

Unlocking Global Opportunities: A Guide to Agricultural Exports

Introduction:

Exporting is the process of selling goods and services produced in one country to buyers located in another country. It opens up exciting opportunities for businesses to expand their markets, increase profitability, and foster international relationships. Whether you're a seasoned exporter or just beginning to explore the world of global trade, this brochure will provide you with valuable insights and resources to navigate the export journey successfully.

Why Export?

- ❖ **Market Expansion:** Exporting allows businesses to tap into new markets beyond their domestic borders, diversifying their customer base and reducing dependence on a single market.
- ❖ **Increased Revenue:** Accessing international markets can lead to significant revenue growth as businesses capitalize on new sales opportunities and higher demand.
- ❖ **Competitive Advantage:** Exporting can enhance competitiveness by leveraging unique products, technologies, or expertise to gain a foothold in global markets.
- ❖ **Economies of Scale:** Expanding production to meet export demand often results in economies of scale, leading to lower production costs and improved profitability.
- ❖ **Innovation and Learning:** Engaging in international trade exposes businesses to new ideas, technologies, and business practices, fostering innovation and continuous improvement.

Key Steps to Export Success:

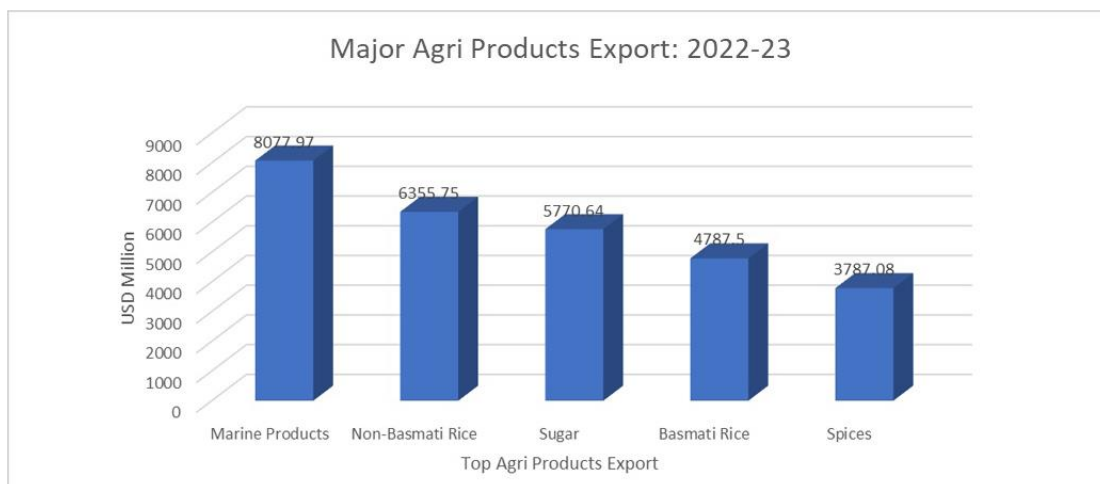
- ❖ **Market Research:** Identify target markets by conducting thorough market research to understand consumer preferences, market trends, regulatory requirements, and competition.
- ❖ **Product Adaptation:** Customize products or services to meet the specific needs and preferences of target markets, considering factors such as cultural differences, language, and regulations.
- ❖ **Export Planning:** Develop a comprehensive export plan outlining goals, strategies, timelines, budget, and resources required to execute the export strategy effectively.
- ❖ **Logistics and Distribution:** Establish efficient logistics and distribution channels to ensure timely delivery of products to international customers while minimizing costs and risks.
- ❖ **Legal and Regulatory Compliance:** Familiarize yourself with export regulations, trade agreements, customs procedures, and documentation requirements to ensure compliance and avoid potential penalties or delays.
- ❖ **Financing and Payment:** Explore financing options and payment methods suitable for international trade transactions, such as letters of credit, export credit insurance, or foreign exchange hedging.

- ❖ **Marketing and Promotion:** Develop targeted marketing and promotional campaigns to raise awareness of your products or services in international markets, leveraging digital platforms, trade shows, and partnerships.
- ❖ **Build Relationships:** Cultivate strong relationships with overseas customers, distributors, agents, and partners to foster trust, collaboration, and long-term success’

Strength of India in Agricultural Exports:

India, known for its rich agricultural heritage and diverse agro-climatic conditions, stands as one of the world's largest producers of agricultural commodities. During 2022-23, India's total merchandise exports stands at US\$ 451.07 billion out of which Agri products contributed US\$ 53.12 billion which is 11.8% of total export. With a plethora of crops ranging from rice, wheat, and pulses to spices, fruits, and vegetables, India's agricultural sector offers immense potential for export-driven growth. Agricultural exports from India not only contribute significantly to the country's economy but also play a pivotal role in enhancing farmer incomes, employment generation, and rural development.

