



वाणिज्य एवं  
उद्योग मंत्रालय  
MINISTRY OF  
**COMMERCE  
AND INDUSTRY**

# Foreign Trade Vision

*Presentation to Board of Trade*

**16<sup>th</sup> January 2024**



# India's Foreign Trade Policy 2023 announced

## Foreign Trade Policy - 1<sup>st</sup> Apr 2023

- To achieve **\$2 trillion in exports by 2030**
- Promoting Indian rupee as global currency
- Incentivizing e-commerce exports

- To move from incentive to remission-based regime
- Encourage collaboration between exporters, states, districts and Indian missions
- Reduce transaction costs
- Development of more export hubs

## Amrut Kaal Vision @ 2047

- Increasing India's share in
  - **Global Trade to 10%;**
  - **Exports to 25% of GDP**
- 100 Indian Brands as **global champions;**
- Branding India as supplier of **high value & high growth products**
- Assuming **leadership position at WTO** & be part of a network of FTAs and regional groups
- Among **top 3 nations in Global Services Trade**

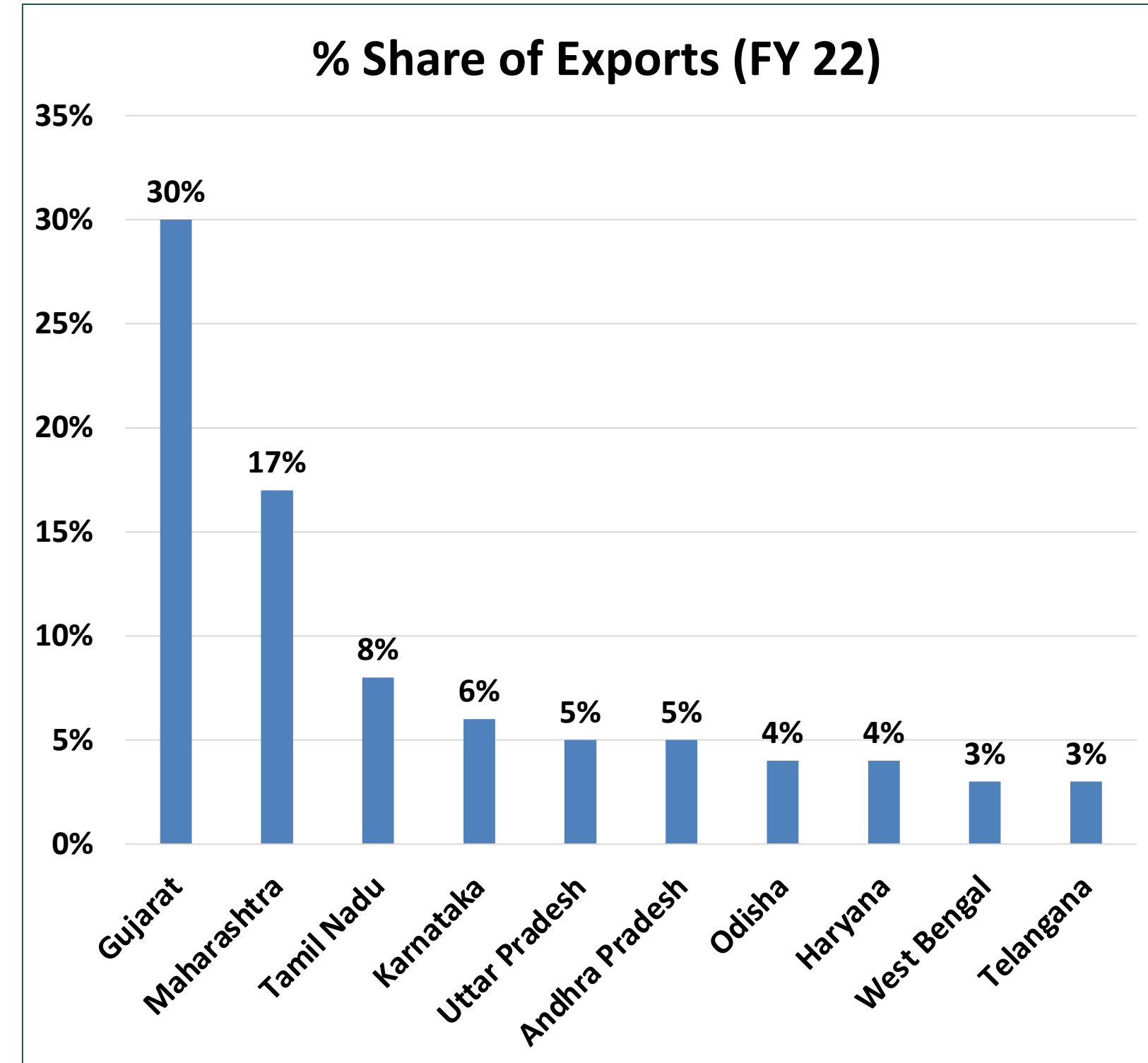
# Objectives of Foreign Trade Vision:



