

# प्रारम्भ PRARAMBH

An Export Import Trade Magazine

**MANUFACTURING**

**GROWTH RATE**

**BEAT CHINA**

**EXPORTS**

**INFLATION**

**INFRASTRUCTURE**

**2023 BEST YEAR OF  
INDIAN ECONOMY**



## **Forward**

Prarambh, your one-stop magazine for all updates, news and more.

There is but a few highlights from India this time. The media and the Indian diaspora all around the world are abuzz with the Ram Janmabhoomi at Ayodhya. The high-end Airport, Maharshi Valmiki International Airport and the new Railway Station at Ayodhya are already set in order for operations.

The temple consecration is on the 22nd January 2024, the people are going agog. It's been 500 years of wait for this land and the temple for who the India has been struggling to give its due recognition.

The Heritage of India is restored; the world is waiting to witness this epic celebration! The commercial ships at the high seas near Red Sea are at threat of the Houthis. Although more than 20 countries have joined a coalition to protect the Red Sea Shipping, the Houthis have issued more threats. The disruption actions by Houthis are causing the freight charges to be higher due to high rates of insurance for the vessels passing through the Red Sea.

With No End in Sight to War, Israel and Palestine to Enter New Year. What started on 7th of October 2023, does not care to end amidst the largest violence against mankind. The Gaza Strip is dilapidated, tunnels excavated, hostages under Hamas in torture, but seems no end.

On the other end, India is celebrating its GDP growth and the achievements of 2023! While all this and more is going on the world, we remain determined of our goals! We embark upon 2024. A new Year, with new resolution, new energy, new beginnings!

New Business.

Exporting is Joy!

**Warm Regards**

**Team iiiEM**

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### India – The Growth Engine

In the vast landscape of global economies, India stands out with its meteoric rise and unwavering determination to reach new heights. With its rich cultural heritage and a population of over 1.4 billion people, India has emerged as an economic powerhouse, consistently showcasing its prowess on the global stage. 2023 has proven to be a turning point as India's GDP surges, solidifying its position as a frontrunner in the global economic race.

### Gross Domestic Product

A country's growth is measured most popularly, by the Gross Domestic Product (GDP). GDP is calculated by adding up all of the money spent by consumers, businesses, and the government in a given period. GDP is the market worth of all final services and products produced within the boundaries of a country over a certain period. It is expressed as a percentage. If the GDP growth rate is positive, the economy is growing; if it is negative, the economy is contracting or in recession.

According to government data, India's GDP growth rate is higher than the major economies such as Russia, the USA, China, and the UK.

According to official data released on May 31, the Indian economy recorded a growth of 6.1 percent in the fourth quarter of the fiscal year 2022-23. This strong performance contributed to an annual growth rate of 7.2 percent.

### India's rank in GDP

Rank	Country	GDP (in U.S. dollars)	Annual Growth rate
1	United States of America	23.3 trillion	1.58%
2	People's Republic of China	17.7 trillion	6.3%
3	Japan	4.9 trillion	1.3%
4	Germany	4.3 trillion	0.2%
<b>5</b>	<b>India</b>	<b>3.75 trillion</b>	<b>7.2%</b>

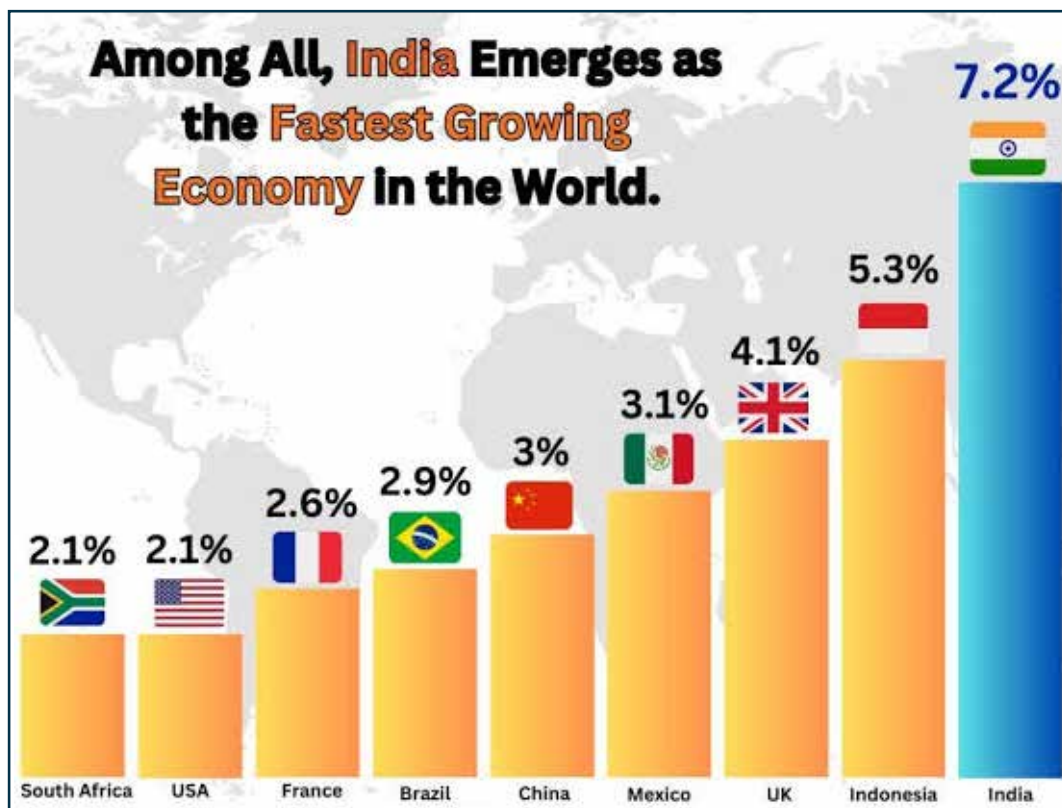
## GDP per Capita

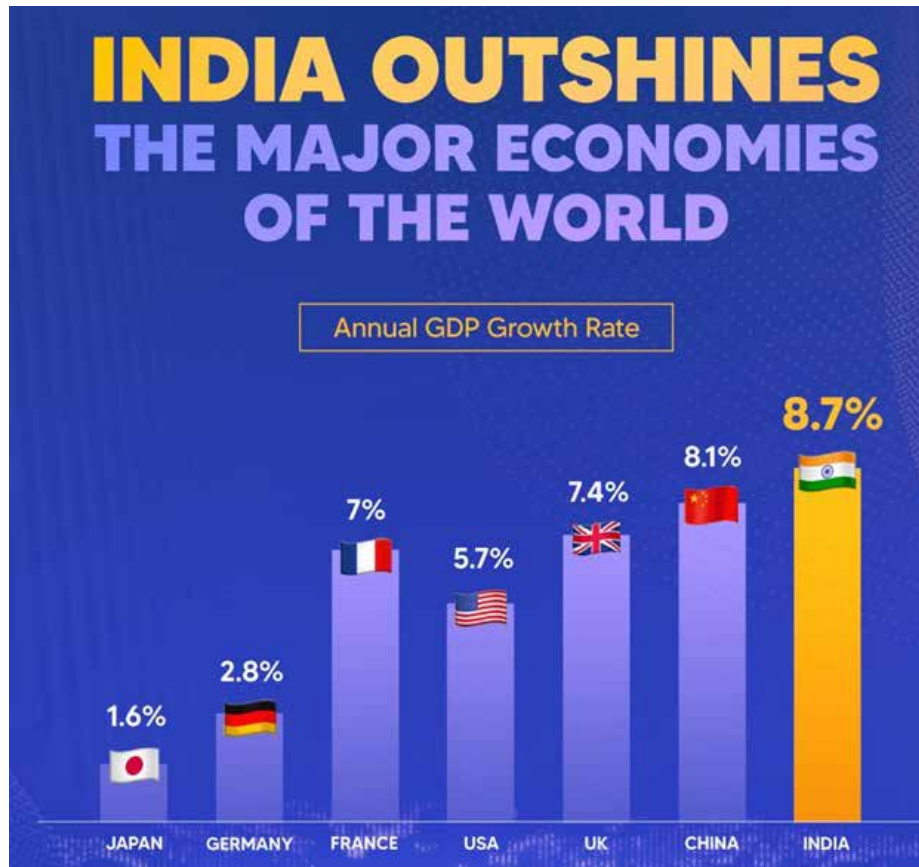
GDP per capita is a way to achieve economic well-being that takes into account both the size of a country's economy and its population. The gross domestic product (GDP) divided by a country's population is a useful measure of the level of living and economic prosperity in that country.

According to the National Statistical Office, the estimated annual per capita (net national income) at current prices for the year 2022-23 is reported to be Rs 1,72,000.

