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Message From Founder & CMD-iiiEM



Dear Friends,

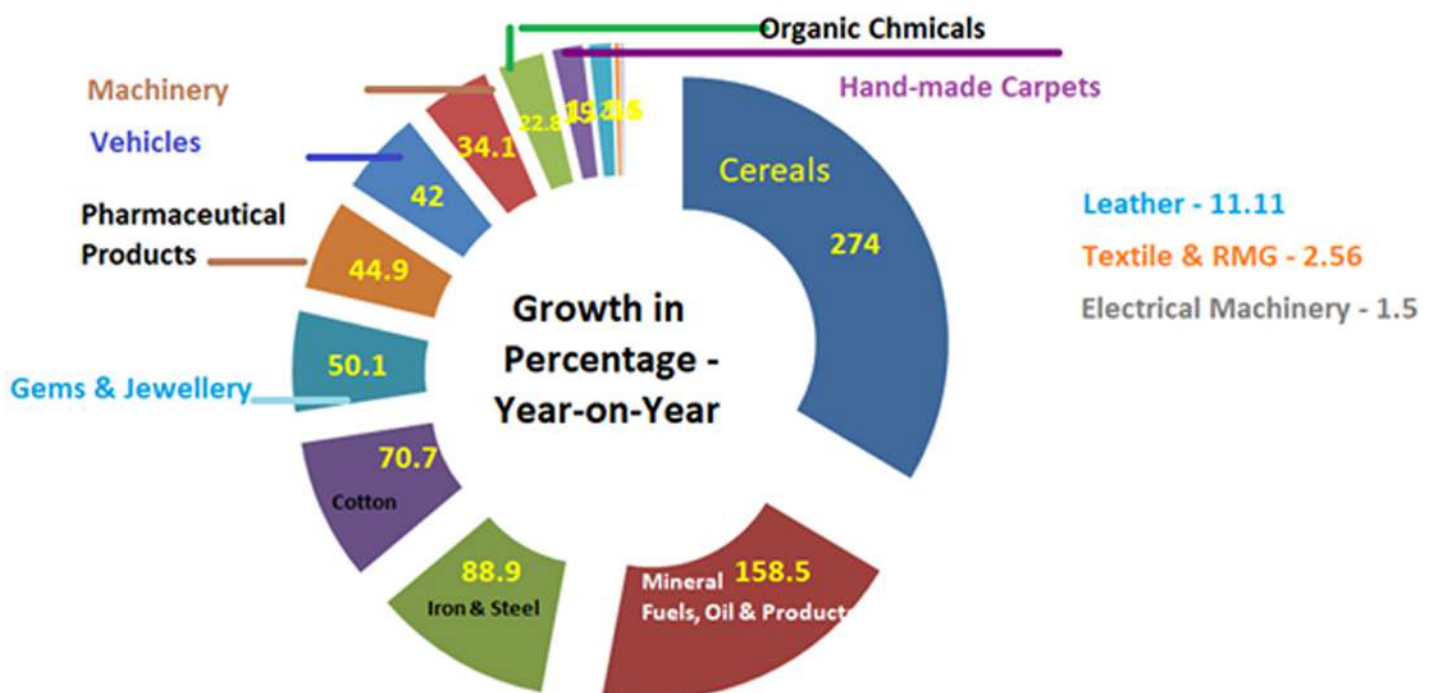
It's a double whammy!

Three significant achievements!

- India recorded a new height - \$770 billion worth of exports for 2022-23!
- And, India also announced its Foreign Trade Policy-2023 to achieve two trillion worth of exports by 2030.

