प्रारंभ
PRARAMBH

An Export Import Trade Magazine



Republic Day

An Initiative by iiiEM

Jan 2025

Forward

India has identified several key industries for focused development in the fiscal year 2025-26, aiming to enhance economic growth and global trade presence. Below is a table summarizing these focus industries, their major products, and primary export destinations:

These industries have been prioritized to strengthen India's manufacturing capabilities, boost exports, and solidify its position in global supply chains. The government has implemented various initiatives, such as the Production-Linked Incentive (PLI) schemes, to incentivize growth in these sectors.

These strategic focuses are expected to drive economic growth and enhance India's competitiveness in the global market during the 2025-26 fiscal year.

Focus Industries of India as per the Union Budget of 2025-26

Industry	Major Products	Government Support in India	Countries to Export
Electronics & Semiconductors	Smartphones, IoT devices, semiconductor chips	Enhanced Production Linked Incentives (PLI) scheme for electronics R&D tax benefits and capital subsidies Simplified regulatory clearances and faster approvals	US, EU, Japan, South Korea, ASEAN
Automobiles & Electric Vehicles (EVs)	Electric vehicles, batteries, auto components	Tax credits and incentives for EV manufacturing Support for battery and charging infrastructure development Promotion of manufacturing clusters (automotive hubs)	US, Europe, Middle East, Southeast Asia
Pharmaceuticals & Biotechnology	Generic drugs, vaccines, biosimilars, novel biotech products	Extended R&D incentives and tax holidays Streamlined regulatory approvals for faster market access Increased funding for biotechnology research and clinical trials	US, EU, Africa, Latin America
Renewable Energy & Solar	Solar panels, wind turbines, energy storage systems	Subsidies and interest subvention for renewable projects Special PLI schemes for solar and wind manufacturing Investment in grid modernization and energy storage systems	Middle East, Africa, Southeast Asia, Europe
Textiles & Apparel	Garments, technical textiles, innovative fabrics	Enhanced export promotion capital goods (EPCG) schemes Interest subsidy on export finance Incentives for modernization of textile parks and sustainable production	US, EU, Japan, Southeast Asia
Leather	Footwear, leather garments, accessories, and leather components	Incentives for technology upgradation and design innovation Export promotion schemes and credit support Support for sustainable leather processing and cluster development	EU, US, Japan, Middle East
AgroBased & Food Processing	Processed foods, organic produce, dairy products	Subsidies for cold chain and logistics infrastructure Market access funds and export incentives for food processing units Focus on quality certifications for global trade	Middle East, Africa, Southeast Asia, Europe
Makhana	Processed makhana snacks, flavored fox nuts, readytoeat makhana products	Financial support for modern processing units and cold chain infrastructure Market development funds and export incentives Assistance for quality certifications and brand building to boost global	Middle East, US, EU, Southeast Asia
Toys	Educational toys, traditional toys, plastic, wooden, and electronic toys	Tax rebates and interest subsidies for manufacturing units Funding for design innovation and safety standard upgrades Export promotion support and participation in global trade fairs	US, EU, UK, ASEAN
Artificial Intelligence (AI) & Digital Technologies	AI software solutions, machine learning platforms, robotics, data analytics tools, intelligent automation systems	Establishment of AI research hubs and innovation clusters Grants, tax incentives, and R&D support for startups and established companies Strategic investments in digital infrastructure and skilling initiatives	US, EU, Japan, ASEAN, Australia

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	6
d.	Trade Knowledge– Understanding import duty in India	9
e.	Product - Mangoes	12
	- G.I. Products Mangoes	20
f.	State of India - Telangana	21
g.	Country - Turkiye	25
h.	Question-Answer by iiiEM	32

2. The World of iiiEM

a.	iiiEM's Exporters' Corner	35
b.	Export Incubation - Pragati	36
c.	Updoming Visits to ICDs / Ports Schedule	37
d.	Visit to ICDs / Ports	38
e.	Students Placements by iiiEM	39
f.	2nd Anniversary Prarambh	40
g.	iiiEM Support Services Analysis	41
h.	Contact Details - iiiEM	42
i.	Bibliography	43

Disclaimer

Please note that articles, maps, information and data are intended for educational purposes only and should not be deemed to be or used as legal, employment, or business advice. Note that the information and data are specific to a period or date. For export import business please check with DGFT website for latest updates. For guidance or advice specific to your business, product, or country consult with a qualified professional.

Message From Founder & CMD-iiiEM

Mahakumbh 2025



A Spiritual Gathering Powering an INR 4 Lakh Crore Economy. The event is for 45 days in Haridwar and Prayagraj, Uttar Pradesh.

Mahakumbh 2025 isn't just a spiritual gathering—it's an economic powerhouse fueling growth across industries, from hospitality to grassroots entrepreneurship. Dive into how faith meets finance in this extraordinary event. This event comes once in 144 years.

Foreign Tourists: 1.5 million tourists from out of India are at this Maha event. Hotels and Hospitality industry has been thriving.



Foreign Currency in India – Over $ 2 trillion USD is estimated to come in to India during & post the event.

Hospitality Sector: Accommodating pilgrims and tourists generates ₹40,000 crore, benefiting hotels, homestays, and temporary shelters.

Food and Beverages: The appetite of over 400 million people fuels an industry worth ₹20,000 crore, encompassing everything from street food to catered dining experiences for international visitors.

From prayer beads to spiritual books, religious items create ₹20,000 crore in revenue, benefiting artisans, small traders, and local markets.

Transportation: With millions traveling to the event, airlines, railways, and bus operators see a significant surge. Private vehicle rentals and fuel consumption also contribute to the transportation economy.

Mahakumbh 2025 is more than a festival—it's an economic marvel that demonstrates how culture and tradition can drive financial growth.

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?

As per astronomical calculations, the 2025 edition is unique since the constellation alignment seen is witnessed once in 144 years. The site of each Kumbh Mela is decided by the astrological alignment of Jupiter, the Sun and the Moon. The Kumbh Mela has been recognised as part of Intangible Cultural Heritage by UNESCO.

From the Editor's Desk

Marching towards Viksit Bharat



Come 2025, India Inc., has a lot to catch up on for its aims, ambitions and aspirations. We need to gear up for the 3rd largest economy in the World. Work towards this one mission in a manner that keeps the world in awe and admiration.

Though the world wants to pull down the rising star, India Inc. will remain unwavered. Our goal is "Viksit Bharat" and to move towards this goal we have some points here which India needs to focus on:



1. **Normalizing India's plans for Crytocurrency:** Crytocurrency is catching and as usual India is lagging behind. The USA is planning to be the capital of Crytocurrency. So we suggest India needs to reduce the tax slabs on Crytocurrency. Government of India opines all to be vary of cryptocurrency, but we must change this mindset. Add crypto-currency as another investment tool with a regulatory body newly inducted, instead of the Finance Ministry, SEBI and the RBI all three monitoring Crytocurrency.

2. **Building up Air Defenses:** An iron dome which can be an air defense system. The way Israel has one but India is 300 times bigger than Israel so a single dome is not practical. India needs to be "air protected". Recently India has started by Barak and Spyder from Israel and S400 from Russia. Some air Defense systems are being build in India like the Aakash & Prithavi. These kinds of equipments can detect and neutralize the enemies' air attacks. We need to ensure the quantity, strategic, viable, economical and progressively smart air defense systems.

3. **Code National Security Doctrine:** Most super powers have one. How, what and when to defend or strike. This needs to be first written down strategically, verified and implemented when it is needed. This doctrine is India's guide to the interests, partners and long term security measures. This also needs to be updated from time to time. This doctrine can be used by the ED, RAW, CBI, NIA, & Intelligence Bureau. With flexibility we need cover all the critical bodies to avoid confusion in their functioning.
4. **Sports Infrastructure:** India is officially bidding for the 2036 Olympics. Currently only 10% of India's sports infrastructure in of the international standards. We soon need to upgrade. If we bid for the 2036 Olympics, we need to showcase our sports infrastructure to the Olympics Committee. To be in the international arena, India needs to do big! Big one, that brings the world towards India.
5. **Education:** To claim the demographic dividends, India must have its people with proper education and skills. The quality of our people matters here. 24% of our population is under the age of 14 years (330 million children). If we can give them good education India shall prosper. If not then, these will grow up to be a burden to the country adding up to the unemployable strata of the society. This will pull down our growth charts. Revamp our education curricula. This needs to be curated diligently.
6. **Africa:** Africa needs to be paid special attention as it has countries rich in resources worth trillions of dollars. Minerals like Cobalt, Manganese, and nickel. These can be used to make semi-conductors and batteries. China's trade with Africa is 282 billion $, whereas India's trade with Africa is only 100 billion $. Since 2008, India had signed up for a summit with Africa, but the last one was in 2025. India needs to fill up this void with regular annual summits in China to catch up the trade in African countries. India's focus in Africa should not be only investments. Showing India – Africa relations, cultural exchanges and transfers of the Indian technology for example the digitalization, cashless payments, paperless government systems or health systems, etc. India must show interest in Africa's growth and uplifting the human index by offering this kind of 'extra support'. Africa is already on India's agenda, during G20 this was evident. However, a lot more needs to be done.
7. **Income Tax restructuring:** The middle class Indians have been requesting this for a long time now. The Indian consumer spending has fallen since the pandemic. Due to this the GDP growth also dropped. Less than 2% of Indian pay Income tax and also pay GST along with that as a consumer. Indian salaried Income tax collection is higher than the corporate taxes. This trend needs to break in order to give more power to the salaried population. They earn, they pay taxes, but they should also save, and spend. This will help the growth of GDP and the path to India's 3rd largest economy.