- To communicate India's approach and direction of Foreign Trade
- FTP is a collection of schemes, and doesn't communicate the thrust areas or thought process of India towards trade
- External communication on global stage
- Predictive direction to domestic exporters and trade stakeholders across all levels
- Alignment of State and District Exports Hubs with Foreign Missions to access Export Markets
- Trade vision must be consistent with domestic policy

# States' role in Trade and Commerce

- 10 States contribute over **85% of the nation's total exports**.
- As per **NITI Aayog's Export Preparedness Index 2022**, States have performed well due to :
  - ✓ Capitalizing on infrastructure enhancements
  - ✓ Improving ease of doing business measures
  - ✓ Adopting advanced technologies boosting export competitiveness
- **Improved Port access** enhances State's capacity to export.
- The export performance of States are dependent on :
  - ✓ Industrial development
  - ✓ Regulatory complexities
  - ✓ Infrastructural connectivity
  - ✓ Availability of skilled manpower



# Districts as Export Hubs

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- ✓ Exports is **perceived as Central Subject**- need more State and District buy in to reach the \$2 Tn exports
- ✓ **Challenges to be addressed:**
  - a) Lack of institutional support in the districts
  - b) Infrastructure and Non-Infrastructure gaps( Market Intelligence, Export awareness etc.)
  - c) Logistic disadvantages,
  - d) Effective utilization of various central Ministry Schemes and
  - e) Remove information asymmetries (relating to markets, products, SPS-TBT issues, etc) at State and District level
- ✓ **Vision – Districts as Export Hubs**
  - a) To have district led export growth for self-reliance, employment and prosperity by enabling global reach to local products and services
  - b) To identify and pursue strengths and opportunities and address gaps, for promoting exports from districts
  - c) Enable end to end handholding to promote exports from the states/districts/boost marketing/branding initiatives.

# District as Export Hub : Initiatives

## Initiatives

- ✓ First initiative targeting **export promotion, manufacturing and employment generation** at the grass root level
- ✓ Focus on **MSMEs, local artisans/craftsmen, e-commerce linkages** with Districts, GI & toy products, agricultural sectors etc.
- ✓ States and Districts made accountable for export growth from the Districts in the country.
- ✓ Both Products and Services with export potential identified in the Districts by DGFT RAs in consultation with all the stakeholders
- ✓ Institutional framework created in the form of State Export Promotion Committees( SEPCs) and District Export Promotion Committee (DEPCs) to consolidate the efforts for export promotion and trade facilitation
- ✓ The quantifiable targets identified in the District Export Action Plans( DEAPs)- to guide various government agencies both at the Centre and the State/UT to work collectively to resolve issues faced by the exporters
- ✓ Infra/Non-Infra support to be provided in the districts/clusters to boost export promotion

# District as Export Hub : Engagement with States and Districts

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- ✓ 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 75 districts, ecommerce outreach etc.)
- ✓ **State Export Strategy has been prepared in 28 States/UTs.**
- ✓ Jurisdictional Nodal DGFT RAs working with Districts to handhold exporters.
- ✓ **Collaboration with E-Commerce partners** to do capacity building/handholding in districts to promote E-Commerce exports

