



PRARAMBH
An Export Import Trade Magazine



**BANGLADESH
CRISIS**

An Initiative by **iiiEM**

Aug 2024

Forward

We hear news and more news.

We get to learn about the strikes, violence, wars and civil crisis across the globe.

We come to know of the inflation, recession, poverty and hunger also.

Amidst all this, India is still striving and committed to higher up its economy. We are still geared up full throttle.

In days gone by, India, often referred to as the Golden Bird, was rich in essential resources.

Today, India, after 78 years of Independence swears on stability, better and constant upgraded policies for International trade, manufacturing sector is promoted through various government benefits and service sector is already thriving. India's GDP is 3.937 trillion.

Although India is the fifth largest economy in the world, our Per Capita Income is low, \$2,731 (nominal) & \$10,123 (PPP). We are a developing mixed economy with a notable public sector in strategic sectors. India is defined as Developing/Emerging Lower-middle income economy Mixed economy Newly industrialized country Welfare state Socialist state.

But India has been successful to keep its Inflation well within 4.85%. India's GDP is growing steadily 8.2% and our foreign reserves are the fourth highest in the world at \$674 billion.

India is aiming straight at being the third largest economy overcoming Japan and Germany by 2027. The highest in population, India, is still an honest democracy with its growth engine facing against the wind and tide.

Hail India!

Jai Ho!

Until the next, take care

Team Prarambh

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Message From Founder & CMD-iiiEM

Insufficiency of Tolerance and Humanity

While we talk about globalization, we must also understand the countries that suffer from unrest, civil unrest, riots & violence, armed wars, border disputes, displacement & immigration and poverty.

These countries do get support from organizations like the United Nations and UNICEF; however these countries have longer and frequent phases of such unrest. More often than not, these countries witness disturbed peace in small slots, dying soon.



The concern is that of ideological crisis. This fatuity gives birth to only selfishness and greed. People lack tolerance, humanity and live on personal greed and security.

We account here a list of such countries which need our attention for a “real” Globalization or as the Indians say “World is One Family”.

Below are 27 countries listed that have one or the other type of violence and unrest going on.

We have not mentioned the border disputes that Pakistan and China have with India as they are being resolved time and again through armed attacks or peace talks. However, China has an expansionism policy for its country hence it is trying to indebt a country for bigger opportunities or grabs the land through its military infiltration attempts.

The Hunger and Food Insecure Countries

Every day, more than 700 million people (8.8% of the world’s population) go to bed on an empty stomach, according to the UN World Food Program (WFP).

As the man innovates there are multiple and more advanced ways to progress and prosper. And so are the ways to “one-upmanship” to the other in terms of technology, defense equipments, arms and ammunitions, machineries, and more...

Parallely, mankind shrinks in its kindness. The world is one Family ideology is very much around, but not backed by actions other than sparing humanitarian aids. Hardly there is any check on if the aids are enough, or are the aids actually reaching the downtrodden.

Conflict Name	Type	Countries Involved
Civil War in South Sudan	Civil War	South Sudan
Houthis of Yemen	Civil War	Yemen
Internal War	Civil War	Yemen
Civil War in Libya	Civil War	Libya
War in Afghanistan	Civil War	Afghanistan
Civil War in Syria	Civil War	Syria
Instability in Iraq	Civil War	Iraq
Political Instability in Lebanon	Political Instability	Lebanon
Confrontation of U.S. & Iran	Interstates	United States Iran
Conflicts in Pakistan	Economic & Civil	Pakistan
North Korea Crisis	Interstates	North Korea South Korea
Violence in the D.R. Congo	Political Instability	Dem. Rep. Of Congo
War between Lebanon & Israel	Interstates	Lebanon Israel
Instability in Venezuela	Political Instability	Venezuela
Tigray War in Ethiopia	Political Instability	Ethiopia
Boko Haram in Nigeria	Sectarian	Nigeria
Violence in Central African Republic	Sectarian	Central African
Rohingya Crisis in Myanmar	Sectarian	Myanmar
Nagorno-Karabakh Conflict	Territorial Disputes	Armenia Azerbaijan
Conflict in Ukraine	Territorial Disputes	Ukraine Russia
Instability in Bangladesh	Political Instability	Bangladesh
Conflict between Gaza and Israel	Criminal	Hamas Israel

Country	% Population Affected by	Population (millions)	Region
Afghanistan	93%	40.4	Asia
Somalia	68%	12.3	Africa
Burkina Faso	61%	19.8	Africa
South Sudan	60%	11	Africa
Mali	60%	19.1	Africa
Sierra Leone	55%	8.2	Africa
Syria	55%	18	Middle East
Niger	55%	22.4	Africa
Lesotho	50%	2.1	Africa
Guinea	48%	12.2	Africa
Benin	47%	11.5	Africa
Yemen	44%	30	Middle East
Central African Republic.	42.3%	5.58	Africa
Madagascar	41%	31	Africa
Chad	37.20%	2.29	Africa
Dem. Rep. Of Congo	37.80%	9	Africa
Somalia	35%	1.9	Africa

The problem of world hunger isn't new and attempts to solve it have made headlines for decades.

Below we enlist countries that are most often under natural calamities and food insecurities. These countries have hunger chasm deep into its roots hence malnutrition, unhygienic condition, terminal illness, low mortality, are so sharply low that aids, even if enough, are not enough.

Approximately 30 million people in Africa face the effects of severe food insecurity, including malnutrition, starvation, and poverty.

India has just recovered 23 crores of its population from Poverty. Currently, 2.3% Indians live under extreme poverty.

The 2024 budget of \$10.622 billion is designed to enable UNHCR* and its partners to provide life-saving protection, assistance and solutions in new and existing displacement situations to a projected planning figure of 130.8 million forcibly displaced and stateless people.

The world needs to rise from our Rip Van Winkle slumber to the cries and hauls of the subjugated and oppressed people.

Stop the wars and help mankind.

Thank you



Dipak Sudhir Manohar

DID YOU KNOW?

Approximately 4 million people have displaced within Ukraine due to the war.

From the Editor's Desk

The 2024 crisis in Bangladesh has been marked by significant political turmoil and rising violence. The unrest began with protests against a controversial quota system, which many perceived as unfair. These protests have escalated, fueled by economic discontent, violence and high unemployment.

The political instability has led to the sudden fall of Prime Minister had to flee, currently she has taken refuge in Delhi, India.



This situation poses several challenges for India:

- **Security Concerns:** The rise of radical elements and potential cross-border tensions could impact India's national security³.
- **Refugee Influx:** There is a possibility of an increased influx of refugees into India, which could strain resources and create humanitarian challenges³.
- **Regional Stability:** The instability in Bangladesh could affect regional stability, with implications for India's strategic interests.
- **Foreign Exchange Reserves:** Bangladesh may experience a severe shortage of foreign exchange, which hampers its ability to pay for imports. Indian exporters may face payment delays and challenges in receiving payments for their goods, it said.
- **Payment Adversaries:** Cross Border Trade payments through Letter of Credit has been delayed to 30 – 35 days against 10 – 12 days. Moreover, this crisis further will delay payments from Bangladesh.

India and Bangladesh share the longest country borders. So far, India and Bangladesh had good bilateral trade relations.

India had a healthy trade surplus with Bangladesh in the last fiscal (FY24), with significant exports of cotton yarn, agricultural items, engineering goods and chemicals.

India is Bangladesh's largest export destination in Asia, with approx USD 2 billion of Bangladeshi exports to India in FY 2022-23. In FY 2022-23, the total bilateral trade has been reported as USD 15.9 billion.

Bangladesh is a major market for Indian yarn, accounting for 25-30 per cent of the total yarn exports. If the crisis persists for a longer period, such exports, which stood at \$1.3 billion in FY24, may be affected. This may translate to lower realizations and margins in the export markets.



India / Bangladesh



2022

EXPORTS
\$13.8B
 RNK 5 / 217

2022

TOP PRODUCT
\$1.37B
REFINED PETROLEUM

2022

EXPORTS
\$2B
 RNK 10 / 139

2022

TOP PRODUCT
\$195M
NON-KNIT MEN'S SUITS

India's dependency on Bangladesh:

- **Raw Material Supply:** India is a significant exporter of cotton and synthetic fibers to Bangladesh, serving as a crucial raw material supplier for the country's textile industry.
- **Low Labor Costs:** Bangladesh offers lower labor costs compared to India. This cost advantage makes it an attractive destination for Indian textile houses looking to reduce manufacturing expenses.
- **High Production Volume:** Bangladesh has established itself as a global leader in garment manufacturing with a high production capacity. It enables Indian textile houses to meet large orders and scale production efficiently.
- **Machinery and Technology:** Indian textile machinery manufacturers have a strong presence in Bangladesh, providing essential equipment for India's textile mills.

Potential Gains for Indian Textile Industry

Industry experts predict that India could gain an additional \$300-400 million in business per month if 10-11% of Bangladesh's export orders are diverted to Indian hubs such as Tiruppur as this unrest in Bangladesh has created an opening for India to boost its position in the global textile market. The President of the Tiruppur Exporters' Association, anticipates at least a 10% increase in orders this financial year compared to the last.

