

## 1 EXPORT SCENARIO OF MADHYA PRADESH

Madhya Pradesh has witnessed rapid modernization and expansion of marketing systems in agriculture sector in recent past. A network of 241 Mandis or Agri-produce trading yards, 273 sub-Mandis and over thousand weekly markets provide multiple opportunities in agri-business. Commercially viable crops like Niger, sugarcane, groundnut, sunflower, paddy, potato, tomato, onion, garlic, chillies, coriander and other vegetables and medicinal flora have high market value export-potential.

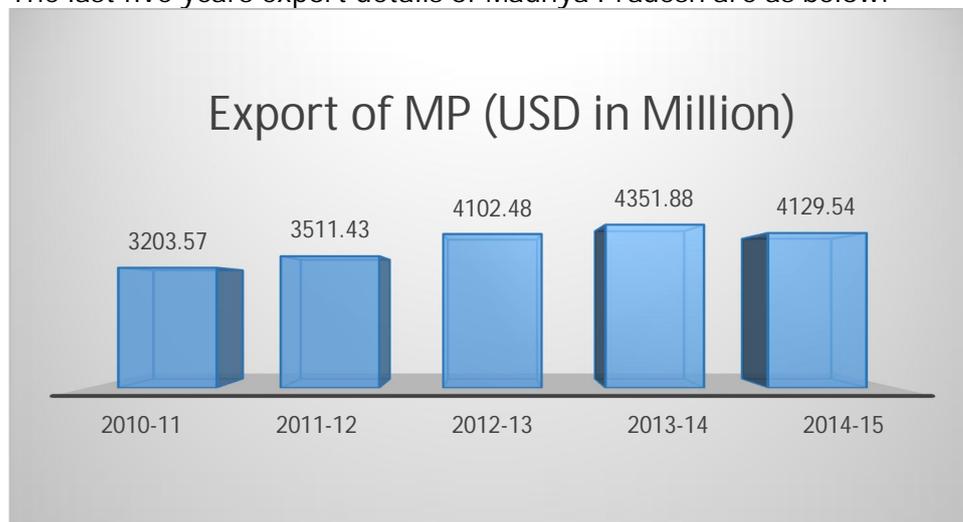
MP is the leading producer of Soya bean, Total Pulse, Total Oil seeds, Gram and Nine Oil seeds. The strength in such agricultural products, its fertile land and available irrigation makes MP a conducive location for being a Food Processing Hub, which can help MP boost exports as well.

MP is focused on building exports in light manufacturing sectors i.e. leather products and textiles as these sectors generate employment and have high domestic value addition. Further, MP has a healthy cotton produce wherein product diversification can scale up operations and augment exports.

### MP Export Products

- ▶ Processed & Un Processed Food
- ▶ Spice & Organic Products
- ▶ Plastic & Packaging Materials
- ▶ Herbal & Pharmaceuticals
- ▶ Textile-Yarn & Fabric
- ▶ Engineering & Machine Tools-
  - ü Electrical Equipment's
  - ü Fabrications, Casting, Fixtures & Fitting
  - ü Power & Transformer Equipment's
  - ü Switch Gear & Control Gear Equipment's
  - ü Insulations
  - ü Condenser & Heat Exchanger

The major export companies running successfully in various sectors in the MP are TEVA, Lupin Ltd, Glenmark Generics Ltd., Geotech Worldwide (A Division of Neo Corp International Limited), Trident, P&G, Vardhman Yarn, Pratibha Syntex Limited, VE Commercial Vehicles Limited, Dawat Foods Ltd., Godrej Hersey, Oswal Denim, Saflex International Limited, Cummins Technologies, SRF, Cipla, TATA Exports etc. The last five years export details of Madhya Pradesh are as below:



## 2 EXISTING EXPORT INFRA

The state has excellent infrastructure, with 19 industrial development parks, 129 industrial areas, seven food parks, eight integrated development centres, three dry parks, one stone park, IT park, one SEZ and an apparel park at Indore. The SEZ aims to provide an international, competitive and hassle-free environment for export-oriented production. A gems and jewellery park is being developed in Indore to promote the diamond industry in the state. 425 train transits through Madhya Pradesh, having road connectivity of 10,000kms of state highway and convenient access to major ports such as Kandla port and Jawaharlal Nehru port.

