

Export Action Plan for Latur District

**Chh.Sambhajinagar Region,
Maharashtra**

July 2024



Contents

| | | |
|----------|---|-----------|
| 1 | District Profile | 2 |
| 1.1 | Introduction..... | 2 |
| 1.2 | Administrative Profile..... | 2 |
| 1.3 | Location and Geography..... | 2 |
| 1.4 | Demographic Profile..... | 2 |
| 1.5 | Logistic Infrastructure Profile..... | 2 |
| 1.5.1 | Road Transport..... | 3 |
| 1.5.2 | Rail Transport..... | 3 |
| 1.5.3 | Air Transport..... | 3 |
| 1.6 | Agricultural Profile..... | 4 |
| 1.6.1 | Major Agriculture and Horticulture Produce of District..... | 4 |
| 1.7 | Industrial Profile..... | 4 |
| 1.8 | Service Sector Profile..... | 5 |
| 1.9 | Industrial Infrastructure Profile..... | 5 |
| 1.10 | Industrial Association of the District..... | 6 |
| 1.11 | Banking Facilities..... | 7 |
| 1.12 | Strengths and Opportunities of the District..... | 7 |
| 2 | District Export Profile | 8 |
| 2.1 | Latur District Export Scenario..... | 8 |
| 2.2 | Existing and Proposed Infrastructure Status..... | 8 |
| 2.3 | District ODOP and GI Product Profile..... | 9 |
| 2.3.1 | Current Market for district's ODOP and GI Products..... | 9 |
| 2.4 | Top Exporting Products and Countries from District in FY 2021-22 and FY 2022-23 | 10 |
| 2.4.1 | Top 10 Exporting Products from District..... | 10 |
| 2.4.2 | Top 10 Exporting Countries from District..... | 12 |
| 2.5 | Export Potential Product Profile..... | 13 |
| 2.6 | Potential GI Products Profile..... | 14 |
| 2.7 | Existing Export Units in District..... | 15 |
| 2.8 | Major Clusters in District..... | 16 |
| 2.9 | Major Industrial Units in the District..... | 16 |
| 2.10 | Key Issues in Export..... | 20 |
| 2.11 | Export Promotion Initiatives by District..... | 23 |
| 2.11.1 | Formation of DEPC (District Export Promotion Council)..... | 23 |
| 3 | District Export Promotion Strategy | 25 |
| 3.1 | Diversification Opportunities for ODOP and GI products..... | 25 |
| 3.2 | Export Promotion Strategy..... | 25 |
| 3.3 | Key Department Contacts..... | 35 |

1 District Profile

1.1 Introduction

Latur district is in Marathwada region of Maharashtra State. Latur city is the district headquarters and is the 16th largest city in the state of Maharashtra and is one of the largest cities of the Marathwada region. On 15th August 1982, Latur was separated from Osmanabad, and Latur District was made independent. The district is primarily having agricultural sector. The city is a tourist hub surrounded by many historical monuments, including Udgir Fort and Kharosa Caves. The city's quality of education attracts students from all over Maharashtra.

1.2 Administrative Profile

Latur city is administrative headquarters of Latur district. The district is divided into five subdivisions; Latur, Ausa Renapur, Nilanga, Udgir, Ahmedpur and 10 talukas; Latur, Ausa Renapur, Nilanga, Shirur Anantpal, Devani, Udgir, Jalkot, Ahmedpur and Chakur.

1.3 Location and Geography

Latur district is in the Marathwada region of Maharashtra State in India with the area is 7157 sq. km. and located between 17°52' North to 18°50' North and 76°18' East to 79°12' East in the Deccan plateau. It has an average elevation of 631 meter above mean sea level. The entire district of Latur is on the Balaghat plateau, 540 to 638 meters from the mean sea level. Latur district is bound by Nanded district to the northeast; the state border with Karnataka to the east and southeast; Osmanabad district to the south-west; Beed district to the west; and Parbhani district to the northwest.

Average rainfall in the district is 600 mm. to 800 mm. This is usually during the monsoon months from July to October. Moderate temperatures are mainly observed. The Summers begin from early March to July. Summers are dry and hot. The temperature ranges from 25 °C to 39.6 °C, though at the peak it may reach 45 °C. November to January is the winter season.

Rivers and tributaries in the district are as mentioned below,

- ▶ Manjra is a major river that flows along the tributaries of the Balaghat Plateau; Terna, Tavarja and Gharni. The other three tributaries are Anantdev, Teru and Landi
- ▶ Gharni: The source of the river is near Vadwal and flows through Chakur taluka.
- ▶ Terna: This is the main tributary of Manjra flowing on the southern boundary of Auj taluka.
- ▶ Tawarja: Tawara originates near Murud in Latur taluka and joins the Manjra River at Shivani on the Latur-Ausa border.
- ▶ Lendi: The river originates in Udgir taluka and flows through Ahmedapur taluka and enters the river Tiru in Nanded district.
- ▶ Manyad: This river takes its origin at Dharmapuri in Beed district and flows through the Ahmedpur taluka into Nanded district.

1.4 Demographic Profile

In the 2011 Indian census, Latur district had a population of 2,454,196. Males constituted 52% and females 48% of the population and Urban population is 25.47% of the total population. Latur district had an average literacy rate of 72%, higher than the national average of 59.5%, with male literacy at 77%, and female literacy at 63%.

1.5 Logistic Infrastructure Profile

- ▶ JNPT (458 km., 08.50 hrs.) and Dighi (494 km., 10.50 hrs.) are the nearest seaport and dry port available for Latur district.
- ▶ Jalna dry port work (240 km., 04.30 hrs.) which is in catchment area of JNPT is in progress and will improve cargo movement to the port. The main objective of this project is to deliver agricultural and industrial products from Marathwada to directly to Nhava Sheva Port in Mumbai.

The logistic infrastructure profile of the district is as mentioned below,

1.5.1 Road Transport

Latur district is connected by roads with various major cities of Maharashtra and other states. Road connectivity is excellent, and roads connecting to Mumbai, Pune, Nagpur, Satara, Kolhapur, Sangli, and Chh.Sambhajinagar are being upgraded to four-lane highways. Latur city has one national highway, NH-361 passing through it.

▶ Intercity Transport

The "Maharashtra State Road Transport Corporation" (MSRTC) and numerous other private bus operators provide a bus service to all parts of the state. Private buses have an established network to connect the Latur district with all the major cities in Maharashtra and other states.

▶ Intracity Transport

Latur Municipal Transport (LMT) is an intra-city bus service which covers almost all parts of the Latur city and connects to the more distant industrial suburbs. LMT (Latur Municipal Transport) intra-city buses ply throughout the city including the outskirts and connect different parts of the city and adjoining suburbs together.

1.5.2 Rail Transport

The Latur railway station is located on the Latur-Miraj section of the Solapur railway division of the Central Railway zone. The Manmad-Kacheguda broad-gauge railway line, which emanates from the Vikarabad-Latur-Road-Parli trunk route at Latur Road, is an important artery of traffic in Latur district. It also serves as a link between Chh.Sambhajinagar and Hyderabad.

The Latur city is well connected through rail connectivity with Bangalore, Mumbai, Pune, Nagpur, Manmad, Chh.Sambhajinagar, Nanded, Parbhani, Parli Vaijnath, Osmanabad, Mudkhed, Adilabad, Basar, Nizamabad, Nashik and Kacheguda. The Miraj–Latur railway track is being electrified. Work is expected to be completed around 2024.

The Marathwada Railway Coach Factory being set up at Latur. It is located near the Harangul Railway Station, the factory was set up by the Indian Railways undertaking Rail Vikas Nigam Limited RVNL in 2018. The factory has been designed with an initial capacity of 250 MEMU/EMU/LHB coaches per annum. On 25th December 2020, Good Governance Day, the first coach shell was produced. A railway line (5 km.) has also been provided from factory to new electronically interlocked Harangul station, which earlier used to be a halt station only.

