# PRARAMBH

An Export Import Trade Magazine

## Celebrations and Peace



An Initiative by iiiEM

Dec 2024

## Forward

# World at Half Peace: A Call for Global Harmony



As we bid adieu to 2024, it is a time of reflection and resolution. The world we inhabit today is a paradox: while one half enjoys relative peace and progress, the other half is engulfed in conflicts, war, unrest, and geo-political disturbances. Hatred and division cast shadows over cooperation and unity. This state of "half peace" demands urgent attention from each of us as global citizens.

From the trenches of war zones to the simmering tensions between nations, half of the world is caught in turmoil. Geopolitical disputes have grown more complex, fueled by competing interests, mistrust, and a lack of dialogue. Within nations, social unrest festers as inequality, discrimination, and intolerance undermine efforts for unity.

On the other side we witness regions of the world that enjoy relative stability and growth are not immune to the challenges of our interconnected era. However, these societies benefit from institutions that promote democracy, rule of law, and inclusivity. They thrive on dialogue, collaboration, and a commitment to resolving disputes peacefully.

But even in these "peaceful" regions, complacency can be dangerous. Peace is not merely the absence of conflict; it is a proactive state of harmony, cooperation, and understanding. Without vigilance and effort, the lines between the peaceful and the restless can blur.

While governments and institutions have their roles, peace begins within. Each of us holds the power to make a difference by practicing kindness, patience, and understanding in our daily lives. Acts of compassion, however small, can ripple outward and contribute to a larger wave of positive change.

As we leave 2024 behind, let us carry forward a collective hope—that we can move from a world of "half peace" to one of complete harmony. Let this New Year be marked by unity over division, cooperation over conflict, and love over hatred.

The world we wish for begins with the actions we take today. Together, let's strive to make 2025 a year of peace, progress, and shared humanity.

Let us pledge to restore Harmony
Wish you the best times ahead.
**Team Prarambh**

## List of Contents — Page No.


1. **India and the World**

| | | |
|---|---|---|
| **a.** | Forward | 2 |
| **b.** | Message from Founder & CMD-iiiEM | 4 |
| **c.** | From the Editor's Desk | 7 |
| **d.** | Trade Knowledge– Merchant or Manufacturing Exporting? | 10 |
| **e.** | Product - Ceramics Products | 13 |
| **f.** | State of India - North Eastern States | 24 |
| | - G.I. Products - Seven Sister States (North Eastern Region) | 29 |
| | - Atulya Bharat - Seven Sister States (North Eastern Region) | 31 |
| **g.** | Country - Nigeria | 32 |
| | - G.I. Products - Nigeria | 40 |
| **h.** | Question-Answer by iiiEM | 42 |
| **i.** | News in Industry | 44 |
| **j.** | International Trade Fairs | 46 |
| **k.** | Exporter of the Month - Hardik Akbari | 47 |
| **l.** | iiiEM's Exporters' Corner | 48 |
| **m.** | Guiding Light - Kamta Prasad Mishra | 49 |

2. **The World of iiiEM**

| | | |
|---|---|---|
| **a.** | Export Incubation - Pragati | 51 |
| **b.** | Visit to ICDs / Ports | 52 |
| **c.** | Upcoming Batches in Various Centers | 53 |
| **d.** | Exhibition Visits | 54 |
| **e.** | Trade Delegation - Canton Fair China 2025 | 55 |
| **f.** | Talent Hunt Wing - Jobs | 56 |
| **g.** | Students Placements by iiiEM | 57 |
| **h.** | Job Openings - Export Jobs | 58 |
| **i.** | Christmas Celebration | 59 |
| **j.** | iiiEM Support Services Analysis | 60 |
| **k.** | Contact Details - iiiEM | 61 |
| **l.** | Bibliography | 62 |

3. **Potpourri**

| | | |
|---|---|---|
| **a.** | New Year - iiiEM | 64 |
| **b.** | Quiz, Reply and Win | 66 |
| **c.** | Jaago India Jaago | 67 |

# Message From Founder & CMD-iiiEM

## Celebrations and Peace

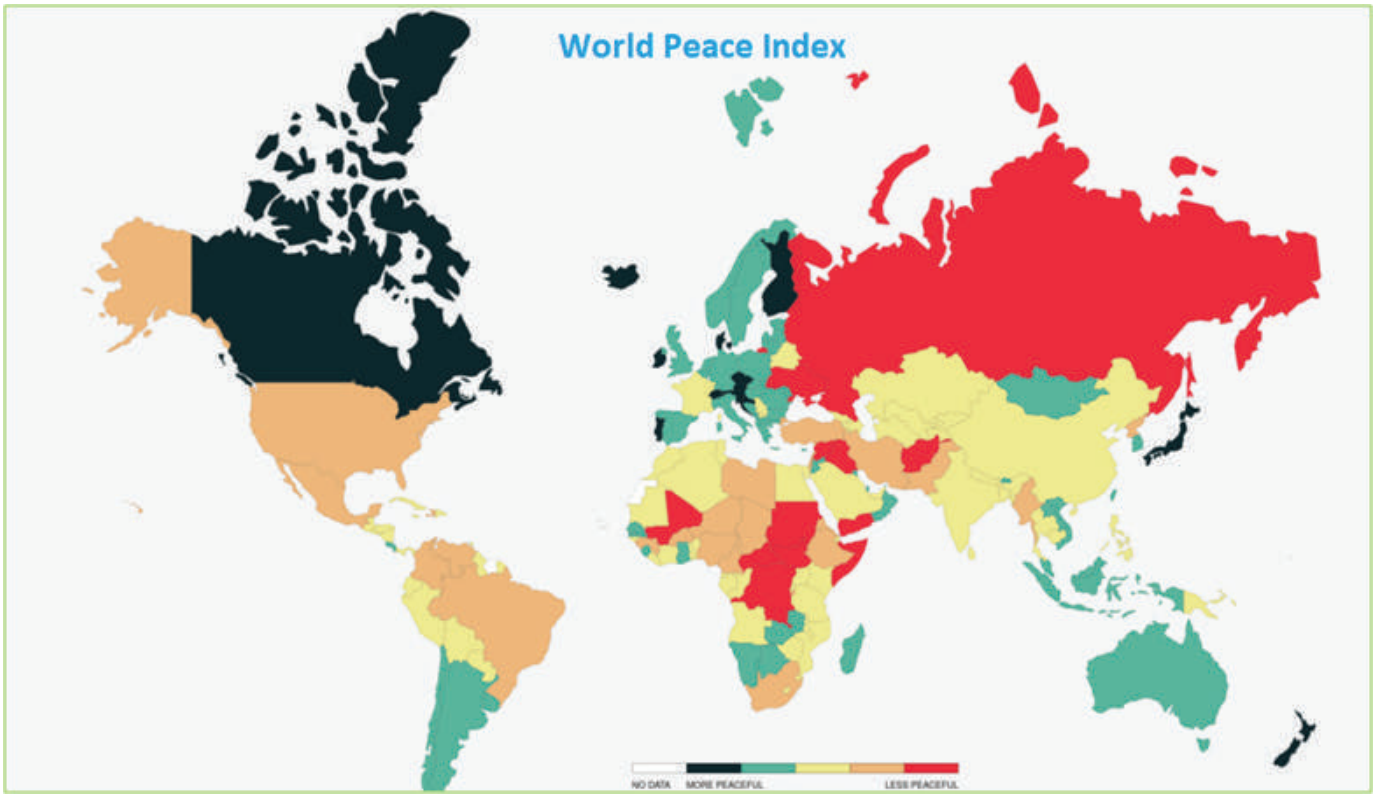


Yes, it's a human psychology. People during festivities and celebrations feel happy, bonded, love and loved. They are closer to families, friends and near and dear ones. This situation brings in prosperity, hope, light and a feeling of righteousness. Celebrations can indeed bring peace to the world when they are inclusive, respectful, and aimed at fostering unity among people from different backgrounds.

Close to the Christmas and the New Year, the world may forget for some time the unpleasantness, dissatisfaction, warring angers and blistered egos. Territories, boundaries, ideology and ambition all wilt and wither in the confetti showers of pleasure and joy!

People across communities and countries, internal and international greet and meet, exchange pleasantries and sweet nothings. This brings down, though temporarily the devilish intentions and covert hatred.

When goodness prevails, businesses strengthen with spirits of achievement high.




Celebrations hold immense potential to bring peace, stability, and economic benefits to the world when managed inclusively and responsibly. By emphasizing shared values, fostering respect, and promoting sustainability, celebrations can serve as a powerful tool for building a harmonious, prosperous, and sustainable future.

Christmas is celebrated in more than 160 countries across the world, making it one of the most widely observed holidays globally. Christmas celebrations can varies significantly based on cultural, religious, and social traditions and differ in the type of feast and fashion but it is evident in the air.

All Christian-majority countries like the United States, Canada, Brazil, most European nations, the Philippines, and Australia, Christmas is a major religious and cultural holiday celebrated with significant public and private festivities.

The Non-Christian-Majority Nations where Christianity is not the dominant religion, Christmas is widely celebrated as a secular or cultural holiday or new found social celebrations of likings or new fad. For example, India, Japan and China are such countries. Countries with minor Christian like Saudi Arabia, North Korea, and Afghanistan, may have private celebrations or tolerance to the social fun and feast.

While not all countries officially recognize Christmas, its cultural and commercial significance ensures that it is celebrated in some form across most parts of the world.

A very significant importance of Christmas is that it marks an end of the existing Gregorian calendar, and the following week observes a New Year, for a fresh Calendar year to ring in. This change of Calendar from one year to the next, for example, from 2024 to 2025 has its own hopes, bucket-lists, ambitions, plans, new beginnings, new horizons, new dreams!

This is for sure, the time that needs to be celebrated with open arms, warm heart, loving smiles, dancing toes and bear hugs.



This one day, the New Year will bring in Celebrations fulfill several psychological needs and functions for individuals and communities, rooted in human nature and cultural practices:

- Social Acceptance
- Expression of Joy and Gratitude
- Mass Mentality
- Hope and Renewal
- Collective Healing

When these feelings set in, a human being changes to being more a humane, a social being, a loving individual and this brings peace and tranquility among the community, society, region, country, in neighborhood, in the world. People across will celebrate forgetting and forgiving despise, dooms, wars, wounds, and displacements. Even the countries like Ukraine, Russia, Sudan, Syria, Myanmar, Haiti, etc., all will quietly or openly, privately or publicly celebrate the dawn of new hopes and beginnings.

Let's hope for personal and global solidarity, Cooperation, and sunrise.
We wish all the best of 2025.
Cheers.



**Dipak Sudhir Manohar**

## DID YOU KNOW?

Canada spends the most during Christmas on gifts, toys, food and clothing.

Holi and Diwali figure in the top 10 widely celebrated festivals in the world.

# From the Editor's Desk

## The Market of Celebrations



The Indian market for Christmas and New Year celebrations is a rapidly growing sector that spans multiple industries, including retail, food, drinks, tourism, and e-commerce.

The market is worth tens of thousands of crores, with significant spending on gifts, parties, drinks, and decorations. While Christmas and New Year are not traditional Indian festivals, their commercial and cultural influence has grown, contributing positively to India's economy, particularly in urban and metropolitan regions. The festive season stimulates spending, employment, and tourism, making it a crucial period for India's retail and hospitality sectors.

India spends and also exports more during Christmas and the New Year.

Notably Indian export more and Indians spend more during this year-end celebration which inherently in no an "Indian" traditional festival. Indian diaspora is in 210 countries with a population of 32-33 million.

Here we discuss the Opportunities for Indian Exporters during these major festivals for the Exporters from India.

| Comparitive data on Exports between Indian Festival & X-mas & New Year | | |
|---|---|---|
| Festival | Primary Markets | Export Value Estimate 2023 |
| Diwali | USA, UAE, Canada, UK, Australia | ₹25,000-30,000 crore |
| Christmas & New Year | USA, Europe, Australia, Middle East | ₹35,000-40,000 crore |

**DID YOU KNOW?**

Christmas is the most widely celebrated festival in the world. Spread across 160 countries.

Here we present a list of industry-wise items that are exported from India to various countries during the Diwali season, Christmas and New Year times.

| Export Comparison: Country-Wise Demand | | |
|---|---|---|
| Country | Exports During Diwali | Exports During Christmas & New Year |
| USA | Indian sweets, diyas, textiles, spices, jewelry | Christmas decorations, apparel, toys, LED lights |
| UAE | Sweets, ethnic wear, religious idols, jewelry | Dry fruits, festive decor, handicrafts, lights |
| UK | Diyas, spices, sweets, ethnic wear, candles | Toys, handicrafts, holiday lights, rugs |
| Canada | Spices, sweets, puja kits, candles, textiles | Festive decor, food items, giftware, apparel |
| Australia | Indian sweets, handicrafts, spices, jewelry | Christmas trees, LED lights, food items, decorations |
| Germany | Minimal demand for Diwali products | Handicrafts, glass ornaments, wooden toys, rugs |
| France | Limited demand during Diwali | Decorative ornaments, festive decor, textiles |
| Singapore | Sweets, spices, puja kits, handicrafts | Christmas lights, gifts, food products, textiles |
| Middle East | Spices, religious items, sweets, textiles | Dry fruits, dates, lights, festive decor |

| Product-Wise Comparison of Exports from India | | |
|---|---|---|
| Product Category | Diwali Exports | Christmas & New Year Exports |
| Decorations | Diyas (clay lamps), candles, rangoli stencils, lanterns, brass items | Christmas trees, ornaments, LED lights, wreaths, stars |
| Handicrafts & Gifts | Religious idols, puja kits, traditional brass decor | Glass, metal, wooden decor, gift items, toys |
| Textiles & Apparel | Sarees, kurtas, lehengas, silk fabrics | Woolen garments, scarves, festive table runners |
| Jewelry & Accessories | Ethnic jewelry (gold, silver-plated, imitation) | Artificial jewelry, imitation jewelry |
| Food & Beverages | Indian sweets (mithai), ghee, snacks, spices | Plum cakes, chocolates, dry fruits, tea, spices |
| Alcoholic Drinks | Limited exports of Indian liquors | Spirits, wine, beer (significant demand globally) |
| Toys & Games | Handmade wooden toys, puzzles | Toys, puzzles, educational games |
| Home Decor | Rangoli kits, religious art, traditional decor | Carpets, rugs, festive lights, decorative tableware |
| Packaging Materials | Gift boxes, festive wrappings | Wrapping papers, gift boxes, holiday-themed packaging |

Christmas and New Year generate higher export values for India due to the festival's global and secular appeal. Diwali exports remain culturally significant, targeting Indian diaspora-heavy countries. Both festivals play crucial roles in boosting exports of decorations, textiles, handicrafts, food, and gifting items, contributing to India's economy and supporting small-scale industries, artisans, and global trade partnerships.