India's textile industry is well-positioned to benefit from the turmoil in Bangladesh. Central bank data indicates that Bangladesh imported RMG raw materials worth \$7.92 billion in the first half of FY24, with a major portion coming from India. Indian companies like Lahoti Overseas, Square Corporation, and Indorama have established strong ties with the Bangladeshi textile industry, supplying raw materials and finished products.

Bangladesh's monthly apparel exports, valued between \$3.5-3.8 billion, have a significant market share in the European Union, the United Kingdom, and the United States. In contrast, India's current monthly exports range from \$1.3-1.5 billion. The Secretary to the Indian Textpreneurs Federation has confidently stated that India can handle an additional \$300-400 million in orders immediately, given the current capacity.

Indian Companies with Exposure to Bangladesh

Several Indian companies have substantial operations in Bangladesh and might shift their bases back to India due to the crisis. Notably, around 25% of the manufacturing units in Bangladesh are owned by Indian companies such as Shahi Exports, House of Pearl Fashions, and Gokaldas Images.

VIP Industries sources 30–35% of its capacity from Bangladesh, while Marico, Dabur, GCPL, Britannia, Jubilant Foodworks, and Trent have varying degrees of exposure to the Bangladeshi market.

Payment System Challenges

One of the main challenges Indian businesses face in Bangladesh is the issue of Letters of Credit (LC). Delays in payment processing have been reported, with payments being made after 30–35 days instead of the usual 7–10 days. This issue poses a roadblock for companies such as Texperts and Goel Polyfab, which have substantial export volumes to Bangladesh, as per the reports.

The political crisis in Bangladesh presents an opportunity for India's textile industry. With the capacity to absorb additional orders and the advantage of established trade relations, Indian companies can benefit significantly.

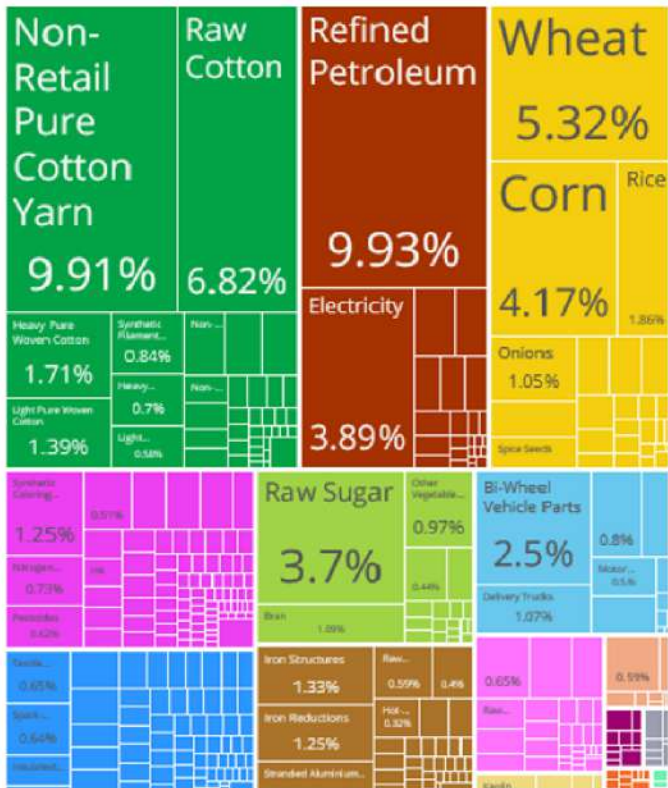
With a good positioning, Indian textile companies can gain a major share of the diverted orders, strengthening their presence on the international stage. India's textile sector stands ready to step in and meet the global demand, potentially leading to a boost in exports and economic growth.

Challenges such as payment delays need to be addressed to fully capitalize on this opportunity by governments of both sides. India needs to also address payments in INR for border trade with Bangladesh.

DID YOU KNOW?

Export import between Bangladesh & India has resumed via railway through Benepole Land Port after 47 Days

India to Bangladesh



India to Bangladesh



Trupti Shah
Trupti Shah

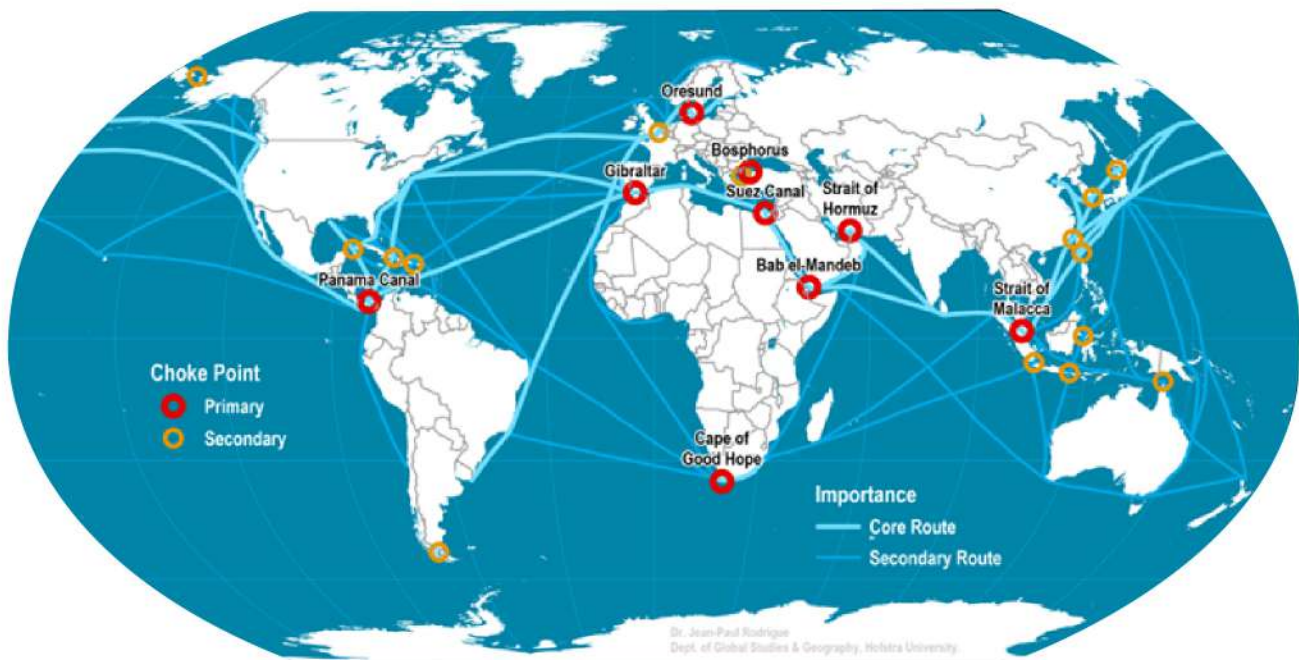
DID YOU KNOW?

The UK is the 2nd largest foreign investor in Bangladesh

Trade Knowledge - Major Trade Routes - Straits and Chokepoints

According to the International Maritime Organization (IMO), up to 90% of the world's goods are transported through maritime trade. Sea routes offer an efficient and cost-effective mode of transportation, especially for heavy and bulky cargo, like minerals, crude oil, and other commodities.

Shipping routes are important because they connect producers, manufacturers, and consumers around the world. They can be natural or artificially created.



The major shipping routes are defined by Ocean way from a continent to another continent. Moreover, the shipping routes are also defined by the "strait" or canal it passes through.

Maritime routes are shaped by obligatory points of passage, which are strategic locations that act as chokepoints. Physical constraints (coasts, winds, marine currents, depth, reefs, ice) and political borders also play an essential role in shaping maritime routes. As a result, maritime routes try to follow the great circle distance. Core routes are those supporting the most important commercial shipping flows servicing major markets, and secondary routes are mostly connectors between smaller markets.

Due to geography, geopolitics, and trade flows, specific locations play a strategic role in the global maritime network. They are labeled as chokepoints and can be classified into two main categories:

► What are Strait:

Strait is a narrow stretch of shallow water, which connects two large water bodies like seas and oceans.