India is now the fifth-largest economy in the world GDP rankings list due to its strong economic foundations, thriving domestic demand, careful financial management, high saving rates, and favorable demographic trends. The country's major economic contributors are

- Agricultural & allied Products
- Technology Services
- Manufacturing
- Construction
- Handicraft industry and
- Business outsourcing.
- Financial Services
- Healthcare
- Tourism





India is truly called the shining star of the global economy.

Indian deserve to higher standard of living, ample job opportunities, more business opportunities, more profitable business alliances, respectable public services and also increase in foreign investments in the Indian market.

India, the world's fastest and sustainable economy of the world.

The Rising Star to reach the glorious, prosperous and "golden" days.  
May this be only a beginning!

**Warm New Year Wishes**

**Dipak Sudhir Manohar**



### India's Achievements towards Growth in 2023

India, known for its rich history and cultural diversity, has made significant strides in various fields over the years. From space exploration to social innovation, India's achievements have garnered international recognition. Today, we'll celebrate the top achievements that underscore India's growth on the global stage.

India's journey to becoming a global powerhouse is marked by numerous achievements across diverse sectors. From space exploration to economic growth, the nation has demonstrated its resilience, innovation, and commitment to making a positive impact on the world stage. These benchmark achievements not only showcase India's progress but also underscore the nation's potential for future growth and leadership in various fields.

India has witnessed several notable achievements across various sectors. Here are some of the most prominent ones:

- **Fastest-growing major economy:** Surpassing the UK, India emerged as the world's fifth-fastest growing major economy in 2023, recording an impressive 7.8% GDP growth in the first quarter. This bodes well for the country's long-term economic aspirations.
- **Green Budget:** In February 2023, the Indian government presented a "Green Budget" focused on sustainable development and environmental initiatives. This included allocating funds for renewable energy, electric mobility, and afforestation programs.
- **Record FDI inflows:** India attracted a record Foreign Direct Investment (FDI) of \$83.57 billion in the financial year 2022-23, showcasing increased investor confidence in the Indian economy.
- **Mumbai Metro expansion:** Phase 3 of the Mumbai Metro was operationalized in 2023, adding new lines and stations to the city's extensive metro network, improving public transportation and connectivity.
- **Dedicated Freight Corridors:** Several Dedicated Freight Corridors (DFCs) became operational in 2023, streamlining freight movement and reducing logistics costs for businesses.

- World's longest river cruise: The world's longest river cruise, the MV Ganga Vilas, successfully navigated the Ganges River in 2023, boosting tourism and showcasing India's rich cultural heritage.
- G20 Presidency: India held the prestigious G20 presidency in 2023, putting the country at the forefront of global discussions on critical issues like climate change, digital transformation, and economic recovery.
- UPI adoption: India's Unified Payments Interface (UPI) continued its meteoric rise in 2023, recording over 10 crore (1 billion) digital transactions in a single day, solidifying its position as a global leader in digital payments.
- Chandrayaan-3 mission: The Indian Space Research Organization (ISRO) successfully launched the Chandrayaan-3 mission in November 2023, aiming to land a rover on the lunar surface and further India's space exploration endeavors.
- Asian Games success: India's stellar performance at the 2023 Asian Games in Hangzhou, China, with 107 medals (31 gold, 31 silver, and 45 bronze), showcased the country's sporting prowess across various disciplines.
- Football on the rise: Indian football saw significant progress in 2023, with the men's national team achieving its highest-ever FIFA ranking (104th) and the Indian Super League attracting increased viewership and investment.
- Asia's largest modern helicopter factory has been inaugurated in Tumkuru.
- Bharat Mandapam – ITPO; the G20 venue gifting India with a world-class convention and exhibition infrastructure.
- Vande Bharat Express: Transforming Travel in India
- Economic Growth: India's robust economic growth has made it one of the world's largest and fastest-growing economies. Achieving a trillion-dollar economy, India is now setting its sights on a sustainable future, emphasizing sectors such as renewable energy and technology.
  - a. 6.3% GDP Growth
  - b. 4.87 % Inflation
- According to IMF estimates, will emerge as the world's third largest economy by 2027, hopping over Japan and Germany, as its GDP crosses US\$5 trillion dollars.



- India has deployed Naval warships to safe-guard the sea-way transportation for commercial ships bound towards India. Considering the recent spate of attacks in the Arabian Sea, and the Red Sea, India has acted promptly to counter terrorism by vigilant placement of Indian Navy and Indian Coast Guard to protect the merchant ships.

These are just a few highlights of India's achievements in 2023. The country's journey towards progress continues, and these milestones pave the way for further growth and development in the years to come.

Nonetheless, 2023 has undoubtedly been a year of remarkable achievements for India across various sectors, showcasing its potential to become a leading force on the global stage.

Stretching roads, mountains to conquer,

Reach the sky's embrace, leave rainbows in our wake

Where dreams unfurl and spirits soar, the journey is our prize.

Let's be a part of India's growth.

Until the next,

**Happy New Year**

**Trupti Shah**

Trupti Shah



### What are Payment terms?

Payment Terms are a crucial part of International Trade, based on which exporters and importers decide how the final payment is to be processed. It's up to the two parties to decide or negotiate these terms.

There's always a risk involved when it comes to the recovery of invoice amounts; and in cases of exports, the risk is even higher due to the physical distance between the two parties and diversities in the legal structures of the two countries.

To minimize the risk and facilitate the process different types of payments are made available to importer and exporters by which they can enter into mutual agreements. Some payment methods are more favorable for the buyer and some are more favorable for supplier. What payment terms will they transact with, depends upon the trading history and relationship between the two parties.

### Most Common Payment Terms

There are 5 types of payment terms and conditions in export. They are as follows:

1. Open Account
2. Documentary Collection
3. Letter of Credit
4. Cash in Advance
5. Consignment

#### 1. Open Account

The Seller has agreed to a full credit to the buyer. In the Open account payment in International Trade, the buyer receives the goods shipped by the exporter and then makes the payment at the end of an agreed credit period. The credit period can be of a fixed duration – 30 days, 60 days, 90 days, etc. There is a gap between the date of receipt of the purchase order and the date of receipt of payment, with activities like production and shipping to be concluded in between.

The time gap involved in this method puts a burden on the working capital situation of the exporter.

## 2. Documentary Collection

In this payment method, both parties involve their respective banks to complete the payment. The remitting bank represents the exporter while a collecting bank works on behalf of the buyer. Once the exporter ships the goods, they can submit the shipping documents and a collecting order to the remitting bank, who in turn will send these to the collecting bank along with the collection instructions. This is then passed on to the buyer, on whose payment the collecting bank transfers the amount to the remitting bank. Finally, the exporter receives the amount from the remitting bank. Documentary collection may be 'at sight' or after a time-lapse.

There are 2 types of Documentary Collections : -

### a) Cash Against Documents / Document against Payment (D/P)

CAD payment term / DP in export, happens when the buyer needs to pay the amount due at sight. This payment is made before the documents are released by the buyer's bank (collecting bank). It is also known as sight draft or cash against documents.

### b) Document Against Acceptance

DA payment term in export, is an arrangement where the buyer is required to make the payment only after a specific duration. In this mode, the buyer accepts the time draft and makes a promise to pay. Once this acceptance is received, the bank can release the documents to the buyer.

## 3. Letter of Credit

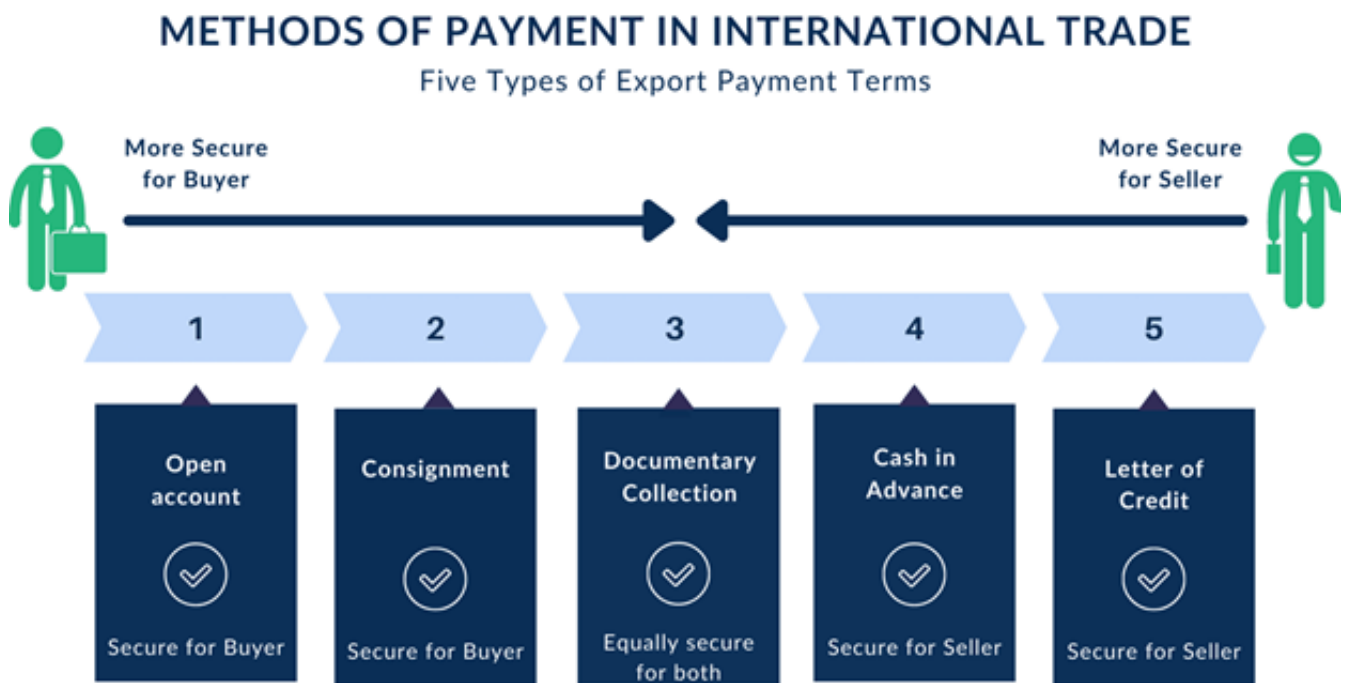
This is a safe and common international trade payment mechanism. The buyer's bank gives a written commitment to the seller, called a Letter of Credit. It is an assurance to the exporter that the buyer's payment will be settled as per the agreed timeline and will be subject to the agreed terms and conditions.

