

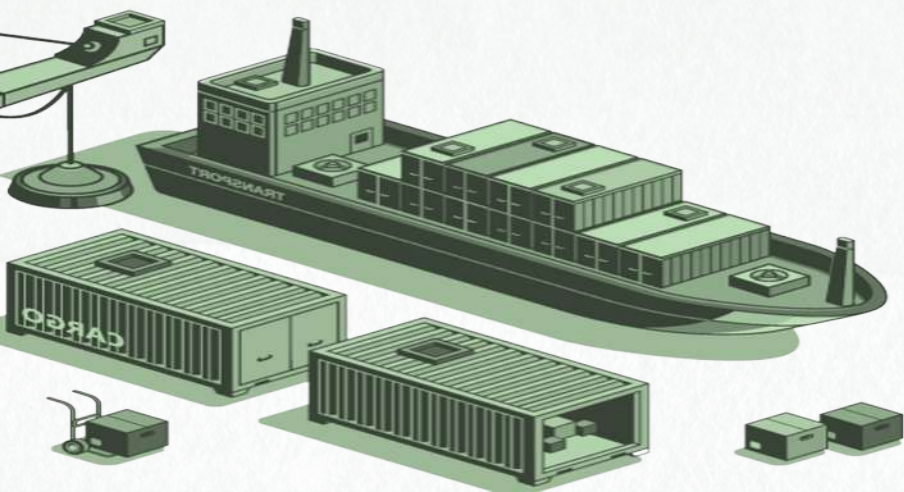
CERTIFICATE TRAINING PROGRAM

ON

AGRI EXPORT-IMPORT MANAGEMENT

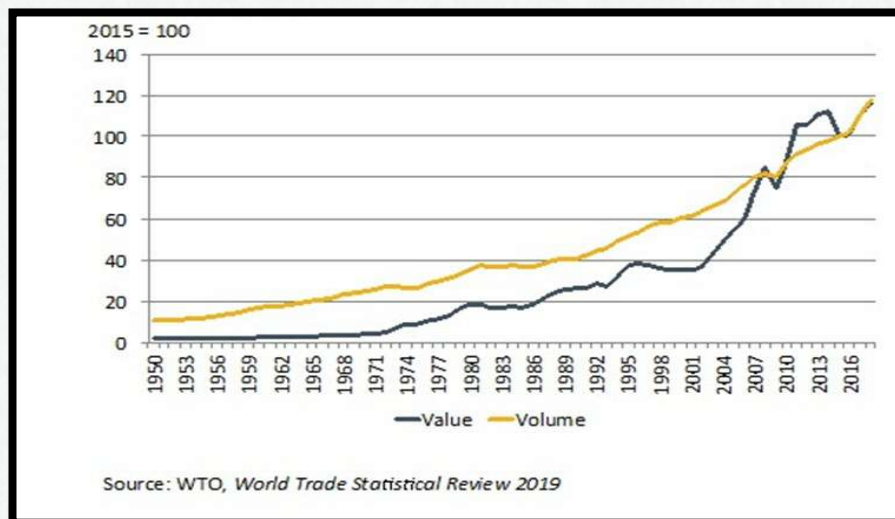
GLOBAL AGRICULTURE TRADE SCENARIO & APEDA'S ROLE
IN BOOSTING INDIA'S AGRI EXPORT (MODULE 1)

07th November, 2022



By
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Global agricultural exports have more than tripled in value and more than doubled in volume since 1995, exceeding US \$1.8 trillion in 2018. Rapid growth over the period 2000-2010 was due largely to increases in commodity prices, reflecting the impact of several factors on agricultural commodity markets.



Source: WTO Stats

India and World Agricultural Trade

(Million USD)	2011	2012	2013	2014	2015	2016	2017	2018	2019	2020
World Export	1649389	1655099	1731531	1752575	1564085	1584129	1725209	1804030	1779888	1803125
World Import	1701893	1681611	1756648	1798003	1599244	1604023	1766106	1856514	1827560	1849613
India's Export	34491	42395	46954	42897	34643	33064	38833	38927	37371	38872
India's Import	22551	25668	24418	27316	27718	29029	32991	28246	27931	26188
India's share in world export (%)	2.09	2.56	2.71	2.45	2.21	2.09	2.25	2.16	2.10	2.16
India's share in world import (%)	1.33	1.53	1.39	1.52	1.73	1.81	1.87	1.52	1.53	1.42



- The contribution of Agriculture (including forestry and fishing) was about 18.64% (Rs. 39,80,067 Cr.) in the total GVA during 2021-22 (as per Provisional Estimates at current prices).
- India has emerged as a significant Agri-exporter in several crops viz. **Rice, spices, cotton, oil meals, castor oil, coffee, cashew, tea, fresh vegetables and sugar.**
- India's agricultural imports are mainly dominated by edible oils (Crude & refined), pulses, cashew nuts, apple, almond, and dates
- As per WTO's Trade Statistics (2020), **India's share in global Agri export trade is 2.2% & 1.40% in agricultural imports.**
- India's Agri export contributed nearly 14% (USD 49.6 bn) of its total merchandise exports during 2021-22.
- **India ranks 9th in terms of exports & 11th in terms of import of Agri products while considering EU(27) as one country.**



OVERVIEW OF INDIAN AGRICULTURE EXPORT

- India is one of the largest agricultural product exporters in the world.
- During **2021-22**, the country recorded **US\$ 49.6 billion in total agriculture exports** with a 20% increase from US\$ 41.3 billion in 2020-21.
- India's agriculture exports primarily comprises Agri & allied products, Marine products, plantation, and Textile & allied products. Agri & allied products exports were valued at US\$ 37.3 billion, recording a growth of 17% over 2020-21.