1.5.3 Air Transport

- ▶ Latur is served by Latur Airport, which is near Chincholiraowadi, 12 km. northwest of the city. The Airport facilities include aircraft fueling, night landing with navigational aids, aircraft parking, CAT VII airport firefighting and rescue service. A well-equipped terminal building has VIP lounges, departure and arrival lounges, transit suites and snooze cabins, visitors' waiting area, and a cafeteria. The airport is not fully operationalized.
- ▶ The nearest operational airport to Latur is Chh.Sambhajinagar International Airport, which is located at Chikalthana. The flights are available to Hyderabad, Delhi, Udaipur, Mumbai, Chennai, Bangalore, Ahmadabad, Jaipur and Nagpur. The international airlines have been available for Hajj since 2008. The airport facilities include aircraft fueling, night landing with navigational aids, aircraft parking, CAT VII airport firefighting and rescue service. A well-equipped terminal building has VIP lounges, departure and arrival lounges, transit suites and snooze cabins, visitors' waiting area, and a cafeteria.

1.6 Agricultural Profile

The Latur district has large number of sugar factories, which makes it among the highest sugar-producing districts of India. The green city, Latur is famous as 'Sugar Belt' of Maharashtra. The Latur district is also known all over India for the quality and quantity of pulses, and especially Toor dal / Arhar dal or Pigion Peas.

Latur city is a major trading center for Urad, Moong and Channa dal. Also, it has largest trading center for Soybean in India. It is known for trading in Oil Seeds, mainly Sunflower and Soya Bean, Kardi (Safflower), Nutcrackers, Locks, Brassware, Milk powder, Ginning and Pressing. Latur is also famous for fruit market.

1.6.1 Major Agriculture and Horticulture Produce of District

Table 1.6.1 - Major Agriculture and Horticulture Produce of District

| Sr. No. | Name of Product | Production in MT (2023-24) | Area under Production Hectare (2023-24) |
|---------|-----------------|----------------------------|---|
| 1. | Sugarcane | 39,07,846 Tn | 54,256 |
| 2. | Soyabean | 7,83,302 | 5,04,833 |
| 3. | Pulses | 2,98,921 | 3,65,688 |
| 4. | Oilseeds | 7,95,752 | 5,24,156 |
| 5. | Mango | 15,550 | 2,270 |
| 6. | Custard Apple | 1,425 | 160 |
| 7. | Pomegranate | 2,250 | 180 |

Source: Ministry of Agriculture, GOI and Department of Agriculture, GOM

1.7 Industrial Profile

The below mentioned table illustrates industries and employment generation of the district,

► Industries and Employment Generation in District

Table 1.7.1 - Industries and Employment Generation

Table – Total Industries, Investment and Employment Generation

| Sr. No. | Category | No. of Enterprises | Investment (INR crore) | Employment |
|---------|--------------|--------------------|------------------------|------------|
| 1 | Mega Unit | - | - | - |
| 2 | Large Unit | 19 | 412.95 | 5727 |
| | Total | 19 | 412.95 | 5727 |

Table –Total Industries, Investment and Employment Generation

| Sr. No | Category | No. of Enterprises | | | Investment in (INR Crore) | | | Employment Generation | | |
|--------|--------------|--------------------|--------------|--------------|---------------------------|----------------|---------------|-----------------------|---------------|---------------|
| | | Mfg | Service | Total | Mfg | Service | Total | Mfg | Service | Total |
| 1 | Micro | 18662 | 43815 | 62477 | 519.35 | 400.03 | 71938 | 103627 | 148897 | 252524 |
| 2 | Small | 1228 | 1661 | 2889 | 991.98 | 474.52 | 126650 | 18138 | 14013 | 32151 |
| 3 | Medium | 115 | 62 | 177 | 609.54 | 168.70 | 67824 | 6267 | 3239 | 9506 |
| | Total | 20005 | 45538 | 65543 | 2120.8 | 1043.25 | 204855 | 128032 | 166149 | 294181 |

Source: DIC Latur

► **List of Sugar Factories in Latur district,**

- Vikasratna Vilasrao Deshmukh Manjra Shetkari Sahakari Sakhar Karkhana Ltd., Latur
 - Jagruti Sugar Allied Industries Ltd., Devni
 - Pannageshwar Sugar Mills Ltd., Renapur
 - Vilas Sahakari Sakhar Karkhana Ltd, Nivali, Latur
 - Vilas Sahakari Sakhar Karkhana Ltd, Unit-2, Tondar
 - Rena Sahakari Sakhar Karkhana Ltd., Renapur
 - Shri Saibaba Sugars Ltd., Shivni, Ausa
 - Siddhi Sugar and Allied Industries Pvt. Ltd., Ahmedpur
 - Twenty-One Sugars Ltd., Malwati, Kasarkhed
 - Devarjan Laxmi Sugar Ltd., Devarjan
 - Hanuman Khandsari Sugar Mills, Halgara
- The Marathwada Railway Coach Factory being set up at Latur, located near the Harangul Railway Station. The factory was set up by the Indian Railways undertaking Rail Vikas Nigam Limited RVNL in 2018. The factory has been designed with an initial capacity of 250 MEMU/EMU/LHB coaches per annum. On Good Governance Day, 25 December 2020, the first coach shell was produced.

1.8 Service Sector Profile

There are many service sector enterprises registered in the district. The major services which are provided in the district are as listed below,

- Educational services
- Transport and Logistics Services
- Consultancy Services
- Legal Services
- Architectural Services and related Services
- Construction and Related Engineering Services
- Printing and Publishing Services
- Accounting and Finance Services
- Distribution Services
- Advertising Services
- Environmental Services
- Communication Services

1.9 Industrial Infrastructure Profile

The details of industry wise area and developed plots is illustrated in below mentioned table,

Table 1.9.1 - MIDC Area in District

| MIDC Name | Area in Hectare | Plots Developed |
|--|------------------------|------------------------|
| Latur Industrial Area (old) | 263.26 | 833 |
| Additional Latur Industrial Area (Phase I) | 1073.83 | 620 |
| Ausa Industrial Area | 82.55 | 219 |
| Ahemadpur Industrial Area | 20 | 43 |
| Nilanga Industrial Area | 17.75 | 77 |

Source: DIC Latur

Below mentioned infrastructure facilities provided by MIDC in Latur industrial areas,

▶ **Roads**

The area is connected internally by multiple lane roads of international standards. The width of the main road is 30 meters and that of internal roads are 20 to 25 meters. The roads are constructed using modern techniques.

▶ **Electricity**

Two plots P-21 and P-21 have been allotted for 33 KV MSEB Sub-Station and Store. This substation is operational and provides reliable power to the area.

▶ **Water**

MIDC has already constructed a purification Plant at Addl. Latur Industrial Area having capacity of 18 MLD. The scheme is sourced from the Manjra Dam. Water conveyed through 800 mm dia. P.S.C rising main having length of 4.03 Km and 900 mm dia gravity main having length of 50.26 Km.

▶ **Facility Centre**

MIDC has established a Post Office, Bank and Canteen in MIDC area.

- ▶ Latur district has state- and privately-owned cold storage facilities available.
- ▶ MSAMB's (Maharashtra State Agricultural Marketing Board) Kesar Mango and Pomegranate export facility center, MIDC, Latur having 4 cold storage units (of 25 MT each capacity, overall, 100 MT capacity), 1 precooling unit (of 5 MT/Batch capacity), Pack House (5700 Sq. feet) and Weighbridge (60 MT) facility.
- ▶ Jalna dry port (458 km., 08.50 hrs.) work is in progress which is in the catchment area of JNPT and will improve cargo movement to the port.
- ▶ Leading Transport agencies are in operation at Latur. TCI Freight, VRL Logistics, DHFL & Blue Dart etc. have their branches in Latur.