Plan your Export Products in advance. You should at least be three months before the festive dates while exporting.
Start your preparations right from now for Diwali and Christmas in 2025.
Happy Exporting !

tshah

**Trupti Shah**

# Trade Knowledge – Merchant or Manufacturing

## What is Better – Merchant or Manufacturing Exporting?

India's international trade landscape has evolved significantly over the decades, offering numerous business opportunities to export. A key question often arises for newcomers to the field: should one opt for merchant exporting or manufacturing exporting? Each model has its unique features, benefits, and challenges. This essay provides a detailed comparison to help beginners understand which path might suit their goals in international trade.

## Understanding the Concepts

1. **Merchant Exporting:** Merchant exporters do not manufacture goods themselves. Instead, they source products from manufacturers, wholesalers, or suppliers and sell them internationally. This model is particularly popular among traders and those looking to enter the export business without significant investment in production facilities.

2. **Manufacturing Exporting:** In this model, the exporter is the producer of the goods being sold internationally. Manufacturing exporters have their production units and control the entire process, from raw material procurement to finished product delivery.




**DID YOU KNOW?**

Merchant Exporters are more than any other exporters in the world.

| Comparison between Merchant Exporting and Manufacturing Exporting | | |
|---|---|---|
| **Aspect** | **Merchant Exporting** | **Manufacturing Exporting** |
| Initial Investment | Low – no need for production facilities. | High – requires investment in manufacturing infrastructure. |
| Flexibility | High – can switch products or industries based on market trends. | Limited – tied to specific products or industries due to production setup. |
| Expertise Required | Moderate – knowledge of sourcing, quality control, and logistics is essential. | High – requires expertise in production, quality assurance, and international standards. |
| Profit Margins | Lower – dependent on buying and selling price differentials. | Higher – direct control over pricing and profit margins. |
| Scalability | High – easier to expand product range and markets. | Moderate – scaling requires additional manufacturing capacity and investment. |
| Control Over Quality | Limited – reliant on suppliers for quality consistency. | High – full control over production and quality standards. |
| Risk Exposure | Lower – less capital tied up in production; diversified products reduce dependency on one market. | Higher – significant investment in facilities; risks tied to production inefficiencies or market demand. |
| Brand Building | Challenging – operates as a middleman with limited branding opportunities. | Easier – allows for establishing a distinct brand identity in global markets. |

## Merchant Exporting:

- **Advantages:** Merchant exporting is ideal for individuals or small businesses with limited capital and resources. It offers a low-risk entry into international trade as there is no need for manufacturing facilities. Additionally, merchant exporters can quickly adapt to market trends by sourcing different products.
- **Disadvantages:** The reliance on third-party suppliers for product quality and timely delivery can be a significant drawback. Moreover, profit margins are generally lower as merchant exporters act as intermediaries.

## Manufacturing Exporting:

- **Advantages:** Manufacturing exporting allows businesses to establish direct control over production and quality. This model often yields higher profit margins and provides an opportunity for brand building. It is particularly suited for companies with innovative or niche products.
- **Disadvantages:** The initial investment required for manufacturing facilities can be prohibitive. Moreover, scaling operations is more challenging and demands significant capital and management expertise.

For beginners in international trade from India, the choice depends on factors such as available capital, industry expertise, and long-term business goals.

Both merchant and manufacturing exporting have their merits and drawbacks.

Merchant exporting is a practical starting point for those looking to test the waters with minimal risk, while manufacturing exporting is better suited for businesses aiming to create a unique brand and maximize profits.



## DID YOU KNOW?

Two main types of Exporting
a. Direct Exporting
b. Indirect Exporting

Direct exporting is a type of exporting where the company directly sells products to overseas customers.
Indirect exporting is a type of exporting practiced by companies that sell products to other countries with the help of an intermediary.

# Ceramics Products

Ceramics are one of the oldest and most versatile materials known to humanity, with a history that dates back thousands of years. Derived from the Greek word "keramos," meaning pottery or burnt stuff, ceramics are inorganic, non-metallic materials that are crafted through the application of heat. These materials are renowned for their durability, heat resistance, and aesthetic appeal, making them indispensable across a wide range of industries and applications.

The global ceramics industry is a thriving sector, contributing significantly to construction, healthcare, automotive, and renewable energy. As demand for sustainable and innovative materials grows, ceramics continue to evolve, offering new solutions to modern challenges.

| Export Information for Ceramic Products* | |
|---|---|
| **Information** | **Details** |
| H.S. Code | Description |
| 6912 00 00 | Clay, tableware, toilet articles, kitchenware, household articles, handicrafts, of procelain of China |
| 6913 90 00 | Statuettes and ornamental ceramics articles |
| 6914 10 00 | Other Ceramic articles of porcelain or China |
| 6910 00 00 | Ceramic products, including sinks, wash basins, wash basin pedestals, baths, bidets, water closet pans, flushing cisterns, urinals, and similar sanitary fixtures |
| 690710 10 or 69079010 | Floor tiles, Wall tiles etc. |
| Trade Policy | Export Permitted Freely |
| RCMC | Chemical & Allied Export Promotion Council<br>www.capexil.org<br>OR<br>Federation of Indian Export Organization<br>www.fieo.org<br><br>For Handicrafts - www.epch.org or FIEO |
| Government Benefits | Duty Drawback = 1.40% - 1.70%<br>Interest Subvention = 3% (for MSME units)<br>RoDTEP = On FOB rate - 0.0% - 1.4% * |
| GST (paid to Supplier) | 12% to 18% depending up on the type of product* |
| * Check details from www.commerce.gov.in \| www.indiantradeportal.in | |

Ceramics have unique qualities and hence they are used in industries, body parts in a human body, critical material in everyday life, and cutting-edge technology.

- High Durability and Hardness
- Eco-friendly and Sustainable
- Biocompatibility
- Light weight and high strength

## Global Market for Ceramic Household Products

The global market for ceramic household items is witnessing steady growth, driven by rising consumer preference for eco-friendly, durable, and aesthetically appealing products. Ceramic household items include a wide range of products such as tableware, cookware, decorative items, and sanitary ware. These products are favored for their versatility, design flexibility, and long-lasting quality.



**Market Overview**

- **Market Size and Growth**

The ceramic household items market is valued at approximately USD 50 billion as of 2024 and is projected to grow at a CAGR of 4-6% from 2024 to 2030. The increasing demand for sustainable and premium quality products is a significant growth driver.

- **Major Regions**

The ceramic household items market is valued at approximately USD 50 billion as of 2024 and is projected to grow at a CAGR of 4-6% from 2024 to 2030. The increasing demand for sustainable and premium quality products is a significant growth driver.

- **Asia-Pacific:** The largest market due to a robust manufacturing base in countries like China and India, coupled with growing domestic consumption.
- **Europe:** High demand for premium ceramic tableware and decorative items, especially in countries like Germany, Italy, and the UK.
- **North America:** A strong market driven by increasing consumer awareness of sustainable materials and the growing trend of home dining.

## Industries Ceramic Products are used in

1. **Tableware:** Plates, bowls, cups, and serving dishes dominate this segment, fueled by the popularity of dining-at-home trends.
2. **Cookware:** Heat-resistant ceramic cookware is gaining traction for its non-toxic and even heat distribution properties.
3. **Decorative Items:** Vases, figurines, and other ceramic decorative items are popular in interior design markets.
4. **Sanitary Ware:** Items like washbasins, toilet bowls, and tiles are major contributors to the household ceramics market.

| Application of Ceramics in Various Industries | |
|---|---|
| **Industry** | **Application of Ceramics** |
| Construction | Tiles, bricks, sanitary ware, pipes, insulation materials |
| Healthcare | Dental implants, bone grafts, medical tools, bioceramic coatings for |
| Automotive | Engine components, brake pads, catalytic converters, sensors |
| Aerospace | Heat shields, turbine blades, insulation tiles for spacecraft |
| Electronics | Capacitors, insulators, piezoelectric components, semiconductors |
| Energy | Solar panels, fuel cells, nuclear reactor components, wind turbine |
| Household Goods | Tableware, cookware, decorative items, storage containers |
| Chemical Industry | Chemical-resistant coatings, pumps, valves, linings for reactors |
| Defense and Ballistics | Body armor, bulletproof vests, missile nose cones, radomes |
| Industrial Manufacturing | Cutting tools, wear-resistant linings, bearings, high-temperature molds |
| Telecommunications | Antennas, satellite components, fiber-optic connectors |
| Glass Manufacturing | Ceramic molds for precision casting, furnace components |
| Food and Beverage | Ceramic grinders, plates for food processing, storage containers for |
| Textile | Ceramic coatings for wear resistance, components in textile machinery |
| Water Treatment | Ceramic membranes for filtration, chemical-resistant piping |

## Indian Market Size and Growth of Household Ceramic Products

India has a rich tradition of ceramic craftsmanship, and the market for household ceramic products in the country is thriving. The sector is driven by increasing consumer demand for aesthetically appealing, durable, and eco-friendly products.

## Indian Industry Size and Growth

- **2024 Estimate:** The Indian household ceramic products market is valued at approximately ₹15,000 crores (USD 1.8 billion) in 2024.
- **Projected Growth:** Expected to grow at a CAGR of 8-10% from 2024 to 2030, outpacing the global average due to rising domestic consumption and robust export demand.

| Key Market Segments | | |
|---|---|---|
| Product | Market Share | Example of Products |
| Table ware | 20% of total market | Dinner ware, mugs cups etc. |
| Cookware | 10% of total market | Non-stick ceramic coated cooking products, pots and pans etc. |
| Handicrafts & Decorative Items | 10% of total market | Vases, figurines, home décor items, etc. |
| Tiles | 30% of total market | Floor Tiles, Wall tiles etc. |
| Sanitaryware | 30% of total market | Sinks, Camod, toiletware, bathroom & basin accessories etc. |

## Watch Our Videos on Ceramic Products









## Types of Ceramics Products



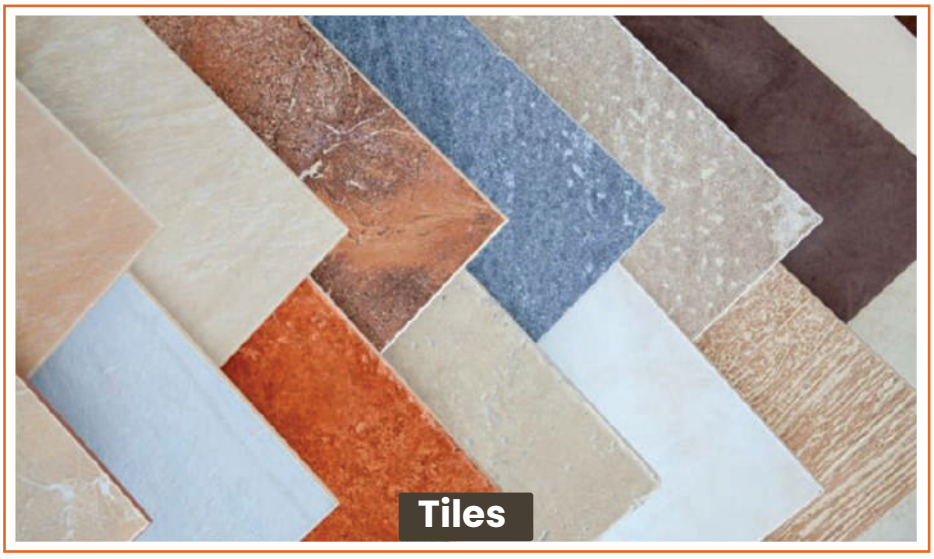








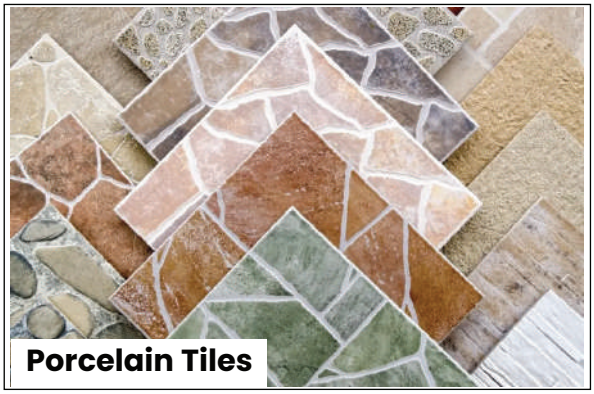




| Different Varieties of Ceramic Products (Based on composition) | | | | | | |
|---|---|---|---|---|---|---|
| Type | Composition | Firing Temperature | Durability | Translucency | Common Uses | Export Popularity |
| Vitrified Tiles | Clay, Quartz, Feldspar | High (around 1200°C) | High | Low | Flooring, Wall Cladding | High |
| Glazed Tiles | Quartz, Felspar, Kaolin | Very High (around 1400°C) | High | High | Tableware, Bathroom Fixtures | High |
| Bone China | Kaolin, Bone Ash, Feldspar | High (around 1200°C) | High | Very High | Premium Tableware | High |
| Earthenware | Clay | Low to Medium (around | Low | Low | Pottery, Flower Pots | Moderate |
| Stoneware | Clay, Feldspar, Quartz | High (around 1200°C) | High | Low | Kitchenware, Tiles | Moderate |