# Trade Infrastructure for Exports Scheme (TIES)

## Objective

Central Sector Scheme launched in 2017-18 with the objective of enhancing export competitiveness by **bridging gaps in export infrastructure ; creating export focused infrastructure; inducing States to take up more export oriented projects ; addressing quality & certification measures.**

## Coverage

Assistance for export-oriented projects such as: -

- Quality testing & certification labs
- Trade Promotion/Convention Centres
- Export Warehousing and infrastructure in SEZs and ports/airports
- Establishment of Dry Ports, Border Haats
- First and last mile connectivity for export logistics projects
- Land Customs Stations

## Financial Assistance

- Grant-in-aid normally not more than equity being put in by IA or 50% of total equity.
- For North East & Himalayan States, J&K and the States with relative poor export infrastructure (10 States) , grant upto 80% of total equity.
- Cost of land not included in project cost
- Ceiling per project- Rs 20 crore normally

**Central/State Government owned agencies and their Joint Ventures are eligible. PPP Projects are also eligible for financial support.**



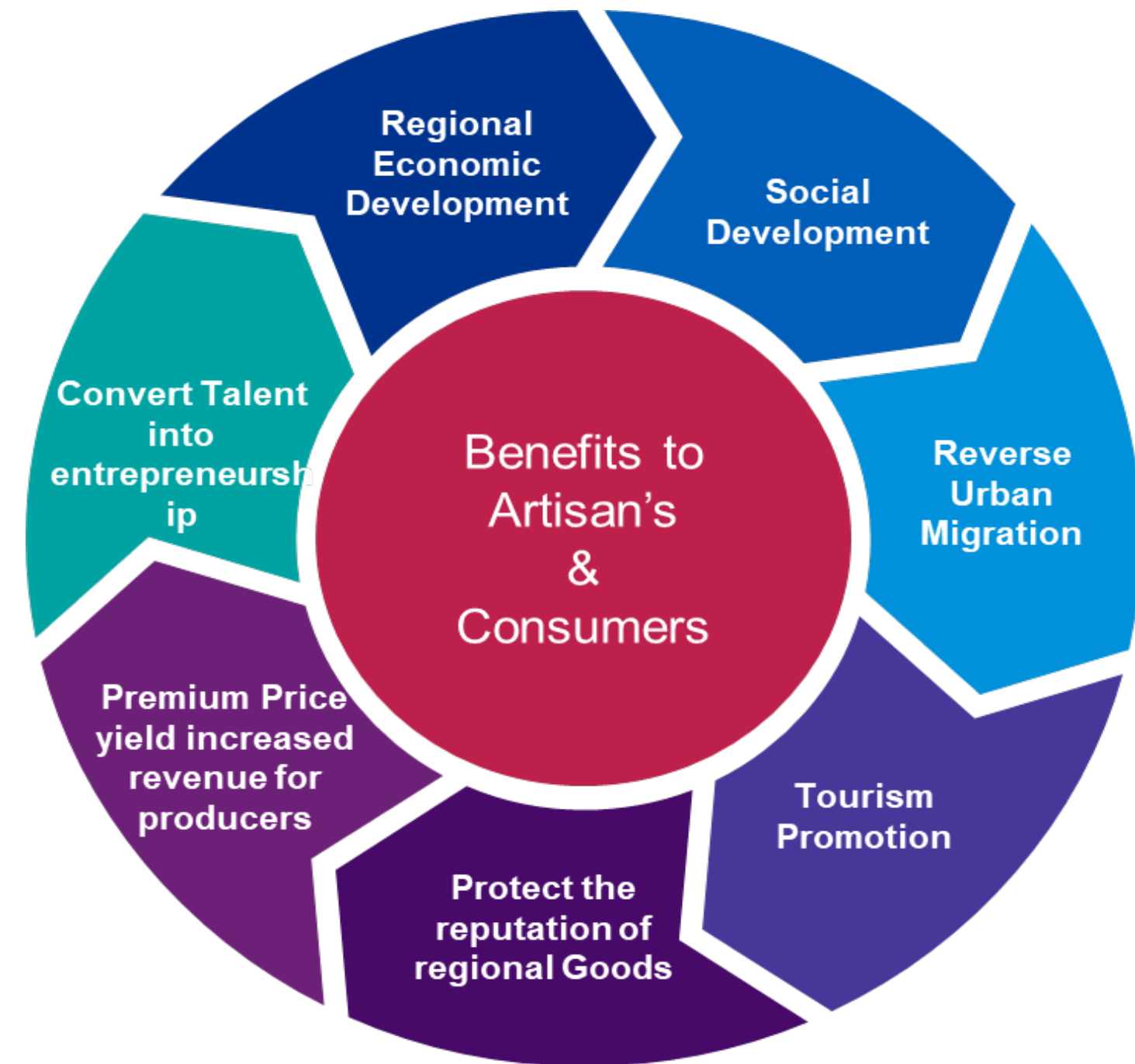
# TIES: Achievements

<b>Total no of projects approved</b>	<b>66</b>
<b>Total Project cost (Rs. Crore)</b>	<b>1950.7</b>
<b>TIES Fund approved (Rs. Crore)</b>	<b>695.2</b>
<b>TIES Fund released (Rs. Crore)</b>	<b>458.6</b>

Sl. NO.	State	Number of Projects (as on date)
1.	Assam	2
2.	<b>Andhra Pradesh</b>	<b>5</b>
3.	Bihar	1
4.	Chandigarh	1
5.	Delhi	1
6.	Haryana	1
7.	Himachal Pradesh	2
8.	Jharkhand	1 (cancelled - 1)
9.	Kerala	3
10.	<b>Karnataka</b>	<b>8</b>
11.	Manipur	2
12.	Madhya Pradesh	3
13.	Maharashtra	2 (cancelled - 1)
14.	Meghalaya	1
15.	Punjab	3
16.	Rajasthan	3
17.	Sikkim	1
18.	Tripura	3
19.	<b>Tamil Nadu</b>	<b>19</b> (cancelled - 3)
