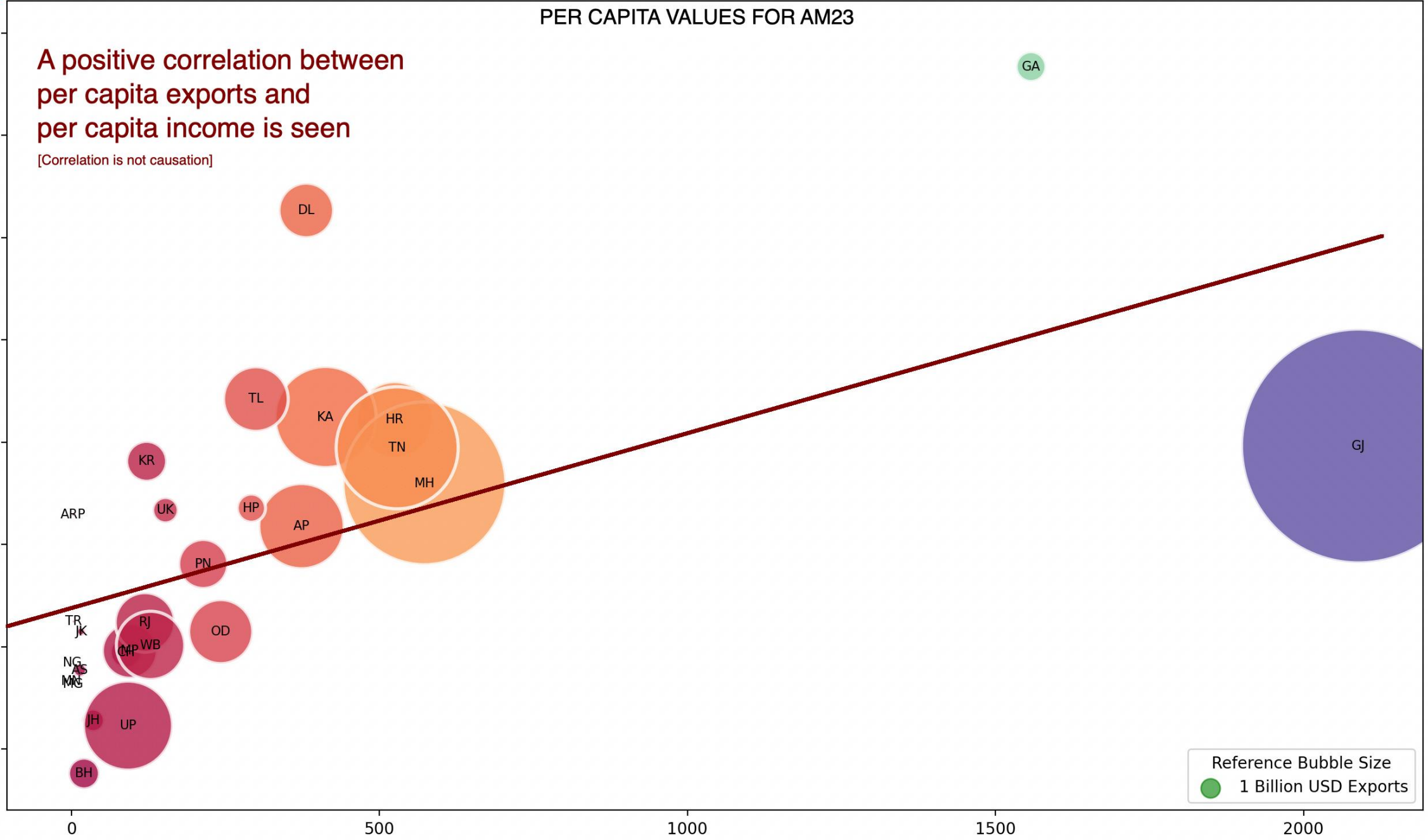
Source: DGCIS, RGI, RBI

Exports per Capita (USD)

1500

2000

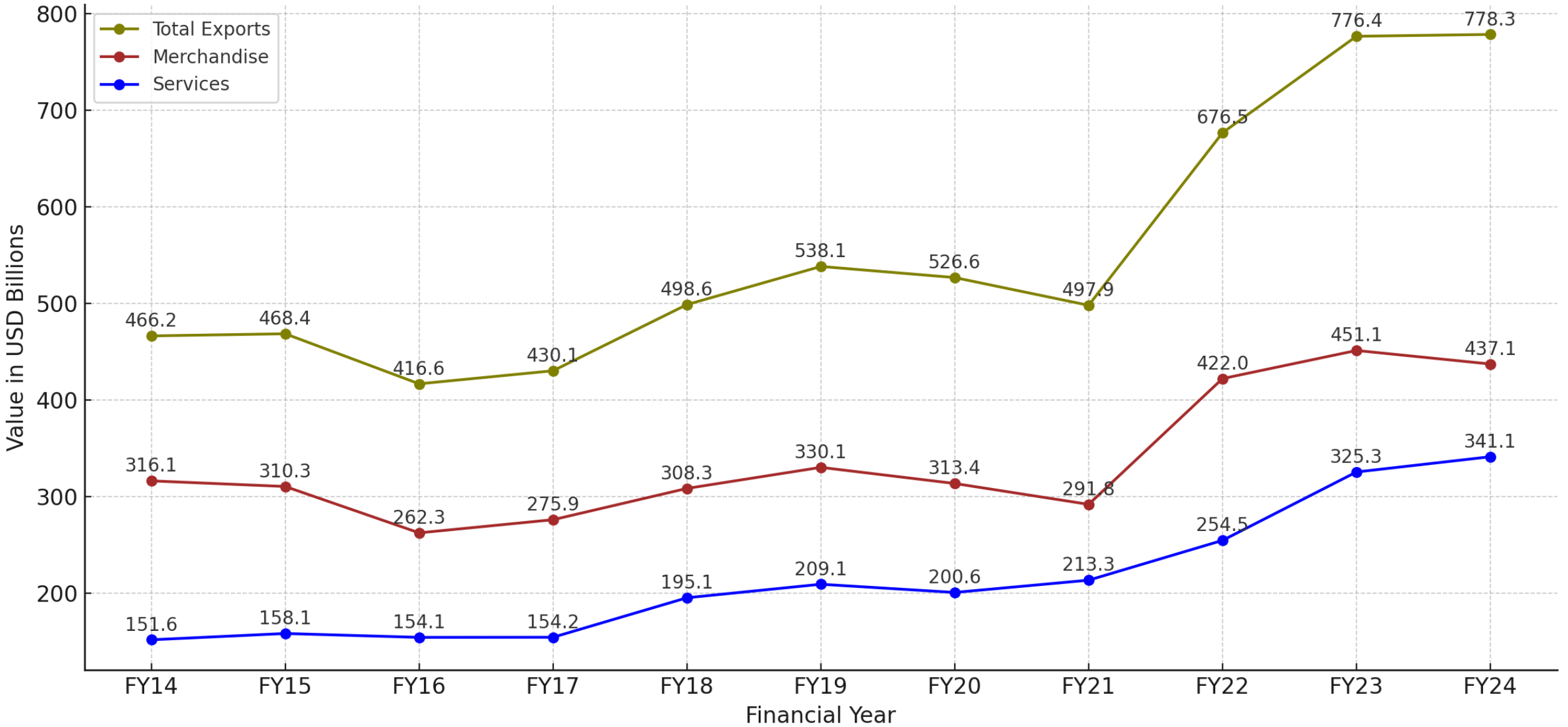
Reference Bubble Size
● 1 Billion USD Exports



