PRARAMBH

An Export Import Trade Magazine

Is India on the Right Track?



An Initiative by iiiEM

June 2024

Forward

As we examine recent events shaping the globe, we confront a complex mix of hope and challenge. From ongoing human rights struggles to simmering geopolitical tensions, this month has witnessed triumphs and tragedies, progress and perils.

India has navigated the recent parliamentary elections, demonstrating its economic prowess in manufacturing and services. The nation's invitation to the prestigious G7 Summit further highlights its growing stature.

The G7 Summit tackled a wide range of issues, from the conflicts in Ukraine and Israel to climate change, gender equality, and the development of Africa. These discussions showcase the G7's commitment to tackling global challenges and building a brighter future. However, the effectiveness of these actions remains to be seen.

The recent European Parliament elections resulted in no single bloc achieving a decisive majority. This shows Europe's shifting landscape. This fragmentation reflects a growing polarization within the EU, a union previously known for its economic strength and unified approach. The future of European unity remains uncertain as member countries appear to prioritize individual interests.

The once-dominant US dollar is experiencing a downturn, prompting 38 countries to explore alternative trading currencies. This shift suggests a potential move away from dollar dependence. Meanwhile, gold is experiencing resurgence, with countries seeking security through increased gold reserves. This is Dollar's decline and the Gold rush. It seems the long-held value of gold is regaining prominence, perhaps foreshadowing a return to its significance in India.

Jai Ho!

Best regards

Team Prarambh.

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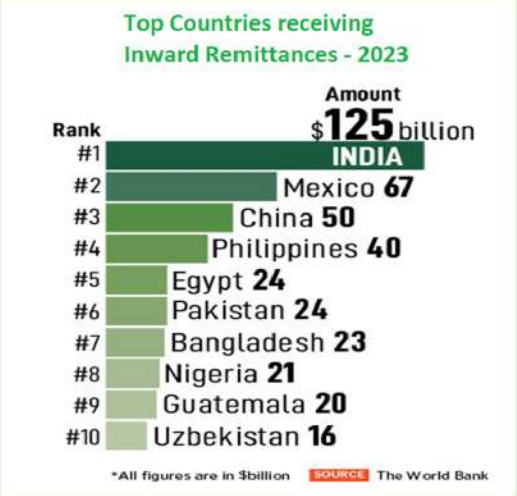
Message From Founder & CMD-iiiEM

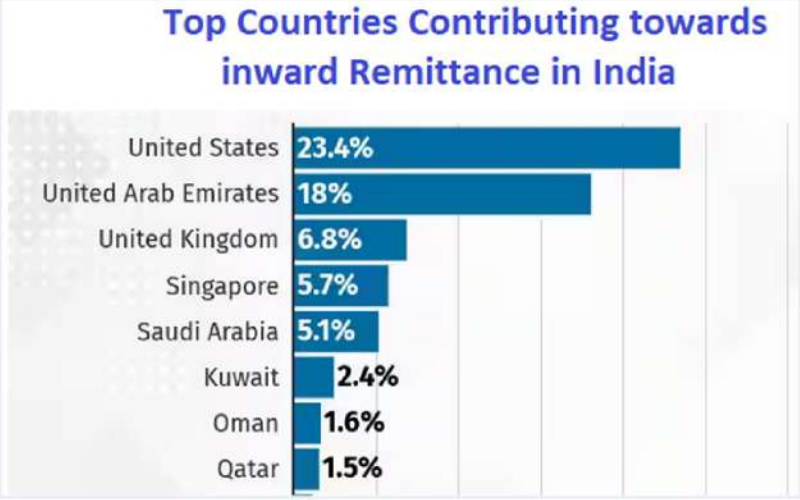
India tops the World Remittance Chart



India has topped the list of remittance recipient countries in the world, with a total of $125 billion sent by Indians living in different parts of the world to their families in India. According to a report by the World Bank, Mexico and China stand in second and third place with a remittance inflow of $67 billion and $50 billion respectively.

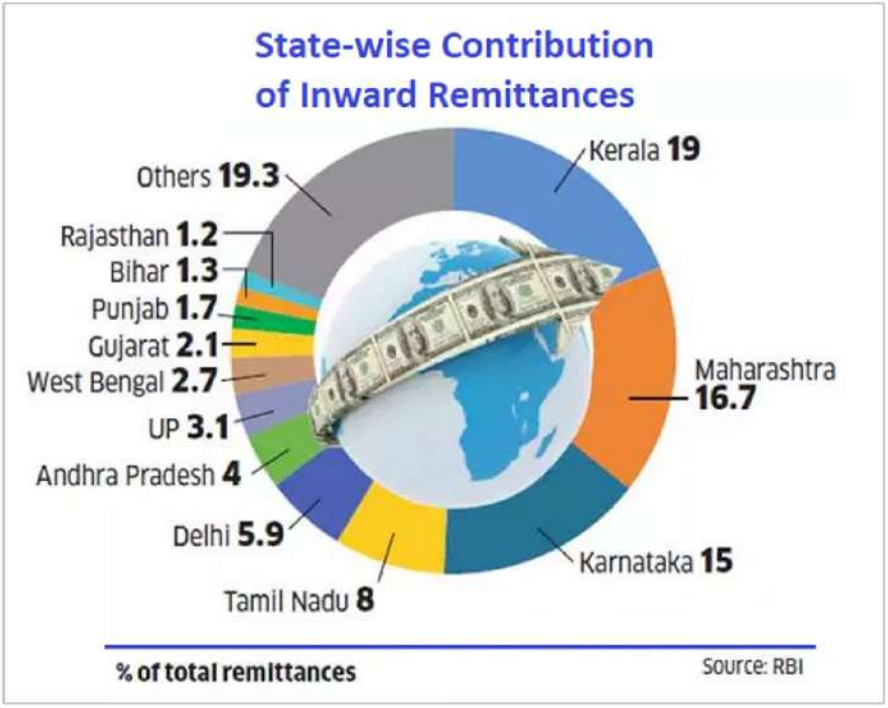
The United States, the United Kingdom, and Singapore are the most significant contributors to the remittance inflow in India. The money sent from these three countries amounts to 36 percent of India's total remittance inflow. Gulf Cooperation Council (GCC) countries are the second most prominent contributors to India's remittance inflow, with the United Arab Emirates alone contributing 18 percent to the total inflow. The UAE is the second-largest contributing country to India's remittances after the United States.





According to the report, some initiatives by the government, such as UPI linkage between India and Singapore for cross-border remittance, have highly contributed to the growth in remittance inflow. Similarly, the use of the dirham-rupee and cooperation in interlinking payments between India and the UAE has also paced the growth of the remittance flow between the two countries.

Furthermore, India has implemented non-residential deposit programs to attract foreign currency from non-residential Indians. The non-residential deposits in India amounted to $143 billion in September 2023. India's non-residential deposits have also increased by $10 billion this year.



Remittance costs also play a big part in the remittance flow between the countries. South Asia has the lowest remittance costs among all regions of the world. While the average global remittance amounted to 6.2 percent, it was 4.3 percent in South Asia.

According to the report, the main factors for the increase in remittance inflow in India are

- Non-residential Deposit Program
- UPI linkage between India & Singapore
- Lower remittance cost
- The strong labor markets and
- The declining inflation in the high-income source countries of the West and Middle East.

Furthermore, the report projects an 8 percent increase in India's remittance inflow in the coming year.



Dipak Sudhir Manohar

From the Editor's Desk

Is India on the Right Track?