The main characteristics are:

- Formed by natural processes
- Narrower than the sea it connects
- Navigable

► Major Straits in the Ocean Transportation

Strait	Contiguous Landmass	Joining Seas/Water Bodies
Formosa Strait	China and Taiwan	The South China Sea and the East China Sea
Strait of Tartary	Russia (East Russia-Sakhalin Islands)	Sea of Okhotsk and the Sea of Japan
Yucatan Strait	Mexico and Cuba	The Gulf of Mexico and the Caribbean Sea
Mesina Strait	Italy and Sicily	The Tyrrhenian Sea and the Ionian Sea, within the central Mediterranean
Otranto Strait	Italy and Albania	Adriatic Sea & Ionian Sea
Cook Strait	New Zealand	The Tasman Sea and South Pacific Ocean
Mozambique Channel	Mozambique and Madagascar	Indian Ocean
North Channel	Ireland and Scotland	Irish Sea and Atlantic Ocean
Hormuz Strait	Iran and Oman	The Gulf of Oman and the Persian Gulf
Bab-el-Mandeb	Djibouti, Yemen, and Eritrea of the Somali Peninsula	The Gulf of Aden and the Red Sea
Ten Degree Channel	Car Nicobar Islands and Little	Andaman Sea and the Bay of Bengal
Sunda Strait	Java island of Indonesia with its Sumatra island.	Java Sea and the Indian Ocean

Strait	Contiguous Landmass	Joining Seas/Water Bodies
Florida Strait	Cuba and the USA	Gulf of Mexico and the Atlantic Ocean
Bering Strait	Asia from America	The Arctic Ocean and East Pacific ocean
Strait of Gibraltar	Spain and Morocco	The Atlantic Ocean and the Mediterranean Sea
Korea Strait	Japan and South Korea	The East China Sea and the Sea of Japan
Strait of Malacca	Malaysia and Sumatra	The Pacific Ocean to the east with the Indian Ocean to the west
Bonifacio Strait	Corsica island of France and Sardinia islands of Italy	The Tyrrhenian Sea and the Mediterranean Sea
Palk Strait	India and Sri Lanka	The Bay of Bengal in the northeast with the Palk Bay / Arabian Sea in the southwest
Bosphorus Strait	Divides Europe from Asia	The Black Sea to the Sea of Marmara
Bass Strait	Tasmania island and mainland Australia	The Great Australian Bight and the Tasman Sea
Davis Strait	Between Greenland and Canada	The Baffin Bay and the Labrador Sea
Jamaica Channel	Jamaica and Hispaniola	The Caribbean Sea and North Atlantic
Hudson Strait	Baffin Island and Labrador peninsula	Hudson Bay and the Labrador Sea

► What is a Chokepoint:

A chokepoint is a location with tactical and strategic importance such as a narrow land or sea passage, a bridge, or a tunnel, the destruction of which would hamper flows of trade and people.

Primary chokepoints: The most important is that they offer limited cost-effective maritime shipping alternatives, which would seriously impair global trade if disrupted.

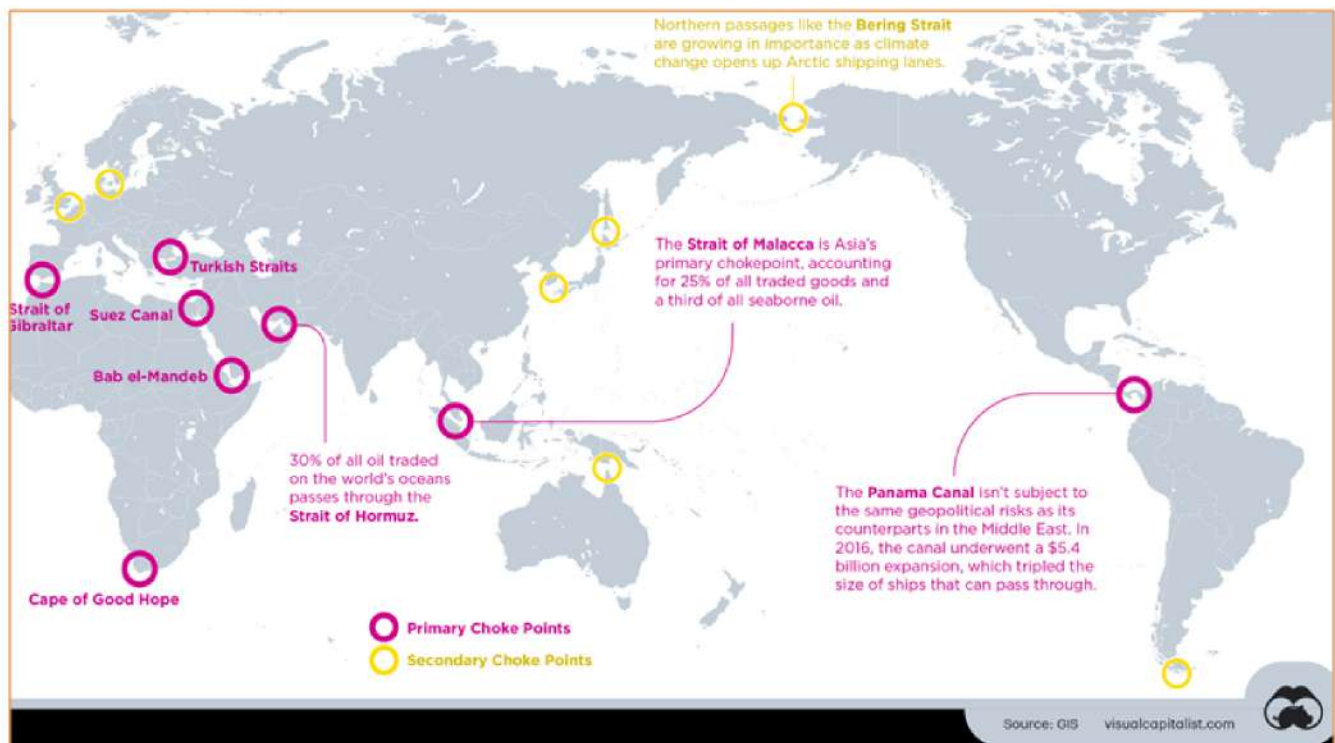
The first type of chokepoints concerns connectors along major oceans and seas. Among those are the Panama Canal, the Suez Canal, and the Strait of Malacca, which are key locations in the global trade of goods and commodities.

The closure of these bottlenecks would force the diversion of maritime traffic over long distances with the associated loss of time and capacity.

The Strait of Oresund is also particularly important as it is the only access to the Baltic and Russia's main ports. The closure of these bottlenecks would force the use of alternative overland routes that are unlikely to have the capacity to handle the volumes.

Secondary chokepoints : Support maritime routes that have alternatives but would still involve a notable detour. These include the Magellan Passage, the Dover Strait, the Sunda Strait, and the Taiwan Strait.

Chokepoints around the World



DID YOU KNOW?

The strait of Malacca is renowned as the largest strait of the world.

Product – Mushroom

A mushroom or toadstool is the fleshy, spore-bearing fruiting body of a fungus, typically produced above ground, on soil, or on its food source. Toadstool generally denotes one poisonous to humans.



Export Information - Mushrooms*

H.S. Code*	Product Description
070951	Mushrooms, Fresh or Chilled
070952	Chilled Oak / Pine Mushrooms
070953	Other vegetables, Fresh or Chilled, Mushrooms or Truffles, other
070954	Mushrooms other than of Genus Agaricus
Trade Policy	Export Permitted Freely
RCMC - APEDA	www.apeda.gov.in
Governemnt Benefits	Duty Drawback = 0.15% of FOB value RoDTEP = 2% per Kilogram - Cap is 1.30 per UQC
GST Applicable	0
*Check details of your product through www.commerce.gov.in or www.indiantradeportal.in	

Watch video here: <https://www.youtube.com/watch?v=PISTLLyujjs>

- A mushroom is the fleshy, spore-bearing fruiting body of a fungus, which grows above the ground on soil or on its food source.
- They generally have a stem, a cap and gills on the bottom of the cap.
- Mushrooms are pure Vegetarian and a Vegan agro by product.
- The economic importance of mushroom lies primarily in their use as food for human consumption. The exotic flavor, taste and fleshiness of mushroom have made it an important delicacy in human diet. Mushroom is considered to be a complete, healthy food and suitable for all age groups.
- Once considered exotic, mushrooms – the new super food – is gaining popularity in the Indian platter, thanks to its versatility. Yes you can bake, toss, stir fry, sauté, grill, roast or stuff it, and make your dish go blah to wow in minutes.

Global Market of Mushrooms

The global mushroom market size was USD 17.25 million tonnes in 2023 and is projected to grow from USD 18.39 million tonnes in 2024 to USD 32.04 million tonnes in 2032 at a CAGR of 7.18% during the forecast period (2024-2032).

Asia Pacific dominated the mushroom market with a market share of 79.83% in 2023.

The global consumption was USD 17.25 million tonnes in 2023 and is projected to reach USD 32.04 million tonnes by 2032.




Indian Market of Mushrooms

- India is 6th globally in production of mushrooms.
- States like Odisha, Maharashtra, and Bihar lead the charge, with impressive growth rates fueling the industry's expansion.
- One of the industry's mainstays is the white button mushroom, constituting 35-40% of global production and over 75% of India's mushroom output. This versatile variety has emerged as a staple in both domestic and international markets, contributing significantly to India's export portfolio.
- Harvesting of mushrooms under organized sector started in 1970 in India.

- According to the National Horticulture Board, Bihar is India's largest producer of mushrooms. In 2021-22, the state produced more than 28,000 metric tons of mushrooms, accounting for 10.82% of total mushroom production in the country.
- Solan is known as the "Mushroom city of India" because of the vast mushroom farming in the area as well as the Directorate of Mushroom Research (DMR) situated at Chambaghat.