## 4. Cash in Advance

This is by far the safest & the best mode of payment term in international trade for the exporter, in which they ship the goods to the buyer only after the receipt of payment from the buyer. Depending on the terms agreed upon, the payment may be full or partial. However, since in this case the buyer takes on the bulk of the risk associated with the transaction, most importers are unwilling to enter into cash-advance agreements.

## 5. Consignment

Consignment method of payment in International Trade is a variation of open account in which payment is sent to the exporter after the goods have been sold by the foreign distributor to the end customer. The key to succeed in exporting on consignment is to partner with a reputable and trustworthy foreign distributor or a third-party logistics provider.



### Did You Know ?

INDIA is the country that has the largest number of post offices in the world ! The world's highest post office is also located in India (Hikkim) which is located at 15,500 feet, Hikkim is part of the Lahaul and Spiti district in Himachal Pradesh.

## State of India – Goa

Goa is located on the west coast of India.

The state shares its borders with Arabian Sea to the west, Maharashtra to the north, and Karnataka to the south and the east.

It is traditionally known as a tourist paradise for its natural scenery, unique beaches, and cultural diversity.

Goa is the smallest state in India by area.

Mandovi, Zuari, Chapora, Sal, Mapusa & Cumbharjua, these 6 rivers of Goa, have been notified by the union government as national waterways under the National Waterways

North Goa is famous for its lively and bustling beaches.

These beaches are known for their vibrant atmosphere, water sports activities, beach shacks, and bustling nightlife.

Goa was once a Portuguese colony; this has influenced the town and today you can see that Portugal touches all over the city. Goa is popular for ancient Portuguese colony and Portuguese style houses.

### Large & high quality of Cashew

### Feni – Liquor from Cashew Apple

### Smallest State of India

### Agriculture Products of Goa

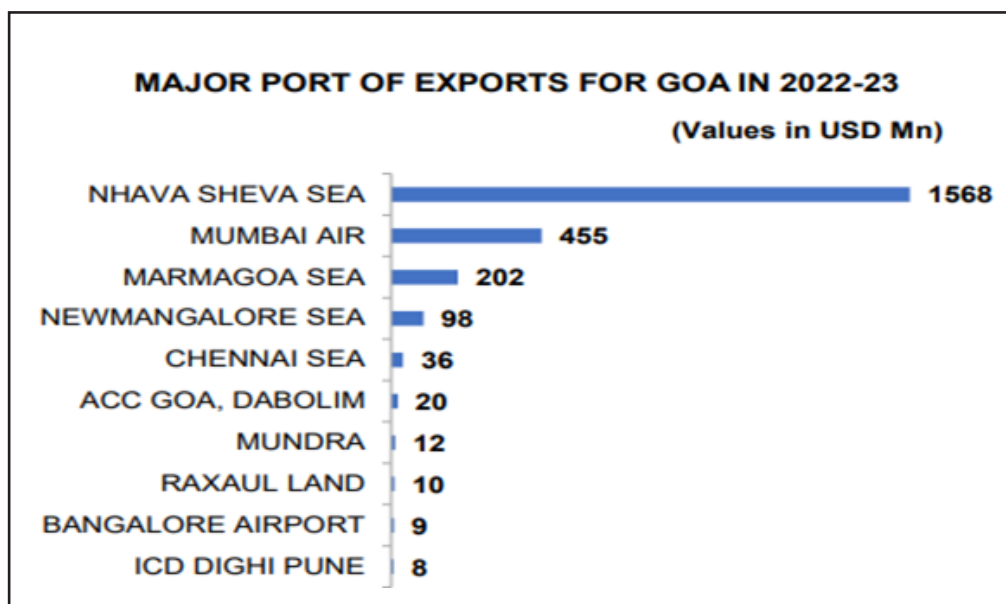
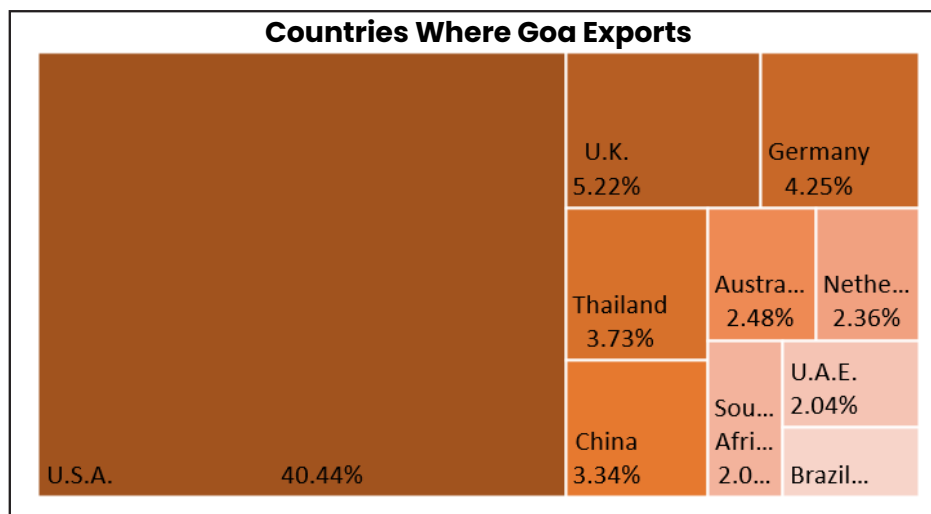
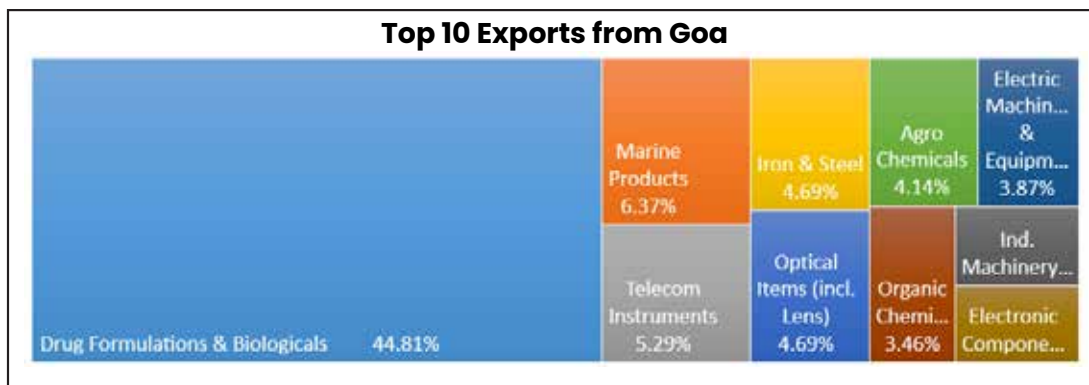
- Goan Rice
- Legumes, Cowpea
- Spices – Black Pepper, Nutmeg, Kokum
- India's second largest producer of maize, safflower, grapes, pomegranate and onions.
- Dry Fruit – Cashew
- Fruits – Mangoes, Banana, Coconut
- Vegetables – Red Chilly, Green Chilly, Lady's Finger, Jack Fruits etc

### Major Industries of Goa

- Tourism
- Iron & Manganese Mining Industry
- Fisheries
- Cashew and Feni (Liquor from Coconut & Cashew)
- Handicrafts – Coconut shell, Sea Shells, Clay Pottery,
- Textile – Beachwear etc
- Pharmaceuticals



