





# APEDA's Role & It's FAS & & Export Opportunities from MP

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#### **ABOUT APEDA**



#### AGRICULTURAL & PROCESSED FOOD PRODUCTS EXPORT DEVELOPMENT AUTHORITY (APEDA)

- □ APEDA, is a government of India organization Under **Ministry Of Commerce & Industries** established under parliament act 1985(2 of 1986).
- ☐ APEDA having head office at **NEW DELHI.**
- □ REGIONAL OFFICES -14
- 1. MUMBAI 2. AHMADABAD
- 3. JAMMU & KASHMIR 4. VARANASI
- 5. CHANDIGARH 6. GUWAHATI
- 7. BHOPAL 8. KOLKATA
- 9. HYDERABAD 10. BANGALORE
- 11. CHENNAI 12. KOCHI
- 13. LADAKH 14. TRIPURA



#### **APEDA Scheduled Products**



- 1. Fruits, Vegetables and their Products
- 2. Meat and Meat Products
- 3. Poultry and Poultry Products
- 4. Dairy Products
- 5. Confectionery, Biscuits & Bakery Products
- 6. Honey, Jaggery and Sugar Products
- 7. Chocolates of all kinds
- 8. Alcoholic and Non-Alcoholic Beverages
- 9. Cereal and cereal Products
- **10.Groundnuts, Peanuts and Walnuts**
- 11. Pickles, Papads and Chutneys
- 12. Guar Gum
- 13. Floriculture and Floriculture Products
- 14. Herbal and Medicinal Plants
- 15. Basmati Rice
- 16. Cashew



























#### **APEDA'S MANDATE**



- PROMOTION OF APEDA SCHEDULED PRODUCTS.
- CREATION & DEVELOPMENT OF INFRASTRUCTURE.
- MARKET ACCESS, MARKET DEVELOPMENT AND PROMOTION.
- FINANCIAL ASSISTANCE TO REGISTERED EXPORTERS.
- CAPACITY BUILDING THROUGH TRAINING
- R&D AND PACKAGING STANDARDS DEVELOPMENT.





# **Export Statistics**





#### **Top 10 Export products from Madhya Pradesh**



|                               | 202       | .0-21     | 2021-    | 22        | 2022-23 (Ap | oril-June) |
|-------------------------------|-----------|-----------|----------|-----------|-------------|------------|
| Country                       | Qty(MT)   | Rs. Crore | Qty(MT)  | Rs. Crore | Qty(MT)     | Rs. Crore  |
| Rice                          | 130,194.2 | 856.2     | 95,572.4 | 736.7     | 38,226.4    | 291.7      |
| MISCELLANEOUS<br>PREPARATIONS | 17142.1   | 134.75    | 16065.37 | 160.84    | 4267.79     | 48.26      |
| DAIRY PRODUCTS                | 758.19    | 21.83     | 3373.99  | 130.87    | 969.42      | 44.37      |
| MILLED PRODUCTS               | 15782.41  | 53.06     | 16279.7  | 52.61     | 6592.79     | 24.27      |
| CASEIN                        | 1712      | 92        | 1998     | 136.73    | 273         | 22.9       |
| PULSES                        | 13438.44  | 98.04     | 4706.23  | 43.81     | 2148.49     | 20.11      |
| JAGGERY & CONFECTIONERY       | 1394.89   | 14.93     | 3432.3   | 35.49     | 732.74      | 8.85       |
| WHEAT                         | 190.1     | 0.66      | 670.77   | 1.57      | 3504.74     | 8.71       |
| CEREAL PREPARATIONS           | 254.75    | 3.73      | 269.21   | 6.07      | 646.85      | 6.3        |
| JAGGERY & CONFECTIONERY       | 1394.89   | 14.93     | 3432.3   | 35.49     | 732.74      | 8.85       |