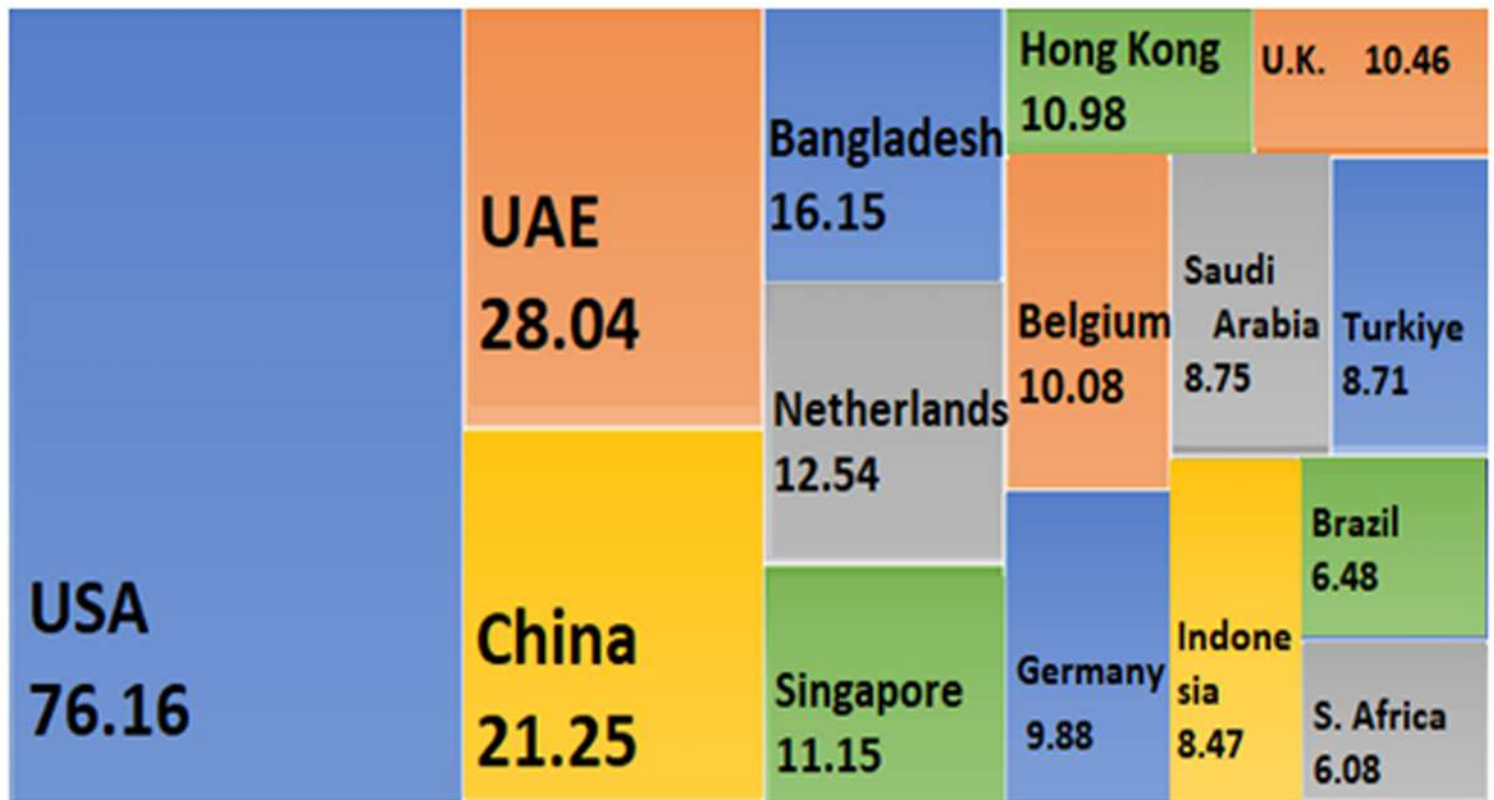
India achieved a new record, reached a new high, and had a brilliant export performance!

Prarabh presents here the highlights of the export growth.



Let us see the Countries which have helped India with Export Growth!

Countries that partnered with India for Export Growth in FY 2023 in billion



With this, now we are clear about the growth pattern of the industries and the countries that import from India.

Time to scale our own performance in Export!

Wishing you the very Best!

Dipak Sudhir Manohar

ॐ PRARAMBH



From the Editor's Desk
Trupti Shah, VP Support, iiiEM

Spring Greetings to all.

The way seasons change and we all experience nature in different forms, the world also experiences various economic tides and troughs.

We have received queries on if International Trade can be invoiced in Indian Rupees (INR) while exporting.