DID YOU KNOW?

India has manufactured three new warships for its Navy. INS Nilgiri is a stealth frigate, stealth destroyer is the INS Surat and a submarine INS Vaghsheer. These warships will be crucial in protecting India maritime defense.

India Inc.'s to-do list is not completed. We also have:

- Health & hygiene
- Law and order
- Traffic System
- Fighting Corruption
- Air Quality & Solutions for pollution

We need to start now for the "Viksit Bharat" era. Let us all gear up to achieve the heights for



Trupti Shah

DID YOU KNOW?

Panch Pran of Amrit Kaal

First Pran - **Goal of Developed India**

Second Pran - **Remove Any trace of colonialmind**

Third Pran - **Take Pride in our roots**

Fourth Pran - **Unity**

Fifth Pran - **Sense of duty** among the citizens

Trade Knowledge - Understanding Import Duty in India

What are Duties?

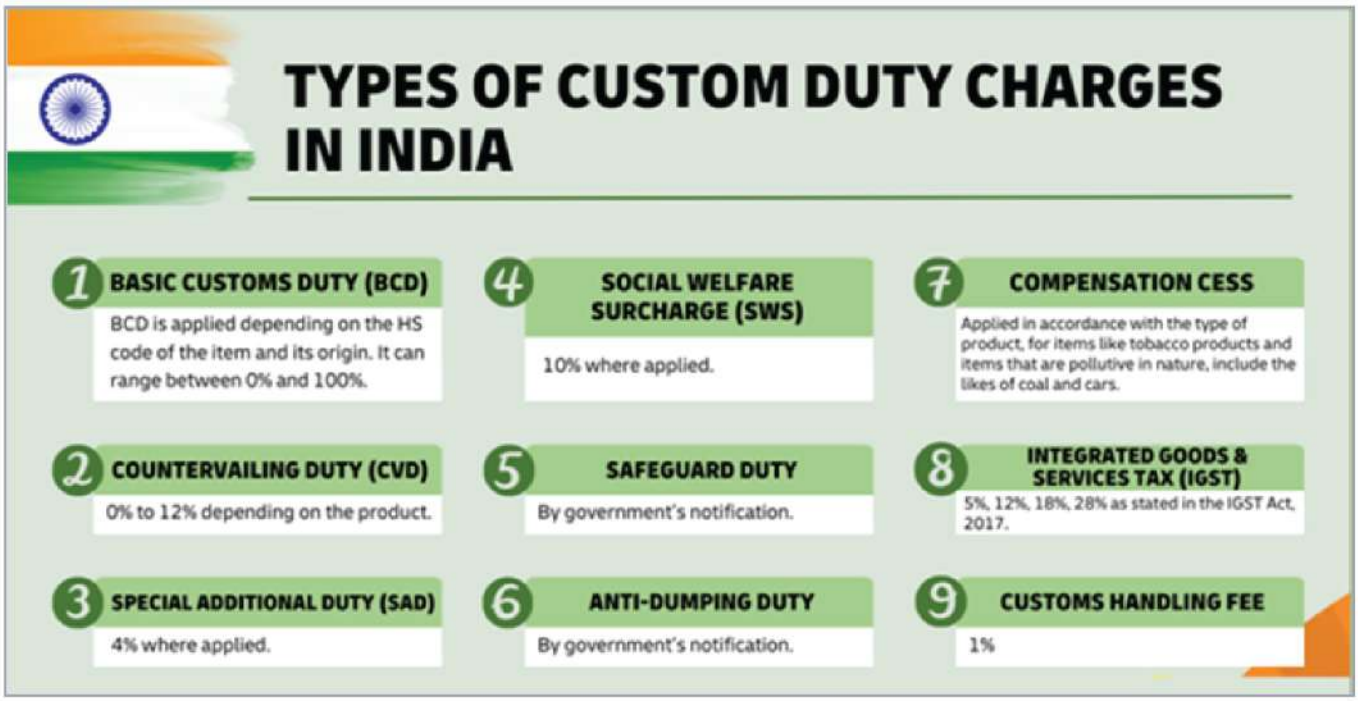
Anytime you import a product into a country, you'll incur duty fees. Known as customs duties, they are fixed by the government to determine how freely a product can be let into the country.

Duties are sometimes called Tariffs and also import or customs duties or tariffs.

Customs duties are calculated based on the import value of the product. The rate can vary from 0% to 30-40%. Duty rates are applied to certain categories of materials and products, and they largely depend on how much the importing country needs them.

Sometimes more duties are levied on certain products only to discourage people from importing those products and to save the local industries.

There are many types of custom duties, including:



DID YOU KNOW?

The financial services sector will be instrumental for shaping the economic landscape of India as it strives to achieve the overall goal of a Viksit Bharat by the year 2047.

1. **Basic Customs Duty (BCD):** A duty charged on imported goods
2. **Countervailing Duty (CVD):** A duty that offsets the impact of indirect taxes on imported goods
3. **Anti-Dumping Duty:** A duty imposed on imported goods that are sold at a lower price than their market value in the country of origin
4. **Protective Duty:** A duty that increases the cost of imported goods to make them less attractive to consumers
5. **Education Cess:** An additional charge on customs duties to fund educational initiatives
6. **Safeguard Duty:** A temporary duty that protects local industries from sudden increases in imports
7. **National Calamity Contingent Duty (NCCD):** A duty that generates funds to respond to natural disasters and national emergencies
8. **Social Welfare Surcharge:** An additional surcharge on customs duties to fund social welfare schemes

Calculating Import Duty in India		
Type of Customs Duty	Rate	Explanation
Basic Customs Duty (BCD)	Varies depending on the HS code and origin of goods	The primary customs duty levied on imported goods, ranging from 0% to 100%.
Special Additional Duty (SAD)	Typically around 4%	An additional duty levied on top of the BCD
Countervailing Duty (CVD)	Varies depending on the goods	Duty imposed to offset subsidies provided by the exporting country
Social Welfare Surcharge (SWS)	10%	A surcharge levied on top of the basic customs duty and additional duties
Integrated Goods and Services Tax (IGST)	Varies depending on the goods (5%, 12%, 18%, 28%)	A comprehensive tax levied on imported goods, including customs duty
Anti-dumping Duty	Determined by notification	Duty imposed on goods imported at a price considered below the fair market value
Compensation Cess	Varies depending on the product type	Duty levied on specific goods like tobacco or pollution-causing items to compensate for environmental impact
These rates are indicative and subject to change based on government policies and the specific goods being imported.		
For accurate information on customs duty rates, refer to the latest customs tariff schedule provided by the Indian government.		
Visit websites: www.icegate.gov.in l www.cbic.gov.in		
Keep Ready: HS Code, Country of Origin, Quantity and CIF value of shipment; Free Trade Agreement		

Not the entire above are paid on all products.

How to find import Duty applicable?

Log-in with your IEC. Go to the Duty calculator on:
1. www.icegate.gov.in
2. www.cbic.gov.in

Factors affecting the Import Duty

1. H.S. Code
2. Free Trade Agreement
3. Rules of Origin
   a. Preferential
   b. Non-preferential
4. Any import Duty exemption Scheme applied for
   a. Advance Authorization Scheme - AA
   b. Duty Free Import Authorization - DFIA
5. CIF value of the imported product

Import Taxes

Think of import taxes as a broad category of import fees that include duties and tariffs, but also GST.

Import taxes are on a standard percentage, defined by the government, of additional cost added to any imported product coming into the country. In India, we have Goods and Services Tax (GST).

Shape the Blueprint for Viksit Bharat @ 2047!



Mangoes

Mangoes, often referred to as the "King of Fruits," are one of the most beloved and widely consumed tropical fruits in the world. Known for their sweet, juicy flavor and vibrant aroma, mangoes are enjoyed fresh, dried, juiced, and in various culinary preparations.

Originating from the Indian subcontinent over 4,000 years ago, mangoes have become a global delicacy, cultivated in tropical and subtropical regions across Asia, Africa, the Americas, and the Caribbean.