Vitrified Tiles

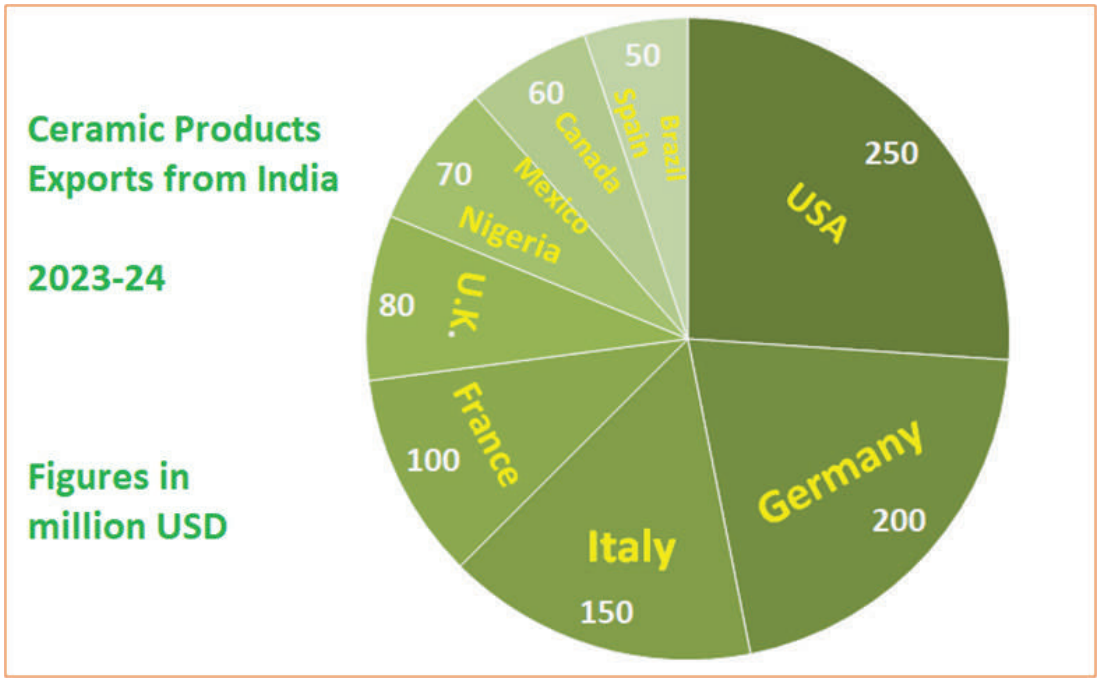

Glazed Tiles


Porcelain Tiles


Sanitary Ware

## Exports from India

| Type of Ceramic Product | Percentage of Total Exports | Major Importing Countries |
|---|---|---|
| Ceramic Tiles | 50-55% | USA, UAE, Saudi Arabia, Iraq, Oman, Nigeria, South Africa |
| Sanitary Ware | 20-25% | UAE, UK, Saudi Arabia, Kenya, Oman, Australia |
| Tableware and Kitchenware | 10-15% | USA, Germany, UK, Canada, Australia, France |
| Decorative Ceramics | 5-7% | USA, Canada, Australia, European Union (Germany, France) |
| Refractory Ceramics* | 5-8% | China, South Korea, USA, Japan, Germany |
| Advanced/Technical Ceramics* | 3-5% | USA, Germany, Japan, South Korea, Netherlands |
| * not included here in product research | | |




## Quality Parameters for Ceramic Products

The below table provides an overview of the essential certificates, tests, and their purposes, ensuring compliance with quality and safety standards for various ceramic product categories.

| Product Category | Certificates | Tests |
|---|---|---|
| Vitrified Tiles | CE Certification (EU markets)<br>BIS Certification (IS 15622:2017) | Water absorption (< 0.5%)<br>Flexural strength (> 35 MPa)<br>Scratch hardness (Mohs scale ≥ 7)<br>Dimensional tolerance (±0.6%)<br>Chemical resistance (acids and alkalis) |
| Porcelain Tiles | ISO 13006:2018<br>EN 14411 (EU standards)<br>BIS Certification (IS 15622:2017) | Water absorption (0.5-3%)<br>Impact resistance<br>Thermal shock resistance<br>Glaze durability<br>Verify thermal shock resistance |
| Glazed Tiles | ISO 10545<br>CE Certification (EU markets)<br>BIS Certification (IS 15622:2017) | Surface gloss (uniform and defect-free)<br>Abrasion resistance (PEI rating ≥ 3)<br>Stain resistance<br>Dimensional tolerance<br>Certify aesthetics, durability, and resistance to household stains for wall and floor tiles. |
| Sanitary Ware Products | WRAS Approval (for plumbing systems)<br>BIS Certification (IS 2556: Part 1 and Part 2)<br>CE Certification (EU markets) | Water absorption (< 0.5%)<br>Load-bearing capacity (minimum 400 kg)<br>Surface smoothness<br>Chemical resistance (acids and alkalis)<br>Certifies safety, hygiene, and compliance with plumbing standards for bathrooms and washrooms |
| Handicraft Ceramic Items | Handicrafts Certification (EPCH India)<br>Export Inspection Certificate | Surface finish (smooth and defect-free)<br>Durability (resistance to chipping and breakage) |
| Home Décor Ceramic Items | ASTM C927 (decorative ceramics)<br>ISO 6486 (ceramic ware for food use)<br>BIS Certification (if applicable) | Durability (impact and scratch-resistant)<br>Chemical safety (lead-free glazes for food contact items) |
| Certificate from Central Glass Ceramic Research Institute - India | | |

## Estimated Profit margin

- **Currency Exchange:** Export pricing is influenced by currency fluctuations, particularly USD and EUR.
- **Shipping Costs:** These are additional and vary significantly based on destination and shipping method.
- **Trade Agreements:** Free trade agreements may impact profitability in specific regions.
- **Product Differentiation:** Custom designs and certifications enhance value and export price.

| Estimated Profit Margin | | | |
|---|---|---|---|
| Product Category | Exporting Country | Estimated Profit Margin | Notes |
| Vitrified Tiles | USA | 40%–60% | High demand for durable flooring; shipping costs vary by region. |
| | UAE | 30%–50% | Competitive market; faster delivery due to proximity. |
| Porcelain Tiles | Germany | 50%–70% | Premium pricing due to strict quality standards and high-end use cases. |
| | South Africa | 40%–60% | Growing demand for imported tiles in construction projects. |
| Glazed Tiles | UK | 40%–60% | Popular in home renovation and remodeling sectors. |
| | Australia | 50%–60% | Strong demand due to aesthetic appeal and resistance to wear. |
| Sanitary Ware Products | USA | 50%–70% | High profitability in luxury sanitary ware products. |
| | Saudi Arabia | 40%–70% | Preferred for new residential and commercial construction projects. |
| Handicraft Ceramic Items | Germany | 50%–70% | Strong demand for traditional and unique handcrafted pieces. |
| | Japan | 60%–80% | High value for unique designs with cultural significance. |
| Home Décor Ceramic Items | USA | 50%–70% | Significant demand in the interior design and gifting sectors. |
| | Canada | 50%–70% | Growing trend of eco-friendly and artisanal décor items. |

## Packaging & Labeling Requirements

- **Regulatory Compliance:** Packaging must comply with importing country's regulations (e.g., ISPM-15 for wooden crates).
- **Sustainability:** Many countries prefer eco-friendly packaging materials; this is increasingly important for handicrafts and home décor items.
- **Sealing and Security:** Ensure tamper-proof packaging with clear markings for customs inspections.
- **Language:** Use English and/or the importing country's official language on labels.
- **Markings for Handling:** Include internationally recognized symbols such as "Fragile," "Keep Dry," and "This Side Up."

## Packaging Details

1. Sturdy wooden pallets with edge and corner protection.
2. Shrink wrapping for moisture resistance.
3. Interlayers of foam or cardboard between tiles to prevent scratches.
4. Packed in corrugated boxes, sealed with moisture-resistant tape.
5. Wooden crates or pallets for large quantities.
6. Cushioning with bubble wrap or foam sheets.
7. Use silica gel packets to prevent humidity-related damage.
8. Custom-molded foam inserts for delicate items.
9. Bubble wrap and foam for individual item protection for delicate items.

## Labeling Details

1. Product description and material composition
2. Warning labels for fragile items
3. Installation and maintenance instructions.
4. Cushioning with bubble wrap or foam sheets.
5. Handling instruction like "fragile", etc.

## Bubble Wrap



## Air Pillow (Dunning)



## Honeycomb Paper






## Cardboard Packaging



## Palletized packaging

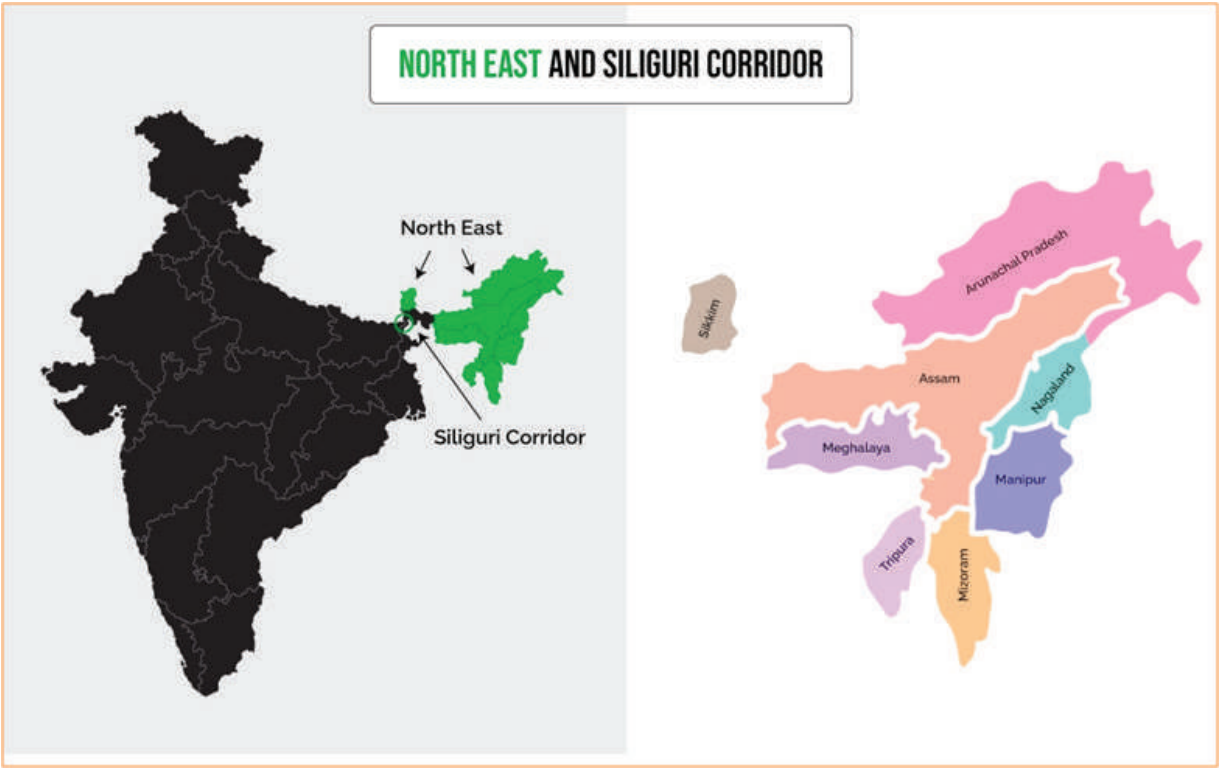


## Slotted Cardboard



# State of India - North Eastern States

- Northeast India, officially the North Eastern Region (NER), is the easternmost region of India representing both a geographic and political administrative division of the country.
- It comprises eight states—Arunachal Pradesh, Assam, Manipur, Meghalaya, Mizoram, Nagaland and Tripura (commonly known as the "Seven Sisters").
- The Siliguri Corridor connects the region to the rest of mainland India.
- The states of North Eastern Region are officially recognized under the North Eastern Council (NEC).
- The city of Guwahati in Assam is referred to as the "Gateway to the Northeast" and is the largest metropolis in Northeast India.




| Major Cities of the "Seven Sisters" North Eastern States | |
|---|---|
| State | Major Cities |
| Arunachal Pradesh | Itanagar, Naharlagun, Pasighat |
| Assam | Guwahati, Dibrugarh, Silchar, Jorhat, Tezpur |
| Manipur | Imphal, Thoubal, Bishnupur |
| Meghalaya | Shillong, Tura, Jowai |
| Mizoram | Aizawl, Lunglei, Champhai |
| Nagaland | Kohima, Dimapur, Mokokchung |
| Tripura | Agartala, Udaipur, Dharmanagar |

| Languages of the "Seven Sisters" North Easter States | |
|---|---|
| State | Language |
| Arunachal Pradesh | Nyishi, Adi, Apatani, Mishmi, Tagin, Galo |
| Assam | Assamese, Bengali, Bodo, Hindi |
| Manipur | Meitei (Manipuri), Bishnupriya, Thadou, Tangkhul, Paite |
| Meghalaya | Khasi, Garo, Jaintia, English |
| Mizoram | Mizo (Lushai), Hmar, Lai, Mara |
| Nagaland | Nagamese, Ao, Angami, Sumi, Lotha, Konyak |
| Tripura | Bengali, Kokborok, Manipuri |

| Surroundings Regions of the Seven Sister States | | |
|---|---|---|
| State | Neighbouring States | Neighbouring Countries |
| Arunachal Pradesh | Assam | China, Bhutan, Myanmar |
| Assam | Arunachal Pradesh, Nagaland, Manipur, Mizoram, Tripura, Meghalaya, West Bengal | Bangladesh, Bhutan |
| Manipur | Assam, Nagaland, Mizoram | Myanmar |
| Meghalaya | Assam | Bangladesh |
| Mizoram | Assam, Manipur, Tripura | Myanmar, Bangladesh |
| Nagaland | Assam, Manipur, Arunachal Pradesh | Myanmar |
| Tripura | Assam, Mizoram | Bangladesh |

## DID YOU KNOW?

World's only floating national park, a number of endangered species of animals, the Sangai deer, clouded leopard, and golden cat are all major attractions of Manipur.