Export performance
in recent years



Export Performance



Top 10 Merchandise Commodities Exported in 2023-24

S. NO.	QE GROUPS	APRIL-MAR, 2022-23 (US\$ BN)	APRIL-MAR, 2023- 24 (US\$ BN)	% CHANGE (APRIL- MAR, 2022-23 TO 2023-24)	% SHARE (APRIL-MAR, 2023-24)
1	Engineering Goods	107.0	109.3	2.13	25.01
2	Petroleum Products	97.5	84.1	-13.67	19.25
3	Gems And Jewellery	38.0	32.7	-13.83	7.48
4	Electronic Goods	30.3	29.4	-3.17	6.72
5	Organic & Inorganic Chemical	23.6	29.1	23.64	6.66
6	Drugs And Pharmaceuticals	25.4	27.8	9.67	6.37
7	Rmg Of All Textiles	16.2	14.5	-10.25	3.32
8	Cotton	10.9	11.7	6.71	2.67
9	Yarn/Fabs./Madeups, Handloom Products Etc.	11.1	10.4	-6.53	2.38
10	Plastic And Linoleum	8.4	8.1	-3.28	1.85

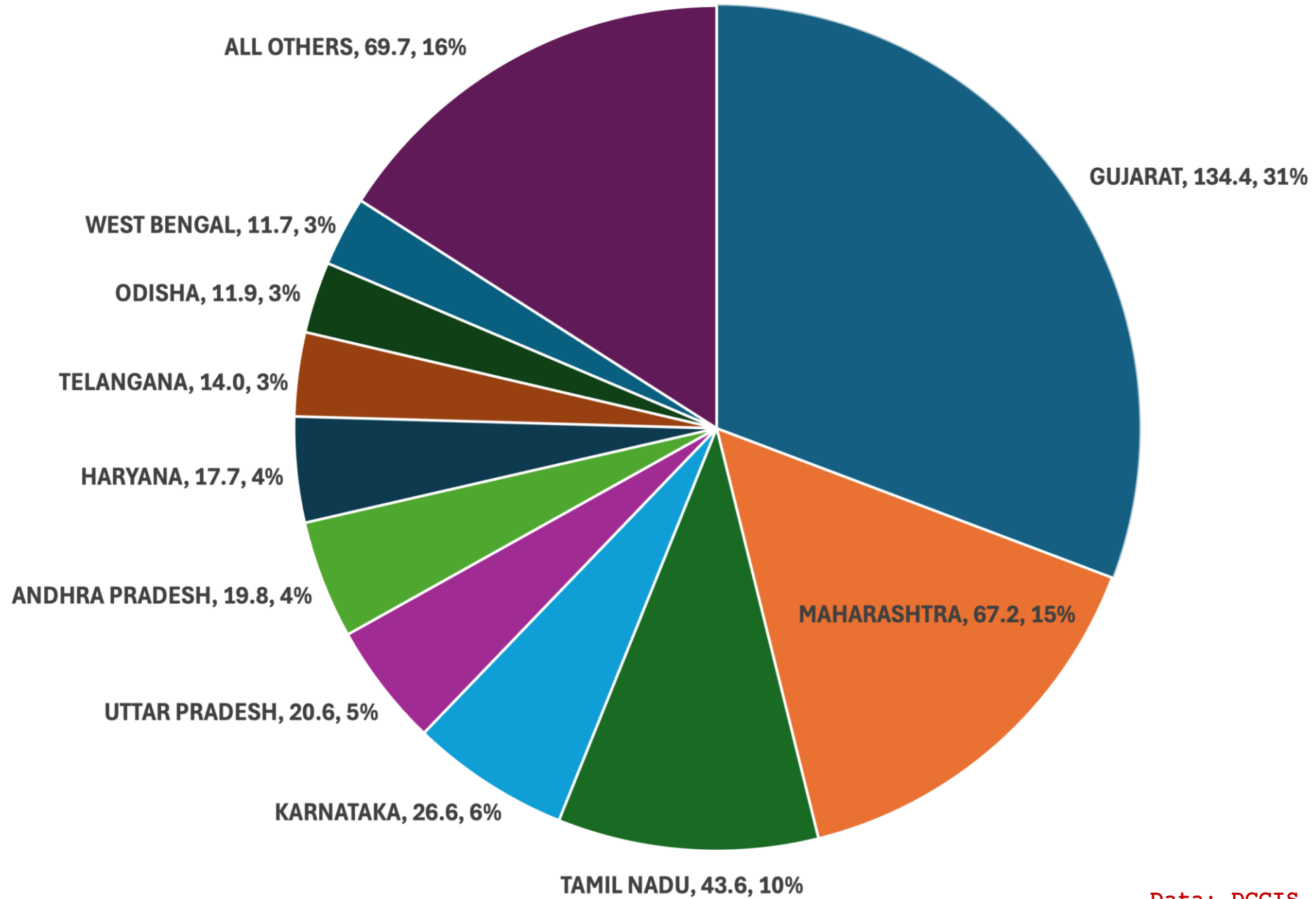
India's Top 10 Merchandise Export Destinations

Three Major Destinations of Export of Top 10 Principal Commodities (April-March, 2023-24):

Following Table depicts the top three destinations of export of the respective commodity along with the percentage share:

