

प्रारम्भ
PRARAMBH
An Export Import Trade Magazine



UNITED NATIONS CLIMATE
CHANGE CONFERENCE

30 Nov.- 12 Dec. 2023



Forward

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

Australia won the ICC World Cup 2023. We greet them with awe and appreciation. India played well, though couldn't make it to the victory stand. We need to learn from the shortcomings. Similarly, in our Export business too, we draw parallels from this favorite game to overcome our shortcomings.

The Israel Hamas is raging a full-blown war. Fight, we wonder when will be the finish! The good part of it is the swapping of prisoners. Israel releases prisoners and Hamas is freeing the hostages!

Bangladesh has its political instability. Majority of its population is either busy mobbing or are on strike.

Armenia and Azerbaijan have issues with bordering land.

On the other side, Myanmar, Yemen, DRC, Ethiopia, Lebanon, and Syria are ever so unsettled!

The ray of hope for any betterment across the globe is the Conference of the Parties of UNFCCC (COP). This summit aims to assess global progress in limiting emissions to slow global warming. This time it is expected to have more action and less talks. UAE is the host Country for the COP 28th Summit.

The only lotus in this mud patch is India is stable with rising economy and blessed for now with the "quiet" neighborhood.

In war and in peace, as long as mankind exist, business will run and foreign trade will flourish.

Select your product.

Shortlist your target country.

Start Exporting!

Warm Regards

Team iiiEM

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The Journey or the Victory ?

After remarkably glorious performances in all 10 matches including the semi-final match in the ICC World Cup 2023, India lost in the final one against Australia.

So is the situation in our businesses.

We take the responsibility as much as the Cricket Coach, the Captain or the Cricket Board for a stupendous, stunning and successful achievement with the World Cup to India's credit for our business.

We are the Coach and the Captain for our Business.

We have a parallel, the World Cup is our payment and a repeat order is our next challenging international match. The victory is such well-defined.

Journey is all our efforts from learnings, implementation, finding buyers and selling our products, this is the path to success.

Sometimes, we have done it all, just like the Indian Cricket team. And yet, we not get an Export Order or the Payment. The excitement rests on the end result. This is how a human mind is conditioned in today's times.

How do we make ourselves ready for the journey and the final outcome? What should be our key takeaways from the Indian Cricket Team. The learnings for our Foreign Trade also remain the same as the learnings from the India's fall out from the Final ICC World cup 2023.

When we brace ourselves for the export business, our journey needs to be equally successful. At every stage we need to be triumphant to be able to make it to a Grand Finale!



Here are some practical ways you can apply the learnings from India's loss in the ICC World Cup 2023 final to your international trade business:

1. Gather appropriate and respective knowledge about the Product, Market and the Buyer. This is inevitable.

- a. It is just difficult to convince a buyer in Italy to import readymade garments from India. Italy is the fashion Hub of the world.
- b. India is the largest producer of bananas in the world, but before selling it to a buyer in Ecuador, I must know that the largest exporter of banana is Ecuador itself and not India.
- c. We all know India is the Pharmacy of the world, however, we must also knowledge of Germany's pharmacy market and the drugs it is exporting to the world.

2. Follow the Coach / Mentor

- a. As is each player important with a role in cricket team, our steps for export process are sacrosanct. Follow the steps.
- b. At each stage, iiiEM is supporting, seek the guidance.
- c. Be patient, positive and persuasive. Have faith in your efforts. Sometimes a slow ball works. Similarly, if you are slow but steady in your tasks it shall get you better results.

3. Confidence

Without a proper knowledge on the Country, its culture, seasons, festivals, demographics, country's credit rating, one can not be confident of dealing buyers of that country. Our Indian Cricket team underestimated the Australian Captain's strength and strategies.

The way our banks have a KYC process, we have Know your country, know your buyer. This task needs to be done peacefully with business acumen.

4. Sharpen your strengths

Know what is your strength. Is it the product, is it your communication, is it your marketing, is it your analytical ability?

Concentrate and keep improving your strengths. The tasks which are tedious for you, like meeting a supplier, or attending a trade fair, do them at the time you are at your best, the mornings for example.

5. Stay Well-informed

Get proper information, in time, on global trade policies and regulations
Monitor trade agreements. Keep abreast of international trade agreements, tariffs, and regulatory changes that may impact your business. Get guidance to ensure compliance with all applicable norms and regulations.

6. The Spirit

While playing a game, the player knows the adverse conditions, like the dew drops on the day of the final match of the ICC World Cup 2023.

No clearly your weaknesses and wickets, plan your play / business steps accordingly.

Sportsmanship is the spirit of the game, playing it, working hard towards the goal, practicing, learning from the losses!

Overall, your business is a combination of factors, including knowledge, supplier, buyers, country's geo-political state, your focus, your confidence, your efforts in the right direction, and your spirited soul.

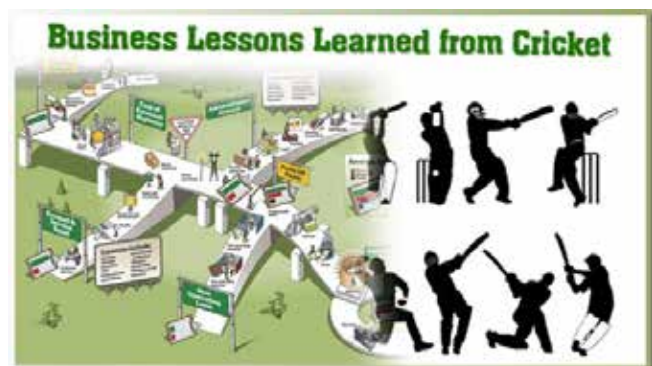
Ultimately, finding a balance between enjoying the journey and striving for victory can lead to a life filled with both meaning and accomplishment.

Business is a mind game.

Stay tuned, stay alert,

Stick on, Move on.

There is no stopping until the Finale, Victory, The Cup!



COP 28, UAE

COP28, the 28th Conference of the Parties (COP) to the United Nations Framework Convention on Climate Change (UNFCCC), is an international climate change conference that will take place from November 30 to December 12, 2023, in Dubai, United Arab Emirates.

The conference is expected to bring together world leaders, government officials, climate experts, and representatives from civil society to discuss and advance global action to address climate change.



- It is well known that 2023 is the hottest year in recorded history, exceeding the pre-industrial average by 1.43°C.
- Wildfires devastated Canada.
- It includes the wildfires in Hawaii that devastated Maui last month, Hurricane Idalia crashing into Florida and the severe hailstorm in Minnesota.
- Floods leveled critical infrastructure and cities in Libya, Pakistan, etc.
- The North Atlantic Ocean also reached unprecedented high temperatures, with cascading effects on marine life and the food chain.
- The list covers two flooding events, 18 severe weather events, one winter storm event, one wildfire event and one tropical cyclone.

- There have been 23 separate weather or climate disasters in 2023 so far that have caused at least \$1 billion in estimated damages, the National Oceanic and Atmospheric Administration, NOAA report said.
- The world currently emits 51 billion tons of greenhouse gases every year. We need to get that number down to zero.
- At the COP hosted by the CEO of the United Arab Emirates' state oil company, fossil fuels are expected to draw the spotlight. 151 national governments have made net zero pledges in recent years.

This summit is a call for active participation towards reduction of carbon emission and make the world a better place to live in.

India is the 3rd largest followed by China and United States of America in Carbon emission.

The COP28 is going to be a game changer for our international businesses. How we export from India, what do we export, will all change very soon.