Indian agricultural/horticultural and processed foods are exported to more than 200



countries/regions. In 2022-23, top 10 Agri exported commodities (As per DGCIS export) were marine products (US\$ 8.08 billion), Non-basmati rice (US\$ 6.36 billion), Sugar (US\$ 5.77 billion), Basmati rice (US\$ 4.79 billion), Spices (US\$ 3.79 billion), Buffalo meat (US\$ 3.19 billion), Oil Meals (US\$ 1.60 billion), Wheat (US\$ 1.52 billion), Misc Processed Items (US\$ 1.42 billion) and Castor Oil (US\$ 1.27 billion).

Strength of Tamil Nadu in Agricultural Export:

Tamil Nadu, nestled in the southern part of India, boasts a diverse agricultural landscape blessed with fertile soils, favourable climatic conditions, and abundant water resources. The state's rich agricultural heritage, coupled with a tradition of innovation and entrepreneurship, positions Tamil Nadu as a key player in India's Agricultural and Processed Food Export sector. Tamil Nadu ranks 7th position in India worth to **Rs.12274 Cr (\$1,530.42 million)** for FY 2022-23. From conventional agricultural staples to high-value crops, the state's export sector plays a vital role in strengthen the local economy, sustaining rural livelihoods, and ensuring food security.

Major Products Exported from Tamil Nadu

TOP 15 Products Exports	Least 15 Products Exports
<ul style="list-style-type: none"> ❖ Non basmati rice ❖ Groundnuts ❖ Processed fruits, juices & nuts ❖ Cashew kernels ❖ Mango pulp ❖ Cucumber and gherkins ❖ Buffalo meat ❖ Poultry products ❖ Miscellaneous preparations ❖ Fresh onions ❖ Jaggery & confectionery ❖ Cereal preparations ❖ Maize ❖ Other fresh vegetables ❖ Floriculture 	<ul style="list-style-type: none"> ❖ Prepared animal feeder ❖ Milled products ❖ Processed vegetables ❖ Dairy products ❖ Albumin (eggs & milk) ❖ Other fresh fruits ❖ Alcoholic beverages ❖ Pulses ❖ Others (betel leaves & nuts) ❖ Cocoa products ❖ Cashewnut shell liquid ❖ Millet ❖ Sheep/goat meat ❖ Basmati rice ❖ Fresh mangoes

Major Export Destinations of Tamil Nadu:

Top 15 Export Destination	Least 15 Export Destination	Unexplored 15 Countries
<ul style="list-style-type: none"> ❖ Sri lanka Dsr ❖ Indonesia ❖ Vietnam ❖ Malaysia ❖ Singapore ❖ U arab emts ❖ Netherland ❖ U SA ❖ Thailand ❖ Maldives ❖ Saudi Arab ❖ China RP ❖ U K ❖ Oman ❖ Japan 	<ul style="list-style-type: none"> ❖ Philippines ❖ Qatar ❖ Bangladesh pr ❖ Canada ❖ Kuwait ❖ Russia ❖ Germany ❖ Benin ❖ Australia ❖ Kenya ❖ Iraq ❖ France ❖ Spain ❖ Italy ❖ Korea RP 	<ul style="list-style-type: none"> Mauritius Jordan Norway Brazil Sierra leone Liberia Peru Portugal South Africa Fiji is Gambia Morocco Sweden Ukraine Switzerland

How to Start Export

Export in itself is a very wide concept and lot of preparations is required by an exporter before starting an export business. To start export business, the following steps may be followed:

1) ESTABLISHING AN ORGANISATION:

To start the export business, first a sole Proprietary concern/ Partnership firm/Company has to be set up as per procedure with an attractive name and logo.

2) OPENING A BANK ACCOUNT

A current account with a Bank authorized to deal in Foreign Exchange should be opened.

3) OBTAINING PERMANENT ACCOUNT NUMBER (PAN)

It is necessary for every exporter and importer to obtain a PAN from the Income Tax Department.

4) OBTAINING IMPORTER-EXPORTER CODE (IEC) NUMBER

As per the Foreign Trade Policy, it is mandatory to obtain IEC for export/import from India, which is PAN based.

An application for IEC is filed online at www.dgft.gov.in, online payment of application fee of Rs. 500/- through net Banking or credit/debit card is made along with requisite documents as mentioned in the application form.

Documents required for IEC Code registration

The list of scanned documents required for IEC Registration is listed as follows:

- ❖ Proof of establishment/incorporation/registration: The following type of Firm needs to submit the establishment/incorporation/registration certificate:
 - ❖ Partnership
 - ❖ Registered Society
 - ❖ Trust
 - ❖ Other
- ❖ Proof of Address: Proof of Address can be any one of the following documents:
 - Rent agreement
 - Electricity bill
 - Telephone landline bill
 - Mobile, post-paid bill
- ❖ Partnership deed
- ❖ Company PAN/individual PAN

Other acceptable documents (for proprietorship only):

- ❖ Aadhar card

Note: In case the address proof is not in the Name of the applicant firm, a no objection certificate (NOC) by the firm premises owner in favor of the Firm, along with the address proof, is to be submitted as a single PDF document.