S.No.	Principal Commodities	Major Destinations		
1	Petroleum Products	Netherland (16.98%)	Singapore (8.24%)	U Arab Emts (8.01%)
2	Drug Formulations, Biologicals	U S A (36.91%)	U K (3.1%)	South Africa (3.05%)
3	Pearl, Precs, Semiprecs Stones	U S A (34.75%)	Hong Kong (25.55%)	U Arab Emts (12.24%)
4	Telecom Instruments	U S A (33.74%)	U Arab Emts (15.42%)	Netherland (7.48%)
5	Gold And Oth Precs Metl Jwlery	U Arab Emts (42.51%)	U S A (24.84%)	Hong Kong (14.21%)
6	Electric Machinery And Equipme	U S A (19.33%)	Singapore (8.12%)	U K (7.72%)
7	Iron And Steel	Italy (15.98%)	Belgium (6.45%)	Nepal (6.37%)
8	Products Of Iron And Steel	U S A (28.12%)	U Arab Emts (5.87%)	Saudi Arab (5.48%)
9	Residual Chemicl and Allied Prod	Singapore (15.85%)	U S A (11.63%)	U Arab Emts (6.76%)
10	Motor Vehicle/Cars	Saudi Arab (19.53%)	South Africa (14.13%)	Mexico (10.98%)

Share of leading states in total exports (Name, Value in \$ bn, % share)



Export
growth YoY
in selected
States/UT
during last
FY

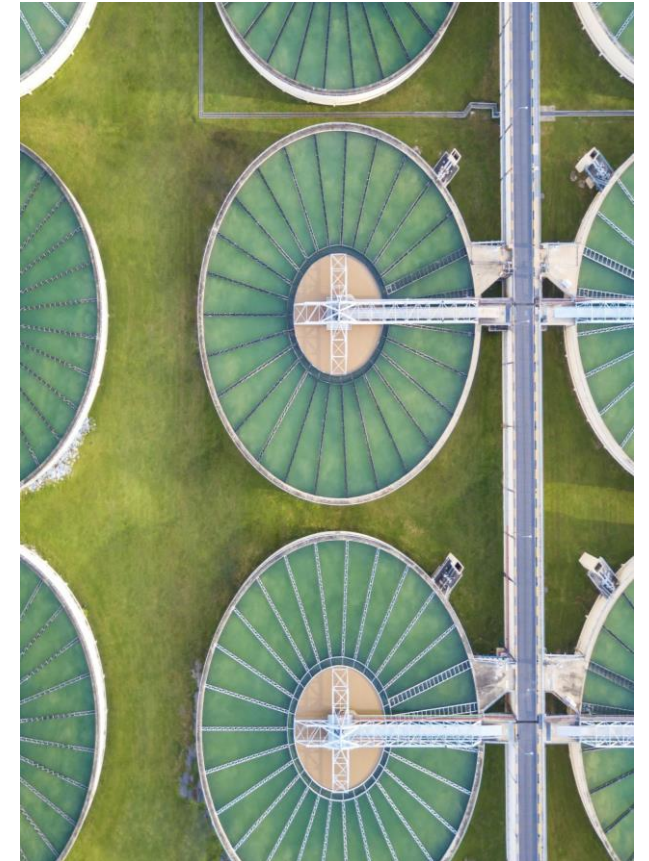
State/UT	Exports AM24 (USD Billions)	Exports AM23 (USD Billions)	% growth
GUJARAT	134.4	149.40	↓ -10.0%
MAHARASHTRA	67.2	72.44	↓ -7.2%
TAMIL NADU	43.6	40.65	↑ 7.1%
KARNATAKA	26.6	27.94	→ -4.7%
UTTAR PRADESH	20.6	21.69	↓ -5.1%
ANDHRA PRADESH	19.8	19.86	→ -0.5%
HARYANA	17.7	15.86	↑ 11.3%
TELANGANA	14.0	11.41	↑ 22.9%
ODISHA	11.9	11.22	↑ 6.3%
WEST BENGAL	11.7	12.75	↓ -8.3%
DELHI	10.2	8.15	↑ 25.6%
RAJASTHAN	10.1	9.69	→ 4.4%
KERALA	8.2	4.37	↑ 86.8%

Export
growth YoY
in selected
States/UT
during last
FY

State/UT	Exports AM24 (USD Billions)	Exports AM23 (USD Billions)	% growth
MADHYA PRADESH	7.9	8.22	→ -4.1%
PUNJAB	6.7	6.58	→ 2.5%
DADRA & NAGAR HAVELI	4.5	3.90	↑ 15.6%
GOA	2.4	2.45	→ -2.5%
HIMACHAL PRADESH	2.3	2.18	↑ 6.1%
CHATTISGARH	2.0	2.68	↓ -24.6%
BIHAR	2.0	2.61	↓ -23.0%
JHARKHAND	1.9	1.40	↑ 35.8%
UTTARAKHAND	1.8	1.78	→ 1.5%
PUDUCHERRY	0.5	0.52	→ -0.1%
ASSAM	0.4	0.50	↓ -11.0%
JAMMU & KASHMIR	0.2	0.21	↓ -9.3%
CHANDIGARH	0.1	0.14	↓ -19.6%
SIKKIM	0.0	0.02	↓ -9.6%
MEGHALAYA	0.0	0.01	→ 0.8%
NAGALAND	0.0	0.00	→ 2.1%
MIZORAM	0.0	0.00	↑ 77.2%
LADAKH	0.0	0.00	↑ 66.0%

Center/State initiative - Districts as Export Hubs

- Focus on engaging with the States and Districts through the *Districts as Export Hubs initiative* through:
 - **Identification of Products and Services** in each District of the country
 - **Institutional mechanism** (SEPC & DEPC constituted in all States and Districts)
 - Preparation and implementation of **District Export Action Plans (DEAPs)** in each District- Prepared in 590 Districts
 - Export promotion **outreach in districts** (Focusing on 81 districts, ecommerce outreach etc.)
 - Jurisdictional Nodal DGFT RAs working with Districts **to handhold exporters.**



Districts as Export Hubs Initiative

- Progress

- State Export Strategy has been prepared in 36 States/UTs.
- DEPC meetings have been conducted in 701 Districts.
- Partnering with e-commerce partners like Amazon, DHL, Shiprocket, shopclues, Ebay etc. to do outreach in districts to handhold exporters.
- 2-3 Outreach events held every month across the country A scheme to support the clusters/districts is being drafted.



Expectations from the States/UTs(1/2)

- **Create institutional mechanism** to foster an export ecosystem at state-level facilitating exports
- **States/UTs may do gap analysis related to infrastructure and logistics hindrances:** facilitating last mile connectivity, adequate ICDs, availability of reefer containers etc.
- **Continuous interface with exporters:** States/UTs may facilitate regular interaction of exporters with DGFT Regional Authorities & State Export Commissioners.
- **Branding and marketing support:** States may provide marketing and participation support in events for exporters to promote new products outside India, through State initiated schemes/initiatives.
- **Reimbursement for Exporters:** States may explore possibility of refunding the state levies such as APMC fees, VAT on fuel etc. on exports paid by exporters.
- **Activating SEPCs and DEPCs** - States may provide necessary support to promote exports under the DEH initiative through active SEPCs and DEPCs.