In July 2022, the RBI made a big announcement of settling international trade in INR. This was not just a stir in a teacup. In just 5 months after this announcement, trading with countries happened in INR transactions.

International trade settlement in INR takes much more than the export business. It requires trust, especially when the world is facing inflation, growth rates have slowed or paused, Indian Rupee is sliding down, countries are being sanctioned, and more. But of course, the RBI made a thoughtful move. Yes, we can use INR in International Trade. Prarambh notes here the benefits of using INR:

- Indian Currency can be in demand. More demand, the higher the Value.
- India can keep its Foreign Currency Reserve intact.
- Indian can trade with "Sanctioned Countries" – Countries that are under Sanctions from the West, like Russia, Iran, Venezuela, etc.
- India can control Inflation.

From the Editor's Desk
Trupti Shah, VP Support, iiiEM

This initiative will change the age-old dependency on the dollar. About 60% of India's international trade is done using USD. About 86% of Imports in India are made using USD. This way India will save its foreign currency reserves. In the best-case scenario, if India pays for all of its Russian imports in rupees, it would end up saving \$30-36 billion in dollar outflows.

The RBI has allowed the following countries to open Vostro accounts for international trade in INR.

There are special agreements for Bhutan and Nepal for trade settlement & invoicing in INR.

There is also a different agreement with Iran using INR for cross-border trade.

Country	Continent
Botswana	Africa
Kenya	Africa
Mauritius	Africa
Seychelles	Africa
Tanzania	Africa
Uganda	Africa
Germany	Europe
The United Kingdom	Europe
Fiji	Oceania
New Zealand	Oceania

Country	Continent
Israel	Asia
Malaysia	Asia
Myanmar	Asia
Oman	Asia
Russia	Asia
Singapore	Asia
Sri Lanka	Asia
Guyana	South America

For sure, India shall benefit!

And you too shall earn good returns. Be ready!

Until next, Bye

Trupti Shah

India in the World

Rank	Index	Value	Source	Year
1 st	GDP Growth Rate	8.50%	World Bank	2021-22
5 th	Nominal GDP	3.30 T USD	World Bank	2022-23
3 rd	GDP PPP	13.033 T USD	World Bank	2022-23
14 th	Exports	61.82 B USD	EIC	2022-23
11 th	Imports	714.24 B USD	EIC	2022-23
3 rd	Manufacturing	443.91 B USD	GMRI	2022
4 rd	Receiving FDI	645 B USD	PIB	2022