- ❖ Proof of Firm's Bank Account
- ❖ Cancelled Cheque
- ❖ Bank Certificate
- ❖ User should have an active DSC or Aadhaar of the Firm's member for submission.
- ❖ Active Firm's Bank accounts for entering its details in the Application and making online payment of the application fee.

5) IMPORTANT EXPORT PROMOTION COUNCILS -REGISTRATION CUM MEMBERSHIP CERTIFICATE (RCMC)

For availing authorization to import/ export or any other benefit or concession under FTP 2015-20, as also to avail the services/ guidance, exporters are required to obtain RCMC granted by the concerned Export Promotion Councils/ FIEO/Commodity Boards/ Authorities.

S.No	Products	EPC/Commodity Boards/authorities	Documents Required obtaining E -RCMC
1.	<ul style="list-style-type: none"> ❖ Fruits, Vegetables and their Products ❖ Meat and Meat Products ❖ Poultry and Poultry Products ❖ Dairy Products ❖ Confectionery, Biscuits & Bakery Products ❖ Honey, Jaggery and Sugar Products ❖ Chocolates of all kinds ❖ Alcoholic and Non-Alcoholic Beverages ❖ Cereal and cereal Products ❖ Groundnuts, Peanuts and Walnuts ❖ Pickles, Papads and Chutneys ❖ Guar Gum ❖ Floriculture and Floriculture Products ❖ Herbal and Medicinal Plants ❖ De- oiled rice bran ❖ Green pepper in Brine ❖ Cashew and its products ❖ Organic Products 	<p>APEDA/DGFT E-RCMC</p>	<p>For Merchant Exporters:</p> <ul style="list-style-type: none"> ➤ Self-certified copy of Import-Export code issued by D.G.F.T. <p>For Manufacturer Exporter:</p> <ul style="list-style-type: none"> ➤ Self-certified copy of Import-Export code issued by D.G.F.T ➤ Exporter should furnish a self- attested copy of the registration of the company with the relevant certification agencies like FSSAI/SIA/DIC/Dept of Horticulture/MSME /Govt. institution of Ayurveda/ Department of Excise Commissioner/ NOC issued by pollution control Board based on the products. ➤ Validity -5years ➤ Registration fee of Rs.5000/-
2.	<ul style="list-style-type: none"> ❖ Frozen Marine Products ❖ Canned Marine Products ❖ Freeze Dried Marine Products ❖ Live Marine Products, other than Ornamental Fish 	<p>MPEDA/DGFT E-RCMC</p>	<ul style="list-style-type: none"> ➤ Passport size photograph of the applicant ➤ Proof of address ➤ Copy of written agreement for utilization of surplus capacity of Processing Plant and Handling Facility.

	<ul style="list-style-type: none"> ❖ Dried Marine Products ❖ Chilled Marine Products ❖ Ornamental Fish ❖ Others (Edible)/(Non-Edible) 		<ul style="list-style-type: none"> ➤ Original of the joint undertaking by the owner of the Processing Plant and Handling Facility ➤ Original Registration Certificate of Processing Plant and Handling Facility for endorsement ➤ Original Registration Certificate of Storage premises for endorsement ➤ Fee for endorsement ➤ Certificate from Scheduled Bank showing financial soundness ➤ Copy of the Certificate of Importer Exporter Code(IEC) issued by DGFT ➤ Registration fee of Rs.5000/- ➤ Copy of the purchase order
3.	<ul style="list-style-type: none"> ❖ Tea 	Tea Board/DGFT E-RCMC	<ul style="list-style-type: none"> ➤ Application form in prescribed format with properly signed along with date and seal of the proprietor, partner, Director, Authorized Signatory ➤ Copy of Import Export Code (IEC) issued by DGFT ➤ Copy of Tea Board's exporter license ➤ Declaration in the company letterhead to the effect that the Applicant is regularly submitting monthly export returns (including NIL returns) to Tea Board ➤ Application fees by D.D drawn in favor of Tea Board, Kolkata ➤ Registration Fee – Rs. 2800/-
4.	<ul style="list-style-type: none"> ❖ Coffee 	Coffee Board/DGFT E-RCMC	<ul style="list-style-type: none"> ➤ Import Export Code Certificate, ➤ Goods and Service Tax (GST)