Health Benefits of Mushrooms

MUSHROOMS CONTAIN VITAMINS AND MINERALS



- Vitamin B - B1, B2, B5 & B9
- Vitamin D
- Vitamin H
- Potassium
- Iron
- Calcium
- Zinc
- Sodium
- Magnesium
- Selenium
- Ergothioneine

Mushrooms

✓ Cholesterol-Free ✓ Sodium-Free
 ✓ Low-Calorie ✓ Gluten-Free
 ✓ Fat-Free


Good source of soluble fiber, copper, B vitamins, potassium, phosphorus, and iron

(per cup, raw pieces or slices)

- 0.7G FIBER
- 15 CALORIES
- 0.2G FAT
- 2.3G CARBS
- 2.2G PROTEIN

Vitamins

A B PP D E



Minerals

Ca Fe P K I Zn

6 Cordyceps Uses Validated by Scientific Research



Boost immune function



Prevent age-related cellular damage



Improve athletic performance



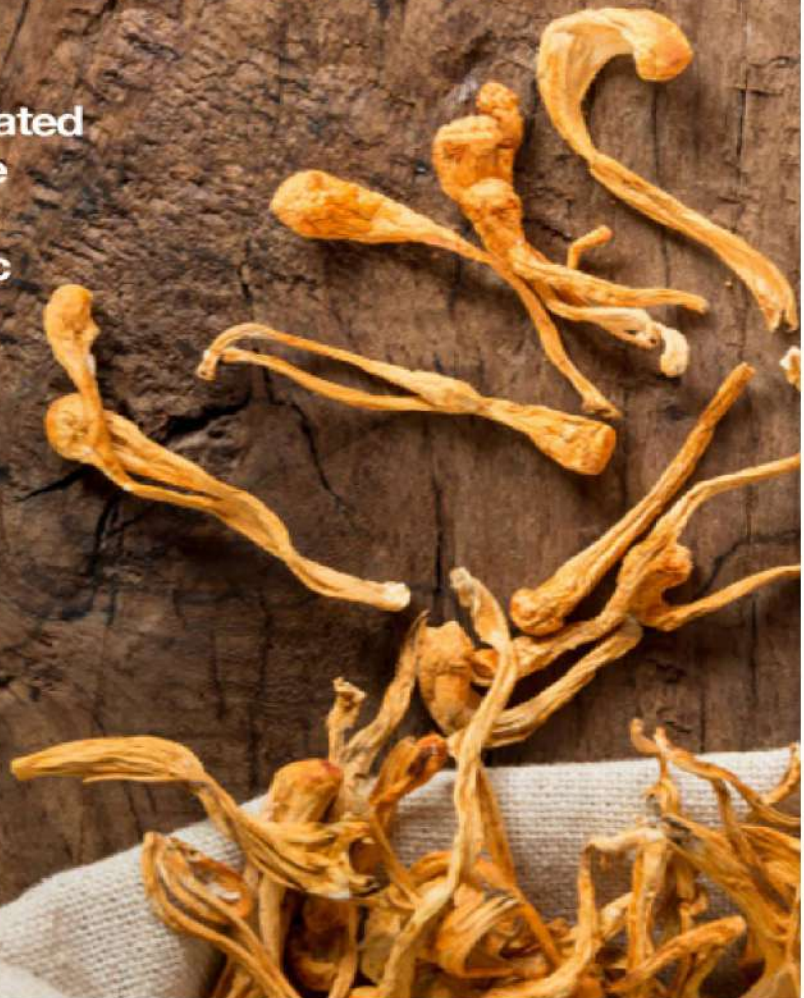
Balance blood sugar levels



Optimize heart health



May be able to treat cancer



Indian States Producing Mushrooms

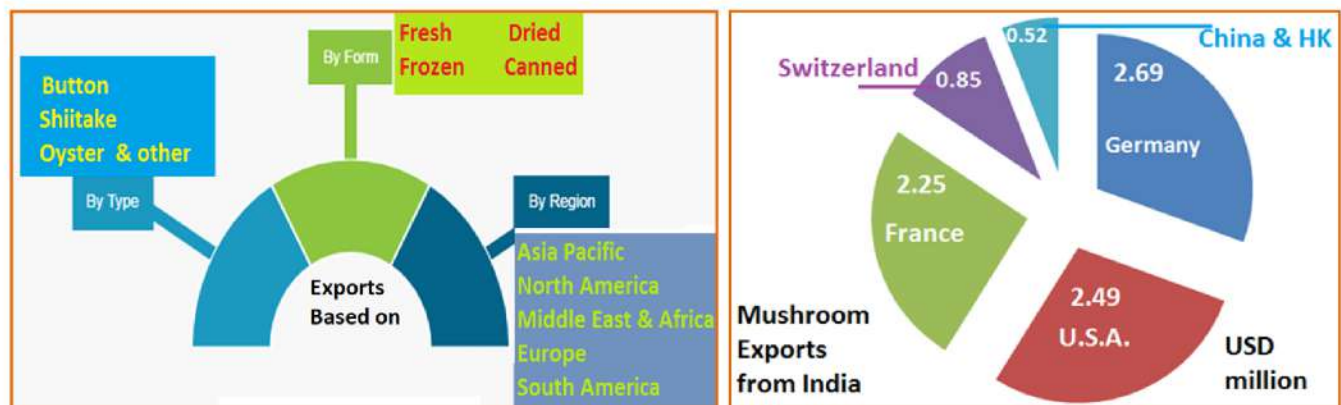
- India ranks globally 6th in Production of Mushrooms.
- India produced 1,82,000 metric tons in 2023.
- Top exporter of Mushrooms is Poland followed by China, Netherlands, Spain and Italy.

Mushroom Producing States

Bihar	Uttar Pradesh
Punjab	Tamil Nadu
Maharashtra	Kerala
Orissa	Tripura
Haryana	Gujarat
Himachal Pradesh	

India Exports Mushrooms to

Type of Mushroom	Countries Exported
Fresh Mushroom	Nepal, France, Bhutan
Mushroom Spawn	Nepal, Bhutan, Sri Lanka
All types	U.S.A., Mexico, Israel
	U.A.E., Canada, France



Types of Various Mushrooms from India



Shiitake Mushroom



BUTTON MUSHROOM



Oyster Mushroom
comes in various colors



Silky Mushroom



Paddy Straw
Mushroom



Cordyceps Militaris



Spawn Mushroom

Spawn Mushroom

Applications of Mushrooms in various Industries

Application of Mushrooms & its Derivatives	
Food Industry	Baking & Brewing Industry
Pharmaceutical Industry	Flavour Enhancer
Animal Feed	Thickening Agent
Aquaculture Industry	Livestock Farming
Cosmetics Industry	Musroom Leather
Detergent Industry	Textile Industry
Packaging Industry	Biodegardeble Fertilizer

Packaging & Packaging Material:

1. FIBC HDPE Bags – Laminated bags
2. Multi-walled Bags
3. Paper Bags
4. Super Sacks
5. Stand Up Pouches
6. Food Grade aluminium cans
7. Food or medicine grade plastic bottles, glass jars or tin bottles

Here are some tips for packaging mushrooms for export from India:

- Insulated containers: To keep mushrooms fresh and healthy during long transport, you can pack them in insulated containers with ice.
- Polypouches or cartons: You can pack mushrooms in polypouches or cartons.

Here are some other things to consider when exporting mushrooms from India:

► Water discharge

When cleaning, washing, pre-treating, and blanching raw materials, water effluent is generated. You should test the water discharge according to the Bureau of Indian Standards.

Simply put whole, unwashed mushrooms in a brown paper bag and fold the top over to seal it up. The paper bag will absorb any moisture, keeping your mushrooms safe.

► Energy conservation

You can conserve energy by using appropriate electric motors in electrical installations and ensuring there are no steam leaks from the pipeline.

Mushroom Packaging is a customizable packaging system made of mycelium, the vegetative part of a mushroom, and cellulosic agricultural byproducts, such as corn stalks, hemp hurds, and wood chips. Because mycelium can strongly bond materials together it is therefore an effective alternative for molded packaging.

Plastic packaging, such as clamshells or bags, is a common choice for mushrooms due to its durability and ability to maintain the freshness and moisture of the product.



Pricing and Margin

The prices of these mushrooms are contingent on the season. They can range anywhere between ₹90 per kg to ₹180 per kg, in the local markets.

In general, well-managed mushroom farms can yield a return on investment (ROI) of 50% to 100% or more, depending on the scale of the operation and type of mushroom cultivated.

Quality Certificates

Certificates & Registrations Required for Quality*

- | | |
|------------------------------|---------------------------------------|
| 1. WHO – GMP | 7. Phytosanitary |
| 2. Halal / Kosher | 8. Health Certificate for EU and U.K. |
| 3. ISO | 9. US FDA for U.S.A. |
| 4. Certificate of Conformity | 10. REACH |
| 5. Certificate for Organic | 11. Organic Product |
| 6. FSSAI | 12. Non-GMO |

*Check the Importing Country's Requirements for Quality tests and Certificates

Government Regulations:

- The Food and Drug Administration (FDA) sets standards to ensure that mushrooms is safe for use as an additive in food products sold in the United States. The FDA requires manufacturers to provide detailed information on product labels and safety testing data to demonstrate that their product meets these standards.
- The United States Department of Agriculture (USDA) regulates mushrooms in organic food products and certifies it for use as an organic ingredient.
- The European Commission has set standards for the quality, labeling and safety of mushrooms used as a food. Health Certificate is required in EU and U.K.
- The Canadian Food Inspection Agency sets standards for the labeling, safety, purity and quality of mushrooms used as a food in Canada.
- The Codex Alimentarius Commission is responsible for setting international standards to ensure the safety and quality of mushrooms used as a food around the world.

G.I. Product - Mushroom

Gucchi mushroom cannot be cultivated, it grows on its own and is collected and dried between March and May. After drying, it is sold in the market. For one kg of Guccchi mushroom, you will have to spend up to Rs 30,000.



State of India – Himachal Pradesh – H.P.

