

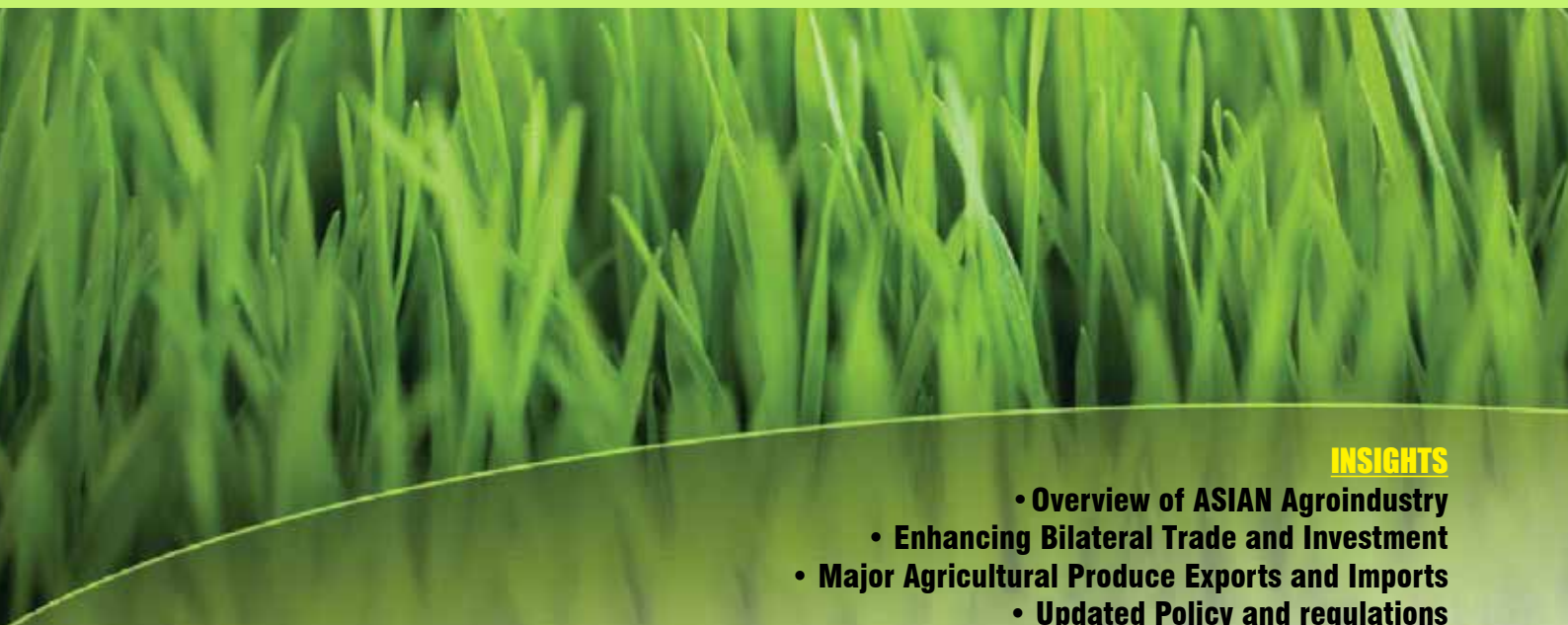
ASIAN AGRICULTURE EXPOSURE



Asian Exporters' Chamber *Of* Commerce and Industry

Annual Magazine

“AGROINDUSTRY” EXCLUSIVE EDITION 2019 - 20



INSIGHTS

- Overview of ASIAN Agroindustry
- Enhancing Bilateral Trade and Investment
- Major Agricultural Produce Exports and Imports
- Updated Policy and regulations

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We have been through a phase the likes of which none of us has experienced before and we are still going through the same actually.

Considering the worldwide economic slowdown we all want the economy to reopen completely, but we also want the things to go in a well thought way and that can help us to be on the path of lowering infections.

If we learn the lessons that COVID-19 has presented to us, then we just might come out of this stronger than before.

Being a responsible citizen and the Board Chairman for AECCI, I insist to see the 2020 in a positive light; pandemic has reshaped the thought process of humankind and made them more innovative; flying to thousands of kilometers to meet face to face is replaced with meeting online through mobile apps and parts of houses are redecorated to small office cubicles for a smooth functioning.

Though the global economies, business, and trade have slowed down but the experts are on their job to see how economies can cope. Every government is trying to make a sense of the impact and accordingly working to reform the trade policies for the benefit of the business community.

In a push to revive the economy, Government of India has come up with several structural reforms and measures to support the business fraternity; to provide the relief to key business sector the economic packages are announced.

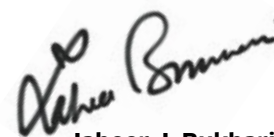
For agriculture sector, it's important for us to learn from those past disruptions, that food is the basic need and without that we cannot survive. Food security is the domestic security, and for agriculture production global food supply chains are necessary. We must avoid policies that would stifle innovation and agricultural production rather one of the best things our government can do to help kick-start the farm economy is commit to long-range policies

AECCI being the premier trade body is playing its role to ensure that the spirit of individuals and business is high and efforts are more. While the Indian government has come-up with major reform bills for Agriculture sector, we take the honour to present AECCI Annual Magazine- "AGROINDUSTRY", Exclusive Edition 2019-20; with a broader view to highlight and explore the business opportunities available in Asian countries for Agriculture sector. Here, we attempt to highlight the bilateral agro-trade, tradable commodities among Asian countries, investment opportunities available and technological advancement in agriculture sector. Objective of the publication is to benefit the industry by

providing the necessary information handy.

As we embark on a new financial year, AECCI remains committed to expanding our efforts to promote pro-growth, pro-business policies that position the business community to thrive. We look forward to working with our broad members' base to drive economic growth and increase India's competitive advantage in 2021. Lastly, I would like to personally thank each and every contributor of this publication for helping us in making it more meaningful. My special thanks to the Hon'ble Ministers of the Government of India, for their messages of encouragement to the readers. Then, my thanks to the diplomats in India and overseas who have provided us with the useful information to inculcate in the magazine. Heartfelt thanks to the expert writers who shared their opinion for the benefit of industry. And, lastly thank you dear sponsors for always supporting AECCI in achieving its motives. Also, I congratulate the editorial team for their efforts and wish the publication to be a grand success.

Well-being and safety of our teams, clients and communities are our top concern. Stay Safe-Stay Healthy.



Jaheer J. Bukhari
Board Chairman



नरेन्द्र सिंह तोमर

NARENDRA SINGH TOMAR

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06 JAN 2021

संदेश

हर्ष का विषय है कि एशियन एक्सपोर्टर्स चैंबर ऑफ कामर्स एंड इंडस्ट्री अपनी वार्षिक पत्रिका 'एगो इंडस्ट्री' के विशेष संस्करण का प्रकाशन कर रहा है।

विगत कुछ वर्षों में माननीय प्रधानमंत्री श्री नरेन्द्र मोदी जी के नेतृत्व में सरकार ने किसानों की आर्थिक स्थिति को सशक्त करने, कृषि क्षेत्र में लाभ के अवसर निर्मित करने एवं कृषि से संबंधित उद्योगों को बढ़ावा देकर कृषि अर्थव्यवस्था का मजबूत करने की दिशा में महत्वपूर्ण कदम उठाए हैं। खाद्यान्न उत्पादन में हमारी आत्मनिर्भरता इन्हीं प्रयासों का परिणाम है।

आत्मनिर्भर भारत अभियान के अंतर्गत ग्रामीण क्षेत्र में कृषि अधोसंरचना विकसित करने के लिए 1 लाख करोड़ रुपए के अवसंरचना कोष से जहां कृषि एवं इससे संबंधित उद्योगों का विस्तार प्रारंभ हुआ है। देश में 10 हजार नए कृषि उत्पादक संगठनों के गठन के माध्यम से 86 प्रतिशत छोटे एवं मझौले किसानों को उन्नत एवं लाभकारी कृषि से जोड़ा जा रहा है। उद्यानिकी, खाद्य प्रसंस्करण उद्योग, मात्सियकी, पशुपालन एवं डेयरी उद्योग की दिशा में भी नीतियों एवं प्रयासों से परिणामजक परिवर्तन दृष्टिगोचर हो रहे हैं।

भारतीय कृषि उत्पादों की वैश्विक स्तर पर अत्यधिक मांग हमारे लिए निर्यात के स्वर्णिम अवसर निर्मित कर रही है। कृषि निर्यात नीति 2018 के लागू होने के बाद कृषि निर्यात में तेजी से बढ़ावा हुआ है। कोविड-19 संकट के बावजूद अप्रैल-सितंबर 2020 की कुल अवधि के दौरान आवश्यक कृषि वस्तुओं के निर्यात में 43.4 प्रतिशत की वृद्धि दर्ज हुई है। कृषि निर्यात में यह क्रम जारी है और हम इस दिशा में बेहतर भविष्य की उम्मीद हैं।

'एगो इंडस्ट्री' पत्रिका का यह अंक कृषि के क्षेत्र से जुड़े भारतीय निर्यातकों, व्यापारियों एवं उद्योग समूहों के लिए एक सहयोगी एवं उपयोगी साबित होगा। एगो इंडस्ट्री का यह अंक एशियन देशों के मध्य परस्पर व्यापार विषय पर केंद्रित किया गया है। इसके माध्यम से पाठकों को एशियन देशों में आयात-निर्यात एवं निवेश के अवसरों की विस्तृत जानकारी प्राप्त हो सकेगी।

मैं उम्मीद करता हूँ कि 'एगो इंडस्ट्री' पत्रिका का यह अंक पठनीय, कृषि निर्यातकों एवं उद्यमियों के लिए अत्यंत उपयोगी एवं ज्ञानप्रद होगा। इस अवसर पर मैं एशियन एक्सपोर्टर्स चैंबर ऑफ कामर्स एंड इंडस्ट्री के सभी पदाधिकारियों, सदस्यों एवं पत्रिका के प्रकाशन से जुड़ी टीम को शुभकामनाएं प्रेषित करता हूँ।

(नरेन्द्र सिंह तोमर)

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December, 29 2020

Message

I am glad to know that the Asian Exporters' Chamber of Commerce and industry (AECCI) is coming up with third edition of their annual magazine "Agroindustry", an exclusive edition 2019-20.

This magazine is focusing on the Agriculture trade among the Asian countries, initiative taken by the Indian government for growth of agriculture, trade opportunities available for the agro sector and the expert opinion on various subjects related to Agro-Industry.

I hope this Annual publication by the Chamber will help to recognize and promote agro trade internationally and the magazine will serve the industry with useful and accurate information for business growth.

I extend my best wishes to the AECCI team and all the members of chamber for this endeavor.

(Parshottam Rupala)

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Greetings!!!

With the hope and prayer to come out of the phase that has weakened the world mentally, physically and economically in an unprecedented manner, we welcome you all to the third edition of AECCI's Annual Publication "AGROINDUSTRY", Exclusive Edition 2019-20.

Pandemic, made us realize of the basic need for human lives i.e. "food and food" only and this is what motivated us to study the Agro-Industry and to release a publication for this sector.

While the world had come to a stand-still and the businesses were shut for a period, but like many others we utilized this time and worked on the information with the help of technology. We reached out to the related departments and individuals to collect meaningful data to inculcate in the publication.

As our tag-line says "SOURCING-ENTREPRISE", this time we sourced the relevant information from Asian countries for Agriculture sector and compiled it here for the use of the industry.

In an attempt to provide the accurate information we have established contacts with the government bodies and tried to take the latest news. Also, we have taken care while presenting it to the readers and have shared the information as it's received from the original sources. Writers' thoughts are taken in their own words so as to make the practical experience reach to the community.

Rounding up the subjects taken; Agro or food items been traded among Asia, items or commodities been traded by India with any of the Asian countries, country wise most demanded, supplied and traded items, country specific regulations and special conditions, investment opportunities available in India and other Asian countries, etc. In addition to above this issue includes Agro policy by Indian government and some brief write-ups from Industry experts are also taken.

We are confident that the publication will prove to be an additional and important source of information for the entire stakeholders.

Finally I would like to convey my sincere thanks to the Hon'ble Ministers of the Government of India, for their words of encouragement, our expert writers and all the contributors for their valuable articles, and respected diplomats for their data and information sharing. My hearty thanks to the esteemed sponsors and advertisers for sharing the financial burdens.

Lastly, special thanks to our editorial, designing and printing team for bringing this beautiful publication.

I hope the readers would find the content useful for the business perspective. We will wait to have your feedback.

Copies of this publication will be circulated to all the Diplomatic Missions in India and Indian Missions Abroad.

Wish you, your teams and all your loved ones health and safety.

Swarn Lata



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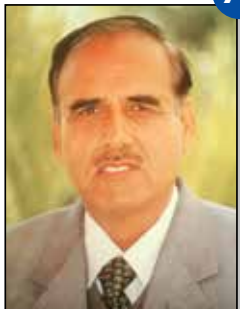
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BHASKAR DASTIDAR

CEO-GE India and Advisor at World Trade Center

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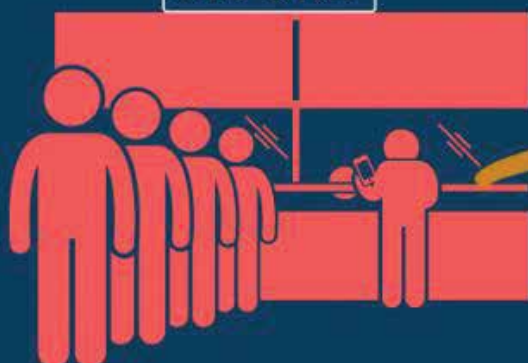
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The Chamber has devised a number of promotional and developmental services to provide support to the private sector initiatives in industry, trade and services to the Asian community globally.

AECCI is based at Maharashtra, India and is working to facilitate trade and commerce since 2015. The young organisation is representing the interest of business holders in Asian countries.

CHAMBER'S CORE-VALUE

“We want to create something worth creating that will endure the test of time. Independency and neutrality, honesty in managing arbitrations, preserving the rights of the defence, secrecy and confidentiality, fastest, responsibility, affiliation, distinction in performance and working with the spirit of one team. We do this by relentlessly focusing on our customers' success, building high quality systems, and planning for long-term scale. We're grounded by humility and driven by ambition.....”

OUR MISSION

The Chamber's mission is to lead the overall development, to ensure the future prosperity via a pro-business climate, to represent the unified voice of the trade community and to reduce the business frictions through well-functioning networks.

OUR VISION

The Chamber's Vision is to see a voluntary partnership of businesses and professionals working together to build a healthy and prosperous economy with improved quality of life in the community.

AECCI has designed different wings to promote every type of business effortlessly. All our wings are the combinations of highly educated and experienced professional and who are committed to provide the best guidance and consultation to





our members with their expert knowledge.

With the support of chamber professionals, we are encouraging entrepreneurship, developing opportunities for trade and shaping a more supportive infrastructure and competitive environment for business. We help Businesses bridge differences in legal, professional, advisory, regulatory and economic Systems.

One of the priorities of the chambers of commerce is to create the awareness of a

system for the resolution and settlement of disputes. For the purpose we have established our Legal Wing in the chamber. The structure of the wing is consisting of 12 boards of intermediaries. All of them are highly experienced and knowledgeable professionals in the legal field.

We take up the disputes of our members and try to resolve these with the help of our Legal Wing professionals. AECCI wish to enhance the role of arbitration as it is a unique tool for resolving commercial

disputes and can prove to be very helpful in attracting foreign direct investment (FDI). Our Legal wing is committed to spread the arbitration culture in the country.

We at AECCI believe in "COME AND GROW WITH US". Hence, invite all the local and international business people to associate with chamber in more than one ways. This is how we can create a difference in business environment and can have ample opportunities for each other to grow with their business.



To know more about AECCI, its activities, work areas and other business opportunities available visit our website: www.aecci.org.in
Also you can reach us through social networking platform like Facebook, Twitter and LinkedIn.
To partner with us or our events you can drop us an email at info@aecci.org.in or can reach us at 0091-8433720996.

Thank you!

Bahrain has got lots of potential to expand greenhouse horticulture

With increasing greenhouse in the region, horticulture produce is booming and this is likely to show a positive trend in the growth of the agricultural industry of the region in the coming years.



| | |
|--|--|
| Country | Bahrain |
| Main City for Agro Trade | Manama – Capital Governorate |
| Importable Agro/food items | Bahrain is dependent on imports from other countries for more than 90% of its food requirements. |
| Any special requirement or condition on foreign trade | Bahrain usually follows the technical regulations and standards, testing and certification requirements of imports as formulated by Gulf Standard Organization (GSO) and other International Standards. |
| Investment opportunities available in the country | <p>Opportunities exist in the following sectors in the upcoming 5 years:-</p> <ul style="list-style-type: none"> • physical infrastructure, • soft infrastructure • start-up and • digital infrastructure |
| Investment opportunities being sought in India | <p>Mutual trade relationships being sought in the following sectors:</p> <ul style="list-style-type: none"> • Information Technology and • Aluminium <p>In 2019 major investments took place in the financial sector in India by Bahraini company.</p> |
| Any important information regarding Agro trade with Bahrain | <ul style="list-style-type: none"> • Import restrictions exist for the following: For Indian Betel nut, which come under prohibited imports due to health reason. • India enjoys a good share in total import of Bahrain for agri – commodities such as bovine meat, semi or wholly milled rice, frozen shrimps, prawns, onions, refined sugar, cashew nuts, banana plantains, watermelons fresh, mangoes, cardamom, pomegranates, other vegetables, okra, and fresh grapes. |



Major Food Items Being Exported To India (in 2019)

| SL. No. | HS Code | Commodity | Country | Amount (US\$ million) |
|---------|----------|--|---------|-----------------------|
| 1. | 04031000 | YOGURT | India | .000217 |
| 2. | 04069090 | Other Cheese | India | .000045 |
| 3. | 07099990 | Other vegetables, fresh or chilled. | India | .001774 |
| 4. | 07139090 | Other Dried and shelled, Leguminous Vegetables | India | .001635 |
| 5. | 08011100 | Desiccated Coconuts | India | .006071 |
| 6. | 08031000 | Banana plantains, fresh or dried | India | .000050 |
| 7. | 08041010 | Fresh Dates | India | .073468 |
| 8. | 08041029 | Other Dried Dates | India | .025861 |
| 9. | 08051000 | Oranges, fresh or dried | India | .000056 |
| 10. | 08061000 | Fresh Grapes | India | .000092 |

(Source: <https://www.data.gov.bh/en/ResourceCenter>)

Major Food Items Imported From India (in 2019)

| Sl. No. | HS Code | Commodity | Total Import (USDM) |
|---------|----------|--|---------------------|
| 1 | 10063000 | Semi-milled or Wholly milled rice, whether or not polished or glazed | 70.66 |
| 2 | 17019911 | Refined sugar crystals | 32.11 |
| 3 | 07031011 | Onions for food (green or dry rind), fresh or chilled | 14.84 |
| 4 | 08013200 | Cashew nuts shelled | 7.38 |
| 5 | 08031000 | Banana plantains, fresh or dried | 11.72 |
| 6 | 08071100 | Watermelons fresh | 9.67 |
| 7 | 08045020 | Mangoes, fresh or dried | 11.45 |
| 8 | 07096000 | Fruits of the genus capsicum or pimenta, fresh or chilled | 7.72 |
| 9 | 08109010 | Pomegranates, fresh | 5.22 |
| 10 | 07099990 | Other vegetables, fresh or chilled. | 6.48 |

Source: (<https://www.data.gov.bh/en/ResourceCenter>)

Bahrain is a country very much open to international trade. State is dependent on imports from other countries for more than 90% of its food requirements. Lack of water resources and unavailability of agricultural lands are the

major constraints for low agriculture growth in Bahrain. Govt of Bahrain has now introduced national strategy for food security to increase the local production.



A Land bridge between Central and South Asia, and the Middle East and the Far East

Indian exporters have potential in commodities like wheat, animal/vegetable fat, green tea, vegetables, rice, biscuits, cane or beat sugar, chocolate & tobacco to Afghanistan



Main cities for Agro Trade in Afghanistan are Kabul, Kandahar and Herat

Agro/food items being imported by Afghanistan

| S.N | Item |
|-----|------------------------|
| 1. | Wheat Flour |
| 2. | Wheat |
| 3. | Rice |
| 4. | Sugar |
| 5. | Green Tea |
| 6. | Black Tea |
| 7. | Corn Flour |
| 8. | Spices |
| 9. | Beans |
| 10. | Pea |
| 11. | Garlic |
| 12. | Potato |
| 13. | Tomato |
| 14. | Mango |
| 15. | Banana |
| 16. | Orange & Citrus |
| 17. | Cherries |
| 18. | Peach |
| 19. | Pear |
| 20. | Apples |
| 21. | Lemon |
| 22. | Corn |
| 23. | Medical Herbs & Plants |
| 24. | Other Cereals |
| 25. | Other Vegetables |

Agro/food items being exported by Afghanistan

| S.N | Item |
|-----|------------------|
| 1. | Asafoetida |
| 2. | Dried Fig |
| 3. | Grapes |
| 4. | Peeled Almond |
| 5. | Onion |
| 6. | Abjosh Raisin |
| 7. | Peeled Pistachio |
| 8. | Green Caraway |
| 9. | Saffron |
| 10. | Tomato |
| 11. | Cotton |
| 12. | Black Raisin |
| 13. | Pine Nut |
| 14. | Green Raisin |
| 15. | Pomegranate |
| 16. | Red Raisin |
| 17. | Sesame |
| 18. | Shakarpara |
| 19. | Apricot |
| 20. | Cucumber |
| 21. | Apple |
| 22. | Melon Seed |
| 23. | Peeled Walnut |
| 24. | Mulberry |

Afghanistan opened up to international trade in 2001. State follows very few commercial barriers for imported good. Customs duties have been kept flat given weak imports. Afghanistan generally exports items with low value, such as dried fruit, carpets, cotton, cereals and non-alcoholic beverages. Its main items of import include wheat, peat, textile and petroleum products.

India has been a major trading partner of Myanmar for ages



Cooperation in power sector has become one of the hallmarks of India- Bangladesh relations.

Bangladesh is India's biggest trade partner in South Asia. Bilateral trade between India and Bangladesh has grown steadily over the last decade. India's exports to Bangladesh in FY 2018-19 stood at US\$ 9.21 bn and imports from Bangladesh during the same period were US\$1.04 bn.

Meetings of various institutional mechanisms to promote bilateral trade including that of border haats, shipping, LCS/ICP infrastructure and on establishment of Indian Economic Zone etc were held in 2019.

In order to promote cooperation on bilateral trade, both the Prime Ministers agreed to create an India-Bangladesh CEO's Forum to provide policy level inputs in various areas of trade and investment and also to facilitate exchanges among the business communities of both the countries.

Cooperation in power sector has become one of the hallmarks of India- Bangladesh relations. Bangladesh is currently importing 1160 MW of power from India. The meetings of Joint Working Group (JWG)/Joint Steering Committee (JSC) on power were also held in 2019.

Bangladesh is the biggest development partner of India today. India has extended 3 Lines of Credits (LOC) to Bangladesh in the last 8 years amounting to US\$ 8 billion for development of infrastructure in various sectors including roads, railways, shipping and ports.

(Reference site: High Commission of India, Bangladesh)

2021
AECCI
BUSINESS
EXCELLENCE
AWARD
OCTOBER 2021



India is Bhutan's largest trading partner

In recent times India has allowed market access for five Bhutanese agriculture products. This move will allow Bhutan, access to the large Indian market. Products that are allowed market access are Areca nut, mandarin orange, Apple, Potato, and Ginger.