As a citizen of India, you can play a significant role in reducing your carbon footprint and contributing to a more sustainable future. Here are some practical steps you can take:

Be conscious of Energy Efficiency :

1. Switch to LED lights: Your export will be more defined on the
2. Use and export energy-efficient appliances, such as refrigerators, etc.
3. Use natural daylight by opening curtains during the day.
4. Adopt Sustainable Transportation Choices.
5. Sell auto parts which can be used in public transportation: like buses, trains, or metros whenever possible.
6. India needs to conserve water & in manufacturing we need to ensure zero waste of water – water recycling and treatment needs to be sued.
7. Make Sustainable Food Choices.
8. Use and export home grown seasonal produce.

Reduce, reuse, and recycle : Minimize waste by adopting the principles of reduce, reuse, and recycle. Avoid single-use items, reuse containers and materials, and recycle whenever possible.

Climate change is expected to have a significant impact on India's export sector, posing both challenges and opportunities.

Challenges :

- **Disruptions to Supply Chains** : Extreme weather events such as floods, droughts, and cyclones can disrupt supply chains, leading to delays, shortages, and increased transportation costs. This can make it difficult for Indian exporters to meet their commitments and could lead to a loss of market share.
- **Reduced Agricultural Productivity** : Climate change is expected to negatively impact agricultural productivity in India, leading to reduced yields and potential food shortages. This could affect the export of agricultural products, such as rice, wheat, and spices.
- **Impacts on Infrastructure** : Extreme weather events can damage infrastructure, such as roads, ports, and power grids. This can disrupt transportation and logistics, making it more difficult and costly to export goods.
- **Changes in Consumer Preferences** : As consumers become more aware of the environmental impact of their purchases, there may be a shift in demand towards sustainable and ethically produced goods. Indian exporters may need to adapt their production practices and marketing strategies to meet these changing consumer preferences.

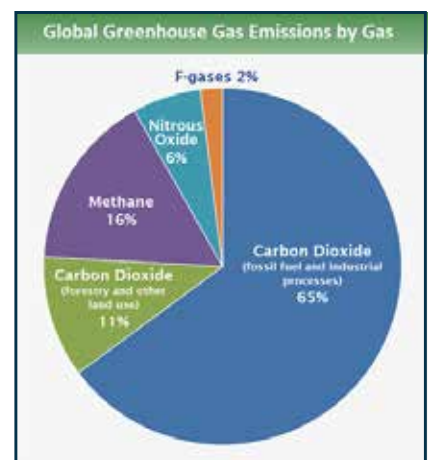
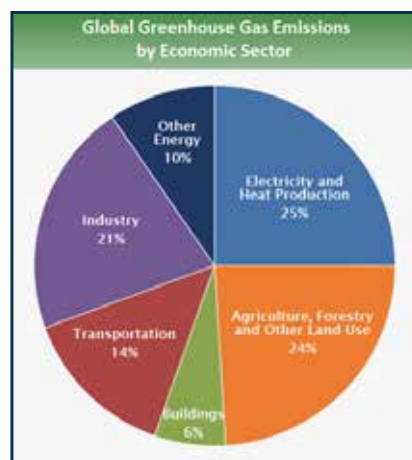
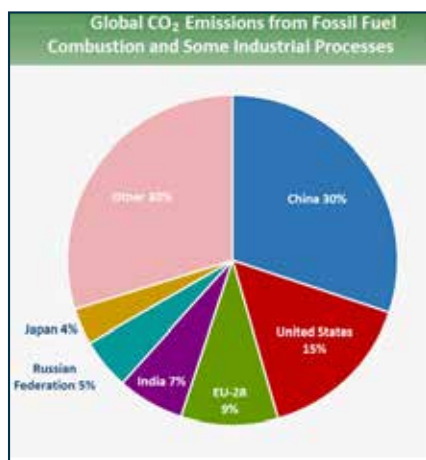
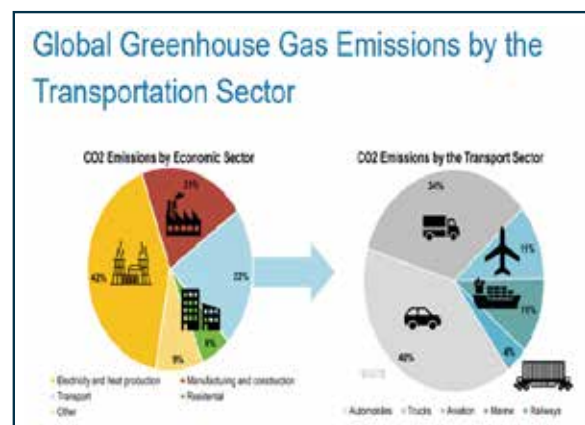
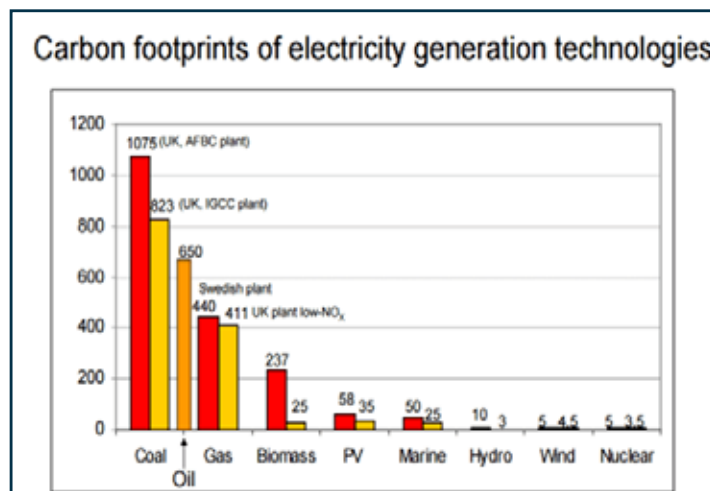
Opportunities :