1.10 Industrial Association of the District

- ▶ Akhil Bhartiya Laghu Udyog Vikas Sanghtana, Latur
- ▶ Latur Zilha Lagu Udyojak Samuha, Latur
- ▶ Laghu Udyog Bharti, Latur
- ▶ Laghu Udyog Association, Latur
- ▶ Latur Chamber of Commerce, Latur
- ▶ Latur Sahkari Audyogik Vasahat, Latur
- ▶ Udaigiri Sahakari Audyogik Vasahat, Latur
- ▶ Chakur Sahakari Audyogik Vasahat, Latur

1.11 Banking Facilities

All leading Private & Public sector banks have their branches in Latur District; SBI, HDFC, AXIS, IDBI, ICICI, Maharashtra Gramin Bank, Latur District Co-operative Bank. Also, Latur district have branches of NBFC namely Bajaj Finance, Shriram Transport Finance, India Bulls Housing Finance etc. Proper network of Banking facilities in Latur district is available.

1.12 Strengths and Opportunities of the District

- ▶ The green city, Latur is famous as the 'Sugar Belt' of Maharashtra. The district has a large number of sugar factories, which makes it among the highest sugar-producing districts in India.
- ▶ Latur city is a major trading center for Urad, Moong, and Channa dal. Also, it is the largest trading center for Soybean in India. The district is known for trading in Oil Seeds, mainly Sunflower and Soya Bean, Kardi (Safflower), Nutcrackers, Locks, Brassware, Milk powder, Ginning, and Pressing. Latur is also famous for its fruit market.
- ▶ The district has an existing infrastructure of 125 Dal mills, 11 sugar factories, and 16 Soyabean processing units. By utilizing optimum infrastructure and production capacities of these industries, the allied industries segments can be developed to generate new employment opportunities and boost the economy of the district.
- ▶ Considering the huge production of Sugarcane, below mentioned are prime opportunities for the district,
 - ▶ Promoting Jaggery production activities in the district as it allied industry for Sugarcane.
 - ▶ Ethanol is naturally produced by the fermentation of sugar. Ethanol is largely derived while extracting sugar from sugarcane. Considering the huge sugarcane of the district, the allied ethanol-making industries can be promoted.
- ▶ The district has the Marathwada Railway Coach Factory Rail coach factory which has been designed with an initial production capacity of 250 MEMU/EMU/LHB coaches per annum
- ▶ As the Pulses and Soyabean are leading Agri produce of the district, the allied business industries can be developed in the district.
- ▶ The Kasthi Coriander of the district has opted for Geographical Indicator (GI) registration. The export of turmeric and jawar flour can be a big opportunity for the district. Considering the substantial cultivation of vegetables, the export can be a big opportunity for the district.

2 District Export Profile

2.1 Latur District Export Scenario

The below mentioned table depicts Latur district's export scenario as well as state's export contribution in India's total export and Latur district's export contribution in state's total export.

Table 2.1.1 - District Export Scenario in FY 2021-2022

| State and District Export Contribution - April 2021 to March 2022 | | |
|--|----------------------------------|--------------------------------|
| | Total Exports (INR crore) | Percentage Contribution |
| Maharashtra | 5,45,083.85 | 17.33 |
| Latur District | 670.78 | 0.12 |

Source: Directorate General of Commercial Intelligence and Statistics (DGCI&S)

Table 2.1.2 - District Export Scenario in FY 2022-2023

| State and District Export Contribution - April 2022 to November 2023 | | |
|---|----------------------------------|--------------------------------|
| | Total Exports (INR crore) | Percentage Contribution |
| Maharashtra | 5,81,439.42 | 16.11 |
| Latur District | 1,496.07 | 0.26 |

Source: Directorate General of Commercial Intelligence and Statistics (DGCI&S)

Table 2.1.3 - District Export Scenario in FY 2023-2024

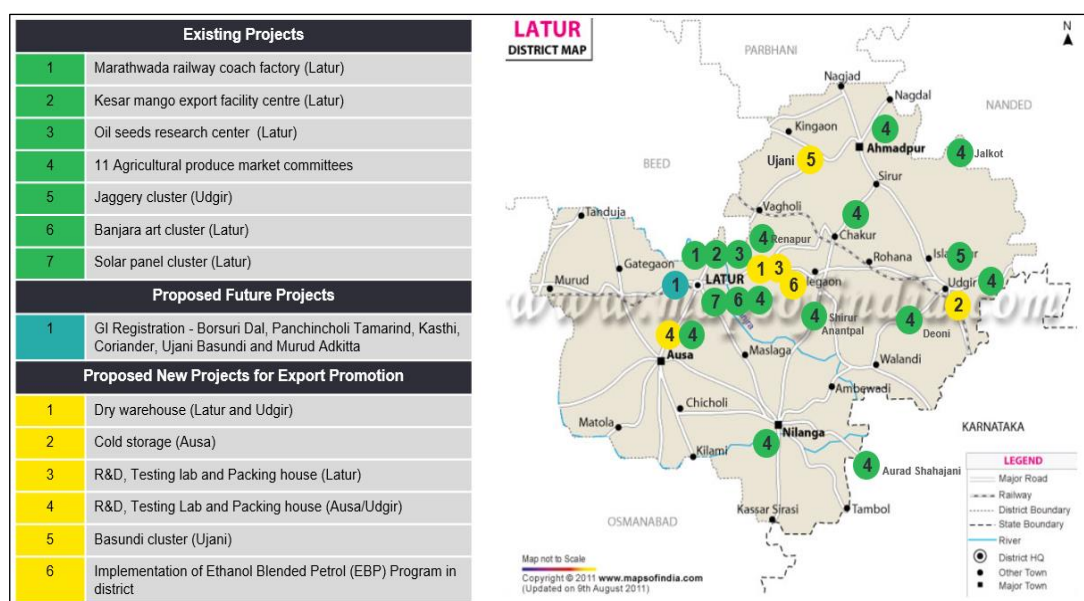
| State and District Export Contribution - April 2023 to November 2024 | | |
|---|----------------------------------|--------------------------------|
| | Total Exports (INR crore) | Percentage Contribution |
| Maharashtra | 5,56,400.42 | 15.37 |
| Latur District | 212 | 0.038 |

Source: Directorate General of Commercial Intelligence and Statistics (DGCI&S)

2.2 Existing and Proposed Infrastructure Status

The list and locations of key existing projects, proposed future projects and proposed new projects for Export Promotion in the district is as mentioned below,

Latur District Export Action Plan



2.3 District ODOP and GI Product Profile

The Latur district is famous for varieties of pulses and soyabean. The ODOP and GI product profile of the district is as mentioned below,

Table 2.3.1 - ODOP and GI Product Profile

| Sr. No. | Product Name | GI No. | ODOP | HSN Code | Sector | Production Hub |
|---------|------------------------|--------|------|---|-------------|---|
| 1. | Pulses (All type) | NA | Yes | 07132020, 07133110, 07139010, 07133100 | Agriculture | Renapur, Udgir, Ausa, Ahmedpur, Devni |
| 2. | Soya based Products | NA | Yes | 12011000, 12081000 | | Renapur, Udgir, Ausa, Shirur Anantpal, Jalkot |
| 3. | Panchinch oli Tamarind | 825 | NO | | | Panchincholi |
| 4. | Borsuri Tur Dal | 826 | No | | | Borsuri, Latur, Renapur |
| 5. | Kasti Coriander | 827 | No | | | Kasti, |

Source: Directorate General of Commercial Intelligence and Statistics (DGCI&S)

* GI - Geographical Indicator, ODOP - One District One Product

2.3.1 Current Market for district's ODOP and GI Products

The main exporting countries for the district are USA, UAE, Kuwait, Qatar, Oman, UK, and Italy. The below mentioned table illustrates current market for listed products,

Table 2.3.2 – Current Market for district’s ODOP and GI Products

| Sr. No. | Product Name | HSN Code | Major Market for Products |
|---------|---------------------|---|---|
| 1. | Pulses (All type) | 07132020, 07133110, 07139010, 07133100 | USA, UAE, Kuwait, Qatar, Baharain, Oman, Baharain, Angola, Reunion, Singapore |
| 2. | Soya based Products | 12011000, 12081000 | Qatar, UAE, Oman, Kuwait, UK, Italy, Canada, USA, Saudi Arabia, Qatar |

Source: Directorate General of Commercial Intelligence and Statistics (DGCI&S)

2.4 Top Exporting Products and Countries from District in FY 2021-22, FY 2022-23 And FY 2023-23

The below mentioned section illustrates details of Top 10 exporting products from district and Top 10 exporting countries from district and along with export value.