#### Top 10 Destinations from Madhya Pradesh



|             | 2019-20  |           | 2020-21 |           | 2021-22 (April-June) |           |
|-------------|----------|-----------|---------|-----------|----------------------|-----------|
| Country     | Qty(MT)  | Rs. Crore | Qty(MT) | Rs. Crore | Qty(MT)              | Rs. Crore |
| USA         | 74129.53 | 585.78    | 76781.3 | 638.88    | 29076.04             | 238.06    |
| INDONESIA   | 608.46   | 9.78      | 2696.82 | 78.61     | 3164.49              | 42.57     |
| SAUDI ARAB  | 9843.4   | 68.36     | 8202.03 | 78.13     | 4181.26              | 36.65     |
| NETHERLAND  | 38551.55 | 209.45    | 9137.58 | 57.13     | 4842.66              | 27.82     |
| UK          | 11950.75 | 64.32     | 9227.59 | 57.22     | 3679.1               | 22.28     |
| PHILIPPINES | 1859.1   | 17.35     | 2038.13 | 23.12     | 1186                 | 21.51     |
| U ARAB EMTS | 4376.34  | 32.68     | 5865.35 | 36.19     | 2508.1               | 15.69     |
| AUSTRALIA   | 2895.4   | 24.01     | 3711.23 | 28.57     | 1109.09              | 8.01      |
| JAPAN       | 599.64   | 4.82      | 820.52  | 6.68      | 908.22               | 7.74      |
| MALAYSIA    | 1771.93  | 20.28     | 914.35  | 11.28     | 883.3                | 6.06      |





# **Export Opportunities of Madhya Pradesh**

|       | Cereals and Pulses |  |                               |  |  |  |
|-------|--------------------|--|-------------------------------|--|--|--|
| S. No | Product            | Name of the District   | Remarks                       |  |  |  |
| 1.    | Kodo ,Kutki        | Jabalpur Region  | No value addition             |  |  |  |
| 2.    | Basmati Rice       | Morena, Bhind, Sheopur, Gwalior, Datia,<br>Shivpuri, Guna, Vidisha, Raisen, Sehore,<br>Hoshangabad, Narsinghpur and Jabalpur | No Unit Registrations by NPPO |  |  |  |
| 3.    | Aromatic Rice      | Indore, Gwalior, Ujjain, Shajapur  | No Unit Registrations by NPPO |  |  |  |
| 4.    | Redgram            | Jabalpur, Mandla, Rewa, Katni, Pipariya,<br>Chhindwara, Narsinghpur  | FSMS                          |  |  |  |
| 5.    | Masoor Dal         | Indore, Neemuch,Bhopal,Gwalior,Raisen,Jabalpur, Narsinghpur  | FSMS                          |  |  |  |
| 6.    | Maize              | Chhindwara Region, Jabalpur region   |                               |  |  |  |





## **Export Opportunities of Madhya Pradesh**

|       | Fresh Fruits & Vegetables |  |                                    |  |  |  |
|-------|---------------------------|--|------------------------------------|--|--|--|
| S. No | Product                   | Name of the District                                   | Remarks                            |  |  |  |
| 1.    | Orange                    | Chhindwara, Agarmalwa, Rajgarh                         | A packhouse facility is required   |  |  |  |
| 2.    | Onion                     | Indore, Gwalior, Shajapur, Dewas, Ujjain               | Mostly Red onions are available    |  |  |  |
| 3.    | Potato                    | Indore, Gwalior, Ujjain, Shajapur                      | Chip Sona Variety is Not available |  |  |  |
| 4.    | Tomato                    | Shivapuri, Chhindwara, Sagar                           | Not processing variety             |  |  |  |
| 5.    | Green Pea                 | Jabalpur, Ratlam, Rewa, Tikamgarh                      | Very Good potential                |  |  |  |
| 6.    | Mirchi                    | Khargone, Barwani, Rajpur                              | G4 not available                   |  |  |  |
| 7.    | Banana                    | Burhanpur  | A packhouse facility is required   |  |  |  |
| 8.    | Guava                     | Hoshagabad, Bhopal, Rewa,<br>Katni, Shajapur, Khargone | A packhouse facility is required   |  |  |  |