			<p>Registration Certificate,</p> <ul style="list-style-type: none"> ➤ Certificate of Incorporation (in case of Private Ltd & Public Ltd Companies) ➤ Certificate issued by Dept. of MS&ME Enterprises, FSSAI,(if the application is for ➤ Registering as Manufacturer Exporter), ➤ PAN & AADHAAR Card Copies of all the Applicant and Authorised Person(s) mentioned in the Application. ➤ RCMC Certificate of other EPCs / Commodity Boards (if the applicant is a Member of any other EPCs/Commodity Boards) ➤ Bank's Confidential Letter. ➤ Payment details of fees for issue of Registration Cum Membership Certificate. ➤ Registration Fee – Rs. Rs.6,200/- ➤ Validity – Three Years
5.	❖ Spices and its products	Spices Board/DGFT E-RCMC	<p>MERCHANT EXPORTER</p> <ul style="list-style-type: none"> ➤ Copy of GST ➤ Bank Report in Annex II ➤ Copy of Central FSSAI <p>MANUFACTURER EXPORTER</p> <ul style="list-style-type: none"> ➤ Copy of GST ➤ Copy of Central FSSAI ➤ Copy of MSME ➤ Valid Copy of Consent to Operate

			<p>issued by Pollution Control Board (PCB)</p> <ul style="list-style-type: none"> ➤ Proof of Ownership of the Building of the Processing Unit (Copy of Valid Lease / Rent Agreement /Recent Property Tax Receipt) ➤ Manufacturer - Rs.17,700/- ➤ Merchant - Rs.11,800/- ➤ Validity - 3 Years'
6.	❖ Coconut & Coconut based Products	Coconut Development Board/DGFT E-RCMC	<ul style="list-style-type: none"> ➤ Registration fee of Rs.5000/- (Rupees Five thousand only) ➤ Demand Draft drawn in favour of the Chairman, Coconut Development Board payable at Ernakulam. ➤ A self certified copy of the IEC Number issued by the licensing authority concerned. ➤ Self certified / attested copy of Partnership Deed / Memorandum & Articles of Association (Not applicable to proprietorship firms) ➤ Self-certified / Attested copies of evidence indicating that you are a manufacturer exporter. ➤ Self-certified copy of PAN card. ➤ Validity -5 Years
7.	❖ Herbal & Medicinal Products	Ayush Export Promotion Council/DGFT E-RCMC	<ul style="list-style-type: none"> ➤ A self certified copy of the IEC Number issued by the licensing authority concerned. ➤ Self certified / attested copy of Partnership Deed / Memorandum & Articles of Association (Not applicable to proprietorship firms) Self-certified copy of PAN card.

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6. SELECTION OF PRODUCTS:

All items are freely exportable except few items appearing in prohibited/ restricted list.

After studying the trends of export of different products from India proper selection of the product(s) to be exported may be made.

➤ ITC-HS Code

Introduction:

ITC-HS Codes or better known as Indian Trade Classification based on Harmonized System of Coding was adopted in India for import-export operations. Indian custom uses an eight-digit ITC-HS Codes to suit the national trade requirements.

- **ITC-HS Codes Schedules:**
- ITC-HS codes are divided into two schedules.
- ITC (HS) Import Schedule I describe the rules and guidelines related to import policies where as Schedule II describe the rules and regulation related to export policies. Schedule I of the ITC-HS code is divided into 22 sections and each section is further divided into chapters. The total number of chapters in the schedule I is 99. The chapters are further divided into sub-heading under which different HS codes are mentioned. Export Policy Schedule II of the ITC-HS code contains 98 chapters giving all the details about the guidelines related to the export policies.

Governing Body of ITC (HS) Code:

Any changes or formulation or addition of new codes in ITC-HS Codes are carried out by DGFT (Directorate General of Foreign Trade). Commodity description, weeding out of defunct codes, addition of new codes, change of product description etc., are taken up periodically as a part of the ongoing process towards perfection.

➤ **How to read ITC HS Code**

For example – HS code is- 76069299

In the above harmonized code there are 8 digits. We can break the digits as given below HS classification Code list

- First 2 digits from the left side (76) - Chapter
- 4 digits from the left side (7606) - Heading
- 6 digits from the left side (760692) – Sub Heading
- 8 digits from the left side (76069299) – Regional Tariff

7. EXPORT POLICY:

Just like imports, goods can be exported freely if they are not mentioned in the classification of ITC (HS). Below follows the classification of goods for export:

- Restricted
- Prohibited
- State Trading Enterprise

Restricted Goods - before exporting any restricted goods, the exporter must first obtain a license explicitly permitting the exporter to do so. The restricted goods must be exported through a set of procedures/conditions, which are detailed in the license.

Prohibited Goods - these are the items which cannot be exported at all. The vast majority of these include wild animals, and animal articles that may carry a risk of infection.

State Trading Enterprise (STE) - Certain items can be exported only through designated STEs. The export of such items is subject to the conditions specified in the EXIM policy.

8. PACKAGING:

An important stage after manufacturing of goods or their procurement is their preparation for shipment which involves packaging and labelling of goods to be exported. Proper packaging and labelling not only makes the final product look attractive but also save a huge amount of money by saving the product from wrong handling the export process.