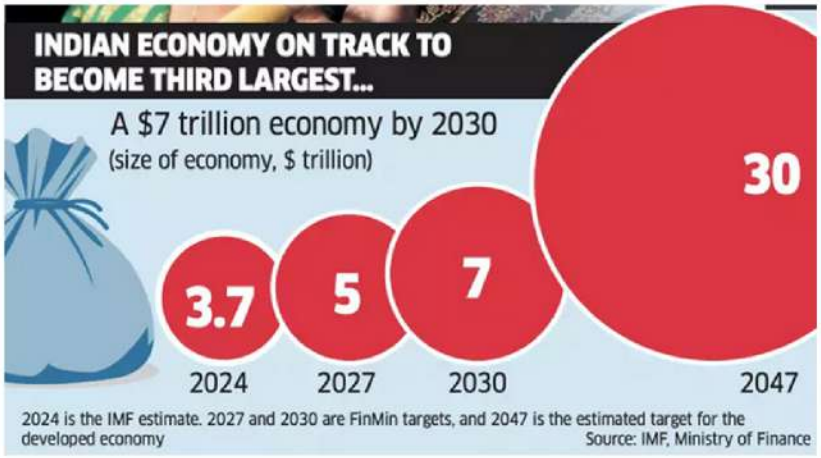


India seizes the crown of fastest growing economy.

India inherited an economy that was teetering on the precipice. Growth was slowing and investor confidence was low. A dozen Indian billionaires had gone bankrupt, saddling the country's banks with enormous unpaid loans that had crippled their capacity to lend.

India's growth is outpacing other major economies, its banks are strong, and the government's finances are stable despite a painful pandemic.

India surpassed the UK as the fifth largest economy last year and according to analysts at Morgan Stanley, it's on track to overtake Japan and Germany and hit the third spot by 2027.



There is undoubtedly an air of optimism in the country. It successfully hosted the G20, became the first to send a rocket near the Moon's south pole, and has birthed a few dozen unicorns. The soaring stock markets have also had a trickle-down effect on the wealth of its middle class.

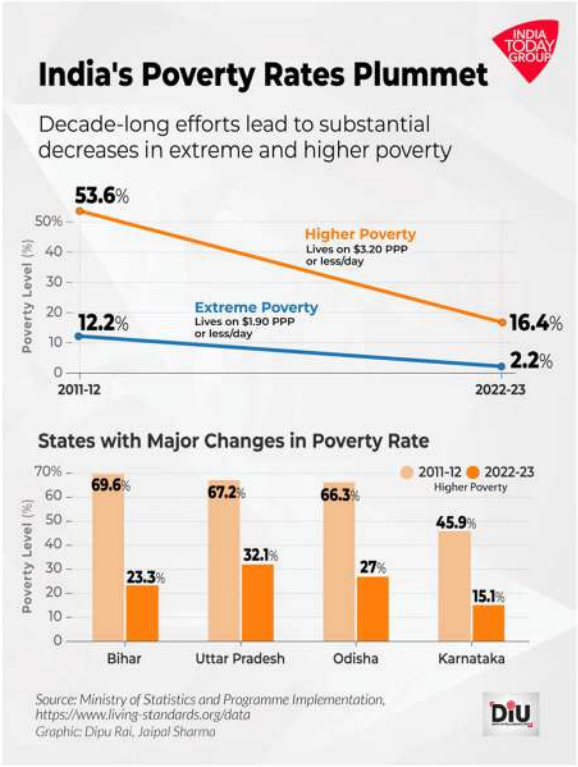
- **The Digital Governance -** Financial Inclusion, internet and mobile penetration - has begun to transform the lives of some of the country's poorest people. Most pay small amount through UPI or scanning QR codes, this means, small traders, road side vendors, transportation etc is all paid online through the "Digital India". The success of UPI payment is in its user-friendly design. The interface is intuitive, simple to use, and accessible to people from all walks of life, including those in rural areas with limited technological exposure.

Today, among all countries in the world, India is the country with the highest digital transaction, accounting for nearly 46% share, as per the 2022 data. India is followed by Brazil, China, Thailand and South Korea.

- **Infrastructure Development -** Heard of the epic achievement – a 100 kilometers road in 100 days ! One sees cranes and JCBs all around the country. The first underwater metro is opened to public in Kolkata. There is a tallest railway line, longest tunnel with a two way system, tallest statue, and largest Stadium can all be attributed to the infrastructure network. The railway system is also changing with better facilities and higher speed. Waterway metros are also built for easy and cheaper water commutation. Airport fares have been affordable, with long queuing traffic towards the airports and cities.
- **Manufacturing and Exports -** Exports see a surging high with the "Make-in-India" manufacturing policy under the Performance Linked Incentives (PLI) to the manufacturers.

  India is eyeing to be a large manufacturing hub. The vision is to have lesser dependency on imports from China.
- **The poverty scale down –** About 12% poverty is reduced with the Government's free or subsidized grains, cooking gas, electricity and housing schemes. This is a landslide achievement for a country with a population of 1.4 billion, the largest populous country in the world.





- **India's poised for about 8% growth** this year that makes India easily the fastest growing economy in the world. In the FY 2023-24, the Indian government also raised its GDP growth outlook for fiscal year 2023-24 to 7.6% from 7.3% forecast earlier. Double digit per capita income, plummeting inflation and record high FDIs.

- **Controlled inflation and steady bank performance.** The Reserve Bank of India (RBI) at the beginning of FY24 was tasked with bringing down the high inflation levels within its tolerance band of 2-6 per cent. Throughout the fiscal (FY24), the inflation rate witnessed moderation and reached within the RBI comfort zone. 4.75% is the current inflation rate, being brought down from 4.83%. India is the only developing country that has a "controlled" inflation, rest of the 9 countries are developed countries.

- **India is a "soft-power giant"** and a democracy that no longer tolerates terrorism or betrayal. It is no longer a "self-doubting-India". India is sure of its foreign policies and relations with the countries around the world.



tshah

Trupti Shah

Trade Knowledge - Containers

Shipping containers have become a fundamental component of the global logistics and transportation industry. Their standardized sizes and robust construction have revolutionized the way goods are moved across the world. Understanding the various types of shipping containers is crucial for businesses and individuals involved in shipping, as each container type serves specific purposes and cargo requirements.

Here we explore the most common shipping containers their unique features and their typical uses.

1. Standard Dry Containers (General Purpose Containers)

a. Description

Standard dry containers, often referred to as general-purpose containers, are the most ubiquitous type of shipping container. They are fully enclosed, weatherproof and have rigid walls, doors and a roof. These containers are designed to carry general cargo that does not require temperature control.

b. Sizes

- **20-foot container:** 20 feet long, 8 feet wide and 8.5 feet high. Known as a TEU (Twenty-foot Equivalent Unit).
- **40-foot container:** 40 feet long, 8 feet wide and 8.5 feet high. Known as an FEU (Forty-foot Equivalent Unit).
- **40-foot high cube:** Similar to the 40-foot container but with an additional foot in height, providing more interior volume.



c. Typical Uses

Standard dry containers are used for transporting a wide variety of goods, including textiles, electronics, machinery, and non-perishable food items. They are also commonly used for storage purposes.

2. Refrigerated Containers (Reefer)

a. Description

Refrigerated containers, or reefer, are designed to transport temperature-sensitive cargo. They have a built-in refrigeration unit that maintains a specific temperature range, making them ideal for perishable goods.

b. Sizes



- **20-foot reefer:** 20 feet long, 8 feet wide and 8.5 feet high.
- **40-foot reefer:** 40 feet long, 8 feet wide and 8.5 feet high.
- **40-foot high cube reefer:** 40 feet long, 8 feet wide and 9.5 feet high.

c. Typical Uses

Standard dry containers are used for transporting a wide variety of goods, including textiles, electronics, machinery, and non-perishable food items. They are also commonly used for storage purposes.

3. Open Top Containers

a. Description

Open top containers have a removable, tarpaulin roof instead of a solid roof. This design allows for easy loading and unloading of cargo that cannot fit through the doors or needs to be loaded by crane.

b. Sizes



- **20-foot open top:** 20 feet long, 8 feet wide and 8.5 feet high.
- **40-foot open top:** 40 feet long, 8 feet wide and 8.5 feet high.

c. Typical Uses

Open top containers are ideal for oversized cargo that cannot be loaded through the doors, such as heavy machinery, pipes and scrap metal. They are also used for goods that need to be loaded from the top, like construction materials.