## Major Agricultural and Allied Products of "Seven Sisters" State.

| Agricultural Products | Arunachal Pradesh | Assam | Manipur | Meghalaya | Mizoram | Nagaland | Tripura |
|---|---|---|---|---|---|---|---|
| Rice | ✔ | ✔ | ✔ | ✔ | ✔ | ✔ | ✔ |
| Millet | ✔ | - | - | - | - | ✔ | - |
| Wheat | ✔ | - | - | - | - | - | - |
| Pulses | ✔ | - | - | - | - | - | - |
| Potatoes | ✔ | ✔ | - | ✔ | - | - | - |
| Sugarcane | ✔ | ✔ | - | - | - | - | - |
| Oilseeds | ✔ | - | - | - | - | - | - |
| Maize | ✔ | - | ✔ | ✔ | ✔ | ✔ | ✔ |
| Vegetables | Sweet potatoes, brinjal, ginger, chillies | Potatoes, tomatoes, brinjals, leafy greens | Cabbage, cauliflower, peas | Cabbage, cauliflower, peas | Cabbage, cauliflower, peas | Cabbage, cauliflower, peas | Cabbage, cauliflower, peas |
| Fruits | Pineapple, apple, oranges, lemon, litchi, papaya, banana, plum, guava, cherries, peach, walnut, almond | Bananas, pineapples, oranges, lemons, litchi, mango, papaya, jackfruit, plum | Oranges, papayas, mangoes | Oranges, papayas, mangoes | Oranges, papayas, mangoes | Oranges, papayas, mangoes | Oranges, papayas, mangoes |
| Spices | - | Ginger, turmeric, black pepper | - | Ginger, turmeric | - | - | - |
| Silk | - | Muga, Eri, Pat silk | - | - | - | - | - |
| Fish | - | Rohu, Catla | Rohu, Catla | Rohu, Catla | Rohu, Catla | Rohu, Catla | Rohu, Catla |

| State | Major District / Cities | Products & Commodities |
|---|---|---|
| Arunachal Pradesh | Tawang | Horticulture, Forestry Apples, Oranges, Bamboo Coal, Crude Oil, Forest Resources |
| | Itanagar | Handicrafts, Tourism Handicrafts, Bamboo Products |
| | Pasighat | Horticulture, Handicrafts Ginger, Oranges, Handicrafts |
| | Bomdila | Horticulture, Tourism Apples, Handicrafts |
| Assam | https://www.iiiem.in/storage/process-documents/new/Prarambh-October-2024.pdf | Click on the link for October 2024 edition |
| Manipur | Imphal<br>Thoubal<br>Chorachandpur<br>Bisnupur | Handloom Products, Agricultural Products, Tourism |
| Meghalaya | Shillong<br>Tura<br>Jowai | Handloom Products, Agricultural Products, Tourism, Coal, Limestone |
| Mizoram | Aizwal<br>Lunglei<br>Champhai | Handloom, Agriculture, Tourism, Vegetables |
| Nagaland | Dimapur | Handloom, Agriculture, Tourism, Vegetables, Crude Oil, Coal |
| | Kohima<br>Mokochung<br>Tuensang | Handloom, Agriculture, Tourism |
| Tripura | Agartala<br>Udaipur<br>Dharmanagar | Handloom, Agriculture, Tourism, Vegetables, Natural Gas |

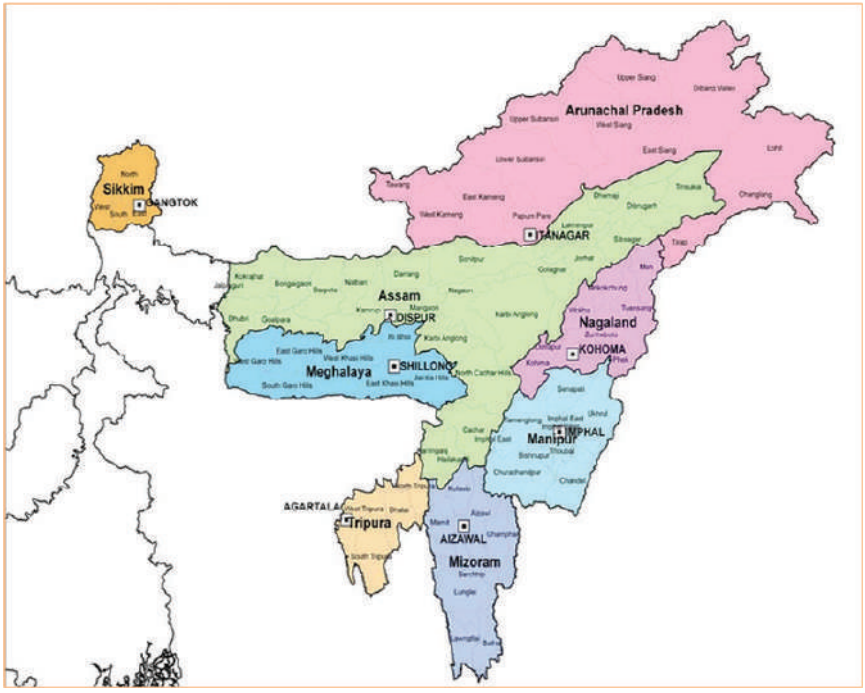
| Top Industries & Major Export Countries of "Seven Sister" States | | | |
|---|---|---|---|
| State | Major Industries | Important Products | Countries Exported To |
| Arunachal Pradesh | Bamboo, Handicrafts, Food<br>Horticulture & Forestry<br>Mining & Minerals<br>Tea and Rubber<br>Power Industry<br>Tourism | Saw Mills, Fruit Presevation, Candles, tea, rubber and Weaving | Bhutan, China & Bangladesh |
| Assam | Tea,<br>Food Processing<br>Fossil Fuel<br>Building Industry<br>Pharmaceuticals<br>Telecom<br>Sericulture<br>Tourism | Cheese made from Yak milk<br>Sugar, Pickles, Juices etc<br>Coal, Oil & Gas<br>Limestone & Cement<br>Medicaments<br>Accessories & Parts<br>Silk ( Muga, Eri, Pat) | UAE, USA, Bangladesh, Russia, U.K. Bhutan etc |
| Manipur | Agriculture, Horticulture, Mushrooms, Bamboo, Petrochemicals, Textile, Handloom, Plastic, Forestry, Tourism & Hydropower, Gems & Jewellery, Tyres, Electronics, Cosmetics, | Olives, Passion Fruits, Tanning (Leather), Silk, Carpentry (furniture), Bamboo processing, Auto parts, Drugs, Crude Oil etc. | Europe, Singapore, Brazil, USA, |
| Meghalaya | Minerals, Agro-based & Horticulture Processing, Handicrafts, Handloom, Tourism & Hydropower, Sericulture, Floriculture | Coal, Limestone, Uranium, Handloom, Handicrafts, Forestry, Spices | Netherlands, Dubai, U.K., UAE., Middle Eastern Countires |
| Mizoram | Agriculture, Forestry, Fishing, Bamboo, Sericulture, Food Processing, I.T., Handloom, Electronics | Areca nuts, Ginger, Turmeric, Furniture, Shawls, Bamboo & Cane products, Silk, | Bangladesh, Bhutan, U.K., Europe, Middle East |
| Nagaland | Minerals, Engineering Products, Handloom, Tobacco, Ceramics, Electronics, Machinery, Human Hair and Apparel & | Food Processing, Bamboo edible products, King Chilli or Bhoot Jholkia, Coffee | U.K. & Bangladesh |
| Tripura | Rubber, Tea, Bamboo, Fruits, Food Processing, Spices, Milk, Jute, Silk Natural Gas, | Natural Rubber, Tea, Bamboo Handicrafts, Handloom, Wood Carving, Rubber Threads, Silk Pocessing, Spices, Cashews | U.K., Germany, Qatar, Bangladesh, UAE |

| G.I. Products of Seven Sister States | | |
|---|---|---|
| State | Product / Commodity | Sector |
| Arunachal Pradesh | Yak Churpi | Cheese made from Yak milk |
| Manipur | Chak Hao | Rice |
| Meghalaya | Lakadong Turmeric<br>Mandarin Orange | Spices<br>Fruit |
| Mizoram | Mizo Chilli | Vegetable |
| Nagaland | Naga Mircha<br>Naga Tree Tomato<br>Naga Sweet Cucumber | Vegetable<br>Vegetable/Fruit<br>Vegetable |
| Tripura | Queen Pineapple | Fruit |
| Assam | October 2024 edition | Click here |

| Customs Points for "Seven Sister" States | | | |
|---|---|---|---|
| State | ICDs | Land Border | Airports |
| Arunachal Pradesh | none | Bhutan (Tawang), Myanmar (Pangsau Pass) | none |
| Assam | Amingaon ICD | Bhutan (Samdrup Jongkhar), Bangladesh (Dhubri) | Guwahati |
| Manipur | none | Myanmar (Moreh) | none |
| Meghalaya | none | Bangladesh (Dawki, Shella, Bholaganj) | none |
| Mizoram | none | Myanmar (Zokhawthar, Champhai) | none |
| Nagaland | none | Myanmar (Moreh) | none |
| Tripura | none | Bangladesh (Akhaura, Srimantapur, Agartala) | none |

**The nearest Major Seaport for the North Eastern States is the HALDIA PORT of WEST BENGAL.**
**It is localted near the Hooghly River and serves as a crucial gateway for Export - Import**
**Haldia port is well connecetd with roads, railway networks for trade and transportation.**

## Districts Map of "Seven Sister" States (North Eastern Region NER)



# G.I. Products – Seven Sister States

**Yak Churpi** Arunachal Pradesh



**Chak Hao** Manipur



**Lakadong Turmeric**



**Mandarin Orange**

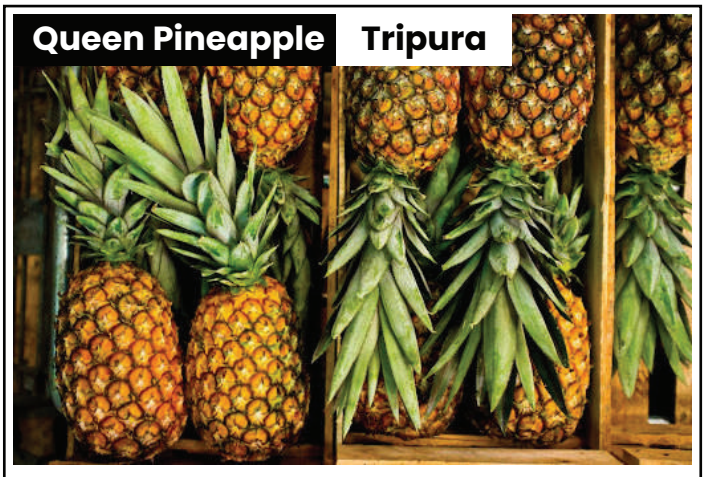


Meghalaya

**Mizo Chilli** Mizoram



**Queen Pineapple** Tripura





*For Educational Purpose Only





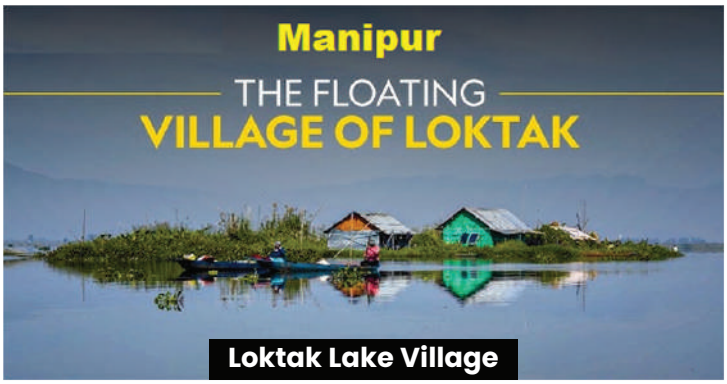





## DID YOU KNOW?

World's only Mother-led Market - Ima Keithel, also known as the Mother's Market, in Manipur is a unique market that is exclusively run by mothers. It is considered to be the only women-led market in Asia and probably the world.