Export Information for Mangoes	
Indormation	**Details**
H.S. Code 080450	Mangoes
Trade Policy	Export Permitted Freely
RCMC	Agricultural and Processed Food Products (Export) Development Authority www.apeda.gov.in
Government Benefits	Duty Drawback = 0.15% Interest Subvention = 3% (for MSME units) RoDTEP = On FOB rate - 2.4%
GST (paid to Supplier)	0 - 12% depending up on the type of product*
* Check details from www.commerce.gov.in | www.indiantradeportal.in	

Global Market Size:

The global mango market was valued at **$63.66 billion** in 2023 and is projected to reach **$89.56 billion** by 2031, growing at a Compound Annual Growth Rate (CAGR) of **7.2%** from 2024 to 2031.

- Mexico is the largest Exporter of Mangoes in the world.
- Mexico has this fruit growing year round.
- Mexico is closer to the USA and Canada.
- Strong trade agreements with USA, Canada and EU countries.
- Compared with Indian price, Mexican Mango is cheaper in price.

India is the largest Producer of Mangoes (lags behind in exporting), mainly because of its high domestic consumption, strict quality norms of importing countries, logistics , and shelf-life challenges.

India is the largest producer of mangoes in the world, producing over 40% of the world's mangoes.

In 2023–2024, India exported 32,104.09 MT of fresh mangoes to a global market valued at 60.14 USD million.

In 2023–24 (April–August), India shipped 27,330.02 MT of mangoes valued at USD 47.98 million.

India has seen tremendous success in exporting mangoes to the United States, with a 19% increase now.

Producing Countries	Production in Million Metric Tons	Exporting Volume - Metric Tons	Major Importing Countries
India	25	171,749,000	United Arab Emirates, United Kingdom, Saudi Arabia, United States, Qatar, Kuwait, Oman, Singapore, Malaysia, Bahrain
China	2.4	43,420,900	Southeast Asia, Japan, Middle East
Indonesia	3.6	30,625,900	Malaysia, Singapore, Middle East, China
Pakistan	2.7	111,695,000	Middle East, Europe, United States, Southeast Asia
Mexico	2.4	447,502,000	United States, Canada, Japan, European Union
Brazil	2.1	231,861,000	European Union, United States, Middle East

Vietnam, Philippines, Thailand, and Bangladesh also export mangoes.

Top Mango Producing States in India



State	Variety
Andhra Pradesh	Banganapalli, Suvarnarekha, Neelam and Totapuri
Bihar	Bombay Green, Chausa, Dashehari, Fazli, Gulabkhas, Kishen Bhog, Himsagar, Zardalu & Langra
Gujarat	Kesar, Alphonso, Rajapuri, Jamadar, Totapuri, Neelam, Dashehari & amp; Langra
Haryana	Chausa, Dashehari, Langra and Fazli
Himachal Pradesh	Chausa, Dashehari and Langra
Karnataka	Alphonso, Totapuri, Banganapalli, Pairi, Neelam and Mulgoa
Madhya Pradesh	Alphonso, Bombay Green, Dashehari, Fazli, Langra and Neelam
Maharashtra	Alphonso, Kesar and Pairi
Punjab	Chausa, Dashehari and Malda
Rajasthan	Bombay Green, Chausa, Dashehari and Langra
Tamil Nadu	Alphonso, Totapuri, Banganapalli and Neelam
Uttar Pradesh	Bombay Green, Chausa, Dashehari and Langra
West Bengal	Fazli, Gulabkhas, Himsagar, Kishenbhog, Langra & Bombay Green

Mangoes from India

Mangoes from India				
Mango Variety	HS Code	Origin (State/Region)	Features	Major Export Destinations
Alphonso (Hapus)	08045021	Maharashtra (Ratnagiri, Sindhudurg), Gujarat, Karnataka	Bright golden-yellow color, firm flesh, rich aroma, non-fibrous, excellent sweetness	USA, UK, UAE, Japan, South Korea
Kesar	0804526	Gujarat (Junagadh, Girnar)	Small to medium-sized, saffron-colored pulp, juicy, sweet, slightly tangy	USA, UK, UAE, Netherlands, Saudi Arabia
Dasheri	0804524	Uttar Pradesh (Malihabad)	Oblong shape, greenish-yellow skin, fiberless, juicy, sweet	USA, UK, UAE, Germany, Netherlands
Langra	0804525	Uttar Pradesh, Bihar, West Bengal	Green skin even when ripe, strong aroma, soft texture, sweet-sour taste	USA, UK, UAE, Saudi Arabia, Qatar
Banganapalli (Benishan or Safeda)	0804522	Andhra Pradesh, Telangana	Large size, golden yellow, thin skin, firm flesh, mildly sweet, fiberless	USA, UK, UAE, Kuwait, Oman
Totapuri	0804527	Andhra Pradesh, Karnataka, Tamil Nadu	Parrot-beak shape, golden yellow skin with red blush, tangy taste, thick skin	USA, UK, UAE, Bahrain, Singapore
Himsagar	0804529	West Bengal, Odisha	Medium size, greenish-yellow skin, fiberless, extremely sweet, aromatic	USA, UK, UAE, Malaysia, Canada
Chausa	0804523	Uttar Pradesh, Bihar, Punjab	Medium to large size, golden yellow, fiberless, extremely sweet, juicy pulp	USA, UK, UAE, Saudi Arabia, Kuwait
Fazli	0804529	Bihar, West Bengal	Large size, slightly tangy, very juicy, late-season variety	USA, UK, UAE, Qatar, Oman
Malgova	0804529	Tamil Nadu	Round Shape, Greenish skin even after ripening, flaovour profile is distinct with notes of honey or caramel	USA, Japan,New Zealand, Autralia, South Africa

How to export Mangoes?

- **Pre-Certification and Registration:**
  APEDA certifies packhouses to ensure compliance with international standards for post-harvest handling and processing of mangoes.
  Only mangoes processed through APEDA-registered packhouses are eligible for export to countries like the EU, Japan, and the USA.
- **Post-Harvest Management:**
  Packhouses handle post-harvest activities such as cleaning, sorting, grading, and packaging, ensuring the mangoes meet export standards.
  They minimize post-harvest losses and maintain the freshness and quality of the fruit.
- **Hot Water Treatment (HWT):**
  For exports to countries like the EU and Japan, mangoes must undergo Hot Water Treatment to eliminate pests like fruit flies.
  APEDA-approved packhouses have HWT facilities that meet international phytosanitary requirements.
- **Irradiation Treatment** The mangoes for export will be irradiated with a minimum absorbed dosage of 400 Grays at the approved and certified irradiation treatment facility using Cobalt-60.
- **Compliance with Phytosanitary Norms:**
  APEDA packhouses ensure compliance with phytosanitary requirements mandated by importing countries. They work closely with the Directorate of Plant Protection, Quarantine & Storage (DPPQS) to obtain necessary clearances.
- **Traceability**
  Packhouses maintain records of mango consignments, ensuring traceability of the product from farm to export. This traceability is crucial for meeting food safety standards in markets like the EU and the USA.
- **Packaging and Branding**
  High-quality packaging, adhering to international standards, is done in these packhouses to preserve mangoes during transit. Packhouses often brand mangoes to enhance their market appeal.
- **Cold Chain Management:**
  Packhouses are equipped with pre-cooling and cold storage facilities to maintain the required temperature for mangoes before export. Proper cold chain management ensures the fruit remains fresh throughout transportation.
- **Inspection and Certification:**
  Export consignments are inspected at APEDA-certified packhouses by plant quarantine officials. They are issued phytosanitary certificates and other documents required for export.

- **Support for Market Access:**
  APEDA works with packhouses to address market-specific requirements, such as pesticide residue limits for the EU and irradiation treatments for the USA. This ensures Indian mangoes comply with the import regulations of each destination.

Exporting Ripe Mangoes (Ready to eat ripe mangoes are preferred)

- **Advantages:**
  Consumer-Ready Product: Ripe mangoes are ready for immediate sale and consumption, appealing to markets that prefer fresh, high-quality fruit.
- **Premium Pricing:**
  Exporting ripe mangoes can fetch higher prices in premium markets due to their appeal and convenience.

  For Raw Mangoes Ethylene Gas is preferred. Calcium carbide is prohibited (but is controversial, better to avoid).

Quality Compliances (Indicative List)

1. APEDA Registration
2. FSSAI license
3. APHIS Certificate – Anil & Plant Health Inspection Services)
4. CRES Certificate (from Spice Board)
5. Phyto-sanitary Certificate from NPPO, MOA
6. Pre-cooling – approx. 10-15 degree Celsius
7. Humidity – 85% to 90%
8. Hot Water Treatment (HWT) or Vapor Heat Treatment (VHT)
9. Pre-Harvest & Post Harvest under Apeda Monitoring
10. Good Agricultural Practices – GAP
11. US FDA
12. Lab Certificate
13. Organic, if required
14. HACCP – Hazard Analysis & Critical Control Point
15. Pesticide Residue Compliance (MRL compliance)
16. Certificates from respective importing country's Food Inspection Agency.