- Himachal Pradesh is declared in 2013 as the first “smoke-free state” of India.
- H.P. is a state in the northern part of India. It is a land locked state.
- H.P. is called a Snow-laden Mountain Province of India.
- H.P. shares borders with the State of Jammu and Kashmir and Ladakh to the north, and the states of Punjab to the west, Haryana to the southwest, Uttarakhand to the southeast and a very narrow border with Uttar Pradesh to the south.
- The state also shares an international border to the east with the Tibet Autonomous Region in China.

- **Language – Hindi**
- **Capital – Shimla (summer)
Dharamshala (winter)**
- H.P. ranks **18th in Exports** from India.
- Exports from H.P. is 0.53% of total exports from India (2023-24)
- **Major Cities** – Shimla, Dharamshala, Mandi, Manali, Solan



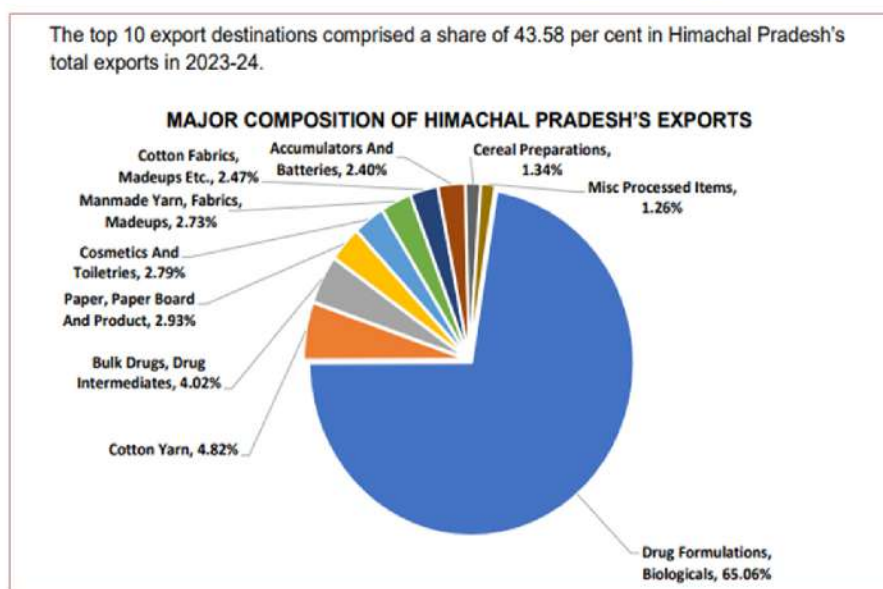
- Himachal Pradesh is a renowned Pharmaceuticals hub of Asia.
- Himachal Pradesh is the “Fruit Bowl” of India.
- Himachal Pradesh is the Apple State of India.
- Himachal Pradesh is the Mushroom Capital of India.

Major Industries of Himachal Pradesh

- Agro and Horticulture
- Sericulture (silk)
- Herbal
- Electronics
- Pharmaceuticals
- Village based Industries for Handicrafts and small scale productions

District	Commodity / Product Exported
Solan	Walnuts, Pharmaceuticals and Timber, Firewood, Herbs & Resin, Mushroom City of India
Baddi-Barotiwala-Nalagarh	Manchester of Pharma in India
Bilaspur	Bamboo, Maize, Pulses, Spices, Sesame, Wheat, Rice, and Tourism
Chamba	Metal Craft, Handkerchief, Chamba Chappals, Dhoop Walnuts and Handicrafts
Hamirpur	Figs, Cosmetics, Aloe Vera Products and Shoes
Kangra	Walnuts, Kangra Tea, Hops, Kangra Painting & Tourism Handicrafts
Kinnaur	Handicrafts, Chicory, Kinnauri Shawls and Tourism
Mandi	Walnuts, Handloom, Handicrafts, Fruit wine and Snacks
Shimla	Apples and Tourism
Kullu - Manali	Walnuts, Apple, Pomegranate, Honey, Kullu shawls, Handloom industry and Tourism
Lahaul & Spiti	Hops, Food Processing & Fruit Berry
Sirmaur	Horticulture & Walnuts
Una	Hops, Pickles, Jam, Sauce, Processed food, Tourism & Engineering goods

The top 10 export destinations comprised a share of 43.58 per cent in Himachal Pradesh's total exports in 2023-24.



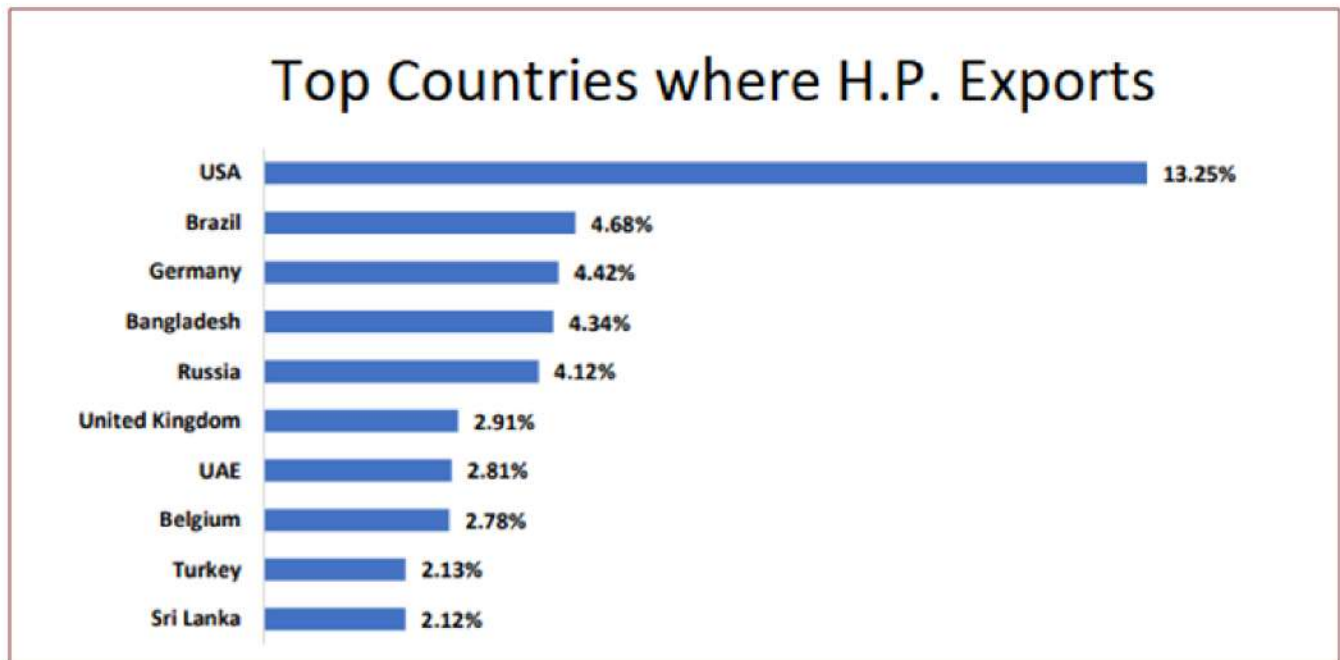
Agricultural Products of H.P.	
Wheat	Maize
Gram	Paddy
Barley	Red Rice (Laal Dhaan)
Vegetables	Fruits
Tomato	Apple
Peas	Peach
Cauliflower	Galgal
Potato	Plums
Cabbage	Pears
Organic Dal	Apricot
Moong	Hop Shoots
Arhad	Figs
Urad	Olives
Mushrooms	Chicory Seeds

Other Industries of H.P.	
Paper	Sheep Rearing
Glass	Wood Carving
Cotton yarn	Black smith
Silk Textiles	Handicrafts
Thermometer	Spinning & Weaving
Watch Parts	Leather Tannery
Heating equipments	Handloom
Bamboo Crafts	Handicrafts
Apple Orchids	Food Processing
Tourism	Water Sports
Pilgrim Center	Mountain Sports

Major Ports and ICD in Himachal Pradesh

Cargo Ports	ICDs / CONCOR	Air Cargo
None	Baddi	Mandi Airport

Major Countries where Products from Himachal Pradesh are exported



District wise Map of Himachal Pradesh



G.I. Products – Himachal Pradesh





अतुल्य! भारत Incredible! India



The Rakcham valley is another unexplored gem of Himachal Pradesh, surrounded by pristine white mountains. River Baspa meanders at the side making Rakcham a traveler's heaven. The town is near the Indo-Tibetan border. Rakcham follows a blend of Hindu and Buddhist faiths with two Hindu temples and a Buddhist temple present. The region has good wildlife with a variety of Himalayan animals, including Musk Deer, Goral, Blue Sheep, Brown Trout, Himalayan Black Bear and Leopard.

Country - Serbia

Republic of Serbia



- Serbia, officially the Republic of Serbia, is a landlocked country at the crossroads of Southeast and Central Europe located in the Balkans and the Pannonian Plain.
- It borders Hungary to the north, Romania to the northeast, Bulgaria to the south east, North Macedonia to the south, Croatia and Bosnia and Herzegovina to the west, and Montenegro to the southwest.
- Serbia claims a border with Albania through the disputed territory of Kosovo.
- Serbia has about 6.6 million inhabitants, excluding Kosovo.
- Its capital Belgrade is also the largest city.
- Serbia is an upper-middle income economy and provides universal health care and free primary and secondary education to its citizens.