INDIA'S AGRICULTURE EXPORTS TREND (US\$ BILLION)



Source: The Ministry of Commerce & Industry



STRENGTHS OF INDIAN AGRICULTURE

Significant jump in India's agricultural goods exports indicate our strength in producing unique products grown by farmers across various regions

India ranks 1st in the world production of Millets, Spices, Banana & Mangoes.

Largest producer of Milk and Bovine meat.

India ranks 2nd in the world in production of Rice, Wheat, Sugarcane, Tea, Cashew, Fresh vegetables (Onion, Potato, Tomato, Okra, Cucumber/gherkins).

Ranks 3rd in the world production of Eggs

Ranks 5th in the world production of Honey

Seventh in production of Grapes and Pomegranates in the world.



HIGHLIGHTS OF EXPORT OF AGRICULTURAL COMMODITIES FROM INDIA

Rice is the largest exported agricultural product from India and contributed to more than 19% of the total agriculture export during the year 2021-22.

Sugar, spices and buffalo meat are among the largest exported products with the contribution of 9%, 8% and 7% to 2021-22 agriculture exports respectively.

Wheat exports were valued at US\$ 2.1 billion in 2021-22 after recording significant growth over exports of US\$ 568 million in 2021-22.

In 2021-22 **Coffee exports have crossed US\$ 1 billion** for the first time, which has improved realizations for coffee growers in Karnataka, Kerala and Tamil Nadu.

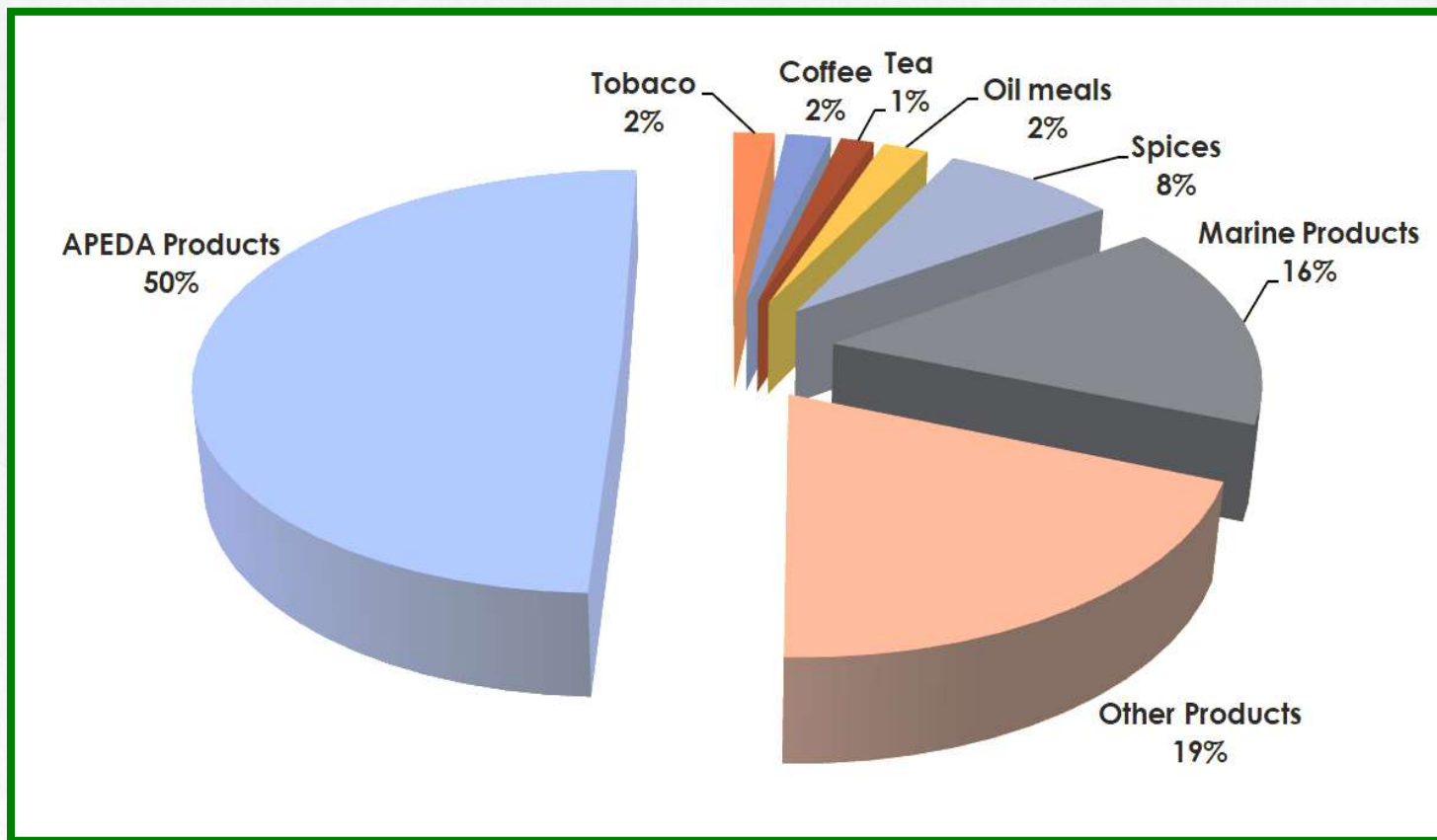
During 2021-22, the export of APEDA products was USD 24.7 bn, having a share of approximately 50% in India's total agri exports.