प्रारंभ PRARAMBH

News to Use

UTTAR PRADESH
FARMING GROWTH FOR INDIA

#1
Producer of vegetables


#3
Producer of fruits



NAGALAND
Buzzing with Potential

2000 METRIC TONNES

Production under the Nagaland
Beekeeping And Honey Mission by 2030*



HARYANA
Leading an IT
Revolution

Highest
Concentration of BPO
workforce in the world

3rd largest
Software exporter in India



भारत 'श्री अन्न'
का दूसरा सबसे
बड़ा निर्यातक
देश है

34.32
मिलियन डॉलर

26.97
मिलियन डॉलर

वर्ष 2020-21 वर्ष 2021-22



**Artisanal
Elegance**

**Machilipatnam
Kalamkari**

This textile is hand block
printed using natural vegetable dyes

Krishna, Andhra Pradesh



Shortforms–Region Wise Countries

Shortform

AMEA
APAC
AEC
ASEAN
Balkan States

Baltic Countries

BRICS
CAME
CUSA
EAC Region
ECOWAS
EEU Region
EU
IMEA
GCC Region
LDC

Levant
MECOSUR
NAC
Nordic

OIC
OPEC
OPEC +

QUAD
SAARC
Scandinavia
Tiger Cub
Economies
UN

Countries or Regions

Asia, Middle East & Africa
Asia Pacific Countries
Africa Economic Community
Association of South Asian Countries
Albania, Bosnia & Herzegovinian, Bulgaria, Greece, Montenegro, North Macedonia, Serbia and Turkey
Estonia, Latvia & Lithuania
Brazil, Russia, India, China and South Africa
Central Asia and Middle East
Canada & United States
Burundi, Kenya, Rwanda, Tanzania & Uganda
Economic Community of West African States (15 Countries)
Armenia, Belarus, Kazakhstan, Kyrgyzstan, & Russia
European Union Countries (27 countries)
India, Middle East & Africa
Bahrain, Kuwait, Oman, Saudi Arabia & UAE
Least Developed Countries - Ethiopia, Mozambique, Zambia & Senegal.
Cyprus, Israel, Jordan, Lebanon, Palestine and Syria
Argentina, Brazil, Paraguay, & Uruguay
North America and Caribbean
Denmark, Norway, Sweden, Finland, Iceland, & parts of Greenland
Organization of Islamic Cooperation (57 countries)
Organization of Petroleum exporting Countries (13 Countries)
Organization of Petroleum exporting Countries (13 Countries) + Russia
Australia, Japan, India, & USA
A Geopolitical Union of Nations in South Asia
Denmark, Norway, Sweden
Indonesia, Malaysia, Philippines, Vietnam and Thailand
United Nations (193 Countries)

Product & Market – Human Hair

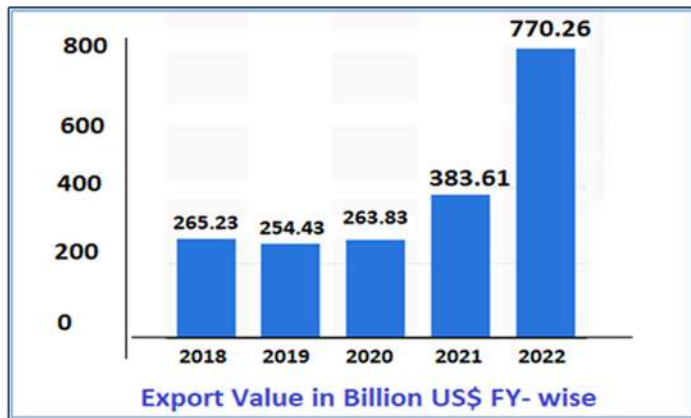
ITC HS Code is 670300– Export Permitted Freely

Product Description – Human Hair worked, dressed, thinned, bleached, and Other animal hair, or wool, prepared for making wigs.

Industry of Human Hair

The future of the human hair industry in India is one of the leading ones in the business world. Dark Indian hair satisfies the traditional beauty standards and also has a huge variety and this is what makes it so popular. Moreover, hair extension clubs from all geographical corners mostly prefer Indian human hair with high quality, dark, and slightly wavy textures. Moreover, hair industries only deal with “virgin hair”.

Value of Human Hair Exported from India from 2018 to 2022. (Million USD)



States as Major Export Hubs

- West Bengal
- Tamil Nadu
- Telangana
- Andhra Pradesh

Quality Parameters

The superior quality of Indian human hair and the human hair industry of India has a huge name throughout the world.

- Thick from root to tip
- Easy to cut, style and blend – even for hair extension fitters without hairdressing training
- 0.8g per strand or 1g per strand in weight, suitable for most hair types and clients
- Generally virgin hair – unbleached, undyed black hair (from India)

Product & Market – Human Hair

Quality Tests

- Curling test
- Burning test
- Washing test
- Tangled Test

Human hair's distinctive chemical composition makes it degrade slowly, with properties such as elastic recovery, high tensile strength, scaly surface, and thermal insulation. The characteristics of hair vary depending on factors such as color, curliness or straightness, length, contamination, and hair damage.



Uses of Human Hair in Various Industries:

Human hair is a versatile material that finds various uses in India, from the beauty industry to agriculture. Here are some of the primary uses of human hair in India:

- Beauty Industry – Hair wigs, switches, and extensions
- Beauty Industry – Eye Lashes
- Cosmetics Industry – Makeup Brushes
- Health care Industry – Testing Hair care products on various Hair types
- Handicrafts Industry – Toys, Dolls, animals, etc.
- Arts and Music – Musical Instruments
- Chemical and Pharmaceutical Industries (chemicals in the hair are used)
- Fertilizer Industry – Hair is a natural fertilizer.

Major Export Market for Human Hair

- United States
- China with
- Myanmar
- Indonesia
- Austria
- Vietnam

Human Hair Color Chart



Human Hair Sampling



A low-investment export business. Give it a thought.