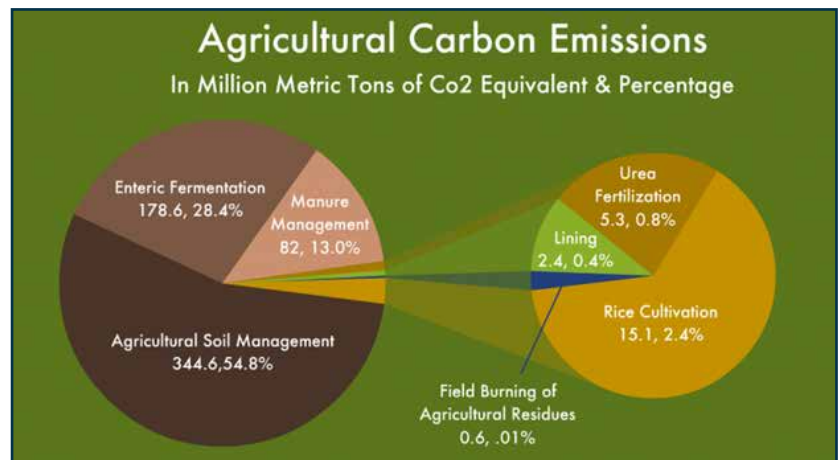
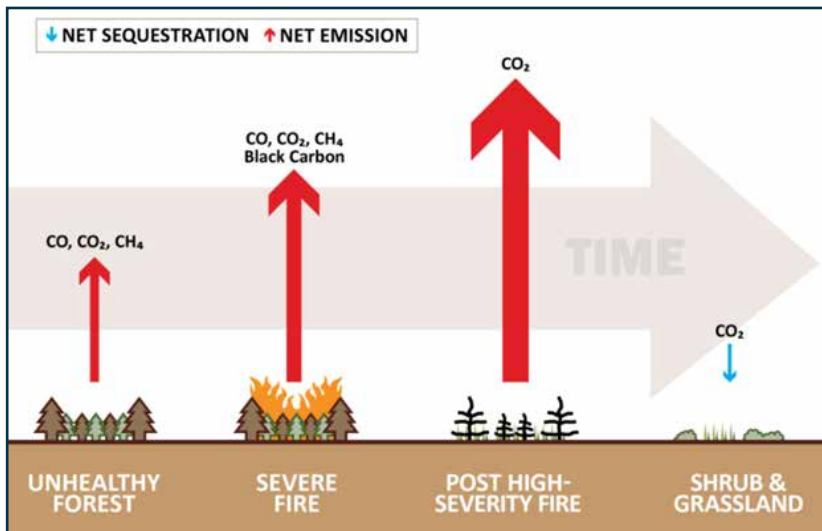
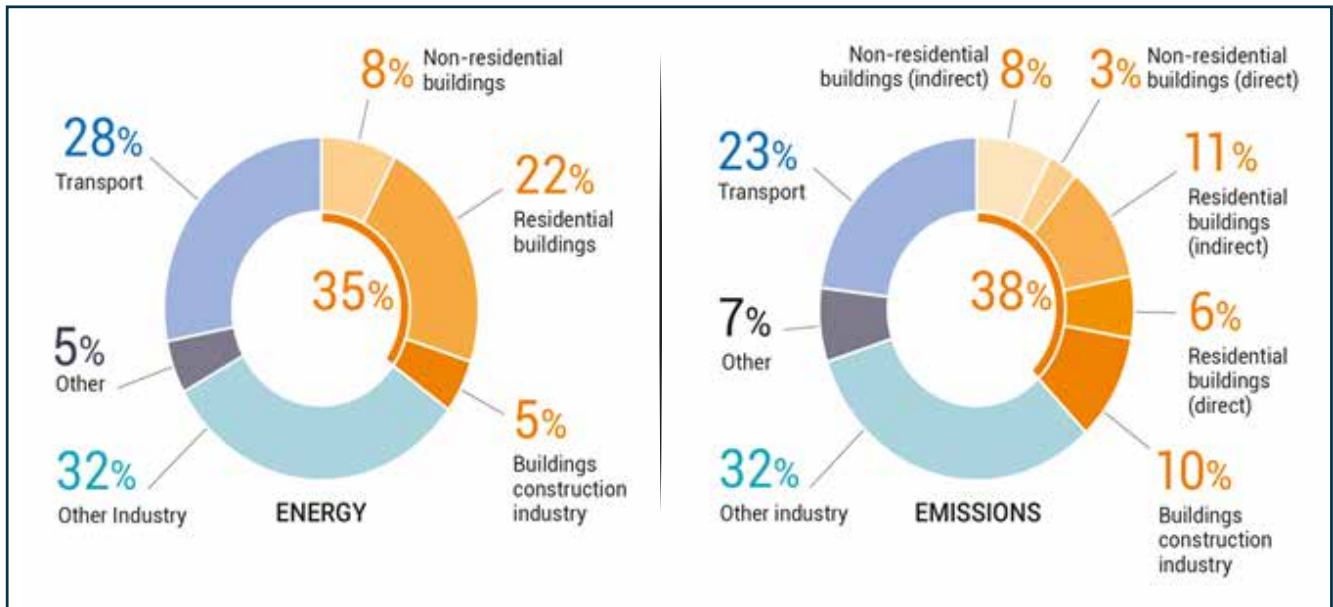
- **Growth in Renewable Energy Exports** : India has a strong potential for renewable energy production, and climate change could drive a global demand for clean energy solutions. This could create opportunities for Indian companies to export renewable energy technologies and components.
- **Adapting to Climate-Resilient Agriculture** : By investing in climate-resilient agricultural practices, India could enhance the productivity and sustainability of its agriculture sector. This could lead to increased exports of high-value agricultural products, such as organic produce and certified sustainable goods.
- **Exporting Climate Adaptation Services** : India could develop expertise in climate adaptation services, such as disaster preparedness, infrastructure resilience, and water conservation. This could lead to opportunities for Indian companies to export these services to other countries facing similar climate challenges.

- Promoting Sustainable Production Practices : By adopting sustainable production practices, Indian exporters could reduce their environmental impact and gain a competitive advantage in the global market. This could include reducing energy consumption, minimizing waste, and using eco-friendly materials.

Overall, the impact of climate change on India's export sector will depend on the country's ability to adapt and capitalize on new opportunities. By investing in climate resilience, innovation, and sustainable practices, India can position itself as a leader in the global transition to a low-carbon economy and create new export opportunities in the process.

Various Infographics on Carbon-emmission. This will help us understand the harmfulness of Industrialization, Technology & Transpotation.





Trade Knowledge – Transportation

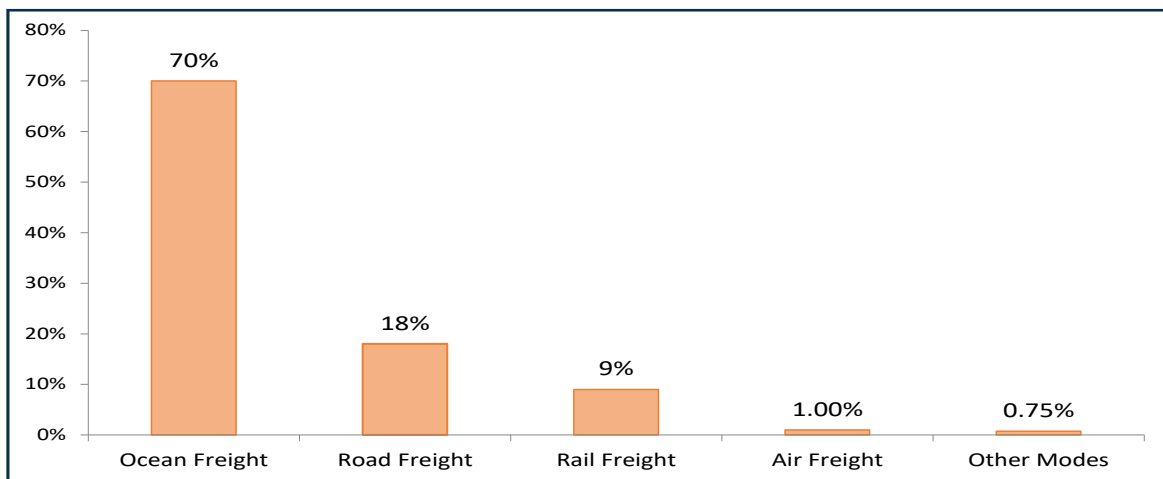
Transportation in International Trade

Transportation is very important.

The modes of transportations available to us in the current times are mainly, Land (rail and road), Sea and Air. Apart from these we also have International Couriers and Postal Services.



The most used transportation is known from the below chart. The chart mentions the freight of the most used transportation for commercial trade.





For each mode of transportation, there, of course are the pro and cons. Advantages and disadvantages.

It is important to choose the best fit transportation for your international trade. This means you need to choose the one that is:

1. Cost-effective
2. Efficient and safe
3. Trust-worthy
4. Proper Customs Handling
5. Economical route

Prepare for a multimodal transportation. That means, a combination of vehicles being used to transport goods from place of origin to the destination.