## **Export Requirements at Farmer Level**

- Quality
- Quantity
- Consistency





Government of India

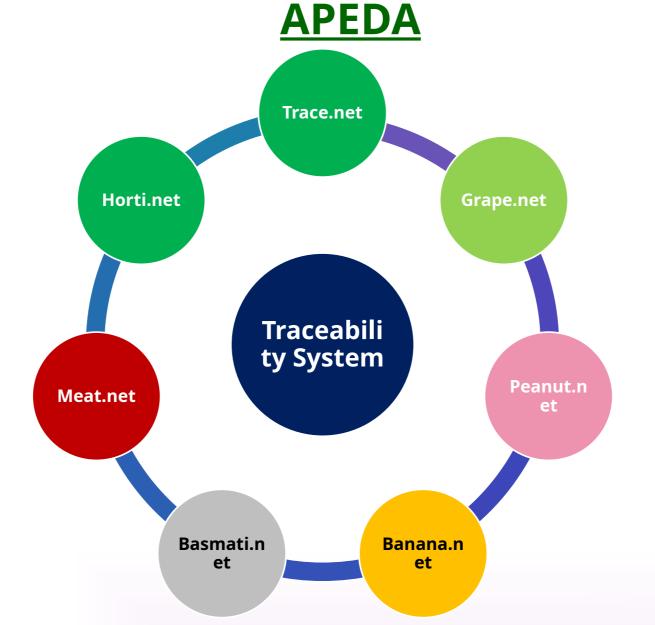
# IT INITIATIVES BY APEDA



#### TRACEABILITY SYSTEMS IMPLEMENTED BY



Department of Commerce Ministry of Commerce and Industry Government of India





#### **WHAT IS NPOP?**



- DIFFERENCE BETWEEN NPOP AND PGS.
- CERTIFICATION BODIES.
- TRACEABILITY SYSTEM( TRACE NET).
- IMPORT COUNTRY'S NPOP STANDARDS