2.4.1 Top 10 Exporting Products from District

The below mentioned table depicts information of Top 10 exporting products of the district, product wise top exporting countries and product wise export value for **FY 2021-22, FY 2022-23 And FY 2023-23**

Table 2.4.1 - Top 10 Exporting Products from District (FY 2021-22)

| Sr. No. | HS Code | Product Description | Export Value (INR crore) | Top Exporting Countries |
|---------|----------|---|--------------------------|---|
| 1. | 17019990 | Refined Sugar | 264.14 | Somalia, Pakistan, Sri Lanka, Saudi Arabia, UAE |
| 2. | 17011490 | Cane Sugar | 219.38 | Somalia, Indonesia, UAE, Sri Lanka, Bangladesh |
| 3. | 52010019 | Indian Cotton- Staple Length 34.5 mm and above | 20.81 | China, Mauritius |
| 4. | 29232010 | Lecithins | 15.32 | China, USA |
| 5. | 07133190 | Beans | 13.73 | Netherland, USA, Australia, Indonesia |
| 6. | 48051900 | Fluting Paper | 9.23 | Korea, Saudi Arabia, UAE, Angola |
| 7. | 23040010 | Oilcake and Soya Meal | 6.67 | Bangladesh |
| 8. | 52010015 | Indian Cotton- Staple Length 28.5 mm and above | 6.05 | UAE, USA, Canada |
| 9. | 07136000 | Pigeon Peas | 5.47 | USA |
| 10. | 17031000 | Cane Molasses | 5.14 | Thailand |

Latur District Export Action Plan

Source: Directorate General of Commercial Intelligence and Statistics (DGCI&S)

Table 2.4.2 - Top 10 Exporting Products from District (FY 2022-23)

| Sr. No. | HS Code | Product Description | Export Value (INR crore) | Top Exporting Countries |
|---------|----------|--------------------------------|--------------------------|------------------------------------|
| 1. | 17011490 | Cane Sugar | 909.78 | Malaysia, Saudi Arabia, Bangladesh |
| 2. | 17019990 | Refined Sugar | 299.47 | Bangladesh, Djibouti, Afghanistan |
| 3. | 23040030 | Soya Meal | 120.37 | Vietnam, Thailand, Myanmar |
| 4. | 29232010 | Lecithins | 35.14 | Netherland, USA Thailand |
| 5. | 10063090 | Rice | 26.03 | Kenya, Togo, Guinea |
| 6. | 23040010 | Soya Oilcake | 21.21 | USA, France |
| 7. | 7136000 | Pigeon Peas | 14.70 | UAE, Canada, USA |
| 8. | 23040090 | Residues from Soya Extraction. | 13.92 | Vietnam |
| 9. | 7132010 | Kabuli Chana | 10.65 | China, UAE, Iraq |
| 10. | 7132090 | Chana | 6.72 | Saudi Arabia, UAE, Qatar |

Source: Directorate General of Commercial Intelligence and Statistics (DGCI&S)

Table 2.4.3- Top 10 Exporting Products from District (FY 2023-24)

| Sr. No. | HS Code | Product Description | Export Value (INR crore) | Top Exporting Countries |
|---------|----------|--|--------------------------|-------------------------------------|
| 1. | 23040030 | Meal Of Soyabean, Solvent Extracted | 52.68 | Japan, Korea, Bangladesh, Thailand |
| 2. | 29232010 | Lecithin's | 39.04 | Netherland, USA, Korea |
| 3. | 17031000 | Cane Molses, Sugar | 35.38 | Netherland, UK, Korea |
| 4. | 10063090 | Rice Parboiled (Excl Basmati Rice) | 13.73 | USA, Benin, Mozambique |
| 5. | 7136000 | Pigeon Peas | 12.02 | UAE, UK, USA, Australia, Saudi Arab |
| 6. | 20081940 | Other Roasted and Fried Vegetable Products | 10.52 | Pakistan, Saudi Arab, UAE, Turkey |
| 7. | 7132010 | Kabuli Chana | 9.08 | China, UAE. Kuwait, Malaysia |
| 8. | 8061000 | Grapes Fresh | 5.00 | UK , Netherlands |
| 9. | 7132090 | Other Chana | 4.66 | Sri Lanka, US, UAE, UK, Qatar |

Latur District Export Action Plan

| Sr. No. | HS Code | Product Description | Export Value (INR crore) | Top Exporting Countries |
|---------|---------|--------------------------|--------------------------|-------------------------|
| 10. | 7132020 | Bengal Gram (Desi Chana) | 2.75 | USA, UAE, Singapore |

Source: Directorate General of Commercial Intelligence and Statistics (DGCI&S)

2.4.2 Top 10 Exporting Countries from District

The below mentioned table depicts information of Top 10 exporting countries from district and export value for **FY 2021-22 and FY 2022-23 and FY 2023-24**

Table 2.4.4 - Top 10 Exporting Countries from District (FY 2021-22)

| Sr. No. | Country | Export Value (INR crore) | Key Products Exporting to the country |
|---------|--------------|--------------------------|---|
| 1. | Saudi Arabia | 141.49 | Refined Sugar (Including Centrifugal Sugar), Cane Sugar, Fluting paper |
| 2. | Somalia | 78.91 | Refined Sugar (Including Centrifugal Sugar), Cane Sugar, |
| 3. | Bangladesh | 61.50 | Cane Sugar, Sugar Refind (Containing Flvrng or Clrng Matter), Indian Cotton-Staple Length 28.5 mm and above, Refined Sugar (Including Centrifugal Sugar), |
| 4. | UAE | 55.89 | Cane Sugar, Refined Sugar (Including Centrifugal Sugar), Pigeon Peas |
| 5. | Pakistan | 52.72 | Refined Sugar (Including Centrifugal Sugar), Cane Sugar, Refined Sugar containing Flvrng Or Clrng Matter |
| 6. | Indonesia | 45.18 | Cane Sugar, Indian Cotton-Staple Length 24.5 mm to 28 mm, Lecithins |
| 7. | Sri Lanka | 42.56 | Refined Sugar (Including Centrifugal Sugar), Fluting Paper, Roasted and fried vegetable products |
| 8. | Afghanistan | 36.16 | Refined Sugar (Including Centrifugal Sugar) |
| 9. | China | 33.17 | Indian Cotton-Staple Length 34.5 mm and above, Beans of Spp Vigna Radiata, Cow Peas |
| 10. | Malaysia | 32.37 | Cane Sugar, Other Food Preparation |

Source: Directorate General of Commercial Intelligence and Statistics (DGCI&S)