Profit Margin

- This is a seasonal product.
- Air transport is recommended
- Profit margin varies from 40% to 70%
- The pricing will include most of the compliance certificates required by the importing countries.

Transit Time for Exporting Mangoes

Transit Time For Exporting Mangoes from India*		
Country/Region	Sea Freight (FCL)	Air Freight
USA (East Coast)	30–40 days	7–10 days
USA (West Coast)	25–35 days	7–10 days
UK	20–25 days	5–7 days
UAE, Saudi Arabia, Qatar	10–18 days	3–5 days
Germany, France, Netherlands	20–30 days	6–8 days
Australia	25–30 days	7–10 days
Southeast Asia	7–15 days	3–5 days
Japan	18–25 days	6–8 days
*Approximately		

Packaging

Packaging Guidelines for Air Cargo - Mangoes			
Packaging Type	Material Used	Capacity (kg)	Features & Benefits
Corrugated Fiberboard Boxes (CFB)	5-ply or 7-ply cardboard	3-5 kg per box	Lightweight, strong, and protects mangoes from damage during transit. Ventilated holes allow airflow.
Plastic Crates	High-Density Polyethylene (HDPE)	10-20 kg	Reusable, rigid, and provides superior protection against external impact. Used mainly for short-haul flights.
Pulp Trays with Carton Boxes	Molded pulp trays + outer cartons	3-5 kg	Trays prevent fruit-to-fruit contact, reducing bruising. Carton provides external support.
Clamshell PET Boxes	Transparent PET plastic	500g-1kg	Used for premium mangoes in retail packaging. Provides excellent visibility for customers.
Modified Atmosphere Packaging (MAP)	Special film with gas regulation	3-5 kg	Controls oxygen and carbon dioxide levels to extend shelf life. Used for high-value shipments.
Thermocol (EPS) Boxes	Expanded Polystyrene	2-5 kg	Provides insulation to maintain temperature, especially for long-distance exports.





DID YOU KNOW?

Mangoes are packed with vitamins and minrals including high doses of vitamin A & C, mangoes come from cashew family and are low in fat.

G.I. Product of Mangoes

Alphanso (Hafus) Mango



Kesar Mango



Banganapalli Mango



Dasheri Mango



Langada Mango



Fazli Mango



State of India - Telangana

- Telangana is the youngest State of India.
- Telangana is in the southern region of India, on the Deccan Plateau.
- It is bordered by Maharashtra and Chhattisgarh to the north, Karnataka to the west, and Andhra Pradesh to the south and east.
- It is situated in the south-central part of the Indian subcontinent on the high Deccan Plateau.
- It is the eleventh largest state and the twelfth most populated state in India.
- The state has emerged as a major focal point for IT software companies, industry and the services sector.
- The state is also the main administrative center of many Indian defense aerospace and research labs including Bharat Dynamics Limited, Defense Metallurgical Research Laboratory, Defense Research and Development Organization and Defense Research and Development Laboratory.
- Hyderabad is the capital.
- Telugu is the language.
- **Major Cities:**
  Hyderabad, Warangal, Karimnagar, Mehbubnagar, Nizamabad, Adilabad, Suryapet, Khammam, Jagtial etc.
- Exports from Telangana is 3.21% of total exports from India (2023-24). It exports are 14.03 billion USD.
- During the reign of the Nizams, the region was known as "Telugu Angana". This was to differentiate it from areas where Marathi was spoken



- Telangana means the land of Telugu people.
- The economy of Telangana is mainly driven by agriculture.
- Two important rivers of India, the Godavari and Krishna, flow through the state, providing irrigation.
- Telangana is the only state in entire Southern India with vast deposits of Coal. The Black Gold is being mined here.

Economy of Telengana is based on: (2023)

- Services Sector contributes 65.7% of the State's Economy
- Manufacturing sector contributes 16.4% to the State's economy
- Agricultural and Allied sector contributes to 17.9% % in the GSDP of Telengana State (2023)

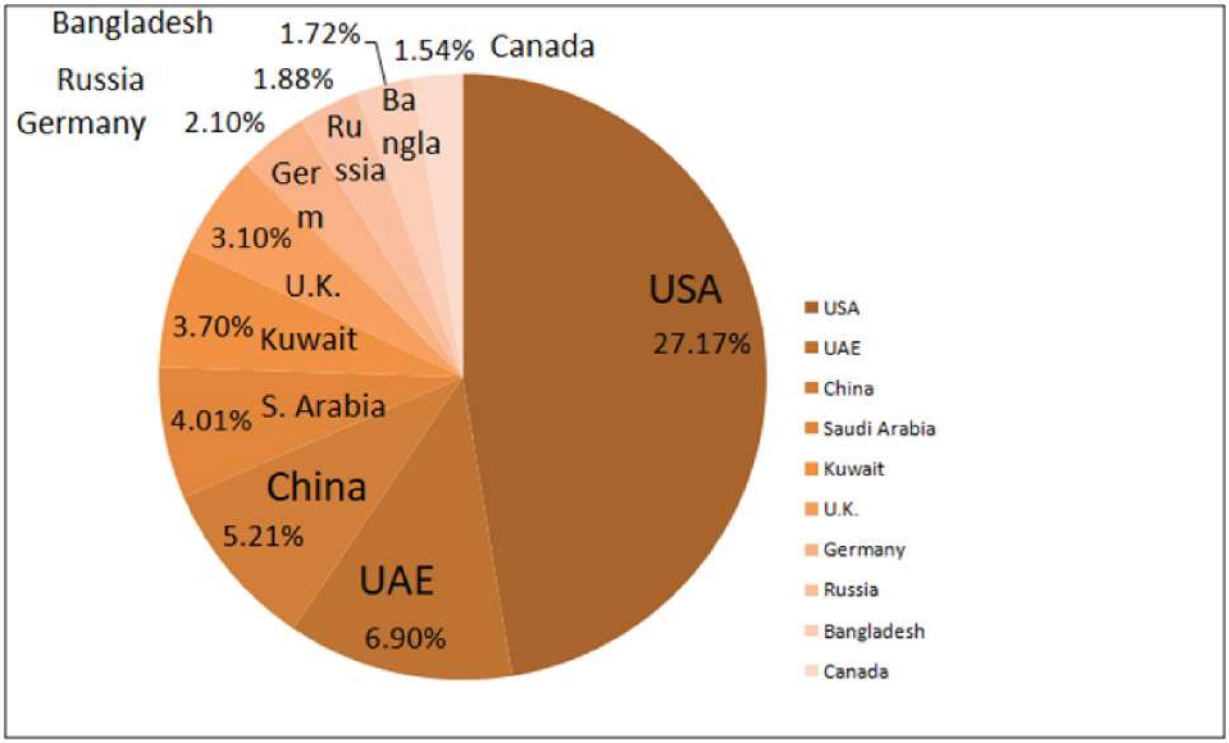
Top Agricultural Products of Telangana

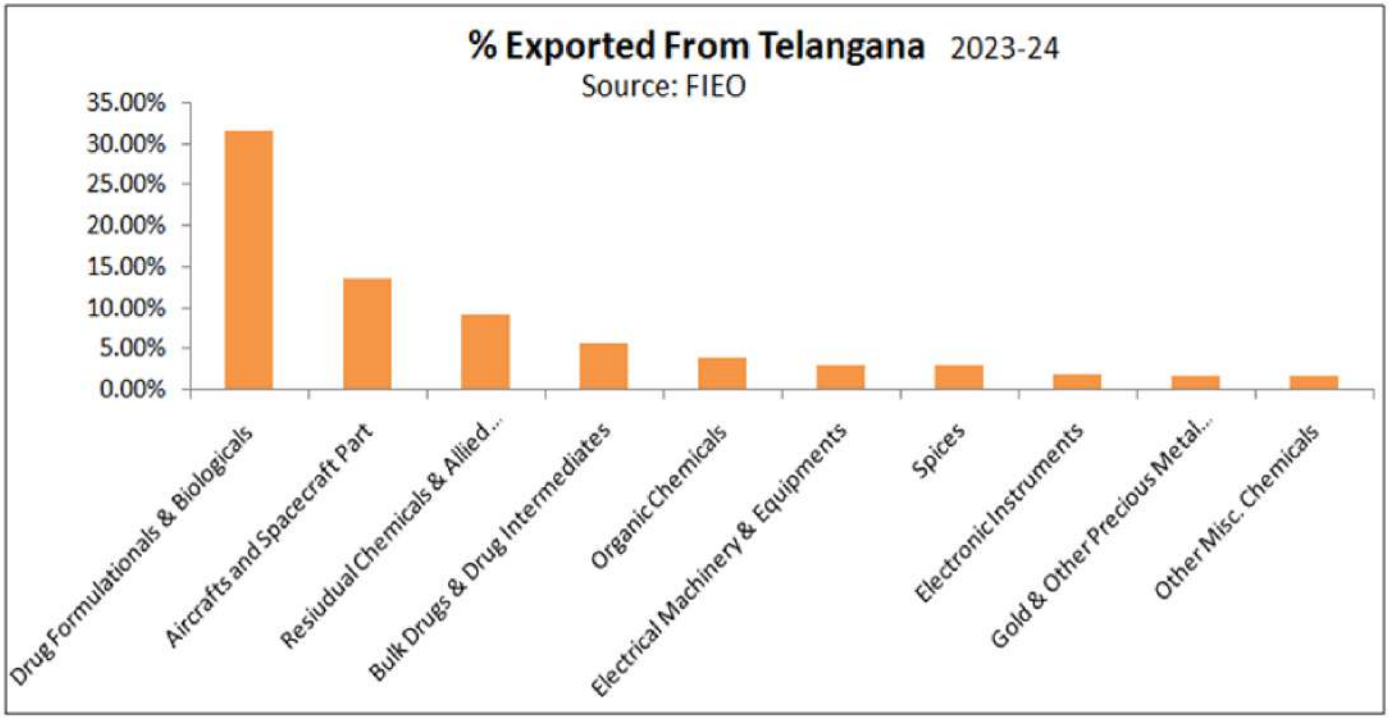
Major Agricultural & Allied Products of Telangana	
Rice	Red Gram (Pigeon peas)
Maize	Green Gram (Moong dal)
Jowar / Sorghum	Black Gram (Urad Dal)
Cotton	Sesame (Til)
Castor	Chillis
Grountnuts	Sugar cane
Soyabean	Turmeric
Sunflower	Mango
Acid Lime	Guava
Sapota (Chikoo)	Papaya
Sweet Orange	Melons
Fisheries	Meat
Poultry	Spices
Cucumber	Wool & Hair