The Pros and Cons of Various Transportation

Road Transportation	
Advantages	Disadvantages
Less Cost Outlay	Vulnerable to Season & Weather
Door to Door Delivery	Accidents and Break-downs
Services in Remote Areas	Slow Speed, comparatively
Flexible Services	Unorganized Sector
Suitable for Short Distances	Not Suitable for Heavy Cargo
Lesser Risk of Damage	Not Suitable for Long Distance
Saving on Packaging Cost	Costlier than Railways

Rail Transportation	
Advantages	Disadvantages
Cost Effective	Not suitable for time sensitive goods
Better for Longer Distances	Not advised for short distances
Vast Network of Railways	Restricted Products not Allowed
Efficient and Faster	Block and Brace Method to be used
Huge volumn can be transported	Road Transport up to the destination
Lesser Risk of Damage	

Air Transportation	
Advantages	Disadvantages
High Speed	Very Expensive
Fast Service	Limittaiion of volumn of cargo
Vast Network of Airlines	Product Limitations like batteries
High Standard of Security	Not Suitable for Cheaper Materials
Non-Barrier Routes	Mid-air Accidents
Saving on Packaging Cost	

International Courier Services Transportation	
Advantages	Disadvantages
Door to Door Services	Very Expensive
Plan economical routes	Limitation of Volume & Invoice Amount
Offers Security and Speed	Delays, Loss, Deterioration etc.
Save on CHA & F.F.	Customs Handling may be inadequate
Competitive Pricing	Flexible

India Post Transportation	
Advantages	Disadvantages
Cheaper Option to Courier or Air	Limitation of Volume
Better for Longer Distances	Not advised for short distances
Vast Network of India Post	Restricted Products not Allowed
Save on CHA & F.F.	Not Flexible

Waterway Transportation	
Advantages	Disadvantages
Economical	Slow and Time-Consuming
Suitable for Heavy & Bulky Goods	Port Accessibility
Safety of Goods	Not advised for Perishable Goods
Product Diversity	Vulnerable to Season & Weather
Fuel Efficient	Not Flexible

The Konark Sun Temple is an Architectural masterpiece from the 13th century, located in Puri district, Odissa.

The Konark Sun Temple is a UNESCO World Heritage Site dedicated to the Hindu God Surya, the Sun.

The Konark Sun Temple is shaped like a chariot drawn by seven horses and 12 wheels. The Sun's rays fall on the main entrance at sunrise on the day of equinox. The alignment of Sun's rays is considered to be rare and astronomical marvel. The delicate ornamental work on the inside and outside of the temple is worth a visit. Even today, the temple stands as one of the most prominent edifices of stone carving, unique designs and antique architecture are awe inspiring.



'The language of stone is stronger than language of human.'

- Rabindranath Tagore

Product – Bamboo

HS Code : **460211**

Description : Of Bamboo

Export Promotion Council for Handicrafts – www.epch.in

Govt. Benefits – Duty Drawback & RoDTEP



Bambusa tulda is also known as the Indian timber bamboo and the Bengal bamboo. It is considered to be one of the most species of bamboo. It is generally found at altitudes of 1500m.

- The Bamboos (Bambusoidea) consists of 1439 different species in 116 genera. It is a subfamily of the grass family and the only one to diversify in forests.
- Bamboo has been known as “poor man's timber”.
- Bamboo is known as an ancient grass with woody timber
- Bamboo is the fastest growing plant on this planet.
- The plant releases about 35% more oxygen than an equivalent mass of trees.
- It can absorb excess carbon dioxide from the atmosphere.

- Bamboo is highly resilient. The plant can tolerate extreme conditions that other plants cannot.
- Bamboo's strength is not its only advantage; it is also versatile. The plant's tensile strength exceeds that of steel.
- It is also better at withstanding compression.
- Bamboo is a viable replacement for wood.
It is also one of the strongest building materials.
Bamboo can also tolerate extreme conditions that most plants cannot.

Bamboo as a Food :

- Bamboo can be eaten (new shoots),
- Young bamboo culm can be a resource for fiber and starch, which can be used for food applications, such as bamboo flour, bread, pasta, rice etc.
- It is known as dietary fiber, with low fat and calorie contents with amino acids, potassium, antioxidants, selenium, vitamins, carbohydrates, and protein
- Bamboo it can be used to feed livestock feed

Uses of Bamboo in Various Industries	
Building & Construction	Furniture
Food and Food Stuff	Animal Feed
Energy & Biofuel	Soil Enhancement
Fabric and Cloth	Ornamental Gardening
Medicine Industry	Paper and Packaging Material
Handicraft	Fencing
Fashion Industry	Incense Stick (Agarbatti)

The Global Bamboo Market

- The global market of Makhana seeds and Makhana pops is estimated at USD 35 million approximately.
- Asia-Pacific is the largest producer and consumer of bamboos on the back of China, India, Indonesia and other neighboring countries.
- The global bamboos market size was estimated at USD 59.30 billion in 2021 and is expected to reach USD 61.69 billion in 2022.
- The global Bamboo Products market size is estimated to be worth USD 19170 million in 2022 and is forecast to a readjusted size of USD 25110 million by 2028 with a CAGR of 4.6% during the review period.

Top Exporting Countries of Bamboos Shoots in 2022

- China - 77% of the world exports (\$71 million)
- Netherlands - 10.2% (\$9.57 million)
- Spain - 1.71% (\$1.59 million)
- Poland - 1.59% (\$1.48 million)
- India - 1.49% (\$1.39 million)

Bamboo Sticks

Bamboo sticks are thin, cylindrical rods made from natural bamboo, which is a fast-growing, sustainable, and eco-friendly material.

The bamboo growing in India's forests doesn't have this feature. This bamboo has to be grown scientifically using tissue culture technique to get the desired length.

This makes India to import bamboo to the tune of 60,000 to 65,000 tons every year.

The government of India has recently increased the import duty on bamboo sticks from 10% to 25%. The main purpose of increasing the import duty is to encourage the use of domestic bamboo.

- India is the largest importer of Bamboo stick in the World.
 - The top 3 importers of Bamboo stick are India, United States and Vietnam



India in Exporting Bamboo

India exports most of its Bamboo to United States, Malaysia and United Kingdom.

India is the 3rd largest exporter of Bamboo in the World.

India exports of Bamboo used primarily for plaiting or weaving was \$389.81K and quantity 6,743,490Kg.

- Bhutan (\$337.32K , 6,664,870 Kg),
- Canada (\$19.59K , 41,453 Kg),
- Maldives (\$14.09K , 7,349 Kg),
- United Kingdom (\$9.62K , 1,472 Kg),
- Kenya (\$3.01K , 2,250 Kg).

There are various bamboo woven products including baskets, trays, jars, boxes, cases, vases, folding screens, models of animals and figures, buildings, furniture, lamps and lanterns, bags, toys, fans and mats. Some are graceful pieces of art for decoration or enjoyment and some are indispensable commodities.



Bamboo Production In India

- India is the second richest country in bamboo genetic resources after China. These two countries together have more than half the total bamboo resources globally. There are 136 species of bamboos occurring in India.
- More than 50% of the bamboo species occur in Eastern India- Arunachal Pradesh, Assam, Manipur, Meghalaya, Mizoram, Nagaland, Sikkim, Tripura and West Bengal.
- The state of Madhya Pradesh has the largest area covered by bamboo forests in the country.
- West Bengal is the largest market for Bamboo products, Bamboo Crafts and Cane.
- Assam produces the maximum amount of bamboo in India as most of its forests are throbbing with bamboo plantation of various species.
- Assam is the largest bamboo producing state in India. India is the second largest producer of bamboo behind China. Bamboo is used for multiple purposes like in the construction of buildings and in the making of furniture and various devices. Assam also has a Bamboo Technology Park at the Chaygaon in Kamrup district.

Top States Producing Bamboo

- Assam
- Madhya Pradesh
- Maharashtra
- West Bengal
- Uttar Pradesh
- North Eastern States
- And other states like Karnataka, Odissa, Gujarat etc.

Mizoram is called the Bamboo queen of India

Interestingly, Banswara, Situated amidst the Aravali valley, represents tribal culture in Rajasthan, with a landscape predominated by bamboo trees (Hindi: बाँस) the region came to be known as Banswara, Land of Bamboo.

Pricing and Profitability

- Bamboo can be sold per stick or in Weight.
- Per quintal (1 quintal = 100 kilograms) price can range from INR 300 to 600, based on the length, quality and purpose of usage.
- Bamboo products are often more expensive than their wood counterparts. However, there are many reasons why this premium exists.
- Bamboo is a profitable commodity for exports, especially if it is farmed, or best can be sourcing from the farmer directly.