Main city of Agro Trade
Phuentsholing and Thimphu

Major Agro/food items imported by Bhutan in 2019

| Sl. No | BTC Code | Particulars | Value (in Crore -INR) |
|--------|------------|--|-----------------------|
| 1 | 1006.30.00 | Semi-Milled Rice | 166.46 |
| 2 | 1507.90.00 | Soya Bean Oil (Others) | 85.29 |
| 3 | 0201.10.00 | Meat of bovine animals, fresh or chilled: Carcasses and half-carcasses | 55.12 |
| 4 | 1006.40.00 | Broken Rice | 49.06 |
| 5 | 0406.30.00 | Processed cheese, not grated or powdered | 45.76 |
| 6 | 0402.29.00 | Milk and Cream Concentrated - Others | 42.20 |
| 7 | 1701.14.00 | Other Cane sugar | 36.37 |
| 8 | 1005.90.00 | Maize -others | 32.71 |
| 9 | 1905.31.00 | Sweet biscuits | 26.20 |
| 10 | 0401.10.00 | Milk and cream: Of a fat content, by weight, not exceeding 1% | 23.85 |
| 11 | 1902.20.00 | Stuffed pasta, whether or not cooked or otherwise prepared | 21.91 |
| 12 | 1101.00.00 | Wheat or Meslin flour | 20.28 |
| 13 | 1515.90.00 | Other fixed vegetable fats and oils -other | 19.90 |
| 14 | 1107.10.00 | Malt not roasted | 19.37 |
| 15 | 0203.11.00 | Meat of swine, fresh, chilled or frozen: Carcasses and half-carcasses | 18.66 |
| 16 | 0402.10.00 | Milk and cream: In powder, granules or other solid forms, of a fat content, by weight, not exceeding 1.5% | 16.76 |
| 17 | 2304.00.00 | Oil-cake and other solid residues, whether or not ground or in the form of pellets, resulting from the extraction of soya-bean oil | 15.86 |
| 18 | 0207.12.00 | Meat and edible offal - not cut in pieces, frozen | 15.72 |
| 19 | 0401.20.20 | Milk and Cream: Of a fat content, by weight, exceeding 1% but not exceeding 6% (processed) | 15.72 |
| 20 | 2309.90.00 | Animal feeding - other | 14.03 |
| 21 | 0713.40.00 | Lentils | 12.80 |
| 22 | 1704.90.00 | Sugar confectionery (including white chocolate), not containing cocoa - Other | 12.56 |
| 23 | 2106.90.00 | Food preparations not elsewhere specified or Included - others | 12.25 |
| 24 | 1902.30.00 | Pasta - others | 11.73 |
| 25 | 2306.90.00 | Oil cake and other solid residues - other | 11.50 |



Major Agro/food items imported from India in 2019ty

| Sl. No | BTC Code | Particulars | Value (in Crore-INR) |
|--------|------------|--|----------------------|
| 1 | 1006.30.00 | Semi-Milled Rice | 166.43 |
| 2 | 1507.90.00 | Soya Bean Oil (Others) | 85.29 |
| 3 | 0201.10.00 | Meat of bovine animals, fresh or chilled: Carcasses and half-carcasses | 54.86 |
| 4 | 1006.40.00 | Broken Rice | 49.06 |
| 5 | 0406.30.00 | Processed cheese, not grated or powdered | 44.85 |
| 6 | 0402.29.00 | Milk and Cream Concentrated - Others | 42.19 |
| 7 | 1701.14.00 | Other cane sugar | 36.35 |
| 8 | 1005.90.00 | Maize others | 32.70 |
| 9 | 0401.10.00 | Milk and cream: Of a fat content, by weight, not exceeding 1% | 23.66 |
| 10 | 1902.20.00 | Stuffed pasta, whether or not cooked or otherwise prepared | 21.82 |
| 11 | 1905.31.00 | Sweet biscuits | 20.75 |
| 12 | 1101.00.00 | Wheat or Meslin flour | 20.13 |
| 13 | 1515.90.00 | Other fixed vegetable fats and oils -other | 19.9 |
| 14 | 1107.10.00 | Malt not roasted | 19.37 |
| 15 | 0203.11.00 | Meat of swine, fresh, chilled or frozen: Carcasses and half-carcasses | 18.58 |
| 16 | 2304.00.00 | Oil-cake and other solid residues, whether or not ground or in the form of pellets, resulting from the extraction of soya-bean oil | 15.86 |
| 17 | 0207.12.00 | Meat and edible offal not cut in pieces, frozen | 15.72 |
| 18 | 0401.20.20 | Milk and Cream: Of a fat content, by weight, exceeding 1% but not exceeding 6% (processed) | 15.72 |
| 19 | 2309.90.00 | Animal feeding - other | 14.02 |
| 20 | 0402.10.00 | Milk and cream: In powder, granules or other solid forms, of a fat content, by weight, not exceeding 1.5% | 13.16 |
| 21 | 0713.40.00 | Lentils | 12.79 |
| 22 | 2106.90.00 | Food preparations not elsewhere specified or Included - other. | 12.18 |
| 23 | 2306.90.00 | Oil cake and other solid residues - other | 11.50 |
| 24 | 1401.10.00 | Bamboo | 11.17 |
| 25 | 1704.90.00 | Sugar confectionery (including white chocolate), not containing cocoa:Other | 11.14 |

Major Agro/food items exported by Bhutan (Global) in 2019

| S. No | BTC Code | Particulars | Value (In Cr- INR) |
|-------|------------|--|--------------------|
| 1 | 0908.31.00 | Cardamom: Neither crushed nor ground | 122.76 |
| 2 | 0805.10.00 | Oranges | 53.00 |
| 3 | 0701.90.00 | Potatoes | 52.11 |
| 4 | 1211.90.50 | Cordyceps sinensis (yertsha gein bhup) | 20.08 |
| 5 | 1511.90.20 | Refined bleached deodorised palmolein | 14.62 |
| 6 | 0802.90.10 | Betel nuts, in shell | 11.51 |
| 7 | 0910.11.00 | Ginger, saffron, turmeric (curcuma), thyme, bay leaves, curry and other Spices: Neither crushed nor ground | 09.21 |
| 8 | 2009.89.10 | Mango juice in unit package of capacity upto 250 ml | 09.03 |
| 9 | 0808.10.00 | Apples | 08.18 |
| 10 | 2007.10.00 | Homogenised preparations | 04.75 |
| 11 | 2009.19.90 | Fruit juices - Other | 04.47 |
| 12 | 0705.11.00 | Cabbage lettuce (head lettuce) | 04.18 |
| 13 | 2303.30.00 | Brewing or distilling dregs and waste | 04.12 |
| 14 | 1101.00.00 | Wheat or meslin flour | 03.59 |
| 15 | 0706.10.00 | Carrots and turnips | 02.83 |
| 16 | 0709.59.10 | Matsutake (sangay shamu) | 02.79 |
| 17 | 2009.11.90 | Fruit juices - Other | 01.79 |
| 18 | 0908.11.00 | Netmeg, Mace and Cardamom - neither crushed nor ground | 01.76 |
| 19 | 2309.90.00 | Preparations of a kind used in animal feeding (Other) | 01.70 |
| 20 | 2009.71.90 | Fruit juices - Other | 01.63 |
| 21 | 2106.10.90 | Food preparations not elsewhere specified or Included- others | 01.38 |
| 22 | 2302.30.00 | Residues and waste from the food | 01.37 |
| 23 | 2005.59.00 | Other vegetable prepared - other | 0.83 |
| 24 | 1902.20.00 | Stuffed pasta, whether or not cooked or otherwise prepared | 0.78 |
| 25 | 0713.40.00 | Lentils | 0.77 |

Major food items exported to India in 2019

| S. No | BTC Code | Particulars | Value (In Cr- INR) |
|-------|------------|--|--------------------|
| 1 | 0908.31.00 | Cardamom: Neither crushed nor ground | 62.16 |
| 2 | 0701.90.00 | Potatoes | 52.06 |
| 3 | 1511.90.20 | Refined bleached deodorised palmolein | 14.62 |
| 4 | 0802.90.10 | Betel nuts, in shell | 11.51 |
| 5 | 0910.11.00 | Ginger, saffron, turmeric (curcuma), thyme, bay leaves, curry and other Spices: Neither crushed nor ground | 09.21 |
| 6 | 2009.89.10 | Mango juice in unit package of capacity upto 250 ml | 08.45 |
| 7 | 0808.10.00 | Apples | 06.42 |

Major food items exported to India in 2019

| S. No | BTC Code | Particulars | Value (In Cr- INR) |
|-------|------------|--|--------------------|
| 8 | 2007.10.00 | Homogenised preparations | 04.56 |
| 9 | 0705.11.00 | Cabbage lettuce (head lettuce) | 04.18 |
| 10 | 2303.30.00 | Brewing or distilling dregs and waste | 04.12 |
| 11 | 2009.19.90 | OtherFruit juices - Other | 04.07 |
| 12 | 1101.00.00 | Wheat or meslin flour | 03.59 |
| 13 | 0706.10.00 | Carrots and turnips | 02.83 |
| 14 | 0908.11.00 | Neither crushed nor ground | 01.76 |
| 15 | 2009.11.90 | Fruit juices - Other | 01.72 |
| 16 | 2309.90.00 | Preparations of a kind used in animal feeding (Other) | 01.70 |
| 17 | 2009.71.90 | Fruit juices - Other | 01.58 |
| 18 | 2106.10.90 | Food preparations not elsewhere specified or Included-others | 01.38 |
| 19 | 2302.30.00 | Residues and waste from the food Industries: Of wheat | 01.07 |
| 20 | 2103.20.00 | Tomato ketchup and other tomato sauces | 00.96 |
| 21 | 0805.10.00 | Oranges | 00.86 |
| 22 | 2005.59.00 | Other vegetable prepared - other | 00.83 |
| 23 | 1902.20.00 | Stuffed pasta, whether or not cooked or otherwise prepared | 00.78 |
| 24 | 0713.40.00 | Lentils | 00.77 |
| 25 | 2106.10.20 | Supari (betel nut cuts/powder) | 00.62 |

Any special requirement or condition on foreign trade

There is no special requirement or condition on trade between two countries since trade between both the countries is governed as per agreement on Trade, Commerce and Transit (last renewed) in 2016. There shall be free trade and commerce between the two countries and trade between both the countries will be in Bhutanese Ngultrums and Indian Rupees.

Investment opportunities available in Bhutan

The Royal Government of Bhutan (RGoB) has revised their FDI policy in 2019. The Government has sought FDI in Agro based production and value added Agro-based products (based on domestic produces) particularly in Agri and food sector.

Any important information regarding Agro trade with Bhutan

Bhutan is largely dependent on India for the import of cereals, fruits, vegetables and meat. In 2019, Bhutan imported 84,584.45 million tones (MT) of rice (an increase by 18 percent

from 2018), 4893.12 MT of wheat and meslin (an increase by almost 59 percent from 2018), 4.31 MT of rye (an increase by about 75 per cent from 2018), 15,924.59 MT of maize, (a decrease by about 27 per cent from 2018), 122.09 MT of buckwheat (an increase by one percent from 2018) and 17.11 MT of other cereals (a decrease by 57 per cent from 2018).

Reference: S.L. Meena, Second Secretary (com),
Embassy of India, Thimphu (Bhutan)

Bhutan is a small economy but very much open to international trade. It is sharing a major trading partnership with India amounting to nearly 90 per net of exports and 75 per cent of imports. Highly liberal bilateral Free Trade Agreement (FTA) between India and Bhutan features duty-free and quota-free trade and therefore trade with India is not restricted by tariff or rules of origin.

Bhutan is also a member of South Asian Free Trade Area (SAFTA). Bhutan was granted WTO Observer status in April, 1998 and is in the process of accession, whereas it is not bound by the WTO tariffs.

India's agrarian culture has significantly contributed to the global food basket

The agriculture sector in India is expected to generate better momentum in the next few years due to stimulate the entire value chain from export-oriented farm production to processing and transport, infrastructure and market access.

Indian Agriculture and Agri Export Policy

Each and every country designs its Agricultural policy for maximising the output from production so that the income level of a farmer can be raised. Agriculture policy is basically formulated for all round and comprehensive development of the agricultural sector. The basic objective remains the balanced development by effectively using the available natural resources. The first ever comprehensive National Agricultural Policy in India was announced in 2000.

In 2018 Government of India came up with the Agriculture Export Policy with an objective

of doubling the farm export to more than \$60 billion by 2022. Under this policy, Govt. of India imposed no restrictions on export of organic and processed products, whereas, a check is kept on the movements of price- and supply-sensitive commodities. It is done through periodic reviews on a case-to-case basis.

The Agriculture Export Policy is framed with a focus on agriculture export oriented production, export promotion, better farmer realization and synchronization within policies and programmes of Government of India.

World's exclusive organizations empowered to frame, regulate and implement policies related to agricultural production and trade.

- Food Safety and Standard Authority in India (FSSAI)
- The United States Food and Drug Administration (USFDA) /
- United States Department of Agriculture (USDA),
- Federal Service for Veterinary and Phytosanitary Surveillance (FSVPS) and
- European Food Safety Authority (EFSA) in USA, Russia & EU





The State level export monitoring committee chaired by the Chief Secretary and is supported by the:

- » Regional Authorities of DGFT
- » Autonomous bodies under Department of Commerce:
 - Agricultural and Processed Food Products Export Development Authority (APEDA),
 - Marine Products Exports Development Authority (MPEDA),
 - Export Inspection Council (EIC),
 - Spices Board, Coffee Board,
 - Tea Board, Rubber Board,
 - Tobacco Board



Vision of Agriculture Export Policy

Harness export potential of Indian agriculture, through suitable policy instruments, to make India global power in agriculture and raise farmer's income

Objectives of Agriculture Export Policy

- To double agricultural exports from present ~US\$ 30+ Billion to ~US\$ 60+ Billion by 2022 and reach US\$ 100 Billion in the next few years thereafter, with a stable trade policy regime.
- To diversify our export basket, destinations and boost high value and value added agricultural exports including focus on perishables.
- To promote novel, indigenous, organic, ethnic, traditional and non-traditional Agro products exports.

- To provide an institutional mechanism for pursuing market access, tackling barriers and deal with sanitary and phytosanitary issues.
- To strive to double India's share in world agro exports by integrating with global value chain at the earliest.
- Enable farmers to get benefit of export opportunities in overseas market.

The Agri Export Policy thus aims at:

- 1) Providing assurance that the processed agricultural products and all kinds of organic products will not be brought under the ambit of any kind of export restriction (viz. Minimum Export Price, Export duty, Export bans, Export quota, Export capping, Export permit etc.) even though the primary agricultural product or non-organic agricultural product is brought under some kind of export restrictions.
- 2) Identification of a few commodities which are essential for food security in consultation with the relevant stakeholders and Ministries. Any export restriction on such identified commodities under extreme price situation will be based on decision of a high level committee. Also, any kind of export prohibitions and restrictions on the identified commodities above would be taken up in a WTO compatible manner.
- 3). Liberalized import of agricultural products for value addition and re-export.

(Source: Ministry of Commerce, Agriculture Export Policy)

Food Crops in India (Climate and region wise)

| | | |
|--------|---|---|
| Rice | Hot and Humid Climate With Heavy Rainfall | West Bengal, Odisha, Bihar, Andhra Pradesh, Telengana. |
| Wheat | Cool and Moist Climate with average rainfall. | Punjab, Haryana, Uttar Pradesh, Maharashtra, Bihar, Eastern Rajasthan |
| Milets | Hot and Dry Climate with sparse rainfall. | Maharashtra, Karnataka, Madhya Pradesh, Andhra Pradesh. |
| Jowar | | Gujarat, Rajasthan, Maharashtra |
| Bajra | | Tamil Nadu, Andhra Pradesh, Sikkim, Maharashtra. |
| Ragi | | |

India's Imports & Exports of Principal Agricultural Commodities



| Year | Agricultural Imports | Total National Imports | % of Agricultural imports to the total Imports | Agricultural Exports | Total National Exports | % of Agricultural imports to the total Exports |
|------------|----------------------|------------------------|--|----------------------|------------------------|--|
| 2018-19(p) | 137019.46 | 3594674.2 | 3.81 | 274571.28 | 2307726.18 | 11.90 |
| 2017-18 | 152096.20 | 3001028.71 | 5.07 | 251563.94 | 1956514.52 | 12.86 |
| 2016-17 | 164726.83 | 2577671.14 | 6.39 | 226651.91 | 1849433.54 | 12.26 |
| 2015-16 | 140289.22 | 2490303.76 | 5.63 | 215396.32 | 1716384.39 | 12.55 |
| 2014-15 | 121319.02 | 2736676.99 | 4.43 | 239681.04 | 1896348.42 | 12.64 |
| 2013-14 | 85727.30 | 2715420.78 | 3.16 | 262778.54 | 1905011.08 | 13.79 |
| 2012-13 | 95718.89 | 2669161.95 | 3.59 | 227192.61 | 1634318.28 | 13.90 |
| 2011-12 | 70164.51 | 2345463.23 | 2.99 | 182801.00 | 1465959.39 | 12.47 |
| 2010-11 | 51073.97 | 1683466.96 | 3.03 | 113046.58 | 1136964.25 | 9.94 |

(Reference: Director General of Commercial Intelligence & Statistics, Department of commerce)

India's Exports of Principal Agricultural Commodity

(Quantity in Thousand tones & Value in Rs. Crores)

| Sr no | Commodity | 2016-17 | | 2017-18 | | 2018-2019 | |
|-------|---------------------------|----------|----------|----------|----------|-----------|----------|
| | | Quantity | value | Quantity | value | Quantity | value |
| 1 | Tea | 243.43 | 4905.64 | 272.89 | 5396.65 | 270.31 | 5828.34 |
| 2 | coffee | 288.61 | 5646.43 | 317.83 | 6245.36 | 282.84 | 5721.98 |
| 3 | rice-basmati | 3985.21 | 21512.91 | 4056.85 | 26870.67 | 4414.61 | 32804.3 |
| 4 | rice (other than basmati) | 6770.83 | 16929.88 | 8818.53 | 23437.23 | 7648 | 21171.17 |
| 5 | wheat | 265.61 | 447.85 | 322.79 | 624.37 | 226.63 | 424.47 |
| 6 | other cereals | 734.77 | 1425.77 | 864.24 | 1604.28 | 1257.24 | 2426.07 |
| 7 | pulses | 136.72 | 1277.7 | 179.6 | 1469.63 | 287.13 | 1801.51 |
| 8 | tobacco unmanufactured | 204.45 | 4249.85 | 185.36 | 3828.13 | 189.55 | 3984.53 |
| 9 | tobacco manufactured | 0 | 2174.12 | 0 | 2193.58 | 0 | 2874.07 |
| 10 | spices | 1014.45 | 19111.25 | 1096.32 | 20084.91 | 1133.89 | 23217.77 |
| 11 | cashew | 91.79 | 5278.61 | 90.06 | 5945.28 | 78.22 | 4579.17 |
| 12 | cashew nut shell liquid | 11.4 | 43.99 | 8.33 | 32.63 | 5.3 | 26.91 |
| 13 | sesame seeds | 307.33 | 2695.84 | 336.85 | 2990.93 | 312 | 3761.62 |

| Sr no | Commodity | 2016-17 | | 2017-18 | | 2018-2019 | |
|-------|-----------------------------------|----------|------------------|----------|------------------|-----------|------------------|
| | | Quantity | value | Quantity | value | Quantity | value |
| 14 | niger seeds | 14.07 | 117.22 | 9.22 | 69.86 | 13.37 | 95.5 |
| 15 | groundnut | 725.71 | 5444.33 | 504.04 | 3386.3 | 489.19 | 3297.32 |
| 16 | other oil seeds | 193.27 | 846.58 | 295.1 | 1126.32 | 213.84 | 926.75 |
| 17 | vegetable oil | 60.47 | 779.97 | 37.06 | 566.04 | 49.96 | 744.58 |
| 18 | oil meals | 2632.26 | 5410.1 | 3570.78 | 7043.15 | 4493.29 | 10557.48 |
| 19 | guargum meal | 419.95 | 3106.62 | 494.13 | 4169.56 | 513.22 | 4707.05 |
| 20 | castor oil | 599.2 | 4521.51 | 697.09 | 6730 | 619.38 | 6170.12 |
| 21 | shellac | 6.06 | 225.53 | 6.53 | 285.18 | 7 | 304.79 |
| 22 | sugar | 2544.01 | 8659.54 | 1757.93 | 5225.6 | 3989.66 | 9523.14 |
| 23 | molasses | 390.67 | 314.94 | 123.97 | 97.45 | 845.96 | 586.8 |
| 24 | fruits/vegetable seeds | 11.29 | 522.75 | 14.47 | 670.91 | 17.53 | 866.31 |
| 25 | fresh fruits | 817.06 | 4974.21 | 714 | 4913.28 | 823.09 | 5538.15 |
| 26 | fresh vegetable | 3404.07 | 5790.71 | 2448.02 | 5297.72 | 3192.49 | 569.1 |
| 27 | processed vegetables | 192.86 | 1765.75 | 212.2 | 1823.36 | 228.97 | 2055.41 |
| 28 | processed fruits and juices | 533.15 | 3921.08 | 573.28 | 4169.13 | 594.49 | 4481.25 |
| 29 | cereal preparations | 339.95 | 3565.55 | 353.35 | 3561.69 | 347.81 | 3859.46 |
| 30 | cocoa products | 25.65 | 1086.77 | 29.58 | 1144.35 | 27.61 | 1350.86 |
| 31 | milled products | 255.8 | 813.54 | 270.4 | 876.62 | 307.42 | 1063.03 |
| 32 | misc processed items | 0 | 3053.79 | 0 | 3548.95 | 0 | 4613.38 |
| 33 | animals casings | 0.17 | 13.84 | 12.42 | 327.44 | 14.88 | 480.66 |
| 34 | buffalo meat | 1323.58 | 26161.38 | 1350.25 | 26035.19 | 1233.38 | 25019.43 |
| 35 | sheep/goat meat | 22.01 | 869.84 | 22.8 | 843.61 | 21.67 | 867.53 |
| 36 | other meat | 0.01 | 0.21 | 0.45 | 7 | 0.85 | 13.73 |
| 37 | processed meat | 0.14 | 4.58 | 0.27 | 9.89 | 0.41 | 13.92 |
| 38 | dairy products | 90.35 | 1701.18 | 102.26 | 1954.63 | 180.69 | 3375.73 |
| 39 | poultry products | 0 | 530.44 | 0 | 552.09 | 0 | 687.22 |
| 40 | floriculture products | 22.02 | 546.71 | 20.7 | 507.32 | 19.69 | 571.43 |
| 41 | alcoholic beverages | 0 | 2004.79 | 0 | 2105.78 | 0 | 2103.97 |
| 42 | marine products | 1185.27 | 39593.78 | 1432.46 | 47646.41 | 1672.39 | 47664.94 |
| 43 | ayush and herbal products | 83.36 | 2693.57 | 89.1 | 2640.06 | 108.05 | 3127.26 |
| 44 | jute,raw | 18.18 | 76.63 | 27.2 | 95.43 | 25.65 | 107.74 |
| 45 | jute hessian | 0 | 927.32 | 0 | 909.94 | 0 | 795.77 |
| 46 | cotton raw incld. waste | 996.09 | 10907.32 | 1101.47 | 12200.05 | 1143.07 | 14627.55 |
| | Total Agricultural Exports | 0 | 226651.91 | 0 | 251563.94 | 0 | 274571.28 |
| | Total National exports | 0 | 1849433.5 | 0 | 1956514.5 | 0 | 2307726.2 |
| | % share of Agricultural | 0 | 12.26 | 0 | 12.86 | 0 | 11.90 |

Source: Director General of Commercial Intelligence & Statistics, Department of Commerce.

India's Imports of Principal Agricultural Commodity

(Quantity in Thousand tones & Value in Rs. Crores)

| Sr no | Commodity | 2016-17 | | 2017-18 | | 2018-2019 | |
|-------|---------------------------|----------|----------|----------|----------|-----------|----------|
| | | Quantity | value | Quantity | value | Quantity | value |
| 1 | Tea | 24.89 | 338.35 | 24.94 | 356.99 | 28.85 | 417.96 |
| 2 | coffee | 78.04 | 926.81 | 77.22 | 996.5 | 82.77 | 958.59 |
| 3 | Rice-basmati | 0 | 0 | 0 | 0 | 0 | 0 |
| 4 | Rice (other than basmati) | 1.14 | 7.25 | 2.12 | 12.18 | 6.87 | 32.14 |
| 5 | Wheat | 5749.43 | 8509.05 | 1649.73 | 2357.84 | 2.75 | 5.44 |
| 6 | Other cereals | 311.37 | 493.18 | 265.13 | 433.9 | 244.32 | 471.28 |
| 7 | Pulses | 6609.49 | 28523.18 | 5607.53 | 18748.57 | 2527.88 | 8035.3 |
| 8 | Tobacco unmanufactured | 1.97 | 77.21 | 1.54 | 69.47 | 2.6 | 102.89 |
| 9 | Tobacco manufactured | | 228.54 | | 185.92 | | 257.52 |
| 10 | Spices | 242.29 | 5760.25 | 222.33 | 6385.26 | 240.56 | 7932.7 |
| 11 | Cashew | 774.51 | 9027.08 | 654.02 | 9134.33 | 839.64 | 11162.32 |
| 12 | Cashew nut shell liquid | 1.69 | 3.67 | 2.09 | 5.66 | 6.61 | 21.05 |
| 13 | Sesame seeds | 69.03 | 442.15 | 26.27 | 176.77 | 87.54 | 875.17 |
| 14 | Niger seeds | 10.66 | 82.82 | 5.33 | 29.00 | 8.66 | 40.62 |
| 15 | Groundnut | 0.33 | 1.39 | 1.72 | 13.04 | 1.09 | 8.14 |
| 16 | Other oil seeds | 116.64 | 392.36 | 127.35 | 364.59 | 220.48 | 745.35 |
| 17 | Vegetable oil | 14007.39 | 73038.98 | 15361.02 | 74995.91 | 15019.3 | 69023.79 |
| 18 | Oil meals | 550.43 | 974.59 | 485.96 | 746.67 | 504.00 | 869.56 |
| 19 | Guargum meal | 0.18 | 2.41 | 0.43 | 3.30 | 0.72 | 5.9 |
| 20 | Castor oil | 0.11 | 1.50 | 0.04 | 2.54 | 0.22 | 5.32 |
| 21 | Shellac | 0.46 | 13.43 | 0 | 18.38 | 0.64 | 19.35 |
| 22 | Sugar | 2146.15 | 6868.61 | 6.87 | 6035.84 | 1490.61 | 3175.39 |
| 23 | Molasses | 13.84 | 9.04 | 0.01 | 69.29 | 4.47 | 1.38 |
| 24 | Fruits/vegetable seeds | 14.07 | 653.33 | 0 | 768.26 | 19.73 | 835.81 |
| 25 | Fresh fruits | 1057.51 | 11290.62 | 11.29 | 12524.55 | 1124.18 | 13931.65 |
| 26 | Fresh vegetable | 8.55 | 11.12 | 0.01 | 25.64 | 14.75 | 24.22 |
| 27 | Processed vegetables | 13.32 | 115.26 | 0 | 134.83 | 18.10 | 161.83 |

| | | 2016-17 | | 2017-18 | | 2018-2019 | |
|-------|--|----------|-------------------|----------|-------------------|-----------|-------------------|
| Sr no | Commodity | Quantity | value | Quantity | value | Quantity | value |
| 28 | Processed fruits and juices | 42.99 | 548.10 | 0 | 803.81 | 59.12 | 909.34 |
| 29 | Cereal preparations | 66.46 | 579.03 | 0.58 | 659.68 | 90.58 | 971.36 |
| 30 | Cocoa products | 63.61 | 1542.28 | 0 | 1473.10 | 87.60 | 1845.89 |
| 31 | Milled products | 3.56 | 16.22 | 0 | 13.02 | 4.18 | 15.6 |
| 32 | Misc processed items | 0 | 2115.82 | 0 | 2249.73 | 0 | 2560.2 |
| 33 | Animals casings | 0 | 0 | 0 | 0 | 0 | 0 |
| 34 | Buffalo meat | 0 | 0 | 0 | 0 | 0 | 0 |
| 35 | Sheep/goat meat | 0.13 | 8.5 | 0.01 | 13.36 | 0.12 | 10.83 |
| 36 | Other meat | 0.59 | 19.03 | 0.02 | 27.80 | 0.88 | 30.65 |
| 37 | Processed meat | 0.13 | 4.47 | 0 | 3.22 | 0.12 | 4.14 |
| 38 | Dairy products | 16.91 | 254.84 | 0 | 312.59 | 13.64 | 254.12 |
| 39 | Poultry products | 0 | 29.46 | 0 | 26.87 | 0 | 41.8 |
| 40 | Floriculture products | 5.57 | 133.81 | 0 | 136.46 | 6.37 | 174.09 |
| 41 | Alcoholic beverages | 0 | 3590.33 | 0 | 3876.14 | 0 | 4678.72 |
| 42 | Marine products | 52.02 | 633.39 | 44.71 | 793.3 | 56.93 | 1088.13 |
| 43 | Ayush and herbal products | 11.36 | 358.87 | 13.64 | 392.72 | 20.14 | 510.23 |
| 44 | Jute,raw | 138.84 | 704.13 | 68.14 | 289.02 | 57.25 | 235.86 |
| 45 | Jute hessian | 0 | 57.45 | 0 | 122.38 | 0 | 184.4 |
| 46 | Cotton raw incld. waste | 499.62 | 6338.92 | 469.13 | 6306.77 | 299.27 | 4383.4 |
| | Total Agricultural Imports | 0 | 164726.83 | 0 | 152095.20 | 0 | 137019.46 |
| | Total National Imports | 0 | 2577671.14 | 0 | 3001028.71 | 0 | 3594674.22 |
| | % share of Agricultural Imports in National Imports | 0 | 6.39 | 0 | 5.07 | 0 | 3.81 |

Source: Director General of Commercial Intelligence & Statistics, Department of Commerce.