## Major Products Exported from Goa

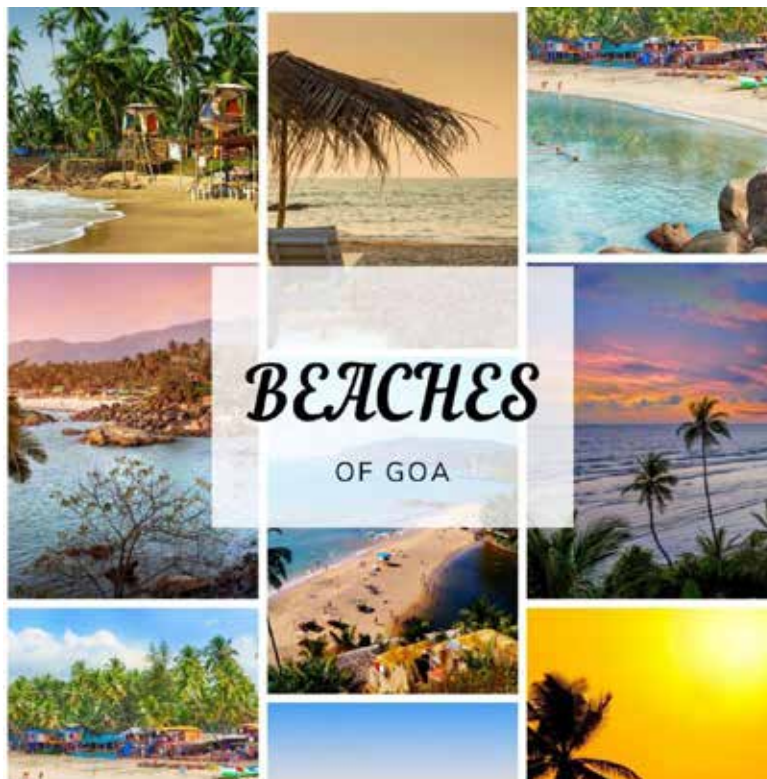


## International Trade Fairs in Goa

International Trade Fairs in Goa - 2024			
Exhibition	Industry	City	Dates
Goa EV World	Automobile, Electronics & Electrical Supplies	Goa	17 - 19 Jan
CAI Expo 2024	Construction, Architechtural, Interior	Goa	24 - 26 Jan
Environ Tech Asia 2024	Energy, Power, Packaging, Paper	Goa	6 - 8 Feb
Spice India	Indian Spices	Goa	27 - 29 Feb

## Business in Goa

1. Goa Chamber of Commerce and Industry
2. Goa State - <https://www.goa.gov.in>
3. Federation of Chamber of Commerce and Industry – [www.fcci.org](http://www.fcci.org)
4. Goa State Industries Association – [www.gsia.in](http://www.gsia.in)
5. Goa Tech Association – [www.goatechassociation.com](http://www.goatechassociation.com)





# अतुल्य भारत की अमूल्य निधि Invaluable Treasures of Incredible India



Harmal Chilli



Khola Chilli



Bibinca Sweets



Long Lady's Finger



Myndoli Banana



Goan Feni

Liquor made from Cashew



Goan Cashew

Mancurd Mango





# अतुल्य! भारत Incredible! India



The Basilica of Bom Jesus is a UNESCO World Heritage Site located in the state of Goa, India. It is a Roman Catholic church that was built in the late 16th century and is one of the most famous and revered churches in India. The church is famous for housing the mortal remains of St. Francis Xavier, a Jesuit missionary. The Basilica of Bom Jesus is a prime example of Baroque architecture in India, and it features an elaborate facade and interior decoration.

Overall, the Basilica of Bom Jesus is an important religious and cultural landmark in India.



## Product – Tea

HS Code : **0902**

09024010; 09024010; 09024020; 09024090,

**Description :** Tea flavored or not flavored

**Export Development Council :** Tea Board of India ([www.teaboard.gov.in](http://www.teaboard.gov.in))

**Govt. Benefits :** Duty Drawback and RoDTEP



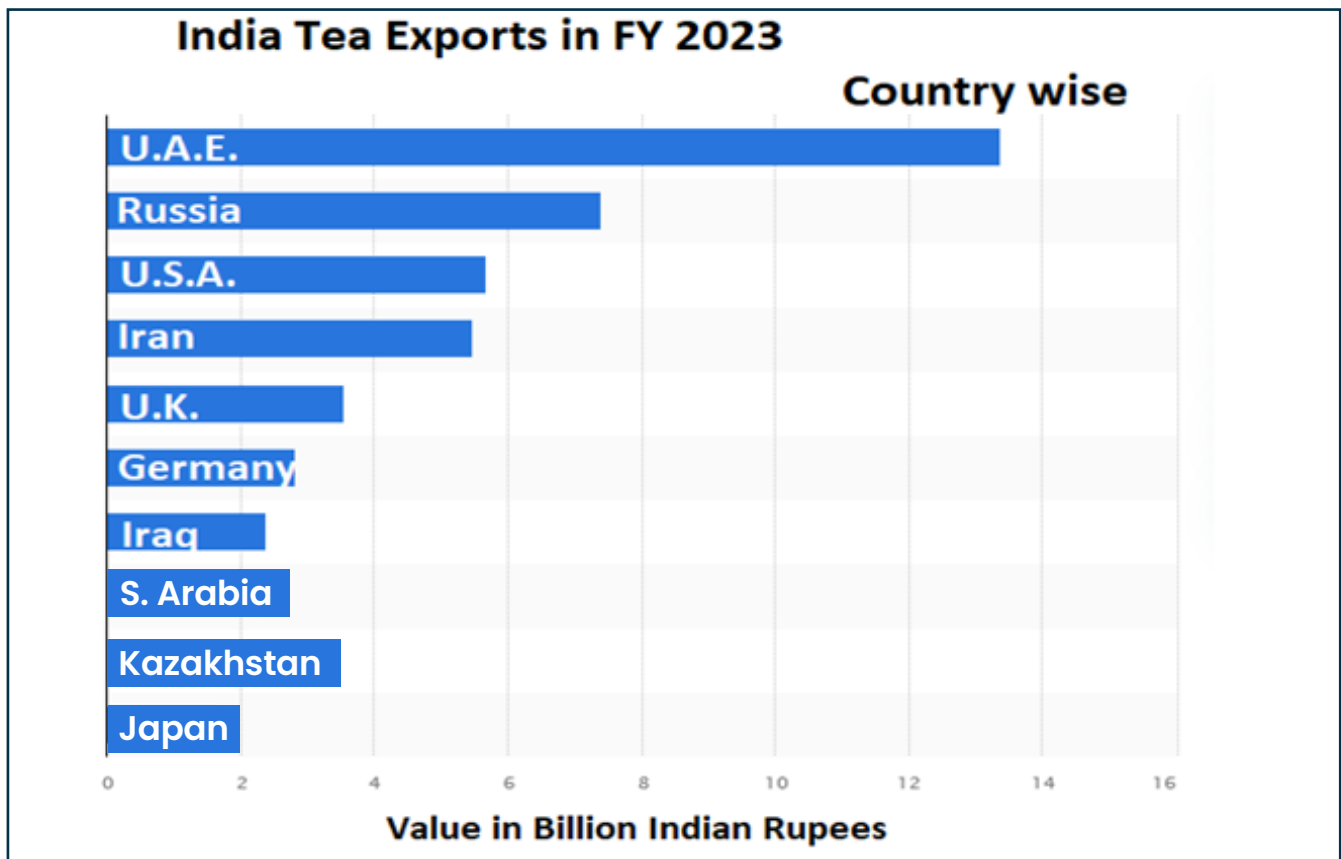
The global tea market was a behemoth in 2023, generating a staggering US\$120.7 billion in revenue. That's a sip (pun intended) of just how much the world loves its tea!

### Consumption Habits :

- The world collectively sipped 7.3 billion kilograms of tea in 2023, with an average person consuming 0.89 kilograms.