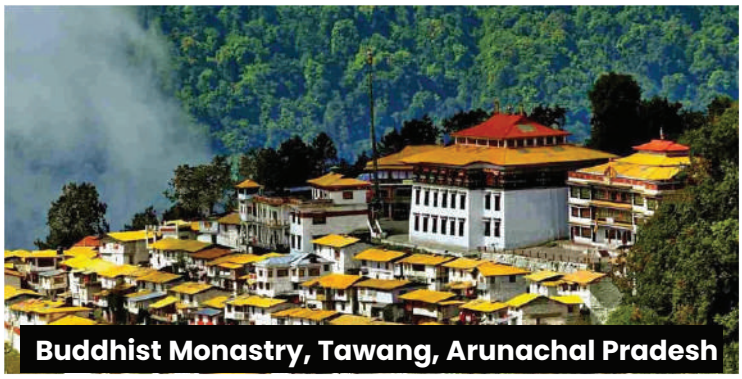
# Atulya Bharat - Seven Sister States



Loktak Lake Village


Ujjayanta Palace, Agartala, Tripura


Mawlynnong village, The cleanest Village in Asia, Meghalaya


Buddhist Monastry, Tawang, Arunachal Pradesh


The Living Roots Double Bridge, Meghalaya




World War II, Battle of Kohima, Nagaland

# Country - Nigeria

- Nigeria, officially the Federal Republic of Nigeria, is a country in West Africa. It is situated between the Sahel to the north and the Gulf of Guinea to the south in the Atlantic Ocean.




- Nigeria borders Niger in the north, Chad in the northeast, Cameroon in the east, and Benin in the west.
- Nigeria is a federal republic comprising 36 states and the Federal Capital Territory, where its capital, Abuja, is located.
- The largest city in Nigeria is Lagos, one of the largest metropolitan areas in the world and the largest in Africa.
- Nigeria is often called the "Giant of Africa." This name comes from the vastness of its land, the diversity of its peoples and languages, its huge population (the largest in Africa), and its oil and other natural resources.
- Nigeria's economy is the fourth-largest in Africa.
- It is the 31$^{st}$-largest in the world by nominal GDP, and 30$^{th}$-largest by PPP. GDP (PPP) per capita is US$9,148 (as of 2022), which is less than South Africa, Egypt and Morocco, but slightly higher than Ghana and Ivory Coast.

- Nigeria is a leader in Africa as an energy power, financial market, in pharmaceuticals and in the entertainment industry. After petroleum, the largest source of foreign exchange remittances sent home by Nigerians living abroad.
- Nigeria has a lower-middle-income economy.
- Nigeria is often referred to as the Giant of Africa by its citizens due to its large population and large economy.
- Nigeria is considered to be an emerging market by the World Bank.
- Nigeria is a founding member of the African Union.
- Nigeria is a member of many international organizations, including the United Nations, the Commonwealth of Nations, NAM, the Economic Community of West African States, Organization of Islamic Cooperation and OPEC.

| Basic Information | Details |
|---|---|
| Languages | English; Hausa; Igbo; Yoruba |
| Capital City | Abuja |
| Major Cities | Lagos, Kano, Ibadan, Abuja, Benin City |
| Time | Nigeria is 4.30 hours behind India |
| Currency | Naira (NGN)<br>1 INR = 18.3 Nigerian Naira (NGN)<br>1 USD = 1542.08 NGN |
| Day Light Saving | No |
| Working Days | Mondays to Fridays<br>Saturday half days<br>7.30 -8.30 am to 3.30 - 4.30 pm |
| Indian in Nigeria | 800,000 |

**To Export to Nigeria, one must follow the Nigerian guidelines and its Foreign Trade Policy:**

1) https://nigerianports.gov.ng/import-export-guidelines-3/
2) https://www.trade.gov/country-commercial-guides/nigeria-trade-barriers
3) https://customs.gov.ng/?page_id=3101

## Agricultural & Allied Products of Nigeria

Nigeria is the top agricultural producer in Africa and sixth in the world. It accounts for about 18% of the country's GDP and employs almost one-third of its population.

| Vegetable and Allied Products of Nigeria | |
|---|---|
| Cocoa | Oil Palm |
| Ground Nuts | Cotton |
| Maize | Seasame |
| Sorghum | Ginger |
| Millets | Cowpea |
| Plantain (Bananas) | Tobacco |
| Poultry | Rice |
| Livestock | Fish & Snail Farming |
| Dairy Farming | Tree Nuts |
| Beans | Animal Husbandry |
| Cashew Nuts | Rubber |
| Cassava | Melon |
| Gum Arabic | Soyabean |
| Horticulture | Kolanut |
| Fruits | Vegetable |

## Major Industries of Nigeria

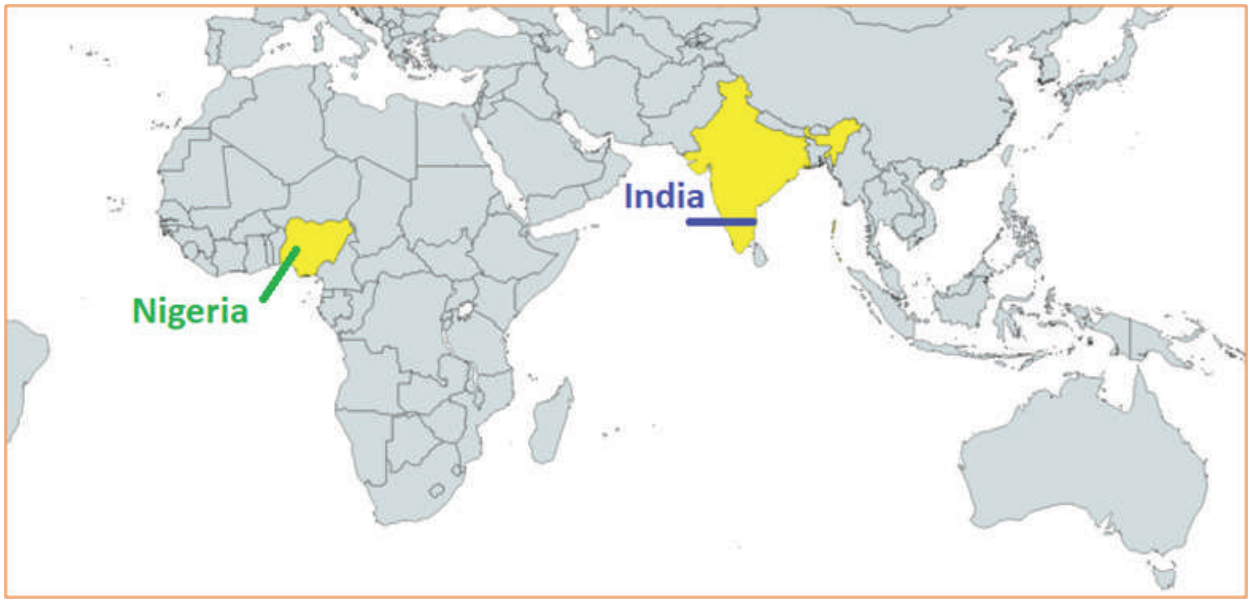
| Major Industries of Nigeria | |
|---|---|
| Industry | Explanation |
| Oil and Gas | The oil and gas sector remains the cornerstone of Nigeria's economy, contributing the largest share of the government's revenue and foreign exchange earnings. |
| Agriculture | Agriculture encompasses crop and livestock production, aquaculture, and forestry for food and non-food products |
| Information & Communication Technology | The ICT sector has been a bright spot in Nigeria's economy, growing rapidly due to increased mobile and internet penetration. |
| Manufacturing | Manufacturing sectors are: Food & Beverages; Textile; Cement etc. |
| Finacial Services | Includes banking, insurance, and capital markets, which are integral to facilitating economic activities and investments. |
| Energy | Energy Mix; Electricity; Renewable energy |
| Food Industry | Food & Beverage Processing |
| Textile Industry | Apperal Indusry |
| Tourism | - |
| Fishing Industry | Catfish, Tilatia, Bonga, Snails etc. |

## India – Nigeria Trade Opportunities

- **Exports**
  India exports worth 5.43 billion USD to Nigeria – 2022

- **Imports**
  India Imports worth 8.2 billion USD from Nigeria – 2022

- **India is Trade Deficit with Nigeria.**




## India – Nigeria Trade Opportunities

| India - Nigeria Bilateral Trade | |
|---|---|
| India Exports to Nigeria | Nigeria Exports to India |
| Refined Petroleum | Crude Petroleum |
| Packaged Medicaments | Cheese made from Yak milk |
| Motorcycles & Cycles | Nitrogenous Fertilizers |
| Cars | Coconut, Brazil nuts and Cashew |
| Insulated Wire | Spices |
| Electric Batteries | Tanned Sheep Hides |
| Light woven Cotton | Scrap Aluminium |
| Bedspreads | Scarp Iron |
| Knitted T-shirts | Scrap Waste |
| Uncoated Paper | Rough wood |
| Raw Tobacco | Raw Cotton |

Source (OEC World, 2022)

## Major Ports of Nigeria

| Major Ports in Nigeria | |
|---|---|
| Commercial Sea Ports | Airports |
| Port of Lagos | In Lagos |
| Port of Tin Can Island, Apapa (Lagos) | In Abuja |
| Calabar Port | Kano |
| Port of Onne | Calabar |
| Port of Harcourt | Harcourt |
| Port of Warri | |




## Major Banks of Nigeria

| Banks in Nigeria | |
|---|---|
| Access Bank | Nigerian Export Import Bank |
| Citi Bank | Urban Development Bank |
| Diamond Bank | Zenith Bank |
| Ecobank Nigeria | First Bank of Nigeria |
| Fidelity Bank | Standard Chartered Bank |
| First Bank of Nigeria | United Bank of Nigeria |
| Sterling Bank | Zenith Bank |

**India's SBI bank has a presence through Sterling Bank in Nigeria**

## G.I. products of Nigeria

| G.I. Products of Nigeria | |
|---|---|
| **G.I. Products** | **Description** |
| Benue Yam | A yam produced in Benue State, Nigeria, which is the world's largest producer of yams |
| Ofada Rice | A local, indigenous rice cultivar from southwest Nigeria that's known for its unique flavor and aroma |
| Abakaliki Rice | A type of rice cultivated predominantly in Ebonyi State, in Abakaliki town. |
| Kola Nut | A caffeine-rich seed that comes from the Cola tree, a tropical evergreen native to Africa |
| Palm Oil | Nigeria is one of the world's leading producers of palm oil, |
| Aso - Oke | A hand-woven fabric that originated in western Nigeria and is a traditional part of Yoruba culture |
| Adire Textile | Tie and dye textile is the indigo-dyed cloth made in southwestern Nigeria by Yoruba women, using a variety of resist-dyeing techniques |
| Ijebu Garri | A crispy, gluten-free snack made from cassava tubers that's a staple food in Nigerian cuisine |
| Benin Bronze Art | Primarily made of cast bronze and carved ivory, Benin art was produced mainly for the court of the Oba of Benin |

## Business in Nigeria

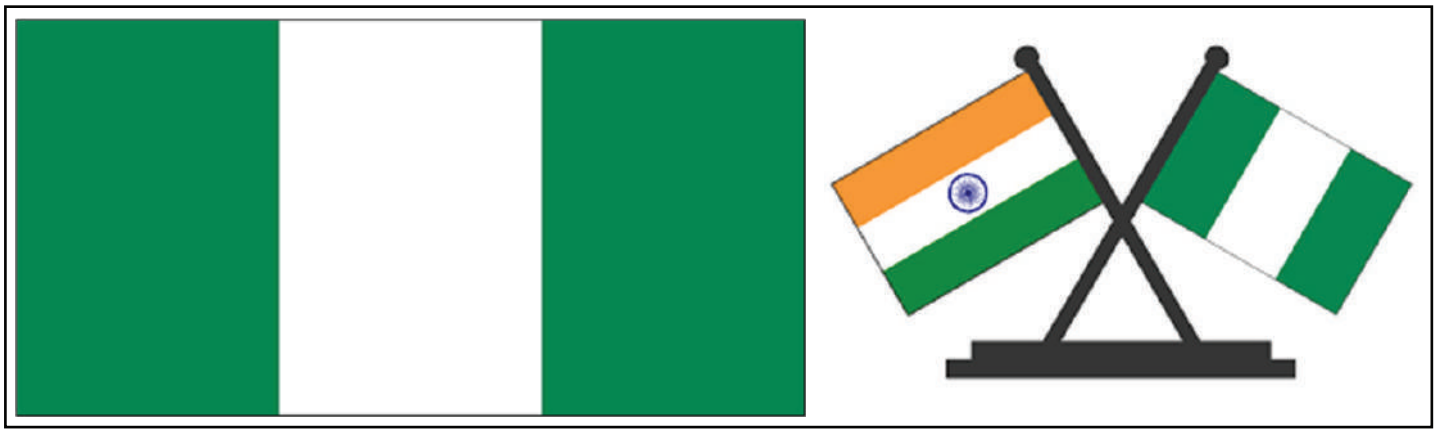
- **Manufacturers Association of Nigeria (MAN):** Represents nearly 2,000 companies in the private and public sectors, including manufacturing, construction, and services
- **National Association of Nigerian Traders (NANTS):** Represents and defends Nigerian traders through legal aid
- **Women's International Shipping and Trading Association (WISTA):** An international trade association with a Nigerian chapter that aims to incorporate women into maritime activities and facilitate professional development
- **Nigerian Export Promotion Council (NEPC):** A trade association in Nigeria
- **Nigeria Export Processing Zone Authority (NEPZA):** A trade association in Nigeria