The list of product-district clusters identified by Department of Commerce, Ministry of Commerce and Industries for export promotion under Agriculture Export Policy 2018

| Product | Region | State | District |
|-----------------|---------|----------------|--|
| Banana | South | Kerala | Thrissur, Wayanad, Thiruvananthapuram |
| | | Andhra Pradesh | Kadapa, Anantapur |
| | | Tamil Nadu | Trichy, Theni, Pollachi |
| | West | Maharashtra | Jalgaon, Kolhapur, Solapur |
| | | Gujarat | Bharuch, Narmada, Surat |
| Pomegranate | South | Andhra Pradesh | Anantapur, Kurnool |
| | | Karnataka | Belgaum, Mysore |
| | West | Maharashtra | Solapur, Ahmednagar, Pune |
| | Central | Madhya Pradesh | Khargone, Khandwa, Burhanpur |
| Mango | West | Maharashtra | Ratnagiri, Sindhudurg |
| | | Gujarat | Junagarh, Valsad, Kutch, Navsari |
| | North | Uttar Pradesh | Saharanpur, Meerut, Lucknow |
| | South | Telangana | Rangareddy, Mehboobnagar, Warangal |
| | | Andhra Pradesh | Krishna, Chittoor, Kurnool |
| Grapes | West | Maharashtra | Pune, Nasik, Sangli |
| Rose Onion | South | Karnataka | Bangalore Rural, Chikkaballapura |
| Onion | West | Maharashtra | Nasik |
| | Central | Madhya Pradesh | Indore, Sagar, Damoh |
| Potato | North | Uttar Pradesh | Agra, Farukhabad |
| | | Punjab | Jalandhar, Hoshiarpur, Kapurthala, Navashehar |
| | West | Gujarat | Banaskantha, SabarKantha |
| | Central | Madhya Pradesh | Indore, Gwalior |
| Tea | East | Assam | Tinsukia, Sibsagar, Dibrugarh |
| Coffee | South | Karnataka | Chikkamagaluru, Kodagu, Hassan |
| Marine Products | South | Andhra Pradesh | East Godavari, Vishakapatnam, West Godavari, Nellore |
| | East | Odisha | Jagatsinghpur, Bhadrak, Balasore |
| | West | Gujarat | Kutch, Veraval, Navasari, Valsad |
| Chilli | South | Telangana | Khammam, Warangal |
| | | Andhra Pradesh | Guntur |
| Turmeric | South | Telangana | Nizamabad, Karimnagar |
| | | Kerala | Wayanad, Alleppy |
| | East | Meghalaya | West Jaintia Hills |
| | | Odisha | Kandhamal |
| Cumin | West | Gujarat | Banaskantha, Mehsana |
| | North | Rajasthan | Jalore, Jodhpur, Barmer, Nagaur, Pali |
| Pepper | South | Kerala | Wayanad |
| | | Karnataka | Chikmagalur |
| Cardamom | South | Kerala | Idukki |
| Isabgol | North | Rajasthan | Jodhpur, Nagaur, Barmer, Jaisalmer |
| Castor | West | Gujarat | Banaskantha, Kutch, Patan, Sabarkantha, Mehsana |
| Orange | West | Maharashtra | Nagpur, Amravati, Wardha |

(Reference: from the website of Ministry of Food Processing Industries)

Organic Farming in India

Awareness programmes, availability of adequate post-harvest infrastructure, marketing facilities, premium price for the organic produce etc., would certainly motivate farmers towards organic farming



For promoting Organic Farming in India, assistance is provided by the Government of India under different schemes:

Paramparagat Krishi Vikas Yojana (PKVY): The scheme promotes cluster based organic farming with PGS certification. Cluster formation, training, certification and marketing are supported under the scheme. Assistance of Rs.50,000 per ha /3 years is provided out of which 62% i.e., Rs. 31,000 is given as incentive to a farmer towards organic inputs.

Mission Organic Value Chain Development for North Eastern Region (MOVCDNER): The scheme promotes 3rd party certified organic farming of niche crops of north east region through Farmers Producer organizations (FPOs) with focus on exports. Farmers are given assistance of Rs 25000/ha/3 years for organic inputs including organic manure and bio-fertilizers etc. Support for formation of FPOs, capacity building, post-harvest infrastructure up to Rs 2 crores are also provided in the scheme.

Capital investment Subsidy Scheme (CISS) under Soil Health Management Scheme: 100% assistance is provided to State Government / Government agencies for setting up of mechanized fruit/vegetable market waste/ Agro waste compost production unit up to a maximum limit of Rs.190.00 Lakh /unit (3000 Total Per Annum TPA capacity). Similarly, for individuals/ private agencies assistance up to 33% of cost limit to Rs 63 lakh/unit as capital investment is provided.

National Mission on Oilseeds and Oil Palm (NMOOP): Financial assistance@ 50% subsidy to the tune of Rs. 300/- per ha is being provided for different components including bio-fertilizers, supply of Rhizobium culture/Phosphate Solubilising Bacteria (PSB)/Zinc Solubilising Bacteria (ZSB)/ Azatobacter/ Mycorrhiza and vermi compost.

National Food Security Mission (NFSM): Financial assistance is provided for promotion of Bio-Fertilizer (Rhizobium/PSB) @50% of the cost limited to Rs.300 per ha.

Cultivable land area under organic farming has more than doubled from 11.83 lakh ha in 2014 to 29.17 lakh ha in 2020 due to the focused efforts of the Government. Over the years, the organic promotion activities led to development of State specific organic brands, increased domestic supply and exports of organic produce from NER. Taking cue from the success of the organic initiatives, a target of 20 lakh ha additional area coverage by 2024 is envisaged in the vision document.

Awareness programmes, availability of adequate post- harvest infrastructure, marketing facilities, premium price for the organic produce etc., would certainly motivate farmers towards organic farming thereby increasing organic coverage in the country.

As per International resource data from Research Institute of Organic Agriculture (FiBL) and the International Federation of Organic Agriculture Movements (IFOAM) Statistics 2020, India stands at 9th position in terms of certified agricultural land with 1.94 million ha (2018-19).

Promotion of natural farming under Bharatiya Prakritik Krishi Padhati (BPKP) of PKVY has been initiated to encourage use of natural on-farm inputs for chemical free farming. Andhra Pradesh and Kerala have taken up 1 lakh ha and 0.8 lakh ha area respectively for promotion of natural farming under BPKP. Similarly, continuous area certification and support for individual farmers for certification have also been initiated during 2020-21 to bring in default organic areas and willing individual farmers under the fold of organic farming

State agencies, Primary Agricultural Credit Societies, Farmer Producer Organisations, entrepreneurs etc., can avail loans for setting up of Post-harvest infrastructure for value addition to organic produce under 1.00 lakh cr Agriculture Infrastructure Fund (AIF) of Aatmanirbhar Bharat.

(Reference: PIB (Ministry of Agriculture & Farmers Welfare)

New Farm Laws (2020)

Everything you need to know about the New Farm Laws

Three agriculture acts are passed by the Indian Parliament on 23rd September, 2020 during its monsoon session and were signed by the President of India on 27th September, 2020. These acts are projected as the major reforms for Agriculture industry as they aim to liberalize the trade by allowing the farmers to trade their produce freely.

Here we are briefing the major points considered under these acts:

- Farmers' Produce Trade and Commerce (Promotion and Facilitation) Act, 2020,
- Farmers (Empowerment and Protection) Agreement of Price Assurance, Farm Services Act, 2020, and
- the Essential Commodities (Amendment) Act, 2020

1. Farmer's Produce Trade and Commerce (Promotion and Facilitation) Act, 2020

- The Act allows farmers to sell their agricultural produce outside the markets notified under Agricultural Produce Marketing Committee laws (APMC acts). In a sense, this bill overrides all the state-level APMC acts.
- According to this new act anyone can buy farmers produce at their farm gates, warehouses and cold storages even. Also, this act will help to promote the intrastate and interstate trade of produce.
- By implementing this law the farmers can get better prices as they will not be compelled to pay Mandi fees, cess, agent's commission or other charges.
- This act also proposes an electronic trading platform for online trading of produce. Entities that can establish such platforms include companies, partnership firms, or societies.

2. Farmers (Empowerment and Protection) Agreement of Price Assurance and Farm Services Act, 2020

- This act is intended to help the small and marginal farmers by providing a framework to engage them in contract farming. Here, farmers can sign agreements with buyers/entities to sell the produce to them at pre-agreed prices.
- It will help the farmers to reduce the risk of market instability. Entities that may get in to agreements with farmers are defined as "sponsors" and they can be individuals, companies, partnership firms, limited liability groups, and societies.
- Minimum duration for these Agreements must be one cropping season, or one production cycle of livestock and the maximum duration can be five years. For larger production cycles beyond the agreement period can be decided mutually by the farmer and sponsor.
- In case the price is subject to variations, the agreement must include a guaranteed price to be paid as well as clear references for any additional amounts the farmer may receive, like bonus or premium.
- This agreement can include other terms of interest with regard to price calculation and other references.





- Produces under farming agreements are exempt from any state regulations to impose MSPs.
- Also, under such agreements, sponsor will be exempted from any stock-limit obligations applicable under the Essential Commodities Act, 1955.
- In case of seed production, at least two-thirds of the agreed amount will be paid by the sponsors at the time of delivery, and the balance will be paid after due certification within 30 days of date of delivery. And for all other cases, the entire amount must be paid at the time of delivery and a receipt slip must be issued with the details of the sale.
- This act provides for a three-level dispute settlement mechanism: the conciliation board—comprising representatives of both the parties to the agreement, the sub-divisional magistrate, and appellate authority.

3. Essential Commodities (Amendment) Act, 2020

- This is an amendment to the Essential Commodities Act, 1955.
- The third act removes cereals, pulses, oilseeds, edible oils, onion, and potatoes from the list of essential commodities. This move is intended to invite the private sector investment in the

agriculture sector.

- This act allows the central government to regulate the supply of certain food items only under extraordinary circumstances (such as war, famine, extraordinary price rise, and natural calamity of grave nature).
- Stock limits may be imposed on agricultural produce only if there is a steep price rise. Like: (I) a 100 percent increase in retail price of horticultural produce, and (II) a 50 percent increase in the retail price of non-perishable agricultural food items. This increase is to be calculated over the price prevailing during the preceding twelve months, or the average retail price over the last five years, whichever is lower.

Though the bills are facing protest from farmers in some of the states assuming the bills against the interest of small farmers but the government says these acts will accelerate the growth in agriculture through private sector investment and they are intended to help small farmers who don't have means to get a better price or invest in technology to improve the productivity of farms.



SWARN LATA
Executive Director
Asian Exporters'
Chamber Of
Commerce and
Industry

Indonesia is the second largest trading destination for India in the ASEAN region

There is a considerable potential of expanding the trade between India and Indonesia in the areas of agro products, pharmaceuticals, engineering and healthcare services.



Province for Trade

| S.No | Province | 2019 Value in million USD |
|------|-------------------------|---------------------------|
| 1 | D K I JAKARTA (Jakarta) | 97,640 |
| 2 | EAST JAVA (Surabaya) | 36,681 |
| 3 | WEST JAVA (Bandung) | 31,510 |
| 4 | RIAU (Pekanbaru) | 20,761 |
| 5 | BANTEN (Serang) | 18,515 |

Source: Ministry of Trade, Indonesia

Top Ten Agro/Food Import from World

| S.No | HS Code | Item | Value - 2019 in million USD |
|------|---------|--|-----------------------------|
| 1 | 1001 | Wheat And Meslin | 2,799 |
| 2 | 1701 | Cane Or Beet Sugar And Chemically Pure Sucrose, In Solid Form (+) | 1,366 |
| 3 | 0202 | Meat Of Bovine Animals, Frozen | 653 |
| 4 | 0402 | Milk And Cream, Concentrated Or Containing Added Sugar Or Other Sweetening Matte R (+) | 630 |
| 5 | 0703 | Onions, Shallots Garlic, Leeks And Other Alliaceous Vegetables, Fresh Or Chilled | 586 |
| 6 | 2401 | Unmanufactured Tobacco; Tobacco Refuse | 580 |
| 7 | 0808 | Apples, Pears And Quinces, Fresh | 577 |
| 8 | 1801 | Cocoa Beans, Whole Or Broken, Raw Or Roasted | 545 |
| 9 | 0806 | Grapes, Fresh Or Dried | 382 |
| 10 | 0805 | Citrus Fruit, Fresh Or Dried | 239 |

Top Ten Agro/Food Export to World

| S.No | HS Code | Item | Value - 2019 in million USD |
|------|---------|--|--------------------------------|
| 1 | 2402 | Cigars, Cheroots, Cigarillos And Cigarettes, Of Tobacco Or Of Tobacco Substitute S. | 900 |
| 2 | 0901 | Coffee, Whether Or Not Roasted Or Decaffeinated; Coffee Husks And Skins; Coffee S Ubstitutes Containing Coffee In Any Proportion | 883 |
| 3 | 1804 | Cocoa Butter, Fat And Oil | 741 |
| 4 | 0801 | Coconuts, Brazil Nuts And Cashew Nuts, Fresh Or Dried, Whether Or Not Shelled Or Peeled | 399 |
| 5 | 0410 | Edible Products Of Animal Origin, Not Elsewhere Specified Or Included | 364 |
| 6 | 0802 | Other Nuts, Fresh Or Dried, Whether Or Not Shelled Or Peeled | 306 |
| 7 | 2401 | Unmanufactured Tobacco; Tobacco Refuse | 201 |
| 8 | 0908 | Nutmec, Mace And Cardamoms | 159 |
| 9 | 0904 | Pepper Of The Genus Piper; Dried Or Crushed Or Ground Fruits Of The Genus Capsic Um Or Of The Genus Pimenta | 150 |
| 10 | 1805 | Cocoa Powder, Not Containing Added Sugar Or Other Sweetening Matter | 136 |

Top Ten Agro/Food Import from India

| S.No | HS Code | Item | Value - 2019 in million USD |
|------|---------|---|--------------------------------|
| 1 | 0202 | Meat Of Bovine Animals,Frozen | 309 |
| 2 | 1202 | Ground-Nuts, Not Roasted Or Otherwise Cooked, Whether Or Not Shelled Or Broken | 199 |
| 3 | 0904 | Pepper Of The Genus Piper; Dried Or Crushed Or Ground Fruits Of The Genus Capsic Um Or Of The Genus Pimenta | 65 |
| 4 | 1806 | Chocolate And Other Food Preparations Containing Cocoa (+) | 32 |
| 5 | 2401 | Unmanufactured Tobacco; Tobacco Refuse | 21 |
| 6 | 1108 | Starches; Inulin | 20 |
| 7 | 0703 | Onions, Shallots Garlic, Leeks And Other Alliaceous Vegetables, Fresh Or Chilled | 13 |
| 8 | 2101 | Extracts, Essences And Concentrates Of Coffee, Tea Or Mate And Preparations TherEof; Roasted Chicory Etc. And Its Extracts, Essences And Concentrates | 12 |
| 9 | 1207 | Other Oil Seeds And Oleaginous Fruts, Whether Or Not Broken | 12 |
| 10 | 0701 | Potatoes, Fresh Or Chilled (+) | 7 |

Top Ten Agro/Food Export to India

| S.No | HS Code | Item | Value - 2019 in million USD |
|------|---------|---|--------------------------------|
| 1 | 1804 | Cocoa Butter, Fat And Oil | 49 |
| 2 | 0907 | Cloves (Whole Fruit, Cloves And Stems) | 34 |
| 3 | 0801 | Coconuts, Brazil Nuts And Cashew Nuts, Fresh Or Dried, Whether Or Not Shelled Or Peeled | 33 |
| 4 | 0908 | Nutmec, Mace And Cardamoms | 29 |
| 5 | 1805 | Cocoa Powder, Not Containing Added Sugar Or Other Sweetening Matter | 29 |
| 6 | 0802 | Other Nuts, Fresh Or Dried, Whether Or Not Shelled Or Peeled | 26 |
| 7 | 0904 | Pepper Of The Genus Piper; Dried Or Crushed Or Ground Fruits Of The Genus Capsic Um Or Of The Genus Pimenta | 19 |
| 8 | 0901 | Coffee, Whether Or Not Roasted Or Decaffeinated; Coffee Husks And Skins; Coffee S Ubstitutes Containing Coffee In Any Proportion | 15 |
| 9 | 1905 | Bread, Pastry, Cakes, Bisuits And Other Bakers' Wares; Communion Wafers, Empty C Apsules For Medicine Etc., Sealing Wafers, Rice Paper Etc. | 14 |
| 10 | 1301 | Lac; Natural Gums, Resins, Gum-Resins And Oleoresins (For Example, Balsams) | 11 |

Export Procedure for Horticulture Products to Indonesia

At a first stage the exporter must submit a request for PRA (Pest Risk Analysis) by including Technical Information related to the commodity to be imported. The PRA process will begin after an official letter of Application and the Technical Information, (Commodity sample is not required) received by the Indonesia Agricultural Quarantine Agency (IAQA), the PRA process will be done by experts in IAQA.

The result of the PRA process is the phytosanitary requirements that will be submitted to the trading partner countries with official letters in order to obtain approval comments or to further discuss should there any unsettled issues. If the trading partner countries have agreed to the specified requirements (phytosanitary requirements), IAQA will communicate this to the Director General of Horticulture for issuing Recommendation for Importing Horticultural Products (RIPH).

RIPH is applicable for each exporter and each commodity.

Procedure to obtain SNI certificate, as regulated under Decree of Head of Agency of Industrial Research and Development (BPPI) No. 247/BPPI/X/2008 on Standard Operational Procedure on Issuance of Product Certificate on Usage of Mark of Indonesian National Standard (SPPT SNI):

1. Ensure the SMM Certificate

Ensure that your company or enterprise have obtained Certificate on Quality Management System (SMM) issued by Agency of Quality Management System (LSMM) accredited by Committee of National Accreditation (KAN).

2. Visit the office of LSPro

Visit the office of Body of Product Certification (LSPro) by bringing copy of company documents, for instance article of association, documents of permit, as well as ownership of brand, if any.

3. Fill the application form of SPPT SNI by enclosing:

- copy of SMM Certificate

- b. accompanied with certificate from LSSM of originating country and mutual recognition arrangement (MRA) with KAN.

4. Verification of application document

Verification is conducted on application document that has been received by LSPro. This process takes up one day.

5. Audit on correctness of document and audit of sufficiency

Audit on correctness of document and audit of sufficiency are conducted by appointed assessor. This process will take up to 5 days (for imported product). Process on this first phase usually takes up one day.

6. Scheduling the audit of compliance

This should audit on correctness of document and audit of sufficiency have been carried out, then LSPro will schedule audit of compliance which comprised of audit of quality management system and collection of product sample that will take up to 20 days.

7. Audit on system and collection of sample

In the stage of audit of compliance, there will be audit on system that is conducted by assessor and collection of sample by officer of product sample collector. The audit process usually takes minimum 5 days. In this stage, test on product sample in order to obtain certification of test result that is a valuation on product sample, will also be conducted. In the event, the result of test does not fulfil the SNI's requirements, then the applicant is asked to conduct re-test. Should the re-test result does not meet the SNI's requirement, then the application of SPPT SNI is rejected. Duration of test on product sample does not included into the calculation of SPPT SNI.

8. Materials of panel meeting

Officer of Pantek (Technical Committee) prepares materials of panel meeting for company that has fulfilled requirements (result of audit on system without major discovery or there is major discovery but has been covered and result of laboratory test that has met the product standard).

9. Decision of certification

Materials for panel meeting composed from all documents of audit and result of test. Preparation on materials for panel meeting could take 1 to 7 working days, while the panel meeting requires 1 working day.

10. Granting of SPPT SNI

Should all requirements are fulfilled; LSPro will issue SPPT SNI for the applicant product in the next day.

11. Cost for obtaining SNI

Cost to obtain applied in the Ministry of Industry are regulated in the Government Regulation of the Republic of Indonesia No. 47 of 2001 on Type and Tariff on Type of Non-Tax State Revenue which applies in the Ministry of Industry.

Results of database search on conditions for Importing plants into Indonesia

Indonesian Agriculture Quarantine Agency,
Ministry of Agriculture

This Information highlights the plant quarantine requirements, when importing plants from overseas into Indonesia:

Search Conditions:

Country of origin : India

Importing plant : Rice (*Oryza sativa*) seed

Explanation of Indicated content

A. Plant Quarantine Requirements

The importation of seeds into the territory of Indonesia:

1. Must be accompanied by Phytosanitary Certificate issued by India's NPPO;
2. Must be through the designated point of entry;
3. Must be notified and submitted to Indonesian Plant Quarantine Officer immediately after arrived for plant quarantine measures.

B. Additional Requirements

1. Should be accompanied by Import Permit from The Minister of Agriculture of The Republic of Indonesia;
2. Seeds should be produced by seed producer that has been registered by India Authority;
3. Seeds should be free from infestation/infection of quarantine pests as listed in the attachment;
4. Seeds should be free from soil particles, weed seeds or other debris;
5. Seeds should be packed in such a way to avoid pest contamination or pest infestation as well as ensuring no damage during transit;
6. Seeds are subject to treatment with phosphine fumigation at a dose of 2 gr/m³ for 3 x 24 hours in India to free the seeds from insects, fungicide treatment for fungus;
7. Upon arrival at the point of entry, inspection and laboratory testing are conducted to ensure

- that the seeds are free from quarantine pests;
8. If the results of inspection indicate that the seeds are infected/infested by quarantine pest and phytosanitary treatment is not available, the consignment must be destroyed;
 9. If the plant quarantine requirements as stated in A and B cannot be fulfilled, the importation of seeds from the proposed production area or production site, is not recommended.

Regulatory Framework:

I) Import licensing requirements

Spread across more than 17,500 islands, the Indonesian archipelago is a pivotal trading hub in Southeast Asia. So far licensing is concerned, it can be divided into two – from the point of view of the importer at the Indonesian end and exporter at the Indian end.

Requirement at importer-end in Indonesia:-

To be legally importing in Indonesia, importers – who may be a person or company – are required to register with Indonesia's trade department and obtain a customs identification number (Nomor Identitas Kepabeanan, NIK), a personal identification number given by the Directorate General of Customs and Excise. Besides NIK, importers must obtain an Importer Identification Number (Angka Pengenal Import, API), which serves as a record in the database of importers and their import activities. All import activities are prohibited without the API.

Essentially, there are three types of import licenses available in Indonesia. : API-U (General Import License); API-P (Producer Import License); and a Limited Import License, also known as API Terbatas (API-T). These licenses are limited to a particular industry and do not permit the importation of goods not related to that sector of business.

II) Requirement at exporter-end in India:-

Broadly, requirements for export to Indonesia can be divided into four categories

I) SNI Certification: Indonesian Government has stipulated "Standardization requirement" which is called "SNI" for a number of commodities. Certification in terms of the Indonesian National Standards so done is product-supplier specific. Each year, the Indian manufacturing unit needs to organize the visit of Indonesian Government officials to the factories of these suppliers for an audit before they certify the product and suppliers, making the process cumbersome. List of 210 products that must be registered

with National Standardization Agency (BSN), alongwith procedure to be followed to get SNI Certification, includes the following agro products : Refined Crystal Sugar, Wheat Flour as a food ingredient, Instant Coffee, Raw Crystal Sugar, White Crystal Sugar.