4. Flat Rack Containers

a. Description

Flat rack containers have collapsible sides and some models also have collapsible ends. This design provides a flat bed with no side or end walls, making them suitable for transporting oversized cargo.

b. Sizes

- **20-foot flat rack:**
  20 feet long, 8 feet wide.
- **40-foot flat rack:**
  40 feet long, 8 feet wide.



c. Typical Uses

Flat rack containers are used for shipping oversized or awkwardly shaped cargo, such as vehicles, heavy machinery, large industrial equipment and building materials. They can also accommodate cargo that needs to be loaded from the sides or top.

5. Tank Containers

a. Description

Tank containers, or tankers, are designed for transporting liquid and gaseous cargo. They consist of a cylindrical tank mounted within a rectangular frame, which fits the dimensions of a standard shipping container.

b. Sizes

- **20-foot Tank Containers:**
  20 feet long, 8 feet wide and 8.5 feet high.



c. Typical Uses

Open top containers are ideal for oversized cargo that cannot be loaded through the doors, such as heavy machinery, pipes and scrap metal. They are also used for goods that need to be loaded from the top, like construction materials.

6. High Cube Containers

a. Description

High cube containers are similar to standard dry containers but with an extra foot in height, providing additional internal space. This extra height can be advantageous for transporting bulky but not overly heavy cargo.



b. Sizes

- **40-foot high cube:** 40 feet long, 8 feet wide and 9.5 feet high.
- **45-foot high cube:** 45 feet long, 8 feet wide and 9.5 feet high.

c. Typical Uses

High cube containers are used for cargo that requires more vertical space, such as large pieces of furniture, machinery, or voluminous but lightweight goods.

7. Side Opening Containers

a. Description

Side opening containers have doors that open on the side instead of (or in addition to) the end. This feature provides easier access to the cargo, especially for items that are long or need to be loaded with a forklift.

b. Sizes

- **20-foot side opening:** 20 feet long, 8 feet wide and 8.5 feet high.
- **foot side opening:** 40 feet long, 8 feet wide and 8.5 feet high.



c. Typical Uses

Side opening containers are used for loading and unloading goods that are long, heavy, or awkwardly shaped. They are also convenient for quick access to cargo, making them suitable for retail goods, large machinery and vehicles.

8. Double Door Containers

a. Description

Double door containers have doors at both ends, providing easier access to the cargo. This design facilitates loading and unloading, especially for goods that need to be accessed from either end of the container.

b. Sizes



- **20-foot double door:** 20 feet long, 8 feet wide and 8.5 feet high.
- **40-foot double door:** 40 feet long, 8 feet wide and 8.5 feet high.

c. Typical Uses

Double door containers are ideal for situations where quick and easy access to the cargo is required from both ends, such as for machinery, equipment, or goods that need to be quickly loaded and unloaded.

9. Insulated Containers

a. Description

Insulated containers, also known as thermal containers, are used to maintain a consistent temperature inside the container without active refrigeration. They have insulated walls, floor and ceiling, which provide thermal protection for the cargo.



b. Sizes

- **20-foot side opening:** 20 feet long, 8 feet wide and 8.5 feet high.
- **foot side opening:** 40 feet long, 8 feet wide and 8.5 feet high.

c. Typical Uses

Side opening containers are used for loading and unloading goods that are long, heavy, or awkwardly shaped. They are also convenient for quick access to cargo, making them suitable for retail goods, large machinery and vehicles.

10. Ventilated Containers

a. Description

Ventilated containers have built-in ventilation systems that allow for the circulation of air within the container. This feature helps to prevent moisture buildup and provides a flow of fresh air for specific types of cargo.

b. Sizes

- **20-foot ventilated:** 20 feet long, 8 feet wide and 8.5 feet high.



c. Typical Uses

Ventilated containers are used for transporting goods that need airflow to prevent condensation and mold growth, such as coffee beans, cocoa and other agricultural products.

Product - Coconut and Coconut Products - Edible

- **ITC HS Code for Coconut and Coconut Products**
  - 08011210
- **Product Description**
  - Coconut fresh or Dried, whether or not shelled or peeled, Coconuts, In the inner shell (endocarp), Fresh
- **Trade Policy –Export Permitted Freely**
- **Government Benefits**
  - Duty Drawback (0.15%)
  - RoDTEP (2.50%)
  - Interest Subvention (3% for Manufacturers)
- **Coconut Development Board:** www.coconutboard.gov.in



Global Market Trend:

The Coconut Products Market size is estimated at USD 4.96 billion in 2024, and is expected to reach USD 7.98 billion by 2029, growing at a CAGR of 9.98% during the forecast period (2024-2029).

Asia-Pacific is estimated to grow at the highest CAGR over the forecast period (2024-2029). In 2024, the North America accounts for the largest market share in Coconut Products Market.

Following are the reasons for growth trend:

1. Growing Adoption of Vegan and Flexitarian Diet

The market growth is attributed to the increasing consumer awareness about the health benefits associated with plant-based food. This incremental shift toward a plant-based diet is primarily influenced by ecological concerns, health consciousness, ethical or religious beliefs, environmental issues, and animal rights awareness. Furthermore, improved animal welfare and increasing government initiatives influence consumers to adopt vegan diets.

2. North America Dominates the Market

The North American region is the largest market because of the rising demand for coconut products. Growing lactose intolerance among consumers boosts the manufacturers of dairy alternatives, like coconut milk and cream.

3. Expanding Application in F & B Industry

The increasing adoption of powdered forms as one of the economic alternatives, with a higher shelf-life for coconut milk, is driving the demand from the bakery, confectionery, and other segments. There are many beverages, confectionary, recipes made using coconut powder, milk, fruits, desiccated coconut, vinegar etc.

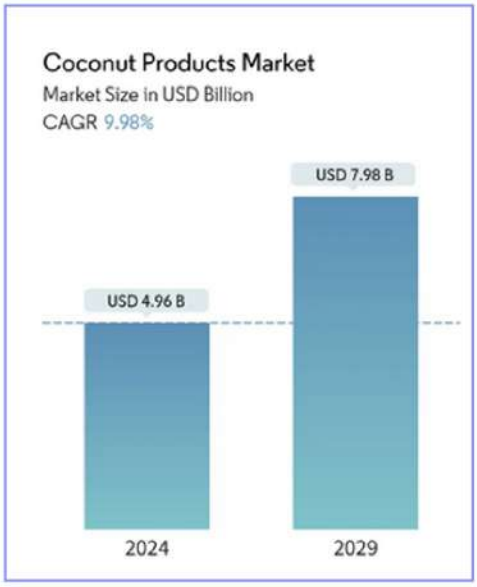
4. Rising Demand in the Cosmetics and Personal Care Industry

The awareness of ayurvedic or herbal and plant based or natural ingredients in cosmetics is proven to be in trend these days. Body lotions, hair care and face creams are all made with coconut ingredients for enhancing skin & hair products for better results without worrying for side effects.

Coconut Industry in India

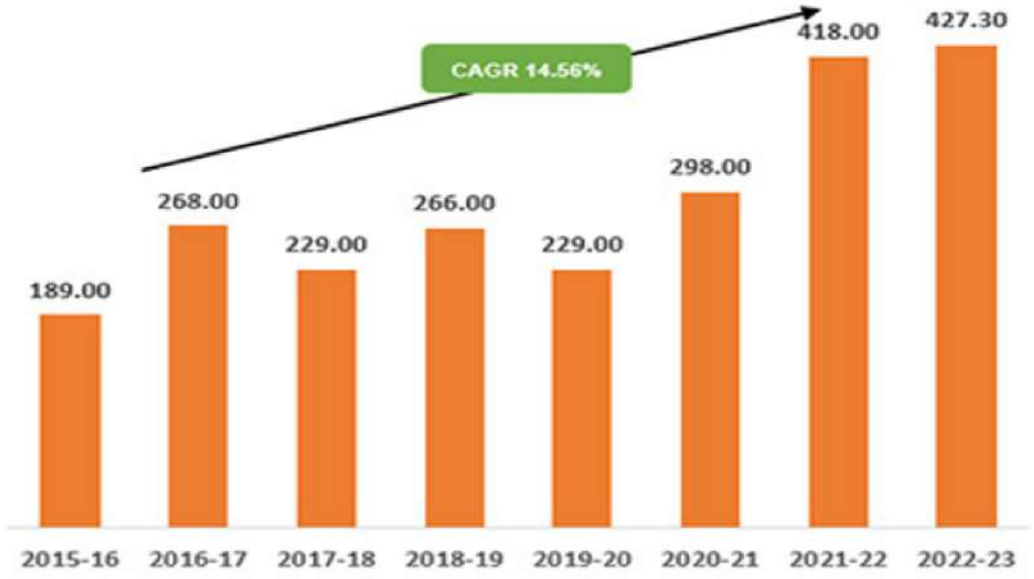
- India is the largest coconut-producing country in the world and accounted for about 31.45% of the world's total production during 2021-22.