20.	Uttar Pradesh	3
21.	West Bengal	1
	<b>Total</b>	<b>66</b>

# Geographical Indication

**Geographical Indications** of Goods conveys an assurance of quality and distinctiveness which is essentially attributable to the fact of its origin in that defined geographical locality, region or country.



## Initiatives taken for promotion of GI

- ✓ **GI Startup Challenge** :This challenge called upon startups to lead innovation on developing technology for tracing GI Products.
- ✓ **Documentaries** on Products being made in collaboration with Nat-Geo
- ✓ **Promotional Events**

## Upcoming Initiatives for promotion of GI

- ✓ **Sensitization programme** on value proposition of GI products
- ✓ **Capacity and skill development** programme for GI stakeholders
- ✓ **Publicity & Brand promotion**, and Cataloguing
- ✓ Studies to identify potential Gis & Market research/product
- ✓ **International/National events** to showcase GI products

# Registered GI Products

## State-Wise Breakdown Of Registered GI Products

Total registered GI products till date

**547**

**India- 513**

**International-34**

### Categories

- Agricultural: **178**
- Food Stuff: **39**
- Handicraft: **280**
- Manufactured: **14**
- Natural: **2**

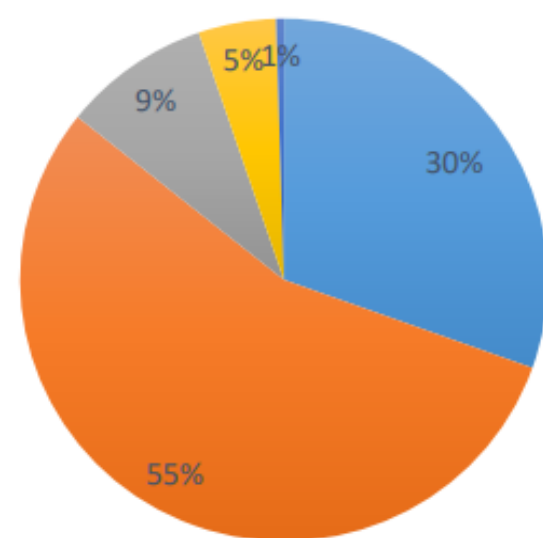
State	Number
Andhra Pradesh	18
Arunachal Pradesh	8
Assam	11
Bihar	16
Chhattisgarh	7
Goa	10
Gujarat	18
Himachal Pradesh	10
India (Karnataka & Maharashtra)	1
India (Kerala & Tamilnadu)	1
India (Kerala, Karnataka & Tamilnadu)	1
India (Maharashtra & Madhya Pradesh)	1
India(Uttar Pradesh & Madhya Pradesh)	1
India(Manipur & Nagaland)	1
India (Maharashtra, Gujarat, Dadara & Nagar Haveli, Daman Diu)	1
India (Punjab, Haryana & Rajasthan)	1
India (Punjab / Haryana / Himachal Pradesh / Delhi / Uttrakhand / Uttar Pradesh / Jammu & Kashmir)	1
Uttarakhand	26
West Bengal	21