### The Global Tea Market :

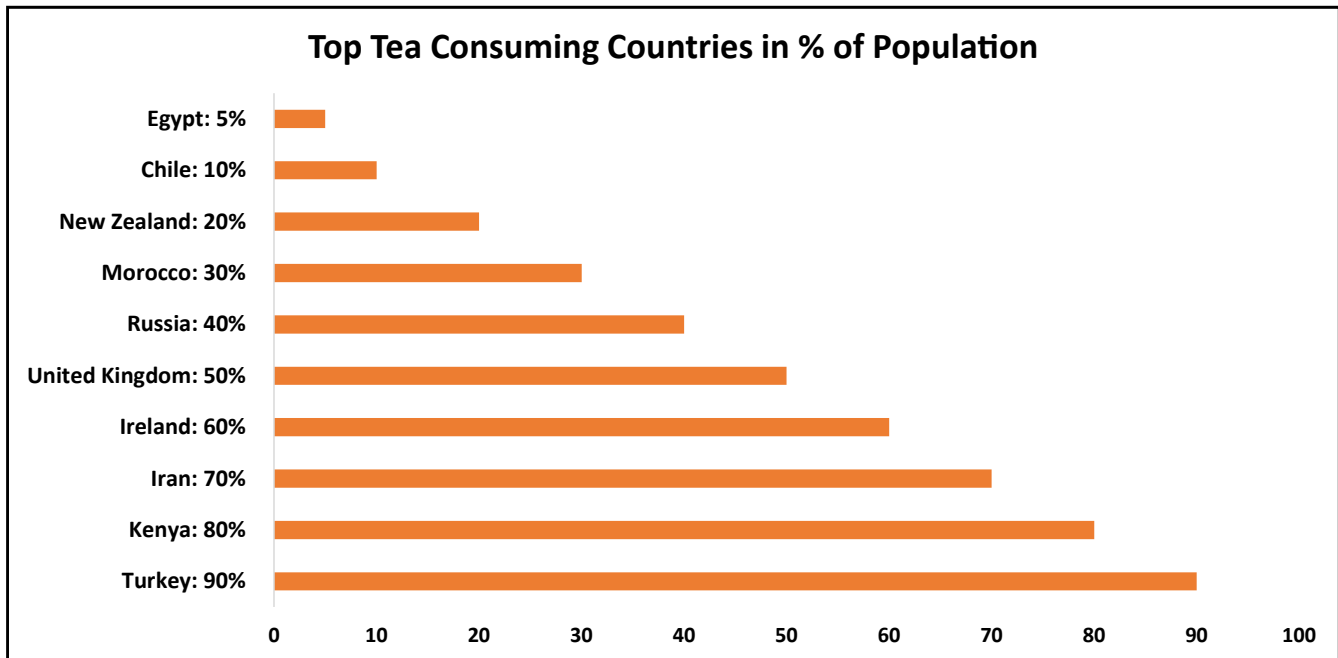
- The global tea market was valued at around 122.2 billion U.S. dollars in 2022, and is expected to rise to 160 billion dollars by 2028.
- Tea has a long history of popularity worldwide.
- Today, China is still the leader in tea production. India following at the 2nd position.



### Tea Market of India :

- India is world's 4th largest exporter of tea. India has filled up the export gap left by Sri Lanka's reduced supply.
- There are thousands of varieties of tea, the four main types being black, green, white, and oolong, all of which are produced from the same plant.
- The Indian tea market size reached 1.2 Million Tons in 2022. Looking forward, the market expected to reach 1.5 Million Tons by 2028, exhibiting a growth rate (CAGR) of 4.5% during 2023-2028
- India imported \$54.7M in Tea in 2022, becoming the 36th largest importer of Tea in the world. India imports tea primarily from Kenya, Vietnam, Iran, etc.
- In fiscal year 2023, United Arab Emirates was the leading importer of tea from India with an export value of about 13 billion Indian rupees. The second leading importer was Russia with an export value of more than seven billion Indian rupees.

## Countries with highest population consuming Tea as a regular beverage :



### Processing of Tea :

- Colorimetric and chromatography techniques have been reported in several stages of tea processing that are expensive, laborious and inaccurate, and time-consuming. It's very important to know the processing of tea, type of tea, safety & quality evaluation, standard & emerging techniques, aroma and health benefits of tea.

1. Plucking of Tea leaves
2. Withering and Oxidization / Fermentation
3. Drying & Grading
4. Packaging

### Processing methods of Tea :

- Basically, it is CTC or Orthodox tea.
- CTC (crush, tear and curl) is the method of processing this black tea, where tea leaves are passed through a series of cylindrical rollers with hundreds of sharp teeth that crush, tear, and curl the tea into small, hard pellets. is machine processed and fully oxidized (black) tea. CTC tea tends to be less expensive and lesser quality than Orthodox tea.

- Orthodox tea refers to the tea which is made or processed using traditional method. Orthodox teas are generally bright and brisk and have a multilayered flavor profile. Orthodox Tea is produced using the traditional methods of Tea production which includes plucking, withering , rolling, oxidation and drying.
- Virtually all premium tea is made through orthodox manufacture, which is a batch process and consequently more time consuming & expensive. CTC is a more mechanized process, primarily used for the production of tea bag grades.



### Primarily there are 5 types of tea :

- **Black :** Black tea has been allowed to oxidize fully before being fired (dried), and the many chemical reactions that have occurred produce a dark, very complex tea. All of the vegetal qualities of the leaf are gone and replaced with a depth of character unparalleled in the food world. The liquor produced ranges from dark amber to a black that would rival coffee.
- **Green :** Green tea is another type of tea made from the camellia sinensis plant. Green teas often brew up a light green or yellow color, and tend to have a lighter body and milder taste. They contain about half as much caffeine as black tea.
- **Oolong :** Oolong tea is allowed to oxidize partially and thus produces a more complex, darker liquor, and sits on the scale between a green and a black tea. The liquor produced, therefore, can range from a greenish yellow, to a dark amber.

- **Matcha** : Matcha is a type of powdered green tea popular in Japan. It can be consumed on its own when whisked with water, and can also be added to lattes, smoothies, and baked goods. Matcha has a smooth, rich flavor with notes of umami and just a hint of bitterness.
- **White** : White tea is made from the immature buds of the tea plant that are picked and processed before they have had time to 'ripen' and develop many of the characteristics that are generally associated with tea. They tend to have much less caffeine than any of the other tea varieties. They are not allowed to be oxidized.

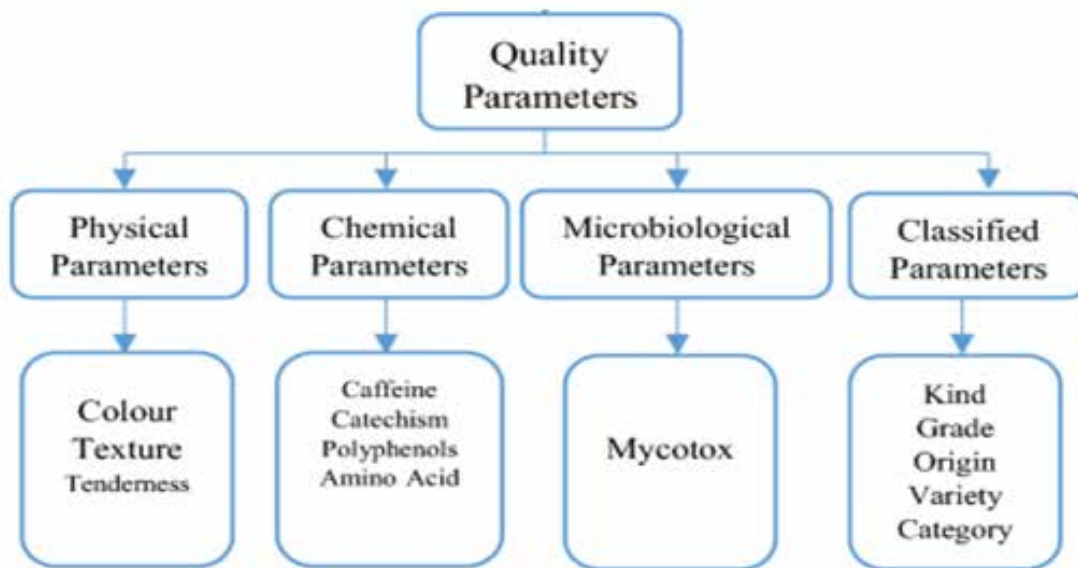
### Quality Parameters of Tea :

Some of the quality parameters include:

- theaflavins,
- thearubigins,
- high polymerized substances,
- total liquor color and
- total soluble solids.
- packaging

Theaflavins is directly related to price and quality of tea as it contributes with tea brightness. Thearubigins is oxidized catechins with complex condensation.

In tea quality testing, the tea is analyzed in terms of its physical appearance like color, size, flavor and taste. Also, the other analysis includes testing for any presence of chemicals, heavy metals, toxins and so on.



## Packaging of Tea :

**Air tight packing is needed to keep the color and aroma intact.**

- Plastic Containers
- Paper Boards - foldable
- Aluminum Tin
- Cannisters
- Standup Pouches
- Barrier Bags : Barrier bags are among the best bags for tea leaves.
- Nylon (PA) is a common material used for tea packaging as it offers good barrier properties against oxygen, moisture, and aroma. It is also quite strong and durable, making it ideal for storing and shipping tea.

Packaging must retain the flavor / aroma, color and air-tight. Moisture should not enter the packaging.

## Pricing and Margin :

- Depending upon the process of tea leaves and type of tea, the pricing is concluded.
- Tea is a taster's market. The price per kilogram would vary from 400 INR to 10,000 INR. So, this is a high profit product, if selected the right type of tea.