Top Industries of Telangana

Top Industries of Telanagana	
Automobiles & Auto Components	Tractors
Mineral & Mines	Food Processing
Granite, Quartz, Silica sand	Gems and Jewellery
Wood-based Industry	Precious & Semi-precious Stones, Pearls
Textile & apparels	Lacquer Bangles
I.T. Industry	Plastic and Polymers
Transportation	Renewable Energy

Where does Telangana Export to?





Major Customs points

1. Hyderabad ICD
2. Hyderabad Airport

Hyderabad is a landlocked State.

Telangana G.I. Tagged Products and Commodities

Telangana State - GI tags	
Product / Commodity	Type of Goods
Tandur Red Gram	Agriculture
Adilabad Dokra	Handicrafts – Traditional & Decorative
Banaganapalle Mangoes	Horticultural Product – Mangoes
Cheriyal Painting	Handicrafts – Paintings
Gadwal Saree	Textiles
Hyderabad Haleem	Foodstuff – Meat Based
Narayanpet Handloom Saree	Textile Sarees
Nirmal Furniture	Handicraft – Furniture
Nirmal Painting	Handicraft – Painting
Nirmal Toys & Crafts	Handicraft
Pembarthi Metal Craft	Handicraft
Pochampally Ikat	Textiles
SiddipetGollabama	Textile
Silver Filigri	Handicrafts – Decorative Silver Items
Warangal Durries	Textiles – Durries
Puttapaka Telia Rumal	Textiles

District – Wise Map of Telangana



Country - Turkiye

- Turkey, officially the Republic of Türkiye, is a country mainly located in Anatolia in West Asia, with a smaller part called East Thrace in Southeast Europe.



- Turkey is in Eurasia – Its existence is in two continents Europe and Asia.
- Officially a secular state, Turkey has a Muslim-majority population.
- Turkey is prone to frequent earthquakes and is highly vulnerable to climate change.
- Istanbul, Türkiye's economic and cultural capital, is the largest city.
- At different sizes there are about 150-200 underground cities in Cappadocia.
- Turkey is bordered by four seas: the Black Sea, the Sea of Marmara, the Aegean Sea, and the Mediterranean Sea.
- Turkey is a member of the United Nations (UN), North Atlantic Treaty Organization (NATO), Organization for Economic Cooperation and Development (OECD), Council of Europe, Organization for Security and Co-operation in Europe (OSCE), and the World Trade Organization (WTO).
- Turkey is a NATO member.
- It has signed free trade agreements with the European Free Trade Association (EFTA).
- No, there is no free trade agreement between India and Turkey.



- It borders the Black Sea to the north; Georgia, Armenia, Azerbaijan, and Iran to the east; Iraq, Syria, and the Mediterranean Sea to the south; and the Aegean Sea, Greece, and Bulgaria to the west.

Turkiye	
Basic Information	**Details**
Language	Turkish
Capital City	Ankara
Currency	Turkish Lira (TRY) 1 TRY = 2.42 INR 1 USD = 35.70 TRY
Time Time Zones Day Light Saving	2.30 hours behind India Ankara Time No
Major Cities of Turkey	Istanbul, Ankara, Izmir Bursa, Antalya, Konya Adana, Sunliurfa, Gaziantep
Income Group	Upper Middle Income
Indians in Turkey	3000

To Export to Turkiye, one must follow the Turkey guidelines and its Foreign Trade Policy:

1) For customers - https://www.trade.gov.tr/customs-formalities
2) For Statistics of Foreign Trade - https://data.tuik.gov.tr/Kategori/GetKategori?p=dis-ticaret-104&dil=2
3) For Visa - https://www.turkeyvisa.net/
4) For Bilateral Contacts - https://www.deik.org.tr/
5) Embassy of India, Ankara – https://www.indembassy.org.tr

Agricultural and Allied Products of Turkiye

Agriculture is still an important sector of Turkey's economy, and the country is one of the world's top ten agricultural producers. Wheat, sugar beet, milk, poultry, cotton, vegetables and fruit are major products; and Turkey is the world's largest grower of hazelnuts, apricots, and oregano.

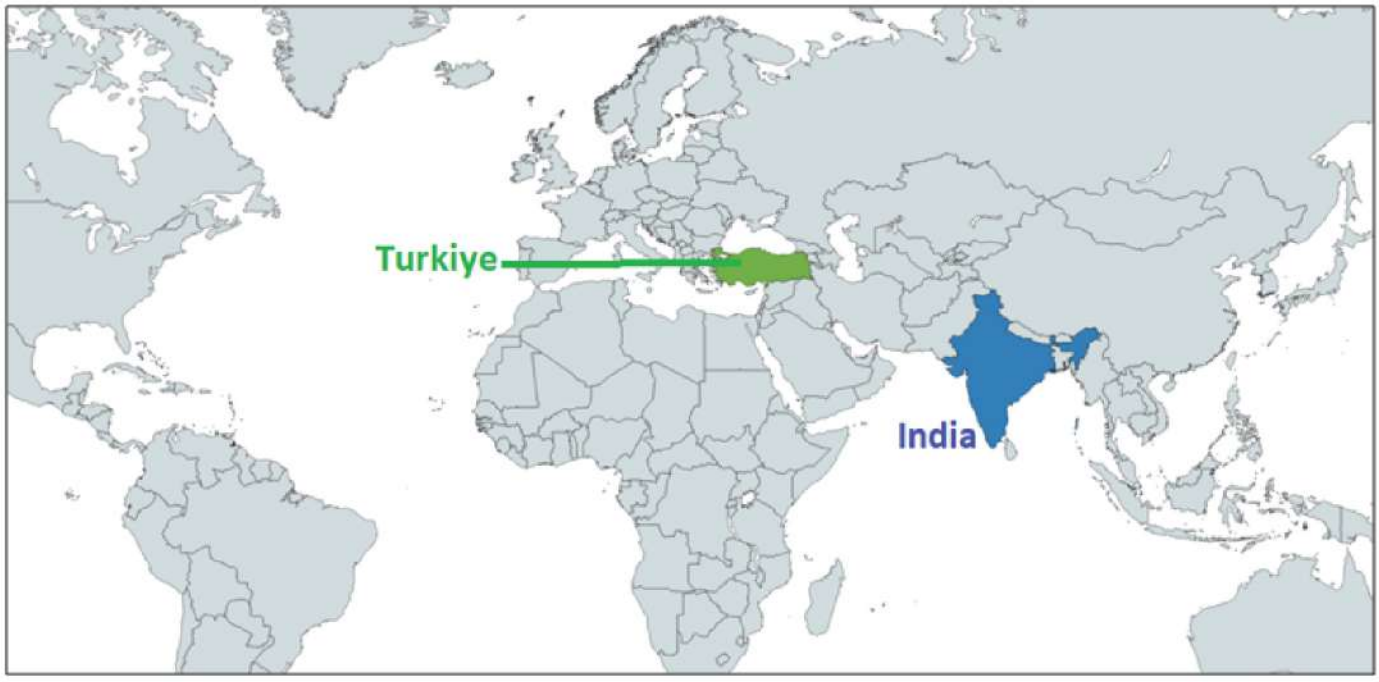
Agricultural & Allied Products	
Wheat	Seafood
Rice	Meat
Vegetables	Tomatoes, Sugar Beets, Chard (like spinach), Wild Greens Beetroot, Broccoli, Cabbage, Cucumber, Artichoke, Asparagus, Arugula, Carrots, Cucumbers, Peppers, Oregano Eggplant, Knotweed, Garlic Chicory, Celerica, etc.
Fruits	Cherries, Apricot, Grapes Almond, Banana, Blackberry, Figs, Bitter Oranges, Corab, Blackberry
Dry Fruits	Raisins, Walnuts, Hazelnuts
Pulses	Chickpeas, Lentil, Pulses
Poultry	Milk, Eggs, Chicken
Fish	Meat
Turkiye is the 10th largest in Agricultural products in the world	