II) Halal Certification: Indonesia is enforcing its new halal certification, with food and beverage the first area of focus as the Halal Product Assurance Agency (BPJPH) takes over from the Indonesia Ulema Council (MUI). This enforcement is five years in the making, having announced in 2014 and its implementation was recently confirmed via Presidential Degree earlier this year.

As per 17 October 2019, the Halal Certificate issuing authority has changed from MUI to Halal Product Guarantee Agency (BPJHP), a unit under Ministry of Religious Affairs. However, Indonesian Ulema Council (MUI) is still taking part of the process of issuing Halal Certificate as the inspection body. There are five stages of processing the Halal Certificate which are as follows:

1. Submitting the requirements
2. BPJPH will examine all the requirements submitted by the applicant.
3. The applicant will choose Halal inspection institutions (LPH) like MUI to do the inspection for the products
4. The inspection result of the Indonesian Ulema Council (MUI) will be in a form of a halal fatwa on a product.
5. BPJPH will issue a halal certificate to a product after the MUI fatwa is issued.

III Sanitation and phytosanitary (SPS) clearance: Indonesian Agricultural Quarantine Agency (IAQA) is national enquiry point and notification authority for SPS matters including Pest Risk Analysis for all agricultural commodities like fruits and vegetables. This also includes approval of meat and dairy plants. Following is the procedure for the same:-

1. Exporter company needs to register with Agricultural and Processed Food Products Export Development Authority (APEDA) for export of Meat or Dairy products and application for Registration of Meat Plant or Dairy Plant, as the case may be, alongwith supporting documents needs to be forwarded Agricultural and Processed Food Products Export Development Authority (APEDA).



2. APEDA in turn forwards the application to Embassy of India, Jakarta, which is sent to Ministry of Agriculture of Republic of Indonesia for approval.

3. If the documents are found in order, the Plant is inspected by Directorate General of Livestock and Animal Health Science, Ministry of Agriculture of Republic of Indonesia.

4. The inspection report is discussed internally with Commission on SPS before giving final approval. These products once approved could be exported on the basis of certification of approved Food Safety Testing Laboratories.

In addition, for fruits and vegetables, to elaborate the export procedure, approval could be of two kinds – country specific and product specific. On former, Japan, Australia has obtained the same which enables export to all ports simultaneously. On product specific approval, same procedure applies as in other agricultural produce which is to get PRA cleared, which would be followed by further documentation. Finally, the report is discussed internally with Commission on SPS before giving final approval. These products once approved could be exported on the basis of certification of approved Food Safety Testing Laboratories. Import of fruit and vegetables, like other agro products, is subject

to import licence which stipulates the quota allowed for import. In this process, Ministry of Agriculture gives technical recommendations/clearance based on SPS and Plant Health parameters to Ministry of Trade which would decide the extent of quota allowed countrywise, to be allowed to various importers, based on market requirements. In so far Pumpkin, Musk Melon, Bitter Gourd, Grapes are concerned necessary clarifications have been issued to the Indonesian Agricultural Quarantine Agency while technical information on pomegranate from NPPO is awaited.

(MR. V.Narayanan, Counsellor & Commercial Representative, Embassy of India
Jl. H.R. Rasuna Said Kav. S-1, Kuningan, Jakarta Selatan 12950)

Indonesia is a country very much open to foreign trade. It is considered as the largest economy and is a key economic partner for India in Southeast Asia. Having a bilateral trade of almost US\$ 20 billion in 2019-20, Indonesia is the second largest trading destination for India in the ASEAN region. There is considerable potential of expanding the trade between both the countries in the areas of agro products, pharmaceuticals, automotive components, automobiles, engineering products, IT, bio-technology and healthcare services.



Accelerating the expansion of the Japanese food industry

Ministry of Agriculture, Forestry and Fisheries (MAFF) is promoting “Global food value chain” for connecting the producers of Agro products, Food processing, Distribution route and consumers.



Main City for Agro Trade

Sendai, Tokyo, Yokohama, Kanazawa, Nagoya, Kyoto, Osaka, Kobe, Hiroshima, Takamatsu, Kita-Kyushu, Fukuoka, Okinawa and Sapporo

Exportable Agro/ food Items from Japan

| S.N | Item |
|-----|-----------------------|
| 1. | Alcoholic beverage |
| 2. | Yesso scallop pearl |
| 3. | sauce mixed seasoning |
| 4. | soft drink |
| 5. | Mackerel |
| 6. | Beef |
| 7. | sea cucumber |
| 8. | confectionery |
| 9. | Tobacco |

Importable Agro/ food Items to Japan

| S.N | Item |
|-----|---------------------|
| 1. | Tobacco |
| 2. | pork |
| 3. | Beef |
| 4. | Fresh/Dry fruits |
| 5. | Alcoholic beverage |
| 6. | Poultry preparation |
| 7. | Lumbering |
| 8. | wood chip |
| 9. | Salmon/trout |





Any special requirement or condition on foreign trade

To import food from foreign countries, there are quarantine requirements at the time of import. The Items should meet the standards of Maximum Residue Limits (MRLs) imposed by Japanese government according to Food sanitation Act to Japan. Those which violate the act cannot be imported. It may be noted that Japan's standard is very strict.

Investment opportunities available in Japan

MAFF is proceeding "Global Food value chain" along with Japanese food "Nihon shoku" which was registered in UNISCO intangible cultural heritage and technologies, such as ICT, Energy saving environmental cultural Heritage and technologies, environmental technology, production/manufacturing/distribution technologies(plant factory), Cold chain and POS and innovative distribution system such as convenience store. Therefore, these are a scope of investment in the business related with FVC in Japan.

Investment opportunities sought in Indian

By construction of Infrastructure i.e. DMIC and creating Industry -distribution network and organizing fair/Exhibition India could have the technology from Japan and establish Food value chain, FVC will enhance, Agro /food market value

Major food Items being exported / imported with India

Exported Items to India

1. Pearl
2. Short cotton fibers

Imported Items from India

1. Wool/animal hair fibers
2. Grain sorghum
3. Cashewnut
4. Safflower Seeds
5. Vegetable oil
6. Shrimp
7. Prawn
8. Soyabean

in India and contribute to the promotion of Indian Agricultural economy

Any important Information regarding Agro trade with Japan:

MAFF is promoting "Global food value chain" (FVC) for connecting the producers of Agro products, Food processing, Distribution route and consumers. FVC creates additional value during the connected chain. Japan aims to advance to international market which is expanding with implementation of FVC in association with industry -university-government.

[Source: Mr. Abhishek Bahuguna, ASO, E&C Wing, Embassy of India, Tokyo. Based on website of Ministry of Agriculture, Forestry and Fisheries, Govt of Japan]

The bilateral trade between India and Japan for FY 2019-20 (April - December) totaled to US\$ 11.87 billion. India's exports from Japan amounted to US\$ 3.94 billion while India's import from Japan amounted to US\$ 7.93 billion. India's primary exports to Japan have been petroleum products, chemicals, elements, compounds, non-metallic mineral ware, fish & fish preparations, metalliferous ores & scrap, clothing & accessories, iron & steel products, textile yarn, fabrics and machinery etc. India's primary imports from Japan are machinery, electrical machinery, iron and steel products, plastic materials, non-ferrous metals, parts of motor vehicles, organic chemicals, manufactures of metals, etc.

Kazakhstan has abundant opportunities and vast potential to develop the country's own organic agriculture

The most promising agribusiness projects are in the production and processing of oilseeds, meat, poultry, fish and vegetables.



Main Cities for Agro Trade

Almaty, Shymkent, Kyzylorda, Ust-Kamonogorsk, Kostanay

(Source: Export Products of Kazakhstan – 2019, prepared by “Qaz Industry Group” Industry Platform)

Exportable Agro/Food Items:

Crop products: soft wheat, wheat seeds, wheat bran, meslin, barley, lentils, sunflower, sunflower seed, cucumbers, tomatoes, salad, eggplant, pepper, cereals, flax seeds, soybean, flour, rice, yellow peas, oilseeds, apples, cherry, peaches, pears, corn, rhapsus, oats, carrot, potato, onion and etc.

Animal products: chicken carcass, chicken fillet, chicken thigh, chicken shin, chicken wings, eggs, egg powder, natural bee honey, bee products, beef meat, cattle, breed horses, lamb meat, pork meat, horse meat, sausage products and etc.

(Source: Export Products of Kazakhstan – 2019, prepared by “Qaz Industry Group” Industry Platform)

Importable Agro/Food Items:

HS code 19: Preparations of cereals, flour, starch or milk; pastry cooks' products

HS code 21: Miscellaneous edible preparations

HS code 22: Beverages, spirits and vinegar

HS code 17: Sugars and sugar confectionery

HS code 18: Cocoa and cocoa preparations

HS code 16: Preparation of meat, of fish or of crustaceans, molluscs or other aquatic invertebrates

(Source: KazDATA)

Major food items being exported/imported with India:

Major Exported food items to India:

- HS Code 1211:** Plants and parts of plants (including seeds and fruits), of a kind used primarily in perfumery, in pharmacy or for insecticidal, fungicidal or similar purposes, fresh, chilled, frozen or dried, whether or not cut, crushed or powdered
Value: 0.002 mln USD (Jan-Nov 2019)

- HS Code 0714:** Manioc, arrowroot, salep, Jerusalem artichokes, sweet potatoes and

similar roots and tubers with high starch or inulin content, fresh, chilled, frozen or dried, whether or not sliced or in the form of pellets; sago pith

Value: 0.001 mln USD (Jan-Nov 2019)

- HS Code 0511:** Animal Products Others; Dead Animals (of Chapter 1 Or 3), Unfit For Human Consumption

Value: 0.0009 mln USD (Jan-Nov 2019)

Major Imported food items from India:

- HS Code 0902:** Tea, Whether Or Not Flavored
Value: 29.5 mln USD

- HS Code 2401:** Tobacco, Unmanufactured (whether Or Not Threshed Or Similarly Processed); Tobacco Refuse.

Value: 1.5 mln USD (Jan-Nov 2019)

- HS Code 0910:** Processed Ginger fresh, saffron, turmeric products.

Value: 1.4 mln USD (Jan-Nov 2019)

- HS Code 0306:** Crustaceans, whether in shell or not, live, fresh, chilled, frozen, dried, salted or in brine, crustaceans, in shell, cooked by steaming or by boiling in water, whether or not chilled, frozen, dried, salted or in brine, flours, meals and pellets, of crust

Value: 1.092 mln USD (Jan-Nov 2019)

- HS Code 1006:** Rice

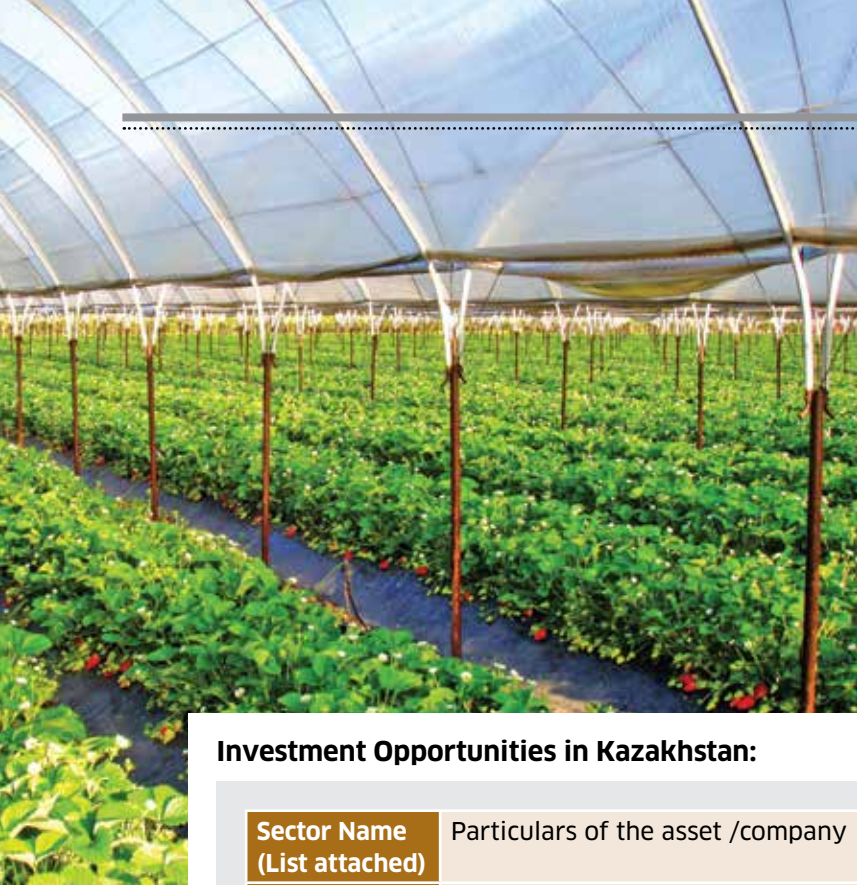
Value: 1.091 mln USD (Jan-Nov 2019)

(Source: State Revenue Committee, Republic of Kazakhstan)

Special requirement or condition on foreign trade:

Republic of Kazakhstan is a member-state of the Eurasian Economic Union (EAEU). All the necessary information regarding Customs Tariffs and other special requirements may be found at the official webpage of the Union

(<http://www.eurasiancommission.org>)



Investment Opportunities in Kazakhstan:

| Sector Name (List attached) | Particulars of the asset /company |
|--------------------------------|---|
| Agroindustrial Complex | <p>Project Initiator: Alel Agro Project name: Expansion of a poultry meatproduction complex Project Location: one of these 2 regions -Almaty,Zhambyl Project cost: 329 mln USD Payback period: 8 years Type of service: Poultry Type of investment: Brownfield project Investment assignment: Expansion</p> |
| | <p>All the investment projects are coordinated by JSC Kazakh Invest: Type of investment: Brownfield project Investment assignment: Expansion</p> |
| | <p>All the investment projects are coordinated by JSC Kazakh Invest: Reception: +7 7172 620 627 Hotline: +7 7172 620 620 Fax: +7 7172 620 600 E-mail: info@invest.gov.kz Description:https://invest.gov.kz/upload/Files/teasers_eng.pdf</p> |
| Agroindustrial Complex | <p>Project Initiator: Kazakh Invest Project name: Expansion of a poultry meatproduction complex Project Location: Zhambyl region Project cost: 34 mln USD Payback period: 6 years Type of service: Poultry Type of investment: Brownfield project Investment assignment: Expansion</p> |
| Agroindustrial Complex | <p>Project Initiator: Kazakh Invest Project name: Construction of a broiler poultry farm Project Location: North Kazakhstan Project cost: 34 mln USD Payback period: 7 years Type of service: Poultry Type of investment: Greenfield project Investment assignment: New construction</p> |

| | |
|------------------------|---|
| Agroindustrial Complex | <p>Project Initiator: Kazakh Invest</p> <p>Project name: Construction of a broiler poultry farm</p> <p>Project Location: Turkestan region</p> <p>Project cost: 22 mln USD</p> <p>Payback period: 10 years</p> <p>Type of service: Poultry</p> <p>Type of investment: Greenfield project</p> <p>Investment assignment: New construction</p> |
| Agroindustrial Complex | <p>Project Initiator: Kazakh Invest</p> <p>Project name: Expansion of the turkey meat producing farm</p> <p>Project Location: Turkestan region</p> <p>Project cost: 44 mln USD</p> <p>Project duration: 11 years</p> <p>Type of service: Turkey meat production</p> <p>Type of investment: Brownfield project</p> <p>Investment assignment: Expansion</p> |
| Agroindustrial Complex | <p>Project Initiator: Kazakh Invest</p> <p>Project name: Expansion of the duck production farm</p> <p>Project Location: North Kazakhstan</p> <p>Project cost: 26 mln USD</p> <p>Project duration: 9 years</p> <p>Type of service: Duck farm</p> <p>Type of investment: Brownfield project</p> <p>Investment assignment: Expansion</p> |
| Agroindustrial Complex | <p>Project Initiator: Kazakh Invest</p> <p>Project name: Construction of a feed yard and a cattle meat processing plant</p> <p>Project Location: Turkestan region</p> <p>Project cost: 16 mln USD</p> <p>Project duration: 7 years</p> <p>Type of service: Meat processing plant</p> <p>Type of investment: Greenfield project</p> <p>Investment assignment: Construction</p> |
| Agroindustrial Complex | <p>Project Initiator: Kazakh Invest</p> <p>Project name: Construction of a cattle feedlot</p> <p>Project Location: Karagandy region</p> <p>Project cost: 19 mln USD</p> <p>Project duration: 7 years</p> <p>Type of service: Feedlot construction</p> <p>Type of investment: Greenfield project</p> <p>Investment assignment: Construction</p> |
| Agroindustrial Complex | <p>Project Initiator: Kazakh Invest</p> <p>Project name: Construction of feedlot and meat processing plant in West Kazakhstan</p> <p>Project Location: West Kazakhstan</p> <p>Project cost: 17 mln USD</p> <p>Project duration: 1 year</p> <p>Type of service: Feedlot and meat processing plant construction</p> <p>Type of investment: Greenfield project</p> <p>Investment assignment: Construction</p> |

| | |
|------------------------|---|
| Agroindustrial Complex | <p>Project Initiator: Kazakh Invest</p> <p>Project name: Beef production - Construction of a modern complex to raise 30 thousand heads of cattle per year at feeding grounds, with subsequent processing at meat processing plants and domestic and overseas sales</p> <p>Project Location: any of the 11 regions</p> <p>Project cost: 41.7 mln USD</p> <p>Project duration: 24 years</p> <p>Type of service: Cattle fattening and slaughtering, beef sales</p> <p>Type of investment: Greenfield project</p> <p>Investment assignment: New construction:</p> |
| Agroindustrial Complex | <p>Project Initiator: Kazakh Invest</p> <p>Project name: Mutton production - Construction of modern facilities to raise 300 thousand sheep and goats at feeding grounds with subsequent processing at meat processing plants and domestic and export sales</p> <p>Project Location: any of the 11 regions</p> <p>Project cost: 33.38 mln USD</p> <p>Project duration: 24 years</p> <p>Type of service: Fatten and slaughter sheep and sell mutton</p> <p>Type of investment: Greenfield project</p> <p>Investment assignment: New construction</p> |
| Agroindustrial Complex | <p>Project Initiator: Kazakh Invest</p> <p>Project name: Construction of a site for fattening pigs and meat processing complex</p> <p>Project Location: Kostanay, North Kazakhstan, Akmola, Pavlodar regions</p> <p>Project cost: 39.8 mln USD</p> <p>Project duration: 24 years</p> <p>Type of service: Fattening and slaughter of pigs, and pork sales</p> <p>Type of investment: Greenfield project</p> <p>Investment assignment: New construction</p> |
| Agroindustrial Complex | <p>Project Initiator: Kazakh Invest</p> <p>Project name: Construction of a modern dairy processing plant with a full production cycle</p> <p>Project Location: Akmola, Aktobe, West-Kazakhstan, Dzhambul, Karaganda, Kostanay, South Kazakhstan, Pavlodar and East-Kazakhstan</p> <p>Project cost: 22.03-22.33 mln USD</p> <p>Project duration: 24 years</p> <p>Type of service: Develop a profitable integrated milk processing business in Kazakhstan aimed at increasing unpasteurized milk processing volumes, meeting growing latent market demand and replacing imports</p> <p>Type of investment: Greenfield project</p> <p>Investment assignment: New construction</p> |
| Agroindustrial Complex | <p>Project Initiator: Kazakh Invest</p> <p>Project name: Construction of a trout farm</p> <p>Project Location: Almaty region</p> <p>Project cost: 16 mln USD</p> <p>Payback period: 5 years</p> <p>Type of service: Commercial fish breeding</p> <p>Type of investment: Greenfield project</p> <p>Investment assignment: New construction</p> |

| | |
|------------------------|--|
| Agroindustrial Complex | <p>Project Initiator: Kazakh Invest</p> <p>Project name: Sturgeon farming</p> <p>Project Location: Almaty region</p> <p>Project cost: 25.36-25.53 mln USD</p> <p>Project implementation: 24 years</p> <p>Type of service: Commercial fish breeding</p> <p>Type of investment: Greenfield project</p> <p>Investment assignment: New construction</p> |
| Agroindustrial Complex | <p>Project Initiator: Kazakh Invest</p> <p>Project name: Trout farming</p> <p>A full cycle of trout production, including incubation of larvae, cultivation of commercial fish in cage lines and subsequent processing of fish in the refrigeration facilities</p> <p>Project Location: Mangistau region</p> <p>Project cost: 22.3 mln USD</p> <p>Implementation period: 24 years</p> <p>Type of service: Commercial fish breeding</p> <p>Type of investment: Greenfield project</p> <p>Investment assignment: New construction</p> |
| Agroindustrial Complex | <p>Project Initiator: Kazakh Invest</p> <p>Project name: Production of sunflower oil</p> <p>Project Location: Kostanay region</p> <p>Project cost: 114 mln USD</p> <p>Payback period: 6 years</p> <p>Type of service: Production of sunflower oil</p> <p>Type of investment: Greenfield project</p> <p>Investment assignment: New construction</p> |
| Agroindustrial Complex | <p>Project Initiator: Kazakh Invest</p> <p>Project name: Production of flax oil</p> <p>Project Location: North Kazakhstan</p> <p>Project cost: 20 mln USD</p> <p>Payback period: 5 years</p> <p>Type of service: Production of flax oil</p> <p>Type of investment: Greenfield project</p> <p>Investment assignment: New construction</p> |
| Agroindustrial Complex | <p>Project Initiator: Kazakh Invest</p> <p>Project name: Construction of a complex for production of baby food</p> <p>Project Location: Pavlodar region</p> <p>Project cost: 17 mln USD</p> <p>Payback period: 5 years</p> <p>Type of service: Construction of a complex for production of baby food</p> <p>Type of investment: Greenfield project</p> <p>Investment assignment: New construction</p> |
| Agroindustrial Complex | <p>Project Initiator: Kazakh Invest</p> <p>Project name: Modernization of the starch plant for the production of citric acid</p> <p>Project Location: Almaty region</p> <p>Project cost: 22 mln USD</p> <p>Payback period: 6 years</p> <p>Type of service: Modernization of the facility for deep processing of maize</p> <p>Type of investment: Brownfield project</p> <p>Investment assignment: Expansion</p> |

| | |
|------------------------|--|
| Agroindustrial Complex | <p>Project Initiator: Kazakh Invest</p> <p>Project name: Potato starch production</p> <p>Project Location: Karagandy or Pavlodar regions</p> <p>Project cost: 46.17-46.21 mln USD</p> <p>Realization period: 24 years</p> <p>Type of service: Construction of an industrial complex for processing potatoes and production of starch and protein, to be used as a livestock feed</p> <p>Type of investment: Greenfield project</p> <p>Investment assignment: New construction</p> |
| Agroindustrial Complex | <p>Project Initiator: Kazakh Invest</p> <p>Project name: Sugar beet processing</p> <p>Project Location: North Kazakhstan or Zhambyl regions</p> <p>Project cost: 216.7-217 mln USD</p> <p>Realization period: 24 years</p> <p>Type of service: Construction of an industrial complex to process sugar beet and raw sugar and to produce sugar</p> <p>Type of investment: Greenfield project</p> <p>Investment assignment: New construction</p> |
| Agroindustrial Complex | <p>Project Initiator: Kazakh Invest</p> <p>Project name: Greenhouse complex</p> <p>Project Location: Almaty or West Kazakhstan region</p> <p>Project cost: 39 mln USD</p> <p>Payback period: 8 years</p> <p>Type of service: Construction of a greenhouse complex</p> <p>Type of investment: Greenfield project</p> <p>Investment assignment: New construction</p> |
| Agroindustrial Complex | <p>Project Initiator: Kazakh Invest</p> <p>Project name: Greenhouse complex</p> <p>Project Location: Almaty region</p> <p>Project cost: 26 mln USD</p> <p>Payback period: 8 years</p> <p>Type of service: Expansion of a greenhouse complex</p> <p>Type of investment: Brownfield project</p> <p>Investment assignment: Expansion</p> |

(Source: Kazakh Invest JSC National Investment Company)
Azamat Seitkhamit, Embassy of India, Astana Tel.: +7 (7172) 92 57 00

Kazakhstan is open to international trade. According to the World Bank, the share of international trade in 2018 amounted to 62.8% of GDP. Kazakhstan's main export products are raw materials, notably oil, petroleum products, coal, iron ore, machinery. Cereals, wool and meat are other major exports. The country imports mainly petroleum products, radiotelephone transmitting devices, medicines and cars.

Ethiopia is set to become the largest manufacturing hub in Africa



DEMEKE ATNAFU AMBULO
Consul General of Ethiopia
Mumbai

The business climate is undergoing significant changes with broad policy reforms implemented. The agriculture sector has historically been the engine of the Ethiopian economy, but it has recently given way to the expansion of the service sector.

Ethiopia is set to become the largest manufacturing hub in Africa due to its competitive edge coming from abundant of industrial raw materials, abundant & competitive labour, subsidized energy cost as well as geographic proximity to key markets.

REASONS TO INVEST IN ETHIOPIA

Market

- Africa's 2nd most populous nation with current size 120 millions
- Duty -free Quota -free to USA & EU Market
- Continental Africa free Trade .
- Gate Way to Africa.

Water & Electricity

- Electricity rate is USD 0.04./ kwh,
- Monthly water tariff is USD 0.08/m3

Labour

- Competitive labour coast ranging for USD 40-135/month

Land

- All land in Ethiopia is public property
- Lease right up to 99 year and renewable
- Ease of access to industrial park space at promotional rate.