Table 2.4.5 - Top 10 Exporting Countries from District (FY 2022-23)

| Sr. No. | Country | Export Value (INR crore) | Key Products Exporting to the country |
|---------|--------------|--------------------------|---------------------------------------|
| 1. | Bangladesh | 192.64 | Cane Sugar, Refined Sugar, Soya Meal |
| 2. | Malaysia | 155.90 | Cane Sugar, Maize (Corn), Wheat |
| 3. | Saudi Arabia | 126.27 | Cane Sugar, Chana, Nuts and Seeds |
| 4. | UAE | 117.38 | Cane Sugar, Pigeon Peas, Lentils |

Latur District Export Action Plan

| Sr. No. | Country | Export Value (INR crore) | Key Products Exporting to the country |
|---------|-----------|--------------------------|--|
| 5. | Turkey | 113.45 | Cane Sugar, Refined Sugar, Kabuli Chana |
| 6. | Taiwan | 102.72 | Cane Sugar |
| 7. | Djibouti | 94.16 | Refined Sugar, Cane Sugar |
| 8. | Vietnam | 61.51 | Soya Meal, Residues from Soya Extraction |
| 9. | Sri Lanka | 60.92 | Refined Sugar, Cane Sugar, Kabuli Chana |
| 10. | Thailand | 50.55 | Soya Meal, Cane Sugar, Lecithins |

Source: Directorate General of Commercial Intelligence and Statistics (DGCI&S)

Table 2.4.5 - Top 10 Exporting Countries from District (FY 2023-24)

| Sr. No. | Country | Export Value (INR crore) | Key Products Exporting to the country |
|---------|------------|--------------------------|--|
| 1. | Netherland | 62.60 | Lecithin's, Cane Molasses Sugar Grapes Fresh |
| 2. | UAE | 18.19 | Pigeon Peas, Meal Of Soyabean, Solvent, Roasted And Fried Vegetable Products, Kabuli Chana, Other Dried and Leguminous Vegetables, Split Protein |
| 3. | Korea | 17.57 | Meal Of Soyabean, Cane Molasses. r |
| 4. | Japan | 12.98 | Safflower, Meal Of Soyabean |
| 5. | U K | 12.50 | Cane Molasses, Grapes Fresh, Chana |
| 6. | U S A | 8.70 | Cane Sugar, Oilcake & Oilcake meal Of Soya Bean, Lecithin's, Other Vitamin B11 And Its Derivatives, Vitamin D, Other Chana Other Compounds Canting And Unfused Imidazole Ring (W/N Hydrant |
| 7. | Mozambique | 8.33 | Rice, Gears |
| 8. | Thailand | 8.04 | Pigeon Peas, Meal Of Soyabean, Solvent, Other chana |
| 9. | Saudi Arab | 7.71 | Pigeon Peas, Meal Of Soyabean, Solvent, Roasted And Fried Vegetable Products, Kabuli Chana, |
| 10. | Vietnam | 6.47 | Soya Meal, Cane Sugar, Cotton Indian staple |

Source: Directorate General of Commercial Intelligence and Statistics (DGCI&S)

2.5 Export Potential Product Profile

As per discussion with General Manager, DIC and concern officials, all type of Pulses, Pomegranate, Coriander, Kesar mango are considered major potential export product of the district. The potential export product profile of the district is as mentioned below,

Table 2.5.1 - Export Potential Product Profile

| Sr. No. | Product Name | Sector |
|---------|-------------------------------|-----------------|
| 1. | Banjara Dresses and Ornaments | Handicraft |
| 2. | Pomegranate | Agriculture |
| 3. | Tomato | Agriculture |
| 4. | Coriander | Agriculture |
| 5. | Jaggery Powder | Agriculture |
| 6. | Organic Jaggery | Agriculture |
| 7. | Kesar Mango | Agriculture |
| 8. | Grapes | Agriculture |
| 9. | Vegetables | Agriculture |
| 10. | Honey | Agriculture |
| 11. | Edible Oil | Agriculture |
| 12. | Raw Sugar | Agriculture |
| 13. | Spirit Ethanol | Chemical |
| 14. | Mushroom | Agriculture |
| 15. | Curcumin | Agriculture |
| 16. | Basundi | Food Processing |
| 17. | Garments | Textile |
| 18. | Wooden Tools | Engineering |
| 19. | Photoresist Chemical | Chemical |
| 20. | Seed Germination Paper | Chemical |

2.6 Potential GI Products Profile

As per discussion with General Manager, DIC and concern officials, below mentioned is the list of potential GI products of the district,

- ▶ **Borsuri Dal**
GI application for Borsuri Dal, Taluka Nilanga is in progress and will be submitted to GI registration office, Chennai.
- ▶ **Panchincholi Tamarind**
GI application for Panchincholi Tamarind, Taluka Nilanga is in progress and will be submitted to GI registration office, Chennai.
- ▶ **Kasthi Coriander**
GI application for Kasthi Coriander, Taluka Ausa is in progress and will be submitted to GI registration office, Chennai.
- ▶ **Ujani Basundi**
Identified Ujani Basundi from Ausa Taluka for GI registration.
- ▶ **Murud Adkitta**
Identified Murud Adkitta from Latur Taluka for GI registration which has historical significance.

► **Banjara Products**

Identified Banjara products from Latur and Killari taluka for GI registration which has cultural and regional significance.

2.7 Existing Export Units in District

The list of existing export units in the district is as mentioned below,

Table 2.7.1 - Export Units in District

| Sr. No. | Company Name | Sector | Product Name | Export Destination Country |
|---------|--|-------------|---|--|
| 1. | Reliable Nutra | Agriculture | Curcumin | USA, Australia, Vietnam |
| 2. | Vaishali Sales & Agro Products | Engineering | Blades | USA, South America, UAE, Japan, Nepal, Bangladesh, Sri Lanka |
| 3. | Kalp kala Pulp and Paper Industry | Agriculture | Seed Germination Paper | Direct Export - Turkey, Zimbabwe, South Africa, Indirect Export -Thailand |
| 4. | Vikas Exporter | Agriculture | Grapes | Indirect Export |
| 5. | Adarsh Agro | Agriculture | Fruit - Keshar Mango, Promo granite, Vegetable- Bhendi (okra), Green chilly | Direct Export (Keshar Mango) – USA Indirect Export – Germany, UK |
| 6. | Photo Resist Chemicals | Chemical | Photoresist chemical | Nigeria, UAE |
| 7. | Farmers and Crop Producers of the district | Agriculture | Pulses – Bengal Gram (Desi Chana) | Indirect Export - Bangladesh, Sri Lanka, Nepal, Pakistan, European Union |
| 8. | Farmers and Crop Producers of the district | Agriculture | Soyabean and Products | Indirect Export - Nepal, Qatar, Singapore, |
| 9. | Farmers and Crop Producers of the district | Agriculture | Soyabean | Indirect Export - Saudi Arabia, Bangladesh, United Arab Emirates, Malaysia |
| 10. | Banjara Ornament Manufacturers and traders | Handicraft | Banjara Ornaments | Indirect Export - Hong Kong, Germany, Japan |
| 11. | Banjara Ornament Manufacturers and traders | Handicraft | Banjara Ornaments | Indirect Export - Japan, China, Korea Republic |

2.8 Major Clusters in District

Below mentioned table illustrates major clusters in the district,

Table 2.8.1 - Major Clusters in District

| Cluster | Location | No. of Units | Investment (INR crore) |
|--|----------|--------------|------------------------|
| Agri Implement and Engineering cluster | Latur | 60 | 6.30 |
| Steel Furniture Cluster | Latur | 50 | 5.06 |
| Jaggery Cluster | Udgir | 70 | 6.12 |
| Honey Cluster (In process) | Chakur | 51 | 3.10 |
| Spices Cluster | Renapur | 60 | 5.00 |
| Banjara Art Cluster | Latur | 110 | 3.5 |
| Solar Panel Cluster | Latur | 70 | 7.5 |
| Agro Packaging Cluster | Udgir | 105 | 5.5 |