It is essential for exporters to keep four potential problems in mind when designing a shipping crate for international shipping: breakage, moisture, leakage, pilferage, and excessive weight.

Exporters should take into account the demands of international shipping when designing their export shipping crates.

9. LABELLING:

Like packaging, labelling should also be done with extra care. It is also important for an exporter to be familiar with all kinds of sign and symbols and should also maintain all the nationally and internationally standards while using these symbols. Labelling should be in English, and words indicating country of origin should be as large and as prominent as any other English wording on the package or label.

Labelling on product provides the following important information:

- Shipper's mark
- Country of origin
- Weight marking (in pounds and in kilograms)
- Number of packages and size of cases (in inches and centimetres)
- Handling marks (international pictorial symbols)
- Cautionary markings, such as "This Side Up."
- Port of entry
- Labels for hazardous materials

Labelling of a product also provides information like how to use, transport, recycle, or dispose of the package or product. With pharmaceuticals, food, medical, and chemical products, some types of information are required by governments.

10. CUSTOMS HOUSE AGENTS:

Exporters may avail services of Customs House Agents licensed by the Commissioner of Customs. They are professionals and facilitate work connected with clearance of cargo from Customs.

➤ **Documentation:**

FTP 2023 describes the following mandatory documents for import and export.

- Bill of Lading/ Airway bill
- Commercial invoice cum packing list
- shipping bill/ bill of export/ bill of entry (for imports) (Other documents like certificate of origin, inspection certificate etc may be required as per the case.)

➤ **Submission of Documents to Bank:**

After shipment, it is obligatory to present the documents to the Bank within 21 days for onward dispatch to the foreign Bank for arranging payment. Documents should be drawn under Collection/Purchase/Negotiation under L/C as the case may be, along with the following documents:

- Bill of Exchange
- Letter of Credit (if shipment is under L/C)
- Invoice
- Packing List
- Airway Bill/Bill of Lading
- Declaration under Foreign Exchange
- Certificate of Origin/GSP
- Inspection Certificate, wherever necessary
- Any other document as required in the L/C or by the buyer or statutorily.

11. EXPORT DOCUMENTATION: EXPORT FROM INDIA

Export from India demands documents depending upon the destination where the product needs to be exported and also the kind of product that is about to get exported. Different countries require different certifications for different product range. While these documents not just give insight regarding the item and its destination port but on the other hand, they are also utilized with the end goal of tax assessment and quality control investigation certification.

Here is a list of documents that you need to furnish while exporting overseas from India.

○ **Bill of Landing:**

Bill of landing is one of the essential documents in charge of export bound cargos. It is issued by the carrier to represent a contract and a receipt between the shipper and the carrier. Under this Bill, the carrier acknowledges that the goods have been received from the exporter in good condition and is ready to ship.

○ **Commercial Invoice cum Packing List:**

Recently under Government guidelines two documents, Packing List and Commercial Invoice, required by Customs have been merged into one document.

I. Commercial Invoice: It is a necessary document in export. Once the products are good to go, a Commercial Invoice is prepared and submitted to the Customs by the exporter. The customs signature is required before the shipment begins.

II. Packing List: This document is required when the cargo contains more than one product. A proper packaging list is prepared, listing the distinct items, which needs to be export.

- **Shipping Bill or Bill of Export:**

Shipping Bill is a customs document needed to obtain clearance for exports from customs. It is issued by Indian Customs Electronic Gateway (ICEGATE) which provides electronic filing of Shipping Bills. An exporter cannot ship the goods unless and until he files the Shipping Bill as it a mandatory document.

- **Proforma Invoice:**

A proforma invoice is a bill which is required when you need advance payment from your committed customers. A proforma invoice includes details about the product, price, delivery, payment transactions, etc. It is an agreement between the buyer and the seller on the basis of trust.

- **Export Order/Purchase Order:**

After the Proforma Invoice is issued, the buyer confirms the order through Purchase Order (PO) with the exporter. The purchase order includes details from the buyer's side specifying goods details such as cost, currency, shipping details and their requirements.

- **Certificate of Origin:**

The Certificate of Origin (COO) is a special document which provides the information such as the country of the origin of the goods; that is the place where goods have been manufactured. It is an affidavit attached to the commercial invoice. The COO is generated for each item in the parcel.

- **Bill of exchange (BE):**

A written order which tells buyer to pay the amount mentioned by the exporter is known as the Bill of Exchange. It is generated by the exporter to inform the importer about the payment.

- **Letter of Credit:**

The respective buyer's bank issues the Letter of Credit to confirm the payment to the exporter on the committed date, in case the buyer gets late in paying the bills. It is an essential document which is guaranteed by the bank in order to honour the buyer purchase order.