Fiscal incentives

- Exemption of income tax up to 6 year
- Exemption of duties on imported of machineries, equipment, construction materials, spare part and vehicles.
- Full export duty exemption
- Loss carry forward
- Guarantee for repatriation of funds

Non-Fiscal incentive

- Expedited visa procedure-expedited procedure of securing entry ,work permit and certificate of residency
- Multiple entry visas for shareholders and general managers
- One stop shop services under the EIC -including pre-establishment licensing and registration and post establishment after care services
- Guarantee against expropriation
- Customs facilitation through bonded export factory and similar other schemes

Priority areas for investment

- Agro -processing
- Pharmaceuticals & chemical
- Textile & garment
- Ceramics & glass products
- Leather & leather products
- Metal & engineering
- Paper & paper products

Lebanon is always seeking to strengthen the bilateral trade with India

Lebanon is open to any opportunity in investing in India especially in the sectors of Consultancy, Energy, Health, Education, Winery, and Livestock Production



Main City for Agro Trade

Bekaa, south Lebanon, Mount Lebanon (Shouf and South Maten), North Lebanon

Exportable Agro/food Items:

Olive, Apple, Grapes, Edible Oil, Wine Wheat, Vinegar

Importable Agro /food Items:

Exotic Fruits, Onion, FMCG Products, Sea Foods, Meat, Spices, Herbs, Rice, Seeds, Grains.

Major food items being exported /imported with India:

Grapes, Vinegar, Olives, Olive Oil, Edible Oil, Wine, Exotic Fruits, Rice, Spices, Herbs, Tea, Sugar, Wheat, Seeds, Grains, Cereals, FMCG Products, Sea Food, Meat and Chicken, Agro Chemicals, Agro Equipment, Dairy Products, Pesticides, Tobacco, Honey, Nuts, Pastry, Maize

Any Special Requirement or condition on foreign trade:

No Tax Free

Investment Opportunities available in the Country:

Lebanon is always seeking to strengthen the bilateral trade with India focusing on such fields: Winery, Jewelry, IT, Health, Education, Furniture, Carpets, Textiles, Home Appliances, Ready-wear Garments, Cosmetics, Accessories,

Pharmaceuticals and Medical Equipment, Wood, Leather

Investment opportunities being sought in India:

Lebanon is open to any opportunity in investing in India especially in the sectors of Consultancy, Energy, Health, Education, Winery, and Livestock Production.

Any important Information regarding Agro trade with your country:

Agriculture in Lebanon is the third most important sector in the country after the tertiary and industrial sectors.

Presently main exports from India are machinery, textile articles, plastic, gemstones, etc., and imports from Lebanon are base metals and articles thereof, miscellaneous manufactured articles, etc. whereas, there is considerable potential of expanding trade and investment between the two countries.

Source: Mr. Pawan Chopra, Attache (Admn & Comm),

Embassy of India, Beirut (Lebanon)

Contact: 00961-70808681

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AUGUST 2021





India has been a major trading partner of Myanmar for ages

Myanmar's foreign trade has been mainly with the Asian countries. More than 70% of total export goes to Asian region; also more than 90% of total import comes from this region.



Main City for Agro Trade

Yangon, Mandalay, Muse Border Trade Zone (China Border), Myawaddy Border Trade Zone (Thai Border), Shan State_ Taunggyi, Aungban, Lashio, Magwe_ Magwe, Pakokeku, Sagaing_ Monywa, ShweBo and other major cities

Exportable Agro/food Items

| S.N | Item |
|-----|-----------------------|
| 1. | Sesame |
| 2. | Potatoes |
| 3. | Tamarind |
| 4. | Ground Nut |
| 5. | Niger Seeds |
| 6. | Onion |
| 7. | Chili |
| 8. | Prunes |
| 9. | Pulse and Bean |
| 10. | Maize |
| 11. | Watermelon/Mask-melon |
| 12. | Mango |
| 13. | Tamarind |
| 14. | Prunes |
| 15. | Chili |

Importable Agro/food Items

| S.N | Item |
|-----|---------------------------------------|
| 1. | Confectionary |
| 2. | Sesame |
| 3. | Potatoes |
| 4. | Tamarind |
| 5. | Ground Nut |
| 6. | Niger Seeds |
| 7. | Onion |
| 8. | Chilli |
| 9. | Palm Oil/Edible Oil/ Vegetable Oil |
| 10. | Dairy Product |

Any special requirement or condition on foreign trade

There are four types of entities which may apply for export licenses:

1. Limited Companies;
2. Joint Venture Corporations;
3. Co-operatives (registered under the Co-operative Societies Law)
4. Foreign firms registered under the Myanmar Investment Law, 2016

The Myanmar Special Companies Act, 1950, permits foreign companies to be registered in the country as limited companies or in a joint venture. Otherwise, foreign firms may apply for

permission to register as importers or exporters under the Myanmar Investment Law, 2016.

Investment opportunities available

Myanmar's strategic location in the region should provide all its international trading partners with ample business opportunities both in the domestic market and in the adjacent region. Myanmar's foreign trade has been mainly with the Asian countries. More than 70% of total export goes to Asian region; also more than 90% of total import comes from this region. Export Policy of Myanmar is to extend and explore the foreign markets by utilizing the natural and human resources effectively and efficiently and also to promote the export of traditional and value-added products. Import Policy of Myanmar is to import the commodity given priority as capital goods required by the State, raw materials for



Major food items being exported/imported with India

| a. Import | |
|-----------|---------------------------------|
| 1. | Confectionary |
| 2. | Maize |
| 3. | Seeds |
| 4. | Foodstuffs |
| 5. | Beverages |
| 6. | Fruits and vegetables |
| 7. | Tobacco materials |
| 8. | Rubber products |
| 9. | Animal, vegetable fats and oils |
| 10. | Maize |
| 11. | Wheat |

| b. Export | |
|-----------|--|
| 1. | Pulse and Bean (Toor Whole, Red Kidney, Cow Peas, Chick Peas, Black Matpe etc) |
| 2. | Fruits & Vegetable product |
| 3. | Seafood |
| 4. | Food stuffs |
| 5. | Ginger |

production, other important essential goods and the goods which support to the public health and export promotion. Myanmar initiated a series of gradual and radical changes of economic reforms since 2011 aimed at comprehensive economic development. Liberalization of trade and foreign investment is an integral part of these economic reforms.

The government of Myanmar for media National Economic and Social Advisory Council (NESC), while the leading figures in core economic ministries were recruited from among scholars, academician and technicians. The NESC has started drafting the Frame work for Economic and Social Reforms (FESR) as the roadmap towards the goal of the government. The FESR policies emphasize on agro-based industrial development, equitable sharing of resources, promoting local and foreign investment, effective implementation of people-centered development, and poverty reduction.

In 2014, Myanmar revised its legislation to encourage foreign direct investment (FDI)

through special economic zones (SEZs). Under the Special Economic Zone Law, 2014, businesses operating in SEZs can take advantage of a five-year tax exemption on custom duties on approved exported goods. The 2014 Law also exempts businesses operating in SEZs from customs duties and taxes when importing material and equipment which services their own production. It's included Raw material, Machinery and spare parts, Construction materials and motor vehicles for building a factory, warehouse, or office and Trading goods and materials necessary in wholesale trading.

Any important information regarding Agro trade with your country:

Since June 2012, however, the license regime has been converted from non-automatic to automatic licensing with most licenses issued within 24 hours. Moreover, on 28 February 2013, the Ministry of Commerce removed license requirements from a selection of 152 exported commodities and 166 imported commodities. Licensing requirements were essentially eliminated on a selection of commodities considered as non-sensitive. The outcome was the elimination of licenses on imports covered by 1,928 HS tariff lines.

[Source: Mr. Bijender Singh, Attaché (Commerce), Embassy of India, Yangon | Tel: +95 1 242102]



India has been a major trading partner of Myanmar for ages. Myanmar is the second largest supplier of beans and pulses to India. India's exports to Myanmar include steel and iron products, electrical machinery, pharmaceuticals products, machinery and equipment, mineral oil, rubber products, plastics etc. Potential areas are pharmaceuticals, agricultural machinery, agrochemicals, electrical goods, iron and steel, pulses and beans, investment in plantations, ICT and IT-related products and services.

Saudi Arabia is India's fourth largest trade partner and a major source of energy

Saudi Arabia is India's one of the most important trade partners primarily imports pepper, chilli, turmeric, ginger and cardamom from India.



Saudi Arabia is India's fourth largest trade partner (after China, USA and Japan) and is a major source of energy as India imports around 18% of our crude oil requirement from the Kingdom. In 2018-19 (as per DGFT), the India-Saudi bilateral trade has increased by 23.83 % to US \$ 34.03 billion. During this period, India's imports from Saudi Arabia reached US\$ 28.47 billion, registering an increase of 29.04 % over previous year (US\$ 22.06 billion) whereas India's exports to Saudi Arabia reached US\$ 5.55 billion registering an increase of 2.61 % over previous year (US\$ 5.41 billion). The current bilateral trade (April - August, 2019 provisional figures) is valued at US\$ 14.06 billion.

India-Saudi Trade (in US\$ billion)

| Year (April - March) | Imports from Saudi Arabia | Exports to Saudi Arabia | Total trade | % increase in bilateral trade | % increase in Indian imports | % increase in Indian exports |
|----------------------|---------------------------|-------------------------|-------------|-------------------------------|------------------------------|------------------------------|
| 2014-2015 | 28.10 | 11.16 | 39.26 | -19.24 | -22.79 | -8.65 |
| 2015-2016 | 20.32 | 6.39 | 26.71 | -31.97 | -27.70 | -42.71 |
| 2016-2017 | 19.94 | 5.13 | 25.08 | -6.12 | -1.85 | -19.70 |
| 2017-2018 | 22.06 | 5.41 | 27.48 | +9.56 | +10.50 | +5.88 |
| 2018- 2019 | 28.48 | 5.55 | 34.03 | +23.83 | +29.04 | +2.61 |

Source: Department of Commerce, GOI. (www.dgft.gov.in)

Opportunities for investments/ assets on offer/major company divestment

Saudi Arabia is in the phase of fast economic and social transitional reforms/development under the ambitious 'Saudi Vision 2030' initiative. A number of multi-billion mega projects like US\$ 500 billion estimated Neom project and other mega multi-billion projects like Red sea project, Al Qiddya projects, Amala tourism project etc. are under progress. There are a number of opportunities for the Indian infrastructural, engineering, IT, service companies etc. to participate in these projects.

Any other issue of importance

Saudi Arabia has enforced Value Added Tax (VAT) rate on all goods and services to 15 percent from 5 percent w.e.f. 1st July, 2020

Reference: Ms Ritu Yadav, Third Secretary (Commerce)

Saudi Arabia is India's fourth largest trade partner (after China, USA and Japan) and a major source of energy as India imports around 18% of its crude oil requirement and 30 % of its LPG requirement from the S.A. Bilateral trade between India and Saudi Arab was valued at US \$33.07 billion in 2019-20. During this period, India's imports from Saudi Arabia reached US \$26.84 billion and exports to Saudi Arabia were worth US\$ 6.24 billion.



Potential Products of Imports from India (May 2020)

| S. No. | Commodity (6 digit HS tariff line) | Rationale (Max. 200 words) |
|--------|--|--|
| 1 | Semi/wholly milled rice w/n polished/glazed (HS code: 100630) | Value of Saudi import of the item from India during April to May 2020 marked US\$ 168.96 million showing a decline of 11.31% as compared to the same period last year. |
| 2 | Benzene (HS code: 290220) | Value of Saudi import of the item from India during April to May. 2020 marked US\$ 55.73 Million showing a decline of -11.09 % as compared to April to May-2019) |
| 3 | Other petroleum oils and oils obtained from bituminous minerals etc. (HS Code: 271019) | Value of Saudi import of the item from India during Apr to May 2020 marked US\$ 34.96 Million. (Increase by 1274% as compared to April 2019 to May- 2019) |
| 4 | Vehicles with spark-ignition internal combustion reciprocating piston engine of cylinder capacity >1000cc but not >1500cc (870322) | Value of Saudi import of the item from India during April to May 2020 marked US\$ 34.54 Million showing a decline by 34.11% as compared to the same period last year |
| 5 | Of a water absorption coefficient by weight not exceeding 0.5% (hs code: 690721) | Value of Saudi import of the item from India during Apr. to May-2020 marked US\$ 15.16 Million. (decline of -20.77% as compared to the same period last year) |

Significant trends in trade and investment

| Category | Details of significant trends (Max.200 words) | Analysis (Max. 200 words) |
|----------------|---|---|
| Trade in Goods | India Saudi bilateral Trade during FY 2019-20 has marked US\$ 33,094.22 million from US\$ 34,040.90 million in FY 2018-19 | The bilateral trade during FY 2018-19 was 34,040.90 Million. There is slight decline of -2.78 Percent in bilateral trade during 2019-20 (showing a decrease of -5.69% percent in our import, mainly due to the decline in petroleum oil prices. However, there is a significant growth (12.14%) in our export to Saudi Arabia during FY 2019-20. |
| Investment | Indian FDI in Saudi Arabia is US\$ 1.4 billion up to Dec. 2017 (Source Saudi Arabian General Investment Authority) Saudi FDI in India US\$ 318.22 million from April 2000 to March 2020 (Source: DIPP) | During the high level visit of HRH Crown Prince to India in February 2019 he declared that the Kingdom is looking to invest US \$100 billion in India in the coming years in diversified sectors. The Invest India team visited KSA twice in April & July 2019 to interact with the Saudi govt entities and business firms, presenting the investment opportunities available in India. Saudi Aramco is in talks with Reliance to take 25 % stake of worth US \$15 billion at a cumulative value of US \$ 75 billion. |

Source: Department of Commerce, GOI (www.dgft.gov.in)

Singapore's journey in urban farming could become a good model for other cities. Its benefits will be more than just productive green spaces that provide fresh produce for all; it will also contribute to better air quality and personal well-being, and the fight against climate change.

ecosystem for innovation and putting in substantial money to build up that ecosystem. Much of their will be directed towards improvements in agricultural methods, indoor agriculture, vertical gardening, newer foods like vegetarian meats, and use of emerging technologies like AI, ML and robotics in agriculture. Some steps taken in this regard are as follows:

- (i) A new 18 ha agri-food innovation park at Sungei Kadut which will bring together high-tech farming and R&D activities.
- (ii) An Agricultural Productivity Fund for farmers worth \$ 63 million
- (iii) Founding of courses at Polytechnics on urban agricultural technology and aquaculture

MAJOR SOURCES OF SUPPLY

- UNITED STATES**
 - Beef
 - Chicken
 - Pork
 - Duck
 - Eggs
 - Fish
 - Fruits
 - Pork
 - Rice
 - Vegetables
- NETHERLANDS**
 - Chicken
 - Pork
 - Vegetables
 - Fruits
- CHINA**
 - Cooking Oil
 - Fish
 - Fruits
 - Pork
 - Rice
 - Sugar
 - Vegetables
- THAILAND**
 - Rice
 - Fruits
 - Pork
 - Sugar
 - Vegetables
- VIETNAM**
 - Rice
 - Fruits
 - Pork
 - Sugar
 - Vegetables
- BRAZIL**
 - Beef
 - Chicken
 - Pork
 - Duck
 - Pork
 - Sugar
- FRANCE**
 - Chicken
 - Duck
 - Pork
 - Pork
 - Vegetables
 - Milk
- INDIA**
 - Chicken
 - Cooking Oil
 - Pork
 - Eggs
 - Fruits
 - Vegetables
 - Sugar
- MALAYSIA**
 - Chicken
 - Cooking Oil
 - Pork
 - Eggs
 - Fruits
 - Vegetables
 - Sugar
- INDONESIA**
 - Fish
 - Pork
 - Pork
 - Vegetables
 - Milk
- AUSTRALIA**
 - Beef
 - Fish
 - Fruits
 - Mutton
 - Pork
 - Rice
 - Sugar
 - Vegetables
- NEW ZEALAND**
 - Beef
 - Eggs
 - Fish
 - Fruits
 - Mutton
 - Vegetables

52



India-Singapore Agri Trade

In the year 2016-17, India's total exports of agricultural commodities to Singapore were to the tune of US \$ 307.73 million. The figure has increased to US \$ 338.35 million in the year 2018-19. Below table show the agri trade trend between India and Singapore.

India's Export Of Agricultural Commodities to Singapore

| Period | Value in US\$ Mill | Qty (In Metric Tonnes) |
|-------------------|--------------------|------------------------|
| 2019-20 (Apr-Nov) | 209.26 | 140416.83 |
| 2018-19 | 338.35 | 212861.14 |
| 2017-18 | 296.17 | 200586.45 |
| 2016-17 | 307.73 | 238451.48 |

Export - India's total export of Agri products to Singapore was of the order of US \$ 338.37 Million during the period of 2018-19. India's major exports were Spices, Marine Products, Non-Basmati Rice, Alcoholic Beverages, Fresh Vegetables, etc. Details in annexure- 1(a)

Import - India's total import of Agri products from Singapore was of the order of US \$ 558.92 Million during the period of 2018-19. India's major imports were Vegetable Oils, Cashew, Alcoholic Beverages, Spices, Cocoa Products, etc. Details in annexure- 1(b)

Singapore is facing severe supply chain disruption due to Covid-19 and is in the midst of diversifying its imports to mitigate the disruption and increase long term resilience. This presents a unique opportunity for Indian exporters/suppliers to increase exports to Singapore.

Special Requirement of Singapore's Domestic Market

Sanitary & Phytosanitary Regulations of Singapore

- Singapore has developed strict sanitary and phytosanitary (SPS) regulations for imports and maintains strict scrutiny. Since governance in Singapore carries a great deal of credibility it is expected that compliance with Singapore standards would be acceptable to many other jurisdictions as well.
- SPS conditions with regard to animals and animal products intended for food can be found at <https://sfa.gov.sg/food-import-export/commercial-food-imports>.
- The link may be circulated to the associations of exporters and chambers of commerce to be further forwarded to the individual export houses. This would help them familiarize the producers of agri producers with Singapore standards.

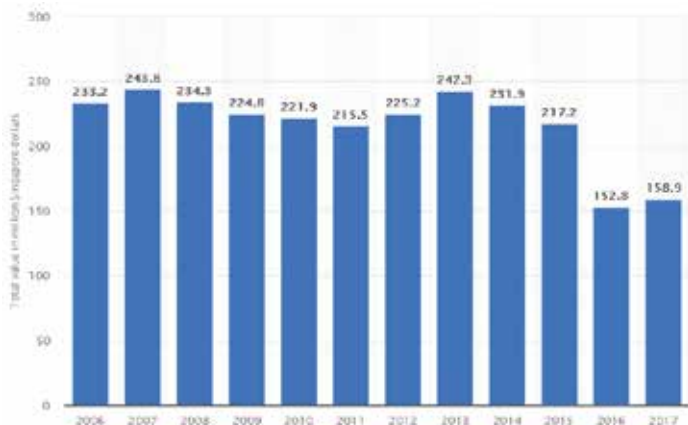
Agricultural Potential of Singapore

Agriculture in Singapore is a small industry, composing about 0.5% of the total GDP, within the city-state of Singapore. As a country that imports over 90 percent of its food supply, Singapore is vulnerable to fluctuations in food supply and prices, as well as food safety incidents overseas.

The agricultural product market in Singapore is categorized into six segments: cereals (barley, wheat, maize, rice and etc); fruit, vegetables, roots and tubers (apples, cabbages, potatoes, etc); oil crops & pulses (lentils, soybeans, linseed, etc); sugar crops and sweeteners (represented here by raw and refined sugar expressed as raw sugar equivalent); spices and stimulants (coffee, ginger, etc); and nuts (walnuts, almonds, etc).

Total value of farm production* in Singapore from 2006 to 2017

(In million Singapore dollars)



Source: Statista 2020

Singapore produces mainly leafy vegetables and bean sprout; and they are consumed domestically. Local farmers produce 20% of these vegetables from hydroponic cultivation and the remaining 80% from soil cultivation. The agricultural sector of Singapore is engaged mainly in the production of eggs, fish and vegetables for local consumption, as well as orchids and ornamental fish for export. About one percent of Singapore's land area is used for agricultural purposes.

Fresh tropical fruits are the most consumed fresh fruits than fresh temperate fruits with an exception for apples, pears and oranges. Consumption of green vegetables has greatly increased in recent years due to the demand of healthier food among Singaporeans. Fresh temperate fruits that are imported into Singapore are apples, pears, oranges, stone fruits (avocados, apricots and peaches), cherries, strawberries, raspberries and blueberries. Fresh vegetables imported into Singapore include asparagus, Brussels sprouts, beans, broccoli, cauliflowers, leguminous vegetables, lettuce, peas, spinach, witloof chicory and other green leafy vegetables. Singapore is known for its wet markets selling fresh fruits, vegetables, meats and fish. Wet markets used to dominate the retailing of fresh fruits and vegetables. However, this has significantly changed over the years. More consumers prefer to shop for fresh food in supermarkets than wet markets due to the longer operating hours and wider product range in supermarkets.



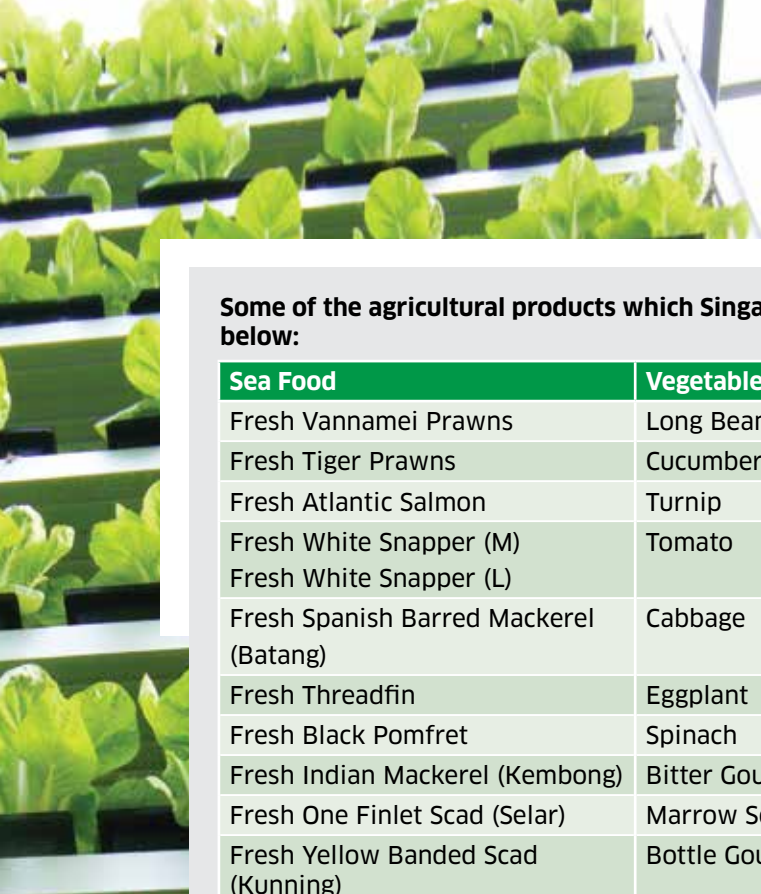
Singapore Rice Industry Market Overview

Globally, 90% production of rice is in Asia, but Singapore is an exception to rice production and rice consumption. Singapore had 347,000 metric tons consumption of rice in 2017, which was completely imported from Vietnam, Thailand and India. For many decades Thailand had been a major exporter of rice to Singapore but since 2013 India overtook Thailand.

Singapore imports jasmine rice, Vietnamese rice and many others, but Vietnamese rice poses greater competition to supply of other varieties of rice in Singapore due to the use of advanced technology in its production that beats the Singapore standards. Moreover, Singapore is a commercial hub for ASEAN and the trade of Vietnamese rice to Philippines, Indonesia and African markets enters through Singapore, becoming a vital trade country for Vietnam.

Goldstein Research analyst estimates that the Singapore rice industry is expected to grow at CAGR of 1.9% through 2030. The factors such as growing rice consumers, rising importers of rice, mounting travel and tourism industry and food services industry are majorly impacting the growth of Singapore rice industry.

In the era of technology advancement, there is a trend of producing genetically modified (GM) rice to ascertain the quality of rice and food security. Though commercially there is no production of GM rice, but many varieties have been approved for commercial production that is expected to be imported by Singapore.