Country Profile – Singapore

- The Republic of Singapore is an island country and city-state in maritime Southeast Asia.
- It lies north of the equator, off the southern tip of the Malay Peninsula, bordering the Strait of Malacca to the west, the Singapore Strait to the south, the South China Sea to the east, and the Straits of Johor to the north.
- Singapore has the world's highest percentage of millionaires, with one out of every six households having at least one million US dollars in disposable wealth.
- Singapore has a highly developed market economy, based historically on extended entrepôt trade. Along with Hong Kong, South Korea, and Taiwan, Singapore is one of the Four Asian Tigers.
 - Official Languages – English, Malay, Mandarin & Tamil
 - National language is Malay
 - Time Zone –Singapore is 2.30 hours aheadof India
 - Capital – Singapore City
 - Currency – Singapore Dollar- SGD
 - Conversion 1 SGD = 61.65 INR
 - Conversion 1 USD = 1.33 SGD
- PSA International (formerly the Port of Singapore Authority) and Jurong Port operate six container terminals and three general-purpose terminals around Singapore.
- **Agriculture** : As a small island nation, Singapore lacks natural resources. It imports more than 90% of its food from more than 170 countries and regions.
- Singapore's agriculture is urban agriculture and aquaculture, and the licensed farms in Singapore mainly focus on three main types of produce: Like, fish and seafood, vegetables, and hen eggs.
- **Major Industries** : Electronics, Chemicals, Biomedical sciences, Logistics and transport engineering, Precision engineering, medical technology, aerospace engineering, clean energy, healthcare, etc.

India – Singapore Bilateral Relations

The Comprehensive Economic Cooperation Agreement (CECA) is a free trade agreement between Singapore and India to strengthen bilateral trade.

Country Profile – Singapore

TRADE OPPORTUNITIES

India Exports to Singapore

Singapore Exports to India

Refined Petroleum

Gold

Ships, Boats, & floating structures

Integrated Circuits

Raw Zinc

Computers

Organic Chemicals

Special Purpose Ships

Gas Turbines

Refined Petroleum

Aluminium

Coal Briquettes

Electrical & electronic products

Cyclic Hydrocarbons

Aircraft & Spacecraft

Polyacetals

Plastics

Polymers

Pharmaceutical Products

Office Machine Parts

Iron bars

Chemical analysis instruments

Glass working machines

Semi-Conductors

Apparel

Broadcasting equipment

Jewellery

Medical Instruments

USD \$ 10.65 billion – 2021

USD \$ 16.4 billion – 2021

For Business :

- Singapore India Chamber of Commerce – www.sicci.com 
- Singapore Chamber of Commerce & Industry – www.scci.sg 
- High Commission of India in Singapore
Economic & Commercial Department – com.singapore@mea.gov.in 
- High Commission of Singapore in India
Economic & Commercial Department – singhc_del@sgmfa.gov.sg 

Trade Fairs and Exhibitions in India

TRADE FAIRS AND EXHIBITIONS IN INDIA – MAY & JUNE 2023*

Exhibition	Industries	City	Dates
Fumma – International Furniture Expo	Finished Furniture Expo	Cochin	6 to 8 May 2023
India Machine tools Show (IMTOS)	Auto, Automotive, Ind. Engineering, & Robotics	New Delhi	18 to 21 May 2023
BIOPLASTEX	Packing, Packaging, Industrial Engg	Bengaluru	19 to 20 May 2023
Print & Packtech World Expo	Packing, Packaging	Bengaluru	26 to 29 May 2023
Biodegradable Expo	Products, Raw Materials, Machinery etc	New Delhi	05 to 07 May 2023
INDOMACH	Industrial Engineering	Hyderabad	14 May 2023
Water Expo	Environment & Waste, Air & Water	Bengaluru	18 to 20 May 2023
National Garment Fair	Apparels, Fashion Accessories, Clothing	Greater Noida	30 May to 1 June
Fastener Fair	Building, Construction & Industrial Engineering	Mumbai	01 to 3 June 2023
Leather Asia Expo	Entire Leather Supply Chain	Greater Noida	01 to 3 June 2023
Shoe Technology Expo	Fashion & Beauty Industry	Greater Noida	01 to 3 June 2023
Health & Wellness	Wellness, Health and Fitness	Mumbai	03 to 04 June 2023
India Home Furnishing Expo (IHF)	Home And Office	New Delhi	16 to 19 June 2023