#### **FARMER CONNECT**



Department of Commerce Ministry of Commerce and Industry Government of India

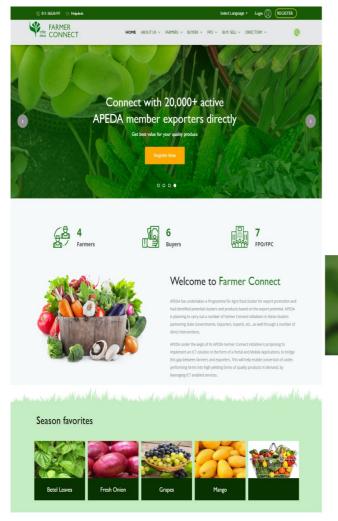




#### **APEDA Farmer Connect Portal**



Department of Commerce Ministry of Commerce and Industry Government of India





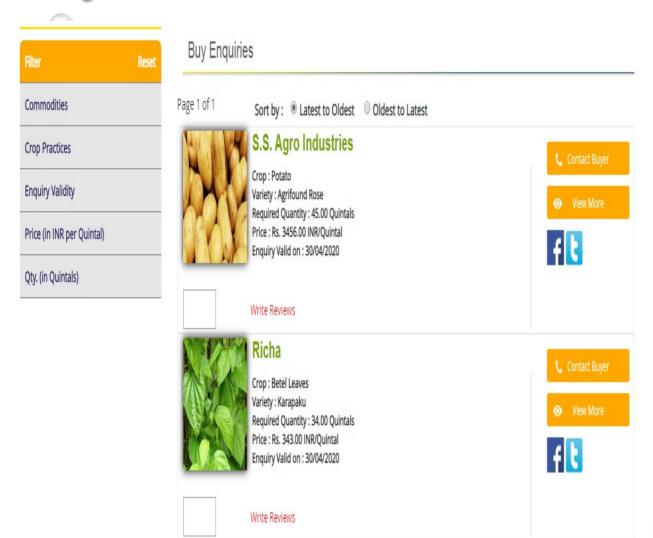


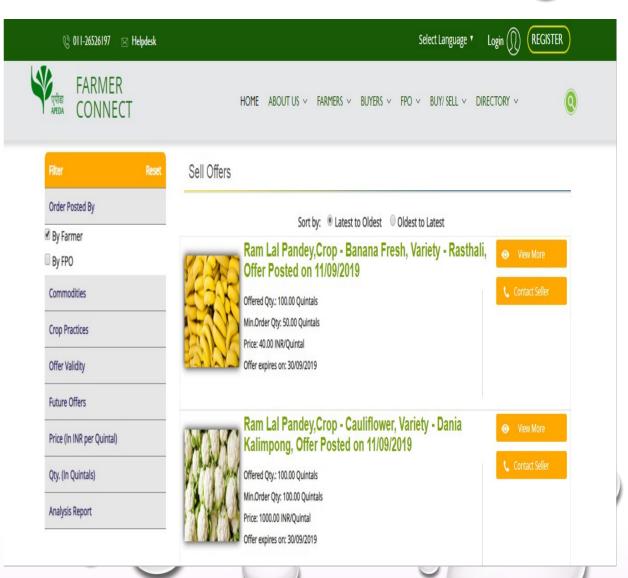


## **Buy Enquiries Screen**

#### Sell offers Screen









#### **MOBILE APPLICATIONS INTRODUCED BY APEDA**











# APEDA's Financial Assistance Schemes (2021-2026)



# APEDA's Financial Assistance Schemes



Department of Commerce Ministry of Commerce and Industry Government of India

#### Schemes under operation-

ure Developm

Quality
Developme
nt

Market Developme nt



# **Development of Export Infrastructure**



| Components  | Pattern of Assistance   |
|---|---|
| Export Infrastructure Development   |   |
| <ol> <li>Assistance for the establishment of processing<br/>and supply chain infrastructure (applicable for<br/>all APEDA scheduled Products) and their<br/>upgradation.</li> </ol> | Rs 200 Lakhs for each of the activities.  |
| <ol><li>Integrated Pack House and processing facilities<br/>for addressing missing gaps,</li></ol>  | Himalayan and land locked states, Island Union Territories, SC/ST beneficiaries and |
| <ol> <li>Purchase of insulated, reefer transport /mobile<br/>pre-cooling units including special vehicle for<br/>livestock carriers (For upgradation not allowed)</li> </ol>        |   |
| 4. Cable handling system for banana and other crops.  |   |



# **Development of Export Infrastructure**



| Components  | Pattern of Assistance  |
|---|--|
| Export Infrastructure Development   |  |
| <b>5</b> . Food processing facilities for addressing missing gaps required for enhancing productivity/ efficiency or quality for value-added products which may include facilities like x-ray, Screening equipments, Sortex, IQF, cooking/blanching line, filth / metal detector, sensors, vibrators or any new technology or equipment for food safety and quality requirements. | Rs 200 Lakhs for each of the activities. In case of exporters belonging to North - Eastern States , difficult areas namely Himalayan and land locked states, Island Union Territories, SC/ST beneficiaries and |
| <b>6.</b> Up-gradation of facilities mentioned in (1) to (5) above  |  |



# **Development of Export Infrastructure**



| Components                             | Pattern of Assistance                     |
|--|---|
| Common infrastructure facilities       |   |
| Such as Integrated Pack houses,        | The assistance will be up to 90% of the   |
| Processing Units, Laboratories etc. to | approved cost subject to a ceiling of Rs. |
| be set up by Central and State         | 600 lakhs. The funds shall be released    |
| government institutions                | against bank guarantee.                   |
|  |   |
|  |   |