HIGHLIGHTS OF EXPORT OF AGRICULTURAL COMMODITIES FROM INDIA

Export Share of Different Agri. Products

Year : 2021-22, USD 49.62 Bn

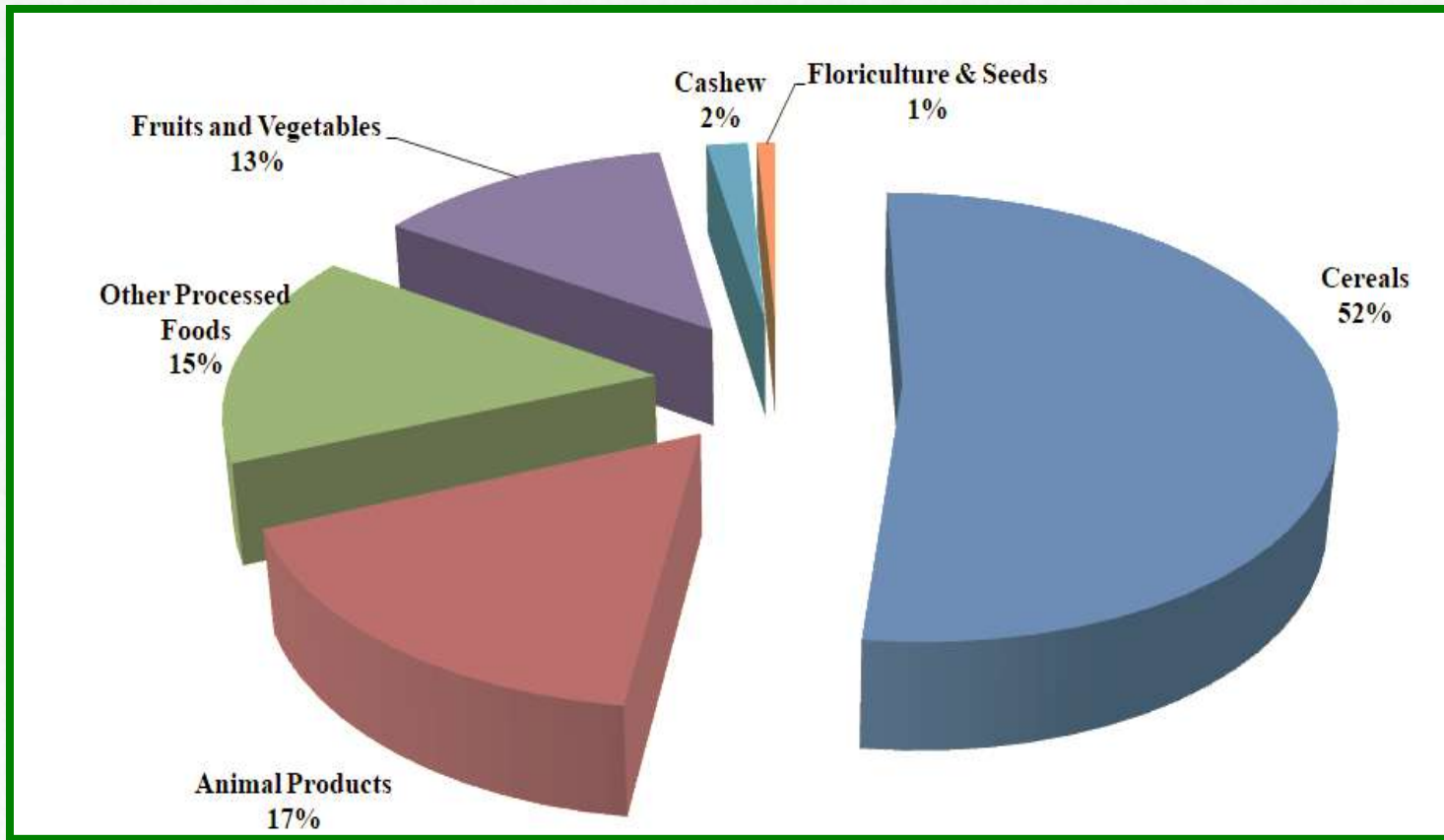
APEDA's Share USD 24.77 Bn



Source: DGCIS

HIGHLIGHTS OF EXPORT OF AGRICULTURAL COMMODITIES FROM INDIA

APEDA's Export Basket
Year : 2021-22, USD 24.77 Bn

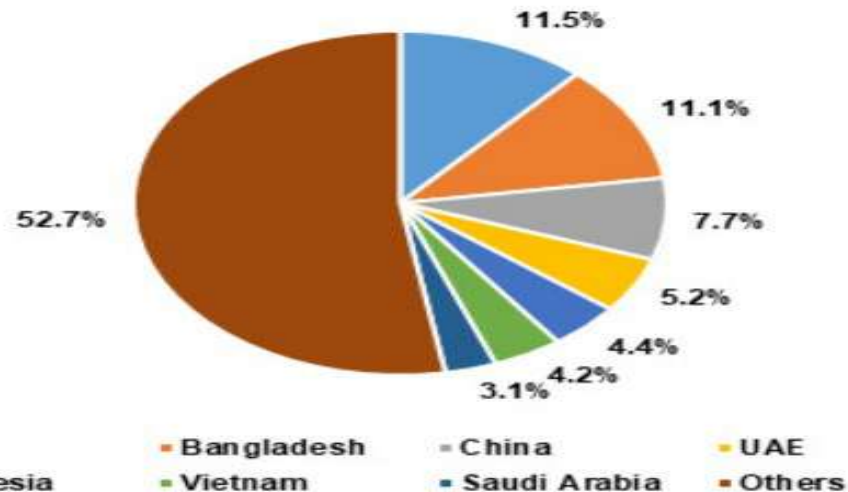


Source: DGCIS

MAJOR EXPORT DESTINATIONS

- The largest importers of India's agricultural products are **USA, Bangladesh, China, UAE, Indonesia, Vietnam, Saudi Arabia, Iran, Nepal and Malaysia**. The other importing countries are **Korea, Japan, Italy, and the UK**.
- During 2021-22, USA was the largest importer of Indian agricultural products at US\$ 5.7 billion with share at 11.5% of the total exports.
- Bangladesh is the major importer of Agri & allied products at US\$ 3.8 billion followed by UAE at US\$ 2.3 billion.

Country-wise approximate share of exports (2021-22)



Source: The Ministry of Commerce & Industry

MAJOR PLAYERS IN AGRI EXPORTS

LINE MINISTRIES

Agriculture & Farmers Welfare

Animal Husbandry

Fisheries

Food Processing Industries

Commerce & Industry

Civil Aviation

Railways

Shipping

Road transport & Highways

Food & Public Distribution

Micro, Small & Medium Enterprises
(MSME)

STATE GOVTS.

State Agriculture Marketing Boards

State Agriculture Universities

AGENCIES UNDER DEPT. OF COMMERCE

APEDA

MPEDA

Spices Board

Tea Board

Coffee Board

DGFT

Export Inspection Council (EIC)

ITPO

IBEF

OTHER IMPORTANT AGENCIES

FSSAI

NHB, NAFED

NCCD

NPPO

Central insecticides Board and
Registration committee (CIBRC)

ICAR Institutions

NABARD, SFAC, NCDC, TRIFED

EXIM Bank, ECGC

CSIR, IIP, CFTRI

KVKs



ABOUT APEDA

- Set up in 1986 for development and promotion of export of scheduled products under an act of Parliament in 1986 erstwhile PEPEDA.
- Headquarter at Delhi
- 14 Regional offices –Mumbai, Bengaluru, Hyderabad, Guwahati, Kolkata, Chandigarh, Jammu & Srinagar, Ladakh, Ahmedabad, Chennai, Kochi, Agartala, Visakhapatnam