(Source: www.10times.com)

प्रारंभ PRARAMBH

iiiEM New Videos Released



India की नयी Foreign Trade Policy Of 2023 की जानकारी हिंदी में



Foreign Exchange की A to z Information |
Special Video with Expert



Meet Mr. Hiren जिसने बिना Engineering किये Engineering Goods का Export कर दिखाया | Eximpreneur EP-78



Meet Mr. Rajan Vekariya जिसने Salt & Marble का Successful Export कर दिखाया | Eximpreneur EP-79



Export Import Business में Packing &
Packaging में क्या Difference होता है?

Visit to ICD / Port & Exhibition

Dashrath, Vadodara

Inland Container Depot at Vadodara was visited by the aspiring exporters and importers of iiiEM from Vadodara. Mr. Sachin Dalvi, Assistant Commissioner was very welcoming and warm. Mr. Sumit Wagh, Manager ICD made all the arrangements for our team of enthusiastic students to see around at ICD. Our team students was on a guided tour at the ICD.



Thar Dry Port, Sanand, District-Ahmedabad



A dry port is an inland intermodal terminal directly connected by road or rail to a seaport, operating as a center for the transshipment of sea cargo to inland destinations. Mr. Hitesh Chauhan, Sr. Manager, Mr. R. Ram, Manager, and Mr. Rana, ICD Inspector have been very helpful. All other officers at Thar Dry Port have been cooperative. iiiEM Students enjoyed the guided tour at the Dry Port.

Visit to a Trade Fair

India Steel Expo @ NESCO, Mumbai

This was an exposure for our iiiEM participants to attend a National Level Trade Fair. The mentor guided the participants on how to interact with the exhibitors, what is networking and how to be confident with proper body language and business readiness.



Export - Import Campaigns (Seminar)

Ludhiana



Anand



Godhra



A free seminar was organized by iiiEM under the topic Opportunities of Exp-Import. The speaker was Mrs. Neha Chauhan and the supporting team was Sumaiya, Dhara and Hemali. Very interesting information was given by Mrs. Neha Chohan and an interesting discussion was also held. Why do the expo? And what are its benefits? Apart from this information was also given about the working mechanism of iiiEM.