2.9 Major Industrial Units in the District

The list of major industrial units in the district is as mentioned below,

Table 2.9.1 - Major Industrial Units in District

| Sr. No. | Name of Industry | Product |
|---------|---|---|
| 1. | Mauli Udyog | Manufacture of particle board and fibreboard including densified wood |
| 2. | Divya Foods | Flour milling |
| 3. | Tirupati Foods And Beverages | Grain milling other than wheat, rice and dal |
| 4. | Janata Enterprises | Restaurant and bar activities connected to transportation, when carried out by separate units |
| 5. | Maharashtra Bio Fertilizers India Private Limited | Manufacture of straight mixed, compound or complex inorganic fertilizers |
| 6. | Bai-Kakaji Aquasure Solutions Private Limited | Manufacture of mineral water |
| 7. | Shetkari Agro Industries | Other semi-processed, processed, or instant foods |
| 8. | Sachin Agro Foods LLP | Dal (pulses) milling |
| 9. | Dhanraj Solvex Pvt Ltd | Manufacture of vegetable oils and fats excluding corn oil |
| 10. | Mundada Polymers | Manufacture of plastic articles for the packing of goods |

Latur District Export Action Plan

| Sr. No. | Name of Industry | Product |
|---------|--|--|
| 11. | Bai Kakaji Polymers Pvt. Ltd. | Manufacture of plastic in primary forms (includes amino-resins, polyurethanes etc.) |
| 12. | Indo Enterprises Pvt. Ltd. | Publishing of books, brochures, leaflets and similar publications, including publishing encyclopaedias (including on CD-ROM) |
| 13. | Octagon Foods LLP | Manufacture of oil cakes & meals incl. residual products, e.g. Oleo stearin, Palm stearin |
| 14. | Prozone Solar Led Project Latur | Manufacture of electric lighting equipment |
| 15. | Sagar Shedul Cast Industrial Co-Op Society Ltd Shirur Anantpal | Manufacture of corrugated paper board containers |
| 16. | Sambhaji Magaswargiy Audyogik Sahakari Sanstha M. | Offshore Extraction of crude petroleum |
| 17. | Sarathi Krishi And Allied Industries Pvt.Ltd. | Manufacture of 'gur' from sugarcane |
| 18. | Narayana Agro Oil Pvt Ltd | Manufacture of vegetable oils and fats excluding corn oil |
| 19. | Narayana Agro Oil Pvt Ltd | Manufacture of vegetable oils and fats excluding corn oil |
| 20. | Rajlaxmi Petrochem Pvt. Ltd. | Manufacture of other petroleum |
| 21. | Amrut Food Products | Flour milling |
| 22. | Spn Jaggery Industries Private Limited | Other semi-processed, processed or instant foods |
| 23. | Gaorav Traders | Grain milling other than wheat, rice and dal |
| 24. | R K Mobile & Computer Center Chakur | Software installation |
| 25. | Chaudhari Vegetables | Coin-operated personal service machines such as photo booths, weighing machines, blood pressure checking machines etc. |
| 26. | Huseni Auto works Shop | Repair and maintenance of measuring, testing, navigating and control equipment of group 265 |
| 27. | M/S. Sai Yash Enterprises | Activities of providing internet access by the operator of the wired infrastructure |
| 28. | Shreyas Autoloom Co Operative Society Maryadit | Manufacture of all types of textile garments and clothing accessories |
| 29. | B P T Quality Industries | Manufacture of molasses |
| 30. | Esskay Electricals Pvt Ltd | Other professional, scientific and technical activities. |
| 31. | Friend Tea House Pan Stall & Shop | Other semi-processed, processed or instant foods |
| 32. | MSCIT Computer | Social work activities without accommodation for the elderly and disabled |

Latur District Export Action Plan

| Sr. No. | Name of Industry | Product |
|---------|--|---|
| 33. | Gopika Udyog | Activities of food service contractors (e.g., for transportation companies) |
| 34. | Avnish Agro-Engineering Clusters Association | Manufacture of other fabricated metal products |
| 35. | Shri Balaji Extraction | Manufacture of other articles. |
| 36. | Rohit Multi Service | Mining of mica |
| 37. | Balaji Cold Storage and Agro Food Park | Activities of food service contractors (e.g., for transportation companies) |
| 38. | MDA Foundation | Other educational services. |
| 39. | Sharanappa Satappa Dulange | Storage and warehousing |
| 40. | Bai Kakji Polymers Pvt Ltd | Manufacture of plastic in primary forms (includes amino-resins, polyurethanes etc.) |
| 41. | Minakshi Solvex LLP | Manufacture of oil cakes & meals incl. residual products |
| 42. | M/S Samay Agro Products | Dal (pulses) milling |
| 43. | Kirti Agrotech Ltd | Manufacture of oil cakes & meals incl. residual products |
| 44. | Ramkrishna Hari Agro Industries LLP | Manufacture of non-edible animal oil and fats |
| 45. | Lk Warehouse cold Storage | Storage and warehousing |
| 46. | R.K Computer | Computer consultancy and computer facilities management activities |
| 47. | Eagle Services | Other human health activities (including independent ambulance activities) |
| 48. | Crafttech Paper Mills Private Limited | Manufacture of pulp |
| 49. | Siddhi Spares Hub | Other professional, scientific and technical activities |
| 50. | Kamal Agro Products | Manufacture of vegetable oils and fats excluding corn oil |
| 51. | Rajarshi Shahu Scheduled Caste Industrial Co-Operative Society Ltd Udgir Dist. Latur | Manufacture of other bakery products |
| 52. | Pandurang Agro Industries | Dal (pulses) milling |
| 53. | Greenative Petrochem Pvt Ltd | Manufacture of various other chemical products |
| 54. | Sharda Udyog Crushed Sand Production And Sale | Support activities for other mining and quarrying |
| 55. | Sharda Udyog | Operation of sand or gravel pits, basalt / porphyry, clay (ordinary) |
| 56. | Om Saimauli Jaggery Products Private Limited | Manufacture of 'gur' from sugarcane |
| 57. | Shk Chemtech Industries LLP | Manufacture of basic chemical elements |

Latur District Export Action Plan

| Sr. No. | Name of Industry | Product |
|----------------|-------------------------------------|--|
| 58. | Shree Kirana And Xerox | Public order and safety activities |
| 59. | Kisanmitra Cold Storage Pvt Ltd.. | Warehousing of refrigerated (cold storage) |
| 60. | Arihant Vegoiles Pvt.Ltd. | Manufacture of other vegetable oil, animal oil and fats |
| 61. | Sidhi Metal Works | General household maintenance activities like grooming of the floor, dusting, cleaning of utensils etc. |
| 62. | Maske Automobiles | General household maintenance activities like grooming of the floor, dusting, cleaning of utensils etc. |
| 63. | Bai-Kakaji Polymers Pvt. Ltd. | Manufacture of plastic articles for the packing of goods (plastic bags, sacks, containers, boxes, cases, carboys, bottles etc) |
| 64. | Akashara Multiserevices | Astrological and spiritualists' activities |
| 65. | Octagon Oils LLP | Manufacture of vegetable oils and fats excluding corn oil |
| 66. | Kr Engineering | General household maintenance activities like grooming of the floor, dusting, cleaning of utensils etc. |
| 67. | Shriram General and Patanjali Store | Social activities such as escort services, marriage bureaus |
| 68. | Yash Computers | Activities of basic telecom services: telephone, telex and telegraph (includes the activities of STD/ISD booths) |
| 69. | La-Dairylicious Ventures Pvt Ltd | Manufacture of other dairy products |
| 70. | Ganga Mauli Solar Energy | Electric power generation using solar energy |
| 71. | Bharatratna Kirana | Manufacture of other articles |

2.10 Key Issues in Export

Below mentioned table illustrates category wise key issues observed in export of the district,