- **Nigerian Export Import Bank (NEXIM):** A trade association in Nigeria
- **Standards Organization of Nigeria (SON):** A trade association in Nigeria
- **Nigeria Trade Hub:** A trade association in Nigeria
- Nigeria Trade Associations
- The Nigerian Association of Chambers of Commerce, Industry, Mines, and Agriculture (NACCIMA)
- Nigeria Association of Small and Medium Enterprises
- The National Association of Nigerian Traders NANTS
- Nigeria India Business Council
- Indian Embassy in Nigeria, Abuja

## Currency of Nigeria (Naira)




## Flag of Nigeria



## Map of Nigeria

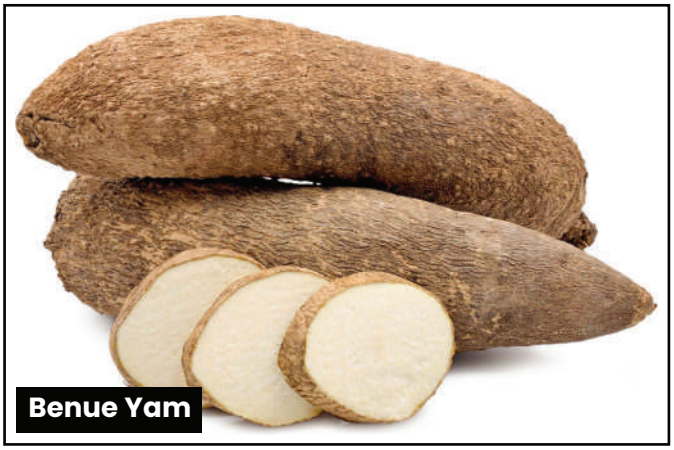



## DID YOU KNOW?

1. Nigeria is the most populous black nation on Earth. It is home to the second largest film industry on the globe whilst also being the fashion, technological and creative hub in Africa.

2. Nigeria is often called the "Giant of Africa." This name comes from the vastness of its land, the diversity of its peoples and languages, its huge population (the largest in Africa), and its oil and other natural resources.

# G.I. products of Nigeria


Benue Yam


Ofada Rice


Abakaliki Rice


Kola Nut


Palm Oil


Aso oke



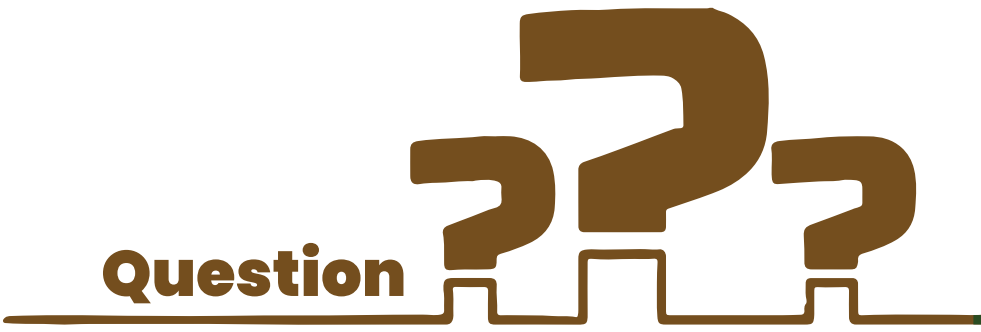
Adire Textiles




Ijebu Garri



Benin Bronzes Art







**Question 1: Which is better to export from India – a Manufacturer exporter or a Merchant Exporter? Chandan Rajput, Nagpur, Maharashtra**

**Answer:** Manufacturer exporters and merchant exporters, both, are essential to steer exports turnover in a country. Though, they do differ in their area of operations. A merchant Exporter has flexibility with products, any product can e exported by him. A manufacturer Exporter, on the hand, has a benefit with in-depth knowledge of production and has flexibility of pricing.

If you have the comforts of investment, manufacturing and then exporting the same product is a good business. If you lack financial resources and are new to business, merchant exporter is a good beginning.

They are almost synonymous with each other in terms of benefits and incentives received from the Ministry of Commerce.

**Question 2: How to import gold to India? Debashish Bandopadhyay, Kolkata**

**Answer:** The process for importing gold into India involves several steps, including obtaining necessary licenses and permits, compliance with customs regulations, and paying any applicable taxes and duties. Here is an overview of the process:

- Obtain an Importer-Exporter Code (IEC) number
- Obtain a license from the Reserve Bank of India (RBI): The import of gold into India is regulated by the RBI, and an import license must be obtained before importing gold.
- Obtain a certificate of origin: This certificate is required to verify the country of origin of the gold and is usually issued by the exporting country's chamber of commerce.
- Compliance with customs regulations: The imported gold must comply with Indian customs regulations, including the filing of a bill of entry and the payment of any applicable taxes and duties.
- Payment of taxes and duties: The import of gold is subject to the payment of customs duty, GST and other taxes and fees.
- Inspection and clearance: The gold must be inspected by the Indian Customs authorities and cleared for entry into India.

It's important to note that the Indian government has frequently changing import policies for gold and other precious metals, so it's best to check for the latest regulations and guidelines before importing gold into India. It's advisable to work with a Customs broker or an import-export agent to navigate the process and ensure compliance with all the necessary regulations.

**Question 3: How to Select a Bank for Current account for my IEC registration before starting my export business? Minaz Palkhiwala, Kutch, Gujarat**

**Answer:** Kindly follow the following guidelines for selecting your bank:

- One can select any bank, either nationalized or private.
- Bank should have reasonable bank charges
- The branch of the bank needs to have a Foreign Exchange facility
- The branch should have a team or a manager who can support you for your import export business.

Bank plays an important role in your Export Import business.
Choose your bank wisely.

**Question 4: What is Deemed Export? How different is Deemed export from export and Merchnat export? Jaikishan Seth, Noida, Uttar Predesh**

**Answer:** A comparative explanation is given below for your understanding:

**Understanding Deemed Export**

| Aspect | Export | Deemed Export | Merchant Export |
|---|---|---|---|
| Definition | Goods produced locally and shipped abroad. | Goods stay within the country but benefit a foreign entity. | Goods procured locally, exported under the exporter's name. |
| Example | A manufacturer in India ships goods to the USA. | A manufacturer in Kerala supplies goods to an Export Oriented Unit in Maharashtra, which then exports to the UAE. | An exporter in India buys goods locally and exports them to the USA under their label. |
| Shipment | Physical shipment of goods abroad. | Goods remain within the country but are used for exports indirectly. | Physical shipment of goods abroad under the exporter's label. |
| Benefit to Recipient | Foreign entity receives the goods. | Foreign entity benefits from the goods without physical export. | Foreign buyers receive goods under the exporter's name. |
| Documentation | Requires standard export documentation. | Requires specific documentation to avail benefits. | Requires standard export documentation. |
| Regulatory Benefits | Eligible for export incentives and tax benefits. | Eligible for certain benefits and incentives as per government regulations. | Eligible for export incentives and benefits. |
| Common Examples | Manufacturers exporting their products. | Supply of goods to Export Oriented Units or projects funded by international organizations. | Individuals or firms exporting goods procured locally. |

**Write to us at askus@prarambh.news for your queries.**

**DID YOU KNOW?**

Most common belief is that the IEC Registration needs a separate registration for Imports and a separate one for Exports.

World over people are more concerned finding buyers rather than a Product to export.

## NEWS EXIM

1. **India Slashes Toy Imports From China by 80% in 4 Years**

In just four years, India's toy industry has made remarkable strides, cutting toy imports from China by a massive 80%. This was achieved through a strategic combination of high tariffs and strict quality control.

Between 2020 and 2024, India raised customs duty from 20% to 70% and enforced the quality control order to ensure safety standards. As a result, Chinese toy imports fell from $235 million in FY20 to just $41 million by FY24.

Read more... https://www.wionews.com/videos/india-slashes-toy-imports-from-china-by-80-in-4-years-784288

2. **GDP Growth Projections For 2025 6.8% growth is predicted for the Year 2025 for India.**

Read more... GDP Growth Projections For 2025 | Watch

3. **Indian leather exporters need to take advantage of India-UAE trade pact to push exports**

Indian leather products and footwear exporters need to take advantage of the trade pact between India and UAE to push exports in the Middle East markets, a top official said on Tuesday. Speaking at a press conference at the opening day of the region's largest leather products and footwear show, DIFLEX 2024, Council of Leather Exports (CLE) Executive Director R Selvam said the GCC markets, particularly the UAE and Saudi Arabia, are key markets for India's export growth push.

4. **Imports from UAE up 109 pc in November to USD 6.12 billion: Commerce ministry data**

India's exports to the UAE rose by 11.38 per cent to USD 3 billion in the last month.

The UAE is the third-largest trading partner of India with USD 83.65 billion bilateral trade in 2023-24.

The major goods imported include mineral oil, chemicals, essential oils and perfumes, precious and semi-precious stones, iron and steel products, copper, nickel and aluminium goods.

Read more... Imports from UAE up 109 pc in November to USD 6.12 billion: Commerce ministry data

### 5. Mizoram joins Northeast Rubber Race with 4,000 Hectare plantation initiative

Taking inspiration from the success stories of other Northeastern states, the Mizoram government has announced the launch of Chief Minister's Rubber Mission, a major initiative aimed at promoting large-scale rubber cultivation across the state.

Read more... Mizoram joins Northeast Rubber Race with 4,000 Hectare plantation initiative

### 6. In a first, Indian services exports to outstrip goods

Marking a major shift in India's trade, services exports are projected to overtake goods shipments in Nov, latest figures shared by the commerce department on Monday showed.

After months of sustained increase, last month's services exports have been provisionally estimated at $35.7 billion, compared with $32.1 billion of merchandise or goods exports.

The commerce department has identified six services - IT and IT-enabled services, business services, maritime services, tourism, audio visual, gaming and related services and digitally delivered health and education - for special focus.

Read more... In a first, Indian services exports to outstrip goods

### 7. Leather exports likely to grow by over 12 pc to USD 5.3 bn this fiscal

The country's leather and footwear exports are expected to grow by over 12 per cent to USD 5.3 billion in the current financial year on account of healthy demand in key global markets. Indian exporters are exploring business opportunities in Africa as well.

Read more... Leather exports likely to grow by over 12 pc to USD 5.3 bn this fiscal: CLE

## DID YOU KNOW?

India's exports to cross USD 800 bn this fiscal: Piyush Goyal

India's December palm oil imports hit 9-month low as buyers prefer soyoil: Report

# 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 2025 | | | | |
|---|---|---|---|---|
| Exhibition | Industries | City | Country | Dates 2025 |
| Balkan Textile | Textile, RMG, Fashion accessories etc | Belgrade | Serbia | 5 - 7 Feb |
| Cast India Expo | Casting & Engineering items | Kolkata | India | 7 - 9 Feb |
| India International Garment Fair | Apparel & Clothing; Fashion & Beauty | New Delhi | India | 14 - 17 Feb |
| Medicall Kolkata | Medical & Pharma and Medical Devices | Kolkata | India | 15 - 17 Feb |
| Gulfood 2025 | Food & Beverages | Dubai | U.A.E. | 17 - 21 Feb |
| K International | Plastic and Rubber Industry | Dusseldorf | Germany | 18 - 20 Feb |
| Hamilton Arts Festival | Art & Craft, Consumer Fair | Hamilton | New Zealand | 21 Feb - 2 Mar |
| AAHAR | International Food & Hospitality Fair | New Delhi | India | 4 - 8 March |
| India Wellness Expo | Health, Biotech, Organic | New Delhi | India | 19 - 21 March |
| India Leather & Accessory Fair | Leather, leather Products, Machinery & Access. | Kolkata | India | 45717 |
| Agro Food Nigeria | Agricultural & Forestry Products | Lagos | Nigeria | 25 - 27 Mar |
| PIFS Manila | International Furniture Show | Manila | Philippines | 3 - 6 Mar |
| WOFEX Drinks | Hospitality & Food Trade Show | Pasay | Philippines | 27 - 29 Mar |
| Medic West Africa | Pharma, Health, Wellness, Fitness | Lagos | Nigeria | 23 - 27 April |
| Canton Fair 2025 | Consumer and International Market Products | Guangzhou | China | 15 Apr - 5 May |
| IFEX Philippine | Food and Ingredients | Manila | Philippines | May-25 |
| China Floor | Stones, Ceramics, Granite, Marble | Shanghai | China | 26 - 29 May |
| Spring Fair & Homeware Fair | Art & Craft; Furniture | Aukland | New Zealand | 24- 26 Aug |
| New Zealand Fashion Week | Apparels & Clothing; Fashion & Beauty | Aukland | New Zealand | 25 - 30 Aug |
| Foodtech Packtech | Packing & Packaging; Food & Beverage | Aukland | New Zealand | 2 - 4 Sept |
| Anuga 20 | Food Industry, Food Processing, Beverages etc | Cologne | Germany | 4 - 8 Oct |
| Canton Fair 2025 | Consumer and International Market Products | Guangzhou | China | 15 Oct - 4 Nov |
| Wellington Go Green Expo | Environment & Waste; Food & Beverage; Organic | Wellington | New Zealand | 1 - 2 Nov |
| CEFBEX | International Food and Beverage Expo | Cebu | Philippines | 9 - 12 Dec |
| Check websites before planning: www.indiantradefair.com \| https://trade.gov \| https://10times.com | | | | |
| Trade Fairs in India | | Trade Fairs in Foreign Countries | | |

# Exporter of the Month - Hardik Akbari

## Hardik Akbari: A Beacon of Excellence in Medicine Exports



**Hardik Akbari**

Hardik Patel's remarkable journey in the field of international trade, particularly in the export of medicines, serves as an inspiring example of dedication, innovation, and the pursuit of excellence. His contributions not only reflect his individual brilliance but also underscore the immense potential of India as a global hub for pharmaceutical exports.