- **Inspection/Quality check:**

An importer can ask for quality investigation before the shipment of the goods. Inspecting the product's quality, examining, and testing products comes under this bill. The buyer can assist on verifying the packaging parameters as well. The exporter should get ready the quality inspection certificate while shipping products.

- **Phyto-sanitary certificates and fumigation certificates:**

The Phyto-sanitary certificate and the fumigation certificate are demanded by the importer in regard to quality check of products under international quality standards and norms. The Phyto-sanitary certificate is compulsory while shipping agricultural commodities from India. It is one of the mandatory document and exports should regulate this certificate when exporting.

All businesses and organizations are expected to be agreeable with the nation regulations and guidelines to maintain a worldwide business. By meeting the various requirements through documentation and certificates you can scale up your business in the international markets and reach millions of customers out there.

Important Fruits & Vegetables Export Procedures:

➤ **Certificates & Treatment required for Export of Mango:**

- The mango orchards has to be registered with local Horticulture department and the certificate has to be produced along with application for PSC issue.

Country	Vapour Heat Treatment	Hot Water Treatment	Irradiation Treatment
EU & UK	46.5°C for 30 Minutes or 47.5°C for 20 Minutes	Fruit up to 500 gm 48°C for 60 Min	-
Japan	47.5°C for 20 Minutes	-	-
New Zealand	48°C for 20 Minutes	-	-
Australia	46.5°C for 30 Minutes or 47.5°C for 20 Minutes for UP	-	400Gray minimum by Cobalt-60, produced in UP India.
Mauritius	46.5°C for 30 Minutes or 47.5°C for 20 Minutes	Fruit up to 500 gm 48°C for 60 Min Fruit up to 700 gm 48°C for 75 Min Fruit up to 900 gm 48°C for 90 Min	
China	-	48°C for 60 Minutes	-
USA	-		400 Gray minimum by Cobalt-60
Iran	-	Fruit up to 500 gm 48°C for 60 Min	

Malaysia	-	-	400 Gray minimum by Cobalt-60, It is proposed by India for export from South India
South Korea	46.5°C for 30 Minutes or 47.5°C for 20 Minutes	Fruit up to 500 gm 48°C for 60 Min	-
Thailand, Tanzania, Canada, Russia etc.,	UAE, Ethiopia, Indonesia, Bahrain,	No Treatment protocol suggested by NPPO of Importing Countries	
<p>Note: Fruit Flies controlled by Vapour Heat Treatment, whereas Irradiation control almost 85-90% pests associated with Mango production which includes Fruit Flies, Mango Stone Weevil, Mango Pulp Weevil, Red banded caterpillar due to irradiation treatment, insects or pest becomes non fertile (i.e., sterility in case of production of progeny) for further progeny</p>			

➤ **Certificates & Treatment Required for Banana & Grapes:**

CROP	COUNTRIES	TREATMENT
Musa pp. (Banana Fruit for consumption)	European Union (Austria, Belgium, Bulgaria, Germany, Croatia, Cyprus, Czech Republic, Denmark, Estonia, Finland, France, Greece, Hungary, Italy, Latvia, Lithuania, Luxembourg, Malta, Netherlands, Republic of Ireland, Romania, Poland, Portugal, Slovakia, Slovenia, Spain, Sweden, United Kingdom) & Kuwait, Oman, Qatar, Saudi Arabia, Thailand	Phytosanitary certificate issued by Plant Quarantine Station
	Iran	The consignment is free <i>From</i> <i>maleurodicus disperus</i> , <i>Parasaissetia nigra</i> , <i>Pentalonia nigronervosa</i> , <i>Spodoptera litura</i> , <i>Bactrocera dorsalis</i> , <i>Eudocima fullonia</i> , <i>Dysmicoccus brevipes</i> , <i>Colletrotrichum musae</i> , <i>Guignardia musae</i> , <i>Ralstonia solanacearum</i> race 1,2.

	UAE	The consignment is free from fall armyworm (<i>Spodoptera frugiperda</i>) on the basis of visual inspection
2. <i>Vitis vinifera</i> (Grapes: Fresh fruits for consumption)	European Union (Austria, Belgium, Bulgaria, Germany, Croatia, Cyprus, Czech Republic, Denmark, Estonia, Finland, France, Greece, Hungary, Italy, Latvia, Lithuania, Luxembourg, Malta, Netherlands, Republic of Ireland, Romania, Poland, Portugal, Slovakia, Slovenia, Spain, Sweden, United Kingdom) & Malaysia, Oman, Qatar, Saudi Arabia, Thailand, Ukraine	Phytosanitary certificate issued by Plant Quarantine Station
	China	“This consignment of Grapes is in compliance with requirements described in the protocol of phytosanitary requirements for the export of grapes from India to China signed at New Delhi on April 11,2005 and is free from the Quarantine Pests of concerned by China” in transit cold treatment 1.1 Deg. Centigrade for 15 days in Container No: -----.” Inspection date:-----.
	Kenya	The consignment is free from <i>Bactrocera dorsalis</i> , <i>Bactrocera zonata</i> , <i>Bactrocera tryoni</i> , <i>Anastrepha fraterculus</i> , <i>Anastrepha obliqua</i> , <i>Rhagoletis cerasi</i> .
	Mauritius	The Consignment is free from the Oriental fruit fly <i>Bactrocera dorsalis</i> , San Jose