- 2 Project offices –Varanasi, Bhopal
- Number of products (8 digit) – 719
- Total export in 1986-87- merely \$ 0.6 bn
- Total Exports in 2021-22 - \$ 24.7 bn
- Exports to more than 200 countries across the globe.



APEDA MANDATE

1

Development of industries relating to the scheduled products for export by way of providing financial assistance or otherwise for undertaking surveys and feasibility studies, participation in enquiry capital through joint ventures and other reliefs and subsidy schemes;

2

Registration of persons as exporters of the scheduled products on payment of such fees as may be prescribed;

3

Fixing of standards and specifications for the scheduled products for the purpose of exports;

4

Carrying out inspection of meat and meat products in slaughter houses, processing plants, storage premises, conveyances or other places where such products are kept or handled for the purpose of ensuring the quality of such products;

5

Improving of packaging of the Scheduled products;

6

Improving of marketing of the Scheduled products outside India;

7

Collection of statistics from the owners of factories or establishments engaged in the production, processing, packaging, marketing or export of the scheduled products or from such other persons as may be prescribed on any matter relating to the scheduled products and publication of the statistics so collected or of any portions thereof or extracts there from;

8

Training in various aspects of the industries connected with the scheduled products



APEDA SCHEDULED PRODUCTS BASKET



Fruits, vegetables and their products



Meat and Meat Products



Poultry and Poultry Products



Dairy Products



Confectionery, Biscuits & Bakery Products



Honey, Jaggery and Sugar Products

APEDA SCHEDULED PRODUCTS BASKET



Chocolates of
all kinds



Alcoholic and Non-Alcoholic
Beverages



Cereal and
cereal Products



Groundnuts,
Peanuts and Walnuts



Pickles, Papads
and Chutneys



Guar gum

Basmati Rice has been included in the Second Schedule of APEDA Act.