Major Industries of Turkiye

Major Industries of Turkey	
Automotive Manufacturing	Machinery Manufacturing
Textile Industry	Construction Industry
Food Processing	Energy Sector
Steel Production	Shipbuilding
Mining Coal, Chromite, Copper, Boron	Electronics

India – Turkiye Trade Opportunities

- **Exports**
  India exports worth 6.66 billion USD to Turkiye – 2023-24
- **Imports**
  India Imports worth 3.78 billion USD from Turkiye – 2023-24
- **India is Trade Surplus with Turkiye**



India – Turkiye Bilateral Trade

India - Turkiye Bilateral Trade	
India Exports to Turkiye	Turkiye Exports to India
Refined Petroleum	Crude Petroleum
Raw Aluminium	Gas Turbines
Hot Rolled Iron	Seed Oils
Motor Vehicles; Parts & Acces.	Marble, Travertine, Alabaster
Synthetic Filament Yarn	Petroleum Gas
Sythetic Coloring Matter	Gold
Raw Sugar	Scrap Iron
Ferroalloys	Apples and Pears
Textile Machinery	Recovered Paper
Jewellery	Tanned Hides; Bovines etc
Pure Cotton Yarn	Borates & Carbonates
Source (Trading Economics)	

Ports of Turkiye



Major Ports in Turkiye	
Major Commercial Sea Ports	Airports
Port of Mersin	Istanbul
Port of Izmir	Ankara
Antalya Port	Sabiha (SAW)
Bandirma	
Istanbul	
Samsun	

DID YOU KNOW?

- Turkiye sits in two continents – Asia and Europe
- This is due to Bosporus Strait – 95% of Turkey is in Asia

Banks in Turkiye

Banks in Turkey	
Ziraat Bankasi	AkBank
VakifBank	Deniz Bank
Turkiye Is Bankasi	QNB Finansbank
Hulk Bankasi	ING
Garanti BBVA	HSBC
Deuteche Bank	CitiBank
There are no Indian Bank Branches in Turkey	

G.I. products of Turkiye

G.I. Product of Turkiye	
G.I. Product / Commodity	Description
Aydin's Figs	Figs
Aydin's Chestnuts	Chestnuts
Malatya's Apricot	Apricots
Antep's Baklava	Baklava (Sweet)
Milas Olive Oil	Olive Oil
Taskopru Garlic	Garlic
Byramic White Nectarines	A type of Peach - Fruit
Giresun Hazelnuts	Hazelnuts
Antakya Kunifesi	Sweet Dessert containing Cheese
Cities of Turkiye - Aydin, Malataya, Antep, Milas, Byramic, Antakya etc.	

Business in Turkiye

- **Turkish Industry & Business Association (TUSIAD)**
  https://tusiad.org/en/
- **Uludag Exporters' Association (UIB)**
  https://uib.org.tr/en/associations
- **Turkish Enterprise and Business Confederation (TURKONFED)**
  https://www.connectingbusiness.org/ourwork/t%C3%BCrkiye
- **The Turkish Exporters Assembly (TIM)**
  https://tim.org.tr/en
- **Turkish Seed Industry Association (TURKTED)**
- **Istanbul Chamber of Commerce**
  https://www.ito.org.tr/en

- **Izmir Chamber of Commerce**
  https://izto.org.tr/en
- **The Union of Chamber and Commodity Exchanges of Turkiye**
  https://www.tobb.org.tr
- **Turkish Indian Chamber of Commerce and Industry**

Provinces and Districts of Turkiye



DID YOU KNOW?

- Turkiye has more mosques (82,000) than any other country.
- In Turkey, tea is traditionally prepared using a double-tiered teapot called a "çaydanlık," where water is boiled in the lower pot and then poured over loose tea leaves in the upper pot to steep. This results in a strong, flavorful brew typically served in small tulip-shaped glasses.





Question 1: What is a Free Trade Agreement (FTA)? Saroj Mondal, Dibrugarh, Assam

Answer: A free trade agreement is a pact between two or more nations to reduce barriers to imports and exports among them. This means FTA helps the countries to trade with minimum barriers between the nations. Under a free trade policy, goods and services can be bought and sold across international borders with little or no government tariffs, quotas, subsidies, or prohibitions to inhibit their exchange.

There are two main types of FTAs:

- Bilateral – One country to another (two countries). Example an FTA between India and Australia
- Multi-lateral – Trade amongst more than two countries. Example – SAARC coun-

Free trade refers to policies that permit inexpensive imports and exports, without tariffs or other trade barriers. In a free trade agreement, a group of countries agrees to lower their tariffs or other barriers to facilitate more exchanges with their trading partners. This allows all countries to benefit from lower prices and access to one another's resources.

Question 2: What is the Rules of Origin in Export Import Business? Kavitha P.N., Mangalore, Karnataka

Answer: Rules of origin are the rules to attribute a country of origin to a product in order to determine its "economic nationality". The need to establish rules of origin stems from the fact that the implementation of trade policy measures, such as tariffs, quotas, trade remedies, in various cases, depends on the country of origin of the

The definition makes it clear that rules of origin are basically the "criteria" to determine the origin of goods. The country of origin is often found in the label or marking of a good, for instance "product of India", "made in Italy", etc.

Question 3: Can I as an Indian export to Pakistan? Azan Sheikh, Meerut, Uttar Pradesh

Answer: Yes, India allows all goods to be exported to Pakistan.

India's major exports to Pakistan are:

Chemicals
Vegetables
Textile
Coconut
Artificial Jewellery
Synthetic woven material
Polyester staple yarn
Raw Cotton
Polypropylene
Powdered milk ..etc

Question 4: What are the different applications of Coco peat? Swastik Nambudari, Chennai, Tamil Nadu

Answer: COCO PEAT, also known as coir pith, coir fibre pith, coir dust or simply coir is an ideal growing media for horticultural and agricultural applications made from coconut husks. The primary application of coco peat lies in agriculture, where it is extensively utilized as a growing medium or soil amendment.

Other industries where coco peat can be used are in rope making, stuffing, packaging material, bricks for laying plinth, erecting walls, furnace etc.

DID YOU KNOW?

Border Haat -

India Bangladesh People to People (P2P) Connect with this weekly bazaar.





INTERNATIONAL INSTITUTE OF IMPORT AND EXPORT MANAGEMENT

iiiEM

CELEBRATING 17th ANNIVERSARY

Exporters Corner





Shubham Singh

From - **Ahmedabad**
Product - **Bearings**
Exported Country - **Dubai**



Arpit Ajmera

From - **Ajmer**
Product - **Stainless Steel Pipes**
Exported Country - **US, Japan & Dubai**