- This strong export growth is helping create more employment required in the production of various coconut-based products such as coconut chips, coconut milk, coconut sugar, coconut water tender coconut water, coconut honey, coconut jaggery, coconut milkshake, coconut snacks, virgin coconut oil, coconut natural cream, etc. that are seeing high export demand.



- Cochin Port exports most of the coconut shipments from India with a share of 30%, followed by Tuticorin Port with a 19% share of total coconut exports.
- During the year 2022-23, India's coconut products exports are valued at Rs. 3,555 crore (US$ 427.3 million) which shows a growth of 9.8% from the year 2021-22.
- Coconuts are so important in India that they are dubbed the "Tree of Life." All of the coconut tree, from the husk to the trunk, is prized, not only the fruit. Indian cookery, religious rituals, traditional medicine, and industry all heavily rely on this adaptable fruit.
- India is still a major participant in the world coconut market. Exports of coconut goods include desiccated coconut, coconut oil, coconut milk, and coconut water to many nations worldwide.

India's coconut exports trend (US$ million)



Source: Coconut Board of India, Money Control

India is still a major participant in the world coconut market. Exports of coconut-goods include desiccated coconut, coconut oil, coconut milk, and coconut water to many nations worldwide. The growing knowledge of coconuts' and their byprod-ucts' health advantages is driving demand for these goods.

Various edible products of Coconut:



















Types of Coconuts:

- Semi-Husked



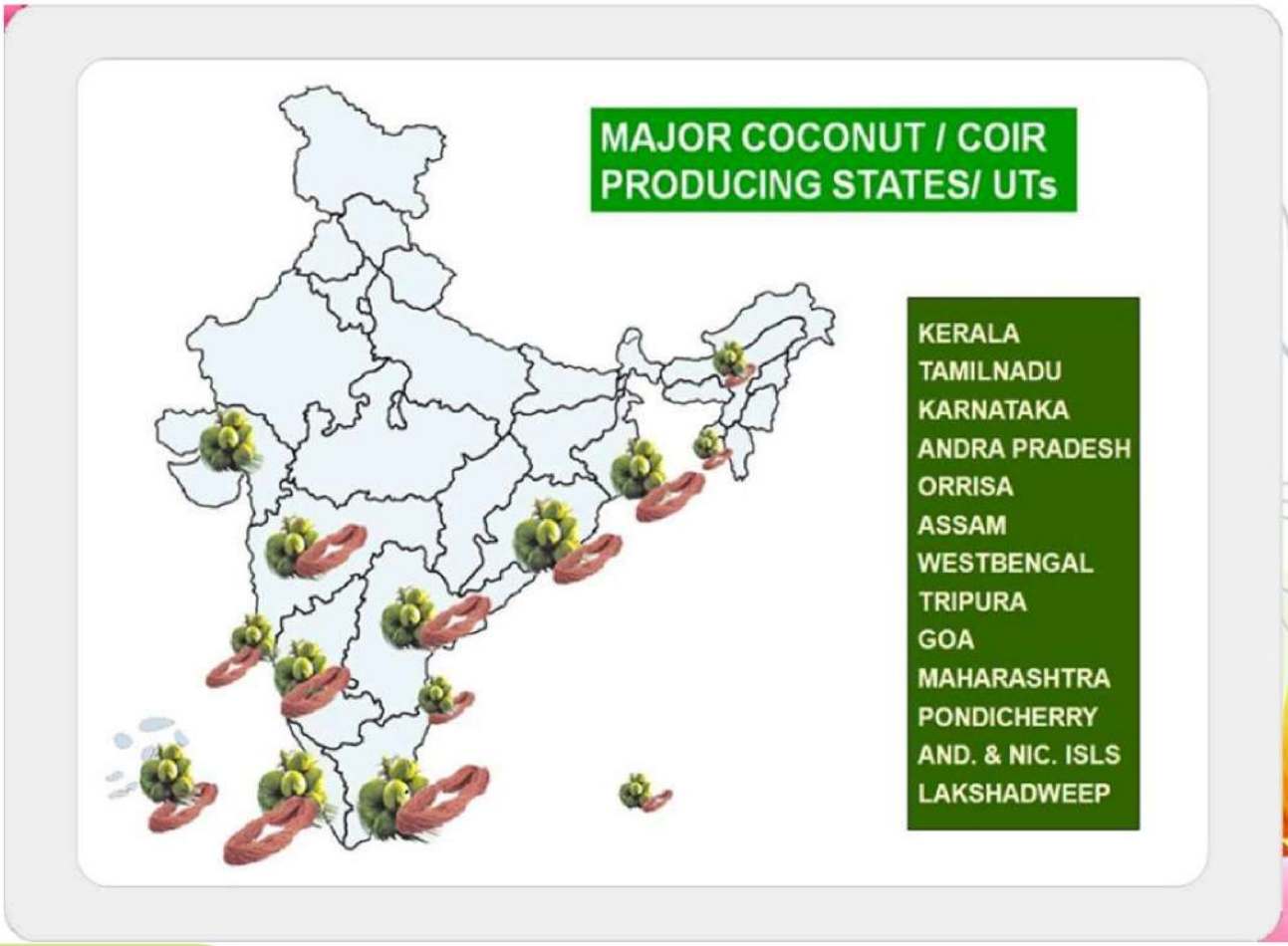
- Half-Husked



- Fully Husked



Indian States for Coconut and Coconut Products



Countries where India Exports Coconuts	
Vietnam	29.6
U.A.E.	16.61
Bangladesh	14.63
Malaysia	11.27
Nepal	6.05
U.S.A.	5.84

All figures in Million USD

Export Value of Coconut and its Products excl. Coir

Year	Export Value - Coconut Products excluding Coir (Rs in Crore)	% variation over previous year
2017-18	1764.31	-14.42
2018-19	2045.36	15.93
2019-20	1762.17	-13.85
2020-21	2294.81	30.23
2021-22	3236.83	41.05
2022-23	3554.23	9.81

Source: DGCIS

Pricing and Margin

- Coconut is a profitable commodity.
- Products of coconut with value addition are sold at a higher price.
- A coconut business's profitability is impacted by several factors, including its type, size, and location.

https://coconutboard.in/PriceAppScroll/commodity.aspx

Quality Certificates and Registration

- Export Inspection Report
- Lab Test of Coconut
- FSSAI for all processed or packed food like coconut milk, Desiccated coconut etc.
- RCMC – Coconut Development Board
- US FDA
- Phyto Sanitary Certificate
- ISO Certificate
- CODEX

Quality Parameters for Coconuts

A grade = Large size, sweet tender coconut water, reddish tint on shell, more water, Weight : 1.8Kg to 2.5 Kg

B Grade = Medium size, sweet water, less water, green and red colour shell

C Grade = Small size, salty water, less water, green colour, damaged skin

- Tender coconut consistent green/red/biscuit color or reddish shade on top witout any damage or discoloration.
- It can't find one without brown spots.
- Round coconuts tend to carry more water than oblong ones.
- The coconut will feel heavy for its size due to the water
- Water quantity in one tender coconut is above 200 ML
- All the "A" Grade Tender Coconut weight is above 1.5 Kg up to 2.5 KG
- Average weight ratio is 1.7KG to 2.3 KG in a truck load.
- Top size coconuts, high quality export coconuts of circumference 12 inches and above
- Testing in NABL labs is done for Fat, Meat Mass and Moisture in raw coconuts.
- Coconut Water is checked for its clarity and color. Hazy color is good. Pink or yellowish or brown coconut water is not good.
- Weight of Dry Coconut against the green coconut is at).98 kg for dry against 1.30 kg for green coconut (example).
- Acidic content should be lowest 5.59 and highest 14 pH
- Dry Coconut are better as they contains important minerals like manganese, copper, and selenium, which play a role in various bodily functions, including bone health, immune support, and antioxidant defense.