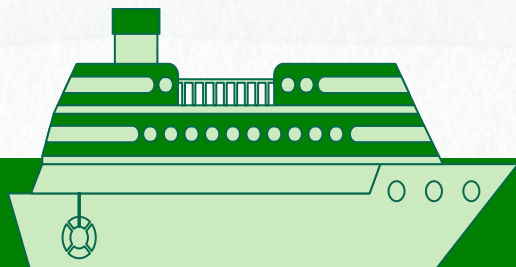
Product	2020-21			2021-22		
	Qty In MT	Rs. Crore	US\$ Mill	Qty In MT	Rs. Crore	US\$ Mill
Floriculture & Seeds	32872.47	1384.39	186.67	35147.11	1522.09	204.29
Fresh Fruits & Vegetables	3148077.5	9940.95	1342.13	3376248.79	11412.42	1527.63
Processed Fruits and Vegetables	1328400.95	11374.97	1533.72	1586255.02	12858.66	1724.87
Other Processed Foods	3199034.17	25571.24	3454.04	3670324.22	28601.4	3834.97
Livestock Products	1484354.76	27155.57	3670.24	1713723.6	30953.3	4152.2
Cereals	22843210.33	74490.85	10064	32301791.55	96011.45	12872.6
Cashew	73823.51	3131.95	423.09	80366.26	3409.91	457.42
Total	3,21,09,774	1,53,050	20,674	4,27,63,857	1,84,769	24,774

Source: DGCIS

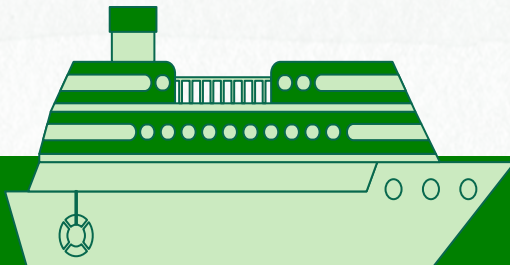


SERVICES RENDERED BY APEDA

Sr. No.	Certificates	Number (2021-22)
1.	Registration cum Membership Certificates (RCMC) (New & Renewal)	7099
2.	Registration cum Allocation Certificates for Rice (RCAC)	30320
3.	Certificate of Export (COE) for export of Peanuts & Peanuts Products.	26365
4.	Certificate of Origin (COO).	29
5.	Certificate for Import of Sugar	94
6.	Recognition of Pack houses	166
7.	Registration of Peanut Units	186
8.	Registration of Meat Establishments	86



	GOVERNMENT	EXPORTERS	TOTAL
Pack houses	60	186	216
Centers for Perishable Cargo	12	-	12
Vapor Heat Treatment Plants	4	2	6
Irradiation Units	2	1	3
Flower Auction Centers	3	-	3
Meat Processing Units	4	104	108



QUALITY INITIATIVES



Total nos. of Farmers ~ 1.38 lakh

HortiNet

Traceability System for Horticulture Products

Total nos. of Farmers ~ 78,384



Total nos. of Farmers ~ 16 lakh



Total nos. of Units ~ 165

Meat.Net

Certification system for export of meat products

Total nos. of Plants ~ 84

The Laboratory recognition network was expanded from 50 labs to 234 food testing laboratories (NABL accredited) at present to facilitate lab testing across the country.

INDIAN ORGANIC EXPORT SCENARIO- NATIONAL PROGRAM FOR ORGANIC PRODUCTION (NPOP)

AREA:

Total area under Organic certification process (registered under National Programme for Organic Production) is **9119,865.9 Ha** (2021-22).

PRODUCTION:

India produced around **3430,735.7 MT** (2021-22) of certified organic products which includes all varieties of food products namely Oil Seeds, fibre, Sugar cane, Cereals & Millets, Cotton, Pulses, Aromatic & Medicinal Plants, Tea, Coffee, Fruits, Spices, Dry Fruits, Vegetables, Processed foods etc.

EXPORTS:

The total volume of export during 2021-22 was **460,320.40 MT**. The Organic food export realization was **INR 5249.32 Cr. (771.96 Million USD)**. Organic products are exported to USA, European Union, Canada, Great Britain, Korea Republic, Israel, Switzerland, Ecuador, Vietnam, Australia etc.