Expectations from the States/UTs(2/2)

- **States can provide support in enhancing DGFTs collaborations with partners:** Central initiatives needs proactive steps from states for collaborations to bring noticeable progress.
 - **Exim Bank:** Under the EXIM collaboration, districts maybe guided for providing support by identifying beneficiary organization, understanding export challenges and monitoring the progress.
 - **E-commerce partners:** DICs and District Administration can play proactive role in reaching out to potential exporters to attend the outreach events of DGFT.
- **Cluster mapping and development:** Regions with high concentration of industries and products with export potential should be developed. Facilitating the formation of export consortia within clusters, allowing smaller firms to pool resources for modern technologies, marketing, export operations, and sharing of market intelligence.

Indian Institute of Packaging- State Intervention

- IIP has developed sustainable packaging for 40 different products across various states in India. Additionally, 20 patent designs have been registered under the **USTAD** project.
- **HANDLOOM PRODUCTS:** Banarasi Silk (**Uttar Pradesh**), Tancoi Silk (**Gujarat**), Muga Silk (**Assam**), Tangalia Shawl (**Gujarat**), Murshidabad Silk (**West Bengal**), Sambalpuri Silk (**Odisha**), Ikkat Silk (**Odisha**), Tussar Silk (**Odisha**), Chanderi Sari (**Madhya Pradesh**), Maheshwari Sari (**Madhya Pradesh**), Tanjavoor Silk Sari (**Tamil Nadu**), Mysore Silk (**Karnataka**), Pochampally Sari (**Telangana**), Paithani Sari (**Maharashtra**), and Patola Sari (**Gujarat**), Chikankari Material (**Uttar Pradesh**), Bhagalpur Silk Material (**Bihar**), Himachal Shawl (**Himachal Pradesh**), Durries (Various States), Embroidery Bedsheet (Various States), Phulkari Material (**Punjab**), Do Rukha Shawl (**Jammu & Kashmir**), Pashmina Shawl (**Jammu & Kashmir**).
- **HANDICRAFTS:** Brass Art (**Moradabad, Uttar Pradesh**), Terracotta (**Bishnupur, West Bengal**), Bell Metal (Various States), Dokra Metal Craft (**West Bengal**), Brass Items (Various States), Bamboo & Cane Products (**Northeast India**), Mirror Work (Rajasthan), Lac Jewelry (Various States), Sawantwadi Crafts (**Maharashtra**), Bidri Works (**Karnataka**), Kolhapuri Leather (**Maharashtra**), Alleppey Coir (**Kerala**), Sandalwood (**Karnataka**).

Indian Institute of Packaging- State Intervention

- ❖ **UTTAR PRADESH:** Development of Sustainable Packaging prototype and specification for handicraft products under **One District One Product (ODOP): Aligarh Locks, Munj Craft (Prayagraj), Bone Craft (Sambal), Terracota (Gorakhpur), Chikankari (Lucknow), Brasswork (Moradabad), Blackpot (Azamgarh), Gulabi Meenakari (Varanasi), Shazar stone (Banda), Glasswork (Ferozabad).**
- ❖ **LEH-LADAKH:** Packaging Design Developed for G-20 (Gift package for five Products of Leh Ladakh).
- ❖ **Tribal Cooperative Marketing Development Federation of India (TRIFED), Ministry of Tribal Affairs:** Packaging Design/ Prototype and Specification for Forest Honey
- ❖ **WEST BENGAL:** Packaging design for GURNI clay dolls, Nadia district, Government of West Bengal
- ❖ **MINISTRY OF DEVELOPMENT OF NORTH EASTERN REGION (DoNER), Govt. Of India:** Development of Bamboo crates Packaging for North East Cane and Bamboo Development Council, Under North Eastern Council; (Cane and Bamboo Technology Centre (CBTC)).
- ❖ **BIHAR:** Packaging Design /Prototypes and specification developed for GI tagged products: Jardalu Mango, Katarni Rice, Mithila Makhana, Shahi Lychee, Tilkut and Gazak. (in collaboration with Bihar Agricultural University, Sabour)/Central governments.

Outreach Programmes conducted by IIP for State Govts.

- ❖ **ODISHA:** Signed MOU with state Govt. of Odisha and successfully organized training programme on Packaging Technology for Millet Mission, Mission Shakti, and ORMAS Government of Odisha (5 districts and 500 participants)
- ❖ **KERALA:** Signed MOU with state Govt. of Kerala and successfully organized **skill training** programmes on Packaging technology for the State Agricultural management and Extension Training Institute (SAMETI) in Kerala (14 districts and across 900 participants)
- ❖ **MAHARASHTRA:** Signed MOU with state Govt. of Maharashtra and successfully organized **workshops** on Packaging technology.
- ❖ Outreach and Training programme conducted for states like **Manipur, Assam, Sikkim, Meghalaya, Arunachal Pradesh, Tripura, Nagaland.**
- ❖ IIP has trained around 5000 artisans, craftsmen and small traders under MAI scheme from regions including all states and UT like **J & K, Ladakh, Himachal Pradesh, Tamil Nadu, Puducherry, West Bengal, MP, Karnataka etc.**

BOARD OF TRADE MEETING



Enhancing Exports of Alcoholic Beverages:
Recommendations



Agricultural Export Policies State Interventions:
UP Agri Export Policies



Support System for Traceability, Good Quality
Production & GAP



Organic Export Promotion & Interventions to
enhance export from NER

Enhancing Exports of Alcoholic Beverages: Recommendations

ISSUES REQUIRED TO BE TAKEN UP WITH STATES

- In CY 2022, World's Exports of Alcoholic Beverages were **USD 114 Billion** & India's Exports were **USD 375 Million in FY 24**
- India's CAGR between 2018-2022 was **10 %**, whereas the World's CAGR was **4%**
- Value Addition: From Grain to Bottle ranges between **2000%-5000%**

Key

Recommendations:

Rationalization of State taxes and duties on Alcoholic Beverages meant for exports, to make them more competitive and promote growth – Zero rating

Need to review the **labelling or bottling requirements** to enable meet international requirements

Separate norms of regulation for export-oriented production as compared to that for domestic markets

Interventions by State Govt. or promotion of agricultural exports

ISSUES REQUIRED TO BE TAKEN UP WITH STATES

- State Govts to provide support for strengthening the backward linkage by implementation of Good Agricultural Practices(GAP) in case of agricultural crops(including horticultural crops) for ensuring the availability of quality produce for exports.
- State Govts may facilitate in setting up of required infrastructure for exports such as setting up of cold chain facilities/storage facilities as per the requirement of various products. The financial assistance may be sought from the respective line Ministries of Central Govt. such as MoA&FW, MoFPI, DAHD and Ministry of Food and Civil Supplies.
- Financial Incentives/assistance may be provided for pushing the agri exports from the States e.g. Assistance provided for multimodal export by road/air/sea, assistance for development of export-oriented cluster/adoption of GAP, assistance for packaging of agri products for exports etc.