Packaging:

- Packing is possible right from 10Kg to 30kg bulk bags.
- Packaging in done in gunny bags, palletized or not.
- Coconuts can be also packed in export grade boxes, crates, or each coconut wrapped in cling films or foam packing.







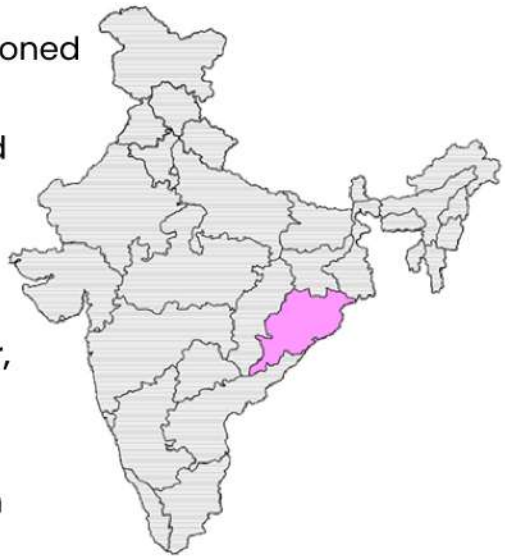


Coconut Uses and Benefits



State of India - Odisha

- Odisha is an Indian state located in Eastern India.
- It is the eighth-largest state by area, and the eleventh-largest by population
- It neighbors the states of Jharkhand and West Bengal to the north, Chhattisgarh to the west, and Andhra Pradesh to the south.
- Odisha has a coastline of 485 kilometers along the Bay of Bengal in the Indian Ocean.
- The region is also known as Utkala and is mentioned by this name in India's national anthem.
- Odisha has emerged as the key state with regard to the mineral and metal-based industries.



- **Language – Oriya**
- **Capital – Bhubneswar**
- **Major Cities –** Bhuneshwer, Cuttak, Bhrahmapur, Puri & Sambalpur
- **Odisha ranks 10th in Exports from India.**
- **Exports from Odisha 11.22% of total Exports from India**
- **Mineral & Metal-based Industries**

Top Agricultural Products:

Top Agricultural & Allied Products	
Jute & Jute Products	Oil Seeds
Pulses	Mesta
Coconut	Sugarcane
Tea	Rubber
Cotton	Gram
Maize	Mustard
Sesame	Ragi
Potato	Soyabean
Wheat	Rice
Millets	Vegetables & Fruits
Cashew	Fish

Major Industries of Odisha

Odisha has abundant natural resources and a large coastline.

Odisha has emerged as the most preferred destination for overseas investors with investment proposals.

- 5th of India's coal
- A quarter of its iron ore
- 3rd in its bauxite reserves and
- most of the chromite

The state is endowed with large reserves of minerals

Mineral & Metal - Odisha	
Bauxite	Coal
China clay	Chromite
Dolomite	Iron Ore
Fire Clay	Graphite
Diamonds	Gold
Gem Stones	Limestone
Mineral Sand	Manganese Ore
Nickel Ore	Lead
Vanadium	Quartz
Pyrophylite	Nickel

Key industries of Odisha

- Iron & Steel
- Ferroalloy
- Handloom
- Tourism
- Aluminum
- Mining
- IT & ITeS
- Fisheries

Top Industries in Odisha	
City	Industry
Angul	Aluminium Park
Bhubaneswer	Electronics and I.T.
Bhubaneswer	Biotech, Pharmaceuticals, Generic Drugs
Bhubaneswer	Handloom (Ikat)
Bhubaneswer	Sea Food Park
Deras	Sea Food Park
Berhampur	Patta Silk
Ganjam	Cotton textile
Ganjam	Paddy, Groundnut, Sugar cane
Sambalpur	Handloom
Devanagere	Cotton textile
Kandhamal	Ginger & Turmeric
Rayagada	Food Processing & Packaging
Rayagada	Quartz
Bhadrak	Rice Processing
Paradip	Plastic Park
Keonjar	Iron Ore
Raghurajpur	Art Village (Pattachitra)
Utkalika	Handicrafts
Cuttack	Steel Industry
Sundargarh	Steel Industry
Jarsuguda	Steel Industry
Kalinganagar	Steel Industry
Ganjam	Petrochemicals
Paradip	Petrochemicals

Focus Industries of Odisha	
Heavy Engineering	Explosives
Ceramics	Aluminium
Cement	Paper & Paper Products
Petroleum	Bicycle
Steel Industry	Tyres
Synthetic Rutile and Titanium Dioxide	Renewable Power
Food Processing	Petroleum & Petrochemicals
Handloom	Automobile and Auto Components

Top Export Products of Odisha

Top Export Products	
Iron & Steel	Engr / Chemicals & allied
Bulk Minerals & Ores	Agriculture & Forest
Handloom	Marine
Handicraft	Textile
Diamonds	Pharmaceuticals
Paper	Electronics & Software
Steel	Ceramics
Petroleum Products	Paint, Varish & Allied Prod.
Aluminium	Processed Minerals
Metallurgical	Handloom

Major Countries where Products from Odisha are exported



Major Sea Ports in Odisha

The major ports are:

- Paradip Port
- Gopalpur Port, Behrampur city
- Dharma Port (between Haldia and Paradip Port)

ICDs in Odisha

- Kalinganagar
- Balasore – CONCOR
- Jajpur

Airports in Odisha

- Bhubnaswer
- Veer Surendra Sai
- Jharsuguda

District wise Map of Odisha



G.I. Products - Odisha



Kapdaganda Shawl



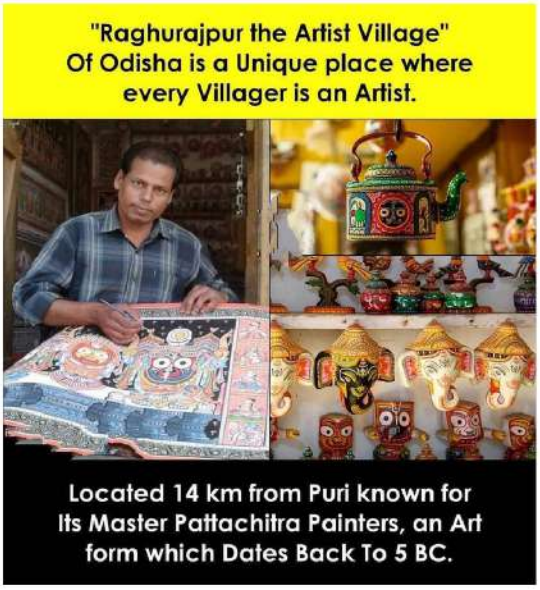
Nayagarh Kanteimundi Brinjal



Red Ant Chutney (Dip)