- Serbia is an upper-middle income economy and provides universal health care and free primary and secondary education to its citizens.
- It is a unitary parliamentary constitutional republic, member of the UN, CoE, OSCE, PfP, BSEC, CEFTA, and is acceding to the WTO.
- Since 2014, the country has been negotiating its EU accession, with the possibility of joining the European Union by 2030.
 - o Capital – Belgrade
 - o Language – Serbian
 - o Major Cities – Belgrade, Novi Sad, Nis, Subotica, Kragujevac, Kraljevo etc
 - o Belgrade is 3.30 hours ahead of India.
 - o Serbia has day light saving – Last Sunday of March to last Sunday of October the clock is reset to one hour earlier or later. During winter the clock is set one hour behind.
 - o Currency – Serbian Dinar – RSD
 - Conversion 1 RSD = 1.2476 INR
 - Conversion 1 RSD = 105.61 USD
 - o Serbia Credit Rating BB- (S&P)
- About 10,000 Indian reside in Serbia. There are no associations of Indians in Serbia.
- Serbia has only one time zone across the country.
- India has an Embassy in Serbia and Serbian Embassy is in India.

Agricultural Products of Serbia

Serbia is the largest agricultural market in the Western Balkans, with strong agricultural production and food processing tradition. Serbia is a global leader in the production of non-GMO corn and raspberries. The food processing industry accounts for approximately one-third of Serbia's entire processing industry.

Serbia's agriculture is a major contributor to its GDP and exports. The country's fertile land and natural conditions make it ideal for agriculture, especially in the northern part of the country.

Agricultural Products & Commodities of Serbia	
Fruits	Grains
Raspberries	Maize
Plums	Wheat
Apricot	Barley
Hazelnut	Oats
Peach	Rye
Walnut	Vegetables & Plants
Cherries	Soyabean
Pear	Herbs
Nectarines	Beans
Strawberry	Potato
Watermelon	Tobacco
Grapes	Sugar Beet
Meat, Poultry, etc	Legumes
Livestock	Honey

Major Industries in Serbia

Industries in Serbia	
Major Industries	Focus Industries
Energy	Automotive
Information & Communication Technology	Electronics
Automotive Industry	Agricultural
Machinery	Information & Comm Technology
Mining	Forest Based Industry
Copper	Metal Machinery & Equipment
Coal	Textile Industry
Graphite	Chemical & Pharma Industry
Raw materials for Cement	Food Processing
Semi-precious / Precious stones	Sugar Industry
Precious Metals	
Food Processing	
Furniture	
Tyres	
Clothes	
Wine Making	

Trade between India and Serbia

Exports from India to Serbia = 231 million USD

Imports from Serbia to India = 18.9 million USD

India remains Trade Surplus (in 2022, source OEC World)

India - Serbia Trade Opportunities

Bilateral Trade (OEC, 2022)	
India Exports to Serbia	Serbia Exports to India
Raw Alluminium	Apples and Pears
FerroAlloys	Low Voltage Protection Equipments
Nitrogen Heterocyclic Compounds	Seats
Packaged Medicaments	Rolled Tobacco
Polyacetals	Swan Wood
Tractors	Soyabean Oils
Other Organic - Inorganic Compounds	Fluorides
Styrene Polymers	Office Machine Parts
Air Pumps	Electric Power Accessories
Broadcasting Equipments	Pulley Systems
Coffee	Electric Motors
Building Stones	Transmissions
Unglazed Ceramics	Frozen Fruits and Nuts

Ports of Serbia

Ports of Serbia		
Sea Ports	ICD	Airports
A landlocked Country	Belgrade	Belgrade International
So one Uses	Cacak	
Port of Rijeka (Croatia)	Kraljevo	
Port of Bar (Montenegro)	Sremska Mitrovica	

Business in Serbia

1. Chamber of Commerce and Industry of Serbia

<https://en.pks.rs/industry-associations>
www.en.pks.rs

2. Belgian Serbian Business Association

<https://bsbiz.eu>

3. Serbia Trade Association -

<https://europaregina.eu/creative-industries/europe/serbia/serbia-trade-associations/>

4. Serbia Association of Small and Medium Enterprises

<https://srb-smeasoc.org/en/>

5. Indian Embassy in Serbia

<https://eoibelgrade.gov.in/>

Major Cities in Serbia



GI Products of Serbia



Kilim Pirot



Tupica



Oblacinka

Water Vrnjci



Leskovac Ajvar

Honey from Homolje



G.I. Product Of Serbia

G.I. Products of Serbia	
Product / Commodity	What it is?
Kilim Pirot	Rug, Blanket, Carpet
Tupica	A type of tool for beating yarns
Water Vrnjci	Mineral water from spring of Vrnjacka Spa
Oblacinka	Sour Cherry from Oblacina
Arilje Raspberry	Raspberry from Arilje
Leskovac Ajvar	Cream with Ajvarka Pepper
Honey from Homolje	A type of Polyphloric honey

International Trade Fairs – Serbia

International Trade Tours in Serbia			
Exhibition	Industries	City	2024
MediPharm - Medident	Medical & Dental work outfits, instruments etc	Belgrade	19 - 27 Oct
SJAJ	International Exhibition of Jewelry, Watches & Optics	Novi Sad	8 - 11 Nov
Balkan Textile	Textile, RMG, Fashion accessories etc	Belgrade	Feb-25

*Kindly check details before planning a visit. Source: www.10times.com; www.tradefairdates.com; www.tradeindia.com

DID YOU KNOW?

- Serbia is home to Europe's largest desert.
- It has one of Europe's best preserved forests.
- Rakija is Serbia's Balkan brandy often made with fermented fruits like plums. It is the lifeblood of Serbia. It is used as medicine, massage oil & to protect from cold weather.

International Trade Fairs

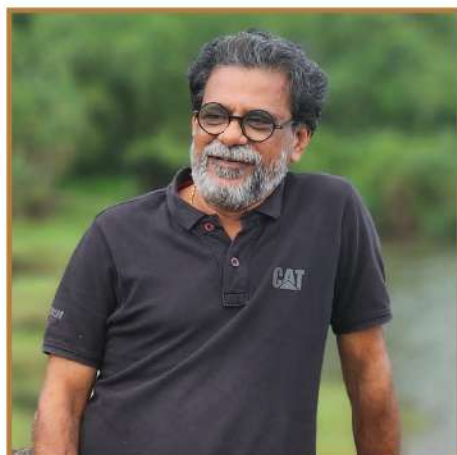
The most effective way to find genuine buyers & suppliers for Export Import Industry.

Visiting International Trade Fairs is beneficial in various ways :

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

International Trade Fairs				
Exhibition	Industries	City	Country	2024
World Food Istanbul	Food & Beverages	Istanbul	Turkey	3 - 6 Sept
Rajkot Machine Tools	Machine Tools, Automation & Automotive Tech.	Rajkot	India	25 - 28 Sept
N.E. PlastExpo, Guwahati	Packing & Packaging; Industrial Engineering	Guwahati	India	12 - 15 Sept
Electronica India	Electronics material, Componenets and Processing	Noida	India	18 - 20 Sept
SILMO Paris	Eye wear, lens, frames, optics etc.	Paris	France	20 - 23 Sept
Li-ion Battery, Europe	Electric & electronic; Power & Energy	Brussels	Belgium	8 - 10 Oct
Packprintlan Manila	Packaging, Printing & Plastics	Manila	Philippines	10 - 14 Oct
China Canton Fair	All products	Guangzhou	China	15 Oct - 4 Nov
Manila Fame	Home, Fashion & Lifestyle	Manila	Philippines	17 - 19 Oct
MediPharm - Medident	Medical & Dental work outfits, instruments etc	Belgrade	Serbia	19 - 27 Oct
SIAL France	Fresh & Processed Food & Beverages	Paris	France	20 - 23 Oct
Hong Kong Mega Show 2024	Gifts, Premiums, Toys, Pet Care, Furniture etc.	Hong Kong	Hong Kong	20 - 23 Oct
Poultry Tech Summit 2024	Agri, Forestry, Animals and Pets	Atlanta	USA	6 - 8 Nov
SJAJ	International Exhibition of Jewelry, Watches & Optics	Novi Sad	Serbia	8 - 11 Nov
Africa 4 P	Packing & Packaging	Nairobi	Kenya	12 - 14 Nov
Plastic and Rubber, Indonesia	Rubber & Tyres; Plastic & Polymers	Jakarta	Indonesia	20 - 23 Nov
CEFBEX	International Food and Beverage Expo	Cebu	Philippines	9 - 12 Dec
Food & Life	Gems & Jewellery, Food & Spirits	Munich	Germany	27 - 1 Dec
Food Tech	Food, Beverages & Hospitally	Kolkata	India	29 - 2 Dec
Plast Eurasia, Istanbul	Plastic & Polymers; Industrial Engineering	Istanbul	Turkey	4 - 7 Dec
Indo Mithai 2024	Indian Mithai & Namkeen	New Delhi	India	18 - 20 Dec
Garknit - X	Apparels and Garments	Kolkata	India	20 - 22 Dec
Cast India Expo	Casting & Engineering items	Kolkata	India	7 - 9 Feb 25
Medicall Kolkata	Medical & Pharma and Medical Devices	Kolkata	India	15 - 17 Feb 25
Balkan Textile	Textile, RMG, Fashion accessories etc	Belgrade	Serbia	45713
PIFS Manila	International furniture Show	Manila	Philippines	3 - 6 Mar 25
WOFEX Drinks	Hospitality & Food Trade Show	Pasay	Philippines	27 - 29 Mar 25
IFEX Philippine	Food and Ingredients	Manila	Philippines	May-25
Anuga 2025	Food Industry, Food Processing, Beverages etc	Cologne	Germany	4 - 8 Oct 25
*Kindly check details before planning a visit. Source: www.10times.com ; www.tradefairdates.com ; www.tradeindia.com				
Within India		Outside India		

Exporter of the Month - CL Chacko



CL Chacko

Our EximPrenuer from Kerala – Mr. CL Chacko

We would like to introduce “Chamakkatt Herbal Products (Proprietor Mr. CL Chacko)” which has come a long way ever since its inception as a Manufacturer and Exporter.