## Certificates and Accreditation :

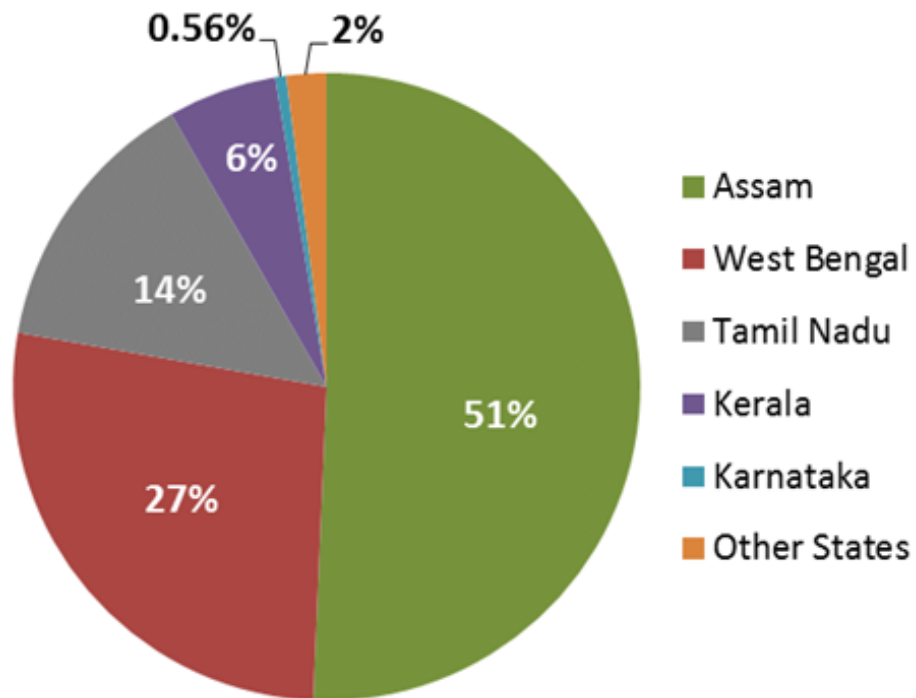
1. Tea Board of India – RCMC
2. FSSAI
3. QCL (Siliguri)
4. NABL lab testing
5. ISO
6. Fair Trade Certificate
7. G.I. Certificate
8. FDA
9. UPASI Tea Research Foundation -  
[www.upasitearesearch.org](http://www.upasitearesearch.org)

## Tea from Various Indian States :

The major tea-producing states in India are: Assam, West Bengal, Tamil Nadu, Kerala, Tripura, Arunachal Pradesh, Himachal Pradesh, Karnataka, Sikkim, Nagaland, Uttarakhand, Manipur, Mizoram, Meghalaya, Bihar, Orissa.



## Top Tea Producing States of India




## Future Growth :

A Brewing Future: With its strong roots and robust growth, the global tea market is poised for a flavorful future. Expect to see even more innovation in tea varieties, formats, and brewing methods, as well as a continued focus on ethical sourcing and sustainability. So, grab your favorite mug and get ready for a steaming cup of the future!

## G.I. Product of Tea :

### Orthodox Assam Tea - G.I.Tag



- **Geographical Indications**- Assam Tea (Orthodox), Agricultural
- **GI Application No.**- 115 & 118
- **Year**- April 2008 – March 2009



### Darjeeling Tea - G.I- Tag



**Darjeeling Tea**  
GI of WEST BENGAL



## Key Trends :

- **Health and wellness :** Consumers are increasingly reaching for tea for its perceived health benefits, like antioxidants and stress relief.
- **Premiumization :** The taste for luxury is brewing, with demand for high-quality, specialty teas on the rise.
- **Convenience :** Ready-to-drink (RTD) teas are quenching thirsts on-the-go, especially among busy millennials.
- **Sustainability :** Ethical sourcing and eco-friendly practices are becoming more important for tea-guzzlers with a conscience.

## Health Benefits :

Tea is an aromatic beverage made by adding dried and crushed leaves and leaf buds of the *Camelia Sinensis* plant in boiling water. It is a rich source of caffeine, polyphenols, antioxidants, and minerals, including manganese, calcium, and potassium. Its moderate consumption helps provide instant relaxation, minimize the damage caused by free radicals in the body, boost the immune system, reduce inflammation, facilitate weight management, and lower cholesterol levels in the blood.



## Country – France

### French Republic ( France)



- France, officially the French Republic is a country located primarily in Western Europe.
- France shares borders with Belgium and Luxembourg to the north, Germany to the north east, Switzerland to the east, Italy and Monaco to the south east, Andorra and Spain to the south, and a maritime border with the United Kingdom to the north west.
- France is a republic with its capital in Paris, the country's largest city and main cultural and commercial centre.
- France has the Atlantic Ocean to its west, borders the English Channel in the north and has the Mediterranean Sea to the south.
- France retains its centuries-long status as a global centre of art, science, and philosophy.
- It hosts the third-largest number of UNESCO World Heritage Sites.
- France is the most visited tourist destination for the last 3 decades. Paris brings in over 30 million tourists a year.

- France is a founding and leading member of the European Union and the euro-zone, as well as a key member of the Group of Seven, North Atlantic Treaty Organization (NATO), Organization for Economic Co-operation and Development (OECD), and Francophonie.
- France has 13 French-administered territories outside Europe, mostly the remains of the French colonial empire. Some of them are La Reunion, French Polynesia, Mayotte, Martinique, French Guiana, etc.
- France is one of the oldest nations on Earth and the most ethnically diverse country in Europe.
- France is well known to the world for its Champagne, Eiffel Tower, Waterways, Louvre Museum, Fashion, Perfumes, Cheese, Bread, Cuisine, Cosmetics, Luxury Brands etc.
- In 2023, French came through as 5th most spoken language in the world. French is the 2nd most studied foreign language in the world.
- France is the 2nd largest EU economy & 7th largest in the world.

Capital – Paris

Language – French

Time Zone – Paris is 2.00 hours behind India

Largest Cities – Paris, Lyon, Nice, Marseille, Strasbourg etc.

Currency – Euro

1 Euro = 0.92 INR

1 Euro = 1.11 USD

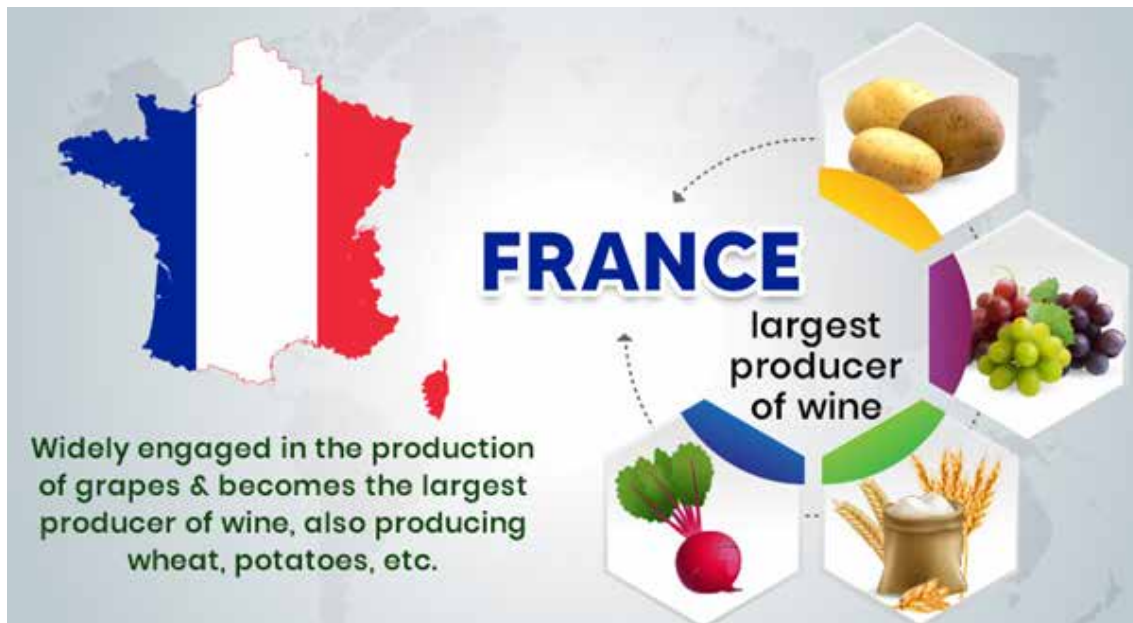
Working days – Monday to Friday; 9 am to 5 pm

- There are about 65,000 Indian residing in France. Additionally, 3 lakhs reside in the overseas territories of France.

## Major Agricultural Products

- Cereals like wheat, barley and corn,
- Root vegetables such as potatoes and sugar beets,
- Livestock such as beef, pork, raw milk and cheese
- Fruits are grapes and
- Specialty dairy products
- Beverages – beer, wine and coffee





### Major Industries of France

- The large service sector accounts for 70.32% of total GDP
- The industrial sector contributes 17.38% , while
- The agricultural sector is 1.80%.