अतुल्य !भारत Incredible !ndia





Raghurajpur, Odisha - The Artists' Village



Konark Sun Temple



Paradip Beach

Country - Belgium

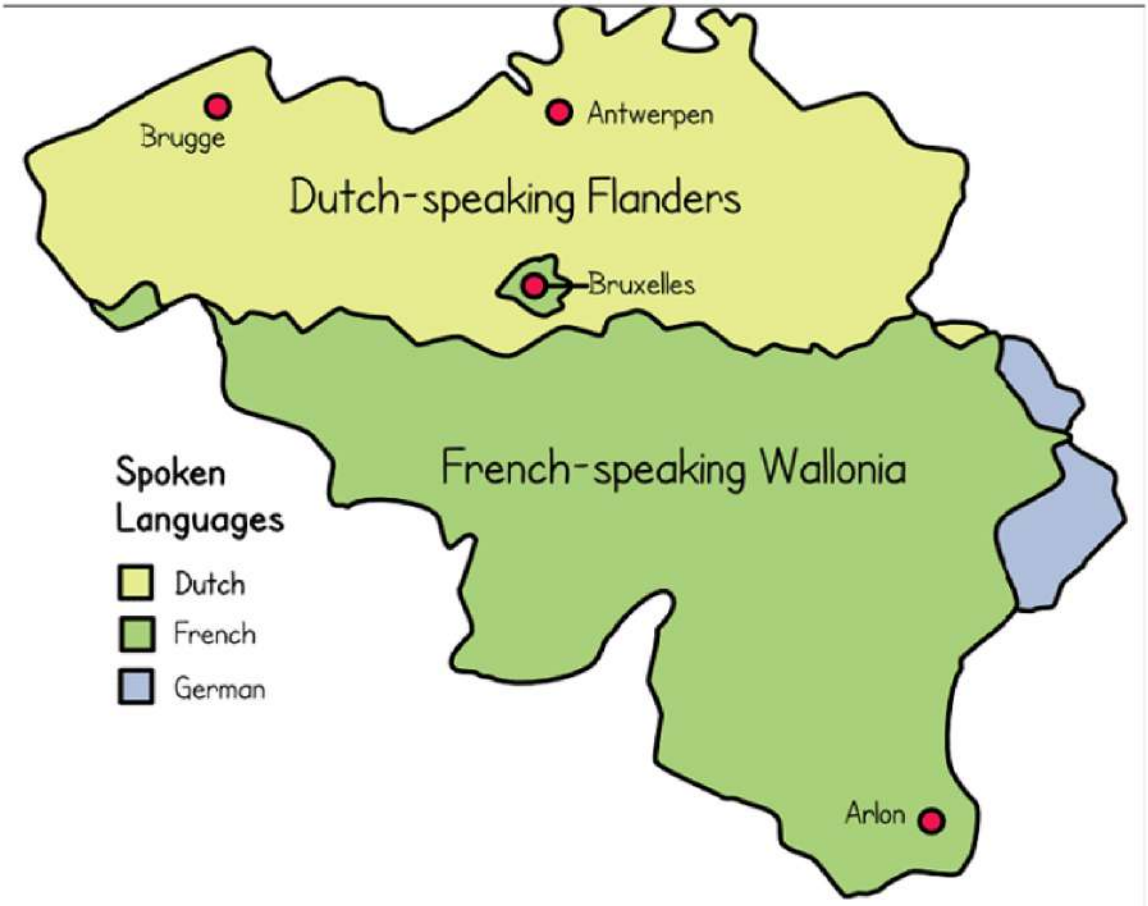
Kingdom of Belgium



- Officially known as the Kingdom of Belgium.
- Belgium is bordered by the Netherlands to the north, Germany to the east, Luxembourg to the southeast, France to the southwest, and the North Sea to the northwest.
- Belgium is divided into three highly autonomous regions - the Flemish Region (Flanders) in the north, the Walloon Region (Wallonia) in the south, and the Brussels-Capital Region.
- Belgium is the headquarter of the European Union and NATO.
- Belgium is a developed country, with an advanced high-income economy.
- The country is one of the six founding members of the European Union, and its capital, Brussels, is the de facto capital of the European Union itself, hosting the official seats of the European Commission, the Council of the European Union, and the European Council.
- Belgium is also a founding member of the Eurozone, NATO, OECD, and WTO, and a part of the trilateral Benelux Union and the Schengen Area. Brussels also hosts the headquarters of many major international organizations, such as NATO.

The country has distinctive regions including

- Dutch-speaking Flanders to the north,
- French-speaking Wallonia to the south and
- German-speaking community to the east



- Capital – Brussels
- Language –
  - Dutch = 60%
  - French = 40%
  - German = 1%
  - Bilingual = Dutch & French

- Largest cities are Brussels, Antwerp, Liege, Ghent, Bruges
- Day Light Saving Time Change from – October & March Last Sunday the time changes.

- Seasons are
  - Spring – March to May
  - Summer – June to August
  - Autumn – September to November
  - Winder – December to February
- Currency –EURO
  - Conversion 1 EURO = 89.26 INR
  - Conversion 1 EURO = 1.07 USD
- Belgium Credit Rating - AA

- About 24,732 Indian reside in Belgium.
- Belgium has only one time zone across the country.
- Belgium is behind 3 hours and 30 minutes of India

Agricultural Products of Belgium:

Top Agricultural & Allied Products	
Sugar Beets	Potatoes
Flax	Chicory
Cereal Grains	Vegetables
Ornamental Plants	Fruits

Major Industries in Belgium

Industries of Australia	
Major Industries	Focus Industries
Metallurgy	Automotive
Steel	Healthcare & Pharmaceuticals
Textile	Service Industry
Chemicals	I.T. and Innovative Technology
Glass	Food processing & Beverages
Paper	Scientific Instruments
Precious Stones - Diamonds	Base Metals

Trade between India and Belgium

- India is the 2nd largest export to Belgium
- India is the 5th largest importer of Belgian products
- Trade in diamonds dominates the trade between the two countries.
- 195 Belgian companies are based in India.
- 95 Indian companies are in Belgium.

Exports from India to Belgium = 5.82 billion USD
Imports from Belgium to India = 8.2 billion USD
India remains Trade Surplus (in 2022)

India Belgium Trade Opportunities

Bilateral Trade (OEC data 2022)	
India Exports	India Imports
Diamonds	Diamonds
Refined Petroleum	Vaccines, Blood, Antisera, etc
Packaged Medicaments	Scrap Iron
Raw Tobacco	Orthopedic Appliances
Nitrogen Heterocyclic Comp.	Petroleum Gas
Cyclic Hydrocarbons	Flax Fibers
Hot Rolled Iron	Gas Turbines
Raw Aluminum	Looms
Crustaceans	
Motor Vehicle Parts & Accessories	

G.I. Product Of Belgium

- Beurre d'Ardenne – A type of Butter made from cow milk
- Framoise – Beer using raspberries
- Maasvallei Limburg – Dutch wine
- Ambon d'Ardenne – Ham
- Gouda Cheese

Ports of Belgium

- Port of Antwerp
- Port Bruges
- Port of Ghent
- Port of Ostend

Commercial Airports are Brussels, Antwerp, Ostend-Bruges, Liege



Business in Belgium

1. **Belgium Chamber of Commerce and Industry**
   www.belgiumnchamber.be

2. **Belgo Indian Chamber of Commerce** - https://bicci.be

3. **Flanders Chamber of Commerce and Industry** - www.voka.be

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.