Mr. Chacko had a long working experience in U.A.E., then when he came back to India for a permanent settlement, he followed is calling. He started Ayurveda and Herbal products. Mr. Chacko started manufacturing of around 57 products under the brand name of “Chamakkatt” from Ayurvedic and Herbal materials. He got the respective licenses and registrations for his products.

He joined iiiEM to learn on the exporting process and documentation for exports. He then started with buyer finding as his product knowledge and countries were already shortlisted while he started manufacturing.

Mr. Chacko is now a regular LCL exporter (2-3 tons) to European countries in the Spa industries. His products which are in demand are the essential oil for massages and soaps for shower.

He has received continous support from the iiiEM and Minsitry of Ayush.
Thank you

Watch my interview: <https://www.youtube.com/watch?v=WMaw7SBJvck>





Satadru Sarkar

From - Kolkata
 Product - Rice Bran Oil
 Exported Country - Malaysia



Dimple Surati

From - Surat
 Product - Coconut Shell Powder
 Exported Country - Netherlands



Niraj Bhasin

From - Delhi
 Product - Ayrvedic Products
 Exported Country - Vietnam,Indonesia



Inayatullah Khan

From - Nashik
 Product - Onion/Detergent Powder
 Exported Country - Oman & Dubai



Priyanka Dhelariya

From - Surat
 Product - Granite
 Exported Country - Germany



Fahim Shaikh

From - Delhi
 Product - Food & Beverage Machinery
 Exported Country - African Countries

Exporters of iiiEM

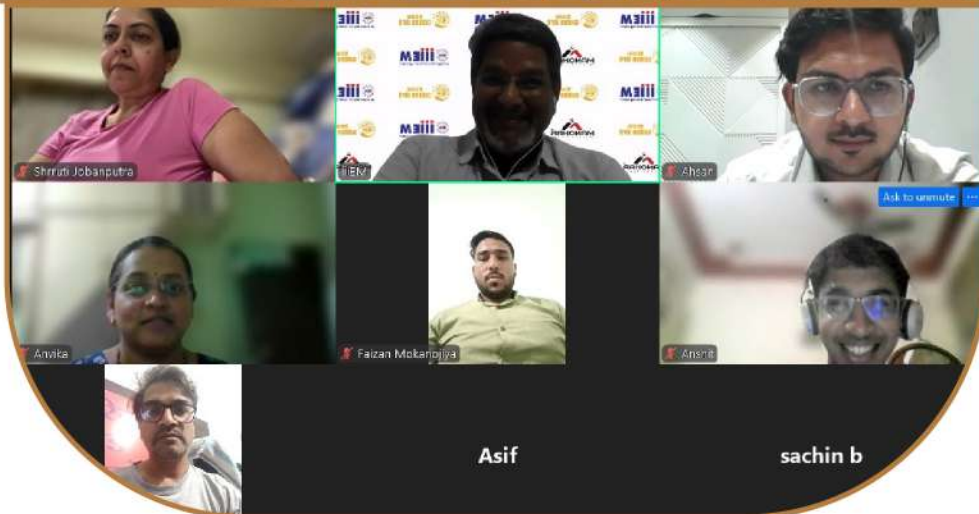


**We are missing you.
Join.**



Export Incubation – Pragati

Pragati (Offline) Vadodara



Pragati (Online)

Batch Lunch in Various Cities



Ahmedabad



Indore



Rajkot



Surat



Kolkata



Pune



Vadodara



Bengaluru

New Videos Released



iiiEM Participant Feedback



Guiding Light–Mentor of the Month



Mr. Murugesan D.

Mr. Murugesan D.

We write this to express our heartfelt appreciation for the remarkable contributions Mr. Murugesan has made as a visiting faculty member at IIIEM. His extensive experience and unwavering dedication have profoundly impacted our students and the institution as a whole.

Mr. Murugesan's academic and professional qualifications are truly impressive, including your Postgraduate Diploma in Import Export Management (PGDEIM). These credentials, combined with his vast industry experience, has made him an invaluable resource for our students.

We appreciate his specialized work in timber and gold imports, particularly for the Tata Group, and his handling of over 5,000 Letters of Credit (LCs) is extraordinary achievements that highlight his deep understanding of international trade.

Mr. Murugesan's work as a corporate trainer in banking, foreign exchange, and international trade has undoubtedly shaped the careers of many professionals.

At iiiEM, his presence has been nothing short of transformative. His ability to convey complex concepts with clarity and your passion for teaching have left a lasting impression on our students. His dedication to nurturing the next generation of leaders in international trade is deeply appreciated.

We earnestly thank, Mr. Murugesan, for his exceptional contributions. It is an honor to have him as part of our faculty, and we are truly grateful for the knowledge and expertise he has shared with us. His influence will continue to inspire our students and staff for years to come.

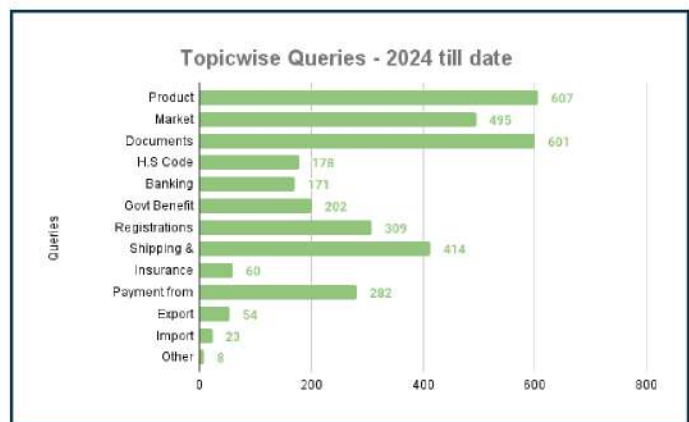
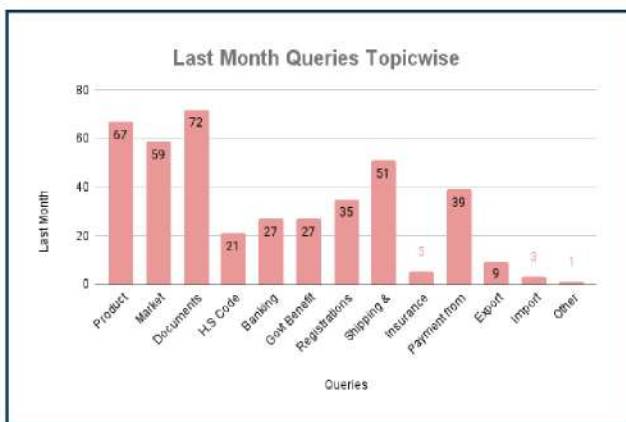
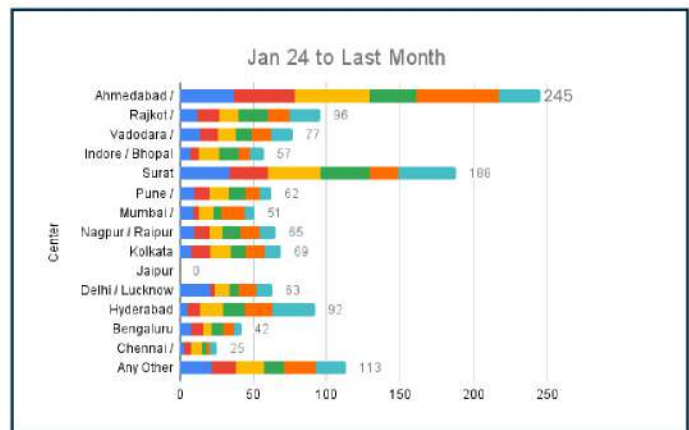
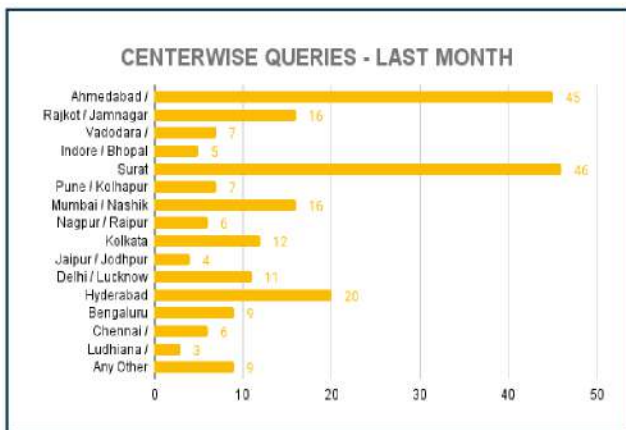
With sincere appreciation,
iiiEM Team

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 the month.