Encouraging production and exports of Organic exports



ISSUES REQUIRED TO BE TAKEN UP WITH STATES

- Efforts to be made for increasing the area under organic certified production.
- Capacity building of the farmers for organic production needs to be regularly organized.
- Market Intelligence related to organic production & trade needs to be disseminated to the stakeholders involved in the value chain of organic exports.
- Model adopted by Sikkim State can be followed for increasing the production of organic products for the possible extent.
- State Govts to identify State Govt agencies for accreditation as Certification Bodies.

QUALITY IN PRODUCTION

ISSUES REQUIRED TO BE TAKEN UP WITH INDUSTRY

Detection of agrochemicals in consignments exceeding the MRL

- Indiscriminate application
- Non-adherence to recommended dosage and frequency of application

Detection of Mycotoxins in consignments above set level

- Increased moisture content,
- Improper storage and handling condition

Detection of other contaminants in consignments

- Application of unapproved fumigants
- Sourcing of raw material from heavy metal prone region

- Application of banned pesticides

Actions Required:

1. Sensitization / Capacity Building programme for farmers and FPOs on judicious application of agrochemicals (action states)
2. Making available good quality and internationally approved fumigants at reasonable costs (action states)
3. Quality with reference to graded produce as per the requirement of the importer needs to be ensured (action industry)

Support System for Traceability, Good Quality Production & GAP

•Export from India follows the food safety regulations/standards of the importing countries.

Indian agri-products are facing challenges to meet Maximum Residue Levels (MRLs) set by countries such as the UK, EU etc for pesticide residues, mycotoxins, microbial contaminants, ETO, heavy metals etc.

The root-cause analysis of non-compliances revealed that Package of Practices are not followed by the growers.

Extensive capacity Building and sensitization programmes are to be facilitated by the State Govts. on judicious use of agro-chemicals.

States may encourage registration of farmers for monitoring of farming practices

States may facilitate implementation of Good Agricultural Practices (GAP) for effective residue monitoring.

States may support in the implementation of traceability system for better surveillance and monitoring.

ALL THE ABOVE ISSUES ARE REQUIRED TO BE TAKEN UP
WITH STATES

Interventions for Enhancing Exports from NER

Issues required to taken up with States

CONSTRAINTS

- High Logistics Cost due to long distance from exit ports.
- Lack of required infrastructure for exports including accredited food testing labs.
- Inadequate availability of quality produce for exports in terms of required specifications of importing countries including packaging and labelling
- Lack of incentives for agri exports by NER States

POSSIBLE SOLUTIONS

- a) Development of rail connectivity to major exit ports for smooth movement of agri cargo including frozen & perishable produce. (**Pertains to central ministry**)
- b) Sufficient number of packhouses/processing/storage facilities/labs need to be set up.
- c) Strengthening of backward linkage along with capacity building of farmers/stakeholders for ensuring export oriented production.
- d) Financial incentives/assistance needs to be provided as done by State Govt. of UP such as Assistance provided for multimodal export by road/air/sea, assistance for development of export-oriented cluster/adoption of GAP, assistance for packaging of agri products for exports etc.

**BOARD OF TRADE
MEETING**

India's Agricultural Exports

- India's Agri exports stood at **US\$ 48.7 Billion** in FY 24
- Currently stands at **8th position** in terms of World Agri exports, with a **share of 2.4%**
- **Significant potential to increase exports** further:
 - Second largest producer of Fruits & vegetables in the World
 - Diverse Agro-climatic conditions
 - 229+ registered food and agri GIs up to May 2024
 - Organic natural farming practised as default in Himalayan states and NE India and many Tribal areas
- Medium term Goal of reaching US\$ 100 Billion of Agri exports by 2030
- **Strategy and Plan of Action:**
 - **Diversification** of Agri export Basket, 20+ focus products being intensively promoted
 - Targeting **New destinations**: Africa, EU, North America
 - **Close coordination** with the States
 - **Broadbasing of exports**: Supporting exports from FPO's/FPC's & Cooperatives, Landlocked States and NER

Role of States in promoting Agri Exports (1/2)

Targeting 1USD billion of Alcoholic beverages exports in 2 years

- India's Alco. Exports were US\$ 329 Million in 2022, World exports US\$ 115 Billion
- Role of States is significant as Excise policy is a State subject.
- **Key suggestive interventions:**
 - Dedicated section on exports in the state excise policy/a separate excise policy for exports
 - Liberal policy on labelling and bottling to meet international standards & requirements
 - Reduced/ minimal taxes/charges/levies on production meant for exports- Zero rating

Overcoming Logistics challenges

- Agriculture exports are constrained by high costs of transportation in landlocked/Himalayan/NER States
- States may thus consider assistance by:
 - Providing Financial incentives/ assistance for defraying the cost of internal transportation(Sea, Air, Surface) to the nearest port of evacuation to international markets.
 - **Noteworthy example:** UP Agri Export Policy:
 - Fin. Support of upto 25% of total domestic transfer fare with ceiling limit of Rs 20 lakhs/per exporter per year.

Role of States in promoting Agri Exports (2/2)

Promoting Quality Produce

- Capacity Building programmes for farmers and FPOs on judicious application of agrochemicals
- Making available good quality and internationally approved fumigants at reasonable costs
- Promoting Good Agricultural Practices(GAP) & supporting GAP Certification- **UP Policy**
- Encourage farmer registration for implementation of traceability. Noteworthy examples:
 - **Punjab and UT of J&K**– For registration of Basmati farmers
 - **Maharashtra:** Grapes
 - **Rajasthan & Gujarat:** Groundnuts

Encouraging production and exports of organic products

- Global organic market in excess of USD 145 Billion. India's exports at US\$ 494 Million
- India can leverage its diverse agro climatic conditions and wide range of product basket to push India's organic exports
- Efforts to be made for increasing the area under organic certified production- **UP Policy**
- Best practices by States:
 - **Sikkim**- An organic declared state w.e.f 18th Jan 2016
 - **Uttarakhand:** Uttarakhand Organic Agriculture Act 2019. First state in India to introduce an organic agriculture Act

Leveraging State Cooperation for Max. Efficiency through FTAs

- Over the past two decades, India has signed 14 Free Trade Agreements (FTAs) and 6 Preferential Trade Agreements (PTAs). Key FTA partners include ASEAN, Japan, Korea, Thailand, UAE, Australia, and EFTA.
- India has launched new trade negotiations with the EU, Peru, Oman, and the UK. Additionally, it is working to extend its coverage with Australia, Sri Lanka, and ASEAN.
- India is also exploring potential trade opportunities with New Zealand, Chile, Argentina.
- Free Trade Agreement (FTA) reduce competitive disadvantages by lowering tariffs and addressing non-tariff barriers. Additionally, encourages investment and integration with Global Value Chains (GVCs)
- India has been leveraging preferential market access in key sectors – Pharmaceuticals; Automobiles; Gems and Jewelry; Textiles; Chemicals; Leather goods; Electronics; etc.
- States need to focus on the sectors with export potential for leveraging these new opportunities emerging under FTAs – Quality; Export Competitiveness; Economies of Scale; etc.