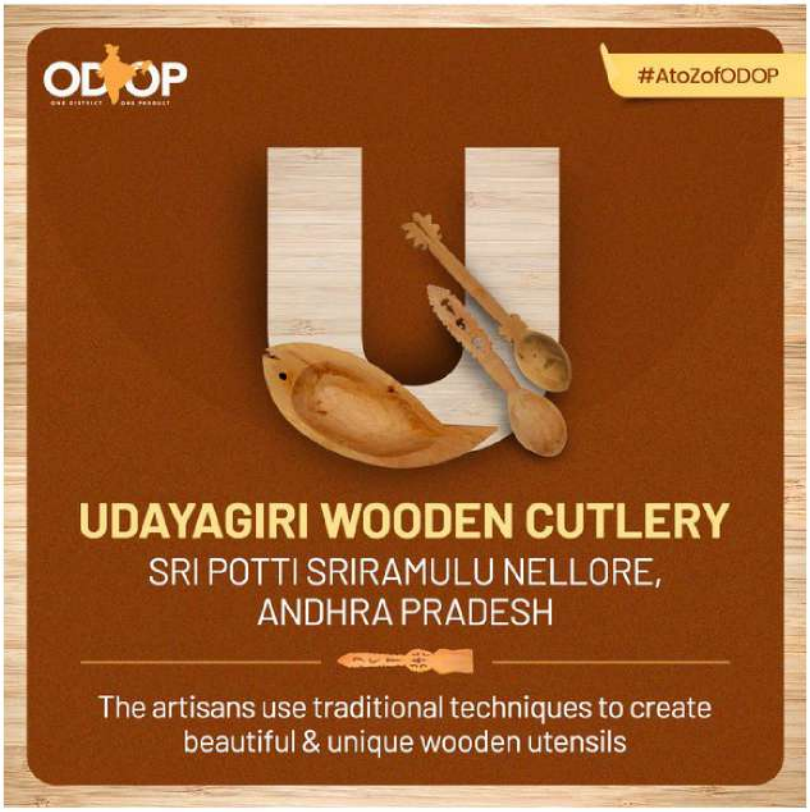
International Trade Fairs - Outside India				
Exhibition	**Industries**	**City**	**Country**	**2024**
CTW Kenya	Building & Constructions and Business Services	Nairobi	Kenya	9 - 11 Jul
Ayush India Expo	Medical & Pharma; Ayurvedic & Herbal	Ahmedabad	India	12 - 14 Jul
Jewellery World Exhibition (JWE)	Exclusive Jewellery; Fashion & Beauty	Ahmedabad	India	19 - 21 Jul
Bangkok BITEC	Electronics, Handware, Lighting, Gifts and Home	Bangkok	Thailand	17 - 20 Jul
Saudi Food Exhibition	Food and Beverages	Riyadh	Saudi Arabia	12 - 14 Aug
Tent Décor Asia 2024	Tent Décor, Hospitality, Lights, Kitchen equipments	Greter Noida	India	3 - 6 Aug
PharmaTech & LabTech 2024	Machinery, Lab equip, Cosmetics, Formulations,	Gandhinagar	India	8 - 10 Aug
HimTex	Hyderabad Machines Tools & Engineering Expo	Hyderabad	India	16 - 19 Aug
Agri Asia	Agri and food Expo	Gandhinagar	India	20 - 22 Aug
Dairy	Dairy, LiveStock & Poultry Asia	Gandhinagar	India	20 - 22 Aug
Rajkot Machine Tools	Machine Tools, Automation & Automotive Tech.	Rajkot	India	25 - 28 Sept
VIFA ASEAN Fair	Furniture	Ho Chi Minh	Vietnam	27 - 30 Aug
PackEx India	Packing & Packaging; Industrial Engineering	Mumbai	India	28 - 30 Aug
Anuga FoodTec 2024	Food Industry, Food Processing, Beverages etc	Mumbai	India	28 - 30 Aug
World Food Istanbul	Food & Beverages	Istanbul	Turkey	3 - 6 Sept
N.E. PlastExpo, Guwahati	Packing & Packaging; Industrial Engineering	Guwahati	India	12 - 15 Sept
Electronica India	Electronics material, Componenets and Processing	Noida	India	18 - 20 Sept
SILMO Paris	Eye wear, lens, frames, optics etc.	Paris	France	20 - 23 Sept
Li-ion Battery, Europe	Electric & electronic; Power & Energy	Brussels	Belgium	8 - 10 Oct
SIAL France	Fresh & Processed Food & Beverages	Paris	France	20 - 23 Oct
Hong Kong Mega Show 2024	Gifts, Premiums, Toys, Pet Care, Furniture etc.	Hong Kong	Hong Kong	20 - 23 Oct
Poultry Tech Summit 2024	Agri, Forestry, Animals and Pets	Atlanta	USA	6 - 8 Nov
Africa 4 P	Packing & Packaging	Nairobi	Kenya	12 - 14 Nov
Plastic and Rubber, Indonesia	Rubber & Tyres; Plastic & Polymers	Jakarta	Indonesia	20 - 23 Nov
Food & Life	Gems & Jewellry, Food & Spirits	Munich	Germany	27 - 1 Dec
Plast Eurasia, Istanbul	Plastic & Polymers; Industrial Engineering	Istanbul	Turkey	4 -7 Dec 2024
Indo Mithai 2024	Indian Mithai & Namkeen	New Delhi	India	18 - 20 Dec
*Kindly check details before planning a visit.		Source: www.10times.com; www.tradefairdates.com; www.tradeindia.com		
Within India		Outside India		

International Trade Fairs - Belgium

Exhibition	Industries	City	2024
STOFFEN SPEKTAKEL ANTWERPEN	Textiles and Fabrics	Antwerp	Oct-24
INTRAFOOD	International Food Ingredients	Kortrijk	25 - 26 Oct
BABY DAYS - COURTRAI	New Born baby - food, Nurseries, Care, Health	Kortrijk	28 - 29 Oct
PLASTICS RECYCLING WORLD EXPO EUROPE	Plastics Recycling Machines & Equipments	Brussels	11 - 12 Sept
COMPOUNDING WORLD EXPO EUROPE	Plastics Addtives and Compounding	Brussels	11 - 12 Sept

International Trade Fairs - Odissa

Exhibition	Industries	City	2024 - 25
Plast International Expo	Plastic	Bhubneswar	21 - 24 Nov
ProPack Odisha International Expo	Packaging & Printing	Bhubneswar	27 - 30 Nov
BITAC	Food and Beverage	Bhubneswar	19 - 21 Jan



Exporter of the Month - Yogesh Rajkumar



Yogesh Rajkumar

We are delighted to recognize and celebrate the remarkable achievements of Yogesh Rajkumar, a dynamic eximpreneur and Export Import business consultant with a diverse and impressive portfolio.

Yogesh is the visionary founder of Farm Exim and Exim Kithab, companies that have made significant strides in addressing and resolving challenges within the food and agriculture export sectors. Yogesh began exporting roses to various countries as a new bee in Global Trade.

He is also a distinguished business consultant actively engaged in the export of auto parts through Auto Tarun Pvt Ltd to various countries. This demonstrates his versatility and unwavering dedication to promoting international trade across multiple industries.

Yogesh's expertise extends beyond exports. He also imports exotic fruits and vegetables from countires like Thailand.

His leadership, vision, and commitment continue to inspire and drive success.

Congratulations, Yogesh!

Watch him: https://www.youtube.com/watch?v=cQlrMY1nEaM


INTERNATIONAL INSTITUTE OF
IIIEM
IMPORT AND EXPORT MANAGEMENT

Export Incubation - Pragati

Pragati - Ahmedabad



Batch Launch in Various Cities



Ahmedabad



Delhi



Rajkot



Surat



Nagpur



Indore



Mumbai



Bengaluru



Vadodara

Guiding Light-Mentor of the Month

GUIDING LIGHT



Mr. Nirmesh Patel

Mr. Nirmesh Patel

We take this opportunity to express our sincere appreciation for your outstanding work and dedication in the field of customs clearance for exports and imports. With your 18 years of extensive experience, you have consistently demonstrated exceptional expertise and a deep understanding of all customs rules, laws, and regulations. Your profound knowledge of Indian Import-Export laws has been invaluable, ensuring smooth and efficient process through your teaching skills.

Your commitment and professionalism with profound knowledge of Indian laws of import and export has made a significant impact, your explanation on the same in simple words and language has been instrumental in bridging communication gaps and fostering strong relationships with the iiiEM student community.

Thank you for your hard work and dedication. Your contributions are truly appreciated.

We sincerely appreciate your efforts and dedication.

Congratulations, Nirmesh!