| _    |   | Government of Indi                              |
|------|---|---|
|      | Components  | Pattern of Assistance                           |
| i.   | Implementation and Certification of quality and Food    | 50% of the cost subject to a ceiling of Rs. 5.0 |
|      | Safety Management Systems for all APEDA scheduled       | lakh per beneficiary.                           |
|      | products.   |   |
| ii.  | standardization, harmonization with international       | In case of exporters belonging to North -       |
|      | standards for adoption of global standards, hand held   | Eastern States , difficult areas namely         |
|      | devices for capturing farm level peripheral coordinates | Himalayan and land locked states,               |
|      | for traceability systems;                               | Island Union Territories, SC/ST                 |
| iii. | Strengthening technical and managerial skills to be     | beneficiaries and women entrepreneurs,          |
|      | implemented by APEDA through:                           | the assistance will be upto 75% subject to      |
|      |   | a ceiling of Rs 5.0 lakhs                       |
|      |   |   |
|      |   | 100% in case of APEDA.                          |
| Lal  | poratory for export testing and in-house lab equipment: | Up to 50% of the cost subject to maximum        |
|      |   | of Rs. 100 Lakhs                                |
| i. A | PEDA authorised Labs for up gradation.                  |   |
| AP   | EDA registered exporters for in-house lab equipment     | Up to 50% of the cost subject to                |
|      |   | maximum of Rs.50 lakhs                          |





|    | Sub-Components  | Pattern of Assistance  |
|----|---|--|
|    | Strengthening of technical and managerial skills  | Up to 50% of the travel cost and training fee subject to maximum of Rs. 3.00 lakhs per |
| a. | Training in India and abroad including study  | participant per year. Restriction of one   |
|    | tours   | participant per organization.  |
|    | Seminars/ workshops/ outreach programs etc. organized/ sponsored/ assisted by APEDA. Preparation of manuals, brochures, guidelines etc., wherever required. | Maximum assistance up to Rs. 5 lakhs.  |





| Sub-Components   | Pattern of Assistance   |
|--|---|
| v) a. Support for innovative ideas for infrastructure and quality improvement in agricultural and processed food sector b. Introduction of new plant/ seed/ germplasm varieties for export oriented/ varieties suitable for processing | 100 lakhs.  60% of the cost of imported plant material  |
| for APEDA Scheduled products.  |   |
| 2.3 Testing of water, soil, residues of agrochemicals/pesticide, veterinary drugs, hormones, toxins, heavy metals, microbial count etc. in agricultural  | The assistance will be upto 50% of the total cost subject to a ceiling of Rs. 5000/- per sample |
| produce / products where monitoring activity is implemented by APEDA   | The upper ceiling per beneficiary: Rs. 20<br>Lakhs during 5 years (2021-22 to 2025-26)          |





| Sub-Components  | Pattern of Assistance  |
|---|--|
| a. New Market / Product development through conducting feasibility studies. | Assistance will be up to 50% of the total cost subject to a ceiling of Rs. 10 lakhs per study per beneficiary if conducted by Trade Associations/Indian Mission abroad/Central/State Govt. Agenecies   |
| b. Assistance trial shipment covering multi-modal transport                 | Assistance will be up to 50% of the total cost subject to a ceiling of Rs. 10 lakhs In case of exporters belonging to North - Eastern States, difficult areas namely Himalayan and land locked states, Island Union Territories, SC/ST beneficiaries and women entrepreneurs, the assistance will be up to 75% subject to a ceiling of Rs 10 lakhs |





|    | Sub-Components                            | Pattern of Assistance   |
|----|---|---|
| c. | Registration of Brand / IPR outside India | Assistance will be up to 50% of the total cost subject to a ceiling of Rs. 20 lakhs per beneficiary In case of exporters belonging to North - Eastern States, difficult areas namely Himalayan and land locked states, Island Union Territories, SC/ST beneficiaries and women entrepreneurs, the assistance will be up to 75% subject to a ceiling of Rs 20 lakhs  100% in case of APEDA |



#### **Market Development**



3.1 Development and dissemination of database, market intelligence:

The component would be implemented by APEDA.

3.2 Participation in fairs/ events/ buyer- seller meets /reverse buyer seller meets trade delegations, promotion of GI products etc.

The component would be implemented by APEDA.

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The component would be implemented by APEDA.