Development of MICE (Meeting Incentives Conference Exhibitions) Infrastructure in States

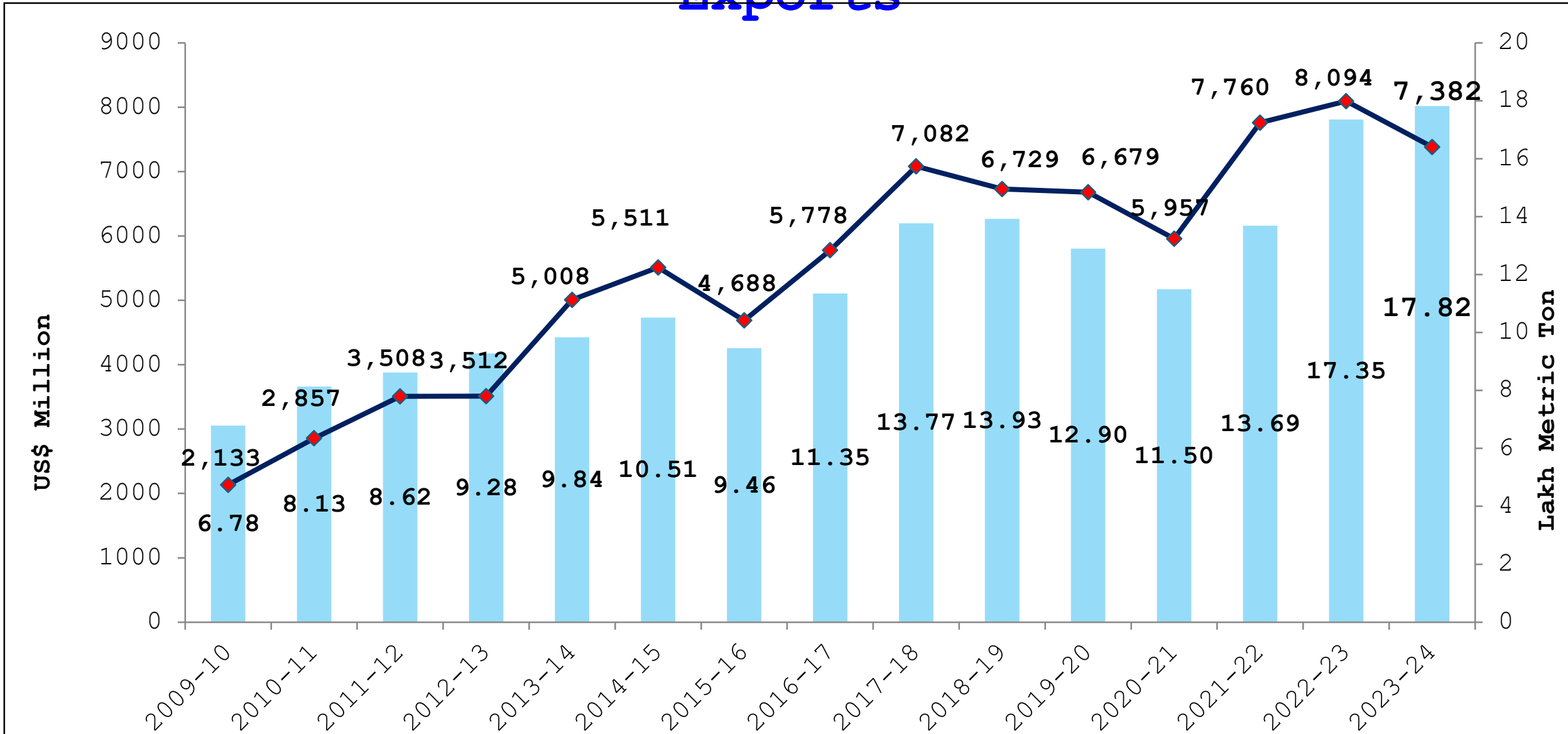
- ITPO is the apex organization of DoC for trade promotion through exhibitions and trade shows - largest MICE facility in India with long experience in the sector.
- MICE aims to facilitate networking, knowledge exchange, business collaborations, and the showcasing of products and services within professional or business context - India as preferred MICE destination.
- Global MICE industry valued at \$904.30 billion in 2023 - estimated to reach \$2,309.4 billion by 2032.
- Market size of MICE industry in India is valued at USD 6.9 billion, growing at 8% CAGR - providing job opportunities to lakhs of skilled and unskilled workforce. Indian MICE has less than 1% share in the estimated global MICE business despite the natural & cultural advantages of India.
- State Governments have to work on multiple fronts (upgrading infrastructure, offer incentives, streamline regulatory processes) to develop a conducive eco-system for MICE businesses in the State and market it effectively – ITPO can support States with experience and expertise through JVs.
- MICE industry in Indian states will drive economic growth - boosting tourism revenue; creating job opportunities; infrastructure development; global recognition of regional destinations.