Top Trading Countries	
Exports from France	Imports into France
Germany	Germany
Italy	Italy
U.S.A.	Netherlands
Belgium	Belgium
Spain	Spain

Top Trading Products	
Exports from France	Imports into France
1. Planes	1. Cars
2. Helicopter	2. Refined Petroleum
3. Packaged Medicaments	3. Petroleum Gas
4. Cars	4. Packaged Medicaments
5. Motor Vehicles	5. Crude Petroleum
6. Wine	6. Fish
7. Beauty Products	7. Nuclear Reactors
8. Perfumes & Cosmetics	8. Metal Fastners
9. Bovine	9. Agglomerated Cork
10. Services	

Major Industries	
Agriculture	Tourism
Manufacturing	Energy
Fishing	Technology
Costmetics	Pharmacueticals
Arms	Transport

## India – France Bilateral Trade Relations – 2023

- India Exports to France                    7.0 billion USD
- France Exports to India                    6.0 billion USD (w/o services)

Top Trading Countries	
India's Exports	France Exported
Refined Petroleum	Planes, Helicopters
Packaged Medicaments	Spacecrafts
Truncks and Cases	Navigation Equipments
Aircraft Parts	Gas Turbines
Soyabean Meals	Services
Leather Footwear	a. Business
Jewellery	b. Transportation
Motor Vehicle Accessories	c. Insurance
Crustaceans	
Rubber tires	

### Ports of France :

Le Havre	Marseille
Calais	Brest
Pallice	Deauville
Dunkirk	Fos-su-Mer

France has many seaports and international airports. Charles De Gaulle is the largest of them all.

### Business :

- French Chamber of Commerce & Industry
- Paris Ile – de – France Chamber of Commerce & Industry  
[www.cci-paris-idf.fr/fr#1](http://www.cci-paris-idf.fr/fr#1)
- Indo-French Chamber of Commerce & Industry – [www.ifcci.org.in](http://www.ifcci.org.in)



## Bilateral Relations between India and France

Since the establishment of diplomatic ties in June 1948, India and France have enjoyed 75 years of close and friendly relations. In 1998, India and France elevated their diplomatic relationship to Strategic Partnership which completed 25 years in January, 2023.



International Trade Fairs in France - 2024			
Exhibition	Industry	City	Dates
Premiere Vision	Fabrics and Apparel	Paris	6 - 8 Feb
Aux Vignobles!	Wine and Gastronomy	Paris	9 - 12 Feb
Simodec	Machine Tools	Paris	4 - 8 Mar
Salon Baby	All Baby Needs	Lyon	23 - 24 Mar
TolExpo	Metal, Tubes, Section working	Paris	25 - 28 Mar
eurocoat	Paint, Printing Ink, Glue etc	Paris	26 - 28 Mar

## Exporter of the Month

### Kamlesh Prajapati

#### Fresh Fruits and Vegetables

**Country :** Canada, U.K., Maldives, Dubai etc.



**Mr. Kamlesh Prajapati**

Mr. Kamlesh Prajapati, **Dhanlaxmi International**, Ahmedabad

Kamlesh Prajapati's basic dream was to become a Chartered Accountant. Due to family circumstances, he had to take over his father's well-established business of wholesale of fruits and vegetables.

Kamlesh then decided to give this family business a new shape. Along with the local trading he started to learn foreign trade. This gave him the enthusiasm to foray into exporting the Indian vegetables and fruits.

Since the product is perishable, he decided to use the air transport. Kamlesh specializes in Air transport of fresh fruits and vegetables.

Mr. Prajapati is now, for the last 5 years, exporting fresh vegetables to various developed countries by Air cargo.

Kamlesh, we appreciate your endeavors. You have turned the fate into your favor by expanding your family business beyond horizons.

We wish you the best.



<https://rb.gy/p0ndqf>



<https://rb.gy/xvsom3>

## International Trade Fairs

The most effective way to find genuine buyers & suppliers for Export Import Industry. Visiting International Trade Fairs is beneficial in various ways :

- Participation in overseas trade fairs increases buyer finding for exports.
- Trade fairs are a unique way to build trust and confidence.
- Trade Fairs bring the entire marketplace in a centralized way.
- Exhibitions provide a unique networking platform to both Indian and foreign participants.

International Trade Fairs - Within India				
Exhibition	Industries	City	Country	2023-24
Paperex South India	Machinery, Ind. Supplies, Photography and Optics	Chennai	India	5 Dec - 7 Dec
Intex	India Textile South Asia	New Delhi	India	7 Dec - 9 Dec
SIAL India	Food & Beverages, Food Products, etc	New Delhi	India	7 Dec - 9 Dec
Vibrant Gujarat	Aero Space, Smart Manufacturing etc	Gandhinagar	India	10 Jan - 12 Jan
PaperWorld India	Writing Instruments & School Stationery	Mumbai	India	18 Jan - 20 Jan
Tooltex	Tooling Technology	Bangalore	India	18 Jan - 23 Jan
PlumbEx	Sanitary & Water Technology	Ahmedabad	India	30 Jan - 3 Feb
International Leather Fair	Leather and Leather products	Chennai	India	1 Feb - 3 Feb
IIFL	India International Leather Fair	Chennai	India	1 Feb - 3 Feb
Stone Mart	International Stones and Stone Processing	Jaipur	India	1 Feb - 4 Feb
Plast Focus	Plastic Manufacturing technologies	Delhi	India	1 Feb - 5 Feb
Nakshtra	Gems and Jewellery Trade Fair	New Delhi	India	10 Feb - 18 Feb
Ahaar	Food & Beverages and Hospitality	New Delhi	India	5 Mar - 9 Mar
IIOO Expo	India Inter'l Optical & Ophthalmology	Chennai	India	13 July - 15 July
International Trade Fairs - Outside India				
Exhibition	Industries	City	Country	2023-24
AgroExpo	International Agricultural Fair	Izmir	Turkey	30 Jan - 3 Feb
Heimtextil	Interior, Furniture, Textile, Beddings etc	Frankfurt	Germany	9 Jan - 12 Jan
MIDO	Eyewear, Home, Office and School Supplies	Milan	Italy	3 Feb - 5 Feb
Fruit Logistica	Fresh & Processed Food & Beverages	Berlin	Germany	7 Feb - 9 Feb
Gulfood 2024	Fresh & Processed Food & Beverages	Dubai	U.A.E.	19 Feb - 23 Feb
Beauty Kenya	Fashion and Beauty	Nairobi	Kenya	23 Feb - 25 Feb
Textile Asia	Textile, Fibre, Fabric, etc	Karachi	Pakistan	1 Mar - 3 Mar
HomeMakers Expo	Home furnishing, Gifts, Fashion, Beauty, Camping	Capetown	South Africa	1 Mar - 3 Mar
MIFF 2024	Malaysian International Furniture Fair	Kuala Lumpur	Malaysia	1 Mar - 4 Mar
ICE Europe	Machines, Non-woven, Films, Foils etc.	Munchen	Germany	12 Mar - 14 Mar
ExpoMabel 2024	Furniture, Interior Textile, Home Accessories	Sofia	Bulgaria	13 Mar - 16 Mar
Food & Pack	Food, Beverage and FoodPack Tech	Accra	Ghana	19 - 21 Mar
Optatec Show 2024	Home, Office and School Supplies, Machinery	Frankfurt	Germany	14 - 16 May
Thaifex	Fresh & Processed Food & Beverages	Pak Kret	Thailand	28 - 31 May
Saudi Food Show	Fresh & Processed Food & Beverages	Riyadh	Saudi Arabia	21 - 23 May
HomeTex	Textile, Fibre, Fabric, etc	Istanbul	Turkiye	21 - 25 May
Mega Ceramic Nigeria 2024	Ceramics and sanitary ware, Kitechware etc	Lagos	Nigeria	21 - 23 May
PlastPrintPack 2024	Plastic, Printing, Rubber, Packaging etc Products	Addis Ababa	Ethiopia	16 - 18 May
SIAL France	Fresh & Processed Food & Beverages	Paris	France	20 - 23 Oct

\*Kindly check details before planning a visit.

Source: [www.10times.com](http://www.10times.com); [www.tradefairdates.com](http://www.tradefairdates.com)



## New Videos Released

**A CONVERSATION WITH**  
**AGRICULTURE**

**EXPERT**  
Dr. S.S. Kalamkar



Meet Ms. Yogita Patel

**AN EXPORTER OF**  
**APPAREL &**  
**HANDICRAFTS**



**AUTO PARTS**  
**EXPORT**

के लिए कोनसा  
**RCMC**  
चाहिए?