Ankit Begwani

From - **Bangalore**
Product - **Onions**
Exported Country - **Dubai**



Sunny Gupta

From - **Bhopal**
Product - **Stones**
Exported Country - **Malaysia**



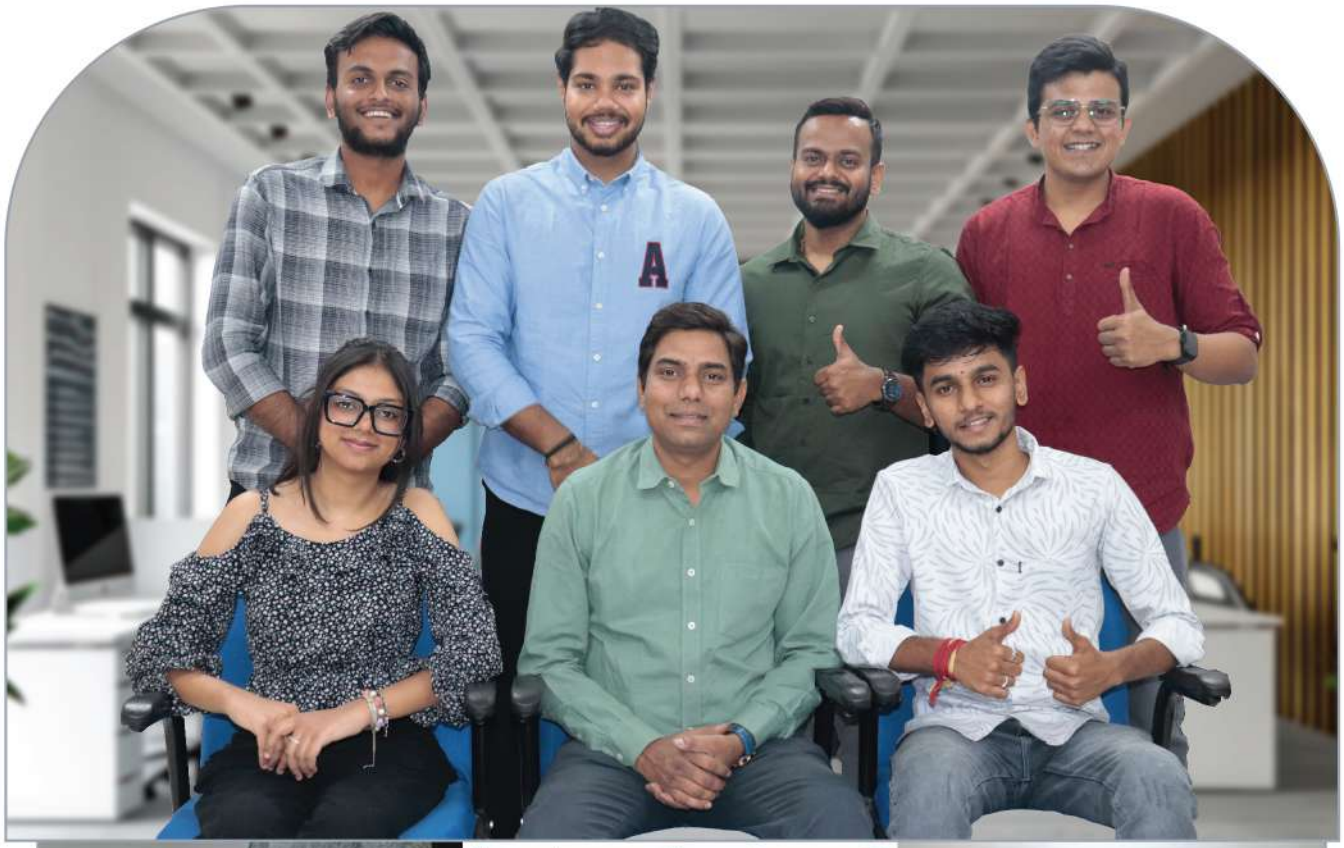
Aman Mittal

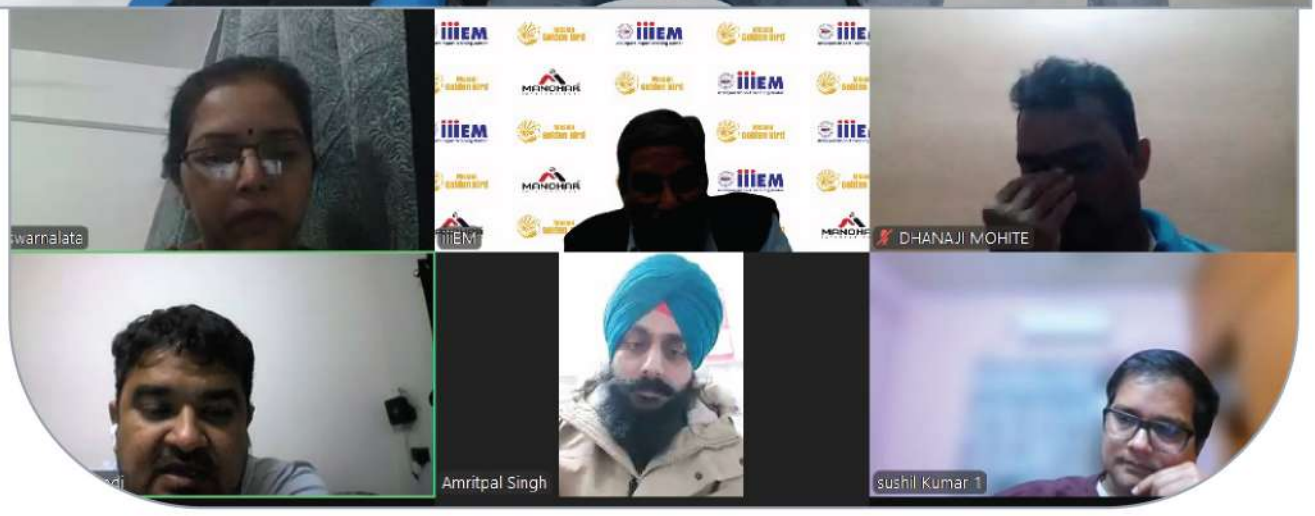
From - **Chandigrah**
Product - **Ceramic Tiles**
Exported Country - **USA & Kenya**



*For Educational Purpose Only

Pragati (Offline) Ahmedabad





Pragati (Online)

Upcoming Port/ICD Visit Schedule

iiiEM
An Export Import Training Center

JOIN US
FOR AN EXCLUSIVE
PORT/ICD
VISIT EXPERIENCE

Upcoming PORT/ICD Visit Schedule

Enrich Your Knowledge with iiiEM –
Your Gateway to Global Trade Mastery!