**Marine Products Export Development
Authority**

**Marine Products Export Performance
&
Schemes implemented by MPEDA**

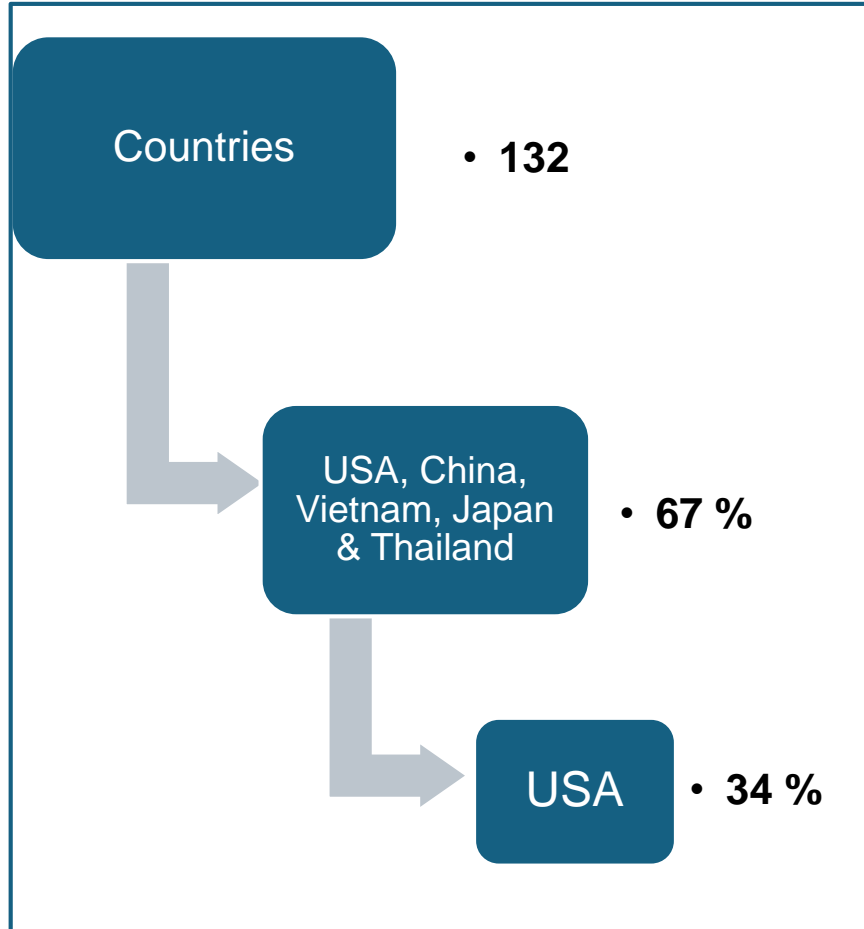
Export Performance of Marine Products

Exports



Present status of Seafood Exports

2023-2024 – USD 7.38 bln (- 8.79%)



Share: Frozen Shrimp - 66 %, Frozen Fish – 9.0 %
 Fish meal - 6 %, Frozen Squid - 5 % Surimi - 4 %

Trade

World USD
192 Billion

India share
3.9%

World Shrimp
trade
USD 31.2
Billion

India
15.4 %

CAGR-10yrs

GROWTH

World
2.70 %

India
3.96%

* estimated

Particulars	2023-24
Exports (Rs. Crore)	60,524
Registered Exporters	1308
No of seafood processing Plants	640
Total installed processing capacity (MT /day)	37,155
Marine production (MMT)	3.5 (CMFRI 2022)
Aquaculture shrimp production (MMT)	1.18

Chapter 16: World Trade USD 32.0 Bln
 India Share: 0.84 Bln (2.6 %)

Marine product Exports YoY comparison

Year	2022-23	2023-24	% change
Export Volume (Lakh MT)	17.35	17.82	2.67
Export value (in USD billion)	8.08	7.37	-8.74
UVR \$/Kg	4.66	4.14	-11.17

Top 5 markets:2023-24

Country / market	Volume (Lakh MT)	Value (US\$ billion)	% share	UVR \$/kg		% change
				2022-23	2023-24	
USA	3.23	2.55	34	8.59	7.74	-9.88
China	4.51	1.38	19	3.61	3.07	-15.07
EU	1.93	1.03	14	6.08	5.36	-11.84
Japan	1.08	0.39	5.40	4.44	3.70	-16.60
Vietnam	1.32	0.39	5.30	3.45	2.96	-14.05

Month wise Export Performance (2023-24 Vs 2024-25)

Year/Month	2023-24	2024-25	% change
April	568	495	-12.9
May	599	576	-3.83
June	605	558	-7.63
July	598	571	-4.60
April - July	2370	2200	-7.2

EFC proposal for 5 years (2021-22 to 2025-26)

Scheme Code	Scheme Component	Plan Outlay for 5 years 2021-22 to 2025-26
11	Market Promotion	35.00
12	Value Addition for Exports	95.00
13	Fisheries & Aquaculture Improvement	129.00
14	Quality Assurance	69.00
15	Establishment & Office Infrastructure Development	227.00
16	Welfare of SC/ST & North Eastern Region	50.00
	TOTAL	605.00

EFC proposal for 5 years (2021-22 to 2025-26)

Component	Brief note on scheme components
Market Promotion	Participation in fairs, market research studies, buyer seller meets, delegations, campaigns through TPOs etc. to consolidate market share in existing markets and also to explore new markets
Value Addition for Exports	To promote investments on infrastructure development towards the production and export of Value Added Products & to undertake capacity building exercises in seafood value addition.
Fisheries and Aquaculture Improvement	<p>Aquaculture Production and Fisheries related Schemes</p> <ul style="list-style-type: none"> ➤ Support international certifications and sustainability measures ➤ Certification of farms & hatcheries, and traceability enhancement ➤ Infuse modern technology <p>RGCA – Rajiv Gandhi Center for Aquaculture</p> <ul style="list-style-type: none"> ➤ Support the ongoing export oriented aquaculture industry & transfer of successful technology to the entrepreneurs ➤ Ensure long term sustainability of various aquaculture technologies <p>NETFISH – Network of Fish Quality Management and Sustainable Fishing</p> <ul style="list-style-type: none"> ➤ Capacity building to improve quality, reduce post harvest losses and ensure resource sustainability; support Catch certification process <p>NaCSA – National Center for Sustainable Aquaculture</p> <ul style="list-style-type: none"> ➤ Promote cluster farming and BMPs to improve quality and output ➤ Support creation of common infrastructure facility

EFC proposal for 5 years (2021-22 to 2025-26)

Component	Brief note on scheme components
Quality Assurance	<ul style="list-style-type: none">➤ Improve the quality of marine products exported through creation of adequate infrastructure and testing facilities➤ Implement residue control programmes, capacity building for QC personnel & HACCP implementation
Establishment & Office Infrastructure Development	<ul style="list-style-type: none">➤ Meet the establishment expenditure including salary, pension, allowances and other administrative expenses .➤ As per new scheme information technology, registration and other miscellaneous activity are also included.
Welfare of SC/ST & North Eastern Region	<ul style="list-style-type: none">➤ Support beneficiaries belonging to the SC/ST community➤ Support NE region with assistance to establish facilities for production of export oriented aquaculture species