# How to become APEDA Member?



- Company Registration
- Import Export Code (IEC) from DGFT
- Apply online at APEDA website –RCMC
  - IEC self attested copy
    - -Incase of Manufacturer -FSSAI, Udyog Adhaar
      - Bank certificate
        - Fees Rs. 5900/- (for 5 years)



## Constraints Faced in Madhya Pradesh



- **Land-locked state.**
- Lack of adequate export infrastructure
- Lack of awareness about export.
- Traditional farming practices.
- Non-availability of sufficient export quality produce.
- Lack of value-addition products.
- **Lack of Branding and Promotion.**



#### WHAT IS JUDICIOUS USE OF PESTICIDES



APPROVED PESTICIDE

VS

- BANNED INSECTICIDES: ACEPHATE ETC.,
- APPROVED USE (TARGET PEST)
- > APPROVED DOSE RATE
- MODE OF APPLICATION
- ➤ USE OF PPE/ SAFETY
- USE ONLY WHEN REQUIRED (IF NECESSARY AS A LAST RESORT)



#### WAY FORWARD



- \* Formation of clusters.
- Identification of potential FPOs and Start-ups.
- Training and Capacity Building for stakeholders.
- \* Registration of FPOs in farmer connect portal.
- Organizing of Buyer Seller meets.
- Participation in international trade fairs.
- **Development of export Infrastructure.**
- Value addition.
- Processing varieties.





#### **APEDA's Initiatives** Success Story



Department of Commerce Ministry of Commerce and Industry ment of India

#### एपीडा ने मध्यप्रदेश से अमेरिका को फ्रीज स्ट्रॉबेरी के निर्यात की सुगमता प्रदान की

पीपुल्स संवाददाता • छिंदवाडा

editor@peoplessamachar.co.in

मप्र से कृषि और प्रसंस्कृत खाद्य उत्पादों की निर्यात की क्षमता को बढाने के लिए मप्र से नेवार्क यूएस को समुद्री मार्ग से फ्रीज डाइड स्ट्रॉबेरी के 96 बक्सों को

स्टॉबेरी को महाबलेश्वरम के एफपीओ कसानों से प्राप्त किया जाता है तथा मप्र के छिंदवाडा जिले के एपीड़ा पंजीकत निर्यातक किया गया है। मैसर्स उन्नित

किया जा सके। एपीड़ा द्वारा देश से निर्यात हिस्सेदारी बढ़ाने हेतु मप्र

राज्यों में कई निर्यात संवर्धन गतिविधियां प्रचलित है। हाल ही मे एपीडा ने बांग्लादेश को ष्छिंदवाडा संतरेष्की पहली खेप और हरदा से गेहं के आटे को दबई निर्यात की



अच्छी खबर

युएसए को समुद्री मार्ग से फ्रीज-ड्राइड स्ट्रॉबेरी के 96 बक्सों को भेजा

#### एपीडा ने प्रदेश से नेवार्क, यूएसए को फ्रीज-ड्राई स्ट्रॉबेरी का किया निर्यात

मप्र से किष और प्रसंस्कृत खाद्य उत्पादों की निर्यात की क्षमता को बढ़ाने के लिए

श्रंखला को मजबत करने के एवं फ्रीज डाय फलों के बाजार में मौको पार्टनर्स एवं यएसए से आयातक ने



#### रसीले स्ट्रांबेरी का पहला लॉट यूएसए रवाना

एपीडा ने की स्ट्रॉबेरी के निर्यात की पहल, अब स्थानीय उत्पादकों को मिलेगा लाम

एपीडा (एग्रीकल्चर एंड प्रोसेस्ड फड प्रोडक्टस एक्सपोर्ट डेवलपमेंट

उत्पादों की निर्यात क्षमता को बढ़ाने क्षेत्रीय प्रमुख प्रशांत वाघमारे, के बाजारों में पहंचाने की पहल की



करने के दौरान एपीड़ा के महाप्रबंधक से आम, सेब, केला. अनानास, गए रसीले स्टॉबेरी का फ्रीज डार गप्ता. सहायक महाप्रबंधक एवं फ्रीज ड्राय तकनीक से देश-विदेश बाजार के लिए निर्यात किया है

Flag off Ceremony of frozen dehydrated Strawberry from Sausar, Dist. Chhindwara to the USA on 16.06.2022 Till Date, 2200Kg has been exported to the USA