		scale, the Mexican fruit fly <i>Anastrepha ludens</i> or <i>Anastrepha fraterculus</i> , the West Indian fruit fly <i>Anashepha mombinpraeoptans</i> , <i>Peridroma saucia</i> , <i>Aspidiotus nerii</i> , <i>Franklinitella occidentalis</i> , <i>Pseudococcus calceolariae</i> and <i>Selenepidus articulatus</i> .
	Russian Federation	Container No , was cleaned, empty container / empty boxes / wooden pallets fumigated by accredited fumigation operator vide certificate no; thus preventative disinfection treatment carried out. PSC issued date-..... The consignment is free from Dodder (<i>Cuscuta</i> spp) , Mediterranean fru it fly (<i>Ceratitis capitata</i>) and Brown marmorated stink bug (<i>Halyomorpha halys</i>) as per decision of council of the Euroasian Economic Commission of November 30, 2016 No.157.
	Srilanka	IMPORT PERMIT NO: This is to certify that the fruits are produced in an area free from fru it flies genera <i>Aanastrepha</i> , <i>Ceratitis</i> , <i>Rhagoletis</i> & fruit flies of <i>Bactrocera jarvisi</i> , <i>Bactrocera musae</i> , <i>Bactrocera neohumeralis</i> , <i>Bactrocera tryoni</i> , <i>Bactrocera papaya</i> & <i>Bactrocera philippinensis</i> as these fruit flies are not present/prevalent or reported in India.
	Taiwan	The Fresh Grapes have been inspected and found free from <i>Frankliniella occidentalis</i> .

(*** Note: Above mentioned treatment & Certificates may change based on Importing Country amendments. Kindly confirm with respective buyers on time of shipments.)

➤ **Certificate required for Processed Food Products & Meat and Processed Products**

S.NO	Product	Certificate Required
1.	Marine & Marine Products	Health Certificate

2.	Peanut & Paenut Products	<ul style="list-style-type: none"> • Products exported from Registered peanut processing Units. • MRL test certificate from APEDA recognized Laboratories & EIA labs • Certificate of Exports
3.	Food Products like Bakery products, Ready to eat, ready to cook, Ready to Serve products	<ul style="list-style-type: none"> • Health Certificate. • MRL test certificate from APEDA recognized Laboratories & EIA labs
4.	Meat & Meat Products	<ul style="list-style-type: none"> • Health Certificate. • Halal certificate. • Meat exported only from APEDA registered Meat Processing Units.

12. ECGC LIMITED:

ECGC Ltd. (Formerly known as Export Credit Guarantee Corporation of India Ltd.) wholly owned by Government of India, was set up in 1957 with the objective of promoting exports from the country by providing credit risk insurance and related services for exports.

ECGC provides:

- I. a range of insurance covers to Indian exporters against the risk of non – realization of export proceeds due to commercial or political risks
- II. different types of credit insurance covers to banks and other financial institutions to enable them to extend credit facilities to exporters and
- III. Export Factoring facility for MSME sector which is a package of financial products consisting of working capital financing, credit risk protection, maintenance of sales ledger and collection of export receivables from the buyer located in overseas country.

13. FREIGHT FORWARDERS:

Who are Freight Forwarders?

Freight forwarders play an important role in the transportation industry by helping companies streamline the process of shipping goods. Importing and exporting can quickly become costly and time-consuming for manufacturers with bulk shipping needs, and freight forwarders can help companies decrease costs and increase operation efficiency.

Definition:

A freight forwarder is a company that serves as an intermediary between transportation companies that import and export goods and the businesses that need them. Freight forwarders

manage every aspect of the transportation process, from storing goods before shipment to ensuring they make it through customs. They don't handle the movement of the goods themselves, but they establish relationships with the companies that do so they can plan each step of every shipment on a client's behalf. Freight forwarders work with transportation companies that ship products by road, rail, water and air.

Stages of Freight Forwarding:

Steps involved in forwarding freight:

1. Export haulage:

Freight forwarders call the first stage of the process export haulage. This occurs when a transportation company takes products from a company to the freight forwarders warehouse. Trucks often handle this step, but the mode of transportation depends on the material the company ships and the distance to the warehouse. It could take a few hours or days for the shipment to arrive.

2. Export customs clearance:

Before an international shipment can enter another country, customs agents in the product's country of origin must approve their departure. Agents may check both the product and the associated paperwork to make sure they correlate. They also validate the safety and legality of the product before allowing it to leave the country. Many freight forwarders hire customs brokers to handle this step of the process.