Quality and Certification

- Bamboos are a great source of calcium, protein, sodium, carbohydrates, potassium, phosphorous, iron, copper, manganese, thiamine and zinc. For use of it as a food or animal feed, it requires proper lab testing and fumigation.
- Based on one or a combination of the following parameters, the standard provides a grading of bamboo for structural utilization: (a) diameter and length of the culm; (b) taper of the culm; (c) straightness of culm; (d) internodal length and distribution of nodes; (e) wall thickness; (f) density and strength; and (g) durability and seasoning.
- From the report of tests included in the standard, the strength of bamboo increases as the moisture content decreases. The optimum moisture content of fiber saturation point for most bamboos is around 20 percent; however, it depends on the species.
- Bamboo must be treated before use for removal of insects, termites, fungus and borers. Many times, bamboo is transported by river to prevent insect attacks by washing out starch.
- BIS Standards are used for Exporting of Bamboo products as per its use.
- A third-party lab testing is often the only way to verify REACH compliance. Reputable test companies such as SGS, TÜV SÜD, Intertek, and QIMA provide comprehensive REACH services for wooden and bamboo products.

HEALTH BENEFITS OF BAMBOO SHOOT

Nutrients*

Dietary Fiber 9%
Carbohydrate 2%
Protein 5%
Calories 1%

Minerals*

Potassium 15%
Manganese 13%
Copper 9%
Zinc 7%

Vitamins*

Vitamin B6 12%
Thiamin 10%
Vitamin C 7%
Vitamin E 5%

Aids in weight loss



Reduces risk of cancer



Strengthens immune system



Rich in anti-inflammatory properties



Helps improve cardiovascular health



Effective against respiratory diseases



Provides relief from stomach ailments



Useful in curing snake and scorpion bites



Beneficial for controlling cholesterol levels



*% Daily Value per 100g. For e.g. 100g of bamboo shoots provide 9% of daily requirement of copper.



Bamboo Shoots



Bamboo Rice



Bamboo Pasta



Bamboo Furniture



Bamboo Handicraft

Country – Vietnam

Vietnam (officially the **Socialist Republic of Vietnam (SRV)**), is a country at the eastern edge of mainland Southeast Asia.



- Vietnam is located on the eastern Indochinese Peninsula.
- The North Vietnamese victory in 1975, Vietnam reunified as a unitary socialist state under the Communist Party of Vietnam (CPV) in 1976.
- An ineffective planned economy, a trade embargo by the West, and wars with Cambodia and China crippled the country further.
- The authority of the state, government encouraged private ownership of farms and factories, economic deregulation, and foreign investment, while maintaining control over strategic industries.
- It is part of international and intergovernmental institutions including the ASEAN, the APEC, the CPTPP, the Non-Aligned Movement, the OIF, and the WTO. It has assumed a seat on the United Nations Security Council twice.
- Vietnam's economy achieved strong growth in agricultural and industrial production, construction, exports, and foreign investment, although these reforms also resulted in a rise in income inequality and gender disparities.

- A developing country with a lower-middle-income economy, Vietnam is one of the fastest-growing economies of the 21st century.
- Vietnam has high levels of corruption, censorship, environmental issues and a poor human rights record.
- The country ranks among the lowest in international measurements of civil liberties, freedom of the press, and freedom of religion and ethnic minorities.

- Capital : Hanoi
- Language : Vietnamese
- Time Zone : Hanoi is 1.30 hours ahead India
- Largest Cities : Ho Chi Minh City
- Currency Vietnamese Dong : VND

1 INR = 291.19 VND

1 USD = 24,265 VND

- Working days : Monday to Friday, Saturdays Half Day
 - Lunch time is off from noon to 1.30 Vietnamese time.
 - Population : of over 100 million. It is 15th most populous country in the world.
- From FY 2017 to FY 2023, Vietnam received approximately \$104 million in State Department-funded security assistance under the Foreign Military Financing (FMF) program.
 - Vietnam also received a separate \$81.5 million of FMF in FY 2018 to support the Indo-Pacific Strategy.
 - Currently, more than 25 countries are providing bilateral aid to Vietnam. In terms of the total amount of ODA loans on disbursement basis (by calendar year), Japan, France, Korea, and Germany rank as the top bilateral donors.
 - At its narrowest point in the central Quảng Bình Province, the country is as little as 50 kilometres (31 mi) across, though it widens to around 600 kilometres (370 mi) in the north.

- The northern part of the country consists mostly of highlands and the Red River Delta. Southern Vietnam is divided into coastal lowlands, the mountains of the Annamite Range, and extensive forests.
- From north to south Vietnam, the country has numerous islands; Phú Quốc is the largest. The Hang Sơn Đoòng Cave is considered the largest known cave passage in the world.
- The Ba Bể Lake and Mekong River are the largest lake and longest river in the country.

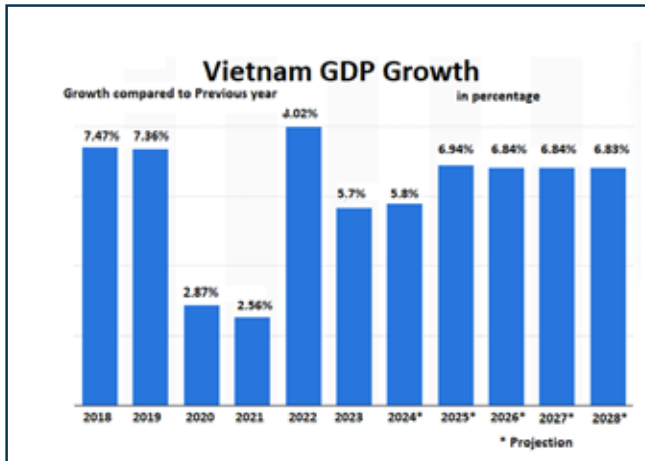
Major Produce :

- Manufacturing, information technology and high-tech industries now form a large and fast-growing part of the national economy.
- Vietnam today, is the third-largest oil producer in Southeast Asia with a total 2011 output of 318,000 barrels per day
- In 2010, Vietnam was ranked as the eighth-largest crude petroleum producer in the Asia and Pacific region.
- The world's largest producer of cashew nuts, with a one-third global share.
- The largest producer of black pepper, accounting for one-third of the world's market.
- The second-largest rice exporter in the world
- Vietnam is also the world's second largest exporter of coffee.
- Other primary produce and exports include tea, rubber and fishery products.

India – Vietnam Bilateral Trade Relations – 2022

- India Exports to Vietnam 7.8 billion USD
- Vietnam Exports to India 7.96 billion USD

India stands Trade Deficit with Vietnam



Top Partner Countries of Viet Nam	
Export	Import
U.S.A.	China
China	Japan
Japan	South Korea
South Korea	Taiwan
Taiwan	EU 27
Thailand	U.S.A.
Australia	Thailand
India	Australia
Malaysia	Malaysia
Hong Kong	Indonesia

In the year 2000, bilateral trade between India and Vietnam has seen steady growth over the years.

In FY 2021-22, for India, Vietnam was the 23rd largest trading partner globally and the 4th largest within ASEAN, following Singapore, Indonesia and Malaysia.

Major Ports of Vietnam

- Hai Phong,
- Da Nang,
- Qui Nhon, and
- Tan Cang – Cat Lai Terminal, Ho Chi Minh City

The only airports freighting goods internationally in Vietnam are Hanoi and HCMC International airports.