Hardik's understanding of international markets, coupled with his ability to navigate complex regulatory environments, has positioned him as a trusted name in the pharmaceutical export industry. By ensuring the delivery of high-quality and affordable medicines, Hardik has contributed to improving healthcare access worldwide.

Hardik's vision extends beyond business profits. He believes in the power of trade to transform lives. By aligning his exports with international standards such as Good Manufacturing Practices (GMP) and World Health Organization (WHO) guidelines, he has ensured that his exports meet the highest quality benchmarks. His commitment to excellence has earned him accolades and trust from international clients.

As we celebrate Hardik Patel's success, we urge students and budding entrepreneurs to consider the vast opportunities in international trade. The export of medicines, in particular, holds immense potential, given the growing global demand for affordable healthcare solutions. By learning from leaders like Hardik, the next generation can contribute to India's emergence as a global export powerhouse.

We wish Hardik the very best to pursue new achievements!

**Watch my interview:** https://www.youtube.com/watch?v=R80_A4oexjM








## Rajpal Singh

From - **Ahmedabad**

Product - **Granite Marbles**

Exported Country - **Middle East, Tanznia**



## Rajan Vekariya

From - **Ahmedabad**

Product - **Onion, Industrial Salt & Granites**

Exported Country - **Malaysia, Bangladesh, China**

## Mitul Kotak

From - **Surat**

Product - **Mango (Export)**

Exported Country - **USA**



## Priyanshu Patel

From - **Rajkot**

Product - **Ceramic** (Export)

Exported Country - **Kuwait**



## Anup Zode

From - **Nagpur**

Product - **Metals Scrap** (Import)

Exported Country - **Poland**



# GUIDING LIGHT



## Mr. Kamta Prasad Mishra

Mr. Kamta Prasad Mishra is a well-rounded professional with a diverse educational background. A combination of humanities, economics, and management studies has provided a strong foundation for his three-decade-long career in the corporate sector, specializing in supply chain management.

Mr. Mishra has excelled in his subjects while imparting knowledge to iiiEM participants for Foreign Trade. His areas of specialization are plastics and aluminium exports and Imports. Mr. Mishra has an overall experience of 31 years.

Kamta Sir is a lighthouse of knowledge for iiiEM aspiring participants for export and import businesses.

His command over the language and clarity of the subject matter has shown young starlings blossoming into a through professional.

Mishraji has been with iiiEM for the last seven years with unflinching commitment, immense dedication towards student's exim career and a persistent guidance to encourage students to join in for the iiiEM's Mission Golden Bird.

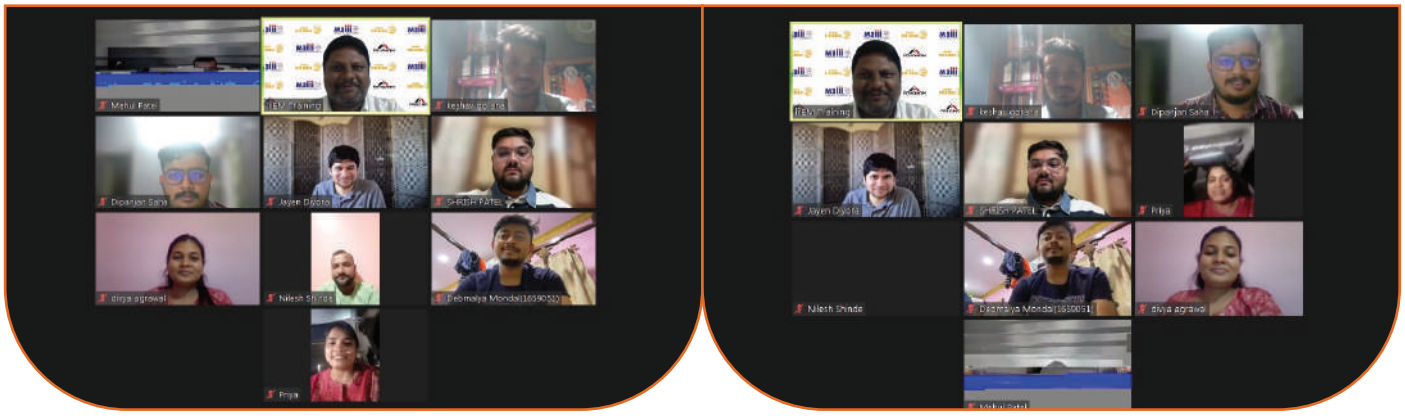
We are appreciative of your endevors, Sir.
Thank you


INTERNATIONAL INSTITUTE OF
IMPORT AND EXPORT MANAGEMENT
iiiEM
®

# Export Incubation – Pragati

## Pragati (Offline) Ahmedabad





## Pragati (Online)

## The Dadri ICD




**Delhi**

**Vadodara**




## The Vernama ICD

# Upcoming Batches in Various Centers

## Ahmedabad
(Advance Batch)

**12th Jan 2025**

## Vadodara
(Advance Batch)

**19th Jan 2025**

## Surat
(Advance Batch)

**12th Jan 2025**

## Rajkot
(Advance Batch)

**19th Jan 2025**

## Delhi
(Basic Batch)

**19th Jan 2025**

## Mumbai
(Basic Batch)

**12th Jan 2025**

## Pune
(Advance Batch)

**26th Jan 2025**

## Nagpur
(Basic Batch)

**26th Jan 2025**



*For Educational Purpose Only

# Khadhyakhurak Exhibition Visit




# Participant Reviews









# Trade Delegation - Canton Fair China 2025




## Exhibiting Industry

## Benefits

- Network with industry leaders and potential partners.
- Gain insights into World's trade markets.
- Attend B2B meetings tailored to your business.
- Visit World's largest electronics market in **Shenzhen**

## PHASE 1 (April 16th - 21st 2025)

- Electronics & Appliance
- Automobiles
- Light & Electrical
- Hardware

## PHASE 3 (May 2nd - 7th 2025)

- Food
- Medicine
- Beauty
- Clothing
- Leather
- Toys
- Home Textiles
- Stationeries

www.iiiem.in

**FOR MORE INFO**
**+91 972 775 0921**



*For Educational Purpose Only



iiiEM
An Export Import Training Center

## New Beginnings with iiiEM

# Your Trusted Talent Hunt Wing

Connecting talented professionals with leading organizations in logistics, international trade, and supply chain management.

## Our Expertise

- **Permanent Staffing**
  (Find the perfect match for long-term success)
- **Contract Staffing**
  (Flexible solutions for dynamic needs)
- **Executive Search**
  (Senior-level and niche talent made simple)
- **RPO Services**
  (Streamlined end-to-end hiring solutions)

## Why Choose Us?

- Extensive database of trained candidates
- In-depth industry expertise
- Personalized service with attention to detail
- Innovative recruitment technologies
- Efficient and Timely processes

## Industries We Serve

Logistics | International Trade Compliance | Supply Chain Management

Follow us:

Get in Touch Today!
www.iiiem.in
+91 738 383 7480
krutishah@iiiem.in

# PLACEMENT



## Dhruv Gandhi

Air Blue Shipping - Ahmedabad

Designation - Sr.Export Executive



## Ashwin Kathane

Om Trans Pvt. Ltd. - Delhi

Designation - Import Executive

## Student Placements by iiiEM

## Yashesh Pandya

Floamic Freight Services - Ahmedabad

Designation - Trainee- Export Import



## Unnat Patel

Floamic Freight Services - Nasik

Designation - Trainee - Export Import



## Tejas Tiwari

Western Group - Kolkata

Designation - Export Operation Executive





*For Educational Purpose Only

# Export Jobs

## Apply Now!

### A Leading Logistics Company, Ahmedabad

Requires

**Export Manager (3)**

- Any Graduate
- Experience Preferred - in Customs & Freight
- Interest in Sales
- Good Communication Skills
- Age: 24 to 34 Years

- Salary Range: Rs. 16k to 20k
- Benefits: All Company Benefits

### A Leading Phrama Company, Delhi

Requires

**Export Coordinator (3)**

- Any Graduate
- Strong Communicaton in English
- Experience in Client Relationship
- Knowledge of Documentation & Logistics
- Age: 27 to 34 Years

- Salary Range: Rs. 25k to 35k
- Benefits: All Company Benefits
- Preferred Females

### A Leading Logistics Company, Vadodara

Requires

**Export Import Executive (2)**

- Any Graduate
- Fresher/Experience Candidate
- Experience in Import Documentation
- Logistics
- Age: 23 to 30 Years

- Salary Range: Rs. 15k to 20k
- Benefits: All Company Benefits
- Preferable Candidate: Male

Apply with Resume

jobs@iiiemjobs.com

# Christmas Celebration



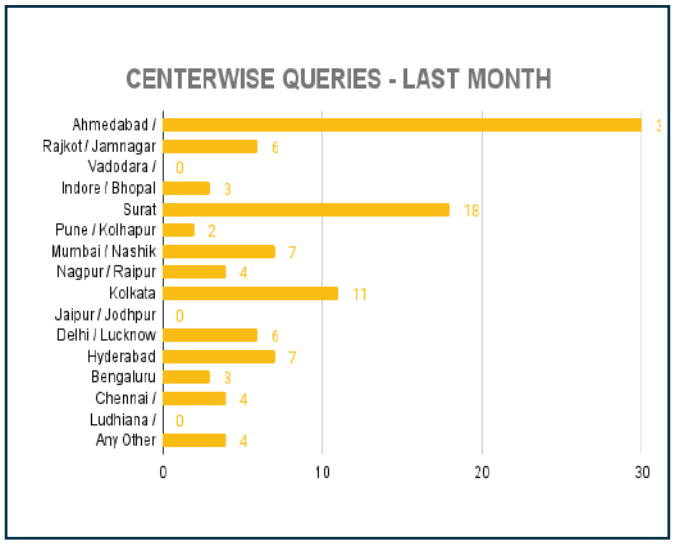


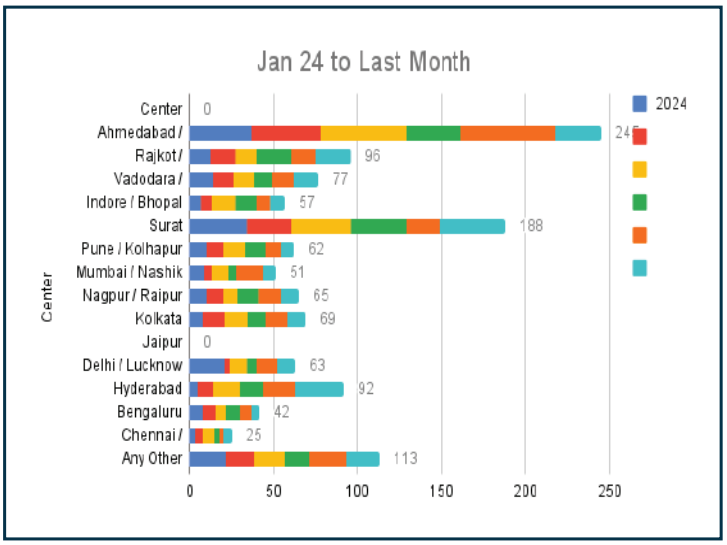

# iiiEM Support Services Analysis

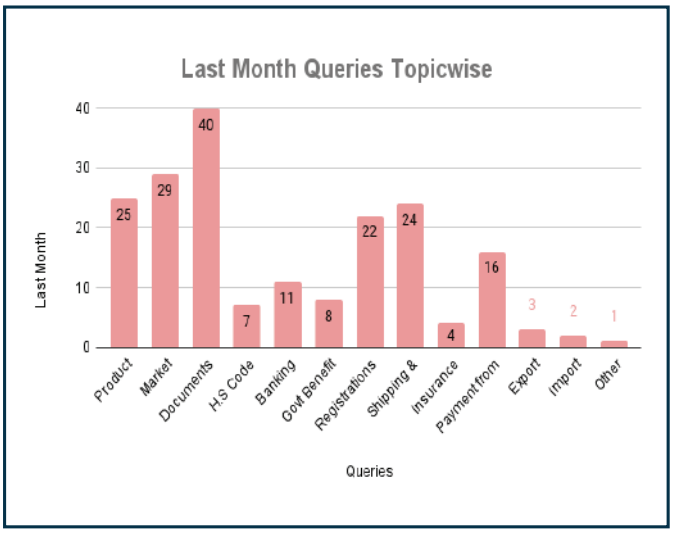
iiiEM offers a lot of Support Services – Lifetime Free – for the Participants and associates.