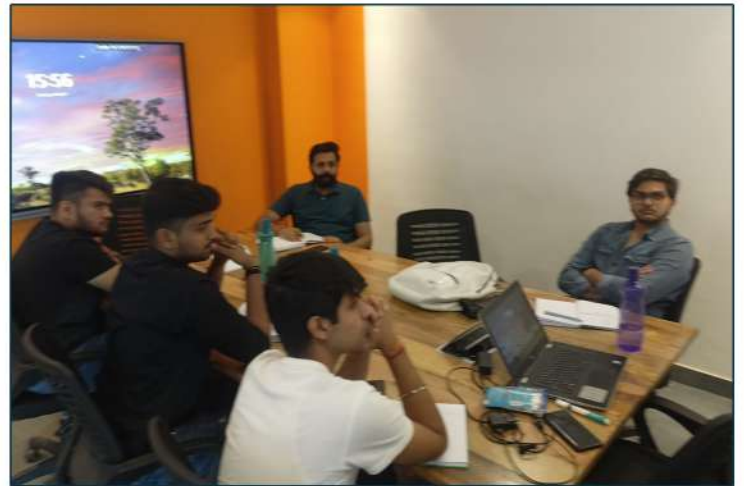
PRARAMBH

Program in Import Export Management

Ahmedabad April Batch



Jaipur April Batch



Mumbai April Batch

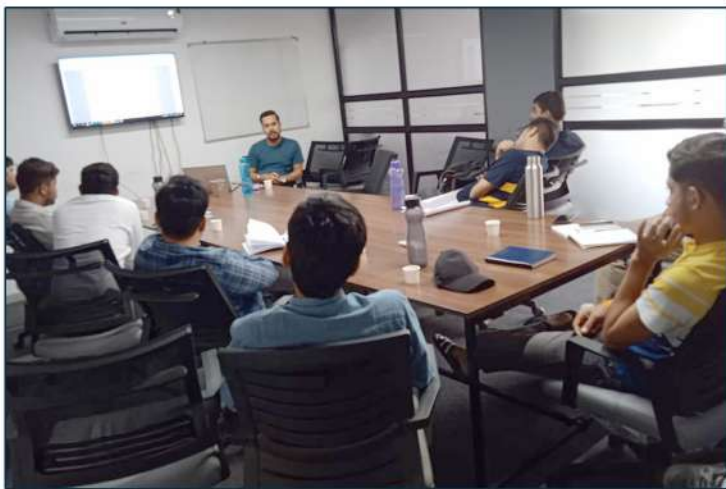


Surat April Batch



Program in Import Export Management

Indore April Batch



Kolkata April Batch



Pune April Batch



Bengaluru April Batch



PRARAMBH

Export Incubation – Pragati

Ahmedabad



EXPORT
Expert



Mr. Ravi Bhavsar

An Exporter with an Award from EEPCC

Ravi Bhavsar with a deep desire to be “different” tried to diversify and expand his father’s business from local to global. Ravi got training in Import and Export. He started looking for the perfect quality in the industrial heaters, studied, researched, and found the demands from various countries before he shortlisted his target countries.

Ravi started exporting his product. He attended Exhibitions and Trade Fairs in India and abroad. Ravi was focused, diligent, and disciplined toward his ambition and business.

Today Ravi Bhavsar is recognized by the EEPCC. Ravi has been conferred with an award from EEPCC for his export endeavors.

Watch Ravi Bhavsar Export Journey on iiiEM YouTube

<https://bit.ly/3AUySKV> 



GUIDING LIGHT

Mentoring Exporters

Guiding Light
Mentoring Exporters

Mr. Sharad Barot is an experienced faculty member specializing in Export-Import. He holds a post-graduation and has several years of industry experience in this field. Mr. Barot himself is an exporter. Mr. Barot is a passionate teacher who brings real-world examples to the classroom, making his lectures engaging and informative. His students describe him as approachable, knowledgeable, and inspiring.

Mr. Sharad Barot achieves a perfect score on the feedback from the students, no matter the language or socioeconomic background of the participant.

His passion for teaching and commitment to his students make him a valuable asset for iiiEM.



Mr. Sharad Barot



Connect Direct

Email Support-Helpdesk

Training Support

iSupport-Telephonic

Revision Sessions

Port/Industry Visit*

Job Assistance**

Re-Attend Training***

Implementation Sessions

- * Subject to Approval
- ** for Job Seekers
- *** at a Nominal Venue Charge

Toolkit Resources

Study Material

Product & Country Research

Outline

Mobile App

List of :

- Customs House Agent

- Indian Embassy

- Trade Associations

- Top 500 Products

Formats for Documents

Updates on EXIM

Quiz, Reply and Win



Quiz  Corner
Answer to Win



First Three (3) Entries with all Correct Answers will Win Prizes

<https://forms.gle/pegAejYY93mYpvz9A>



iiiEM Support Data Analysis

What Happens to your queries, when you ask through email or over phone?

At iiiEM, we do data capturing and mine them for our research and development of the curriculum for International Trade.

Your feedback and queries, both help us update and improve our method of teaching, make course material more interactive and simpler, also it helps us in formulating reports like the below:

Top Three at iiiEM – Support Services for Participants



iiiEM Lifetime Free Support Services



Our Presence



LUDHIANA | JODHPUR | UDAIPUR | VADODARA | AHMEDABAD |
RAJKOT | SURAT | MUMBAI | PUNE | NASHIK | NAGPUR | CHENNAI |
BENGALURU | HYDERABAD | INDORE | BHUBANESWAR | RAIPUR |
KOLKATA | BHOPAL | LUCKNOW-KANPUR | DELHI | CHANDIGARH

Still Growing...



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