- ▶ Dry Port facility - Inland Container Depot at Malanpur (Gwalior), Ratlam, Mandideep (Bhopal), Pithampur (Indore), Pawarkheda (Itarsi)
- ▶ Rail Linked Multi Modal Logistics Park as Private Freight Terminal(PFT) at TIHI (25KM west of Indore), near Indore in Madhya Pradesh. is expected to be functional by March 2017. The terminal is expected to handle approx. 65000 TEUs per annum or about 33 rakes per month(inward and outward combined). The proposed site of 33.5 Ha area is along NH-3(Mumbai-Agra Highway);
- ▶ Logistics Hub in Deharvara, Shivpuri, Madhya Pradesh. The proposed project in Deharvara has the potential to serve 15 districts surrounding it. The site is spread over an area of 77.07 Ha with altitude ranging from 195m to 208m.
- ▶ Agri-Export Zones: Several Agri Export Zones have been declared for potato, onion, garlic, seed spices and wheat in the state as per the details below:

Crops	Districts
Potato, Onion and Garlic	Indore, Dhar, Ujjain, Dewas, Mandsaur, Neemuch, Ratlam & Shajapur
Seed Spices (Coriander and Fenugreek)	Ujjain, Ratlam, Mandsaur, Neemuch, Shajapur, Rajgarh & Guna.
Wheat	Neemuch, Mandsaur, Ratlam, Ujjain, Dhar, Shajapur, Dewas, Indore, Bhopal, Sehore, Vidisha, Raisen, Hoshangabad, Harda, Guna & Narsinghpur.

The state has proactively utilized 100% of the funds allocated under the Assistance to States for Developing Export Infrastructure and Allied activities (ASIDE) scheme of the central government.

## 3 INITIATIVES TAKEN FOR EXPORT PROMOTION

### Promotional Events

Over the years, MP EXPORTECH has set the trading pace between Madhya Pradesh and enthusiasts from across the world. Indeed, having evolved as the unmatched business platform for opportunities in networking, MP EXPORTECH 2008, 2009, 2010, 2012, 2013, 2014 & 2015@ Gwalior has set benchmarks for the future and strengthened the foundation of successful business collaborations, for all times ahead.

MP EXPORTECH is dotted with an exhibition of exportable products with an extensive focus on buyer-seller interests. Summit on export opportunities & conference on trade possibilities headed by top delegates and government officials, experts and entrepreneurs facilitates meetings on a single platform. Buyer-seller meets and networking sessions will be the high point of the event.

When distant countries, continents and their people converge, it opens up enormous possibilities for enhancing business prospects, collaborative possibilities and free-

flow of ideas. In exploring possible trade avenues in a refreshingly new and exciting way, MP Exportech is now the perfect forum for exploring and fructifying similar opportunities of growth and success in the days ahead.

#### Policy initiatives

The Madhya Pradesh Special Economic Zone Policy is being formulated by the State Government for the establishment, implementation and management of SEZ in the State in the light of Special Economic Zone policy 2000 of the Government of India. This policy is the governing policy for issues connected with SEZ.

The only Green Field multi product SEZ of India, Indore SEZ was notified prior to the enactment of the SEZ Act' 2005 and became operational W.E.F. 15.08.2003. This SEZ is spread over an area of more than 1100 hectares of land. Industries of various sectors such as Plastic, Engineering, Pharmaceutical, Metal, Textile & Food processing etc. are located in the Zone. The major companies running successfully are Pratibha Syntex Limited, VE Commercial Vehicles Limited, Lupin Ltd, Glenmark Generics Ltd., Geotech Worldwide (A Division of Neo Corp International Limited), Safeflex International Limited, Shankar Soya Concepts etc.

Fruits, vegetables, flowers and other notified agriculture produce purchased in any market area of Madhya Pradesh state for processing/ production, is exempt from payment of mandi fee. Reimbursement of 30% to a maximum of INR 5 lakhs per annum for air freight and road transport charges upto Inland Container Depot(ICD)/Port for export of perishable goods.