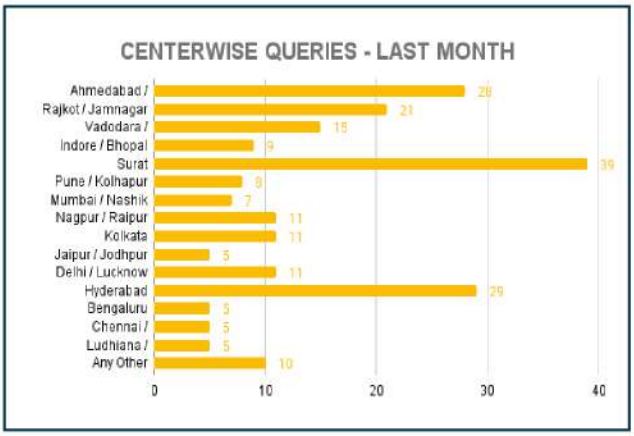
Team iiiEM

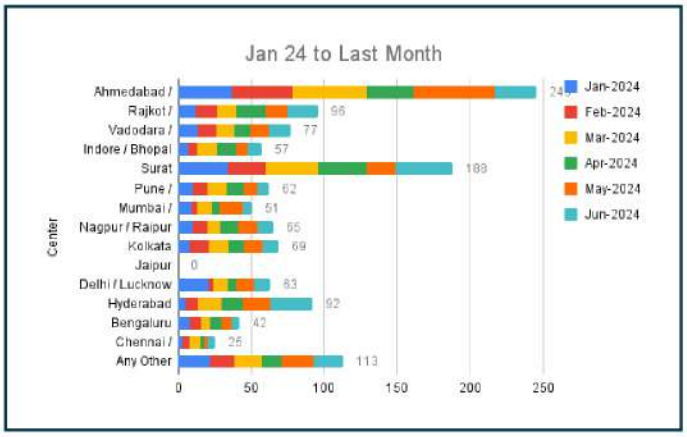
iiiEM Support Services Analysis

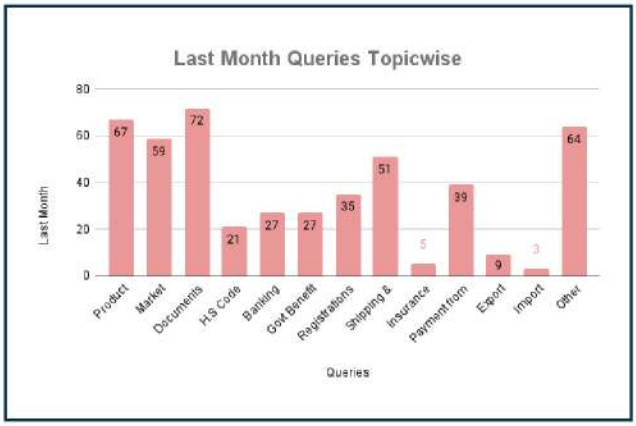
iiiEM offers a lot of Support Services – Lifetime Free – for the Participants and associates.

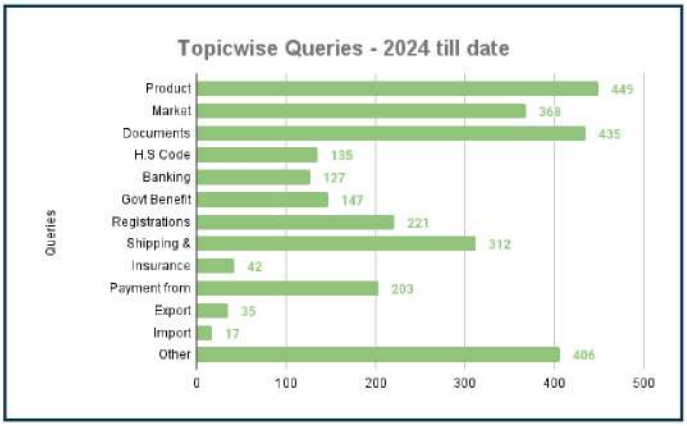
We reply, gather, save, compile and analyze the data. This analysis helps us in addressing the students' needs, improving our deliverables and services.

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









New Initiatives by iiiEM

1. iSupport

Telephonic support for the students with the faculty.

Please contact : **https://bit.ly/iiiEM_iSupport_Registration_Form**

2. International Trade Tours with iiiEM

The International Trade Tours as designed by iiiEM, gives an edge to the entire Business experience in a new way. The participants going to visit an International Trade Fair will be advantageous with:

Highlights

- iiiEM Mentor travelling with the group for guidance, support, mentoring for Foreign Trade
- iiiEM tours you to the local markets for business networking
- iiiEM demonstrates communication with the stall owners, suppliers, identifying a buyer
- How to talk about your product etc.
- iiiEM guides you for a business deal.

3. iiiEM Alumni Groups

Alumni of iiiEM groups on WhatsApp for regular updates on industry news countries, products, Trade Fairs, etc.

4. Website

iiiEM is designing a website exclusively for its registered participants/associates and students.

5. Pragati - Export Incubation Center

iiiEM has an Export Start-up called Project Pragati. This helps a participant of iiiEM to "quick-start" your export business. Project Pragati comes with a business environment, like-minded colleagues, supportive mentors, and focused business activities.

6. Placements

iiiEM assists students who wish to take up a job in the field of export-import.

Free Registration for Applying for Jobs –

Please contact : **https://bit.ly/iiiEM_iSupport_Registration_Form**

7. Export Start Up

iiiEM assists aspiring exports to enroll for 52 weeks online implementation guidance to strate



Quiz Corner
Answer to Win

India Special - May 2024 Quiz

https://forms.gle/EgGmYRzLXg8aanYz7

CLICK!



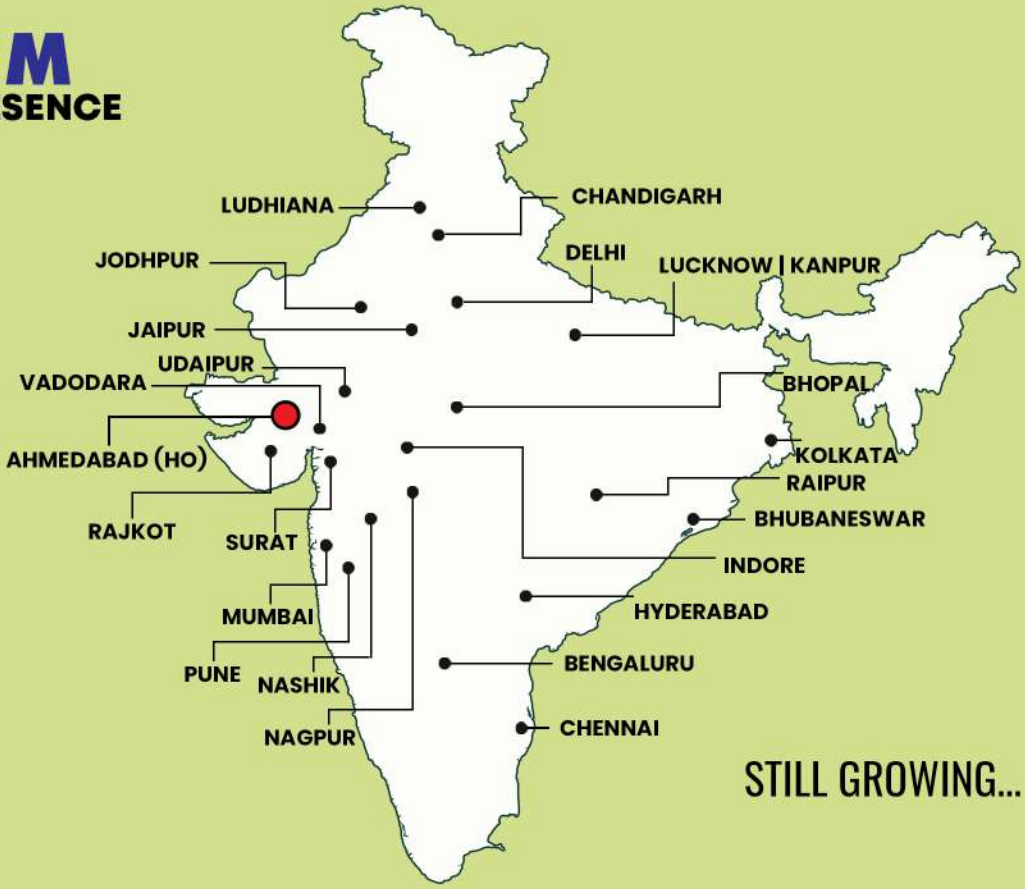


Prevent Plastic Pollution - Choose Reusable Bag

iiiEM Lifetime Free Support Services

- Study Material
- Export Import Email Support
- Telephonic Support
- Training Related Support
- iConnect
- Document Formats
- Job Assistance

iiiEM PRESENCE



STILL GROWING...

iiiEM
An Export Import Training Center

+91 937 759 0864 info@iiiem.in www.iiiem.in

Head Office : - 201-202, Iscon Avenue, Nr. Choice Restaurant,
C.G. Road, Navrangpura, Ahmedabad - 380009, Gujarat, IN.

A Breakdown of India's Overseas Trade in 2023