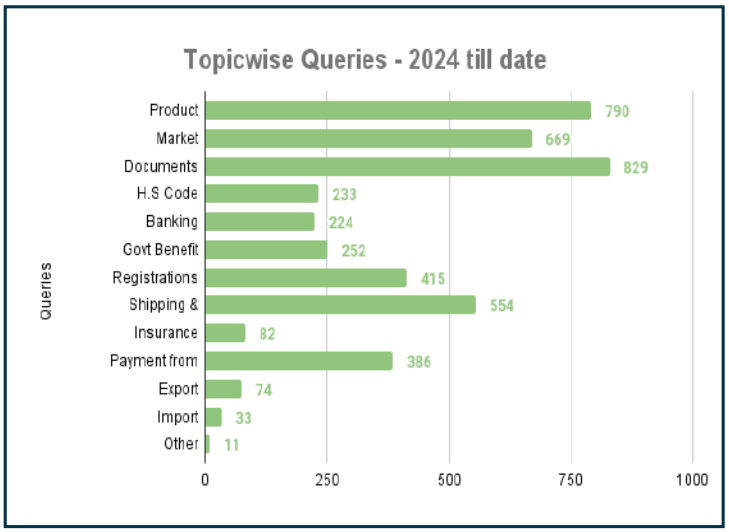
We reply, gather, save, compile and analyze the data. This analysis helps us in addressing the students' needs, improving our deliverables and services.

We bring for you here the Analytical reports of the iiiEM Free Lifetime Services for the month.



# Support Services

- Study Material
- Document Formats
- iSupport (on Phone)
- Exim Updates (WhatsApp)
- iConnect (Support on Zoom)
- Website Development 757 300 2484
- Job Assistance
- Export Start Up 757 300 2484
- International Trade Tours 972 775 0921
- Prarambh Trade Magazine Downloadable

iiiEM

An Export Import Training Center

+91 937 759 0864 www.iiiem.in

# Bibliography

This edition of Prarambh is prepared using the below websites and references.

| Sources used for this edition of Prarambh | |
|---|---|
| Bibliography | |
| https://dgft.gov.in | Hindustan Times |
| https://icegate.gov.in | Divya Bhaskar |
| business.mapsofindia.com | MSN News |
| https://ibef.org | Mint New Paper |
| https://www.india.gov.in/ | Business Standard Newspaper |
| https://www.bis.gov.in | Times of India News |
| www.voronoiapp.com/ | Indian Express News Paper |
| https://worldmaps.com | Wikipedia |
| https://forbesindia.com | Marine Insight Magazine |
| https://commerce.gov.in | Copilot.microft.com |
| https://niryat.gov.in | Chat GPT |
| https://apeda.gov.in | Gemini Google AI |
| https://india-briefing.com | Trade Connect e-Platform |
| https://complainceindia.co.in | YouTube Channel |
| https://www.credlix.com | First Post News |
| http://10times.com | Republic Business |
| https://trademap.org | Economic Times |
| https://www.mea.gov.in | Microsoft News Services |
| https://www.indiastatmedia.com | Global Trade Research |
| https://trade.gov | This is my India |
| https://mospi.gov.in | India Today Magazine |
| mapchart.net | Daily Shipping Times |
| https://factly.in | Live Mint |
| https://fieo.org | Money Control |
| https://mapchart.net | Outlook Magazine |
| https://cia.gov | Daily Pioneer |
| https://ipindia.gov.in | |
| origin-gi.com | |
| https://indiatradefair.com/ | |

# Potpourri



INTERNATIONAL INSTITUTE OF IMPORT AND EXPORT MANAGEMENT

IIIEM

An Export Import Training Center




INTERNATIONAL INSTITUTE OF IMPORT AND EXPORT MANAGEMENT

IIIEM

# Dr. Manmohan Singh

(1932 - 2024)

The architect of the country's economic reform.

The Economist who paved the path to India's Growth.

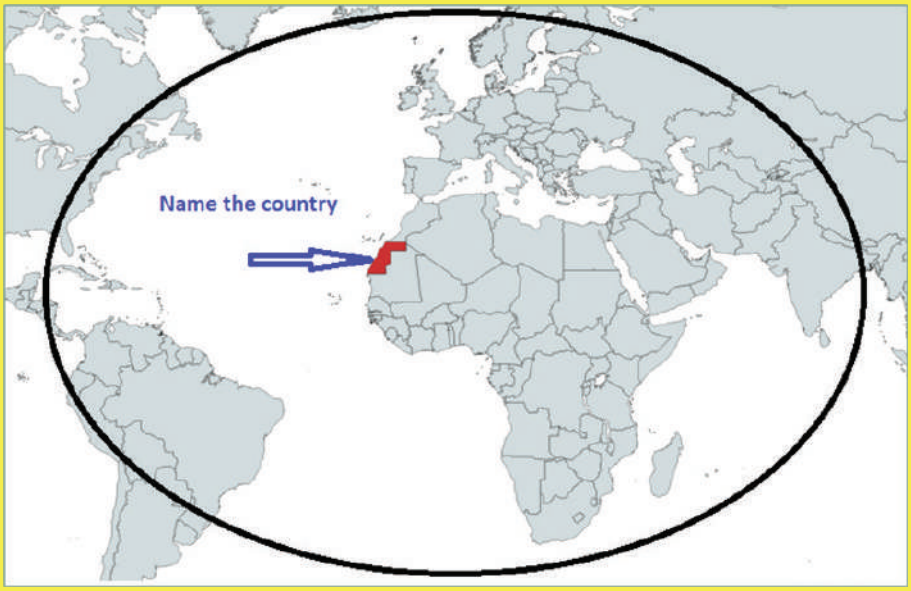
India is honored to have lived in your times, Sir.



https://forms.gle/qqfdeckBPq8GMEju6



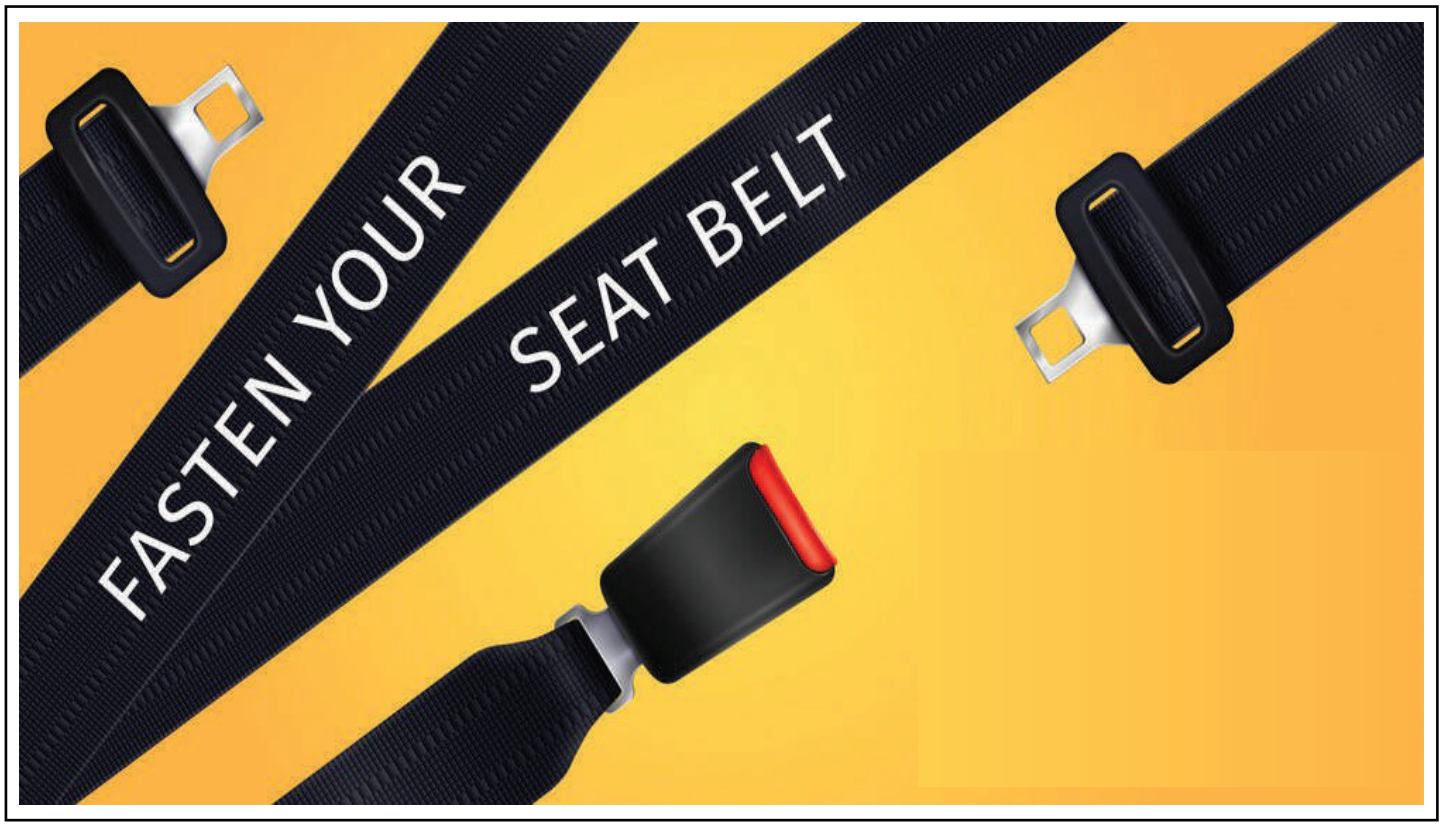

## where is this?



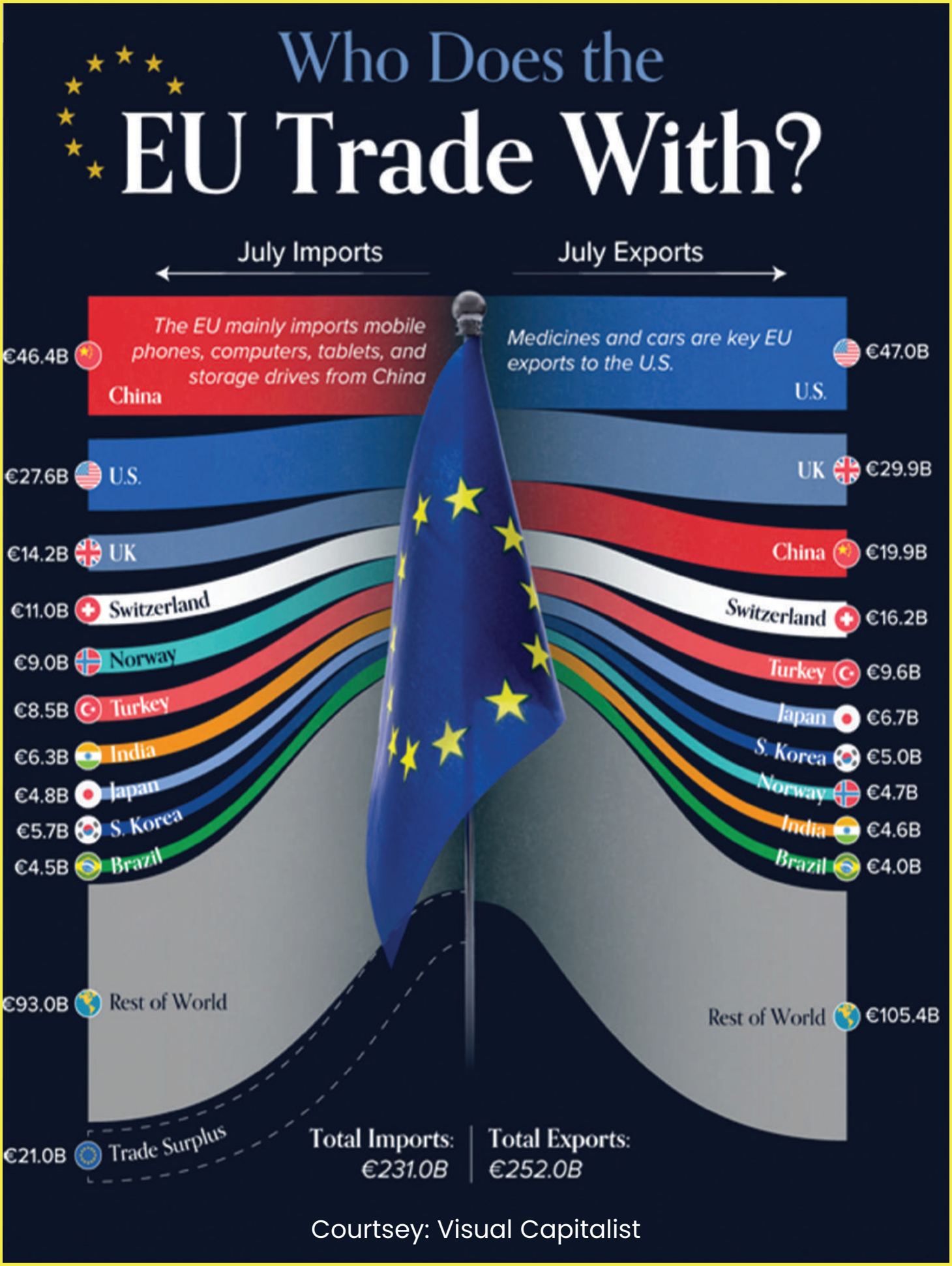

## Name the 'Arrowed' Route



# जागो इंडिया जागो




# Be Safe




Courtsey: Visual Capitalist