NATIONAL PROGRAM FOR ORGANIC PRODUCTION (NPOP)

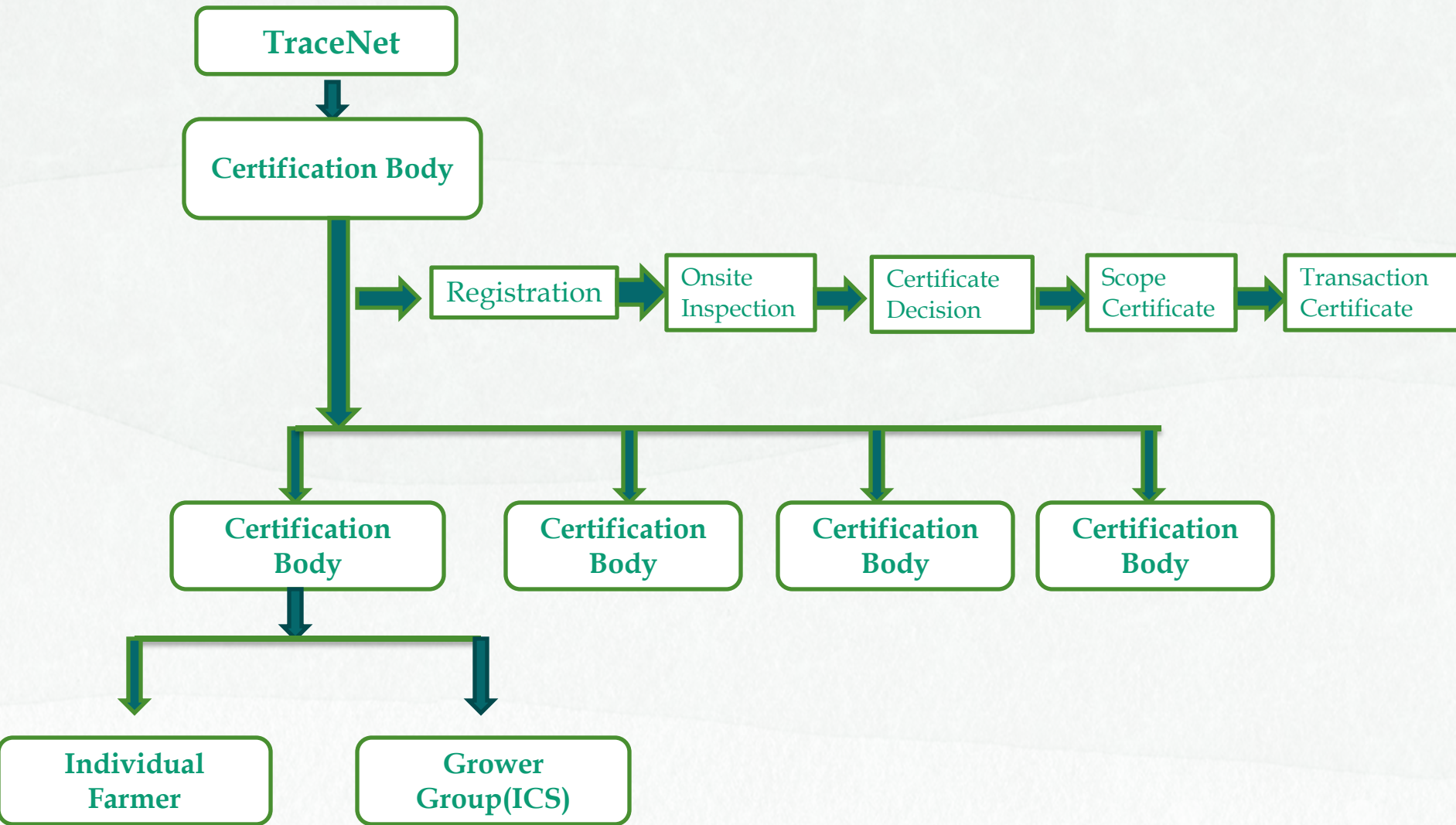
- ❖ Launched during 2001; APEDA functions as the Secretariat of the Certification Bodies under NPOP
- ❖ Internationally recognized
 - Equivalence with EU and Switzerland
 - USDA recognized conformity Assessment system
 - Equivalence with Canada, Japan, South Korea and Taiwan - expected soon
- ❖ 34 Accredited certification bodies
 - 14 in public sector
 - 20 in private sector
- ❖ Offers certification in :
 - Crop production
 - Mushroom
 - Wild harvest collection
 - Seaweeds and aquatic
 - Livestock and sericulture
 - Green house production
 - Apiculture
 - Aquaculture
 - Food Processing
 - Animal Feed Processing



*Operated by Agricultural
and Processed Food
Product Export
Development Authority
(APEDA, Ministry of
Commerce, Govt of India)*



APEDA TRACENET PROCESS FOR ORGANIC CERTIFICATION



APEDA FINANCIAL ASSISTANCE SCHEME

APEDA provides financial assistance scheme as per Promotion Scheme of APEDA for the 15TH Finance Commission cycle (2021-22 to 2025-26). The scheme covers market development under its third subcomponent.



1. Export Infrastructure Development

- Setting up of post harvest handling facilities.
- Financial assistance provided for setting up of infrastructure such as pack houses, refer van, VHT, HWT, cable system etc.
- Assistance also provided for processing facilities for addressing missing gap.