Some of the agricultural products which Singapore requires for its domestic market are listed below:

| Sea Food | Vegetables | Fruits |
|--|----------------------------------|-----------------------------|
| Fresh Vannamei Prawns | Long Beans | Honey Jack Fruit (J33) 400g |
| Fresh Tiger Prawns | Cucumber | Plantains |
| Fresh Atlantic Salmon | Turnip | Malaysia Starfruit 500g |
| Fresh White Snapper (M) | Tomato | Langsat |
| Fresh White Snapper (L) | | |
| Fresh Spanish Barred Mackerel (Batang) | Cabbage | Watermelon 6kg |
| Fresh Threadfin | Eggplant | Papaya 1.2kg/1.5kg / 1.8kg |
| Fresh Black Pomfret | Spinach | Durian |
| Fresh Indian Mackerel (Kembong) | Bitter Gourd | Rambutan |
| Fresh One Finlet Scad (Selar) | Marrow Squash | Honey Pineapple (2a) 1.3kg |
| Fresh Yellow Banded Scad (Kunning) | Bottle Gourd | Limes |
| Fresh Yellow Croaker Fish | Old Cucumber | Mangosteen |
| Big Size Fish | Pumpkins | |
| Spanish Mackerel / Batang | French Bean | |
| Whiteseabream / Goldbanded Jobfish / Angkoli | Agaricus Mushroom (White Button) | |
| Red Snapper / Ang Kueh | Agaricus Mushroom (Swiss Brown) | |
| All Other Snappers (Cheaper In Price) | Agaricus Mushroom (Shiitake) | |
| Indian Threadfin / Ngor Fish / Kurau | Agaricus Mushroom (Portobello) | |
| Smaller Size Fish | Lady Fingers | |
| Black Pomfret | Onion (Red) | |
| White Pomfret | Onion (Red) | |
| Chinese Pomfret | Onion (Yellow) | |
| Indian Mackerel (Kembong) | Potato | |
| Yellow Tail Scad | Potato | |
| Golden Threadfin Bream / Angkoli | Chinese Mustard | |
| Squid And Others | | |
| Loligo Squid | | |

Way Forward

Agriculture being a small industry in Singapore, concerted efforts are required for promoting exports of

- Fresh Fruits and Vegetables
- Cereals
- Organic Products
- Nutri Cereals
- Honey
- Groundnuts

India Export of Principal Commodities: All Agri

Country Name/Region Name: Singapore

| ProductName | 2017-18 (US\$ Mill) | 2018-19 (US\$ Mill) |
|---------------------------|---------------------|---------------------|
| Spices | 43.14 | 94.27 |
| Marine Products | 40.21 | 41.32 |
| Non-Basmati Rice | 35.76 | 32.81 |
| Alcoholic Beverages | 30.27 | 31.39 |
| Fresh Vegetables | 19.59 | 15.87 |
| Basmati Rice | 15.02 | 15.43 |
| Misc Processed Items | 12.68 | 13.33 |
| Cashew | 13.81 | 11.27 |
| Tobacco Manufactured | 14.56 | 11.23 |
| Dairy Products | 10.22 | 10.98 |
| Cereal Preparations | 7.53 | 7.12 |
| Tobacco Unmanufactured | 5.64 | 5.22 |
| Coffee | 4.56 | 4.85 |
| Fresh Fruits | 4.1 | 4.77 |
| Groundnut | 5.99 | 4.69 |
| Oil Meals | 3.33 | 3.95 |
| Vegetable Oils | 2.95 | 3.64 |
| Milled Products | 3.94 | 3.61 |
| Processed Fruits & Juices | 2.58 | 2.85 |
| Pulses | 2.21 | 2.81 |
| Tea | 3.08 | 2.7 |
| Fruits / Vegetable Seeds | 2.63 | 2.53 |
| Castor Oil | 2.78 | 2.27 |
| Sesame Seeds | 2.03 | 2.17 |
| Floriculture | 2.4 | 2.11 |
| Cocoa Products | 1.25 | 1.34 |
| Buffalo Meat | 1.06 | 1.07 |
| Processed Vegetables | 1.21 | 0.96 |
| Sugar | 0.68 | 0.9 |
| Other Cereals | 0.11 | 0.52 |
| Guargum | 0.03 | 0.2 |
| Cashew Nut Shell Liquid | 0.09 | 0.13 |
| Shellac | 0.09 | 0.02 |
| Wheat | 0.01 | 0.02 |
| Poultry Products | 0.01 | 0.01 |
| Other Oil Seeds | 0.02 | 0.01 |
| Processed Meat | 0 | 0 |
| Other Meat | 0 | 0 |
| Sheep/Goat Meat | 0 | 0 |
| Cotton Raw Incl. Waste | 0.62 | 0 |
| Mollases | 0 | 0 |
| Niger Seeds | 0 | 0 |
| Total | 296.19 | 338.37 |

India Import Of Principal Commodities: All Agri

Country/Region Name: Singapore

| ProductName | 2017-18 (US\$ Mill) | 2018-19 (US\$ Mill) |
|---------------------------|---------------------|---------------------|
| Vegetable Oils | 0.39 | 252.46 |
| Cashew | 0 | 107.59 |
| Alcoholic Beverages | 24.35 | 89.07 |
| Spices | 0.77 | 28.13 |
| Cocoa Products | 17.21 | 23.47 |
| Cotton Raw Incl. Waste | 0 | 17.57 |
| Pulses | 0 | 11.57 |
| Cereal Preparations | 8.43 | 10.19 |
| Oil Meals | 0 | 7.33 |
| Tobacco Manufactured | 3.32 | 3.33 |
| Misc Processed Items | 0.91 | 2.77 |
| Marine Products | 1.78 | 2.57 |
| Processed Fruits & Juices | 0.08 | 0.93 |
| Tea | 0.29 | 0.38 |
| Other Oil Seeds | 0 | 0.32 |
| Dairy Products | 0.24 | 0.31 |
| Fresh Fruits | 0 | 0.29 |
| Sesame Seeds | 0 | 0.23 |
| Coffee | 0.02 | 0.15 |
| Sugar | 0 | 0.09 |
| Processed Vegetables | 0.04 | 0.06 |
| Poultry Products | 0.02 | 0.04 |
| Non-Basmati Rice | 0.01 | 0.03 |
| Fruits / Vegetable Seeds | 0 | 0.02 |
| Other Meat | 0 | 0.01 |
| Processed Meat | 0.01 | 0.01 |
| Fresh Vegetables | 0 | 0 |
| Other Cereals | 0 | 0 |
| Shellac | 0 | 0 |
| Mollases | 0 | 0 |
| Milled Products | 0 | 0 |
| Floriculture | 0.06 | 0 |
| Total | 57.9 | 558.922 |

(Ref.: Ms. Priyanka Saxena, Marketing Executive, High Commission of India, Singapore)

Singapore is India's largest trade partner among ASEAN countries. Bilateral trade expanded after the conclusion of CECA from US\$ 6.7 billion in FY 2004-05 to US\$ 27.85 billion in 2018- 19. Singapore has emerged as largest source of FDI into India with US\$ 16.23 billion in FY 2018 -2019. The outward Indian FDI to Singapore was US\$ 66.22 billion (till July 2019), making Singapore one of the top destinations for Indian investments. FDI during FY 2018-19 was US\$ 4.491 billion.

UAE is the second largest export destination of India



The relationship between India and UAE has evolved into a strong partnership in the economic sphere.

India-UAE trade, valued at US\$ 180 million per annum in the 1970s, is today US\$ 59 billion making UAE, India's third largest trading partner for the year 2019-20 after China and US. Moreover, UAE is the second largest export destination of India (after US) with an amount of nearly US\$ 29 billion for the year 2019-20. For UAE, India is the second largest trading partner for the year 2019 with an amount of around US\$ 41.43 billion (non-oil trade).

UAE's import of agriculture items from India includes:

Boneless meat, meat of sheep, shrimp and prawns, onions, cashew nuts, wheat and muslin, rice, sugar etc, Food Items (Cereals, Sugar, Fruits & Vegetables, Tea, Meat, and Seafood). Whereas UAE's export of agriculture items to India includes: dates, colza oil, other food preparation etc. UAE also imports the following agriculture items from other countries in the world which India also has the potential to export: Live plants and fresh cut rose, Garlic, Walnuts, Misc vegetable seeds, Cotton linters

Among other items UAE imports following from India: Petroleum Products, Precious Metals, Stones, Gems & Jewellery, Minerals, Textiles (Garments, Apparel, Synthetic fibre, Cotton, Yarn) and Engineering & Machinery Products and Chemicals.

Additionally, UAE exports following item to India: Petroleum and Petroleum Products, Precious Metals, Stones, Gems & Jewellery, Minerals, Chemicals, Wood & Wood Products. India also imported 21.83 MMT (US\$ 10,927.52 Million) of crude oil from UAE in 2019-20.

(Reference: Arvind Kumar Jaiswar, Dubai Exports)

UNITED ARAB EMIRATES
MINISTRY OF ECONOMY



الإمارات العربية المتحدة
وزارة الاقتصاد

Non-Oil Foreign Trade Relation Report between The United Arab Emirates and India



Published by: Analysis, Trade and Industrial Information Department - Foreign Trade Sector

Last update: May 2020

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i General Information

Capital
New Delhi

Population
1,324 Millions

Disclaimer: The material presented on this map does not imply the expression of any opinion, recognition or endorsement on the part of Ministry of Economy and the United Arab Emirates concerning the legal status of any country, territory, city or area of its authorities or any delimitation of its frontiers



| | |
|--|--------------|
| Surface area (sq. 1000km), 2016 | 3,287 |
| Population growth (annual %), 2016 | 1.1 |
| GDP (current Billion US\$), 2016 | 2,264 |
| GDP (constant 2010 Billion US\$), 2016 | 2,465 |
| GDP growth (annual %), 2016 | 7.1 |
| Industry, value added (% of GDP), 2016 | 28.8 |
| Services, etc., value added (% of GDP), 2016 | 53.8 |
| Agriculture, value added (% of GDP), 2016 | 17.4 |
| Imports of goods and services (current Billion US\$), 2016 | 467.1 |
| Exports of goods and services (current Billion US\$), 2016 | 434.1 |
| Food imports (% of merchandise imports), 2016 | 6.5 |
| Food exports (% of merchandise exports), 2016 | 11.3 |
| Inflation, consumer prices (annual %), 2016 | 4.9 |
| The Inflows FDI, US\$ billions, 2016 | 44.5 |
| The Outflows FDI, US\$ billions, 2016 | 5.1 |
| The FDI Inward Stock, US\$ billions, 2016 | 318.5 |
| The FDI Outward Stock, US\$ billions, 2016 | 144.1 |



India

Year: 2010-2019

Currency: USD Millions



Trade Volume

Total

2019 41,397

Import 26,732

Non-Oil Export 6,522

Re-Export 8,143

2018 35,914

Import 23,064

Non-Oil Export 4,870

Re-Export 7,980

2017 34,796

Import 20,257

Non-Oil Export 5,261

Re-Export 9,278

2016 35,873

Import 22,591

Non-Oil Export 4,909

Re-Export 8,374

Direct

2019 24,959

Import 12,179

Non-Oil Export 5,904

Re-Export 6,875

2018 22,442

Import 11,374

Non-Oil Export 4,499

Re-Export 6,569

2017 29,122

Import 16,590

Non-Oil Export 4,980

Re-Export 7,552

2016 30,023

Import 18,770

Non-Oil Export 4,575

Re-Export 6,679

Free Zone

2019 16,438

Import 14,553

Non-Oil Export 618.1

Re-Export 1,268

2018 13,472

Import 11,690

Non-Oil Export 371.5

Re-Export 1,410

2017 5,675

Import 3,667

Non-Oil Export 281.2

Re-Export 1,727

2016 5,850

Import 3,821

Non-Oil Export 333.8

Re-Export 1,695



Trade Volume

Total

2015 34,243

Import 21,801

Non-Oil Export 5,797

Re-Export 6,645

2014 35,067

Import 22,085

Non-Oil Export 5,651

Re-Export 7,332

2013 43,486

Import 24,421

Non-Oil Export 8,292

Re-Export 10,774

2012 48,888

Import 25,530

Non-Oil Export 9,190

Re-Export 14,168

Direct

2015 28,426

Import 17,857

Non-Oil Export 5,473

Re-Export 5,096

2014 28,565

Import 17,427

Non-Oil Export 5,347

Re-Export 5,791

2013 36,240

Import 19,895

Non-Oil Export 7,721

Re-Export 8,624

2012 39,120

Import 20,489

Non-Oil Export 8,958

Re-Export 9,673

Free Zone

2015 5,817

Import 3,944

Non-Oil Export 324.6

Re-Export 1,549

2014 6,502

Import 4,658

Non-Oil Export 303.6

Re-Export 1,540

2013 7,246

Import 4,525

Non-Oil Export 570.2

Re-Export 2,151

2012 9,767

Import 5,040

Non-Oil Export 232.3

Re-Export 4,495



India

Year: 2010-2019

Currency: USD Millions



Trade Volume

Total

2011 63,344

Import 34,265

Non-Oil Export 10,072

Re-Export 19,007

2010 44,488

Import 22,648

Non-Oil Export 7,614

Re-Export 14,225

Direct

2011 52,856

Import 28,623

Non-Oil Export 9,865

Re-Export 14,368

2010 44,488

Import 22,648

Non-Oil Export 7,614

Re-Export 14,225

Free Zone

2011 10,488

Import 5,642

Non-Oil Export 207.2

Re-Export 4,639

2010 0.0

Import 0.0

Non-Oil Export 0.0

Re-Export 0.0



India

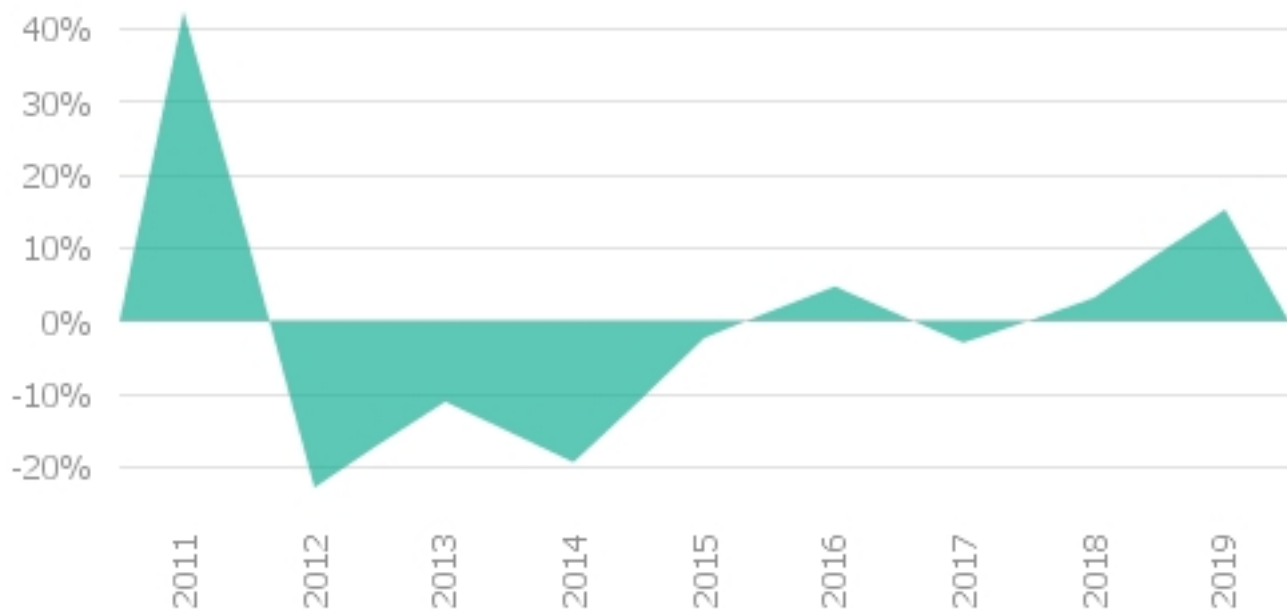
Year: 2010-2019

Currency: USD Millions

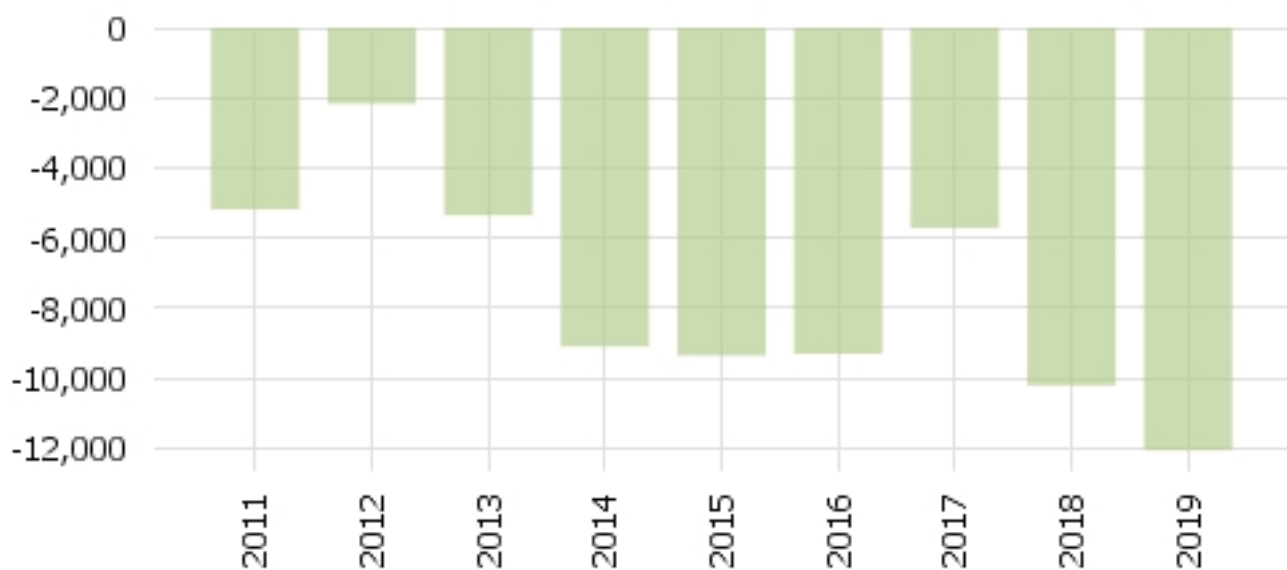


Trade Growth and Balance

Non-Oil Trade Growth



Non-Oil Trade Balance





India

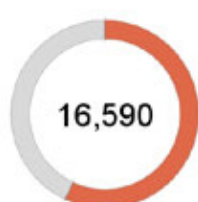
Year: 2017

Currency: USD Millions



Direct Trade Items

Import Items



Gold (including gold plated with platinum) unwrought or in semi-manufactured forms, or in powder form.



Diamonds, whether or not worked, but not mounted or set.



Articles of jewellery and parts thereof, of precious metal or of metal clad with precious metal.



Rice.



Waste and scrap of precious metal or of metal clad with precious metal; other waste and scrap containing precious metal or precious metal compounds, of a kind used principally for the recovery of p...



Non-Oil Export Items



Gold (including gold plated with platinum) unwrought or in semi-manufactured forms, or in powder form.



Copper wire.



Articles of jewellery and parts thereof, of precious metal or of metal clad with precious metal.



Polymers of ethylene, in primary forms.



Ferrous waste and scrap; remelting scrap ingots of iron or steel.



Re-Export Items



Diamonds, whether or not worked, but not mounted or set.



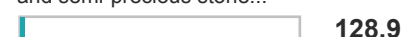
Articles of jewellery and parts thereof, of precious metal or of metal clad with precious metal.



Gold (including gold plated with platinum) unwrought or in semi-manufactured forms, or in powder form.



Precious stones (other than diamonds) and semi-precious stones, whether or not worked or graded but not strung, mounted or set; ungraded precious stones (other than diamonds) and semi-precious stone...



T-shirts, singlets and other vests, knitted or crocheted.



Vietnam has the natural advantage of climate conditions

Agriculture provides several opportunities especially in rice, coffee, and tea production, which are major exports of the country.



Main City for Agro Trade

Hanoi, Ho Chi Minh City, Mekong Delta Region, Red River Delta Region

Exportable Agro/food items from Vietnam

(in the decreasing order of global trade value)

| S.N | Item |
|-----|--|
| 1. | Wood and wooden products |
| 2. | Fishery products |
| 3. | Fruits and vegetables |
| 4. | Cashew nut |
| 5. | Coffee |
| 6. | Rice |
| 7. | Rubber |
| 8. | Cassava and tapioca products |
| 9. | Rubber products |
| 10. | Pastrycooks, sweets and cereal products |
| 11. | Pepper |
| 12. | Animal fodders and animal fodder materials |
| 13. | Tea |

Importable Agro/food items to Vietnam

(in the decreasing order of global trade value)

| S.N | Item |
|-----|--|
| 1. | Animal fodders and animal fodder materials |
| 2. | Wood and wooden products |
| 3. | Maize |
| 4. | Cashew nut |
| 5. | Frozen bovine meat |
| 6. | Fishery products |
| 7. | Fruits and vegetables |
| 8. | Rubber |
| 9. | Milk and milk products |
| 10. | Other edible food preparations |
| 11. | Rubber products |
| 12. | Animal, vegetable fats and oils |
| 13. | Wheat |
| 14. | Soya bean |
| 15. | Pastrycooks, sweets and cereal products |
| 16. | Oilseeds |
| 17. | Tobacco materials |

Major food items being exported/imported with India

a) India's key export agro commodity to Vietnam (in the decreasing order of global trade value)

1. Frozen bovine meat
2. Fishery products
3. Cotton
4. Animal fodders and animal fodder materials
5. Oilseeds
6. Fruits and vegetables
7. Tobacco materials
8. Rubber products
9. Animal, vegetable fats and oils
10. Maize
11. Wheat

b) India's key import agro commodity from Vietnam (in the decreasing order of global trade value)

1. Rubber
2. Animal fodders and animal fodder materials
3. Coffee
4. Pepper
5. Wood and wooden products
6. Fishery products
7. Cashew nut
8. Rubber products
9. Tea
10. Pastrycooks, sweets and cereals products



Any special requirement or condition on foreign trade

Indian exporters need to follow Standard Operating Procedures (SOPs) in phytosanitary and food safety control as follows:

a) Phytosanitary Arrangement: The Government of Vietnam's Circulars related to procedures for the general plant quarantine and the Pest Risk Analysis (PRA) for products subject to Pest Risk Analysis (PRA) are attached. Vietnam specific Standard Operating Procedures (SOPs) as advised by Vietnamese authorities for export of Peanuts to Vietnam is also attached for reference.

b) Food safety control: Vietnam has set a strict quality and food safety control for food items of plant and animal origin. Indian exporters follow the following procedure to export frozen bovine meat and seafood products to Vietnam:

- i. Exporters of frozen bovine meat from India must register their plants with the Agricultural and Processed Food Products Export Development Authority (APEDA). APEDA forwards the registration dossiers to the Embassy of India, Hanoi for further submission to Department of Animal Health, Ministry of Agriculture and Rural Development of Vietnam to seek their approval for registration of meat plant. The current list of Indian establishments for

- export of bovine meat to Vietnam is attached.
- ii. Exporters of fish and fishery products from India have to register their plants with the Export Inspection Council of India (EIC), followed by EIC forwarding their original dossiers to Department of Animal Health, Ministry of Agriculture and Rural Development of Vietnam through the Embassy of India in Hanoi for approval. The current list of approved Indian establishments approved by Vietnam for export of seafood to Vietnam is attached.

Investment opportunities available in Vietnam

The Government of Vietnam is looking for more foreign direct investments in agriculture sector. According to Foreign Investment Agency, Ministry of Planning and Investment, there are 46 Indian investments in agriculture sector with a total value of US\$ 436.40 million. Indian companies have invested in agro and food processing sectors such as sugar, tea, pepper, coffee, cashew, food colors, and spices including some big Indian companies such as TATA Coffee, Ngon Coffee, KCP Sugar, and Phu Ben Tea. FDI in agriculture is mainly in wood processing, animal husbandry and animal feed processing, and only a small proportion in fruit and vegetable growing, agri-forestry-seafood processing. FDI projects are mostly concentrated in Southern Delta and

South Central Coast of Vietnam. FDI investments are mainly of two types: 100% FDI investment and joint ventures.

Investment opportunities being sought in India

Vietnam has not made any investment in India in agriculture sector.

Any important information regarding Agro trade with Vietnam

Meeting Vietnam specific SOPs and Food Safety Control requirements are the main conditions to get market access into Vietnamese market.

*[Source: Mr. Aman Bansal, Second Secretary (Eco & Com),
Embassy of India, Hanoi, Vietnam]*

For India, Vietnam is the 18th largest trading partner globally and within ASEAN, the 4th largest trading partner after Singapore, Indonesia and Malaysia. For Vietnam, India is the 7th largest trading partner, 7th largest source of import and 9th largest export market globally. In 2019-20, five key items imported into India from Vietnam included mobile phones and components, machinery, computers & electronic hardware, natural rubber, chemicals and coffee. Key items exported from India to Vietnam were meat and fishery products, corn, steel, pharmaceuticals, cotton and machinery.

2021
AECCI
GOLF
TOURNAMENT
SEPTEMBER 2021



India is Maldives' 4th largest trade partner after UAE, China and Singapore



Growing from modest beginnings, India-Maldives bilateral trade now stands at US\$ 290.27 million with trade balance for India.

Indian exports to the Maldives include a variety of engineering and industrial products like drugs and medicines radar apparatus, rock boulders, aggregates, cement and agriculture produce like rice, spices, fruits, vegetables and poultry produce etc. Indian imports from the Maldives primarily comprise scrap metals.

India and Maldives signed a trade agreement in 1981, which provides for export of essential commodities. Growing from modest beginnings, India-Maldives bilateral trade now stands at US\$ 290.27 million with trade balance for India.

To boost trade and investment, an 18 member CII CEO Delegation visited Malé on August 6-7 to meet their Maldivian counterparts and concerned Ministers in order to explore business avenues. A Cargo Ferry Service between India and Maldives, operated by Shipping Corporation of India has commenced on 21 September 2020.

Bilateral Trade Figures (January to December) in USD Million

| Year | Total Exports to Maldives | Total Imports from Maldives | Total Trade |
|------|---------------------------|-----------------------------|-------------|
| 2013 | 154.00 | 12.30 | 156.30 |
| 2014 | 170.60 | 2.90 | 173.50 |
| 2015 | 225.82 | 3.00 | 228.82 |
| 2016 | 275.50 | 1.60 | 277.10 |
| 2017 | 286.94 | 2.86 | 289.80 |
| 2018 | 286.18 | 2.81 | 288.99 |
| 2019 | 290.27 | 3.42 | 293.69 |

(Reference site: High Commission of India, Male)



WTO & TRADE AGREEMENTS

The Agreement on Agriculture includes specific and binding commitments made by WTO Member governments in the areas of market access, domestic support and export subsidization for strengthening and improving agricultural trade.