India (Telangana & Andhra Pradesh)	1
India (Andhra Pradesh & Odisha)	1
India (Sikkim and West Bengal)	1
India(Karnataka & Kerala)	2
Jammu & Kashmir	16
Jharkhand	1
Karnataka	43
Kerala	35
Ladakh (UT)	4
Madhya Pradesh	20
Maharashtra	32
Manipur	6
Meghalaya	2
Mizoram	7
Nagaland	4
Odisha	25
Pondicherry	2
Rajasthan	20
Sikkim	1
Tamil Nadu	58
Telangana	16
Tripura	1
Uttar Pradesh	53
Uttrakhand	26
West Bengal	26

## Challenges

- Greater disparity among different States in registering GIs.
- Merchants receiving dragon's portion of the economic or financial gains as compared to producer who has the actual interest
- Lack of vibrancy, majority of GIs are registered for handicraft and Agricultural goods

Categories of Registered GIs(420)  
Since 2004-2022



■ Agricultural ■ Handicraft ■ Manufactured ■ Food stuff ■ Natural Goods

## Actionables

- **Export subsidies and financial incentives** for the poor producers and artisans, to overcome the marketing and monitoring cost.
- Introduction of a simple and **expeditious examination procedure** for reducing the intricacies involved in the registration process.
- Executing a **national level marketing Campaign** on GI products with State Governments to assist them in tapping international markets.
- Organise programmes for spreading **GI awareness** through workshops and training program for upgrading the skills of weavers and manufacturers from rural areas.

# One District One Product Initiative

- ✓ Initiative is aimed at manifesting the vision of the **Hon'ble Prime Minister to foster balanced regional development.**
- ✓ The idea is to select, brand, and promote **One Product from each District** to enable holistic socio-economic growth.
- ✓ The **mandate** includes identifying, understanding, and solving problems associated with each of the chosen products
- ✓ **Over 1200 Products** identified from districts across the country.

## Impact Report by SBI Ecowarp

- **The report** by the Chief Economist, SBI Ecowarp has revealed that since introduction of the ODOP-DEH initiative, **nearly 4X increase in exports.**
- **Gujarat led the tally in FY22** with exports amounting to \$126,805 million, up 366% from \$27,159 million in FY19 followed **by Maharashtra and Tamil Nadu.** Despite COVID-19, **agricultural exports rose remarkably.**