# APEDA's Initiatives MOUS



Department of Commerce Ministry of Commerce and Industry Government of India





MOU with JNKVV

**MOU with NRC- Citrus** 



#### **APEDA's Initiatives Exhibitions & Promotional Activities**



Department of Commerce Ministry of Commerce and Industry Government of India









#### इंडस्ट्रियल इंजीनियरिंग एक्सपो के समापन में बोले पीएस संजय शुक्ला... **MP के एक्सपोर्ट ओरिएंटेड बनने की** गुंजाइश, भोपाल बनेगा इंडस्ट्रियल हब सभी बोले अगली बार और वहद रूप में होगा एक्सपो

गोविंदपरा और मंडीदीप दो ही इंडरिट्रयल एरिया हुआ करते थे, कई नए औद्योगिक क्षेत्र विकसित हो रहे हैं जिनमें बगरोदा. के पास बडियाखेडी में भी एक विहाही से ज्यादा यूनिट्स लग गई हैं। यही नहीं इंडस्ट्रियल एरिया के







**Promotion of Startups at** Trade Fairs. APEDA received 1st Prize in Innovative **Product Stall Category and** 2nd prize in Best stall category.



#### **APEDA's Initiatives**



#### एपीडा APEDA Orange Buyer Seller Meet (BSM) at Pandhurna

Department of Commerce Ministry of Commerce and Industry Government of India





#### **APEDA's Initiatives**

# Success Story



Department of Commerce Ministry of Commerce and Industry Government of India



**छिंदवाड़ा,** शुक्रवार, 19 नवम्बर, 2021

patrika.com,

#### कलेक्टर ने पांढुर्ना में संतरा ग्रेडिंग यूनिट और पैकिंग सेंटर का किया अवलोकन

# बांग्लादेश खाना, कलेक्टर ने दिखाई हरी झंडी

बिरमा मंदा जरांदी पर विकास संस्केती --

की। कलेक्टर ने संतरा व्यापारियों बाजारों में भी पहुंचाने को लेकर अशोक कुमार बोहरा, एक्सपोर्टर मौजूद रहे।





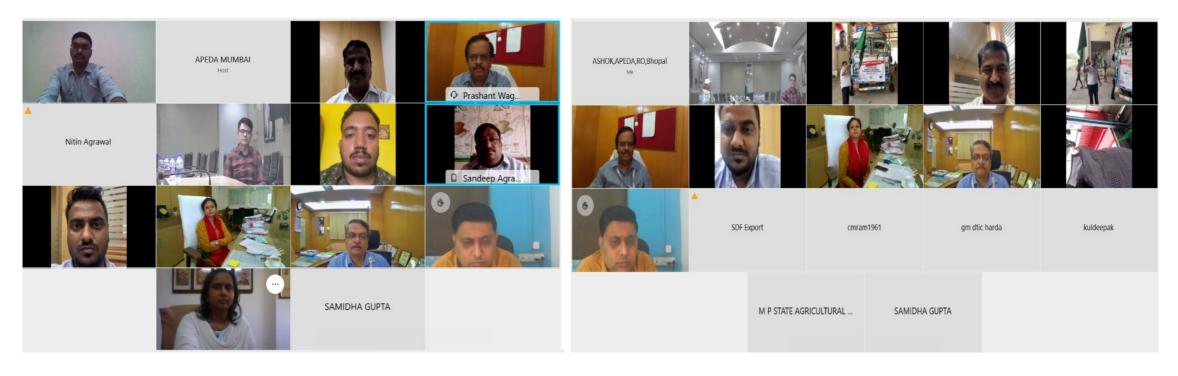
Flag off Ceremony of Oranges from Pandhurna, Dist.Chhindwara to Bangladesh on 18.11.2021 In the last Season 350MT Orange Exported



#### **APEDA's Initiatives In Madhya Pradesh**

# Success Story





#### Flag off ceremony of MAIDA:

First Shipment of refined Wheat flour from Harda, Madhya Pradesh to Dubai on 1st April 2021. Till date 44 containers of Maida was exported to Dubai.







Department of Commerce Ministry of Commerce and Industry Government of India