2. Quality Development

- Assistance provided for quality management system, lab equipment and testing of sample etc.

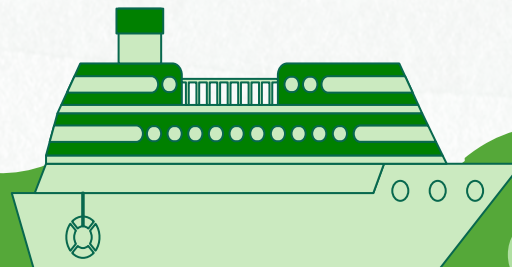


3. Market Development

- Activities covered include development and dissemination of data base and market intelligence, participation of trade fair, BSM, R-BSM, Events, trade delegation etc.
- Product development, R&D and enhancement of traceability etc



RECENT INITIATIVES OF APEDA FOR EXPORT PROMOTION



PARTICIPATION IN MAJOR INTERNATIONAL EXHIBITIONS

To augment visibility of Indian products in the international market, APEDA has been able to establish B-2-B relations of food products exporters with Importers by regular participation in major food exhibitions in US, UAE, EU and South East Asian markets. New potential markets in Africa, East Europe, South America have also been explored through product specific and general marketing campaigns by active involvement of Indian Embassies/ High commissions in the past.

Recently, APEDA participated in London Wine fair held during 7th -9th June along with 10 exporters.



EXPORT PROMOTION - MARKETING OF INDIAN PROCESSED FOOD PRODUCTS

- To unlock the abundant potential in food and hospitality sector, APEDA organized Asia's biggest B2B international food and hospitality fair AAHAR every year.
- This year it was 36th edition of AAHAR which took place at Pragati Maidan from 26th -30th April 2022.





VIRTUAL BUYER SELLER MEETS TO BOOST AGRI EXPORT

APEDA organizes Virtual Buyer Seller Meets (V-BSM) in association with Indian Missions abroad promoting exports of APEDA mandated products. Further, APEDA also takes steps to boost exports of Millets, Health foods, Organic foods, Grapes, Processed foods from the Country. The virtual buyer seller meets have generated interest among the importers. New connections have been established and generated trade enquiries.

Fifty V-BSMs have been organized by APEDA in association with Indian Missions with UAE, Kuwait, Indonesia, Switzerland, Belgium, Iran, Canada (Organic products), UAE & USA (GI products), Germany, South Africa, Australia, Thailand, Oman, Nepal, Bhutan, Azerbaijan, Uzbekistan, Vietnam, Netherlands, Brunei, Cambodia, South Korea, Sudan, Japan, GCC Countries, Bahrain, Angola, Egypt, Algeria, Bangladesh, Morocco, Jordan, Laos, Myanmar etc. E-catalogues were released while each BSM having details of participant exporters, importers, Trade associations.



VIRTUAL TRADE FAIR



VIRTUAL TRADE FAIR 2021
एपीडा APEDA

VIRTUAL TRADE FAIR
Live at: <https://vtf.apeda.gov.in>

Virtual Trade Fair
27-29 May 2021

**Fresh Fruits, Vegetables,
Vegetable Seeds &
Floriculture**

APEDA MEMBER APP FARM REGISTRATION APEDAMOC APEDAMOC APEDAMOC



APEDA took an initiative to develop its own **Virtual Trade Fair (VTF)** application, to leverage on the opportunity due to COVID 19 situation and to sustain the existing markets. The virtual platform will provide an opportunity for Agri importers of several countries and our exporters to interact through participation. Trade fair is being planned for the Processed food sector in the coming months

The following Virtual Trade Fairs were organized by APEDA :

1. Indian Rice and Agro Commodity Show, **10-12 March, 2021**, wherein, 132 Indian exporters participated and 404 visitors visited the VTF.
2. Indian Fruits, Vegetables & Floriculture Show, **26-28 May, 2021**, wherein, 407 Indian exporters participated and 898 visitors visited the VTF.

PRODUCT PROMOTION MEETINGS AND STAKEHOLDER CONSULTATIONS

Regular interactions are organized with the trade to understand the difficulties faced at each level in supply chain of exports for taking up with the concerned organizations for resolving the issues. Meetings have been organized with the exporters, food processing industries, ICAR institutes, NPPO and state agriculture departments. Issues emerged have been taken up with the concerned agencies for early solutions



TRIAL SHIPMENTS – GI PRODUCTS

PRODUCTS	STATE	COUNTRIES
Banganpalli Mangoes	Krishna & Chittoor Districts, Andhra Pradesh	South Korea
Dahanu Gholvad Sapota	Palghar Dist, Maharashtra	UK
Marathwada Kesar Mango	Aurangabad	UK
Saffron	Jammu & Kashmir	Dubai
Jalgaon Banana	Jalgaon Cluster	Dubai
Nendran Banana	Thrissur Cluster	Singapore
Shahi Litchi	Bihar	UK
Bhagalpuri Zardalu, Khirsapati & Lakshmanbhog Mango	Bihar, West Bengal	UK Bahrain
Madurai Malli	Tamil Nadu	USA, Sharjah
Bhalia wheat	Gujarat	Srilanka, Kenya
King Chilli	Nagaland	UK
Vazhakulam pineapple, Marayoor jaggery	Kerala	Dubai, UAE