Bilateral Trade	
Export From India	Import Into India
Iron & Steel	Electrical & Electronic Equip.
Cotton	Chemicals
Cereal	Machinery & Mechanical appl.
Meat & Fish	Articles of Plastic
Electrical Machinery & Equip.	Copper
Machinery & Mechanical appl.	Rubber
Auto Parts	Coffee & Tea
Cement & Plaster	Spices
Paper & Paper articles	Footwear
Leather	Fertilizers
Chemicals	Metal
Pharmaceuticals	Medical & surgical devices
Animal Feed	Inorganic Chemicals

Foreign Trade Agreement between India and Vietnam

India ASEAN Comprehensive Economic Cooperation Agreement (CECA) – Trade in Goods, Services, and Investment Agreement (Brunei, Cambodia, Indonesia, Laos, Malaysia, Myanmar, Philippines, Singapore, Thailand and Vietnam).

Business :

- Vietnam Chamber of Commerce & Industry <https://en.vcci.com.vn/>
- India – Vietnamese Chamber of Comm & Ind. <http://www.ivcci.org.in/>
- Vietnam Manufacturing Federation <https://vmfederation.com/>
- Vietnamese Trade Associations

<https://www.worldtraderef.com/vietnam/business/trade-associations.html>

- Vietnam Garment Manufacturer Association

<https://dugarco.com/en/vietnam-garment-manufacturers-association/>



State of India – Karnataka

- Karnataka is a state in southwest India with Arabian Sea coastlines.
- The capital, Bengaluru (formerly Bangalore), is a high-tech hub known for its shopping and nightlife.
- It is the only southern state to have land borders with all of the other four southern Indian sister states.
- Kannada, one of the classical languages of India, is the most widely spoken and official language of the state.

1st Largest in IT Services Export

1st Silk Exporting State

1st Largest Coffee Exporter

1st Producer of Sandalwood

2nd Largest in Petroleum Products

4th Largest Exporting State

5th Largest Economy GDP Wise

iPhone Manufacturing State



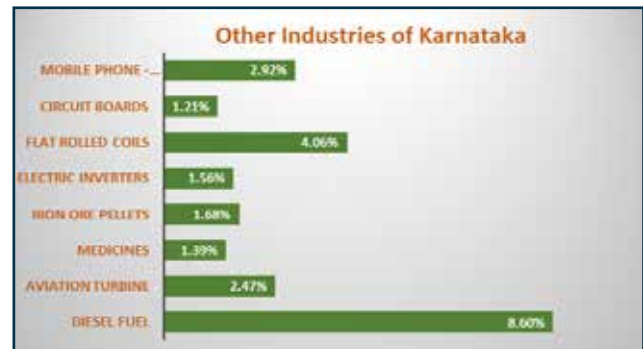
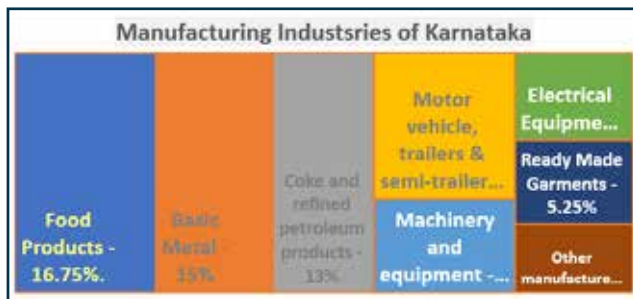
Agriculture Products of Karnataka

- Kalaburagi is the main agricultural district of Karnataka
- Chikmagalur is the main coffee producing hub
- Coffee, raw silk, sandalwood, ragi (finger millet), sunflower, tomato
- India's second largest producer of maize, safflower, grapes, pomegranate and onions.

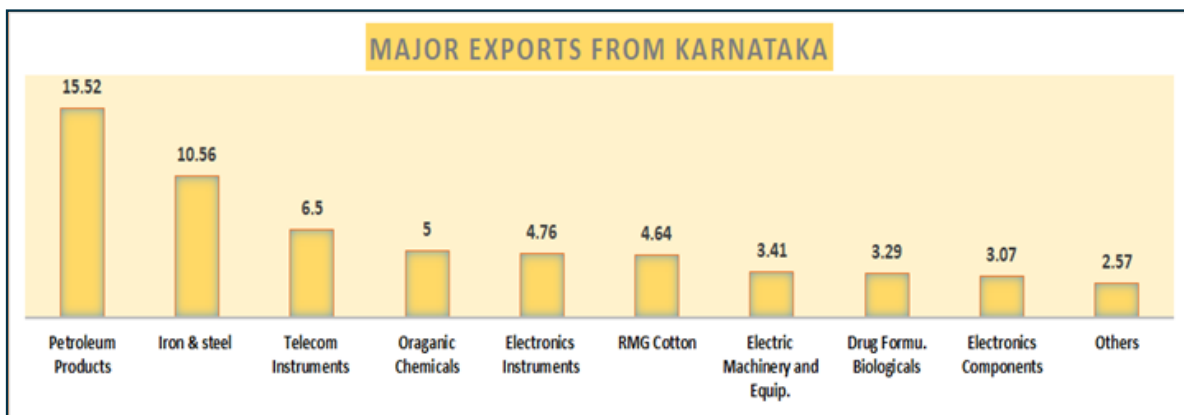
Major Industries of Karnataka

Due to the presence of abundant mineral resources, raw materials, ideal climate, sufficient water, good transport system, skilled labourers, wide market and modern technology, Karnataka is famous for a variety of industries.

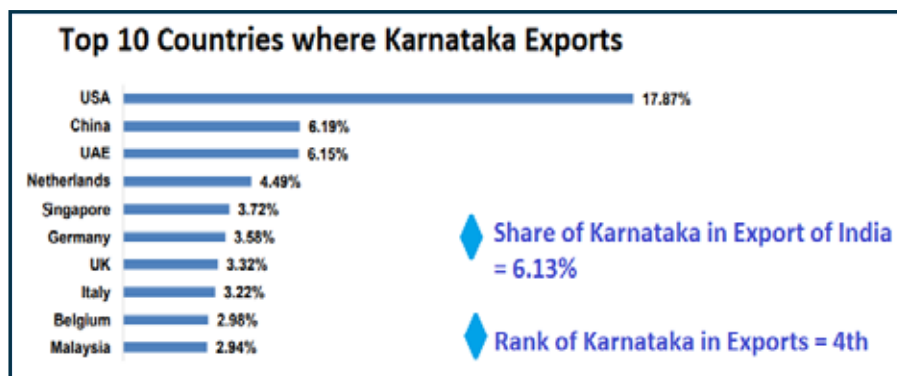
- Iron and steel
- Cotton and textile
- Sugar
- Paper
- Cement
- Information Technology