State - wise Production, Export Entities and Exports 2023-24

State	Production (MT)		Export Entity				Exports		
	Marine	Aquaculture	Exporters (Nos)	Processing plants (Nos)	Capacity (Qty in MT/day)	Cold storage Capacity (MT)	Qty (MT)	Value	
								Rs (in Crores)	USD Million)
Gujarat	823000	45445	201	135	7008	86262	284088	5511.36	671.60
Maharashtra	211000	2036	144	55	5253	70869	222453	6923.34	844.14
Goa	61000	292	14	13	1090	9741	55167	934.20	113.78
Karnataka	604000	2420	57	53	6107	33406	301183	4785.05	583.31
Kerala	633000	2571	213	118	5052	99183	196807	7231.84	882.05
Tamil Nadu	565000	41399	208	57	2787	33380	134317	6854.22	836.04
Andhra Pradesh	190000	963849	179	113	6634	126705	347927	19420.38	2369.33
Odisha	130000	43039	60	43	2197	35278	84231	3954.60	482.55
West Bengal	173000	62180	184	48	2116	29636	132318	4145.51	505.85
Others	160000	*209	48	5	0	0	23110	769.39	93.22
Total	3530000	1163440	1308	640	37155	524460	1781602	60523.89	7381.89

Emerging Focus Areas for Exports



Focus on E-Commerce Exports from India

Why Focus on E-Commerce Exports

- E-Commerce enables the rural and small entrepreneurs to connect to the global market
- Global E-Commerce Export estimates are USD **800 Billion currently and to reach 2 trillion by 2030.**
- **India's target for year 2030 at USD 200 Billion**
- **Market access for MSMEs**
- **Direct to Consumer sales provide better margins**

Country	Cross-border B2C e-commerce (USD billion)	Share of total merchandise exports (%)	Cross-border B2C e-commerce sales in total B2C e-commerce sales (%)
China	230 [#]	6.4%	8.2%
USA	113 [*]	5% [*]	10.8% [*]
UK	44 [*]	8% [*]	24.8% [*]
South Korea	6 [*]	1% [*]	3.7% [*]
India	2-5 [*]	0.3%-1.1% [*]	0.6%-3% [*]

Policy Initiatives & Achievements

- **Foreign Trade Policy(FTP) 2023** has a stated objective to enable cross-border E-Commerce for artisans, weavers, craftsmen, and MSMEs. Key focus is on raising awareness, enhancing skills, and sharing knowledge with exporters and entrepreneurs.
- **Benefits under RoDTEP and RoSCTL** will be extended to exports through the **Courier route**
- DGFT notified **Monthly workshops on Cross-border E-Commerce** to cover aspects related to cross-border logistics, Postal and Customs compliances and cross-border payment mechanisms.
- A comprehensive **E-Commerce Exports Handbook for MSMEs** designed for new export entrepreneurs navigating the E-Commerce landscape **was launched in English, Hindi, Gujarati, Kannada, Marathi and Tamil.**
- DGFT is working with the regional Postal Offices to facilitate new entrepreneurs for increasing B2C Exports through the Postal Route.
- ***Postal Exports (Electronic Declaration and Processing) Regulations, 2022 notified.*** Under the new system, an **exporter need not visit a Foreign Post Office (FPO) to file the Postal Bill of Export (PBE)** and present export parcel.
- Advance assessment enabled for Courier Exports.



Focus on E-Commerce Exports to Indian Diaspora

Ayurvedic and organic products,
Spices and food products, **Tea and Coffee,** **Textiles** and garments,
Leather goods, **Handicrafts** and home décor, Beauty and personal care products, Art and paintings,
Jewelry and accessories
Automotive parts, **Electronics appliances**



Source: Ministry of External Affairs

Trade CONNECT ePlatform

www.trade.gov.in

Objective

Trade Connect ePlatform is conceptualised as an information and intermediation platform to connect Indian entrepreneurs and exporters with key entities like the Department of Commerce, Export Promotion Councils, and Indian Missions abroad via various services. It aims to provide country and commodity specific intelligence on export compliances, processes, trade events, financing etc. Curated learning materials and opportunity to seek expert help is also provided along with information on FTAs, non tariff measures and more.

Services on Trade Connect ePlatform (1/2)



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DIRECTORATE GENERAL OF
FOREIGN TRADE

Trade Agreements and Tariff Explorer

Intuitive and digitized information on opportunities created by FTAs with bi-directional search capability



Global E-Commerce Guide

Information to enlist on global e-Commerce platforms and tips for e-Commerce success



Exim Paathshaala

Access resources and training materials designed to refine your exporting skills and strategies.



Trade Events Worldwide

Centralized platform for information on trade events in India, abroad and online.



Country Guide

Discover trade relations, metrics, and standards for Indian products across key global markets. Navigate customs, standards.



Product Guide

Information on major markets for Indian products, trade data and intelligence for key markets including Buyer leads.



Services on Trade Connect ePlatform (2/2)



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FOREIGN TRADE

Source from India

Exporter micro-page on trade.gov.in to showcase its company profile & products to foreign customers



Quality Complaints & Trade Disputes

Window for Indian exporters to report trade barriers faced abroad. Facility for Indian or foreign buyer/seller to raise trade related disputes for resolution.



Ask an Expert

Get Answers to all trade related queries from Experts, users can track the progress and also provide feedback



Certificate of Origin

Streamline your CoO issuance with our upgraded system



Registration cum Membership Certificate

Centralised access for all Export Promotion Councils (EPCs) to onboard members and renew their membership



Upcoming Services on Trade Connect ePlatform



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DIRECTORATE GENERAL OF
FOREIGN TRADE

Government Procurement

Information about tenders of foreign governments and explainers to access them



Investment Opportunities

Information about investment opportunities in India and abroad



Support offered by various government bodies

Information and access to support offered by other entities including State/Municipal governments



Trade Finance and Insurance

Facility to learn about and avail services of ECGC and EXIM bank



Shipping and Other Logistic Services

Window to access shipping and logistics services





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Thank you

Way Forward in E-Commerce

- **MOUs** have been formalized with industry partners – **Awareness, knowledge-sharing, onboarding**
- **DGFT initiative to involve all RAs** in partnership with M/o MSME, EXIM Bank, D/o Revenue and D/o Post
- **Onboarded DNKs and ONDC to support E-Commerce export initiatives.**

What are E-Commerce Export hubs

Under Foreign Trade Policy 2023, E-Commerce Export Hubs(ECEH) were proposed as designated areas which would act as a **centre for favourable business infrastructure and facilities for Cross Border E-Commerce activities.**

The major objectives of ECEH are to provide for **predictability** and **shortest possible turnaround time** for E-Commerce Exports, **easy re-import** for E-Commerce returns or rejects, **bringing various cross-border E-Commerce stakeholders under one roof.**

Current developments in ECEH

- a) Operationalization underway – **Trade notice no. 14 dt. 22.08.2024** by DGFT explains the draft modalities for starting a pilot E-commerce zone
- b) Based on the performance and feedback in the E-Commerce pilot zones, the notifications and guidelines shall be finalized
- c) Potential applicants for pilot zone includes India Post, private sector logistics and e-commerce players and warehouse operators