World Trade Organisation (WTO) regulates the international terms of trade and many bilateral & multilateral trade agreements. Objective of these trade agreements is to expand and liberalise international trade by removing or subsidising the tariffs and trade restrictions. In a manner, they provide access to free markets, thus reducing unnecessary cost and to make the trade and commerce more competitive and increase prosperity.

NAFTA: North American Free Trade Agreement

is an agreement signed by the governments of the United States, Canada, and Mexico, creating a trilateral trade bloc in North America.

THE EUROPEAN UNION- EU, is an economic and political union of 27 independent member states.

ASEAN: The Association of Southeast Asian Nations, is a geopolitical and economic organization of 10 countries located in Southeast Asia. It was formed in 1967, by Indonesia, Malaysia, the Philippines, Singapore, and Thailand. Since then, membership has expanded to include Brunei, Burma (Myanmar), Cambodia, Laos, and Vietnam.

| | FTAs/PTAs Partner Countries | FTAs/PTAs Partner Countries |
|---------------|--|---|
| AIFTA | ASEAN-India Free Trade Agreement | Brunei Darussalam, Cambodia, Indonesia, Laos, Malaysia, Myanmar, Philippines, Singapore , Thailand, Vietnam |
| IJCEPA | India Japan Comprehensive Economic Partnership Agreement | Japan |
| SAPTA | SAARC Preferential Trading Agreement | Afghanistan, Bangladesh, Bhutan, Maldives, Pakistan, Sri Lanka. |
| SAFTA | South Asian Free Trade Area | Bangladesh, Bhutan, Maldives, Pakistan, Sri Lanka |
| APTA | Asia Pacific Trade Agreement | Bangladesh, China, Lao, Republic of Korea, Sri Lanka |
| ISLFTA | India Sri Lanka Free Trade Agreement | Sri Lanka |

The Following abbreviations have been used in this issue

| | |
|-------------------|--|
| AEZ | Agri Export Zones |
| APEDA | Agricultural and Processed Food Products Export Development Authority |
| APMC | Agricultural Produce Marketing Committee |
| ASEAN | Association of Southeast Asian Nations |
| CIB | Central Insecticide Board |
| CNSL | Cashew Nut Shell Liquid |
| CPC | Centre for Perishable Cargo |
| DGFT | Directorate General of Foreign Trade |
| DoC | Department of Commerce |
| EIC | Export Inspection Council |
| EFSA | European Food Safety Authority |
| EU | European Union |
| FAMA | Federal Agricultural Marketing Authority |
| FDI | Foreign direct investment |
| FSSAI | Food Safety and Standards Authority of India |
| FSVPS | Federal Service for Veterinary and Phytosanitary Surveillance (Rosselkhoznadzor) |
| FTA | Free Trade Agreement |
| GAP | Good Agricultural Practices GCC - Gulf Cooperation Council |
| GATT | General Agreement on Tariffs and Trade |
| GST | Goods and Services Tax |
| IARI | Indian Agricultural Research Institute |
| IBEF | India Brand Equity Foundation |
| ICAR | Indian Council of Agricultural Research |
| LDCs | Least developed countries. |
| MoFPI | Ministry of Food Processing Industries |
| MPEDA | Marine Products Exports Development Authority |
| NABL | National Accreditation Board for Testing and Calibration Laboratories |
| NPOP | National Programme on Organic Production |
| NPPO | National Plant Protection Organization |
| NSSO | National Sample Survey Office |
| NTB | Non-Tariff Barriers |
| PMKSAMPADA | Pradhan MantriKisan Scheme for Agro-Marine Processing and Development of Agro-Processing Clusters |
| PPP-IAD | Public-Private Partnership for Integrated Agriculture Development |
| R&D | Research and Development |
| RMP | Residue Monitoring Plan |
| SEZ | Special Economic Zones |
| SPS | Sanitary and PhytoSanitary |
| TBT | Technical Barriers to Trade |
| US FDA | United States Food and Drug Administration |
| USDA | United States Department of Agriculture |
| WTO | World Trade Organization |

Vision for Indian Agriculture- An Inclusive Growth



We must restore the vitality to our farmers who looks to the Government to save him from the merciless forces of weather, the market and the chain of processors.

Agriculture continues to be the backbone of the Indian economy as it plays a significant role in the overall social economic fabric of India. About 70 percent of Indian rural household still depend primarily on agriculture for their livelihood and it employs more than 50 percent of the country's workforce in 2018.

Agriculture provides raw material to our leading industries and also many more industries depend indirectly on it. Due to the hard work of farmer increase in production of food grain and other crops had been spectacular. This has warded off not only famine like situation in India but made the country self sufficient in food grains.

Despite all these gains due to farmer's efforts they are in the vortex of problems. Indian farmer's deprivation and poverty is well known and documented. Smallness in the size of agricultural holding is one of the major problems that have shrunk to 1:1 hectare according to the Agriculture Census 2015-16. Around 86 percent of the agriculture households owned landholding measuring below 2hectares.

Some other formidable problems include dependence on the monsoon, inadequate access to agricultural inputs (credit, quality seeds, fertilizers and water) failure to provide

remunerative price, adverse terms of trade, dwindling public investment in agriculture and poor execution and implementation of the various Government schemes for the welfare and well-being of the farmers. Thrusting three newly framed legislations on farmers this short article with this background makes an attempt to evaluate the new agriculture laws and also offer useful suggestions to refine the law.

New Agricultural Laws

Following three agriculture laws have been enacted by the Indian Parliament on September 17, 2020.

1. Farmers' Produce Trade and Commerce (Promotion and Facilitation) Act 2020. According to this, farmers can sell their produce without any restriction anywhere in India and allowing traders to carry out trade outside the trade area(existing APMC-Agriculture Produce Marketing Committee) without levying any market fee.
2. Farmers (Empowerment and Protection) Agreement on Price Assurance and Farm Service Act, 2020.This provides a legal framework for farmers to enter into a pre-arranged contract with buyers and to define a despite resolution mechanism.





Suggestions

In order to end the long-drawn standoff and to avoid the Indian agriculture stumbling into a quagmire, following suggestions are offered

1. As the Government is already ready to water down on several key provisions in the new legislations, it may well scrap these in toto and then come with fresh ones in consultations with all the stakeholders. There are numerous examples in contemporary history of the Governments (Indian and others) taking back laws.
2. Government should give legal support to the MSP which should be fixed at 1.5 times the C2 as recommended by the Swaminathan National Commission.
3. Farmers need to consider the Agriculture Cooperatives (services, land and resource cooperatives) to pool their resources to circumvent the problem of small sized holdings and thus reaping the economies of scale. This will help the small and marginal farmers with access to natural, educative resources, tools and machinery and otherwise inaccessible marketplace
4. Government needs to review the amendments to the Electricity Bill and Environment laws (Parali issue) that seek to heavily penalize farmers. Government must evolve mechanism to dispose of parali for environment and ecological considerations.

3. Essential Commodities (Amendment) Act, 2020 which seeks to remove stock holding limits on essential food commodities.

Government versus Farmers' Stand

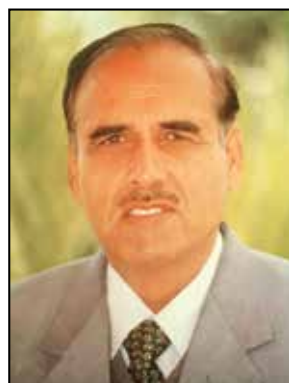
Government term these legislations as watershed in the history of Indian agriculture, that will empower and benefit the farmers as they would be able to sell their produce anywhere in the country for speedy payments. Further, the reforms enshrined in these new laws will open up new markets for farmers, give them new options and enable them to benefit from the use of technology. The dismantling of trade barriers would help to increase farmers' income.

The farmers argue that these laws would place the land, the produce, the market places and the prices in the hands of the corporate and their political friends. The big trader (the buyer) will have the right to terminate the contract whenever he wants on one pretext or the other, leaving the farmer with no fallback option. Farmers want the Government to provide legal support to MSP. One should remember that only the assured prices can ensure that farmers have a steady income.

Further with the entry of big traders, procurement through FCI would be drastically affected putting the PDS in jeopardy and food security in India will be a question mark.

Government, politicians, bureaucrats, media and judiciary must recognise the fact what J.F. Kennedy said about farmers long ago 'the farmer is the only man in our economy who buys everything at retail, sells everything at wholesale and pays freight both ways'.

We must restore the vitality to our farmers who looks to the Government to save him from the merciless forces of weather, the market and the chain of processors.



Dr. L.N. DAHIYA
Ex Vice-Chancellor,
MD University,
Rohtak &
President Indian
Commerce
Association

The Scope for Improving Organic Exports is Very High

Consumers are behaving more and more consciously about their health and sustainability; hence, the export of Organic products presents a very good opportunity as their demand is growing rapidly across the world.



Organic products are grown under a system of agriculture without the use of chemical fertilizers and pesticides with an environmentally and socially responsible approach. Organic Farming is a method of farming where crops are cultivated without the use of artificial fertilisers and pesticides that contain harmful chemicals. It is practiced without the use of chemicals. It protects the fertility of soil and uses organic waste (crop, animal and farm wastes, aquatic wastes) bio fertilisers and natural pesticides such as neem leaves and eucalyptus.

The Government of India has implemented the National Programme for Organic Production (NPOP) which involves (APEDA is the nodal organization for implementation of NPOP):

- The accreditation programme for Certification Bodies,
- Standards for organic production,
- Promotion of organic farming etc.

European Commission and Switzerland have recognized The NPOP standards for production and accreditation system for unprocessed plant products as equivalent to their country standards.

USDA has also recognized NPOP conformity assessment procedures of accreditation as equivalent to that of US. With these recognitions, Indian organic products duly certified by the accredited certification bodies of India are accepted by the importing countries.

Consumers are behaving more and more consciously about their health and sustainability; hence, the export of Organic products presents a very good opportunity as their demand is growing rapidly across the world. Major destinations for organic products from India are the US, UK, Canada, Switzerland, Australia, New Zealand, Europe, South-East Asian countries, etc.

As per the data available for 2017-18, the organic exports from India was in the range of Rs. 3450 crore and were exported to USA, European Union, Canada, Switzerland, Australia, Israel, South Korea, Vietnam, New Zealand, Japan etc.

During this year India produced around 1.70 million MT of certified organic products which includes: Oil Seeds, Sugar cane, Cereals & Millets, Cotton, Pulses, Medicinal Plants, Tea, Fruits, Spices, Dry Fruits, Vegetables, and Coffee etc. Whereas, the organic exports from India increased by 50% to INR 5,151 crore in FY 2018-19.

As per reports available online, the export volume in 2018-19 was 6.14 million tonnes. India produced 2.67 million tonnes of certified organic products which include oilseeds, rice, sugar cane, cereals and millets, pulses, fruits, spices, vegetables, dry fruits, tea, and coffee. Moreover, India produced organic cotton fiber. Domestic demand for agricultural organic produce is around Rs 2500 crore. In addition, India witnessed a two fold increase in demand is accounted for chemical and pesticide-free produce.

Therefore, the scope for improving organic exports is very high. Under the National Programme on Organic Production (NPOP), new categories of products have been added such as livestock, aqua-culture.

Currently, Only a limited range of products (mango pulp, puree, by-products of oil crops, soya meal, cakes and few ready to eat products) and single processed products such as sugar, tea, edible oils, coffee and essential oils are exported from India. India can look at exports of a whole range of value added fruits and vegetables, IQF Fruits and vegetables, Ready to eat products, Pickles, Soups and sauces, Dairy products, Processed livestock, Aquaculture products, textile products, etc.

The most demanded organic food products include soybean, sesame, flax seeds, pigeon pea, red gram, tea, and some medicinal plants.

Organic product's major destinations include the USA, Switzerland, Canada, the European Union, Australia, and Israel. In addition, Germany is one of the biggest importers of organic products from India while there is a good demand in Taiwan, South Korea, and Canada.

(Sources: Ministry of Commerce/APEDA/Online NEWS Portals)

Economic Reforms in India-The Way Forward



The intent of the government can fructify, provided we address our land and labour issues, and improve on Ease of Doing Business at the local level

On October 20, 2020, Global rating agency Fitch Ratings released a statement that Government of India's renewed policy focus on reform agenda has the potential to raise India's medium-term growth rate.

The agency welcomed path breaking reforms such as simplification of 29 labour laws into four labour codes, liberalizing agriculture markets in India, relaxing foreign direct investment norms in crucial sectors, to name a few.

Fitch Ratings has also recommended other reforms such as wide ranging privatization of state-owned enterprises. "The government intends to privatise some state-owned enterprises (SoEs), of which more than 200 are owned by the central government and 800 by state governments. A wide-ranging privatisation push involving large SOEs could be transformative. However, it remains unclear whether the government plans to surrender its majority control," the agency said.

These reform measures will send a positive signal to the global investor community at a time when Government of India attracts foreign investment under its Production Linked Incentive (PLI) Scheme. Recently, this scheme was announced for 10 Champion sectors which include Electronic/Technology Products, Telecom and Networking Products, White Goods (ACs and LED), High Efficiency Solar PV Modules, and Automobiles and Auto Components, among others. The objective is to promote large-scale manufacturing in India in order to reduce our import dependence and make our exports competitive in the global market, as also increasing our participation in global value chains.

However, the intent of the government can fructify, provided we address our land and labour issues, and improve on Ease of Doing Business at the local level. In order to attract

domestic and foreign investments, regulatory compliances need to be eased and 'Plug-and-Play' infrastructure made available by creating land banks and developing physical infrastructure. Moreover, labour laws need to become investor, as well as worker-friendly so that they benefit both these stakeholders. Further, skilling of labour needs to be encouraged to create a pool of efficient work-force that contributes towards the growth of the economy. Some further reform measures that can support India's economic growth are mentioned below:

Economic Reforms - The way forward

Develop high frequency database on labour market to identify the sectors where there are emerging job opportunities and sectors where there are layoffs. This will give useful inputs for policy actions

Reform banking sector by bringing efficiency in their governance and management practices and shoring up the capital base of weak banks. A weak banking system cannot meet the credit needs of a growing economy. Continue GST rate rationalization and correct inverted duty structure wherever necessary



Mr. BHASKAR DASTIDAR

CEO-GE India and
Advisor at World
Trade Center



Importance of Packaging and Packing

A well-designed product packaging can go a long way in putting your product into the hands of buyers.

The way shuttering work plays a significant role in building a concrete roof, the importance of packaging in the manufacturing industry is not any less. In other words, as pillars handle the roof, the packaging is the driving force in the manufacturing sector.

The packaging is the first thing that a customer notices before exploring the products in it as this is the introduction of your manufactured item that will attract the buyers/consumers. A well-designed product packaging can go a long way in putting your product into the hands of buyers. Choosing a style and colors that will appeal to consumers and encourage them to pick up your product is very important.

Many brands conduct research into the wants and needs of consumers to ensure their packaging is attractive and compelling. Whereas some people have a perception that packaging is just a waste of money because as soon as the product is unwrapped, the packing material is wastage. But actually it secures the Impression and brand loyalty.

The packaging is responsible to deliver the goods in appropriate condition to the retailers and customers. Product packaging not only protects the product during transit from the manufacturer to the retailer, but it also prevents damage to the article while it sits on retail

shelves. Without packaging, most of the goods lose their quality and get damaged which might leave a buyer in a dilemma that it is the old product being demonstrated as new.

The other aspect is securing the safety and integrity of the product by avoiding tampering before it reaches the customer because consumers expect their products to function exactly as intended.

Product packaging displays and promotes



your product in a variety of ways such as description of nutritional information if it is a food product, explanatory instructions to set-up, install and use the product, etc. This helps to manage consumer expectations and promotes customer satisfaction. The better the buyer understands what they are purchasing, the more likely they are to be happy with their purchase.

The other reason behind the packaging being the center part for manufacturers and traders is that many retailers often group similar products on shelves, so the need to separate your products from the competition is highly important. Well-made, eye-catching product packaging is a great way to do just that.

For the exportable products packing becomes even more important as the mode of shipment and transit time may differ product to product and company to company. So the outer case and the material used should be in accordance to the mode of shipment. Appropriate packing saves the product from wrong handling during whole export process and it can be done in the company warehouse itself or can be assigned to the specialized packaging companies.

While arranging for the packing export companies should take due care of all the aspect as it gives the physical protection to the product from weather, temperature and from other external conditions.

- Instead of making the separate packing for smaller objects, these can be packed in bunches or groups hence, its saves the packing cost, time and efforts.
- Proper, clear and attractive display of information while considering the local language of the destination country may encourage the

potential buyer to buy frequently.

- If required anti-theft devices can also be included in the Packages.
- it is very necessary to follow the packaging instructions given by the foreign buyer. Like; type, size, weight of packing.
- The exporter must also ensure that the packing is in accordance to the acceptable packaging materials and standards of the buyer's country.
- If no instructions are received from the buyer then, packing should be of the recognized customary standards for the particular country.

As we say, the first impression is the last impression, leave the good one on your customers!



MR. SANJEEV DHIMAN

Business Owner
Dhiman Packers,
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(Manufacturers of Corrugated
Boxes and Master Cartons)
Complete Packing Solutions



World Economy and Covid-19



Changing the way of life, people are spending to meet basic needs only.



JAYANT GHATE

World Trade Centre
(Navi Mumbai),
Maharashtra

The impact of covid-19 on the global economy and trade is enormous. Covid-19 is truly the greatest crisis in the world. It's like playing your blind salad with Covid.

Many changes have already taken place and still going in the world today due to Covid. Different political, economic and social changes are taking place. But the most important change is the global mindset that has changed during these days. There is an atmosphere of fear and disbelief everywhere. Significant changes are taking place in our behavior as well as in our culture. The big question for all of us is how to manage these new changes.

The global economy has shrunk by almost 25 percent. World trade has shrunk by about 35 per cent. Changing the way of life, people are spending to meet basic needs only. Everyone is facing a new challenge of food health and shelter needs. The proportion of travel tourism or recreation has been greatly reduced.

The industry faces new challenges. The big question is how to manage new production methods, quality as well as automation, supply chain. Online services are coming in large numbers in the field of education as well as in many other fields.

As for India, the economy has shrunk by almost 25 per cent. Importantly, employment opportunities have been greatly reduced. In the service sectors, finance, education, health, information technology, there seems to be some development. Although India's foreign trade has declined, new opportunities are emerging.

COVID-19, Lockdown & Economic Growth

This is the time to understand the gravity of the situation and turn it favorable for the business, while taking utmost care of all the safety measures



SWARN LATA
Executive Director, AECCI

India is among the world's worst-hit countries, though the Government of India had started taking the measures in an early stage of disease spread but number of cases per day in India increased on a very high rate.

Indian went under nationwide lockdown on March 24, 2020 that remained in force till

May end. Most of the people stayed indoors during this lockdown phase. Except some essential services and activities, the rest of the business, factories and companies remained shut. All the educational institutions, gyms, museums, and theaters stopped operating as per safety measures and instructions by Government of India.

Apart agriculture, most of other important contributors to economy were closed. Economic activities were put on halt and Lockdown of factories led to the cancellation of orders and job loss for the workers. Restricted mobility badly affected the major contributing sectors like aviation and tourism i.e. the worst affected internationally, and following this economic stress increased rapidly.

This complete shutdown had devastating impacts on an already slowing economy. As per data available online (released by the Ministry of Statistics and Program Implementation), Indian economy collapsed by 23.9% in the first quarter of the year and recorded as the worst decline ever

recorded since India started compiling GDP statistics on a quarterly basis in 1996.

To mitigate the economic fallout risk, Government of India had announced a \$266 billion support package containing both fiscal and monetary measures, said to be worth around 10% of India's GDP.

Rising unemployment, job losses and income losses are the prime concern at the moment that we don't see recovering back by mid-2021. Following monetary losses to the larger population of the nation, buying power is affected and so the investment of business goes on hold because of liquidity crunch. Lack of investment in business is again going to affect the employment rate and tax collection of government, that in-turn would curb the overall economic growth.

Estimates for second quarter (July 20 to September 20) of India's GDP (gross domestic product) are out, "Q2 GDP of 2020-21 is estimated at Rs 33.14 lakh crore, as against Rs 35.84 lakh crore in Q2 of 2019-20, showing a contraction of 7.5 per cent as compared to 4.4 per cent growth in Q2 2019-20. Quarterly GVA for Q2 of 2020-21 is estimated at Rs 30.49 lakh crore, as against Rs 32.78 lakh crore in Q2 of 2019-20, showing a contraction of 7," data released by ministry of statistics and programme implementation stated.

COVID 19 and especially lockdown has already caused huge economic loss and the need of the hour is to take up the economic activities on full swings to prepare for a more sustainable future, while taking utmost care of all the safety measures

Processed Food Sector Needs To Recover Lost Growth Momentum

The increasing trend of health consciousness will also prompt demand for hygienic packaging materials and increased demand for food testing labs



Food processing is a major source of employment in the country as almost 70 lakh people are employed directly in this sector and 21% of them are women. Food Processing sector has traditionally been a high growth industry in India with an average annual growth rate of around 10% in the last five years, compared with hardly 3% growth of the an Agriculture sector. However, since March 2020, the sector has been facing contraction in output on the back of the COVID pandemic. As indicated in the following chart, manufacture of food products in September 2020 hasn't restored to its January 2020 level. Similarly, manufacture of beverages is yet to return to its January 2020 level.

No doubt, the COVID pandemic has reduced demand for processed food because of safety concerns of the consumers and also because of lower income on the back of job losses. However, there are new opportunities emerging in the processed food sector as consumers demand healthy

foods, dietary supplements to boost immunity. The increasing trend of health consciousness will also prompt demand for hygienic packaging materials and increased demand for food testing labs. Packaging materials manufacturers such as the Hyderabad based AGI glaspac have benefited from this trend by introducing anti-bacterial food storage glass jars and bottles. The Indian food industry is also looking for collaboration with Italy, which is the leading manufacturer and exporter of food packaging processing machineries.

It is time the government and the local industry work hand in hand to capture the new business opportunities thrown by the COVID pandemic. Government of India's move to establish 42 mega food parks with plug and play facilities for small units, modern processing facilities and allied infrastructure such as road, water supply, drainage, training centres and other facilities will boost output with timely implementation of these projects. Already, government has approved 37 out





of these 42 mega food parks and 19 of them are operational.

These food parks not only offer opportunities for processing food grains, fruits and vegetables, but also throw enormous opportunities for processing of herbal and traditional plant varieties with medicinal and nutritional values. The post-pandemic world offers immense potential for growers and processors of herbal plants, including crops grown organically.

Recently, Government of India inaugurated an organic food processing unit to produce lemon ginger green tea, sweet rose, tulsi masala and other nutritional foods. The government should also support MSMEs and farmer producer organizations to adopt cutting edge technologies on traceability to improve credibility of standards and reduce food wastage. Fruits, vegetables and other farm products, including processed food items sold in the market should have dynamic QR code, so that consumers can trace the entire supply chain of these products right from the farmland they are grown to ensure safety and hygiene of these products. Traceability technology can also minimize wastage of food in its journey through the supply chain. Indian food producers and farmer producer companies can also explore the growing market for health drinks and nutraceuticals. Currently, the Indian energy drink market is dominated by foreign firms such as Red Bull GmbH, Coca-Cola, PepsiCo, Danone, besides large Indian firms such as Goldwin Healthcare, Parle Agro, Universal Group, Dabur, Hector Beverage, One8 etc. Nutraceuticals, which largely includes dietary supplements, herbal and non-herbal extracts is a promising segment of the food processing industry where Indian MSMEs can penetrate. Currently, major Indian firms operating in this category are Amway, Himalaya, Dabur

and Emami. The food licensing authority at the central and state governments should create awareness about the Recommended Dietary Allowance norms that manufacturers of nutraceuticals and health supplements need to comply with. Awareness should also be created about World Health Organisation's Good Manufacturing Practices and similar standard norms of India's FSSAI.

It is laudable that the Food Safety and Standards Authority of India (FSSAI) taken various measures recently to improve ease of doing business. Some of its measures are: introduction of simplified process for new license application, registration and renewal of existing licenses, approval of 30 rapid food testing kits or devices for speedy testing of food at the field level, launch of food safety training and certification programme, certification schemes for unorganized food vendors etc.

While the government's recent emergency credit line guarantee scheme will act as a much needed cushion to the food processing industry, creating awareness and training programmes among aspiring food processing entrepreneurs will help recover the lost momentum in growth of this industry since the outbreak of the pandemic.



Mr. BHASKAR DASTIDAR
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Prosperity for Marginal Farmers - A Civilization Journey

In India which is the land of opportunities, each and every marginal farmer has the potential which he/she could realise by going back to the very roots of ecological balance



ANURAG TRIVEDI
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Motto-India Rising Through
Rural Resurgence
More at Shaanfoundation.org
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“Two years ago, I told myself enough of running around in Mandis and started pepper cultivation instead of wheat on my four acres of land. I earned a good profit, all my pepper was sold at my doorstep, and the buyer made a quick payment since there is no middleman involved”, said Lakkha Singh, a marginal farmer from Malwa region, Punjab. Yes that same Punjab which is infamous for its unsustainable paddy and wheat production. The Malwa region, though, in the state has a different story to tell. Many small and Marginal farmers in this region have chosen to innovate and cultivate exotic crops like strawberries, dragon fruit, figs, and bell peppers. The only concern that these innovative farmers have is price crashes which forbids them from good returns due to absence of cold storage facilities. Exporting their produce is one best way to earn good returns but less considered, especially by small and marginal farmers. Ever asked why?

Agri-Export Potential of India

The Green Revolution has played a significant role in not only enhancing India's self-sufficiency in food production but also making it the 14th highest agriculture exporting countries in the world. It has become the largest exporter of rice, but it remains limited to just paddy exports and lacks in other Agri-exports. This is in spite of being the number one producer of dairy, mango, banana and second largest producer of cereals, fruits and vegetables in the world. The domestic consumption of these commodities is far less than total production making options for export viable.