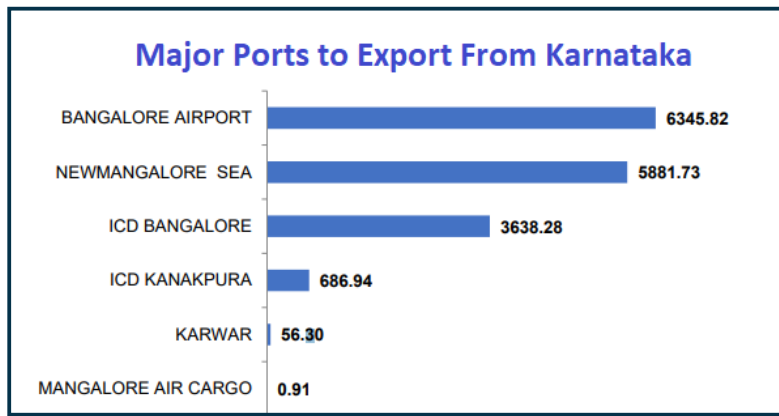


Major Products Exported from Karnataka



Countries Where Karnataka Exports





Business in Bihar

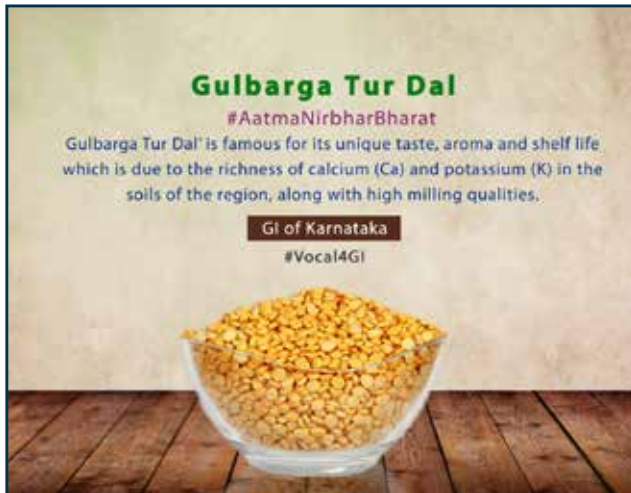
1. Industries in Karnataka-<https://www.karnataka.com/industry/about-industry/>
2. Karnataka State-<https://www.karnataka.gov.in>
3. Federation of Karnataka Chamber of Commerce and Industry-www.fkcci.org
4. Bangalore Chamber of Industry and Commerce-www.bcic.in
5. Karnataka Business and Industry Community-Hubballi-www.kccihubballi.org
6. CII-Bangalore Chapter
7. FICCI-Karnataka State Council
8. Karnataka PHD Chamber

International Trade Fairs in Karnataka - 2024			
Exhibition	Industry	City	Dates
India Medical Expo	Medical and Pharma	Bangalore	5 - 7 Jan
FastNex	Fasteners and Fixing Industries	Bangalore	19 - 23 Jan
Moldex India	Auto & Auto making, Ind. Engineering	Bangalore	19 - 23 Jan
Cast India Expo	Industrial Engineering	Bangalore	2 - 4 Feb
Auto Moto Expo	Auto, Automotive, Battery	Bangalore	9 - 11 Feb
IndiaWood 2024	Furniture, Wood, Technology	Bangalore	22 - 26 Feb
The HAAT of Art (THOA)	Handicrafts and Art	Bangalore	23 - 25 Feb
Fabric and Accessories Trade Show	Apparel and Clothing	Bangalore	1 - 3 March



G.I. Products from Karnataka

- NANJANGUD BANANA
- MYSORE MALLIGE
- MYSORE BETEL LEAF
- MYSORE SILK
- MYSORE AGARBATHI
- MYSORE ROSEWOOD INLAY
- MYSORE SANDALWOOD OIL
- MYSORE SANDAL SOAP
- MYSORE TRADITIONAL PAINTINGS
- GANJIFA CARDS
- COORG ORANGE
- CHANNAPATTANA DOLLS
- COORG GREEN CARDAMOM
- COORG ARABICA COFFEE



Exporter of the Month

Mr. Nikhil Agrawal, Chhattisgarh

Butter Cup tree Flowers – Mahua

Country **France**



Mr. Nikhil Agrawal

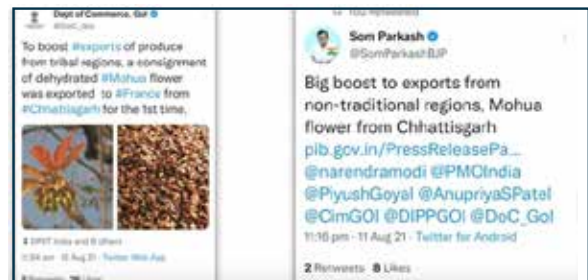
Mr. Nikhil Agrawal, Gauri Enterprises, Kathghora, Chhattisgarh.

The Mahua dried flowers / Fruits were legally exported from India for the first time.

From the H.S. Code to flagging his LCL cargo, the DGFT and Mr. Piyush Goyal, Minister of Commerce and Industry supported, encouraged and promoted Nikhil's product.

Efforts and Enthusiasm of Nikhil are exemplary.

We, at iiiEM are proud of your endeavors.



<https://rb.gy/frjub4>

International Trade Fairs

The most effective way to find genuine buyers & suppliers for any one in 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 to build trust and confidence.
- Trade Fairs bring the entire marketplace in a centralized way.
- Excellent way to do product research, find new technology, value added features, innovation and networking with likeminded businessmen from around the world.
- Exhibitions provide a unique networking platform to both Indian and foreign participants.
- They help in promotion, marketing and publicity efforts.

International Trade Fairs - December 2023 onwards*				
Exhibition	Industries	City	Country	2023-24
IIFF 2023	India International Furniture Fair	New Delhi	India	1 - 3 Dec
PapereX South India	Machinery, Ind. Supplies, Photography and Optics	Chennai	India	5 - 7 Dec
Intex	India Textile South Asia	New Delhi	India	7 - 9 Dec
SIAL India	Food & Beverages, Food Products, etc	New Delhi	India	7 - 9 Dec
Vibrant Gujarat	Aero Space, Smart Manufacturing etc	Gandhinagar	India	10 - 12 Jan
Heimtextil	Interior, Furniture, Textile, Beddings etc	Frankfurt	Germany	9 - 12 Jan
AgroExpo	International Agricultural Fair	Izmir	Turkey	30 Jan - 3 Feb
International Leather Fair	Leather and Leather products	Chennai	India	1 - 3 Feb
MIDO	Eyewear, Home, Office and School Supplies	Milan	Italy	3- 5 Feb
Fruit Logistica	Fresh & Processed Food & Beverages	Berlin	Germany	7 - 9 Feb
Nakshtra	Gems and Jewellery Trade Fair	New Delhi	India	10 - 18 Feb
Gulfood 2024	Fresh & Processed Food & Beverages	Dubai	U.A.E.	19 - 23 Feb
Beauty Kenya	Fashion and Beauty	Nairobi	Kenya	23 - 25 Feb
Textile Asia	Textile, Fibre, Fabric, etc	Karachi	Pakistan	1 - 3 March
HomeMakers Expo	Home furnishing, Gifts, Fashion, Beauty, Camping	Capetown	South Africa	1 - 3 March
MIFF 2024	Malaysian International Furniture Fair	Kuala Lumpur	Malaysia	1 - 4 March
Ahaar	Food & Beverages and Hospitality	New Delhi	India	5 - 9 March
ICE Europe	Machines, Non-woven, Films, Foils etc.	Munchen	Germany	12 - 14 March
ExpoMabel 2024	Furniture, Interior Textile, Home Accessories	Sofia	Bulgaria	13 - 16 March
Food & Pack	Food, Beverage and FoodPack Tech	Accra	Ghana	19 - 21 March
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
IIOO Expo	India Inter'l Optical & Ophthalmology	Chennai	India	13 - 15 July
SIAL France	Fresh & Processed Food & Beverages	Paris	France	20 - 23 Oct

*Kindly check details before planning a visit.

Source: www.10times.com; www.tradefairdates.com

New Videos Released

EPISODE 84

**ARCHITECTURAL
HARDWARE**

EXPORT में USA
6 कंटेनर का ऑर्डर
हासिल किया

MEET
NEHIL



PART 1

**EXPLORING
CERAMIC
INDUSTRY**

EXPORT-IMPORT
DYNAMICS

WITH NILESH JETPARIYA



PART 2

**EXPLORING
CERAMIC
EXPORT**

TO RUSSIA

WITH NILESH JETPARIYA



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Seminar at NAHEP-CAAST, AAU

Anand Agricultural University (AAU), Anand, Gujarat is a prestigious Agricultural University carved out of the erstwhile Gujarat Agricultural University (GAU), the dream institution of **Sardar Vallabhbhai Patel and Dr. K. M. Munshi**.

AAU has various affiliations to international organizations like the World Bank, World Trade Organization etc. Among the Indian affiliations AAU is joined with **National Agricultural Higher Education Project (NAHEP)** and is also a **Centre for Advanced Agricultural Science and Technology (CAAST)**.

AAU has been awarded ICAR – World Bank funded projects to establish Center for Agricultural Market Intelligence.