#ASKiiiEM Q & A

**EXPORT IMPORT**  
**BUSINESS के लिए**

**GST CENTRAL**  
**GOV से लेना है**  
**या STATE**  
**GOV से?**



#ASKiiiEM Q & A

**क्या LOCAL MSME OFFICE से**  
**LOCAL MANUFACTURER**

**& SUPPLIERS**  
**का DATA**  
**मांग सकते है?**



#ASKiiiEM Q & A

**LATEST**  
**NEWS**

**INDIA ने**  
**ONION EXPORT**  
**पर लगाया BAN**



**INDIA से**  
**TOY**  
**EXPORT**  
**BUSINESS**  
**शुरू करें**



**KNOW MY PRODUCT**

**MERCHANT EXPORTERS**  
**MILLETS को**  
**EXPORT**  
**कर सकते है,**  
**या सिर्फ**  
**STATE TRADING**  
**CORPORATIONS?**



#ASKiiiEM Q & A



**Welcomes**

**2024**



*Gulfood*

**19 - 24**  
FEB 2024

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- ✓ Local Market Visits
- ✓ Guided Tour to Dubai City
- ✓ Visit to Global Village
- ✓ Visit to Burj Khalifa



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INTERNATIONAL  
FOOD TRADE FAIR**

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**Pragati – Ahmedabad**



## Batch Launch in Various Cities



**Surat**



**Delhi**



**Nagpur**



**Rajkot**



**Pune**



**Hyderabad**



**Mumbai**



**Ahmedabad**



**Vadodara**



**Mr. Mr. Kamlesh Soni**

Mr. Kamlesh Soni has a wide experience in International Trade.

For the last 12 years, Mr. Soni has been directly and indirectly into Foreign Trade. The sectors he specializes in are the Apparel, Textile, Pharmaceuticals, etc.

He is an ardent mentor. He loves shaping future of young, bright, and new exporters. He equates his success through the success of his students. He is quick in his expertise in the policy matters of DGFT and its procedures.

Kamlesh Sir has high loyalty feedback.

He is highly respected by the student community.

He is cordially respected by iiiEM.

Thank you, Sir.

### **Did You Know ?**

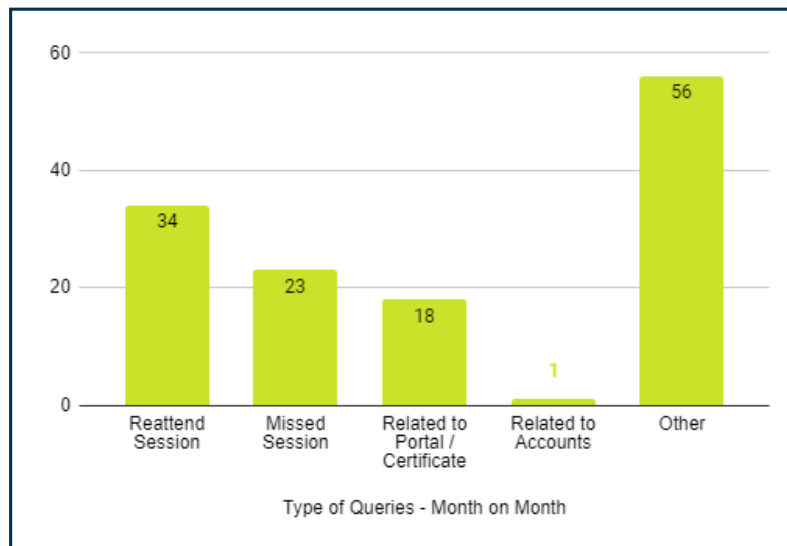
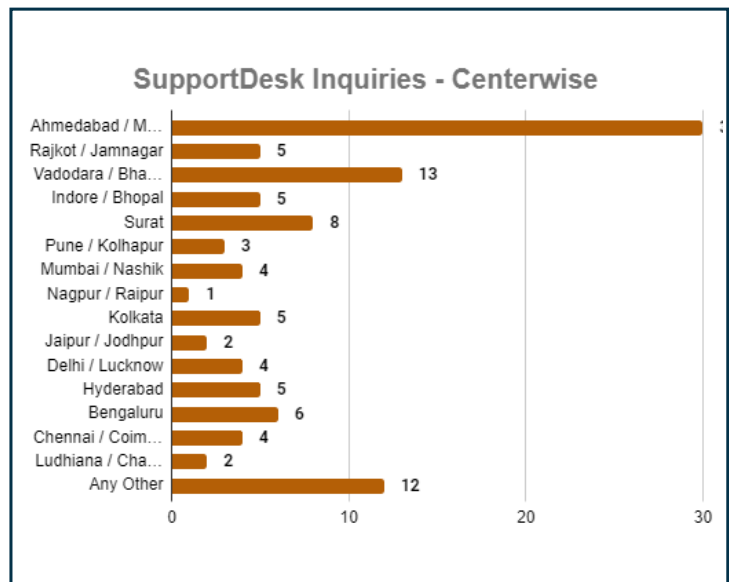
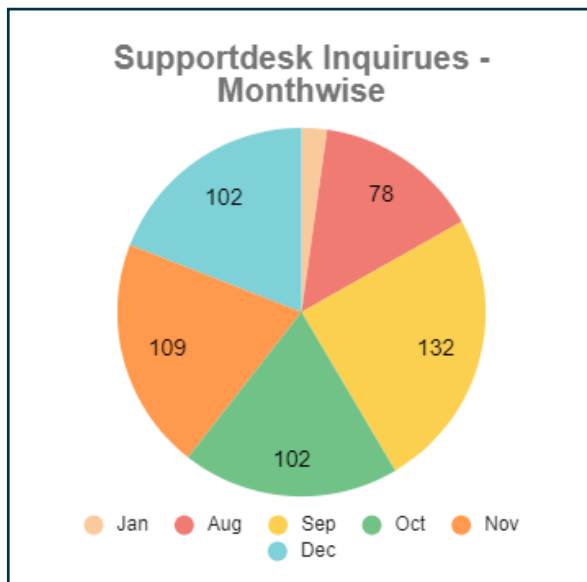
India exports most of its indigo dye ( HSN Code 3203) to United States, South Korea and Vietnam and is the largest exporter of Indigo dye in the World.

## iiiEM Support Services Analysis

iiiEM offers a lot of Support Services – Lifetime Free – for the Participants and associates.

We reply, gather, save, compile and analyze the data. This analysis helps us in addressing the students' needs, improving our deliverables and services.

We bring for you here the Analytical reports of the iiiEM Free Lifetime Services for December 2023.



## New Initiatives by iiiEM

### 1. International Trade Tours with iiiEM

- The International Trade Tours as designed by iiiEM, gives an edge to the entire Business experience in a new way. The participants going to visit an International Trade Fair will be advantageous with:

#### Highlights

- iiiEM Mentor travelling with the group for guidance, support, mentoring for Foreign Trade
- iiiEM tours you to the local markets for business networking
- iiiEM demonstrates communication with the stall owners, suppliers, identifying a buyer,
- How to talk about your product etc.
- iiiEM guides you for a business deal.

#### Upcoming Trade Tours

- Gulfood 2024, Dubai - Feb 2024
- Canton 2024, China - Apr 2024

### 2. iConnect

Virtual meeting for Export Import related knowledge and queries for students of iiiEM

Alternate Thursdays at 4 PM

### 3. iiiEM Alumni Groups

Alumni of iiiEM groups on WhatsApp for regular updates on industry news countries, products, Trade Fairs, etc.



#### 4. Website

iiiEM is designing a website exclusively for its registered participants/associates and students.

Please contact : [https://bit.ly/iiiEM\\_iSupport\\_Registration\\_Form](https://bit.ly/iiiEM_iSupport_Registration_Form)

#### 5. Pragati – Export Start-Up

iiiEM has an Export Start-up called Project Pragati. This helps a participant of iiiEM to “quick-start” your export business. Project Pragati comes with a business environment, like-minded colleagues, supportive mentors, and focused business activities.

Please contact : [https://bit.ly/iiiEM\\_iSupport\\_Registration\\_Form](https://bit.ly/iiiEM_iSupport_Registration_Form)

#### 6. Placements

iiiEM assists students who wish to take up a job in the field of export-import.

Free Registration for Applying for Jobs –

Please contact : [https://bit.ly/iiiEM\\_iSupport\\_Registration\\_Form](https://bit.ly/iiiEM_iSupport_Registration_Form)

### Did You Know ?

The Khavda project, Kutch, India will stand as the world's largest green energy park, as India combats climate change and lead by example in the international community.

## December 2023 Quiz to Win

<https://forms.gle/EM8YqVTHPBi4RaKS9>



**Congratulations**



**Name :** Ayush Saxena  
**Location :** Jabalpur



**Name :** Riddhi Patel  
**Location :** Ahmedabad



**Name :** Rohan Umate  
**Location :** Nagpur

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- Creates 5 times more jobs

# iiiEM Lifetime Free Support Services



## iiiEM PRESENCE



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