Table 2.10.1 - Key Issues in Export

| Category | Issues | Relevant Government Authority |
|---|---|--|
| Regulatory | To resolve export queries related to all concern departments (DIC, Agriculture, GST, Financial institution, Export agencies, etc.), coordination of all concern departments should be done through Single Window System and Helpdesk should be made available for it. | Central, State Government and District Authorities |
| | Local customs clearance of Export goods. | |
| | Availability of ODOP facilitation center at district level. | State Government and District Authorities |
| Institutional Support | Training program should be conducted to know the latest updates in foreign trade policies. | State Government Authorities |
| | Export awareness seminars/ workshops /trainings should be organized for businessmen/ farmers/ industrialists. | District Authorities |
| | Interactions with ICD's and industries/ entrepreneurs. | |
| | Institutions of relevant export promotion education /training course. | |
| | Curriculum preparation for Export Promotion. | State Government Authorities |
| | Information of organic and residue free farming and related schemes should be made available. | |
| | Study tours should be organized in various countries to know the latest technical advancements in developed countries. | |
| Information of organic farming scheme should be made available. | EPC and State Government Authorities | |
| Promotion and Awareness | Permanent Exhibition Centre at district should be established. | State Government and District Authorities |
| | Promotion of Export promotion online portal, Information dissemination through Export Guidebook, ODOP booklet | District Authorities |
| | To resolve export related and other issues of importance, interaction with the central agencies (DGFT, Customs and others) and state government offices should be carried out. | |
| | Organizing trade fairs, Buyer-Seller meets. | |

Latur District Export Action Plan

| Category | Issues | Relevant Government Authority |
|-------------------------|--|--|
| | <p>Interactions with EPC's and entrepreneurs.</p> <p>Farmer producing company formation.</p> <p>GI enrolment of Latur pulses and other products.</p> <p>Involvement of Industrial associations.</p> <p>Advertising of pulses in foreign countries would create a new market for export of our products. Canada, Australia and other countries are promoting their pulses in such manner.</p> <p>Organizing seminars, exhibitions/Haat, Buyer seller meet.</p> <p>Subsidy should be given by government for participation in international trade fairs, Buyer-Seller meets.</p> <p>Export awareness/ sensitization for budding entrepreneurs and newly developed units.</p> <p>ODOP cluster development.</p> <p>Annual calendar for events like Buyer-Seller Meet, Trade Exhibition, Capacity building training, etc.</p> <p>Designing, Branding, marketing, and technical expertise for ODOP.</p> <p>ODOP promotion at Railway Station.</p> <p>ODOP Gift Hamper.</p> <p>Use of Social Media Platform for ODOP promotion.</p> | |
| Industrial Infra | <p>Availability of MIDC land and required infrastructure for the unit expansion planning for export business.</p> <p>A substantial volume of district's export is carried out through indirect channels of export like CHA or export houses.</p> <p>Infrastructure improvement at DICs.</p> <p>To maintain export quality of products, testing facilities, Material Testing, UV testing, certification labs and calibration facilities, etc. are mandatory requirements for exports and should be made available.</p> <p>Truck terminus availability</p> <p>MSME Tool room</p> | <p>State Government Authorities</p> <p>Central, State Government and District Authorities</p> <p>State Government Authorities and District Authorities</p> <p>State Government and District Authorities</p> <p>State Government and District Authorities</p> |

Latur District Export Action Plan

| Category | Issues | Relevant Government Authority |
|---------------------------|---|--|
| | Availability of raw material and packaging material in semi urban areas. | |
| | Design Centre/Common facility Centre. | |
| | Common Effluent Treatments plants. | |
| | Foreign exchange facility. | |
| | Warehouse and Cold storage facility. | |
| | Reduction in electricity per unit rates - W.r.t. electricity, current per unit rate of electricity is high compared to other states. Considering it, per unit rate should be reduced. | |
| | Limited number of R&D, testing lab and packing house facilities in the district. | |
| | Implementation of Ethanol Blended Petrol (EBP) Program in district. | |
| Logistic Infra | Adequate transportation facilities should be made available. | Central and State Government Authorities |
| | Rail connectivity is available, frequency and goods transport facility should be improved by railway department. | State Government Authorities |
| Finance | To compete with global export market, exporters need credit facilities with extremely competitive rates of interest. | Central and State Government Authorities |
| | Reduction/exemption in export duty exemption will reduce cost of production. | |
| | Assistance of Central Government schemes. | |
| | For Import-Export business transactions through banks special permission needs to be availed from RBI. | |
| | Transport/ freight cost subsidy. | |
| | Financial assistance schemes | |
| Agriculture Sector | Information of organic farming scheme should be made available. | State Government Authorities |
| | Availability of raw material and packaging material in semi urban areas. | |
| | Insufficient Skilled Manpower, Labour training. | |
| | Availability of adequate cold storage and vegetable drying facilities, warehouses considering agro based products shelf life. | |
| | Export of pulses was banned during 2007-2017. Considering it, Latur region, which is rain fed grows pulses like Toor, Moong, Urad and Chana needs to be incentivized. | Central and State Government Authorities |

2.11 Export Promotion Initiatives by District

2.11.1 Formation of DEPC (District Export Promotion Council)

The Government of Maharashtra has notified the District Export Promotion Councils (DEPC) in the state. The District Export Promotion Council (DEPC) constituted under the Chairmanship of District Collector and Task Force Committee under the Chairmanship of General Manager, District Industries Centre (DIC).

The broad role of District Export Promotion Council (DEPC) is as mentioned below,

- ▶ Preparation of District Export Action Plan for 5 years
- ▶ Co-ordination with DGFT, EPCs and Associations for export promotion
- ▶ Promotion of GI, ODOP and Handicraft, Agri and Horticulture products
- ▶ Identify diversification opportunities for exports
- ▶ Preparation of export database with help of DGFT
- ▶ Hold meetings of District Export Promotion Council (DEPC), Trade fairs and B2B meetings
- ▶ Ensure availability of infrastructure at district level such as warehousing, cold storage, marketing, R&D and testing laboratories etc.
- ▶ Availability of export credit for exporters
- ▶ Grievance redressal mechanism at district level

The DEPC meetings and outreach programs details are as mentioned below,

Table 2.11.1 - DEPC Meetings and Outreach Programs

| Sr. No. | Date | DEPC meetings/ Outreach Program Details |
|---------|------------|--|
| 1. | 06.11.2020 | DEPC Meeting - Formation of DEPC and Task force committee. |
| 2. | 30.01.2021 | Outreach Programm for Export Promotion was held in association with Joint Director of Industries, Chh.Sambhajinagar, DIC Latur and MIDC Association, Latur |
| 3. | 30.08.2021 | DEPC Meeting - District Export Action Plan discussion. |
| 4. | 06.09.2021 | DEPC Meeting - District Export Action Plan discussion and approval. |
| 5. | 24.09.2021 | Vanijya Ustav (Exporter's Conclave) – The event was organized to showcase export potential of the district and panel discussions for issues faced by exporters and strategies to improve export scenario of the district |
| 6. | 27.09.2022 | Export Conclave – The event was organized for Investment Promotion, Ease of Doing Business (EODB), Export and One District One Product (ODOP). |
| 7. | 01.11.2022 | DEPC Meeting - Discussion on financial assistance schemes for existing agri export businesses and other important export related points. |
| 8. | 11.01.2023 | DEPC Meeting - Discussion on Export & ODOP promotion initiatives, and Export scenario of the district. |
| 9. | 08.02.2023 | DEPC Meeting - Discussion on Export & ODOP promotion initiatives, and Export scenario of the district. |
| 10. | 22.05.2023 | DEPC Meeting - Discussion on Export & ODOP promotion initiatives including institutional tie-up, Export infrastructure |