ICD Dadri
Delhi
7th March 2025

Kandla Port
8th March 2025

ICD Whitefield
Bangalore
14th March 2025

ICD Varnama
Vadodara
22nd March 2025

ICD Majerhat
Kolkata
22nd March 2025









Secure Your Spot Now

Call **+91 738 383 7480** or Visit **www.iiiem.in**

Port/ICD Visits



Adani Hazira Port Visit

3rd-Jan-2025



ICD White Field - Benglore

9th-Jan-2025



Concor Majerhat - Kolkata

25th-Jan-2025



ICD Khodiyar - Ahmedabad

30th-Jan-2025



Kandla Port - Gandhidham

8th-Feb-2025



JNPT Port - Mumbai

10th-Feb-2025

PLACEMENT



Yash Shah

Floamic Freight Services Ltd. - Ahmedabad

Designation - Sales Trainee



Tejas Tiwari

Western Groups - Kolkata

Designation - Export Operations Executive

Student Placements by iiiEM

Mahima Lavanya

Matrix Exports - Bangalore

Designation - Export Marketing Executive



Abhishek Pandya

Floamic Freight Services - Mumbai

Designation - Sales Trainee

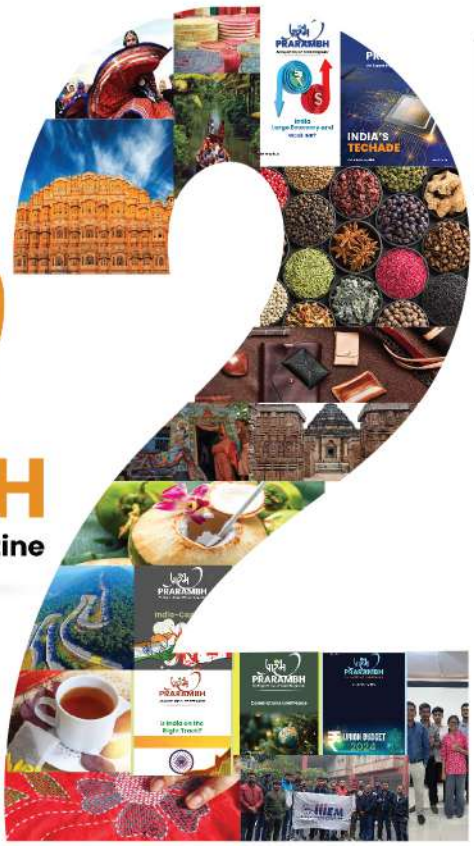


Silky Pandya

Palsum Maritime - Ahmedabad

Designation - Trainee - Export Import





2ND

PRARAMBH

An Export Import Trade Magazine

Anniversary

48 News & Updates

25 States of India

24 Products

23 Unique Exporters

22 Countries

22 Trade Topics

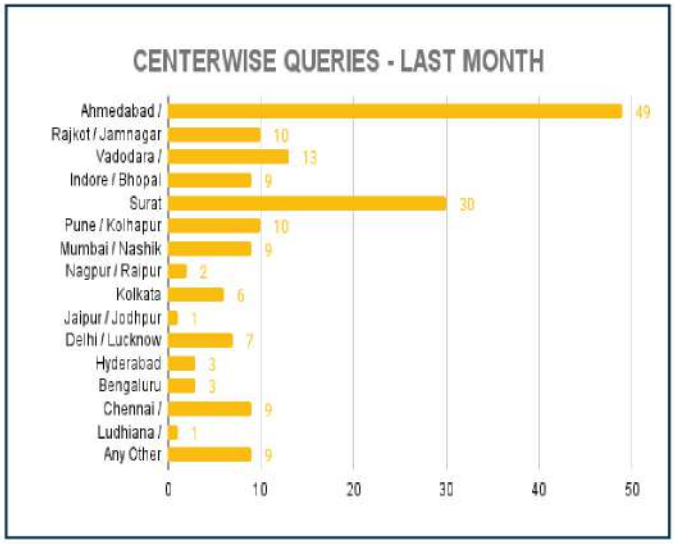
21 Mentors

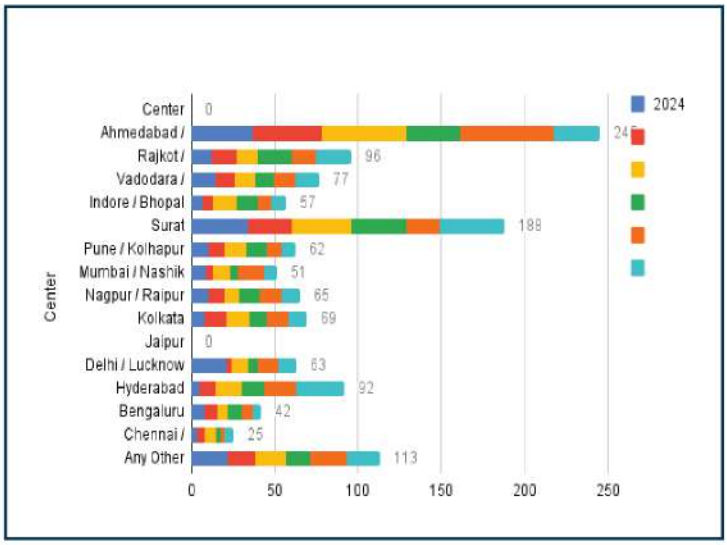
iiiEM Support Services Analysis

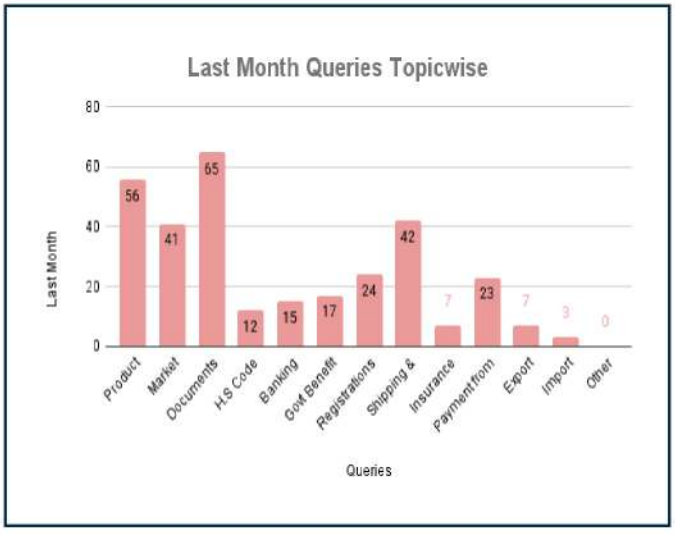
iiiEM offers a lot of Support Services – Lifetime Free – for the Participants and associates.

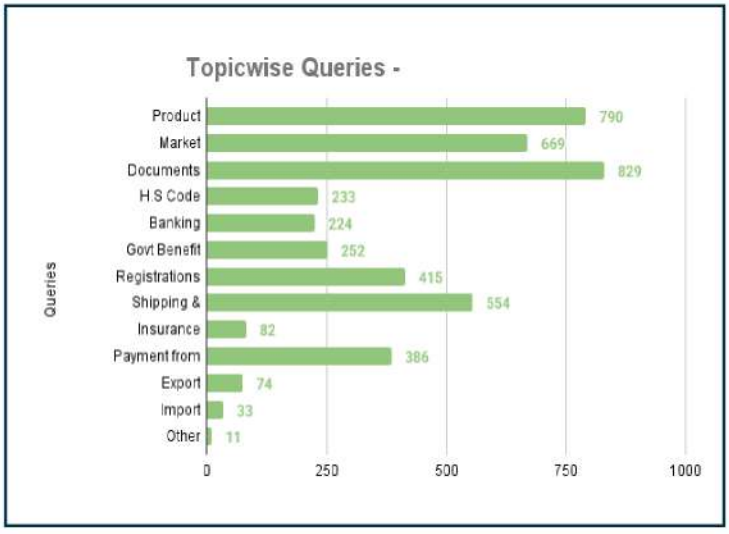
We reply, gather, save, compile and analyze the data. This analysis helps us in addressing the students' needs, improving our deliverables and services.

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

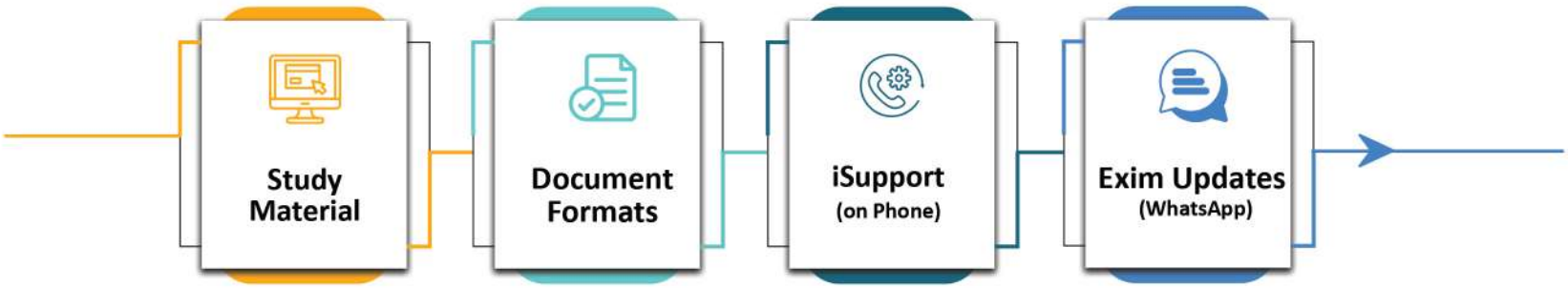






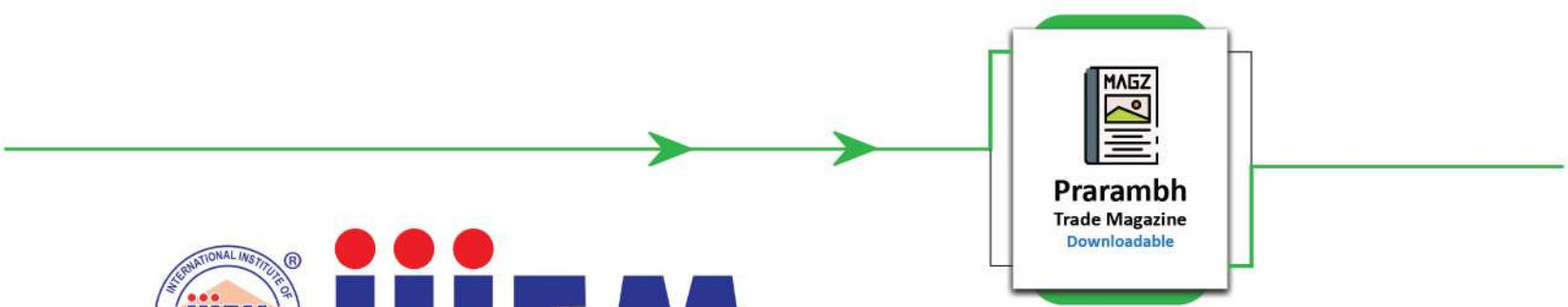


Support Services









INTERNATIONAL INSTITUTE OF IMPORT AND EXPORT MANAGEMENT

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	https://www.expointourkey.org
https://icegate.gov.in	www.time.is
business.mapsofindia.com	https://wwweventseye.com
https://ibef.org	https://www.tradeindia.com
https://www.india.gov.in/	https:www.worldtimebuddy.com
https://www.bis.gov.in	https://oecworld.com
www.voronoiapp.com/	https://www.statista.com
https://worldmaps.com	https://www.getfarms.in
https://forbesindia.com	www.eximintell.com
https://commerce.gov.in	www.pib.gov.in
https://niryat.gov.in	www.oecd.org
https://apeda.gov.in	https://www.seair.co.in
https://india-briefing.com	www.eicindia.gov.in
https://complainceindia.co.in	www.cbi.eu
https://www.credlix.com	MSN News
http://10times.com	Mint New Paper
https://trademap.org	Business Standard Newspaper
https://www.mea.gov.in	Times of India News
https://www.indiastatmedia.com	Indian Express News Paper
https://trade.gov	Chat GPT
https://mospi.gov.in	Trade Connect e-Platform
mapchart.net	Economic Times
https://factly.in	Republic Business
https://fieo.org	Global Trade Research
https://mapchart.net	First Post News
https://cia.gov	Daily Shipping Times
https://ipindia.gov.in	Money Control
origin-gi.com	Outlook Magazine
https://indiatradefair.com/	Hindustan Times

BREAKING DOWN

$5 TRILLION IN COMMODITY EXPORTS



Courtsey: Visual Capitalist