Trade Delegation by iiiEM



iiiEM TRADE DELEGATION CANTON FAIR, CHINA

6 Days | 5 Nights



Special Attractions :

- ✓ Visit World's Largest Electronics Market in **Shenzhen**
- ✓ Buyer Seller Meetings



Visit China with the Exim Guru,
Dipak Sudhir Manohar
& Benefit his Special Guidance

Phase 1 : Oct 15-19
Phase 2 : Oct 23-27
Phase 3 : Oct 31-Nov 04



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iiiEM TRADE DELEGATION CANTON FAIR, CHINA



The 136th Canton Fair is set to open on October 15th, 2024.

China Import & Export Fair, also known as the CANTON FAIR is held in Guangzhou China, every year April & October since 1957.

List of Products to Be Displayed

- ◆ Household Electrical Appliances
- ◆ Electronics & Information Products
- ◆ Electronic & Electrical Products
- ◆ Lighting Equipments
- ◆ New Energy Resources
- ◆ New Energy Vehicles & Smart Mobility
- ◆ Hardware
- ◆ Chemical Products
- ◆ Tools
- ◆ Solar, Building & Decoration Materials.
- ◆ Sanitary & Bathroom Equipments
- ◆ New Materials & Chemical Products
- ◆ Large & Small Machinery Equipments
- ◆ Vehicle Spare Parts
- ◆ Construction Machinery
- ◆ Agriculture Machinery

Detailed Itinerary:



Day 1 - HKG to Shenzhen (Indian LD)

Arrival HKG airport Transferred to **Shenzhen** directly. Lunch and depart for Market Visit, Dinner.

Day 2 - CANTON FAIR - (BD)

Hotel breakfast, Transfer to **Guangzhou**. Stay back at **Guangzhou**, Dinner.

Day 3 - CANTON FAIR - (BD)

Hotel breakfast, transfer to Canton fair, Dinner.

Day 4 CANTON FAIR - Shenzhen (BD)

Hotel breakfast, proceed to Canton Fair, Depart for Shenzhen. Check in at Shenzhen hotel, Dinner.

Day 5 - Shenzhen (B / IndD)

Hotel breakfast, Electronic Market Visit + Dinner

Day 6 - Shenzhen -Hongkong (B)

Hotel breakfast, at Shenzhen, One way transfer to Hongkong airport for departure.

The Exhibition Period

- **Phase 1:** Oct 15th to 19th
- **Phase 2:** Oct 23rd to 27th
- **Phase 3:** Oct 31st to Nov 04th

Package Inclusion

- **Included**
 - Accommodation
 - Meal (Breakfast & Dinner)
 - 144 hours Visa Fees
 - Local travel Expense
 - Local Attractions

- **Excluded**
 - Air Fair
 - Canton Fair registration Pass

Package Cost (Excluding Flight Tickets)

- ****Rs. 74,999 - Per Pax + 5% GST +5% TCS to be Paid Extra.**
- **Payment Breakdown**
 - Rs. 40000 - At the Time of Booking
 - Balance Amount - Before Visa Processing

(Get The Benefit of Early Bird Discount)

Student Placements by iiiEM



Bhargav Vora

Vishwas Exports - Ahmedabad
Designation - Export Executive



Smit Lad

TransAsia Shhipping Pvt.Ltd. - Surat
Designation - Trainee-Export Import



Karan Chavda

Shreeji Metal Industries Ltd. - Rajkot
Designation - Export Marketing Executive



Pavan Vaatalia

Globizz Synerge Pvt.Ltd. - Ahmedabad
Designation - Business Development
Executive



Rahul Kothari

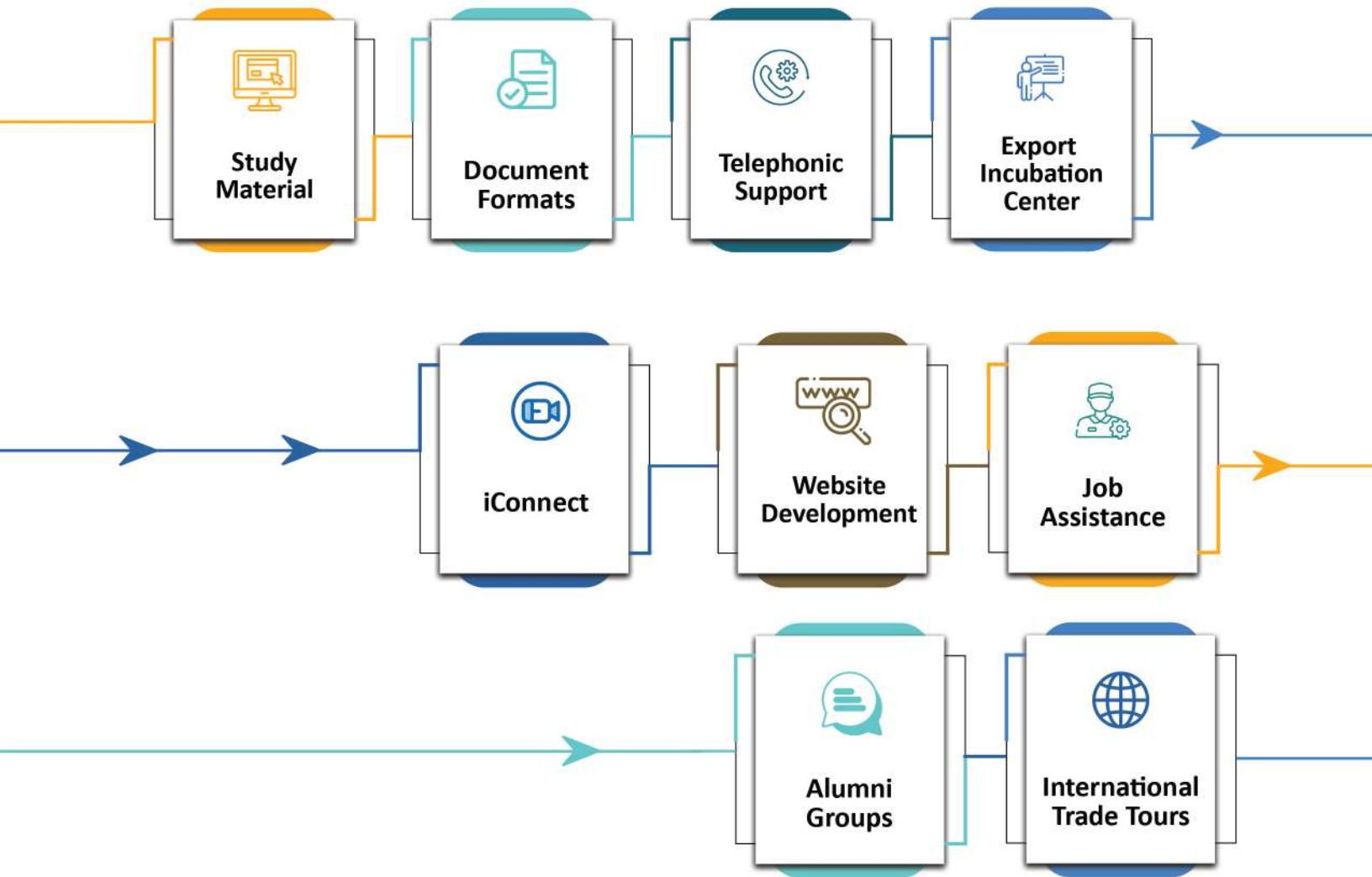
Vivid Solutins - Bengaluru
Designation - Export MarketingExecutive



Tanay Shroff

Pinnacle Exports - Mumbai
Designation - Export Assistant

Support Services



IIIEM

An Export Import Training Center



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जागो इंडिया जागो



Take care of the Environment

Export Import Quiz

Logic Puzzle

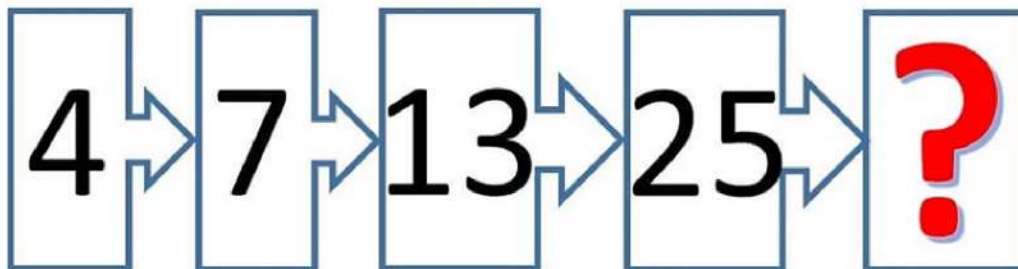
<https://forms.gle/x8SCJsav8FgAYZYX7>



Find the differences. Answer in the link above



Find the missing Number. Answer in the link above



The

Top Exports

in Asian Countries



Figures rounded. Source: The Observatory of Economic Complexity.

Courtesy: Visual Capitalist



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