Trial shipments - Ethnic, unique products

Products	Region / State	Countries
Moringa	Kumbakonam, Tamil Nadu, Telangana	Australia, Vietnam, Ghana, USA
Patented Village Rice	Kumbakonam, TN	Ghana & Yemen
Millets (Organic)	Uttarakhand	Denmark
Red Rice	Sonepat, Haryana	USA
Flavored Jaggery Powder	Mumbai	USA
Fresh Jackfruit	Tripura	UK
Jamun fruit	Uttar Pradesh	UK
Groundnuts	West Bengal	Nepal
Dragon Fruit	Sangli, Maharashtra, Gujarat, West Bengal	Dubai, UK, Saudi Arabia
Burmese Grapes	Darrang, Assam	Dubai
Cherries	Srinagar	Dubai
Dehydrated Mahua flowers	Chhattisgarh	France
Himalayan Goat meat	Uttarakhand	Dubai
Himachal apples	HP	Bahrain
Puffed rice	Cuttack, Odisha	Malaysia





FARMERS
PRODUCER'S
ORGANISATION

**FPO/FPCs/AGRI COOPERATIVES
HANDHOLDING SUPPORT**

FPO/FPCs HANDHOLDING SUPPORT



Central Sector Scheme “Formation and Promotion of 10,000 new Farmer Producer Organizations (FPOs)”

Formation & promotion of FPOs is the first step for converting Krishi into Atmanirbhar Krishi. It will enhance cost effective production and productivity and higher net incomes to the member of the FPO

Central Sector Scheme with funding from Government of India, formation & Promotion of FPOs are to be done through the Implementing Agencies (IAs).

Presently 14 Implementing Agencies (IAs) have been finalized for formation and promotion of FPOs viz. Small Farmers Agri-Business Consortium (SFAC), National Cooperative Development Corporation (NCDC), National Bank for Agriculture and Rural Development (NABARD), National Agricultural Cooperative Marketing Federation of India (NAFED), North Eastern Regional Agricultural Marketing Corporation Limited (NERAMAC), Tamil Nadu-Small Farmers Agri-Business Consortium (TN-SFAC), Small Farmers Agri-Business Consortium Haryana (SFACHR), Watershed Development Department (WDD)-Karnataka & Foundation for Development of Rural Value Chains (FDRVC)- Ministry of Rural Development (MoRD), Gujarat Agro Industries Corporation Ltd. (GAICL), Tribal Cooperative Marketing Development Federation of India (TRIFED), Uttar Pradesh Diversified Agriculture Support Project (UPDASP), Integrated Nutrient Management Division (INM)



SUPPORT PROVIDED BY GOVERNMENT

Financial support to FPOs:

- FPO Management cost of INR 18 lakhs per FPO for 3 years
- Matching equity grant of up to INR 15 lakhs per FPO
- Credit Guarantee Fund for project loan of up to INR 2 crores per FPO

Handholding Support to FPOs:

- National Project Management Agency (NPMA) engaged to provide overall guidance, data management and monitoring
- CBBOs engaged to support FPOs on ground during operational phase

SUPPORT PROVIDED BY APEDA

FACILITATION
FOR EXPORT
LINKAGE
OF FPOs/FPCs

CAPACITY
BUILDING

BUYER
SELLER
MEETS/
CONNECTING
EXPORTERS

FACILITATION
TO FPOs/FPCs
FOR DIRECT
EXPORT

INITIATIVES FOR EXPORT LINKAGE OF FPOs



Walnuts sourced from FPO in J&K showcased at LuLu hypermarket in Dubai

Mango promotion program organised in leading retail chain in association with CGI, Dubai. The Langra & Dasherri variety mangoes locally procured from FPO in UP



Organic pineapple sourced from FPO in Manipur displayed at in-store promotion program in the leading supermarkets in Dubai



DURING THE INITIAL PERIOD OF IMPLEMENTATION APEDA HELPED SEVERAL FPOS/ CO-OPERATIVE SOCIETIES FROM MAHARASHTRA AND GUJARAT IN FORMATION OF FPOS IN 2020-21

- Maha Orange
- Shramajivi Nagpur Oranges Growers Association
- Nagpur Mandarin Farmer Producer Organization
- Navya Orange Processing
- Jotirling Farmers Producer Company(275 farmers registered)
- Sun Star A1 Farmers Producer Company (60 farmers registered)

- Mahakrushi Farmers Producer Co Ltd(265 farmers registered)
- Lokvikas Farmer Producer Company (FPC)
- Shramajivi Nagpuri Santra Utpadak Company Warud (FPO)
- Citrus Grower FPOs
- Kamrej Kela Mandi
- Sardar Bagayat Mandli
- Seva Sahakari Mandli



THANK YOU