3. Items checkpoint:

Items checkpoint, also known as origin handling, occurs when the receiving team unloads the items into the warehouse. They inspect the products to make sure they arrived without damage and confirm that they match the booking documents for the order. The freight forwarding team also checks to ensure that the target location will accept the shipment. Certain items have restrictions, especially if they're going to a country other than their country of origin.

These items may include:

- Flammable liquids: Gasoline, lighter fluid, acetone and even perfume have strict regulations for shipment due to their potential hazards.
- Drugs: Pharmaceuticals often require climate-controlled transportation methods, and freight forwarders don't ship recreational drugs.
- Alcohol: Alcohol laws vary by state and country, so freight forwarders have specific regulations regarding their shipment.
- Dangerous items: Products such as knives and other sharp objects can present a risk to package handlers.
- Perishable items: Fresh food and other perishables require express shipment to ensure they arrive in optimal condition.

4. Import customs clearance:

When the shipment reaches its country of destination, authorities check the paperwork provided by freight forwarders to confirm that it matches the product. They also ensure that the product

meets the legal requirements for entry into the country. Import customs agents sometimes impose fees, which the freight forwarder covers for the shipper and bills them for later.

5. Destination arrival and handling:

After the shipment clears import customs, a transportation company arranged by the freight forwarders prepares the product for shipment to its destination. They receive the paperwork for the shipment, which may include:

- Invoices
- Bill of Lading certificate
- Export packing list, license and declaration document
- Certificate of origin
- Inspection certificate

After completing an inspection of the product, they load it for transport and take it to the import warehouse.

6. Import haulage:

Freight forwarders call the last stage of the process import haulage. This step takes place when the product arrives at the final destination from the import warehouse. Like export haulage, freight forwarders may choose one or more types of transport based on the product and the distance between the warehouse and the destination. Mileage and transportation mode determine how long the import haulage takes, but the recipient usually receives their shipment anywhere from hours after it leaves the warehouse to a few days later.

Conclusion:

Tamil Nadu's agricultural export sector holds immense promise for driving economic growth, rural development, and sustainability, leveraging the state's agricultural strengths, innovation potential, and global market opportunities. By addressing challenges, seizing opportunities, and fostering collaboration among stakeholders across the agricultural value chain, Tamil Nadu can realize its vision of becoming a leading hub for agricultural exports, enhancing farmer incomes, food security, and prosperity for all stakeholders involved.

ACTIVITIES PLANNED BY TNAPE_x FOR FY-2023-24

Sl. No.	Activity	Date	Location
1.	Workshop on Agricultural and Processed Food Products Export Promotion	June	Tirunelveli/ Turicorin
2.	Workshop on Quality certifications required for export of Processed Food Products.	July	Chennai
2.	Business To Business meet on Processed Food Products at Madurai	July	Madurai
3.	Capacity Building Program on Export oriented production on fruits and vegetables	August	Theni

4.	Workshop on Agricultural and Processed Food Products Export Promotion at Nilgiris	August	Nilgiris
5.	Virtual Buyer Seller Meet with USA/UK	September	Virtual with UK /USA
6.	Workshop on Agricultural and Processed Food Products Export Promotion at Krishnagiri.	October	Krishnagiri
7.	Scope and opportunities in Dairy, meat and meat products exports at Ramanathapuram	October	Ramanathapuram
8.	Flag off the new products to Potential Importing Countries	November	Lulu /Carrefour /other retails stores in Importing Countries
9.	Capacity building programs for farmers and FPO for export oriented production of cereals & Pulses	December	Thanjavur
10	Business to Business meet on Processed Food Products and Other products	January	Coimbatore
11	Workshop on Agricultural and Processed Food Products Export Promotion	January	Kanyakumari
12	Virtual Buyer Seller Meet with Potential Importing country	February	Chennai
13	Business to Business Meet in association with APEDA	March	Chennai
14	Capacity building programs for farmers, Co-operatives, FPO and exporters for export oriented certification of Processed Food Products	March	Vellore
15	Flag off new products to Potential Importing Countries	March	Based on the outcome of B2B meets and Buyer seller Meets

Other Activities:

- To convert 30 Farmers in to Exports.
- Forwarded GI tagged product samples to Indian Missions to promote and display the products in Gallery.
- Instore promotion will be done in association with LULU, Carrefour, Nest and Other hyper markets in importing countries.
- Export desk will be formed and market intelligence will be maintained.
- Facilitate 10 -20 Farmers, FPO to participate in National and international trade fairs.
- Achieve target of one new product to new destination.

Important Contacts:

Address:

Tamil Nadu Food Processing and Agri Export Promotion Corporation (TNAPEX)

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Email: md.tnapex@tn.gov.in, tnfpaec@gmail.com