A seminar was organized by the International Agri-Business Management Institute under AAU on 6th Nov 2023.

The audience was the Faculties and Students (Masters & Doctoral).

The Topic for the Seminar was “Institutional Arrangements for Agricultural Exports”


As a speaker for this seminar, Ms. Trupti Shah, V.P. iiiEM., was invited by the Principal and Dean of IABMI, PI, NAHEP CAAST.

Below are a few Glimpses of the event.




CENTRE FOR AGRICULTURAL MARKET INTELLIGENCE
UNDER NAHEP-CAAST
INTERNATIONAL AGRIBUSINESS MANAGEMENT INSTITUTE
ANAND AGRICULTURAL UNIVERSITY, ANAND – 388110


Dr. R. S. PUNDIR
Principal and Dean, IABMI &
PI, NAHEP-CAAST


Mob: 09429252540
Tele Fax: +91-2692-262052
E-Mail: nahepcaast@aau.in

Ref: AAU/IABMI/NAHEP-CAAST/835/2023 Date: 27/10/2023

To,
Ms. Trupti Shah
Vice President
iiiEM, Vadodara

Subject: Invitation as a Guest Speaker in a One Week Training Program on "Agri-Rural Institutional Arrangement for Rural Prosperity"

Dear Madam,
Greetings from Anand Agricultural University, Anand.
As you know Anand Agricultural University, Anand has been awarded an ICAR-World Bank Funded prestigious project on "Centre for Agricultural Market Intelligence under NAHEP-CAAST". As a part of capacity building component of the project, a One Week Training Program on "**Agri-Rural Institutional Arrangement for Rural Prosperity**" is scheduled to be organized from **1st November to 7th November, 2023** in collaboration with Department of Agril. Economics, BACA, AAU, Anand.

I would like to thank you for accepting our invitation as a Guest Speaker for Technical Session on "**Institutional arrangement for agriculture exports**", from **14:00 to 15:30 hrs on 6th November, 2023**. As the project is under NAHEP-CAAST, the participants will mainly be PG students, faculty members, and other stakeholders.

It will be a pleasure and privilege for the faculty members, Ph.D. & Masters students to listen you and benefit from your rich experience and expertise on the subject matter.

Thanking you & with regards,


(R. S. PUNDIR)

Canton Fair 2023, China

iiiEM Trade Tour to China departed with Mr. Dipak Manohar on 31st Oct. 2023. The group is of 28 delegates visiting Canton Fair, Foshan, and Shenzhen.



Pragati – Ahmedabad



Batch Launch in Various Cities



Ahmedabad



Pune



Nagpur



Kolkata



Indore



Hyderabad



Rajkot



Surat



Delhi



GUIDING LIGHT



Mr. Shubham Banabakode

A mentor is someone who is a selfless guide and a coach. He not only gives directions, he helps his mentees to “recognize” their abilities and skills.

Mr. Shubham Banabadoke is one such person.

More a friend than a mentor.

More a guide than a teacher.

More a Counsellor than a faculty.

His suggestions are almost of an elder brother or a father. His suggestions and advices are well accepted by his mentees as the gospel truth.

Of course, Mr. Banabakode’s loyalty scores are always up and high.

Students become successful exporters after his guidance. He is respected and loved by his students.

We are delighted to have you in iiiEM’s Faculty Board.

We appreciate your association, Sir.

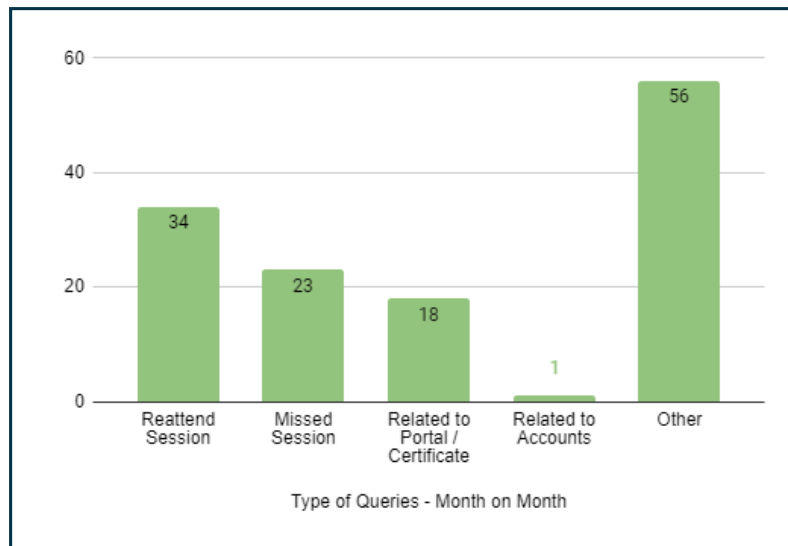
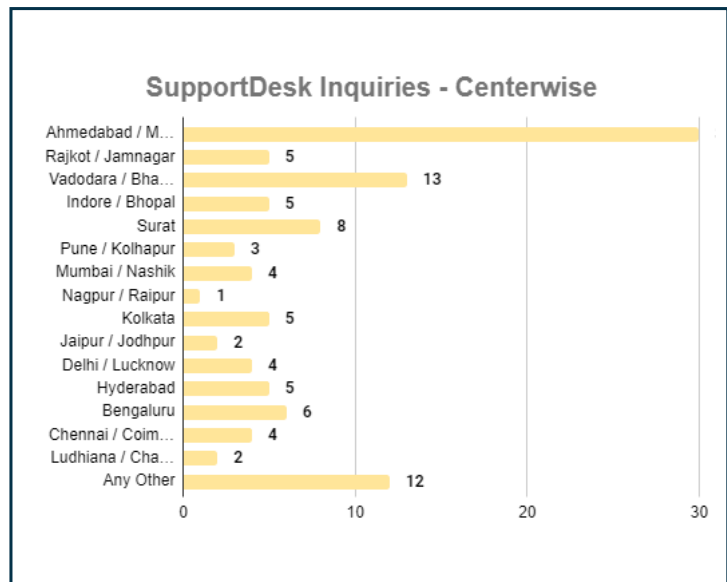
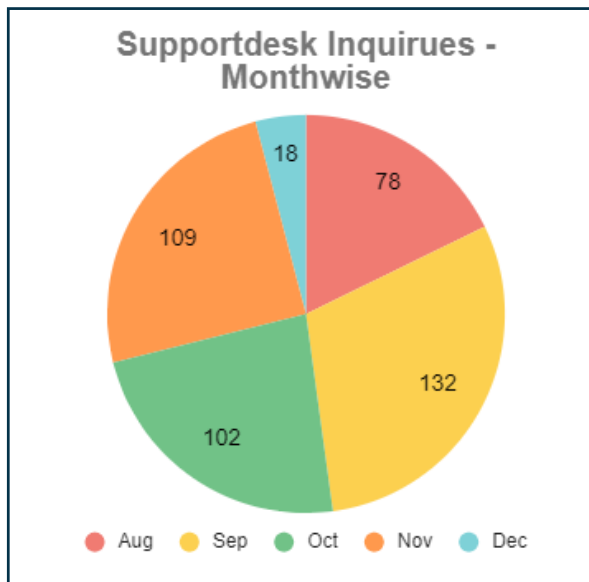
Best Wishes.

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 November 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
- Canton 2024, China

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

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

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

Capital of Specialty Chemicals in India

The top state for producing specialty chemicals in India is Gujarat. Gujarat is home to 50 percent of the chemical industry in India and has the most developed region for chemical investment, namely Dahej.

November 2023 Quiz to Win

<https://forms.gle/csuDthULkFRxXatG7>



Congratulations



Name : Pinalbhai Goti
Location : Surat

जागा इंडिया जागा



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iiiEM Lifetime Free Support Services



iiiEM PRESENCE



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