Organic has also been the main theme for food consumption throughout the world. Quality of food is now

Current issues - what is preventing farmers?

Constraints in Agri exports for marginal farmers:

- Exporting is not a norm and considered as a too big thing to do
- Lack of export infrastructure and awareness - like quality testing norms, training makes accessibility worst
- Monopolies of APMCs discourage sales outside mandis.
- WTO's sanitary and phyto-sanitary clauses hinder fertiliser-ridden exports – a drawback of Green Revolution.
- Chinese cheap export due to huge scalability and enabling ecosystem
- Lack of market orientated production
- Farm to fork chain needs to be more robust and fast

Constraints in adopting sustainable agriculture practices:

- Absence of risk taking ability leading to lack of innovation
- No incentive to adopt such practices – Same MSP on all types of crops, whether with chemical residue or organic
- With modernisation and mechanisation of agriculture taking toll, ancient agriculture practices have taken a backseat
- Absence of locally available best practices
- Requires more time and effort
- Changing definitions of prosperity, abandoning cow which is centre of all organic and sustainable agriculture

becoming as important as price if the same. In this situation, India's classic, traditional means of cultivation and crop preservation (detailed out further) can be useful to avail better returns by branding them as 100% Organic.

However, now the Green Revolution has impaired Indian Agri exports, with decreasing productivity and increasing chemical residue, making it unsuited for exports.

Farmer Laws - A Guiding Path

The recently enacted farmer laws could be a way to break away from the shackles of chemical rich farming. As mentioned in section 4 of the Farmers (Empowerment and Protection) Agreement on Price Assurance and Farm Services Act, 2020, mutually accepted quality, grade and standards of farming produce are to be adopted. The technological methods to make agriculture sustainable is economically non-viable. As a result, farmers will have to adopt the traditional, ancient ways of organic farming. This will significantly improve farming practices, making them competitive at the international market. The Farmer laws provide the opportunity to the farmers to sell their anywhere and everywhere, making them sovereign to sell. These laws eliminate the need of a middleman (who are known to harass small and marginal

farmers). Sustainability checked. Now what about exports? Section 4 of the Farmer's Produce Trade and Commerce (Promotion and Facilitation) Act, 2020 empowers every person with a Pan card to become a trader, i.e., to purchase the farmer's produce. This includes

Exporters as well. The farmer can directly sell his produce to an exporter or even on e-commerce platforms for the purpose of exports.

The current paradigm has presented a dire need to look back at the ancient perception of agriculture. From the valmiki ramayana's focus on "annadana" to mahabharat's sage narad questioning the king "how well he is keeping the farmers" and even today the worshipping of the

legend of annapurna (the goddess of food and nourishment) is inextricably linked to the social prosperity, for it is the farmers who held a high position in the society and who fed everyone from the king to a citizen.

The arthashastra (by Chanakya) mentions agriculture as one of the 3 Vartta (Commerce) in Ancient India. Agriculture was treated as a commercial practice unlike today where we give a bare minimum support price making the farmers dependent. However, there are ways through which we can reclaim the lost glory of such a noble profession which is agriculture. Various communities, Indigenous people still carry on the traditional practices of not only sustainable, organic and healthy but also a prosperous one which are highly in demand both domestically and internationally.

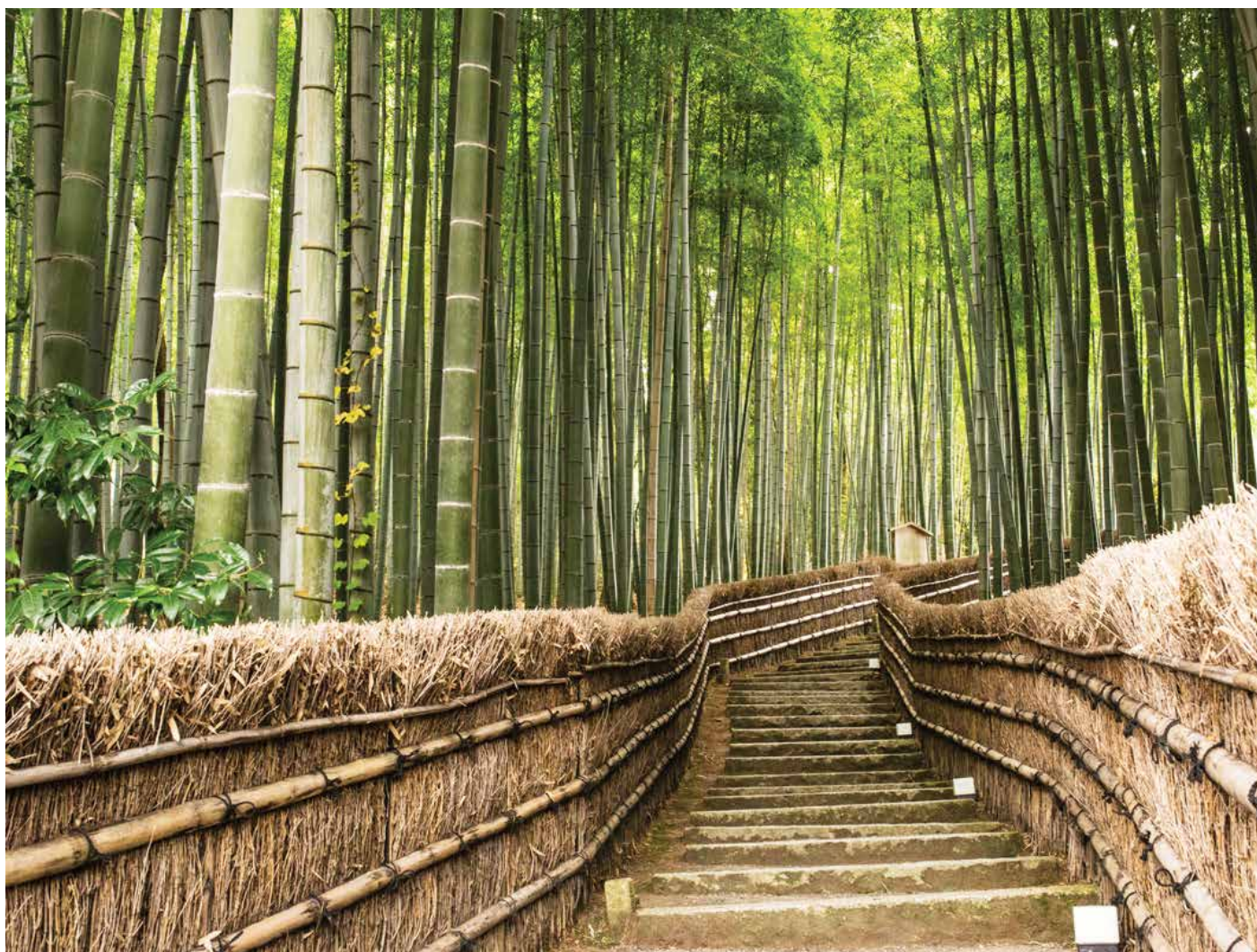
Looking at the traces of Kalibangan (in Rajasthan), Mehrgarh (in Pakistan) - the then one of the most important places in Harappan

civilization; one thing worth noticing is that crops were climate resilient and no crop was sown in an area which was unsuitable.

The foremost reason why agriculture remained sustainable till the arrival of chemical fertilizers and unfair irrigation policies along with politicization of agriculture.

These sustainable practices if used by the farmers along with local varieties of crops can lead them to not only addressing the demands of the domestic market for safe, sustainable, nutritious food but also India can reclaim its position of trading and exports to the global market.

Furthermore, the link of region specific crops famous for its quality and the GI tag has helped Indian farmers raise their export. The Kesar of Kashmir valley is a brilliant example of that, if the farmer is freely linked to the market, then he/she is sure to get the right price with profit while sustainably performing the traditional practices.



Rice fish culture of the apatani tribe, Arunachal pradesh



A unique practice in the state where two crops of rice (Mipya and Emoh) and one crop of fish (Ngihi) are raised together. Integrating aquaculture with agriculture leads to higher productivity and year round employment opportunities for farmers.

Furthermore, the locally available organic manure is used to enrich the soil which further feeds the fish. The huge bunds to control water are utilized through growing vegetables on them.

The bases of the bunds are supported by bamboo matting. Millet cultivation (sarse) on the bunds is a common practice in Apatani plateau. Hence, leaving no portion of paddy plots unutilised.

Miracle millets - trade of millets since indus valley civilization



The famous Baranaja cropping systems of uttarakhand, Saat Dhan in Rajasthan and the Pannendu Pantalu of andhra pradesh are all examples of sustainable climate resilient crops which offers livelihood throughout the year and helps mitigating climate change.

Also addresses food and nutritional security for the poor and is not dependent on rain. Millet farming saves nearly six million litres of water per acre.

Plant products instead of chemical pesticides



In Himachal pradesh, a mixture of tobacco, neem, aritha and givatpatha is effectively used against the insect pests of mustard crops in Una district of Himachal Pradesh. Neem leaves are a naturally available pesticide, Insecticide and germicide.

It is used by farmers to preserve cereals and pulses. Indigenous pest management was practiced even before chemical pest management existed. These traditional practices were cheap, local and would effectively manage the pests without ruining the ecological balance.

Sustainable easy and cheap storage systems of tribals



The storage containers are made from a variety of locally available materials differing in design, shape, size and functions, depending on the use.

The materials used include paddy straw, wheat straw, wood, bamboo, reeds, mud, bricks and cow dung. (locally available material only)

These storage units are often covered with the leaves of sag (Tectona grandis) or cow dung, which enables the grain to be stored without contamination for many years.

For example - In Kutch, especially among Rabari communities, Kothi is used to store a variety of grains.

It is a room constructed with a large door for pouring grains with a small outlet made at the bottom.

In today's globalized world, GI also acts as the guardian of the local culture and tradition.

GIAHS in India - Saffron Heritage of Kashmir, India, 2011 , Koraput Traditional Agriculture, India, 2012, Kuttanad Below Sea Level Farming System, India, 2013

For harnessing export potential of Indian agriculture along with preservation of environment, of local culture and traditions while making farmers self-reliant, is the India way.

Branding Agri commodities is very important especially that of organic produce and rich traditional crops which we have been preserving.

There is an utmost demand to focus on Clusters and putting in place institutional mechanisms for effective involvement and engagement of small and medium farmers for the entire value chain as group enterprise(s) within clusters of villages at the block

Level for select produce(s). This will help to realize the actual benefit and empowerment of the farming community to double their income through the entire value chain.

Moreover, we should entail to promote value added exports such as product development for indigenous commodities, promoting value added organic exports, promotion of R&D for new product Development for the upcoming markets since today only 1% of students enroll for the agriculture related studies in higher education.

Skill development is another necessity, Million farmers schools in Uttar Pradesh should be an inspiration for other states for successfully training the farmers, the practice won international recognition including from international food policy research institute.

Another aspect which needs light is marketing and promotion of "Brand India" - Post Covid-19 world has shown the impact of Indian preventive healthcare as well as that of centuries old Indian food habits like ginger and honey for preventing cough. All of this on the world stage has gained momentum as India rises, the demand for such food rises and amazingly every state, every district of India has the potential to contribute to Brand India.

Lastly, the most awaited farmer's reforms to attract private investments in export oriented activities and infrastructure, establishment of Strong Quality Regimen, Creation of Agri-start-up fund: Entrepreneurs are to be supported to start a new venture in Agri products exports during their initial period of establishment.

To conclude, In India which is the land of opportunities, each and every marginal farmer has the potential which he/she could realise by going back to the very roots of ecological

balance.

Kisan is owner of two things- Cow and land and if we incentivise using one to enrich other then we are not only reducing the cost of agriculture for marginal and small farmer but also enabling him to fetch more prices. And these incentives must be in form of procuring his produce while also giving him support at farm level for boosting quality and decreasing pesticide residue. We in Unnao district of Uttar Pradesh have been trying to connect small farmers with markets while conducting training sessions for them. We as an institution have been working in 20-30 villages and we welcome all industry and institutions to help us in making one district a mode for industry led agriculture growth and farmer welfare. It's time to make our Kisan (farmer) - Vyapari (Trader).

Let's restore sanctity of profession by breaking the taboo that farmer is helpless and lets work towards - "Doctor, Engineer, Teacher, lawyer...Farmer"

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The Globally Trending Vegan Milk

The vegan milk industry is a blooming trend these days, with changes in lifestyle and standard of living



What is 'Vegan' milk?

Milk extracted from plants/nuts or alternative of milk is regarded as Vegan milk. It is non-dairy based and often provides a creamy mouth feel.

Introduction & Abstract

In this globally trending market of food and dairy, we majorly emphasize on developing the products that meet the emerging demands of consumers, as per their changing needs. The functionality of product plays a vital role, which is specific to the lifestyle, age, disease, etc.

One such requirement is of the milk alternative that is an answer to many problems related to cow milk allergies, lactose intolerance, calorie concerns, etc.

General classification of Vegan Milks

- Nut based- Almond milk, cashew milk, walnut milk, coconut milk, pistachio milk.
- Legume based- Soy milk, peanut milk.
- Seed based - Sesame milk, flax milk, sun-flower milk.
- Cereal based- Oat milk, rice milk, corn milk.

Insights of major vegan Milks-

Soy-Milk- It is a popular vegan drink produced by soaking, grinding and filtering soy extracts. It is plant-based and can support healthy muscles and organs. The only drawback of consuming soy milk is that it produces estrogen-like compounds 'isoflavones', which is said to impair fertility and induce the growth of cancer cells.

Oat-Milk- It is made out of rolled oats, blended with water and strained. Oat milk is often fortified with vitamins, calcium and potassium. It is rich in carbohydrates. It is low in calories thus, a boon for the calorie conscious society.

Coconut-milk- It comes from the white flesh of

mature brown coconuts. It is a high calorie food and constitutes a major part of many recipes. Coconut-milk contains small amount of MCT's that might help you lose belly-fat, affecting weight-loss.

Almond-milk- It is made by blending almonds with water and straining out the solids. It has a pleasant nutty flavor and creamy texture to that of dairy milk. Almond milk is not as nutritious as the cow milk, though the enriched ones come close.

Negatives of Vegan Milk-

- They do not meet all the nutritional requirements except the fortified ones.
- They come with downsides such as digestion issues.
- They lack essential proteins.

With all the pros & cons, the vegan milk industry is a blooming trend these days, with changes in lifestyle and standard of living, more and more population is attracted towards this global health trend.



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Modern Techniques of warehousing in AgriTrade

Technologies are paving a way into the Agri warehousing eco-system, especially with billions of investment being pumped into various agritech startups and with the rise of awareness and consciousness for organic food and farming.

Indian agriculture Past, Present and Future

With 55% of the population depending on agriculture, it is one of the most pivotal sectors that contribute to our economy. Thanks to Green Revolution which played a significant role in the post-independence era to make India self-sustenance, but also helped us to bounce back in regaining some positions & achieve new milestones. As fabled in the ancient times, India is still 'spice continent', the largest producer, consumer and exporter of spices and spice products in the world. The white revolution led by Verghese Kurien, made India top the world in milk and fruit production, in fact, it ranks third in farm and agriculture outputs & accounts for 10% of the world fruit production. It is the second-largest producer of wheat, rice, sugar, groundnut and inland fish. Overall agricultural exports constitute 10 percent of the country's exports and is the fourth-largest exported principal commodity.

However, the story is not as rosy as painted everywhere and the country is still facing issues like droughts, lack of mechanization, lack of infrastructure facilities, no guaranteed MSPs, farmers still not able to get on-time accessibility to agricultural inputs like seeds, pesticides, fertilizers, agrochemicals, etc. 'Agri-logistics', which deals with the supply of food and other agricultural products from the producer to the final consumer is one area that needs special consideration. Though it is said that a lot has happened in it, still a long way is there to tread to ensure the delivery of right product to the right customer at the right time and in the right quantity & quality while ensuring profitability to all the involved stakeholders.

Though India has advanced in technology globally, there is very little happened in the Agriculture sector vis-à-vis other developed and developing countries and it is very evident in the average agricultural output per hectare. In order to realize the dream of doubling the farmers' income by 2022, all the touchpoints in the agricultural value chain need to be given a careful push. A combination of technology, IT, rural retailing, mandi warehouse management system, home deliveries, and supply and distribution business can do the wonders.

Bridging the gap of efficiencies in the Agricultural ecosystem

The Agri-logistic services will enable Farmer Producer Organizations, Traders, Processors, Exporters, and Corporates to the safe-keeping of their produce and fast-track the delivery to markets. For all of human history, increasing agricultural production has been a function of either adding more laborers or finding more efficient tools and systems to do the job. And today it's no different. Efficiency is measured at each and every point of the entire value chain; while some parameters depend on external factors and can't be controlled much such as rains, price differences, market surges, etc. Some of them can be completely controlled and managed to get the desired results. One of them is agri-warehousing.

Generally, warehousing is an extremely



unorganized industry and in the agriculture sector, this is steeper. Warehouses ensure accommodation of growing agricultural produce, food security, and controlled food inflation. Currently, there are 3 public sector agencies, involved in building large-scale storage and warehousing capacities in the country, i.e, Food Corporation of India (FCI), Central Warehousing Corporation (CWC) and 17 State Warehousing Corporations (SWCs).

Achieving Efficiency through Technology

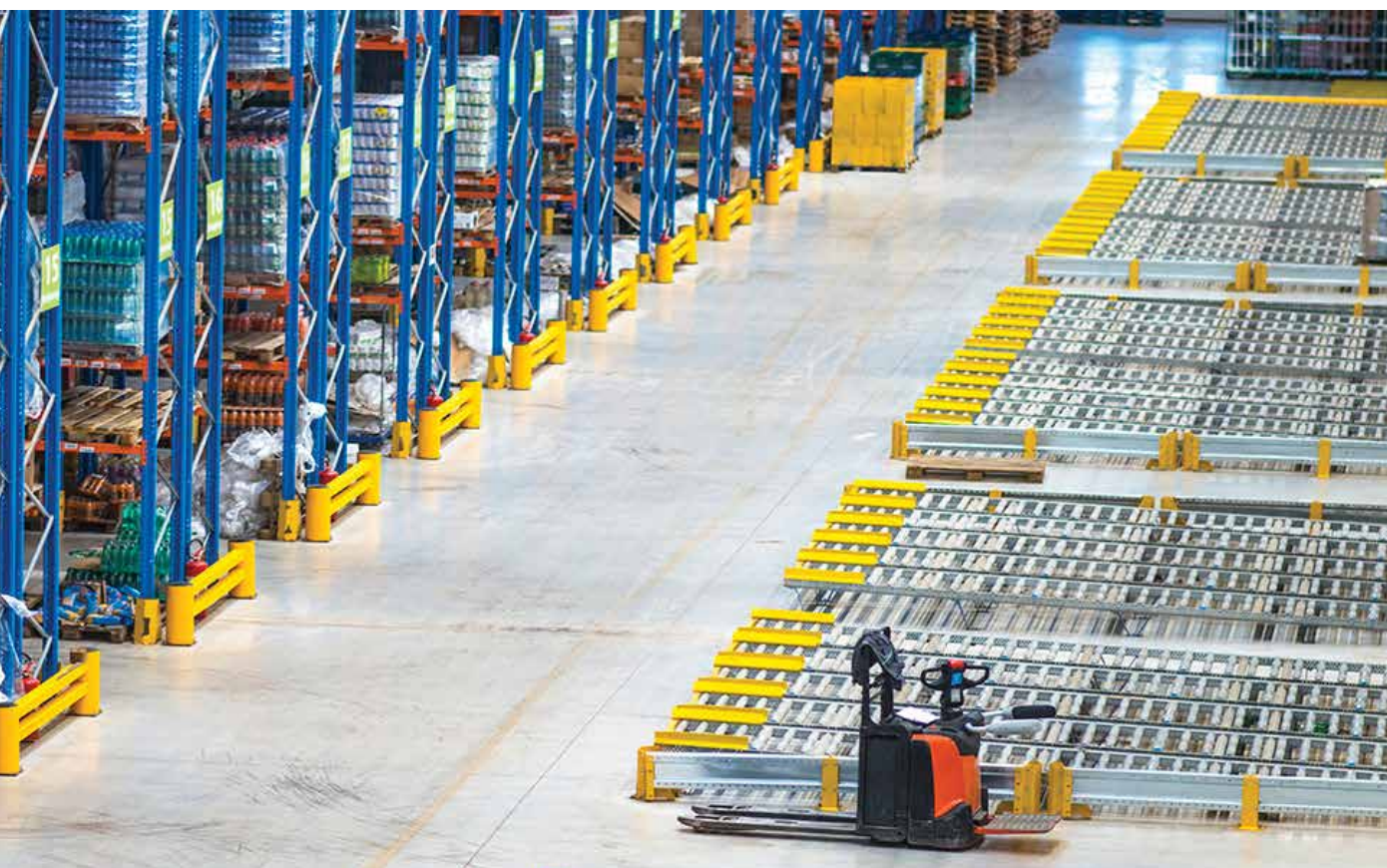
With a suite of high technology industrial automation solutions like mobile robotics, software solutions, picking technologies, dense storage systems, robotic packaging systems, and Industrial IoT solutions and with an experience of serving multiple industries, Addverb Technologies would propose the following set of technology solutions to achieve and amplify the agricultural ecosystem of India.

i. Extra warehousing through space utilization

Storage space utilization is one of the main issues that exist across all the industries, in fact it

is estimated that there is a gap of 35 mn MT of agri-warehousing space. As per the latest FCI annual report, the private sector has close to 25 mn MT of storage capacity, while the government bodies like the FCI, Central Warehousing Corporations (CWC) and the various State Warehousing Corporations together (SWC) have a storage capacity of 71 mn MT. To put the scarcity in perspective, food grain stocks held only by the government were 80 mn MT last year. This calls for the creation of more space in agri-warehousing. However, soaring rental rates & skyrocketing real-estate costs necessitate the utilization of the existing space efficiently. And the existing space not only through horizontal space utilization but vertical utilization as well wherein we take advantage of the cubic face of the warehouse.

While going for such warehouses real storage density & material movement can be provided with modern warehouse automation solutions like pallet shuttle dense storage solution wherein the large volume of an SKU can be stored and retrieved with the help of Pallet shuttle. Cruiser is our in-house built pallet shuttle dense storage and retrieval solution that provides a space utilization of almost 280% in the existing space by allowing



us to store more pallets in the same space. It works at a speed of 1.5m/sec allowing faster movement of material & with a payload of up to 1500Kg. Cruiser can also be used for both FIFO & LIFO storage of the material up to 40m deep. Its 2-level sensory mechanism allows us to slow down and stop in case of any obstacles within the racking system like humans/other pallet loads, making it a semi-automatic and human-friendly solution.

Cold storage solution: India's current cold storage capacity at 25 MT and is barely sufficient for 10% of fruits and vegetables produced in the country. This can also be increased through vertical utilization of height through pallet shuttle dense racking system. With a rugged & wide operating temperature range of -30 degree to 55 degree centigrade, Cruiser is an apt solution for storage and retrieval of the cold storage material.

ii. Efficient management of inventory with a Warehouse Management System

Despite a lot of fragmentation, warehousing in agriculture is part of the larger agricultural ecosystem. It is now seen as an integral part of the overall value chain where goods are not only stored for safekeeping but also where other value-added processes are implemented, thereby, minimizing quality & quantity losses.

Entire agricultural value chain activities require coordination among various other activities and other systems like Mandi management system, order management system, etc. A warehouse management system can be deployed to ensure information flow to all the stakeholders like producers, intermediaries, consumers, and other players and manage the inside inventory, optimize processes, and control operational costs.

Optimus, our own warehouse management system with rich features and highly modular systems helps to connect to a lot of other intermediary systems and helps in realizing best inventory management, location management, put-away, claims, price management system, etc. Our Optimus combines automation, the Internet of Things (IoT) and data analytics to ensure safe handling and storage of agricultural produce.

AgriTech Warehousing: Vision to the future

There are other technologies that are there, paving a way into the Agri warehousing ecosystem, especially with billions of investment being pumped into various agritech startups and with the rise of awareness and consciousness for organic food and farming. Some of the below-mentioned solutions have already been implemented in the Indian agri-ecosystem:

- Cold storage automation solutions for maintaining tight freshness, controls and improves the quality of perishable goods.
- Automatic Storage and Retrieval System (AS/RS) for Refrigerated/Freezing environment with a multi-level racking for high efficiency and storage capacity of fruits, seafood, and dairy products.
- Autonomous Mobile Robots for order picking operations.
- Warehouse control system to optimize all the warehouse operations and achieving efficiencies and consumer safety. Also, the software facilitates advanced analytics about consumption patterns, seasonality, shelf-life, seed variety, etc for data-driven decision making.
- Designing effective distribution channels
- Truck Management system & dock management systems for the best utilization of trucks and other rented fleet.

Few of the above-mentioned solutions have been regularized across the developed and some developing countries across the world; however, with a host of new ideas breathing life in the Indian Agri ecosystem, the day is not far when we would be able to overcome every challenge pertaining to Agriculture by implementing the technologies of Industry 4.0 and see the smile on each and every farmer of the country.

About the Author



AMIT KUMAR
Co-Founder
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Amit is one of the co-founders of Addverb Technologies, he heads International Sales & Business expansion. Earlier he had been associated with IT implementation in Asian Paints for WMS and MES. He was in Europe implementing SAP WMS in various warehouses across Europe. In his last assignment, he was COO at a startup- 100 % FDI in India managing a team of 300 people. He has rich experience in SAP, RFID and other IT and automation solutions in manufacturing & warehouse.

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