Sikki Grass from Sitamarhi, Bihar

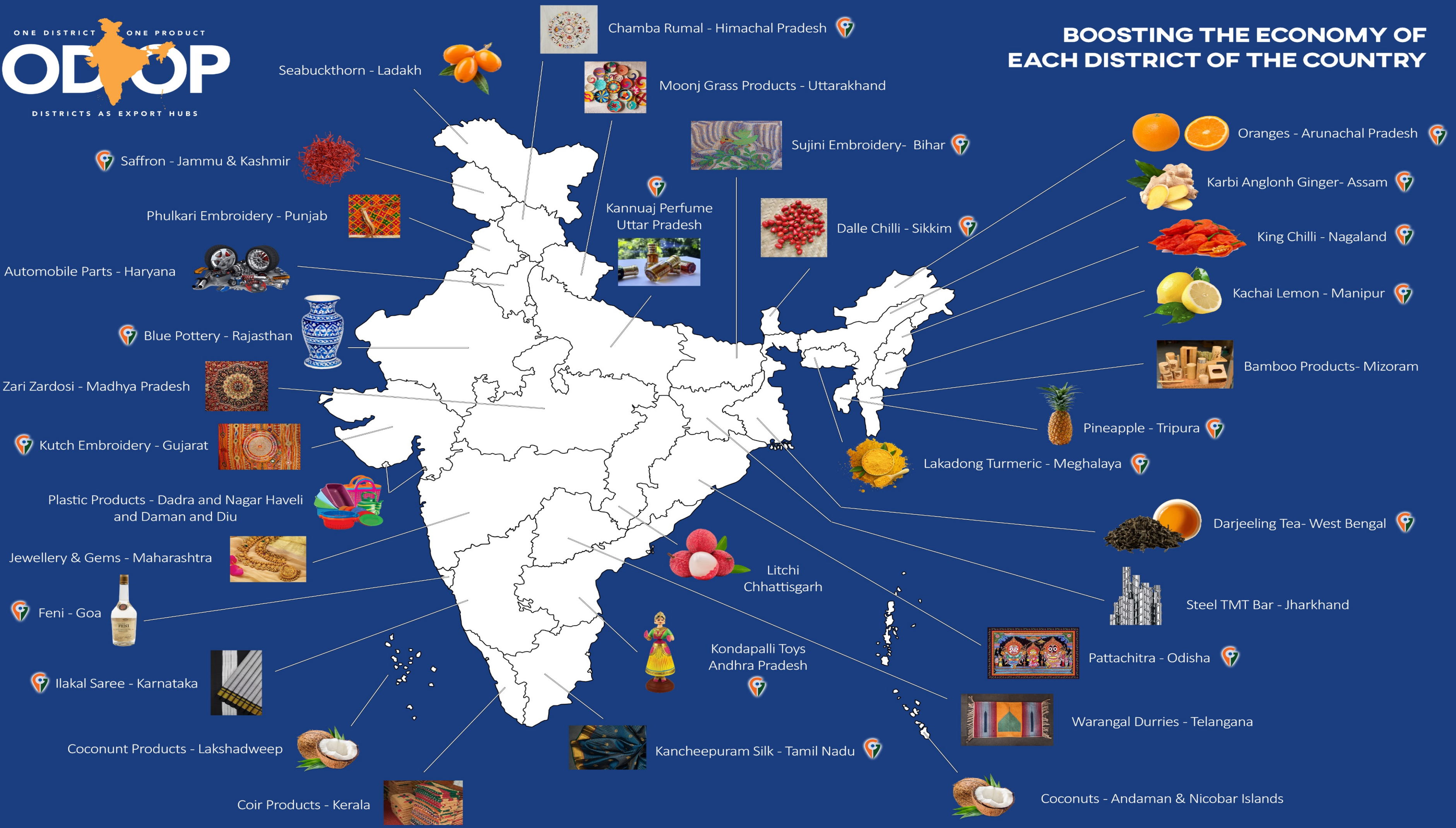


Tea from Kangra, Himachal Pradesh

# How ODOP is beneficial to Districts

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- ✓ **ODOP National Awards:** The Awards aimed to recognize the efforts of States, Districts, and Missions aboard in promoting products from districts of India.
- ✓ **Workshops:** The ODOP Initiative organized a variety of workshops for upskilling of ODOP stakeholders at the district level.
- ✓ **Embassy Connect:** The promotion of ODOP products in international markets through the Indian Missions aboard.
- ✓ **ONDC, ODOP GeM Bazaar & E-Commerce:** Support in category creation and onboarding on the e-comm website.
- ✓ **ODOP Catalogue:** The Catalogue showcases traditional and unique Indian products. Covers products from all States/UTs and offers a diverse range of 1000+ products.
- ✓ **State Connect Series:** Regular physical and virtual meetings with State and district officials.
- ✓ **Events:** National-level events like National ODOP Awards 2023, PMAE 2022, and ODOP Sampark are attended by district and State officials.



A globe of Earth is shown from a high-angle perspective, with a dense network of glowing lines representing global connectivity. The lines are primarily blue and white, with some yellow and orange highlights. The globe is set against a dark blue background. The text "Thank you" is overlaid on the left side of the globe.

Thank you