Latur District Export Action Plan

| Sr. No. | Date | DEPC meetings/ Outreach Program Details |
|---------|------------|---|
| | | requirement, and other important Export related points of the district. |
| 11. | 11.09.2023 | Discussion of diversifying market, product, countries and importers for Export promotion. |
| 12. | 13.11.2024 | Discussion on giving focus to potential products of the district and capacity building program. |
| 13. | 30.10.2024 | IGNITE Maharashtra 2023 creating awareness |
| 14. | 29.2.2024 | District Investors Summit to attract investments in the district |
| 15. | 24.07.2024 | IGNITE Maharashtra 2024 creating awareness |

3 District Export Promotion Strategy

3.1 Diversification Opportunities for ODOP and GI products

The key diversification markets for the export of the district are Australia, Kenya, Korea, Belgium United Arab Emirates, France. The below mentioned table illustrates diversification opportunities for ODOP and GI products of the district, the below mentioned table illustrates diversification opportunities for ODOP and GI products of the district,

Table 3.1.1 - Diversification Opportunities

| Sr. No. | Product Name | HSN Code | Sector | Diversification Opportunities |
|---------|---------------------|--|-------------|---|
| 1. | Pulses (All type) | 07132020, 07133110, 07139010, 07133100 | Agriculture | Bangladesh, Canada, Mauritius, Thailand, Hong Kong, Netherland, Germany, Senegal, Norway, Australia |
| 2. | Soya based Products | 12011000, 12081000 | Agriculture | Spain, France, Singapore, New Zealand, Israel, Czech Republic, Germany, Thailand, Afghanistan, Bangladesh |

Source: Directorate General of Commercial Intelligence and Statistics (DGCI&S)

3.2 Export Promotion Strategy

Below mentioned table illustrates strategy categorization and recommended strategy,

Strategy Category Types:

- ▶ **Short Term (0 to 2 yrs.)**
- ▶ **Medium Term (3 to 5 yrs.)**
- ▶ **Long Term (5 to 10 yrs.)**

Table 3.2.1 - Export Promotion Strategy

| Category | Strategy Time Frame | District Requirement | Export Promotion Strategy | Relevant Govt. Authority |
|-------------------|---------------------|--|--|--|
| Regulatory | Short Term | To resolve export queries related to all concern departments (DIC, Agriculture, GST, Financial institution, Export agencies, etc.), coordination of all concern departments should be done through Single Window System and Helpdesk | Setting up DIC as District Export Hub and work as integrated, centralize helpdesk. | Central and State Government Authorities |

Latur District Export Action Plan

| Category | Strategy Time Frame | District Requirement | Export Promotion Strategy | Relevant Govt. Authority |
|------------------------------|---------------------|---|---|---|
| | | should be made available for it. | | |
| | | Local custom clearance of Export goods. | The process to avail this facility should be expedited. | |
| | | Availability of ODOP facilitation center at district level. | ODOP facilitation center should be made available | State Government and District Authorities |
| Institutional Support | Short Term | Training program should be conducted to know the latest updates in foreign trade policies. | DGFT should organize training for latest update in foreign trade policy to encourage and promote direct export of agro products by farmers. | State Government Authorities |
| | | Export awareness seminars/ workshops /trainings should be organized for businessmen/ farmers/ industrialists. | Seminar to be conducted by DGFT, EPC's (APEDA, etc.) and handholding by DIC. | District Authorities |
| | | Interactions with ICD's and industries/ entrepreneurs. | Coordinate and promote exports in coordination with ICD's and industries/ entrepreneurs. | |
| | | Institutions of relevant export promotion education /training course. | Identification of Institutions relevant for export promotion. | |
| | | Curriculum preparation for Export Promotion. | Preparation of curriculum for short term and long-term export-oriented courses in coordination with identified institutes. | |

Latur District Export Action Plan

| Category | Strategy Time Frame | District Requirement | Export Promotion Strategy | Relevant Govt. Authority |
|--------------------------------|---------------------|---|---|--|
| | | Information of organic and residue free farming and related schemes should be made available. | EPCs should organize sector specific knowledge sharing sessions | EPC and State Government Authorities |
| | | Study tours should be organized in various countries to know the latest technical advancements in developed countries. | Central and State Government should arrange study tours. | State Government Authorities |
| Promotion and Awareness | Short Term | Permanent Exhibition Centre at district should be established. | Setting up DIC as District Export Hub and work as integrated, centralize helpdesk and establish permanent exhibition center. | Central, State Government and District Authorities |
| | | Organizing trade fairs, Buyer-Seller meets. | | |
| | | Advertising of pulses in foreign countries would create a new market for export of our products. Canada, Australia and other countries are promoting their pulses in such manner. | As a part of promoting the products for online sales, central and state government should encourage for GI tagging of the product. This will help to create new market for these products and may be useful in export. | Central and State Government Authorities |
| | | Subsidy should be given by government for participation in international trade fairs, | Organizing Buyer seller meet for entrepreneurs - This activity would be an ongoing activity. | |

Latur District Export Action Plan

| Category | Strategy Time Frame | District Requirement | Export Promotion Strategy | Relevant Govt. Authority |
|----------|---------------------|--|---|--------------------------|
| | | Buyer-Seller meets. | | |
| | | Promotion of Export promotion online portal, Information dissemination through Export Guidebook, ODOP booklet | Promotion of online portal at district level – Interactions with Industry associations. | District Authorities |
| | | | Information dissemination through Export guidebook and ODOP booklet. | |
| | | | Publicity through news and social media about export potential of the district. | |
| | | To resolve export related and other issues of importance, interaction with the central agencies (DGFT, Customs and others) and state government offices should be carried out. | Coordination with central agencies (DGFT, Customs and others) and state government offices. | |
| | | Interactions with EPC's and entrepreneurs. | Coordinating interactions/ seminars with EPC's and entrepreneurs. | |
| | | Farmer producing company formation. | Organizing farmers producing companies for agro processing units. | |
| | | enrolment of Latur pulses and other products. | The process should be expedited for GI tagging of Latur pulses and Identification and enrolment of other products for GI tagging. | |
| | | Involvement of Industrial associations. | Industrial association involvement will lead to better formulation of policies and solutions to the issues. | |

Latur District Export Action Plan

| Category | Strategy Time Frame | District Requirement | Export Promotion Strategy | Relevant Govt. Authority |
|-------------------------|--|--|--|------------------------------|
| | | ODOP cluster development. | Promotion of ODOP cluster development. | |
| | | Annual calendar for events like Buyer-Seller Meet, Trade Exhibition, Capacity building training, etc. | Maintaining Annual calendar for events like Buyer- Seller Meet, Trade Exhibition, Capacity building training, etc. | |
| | | Designing, Branding, marketing, and technical expertise for ODOP. | Identification of institutes for designing, Branding, marketing, and technical expertise of ODOP. | |
| | | ODOP promotion at Railway Station. | ODOP promotion at Railway Station Through banner/ stall display at the main platform. | |
| | | ODOP Gift Hamper. | Create ODOP Gift Hamper. | |
| | | Use of social media Platform for ODOP promotion. | Use of social media Platform like Whatsapp, Facebook, for ODOP promotion. | |
| | Medium Term | Organizing seminars, exhibitions/Haat, Buyer seller meet | Organizing Seminars and exhibitions/Haat for entrepreneurs - This activity would be an ongoing activity. | |
| Long Term | Export awareness/sensitization for budding entrepreneurs and newly developed units | Sensitization by organizing seminars and exhibitions for budding entrepreneurs and newly developed units in due course of time - This activity would be an ongoing activity. | | |
| Industrial Infra | Short Term | Availability of MIDC land and required infrastructure for the unit expansion planning for | The units planning to expand business for export should be given priority for allocating MIDC land, electricity, water connections and | State Government Authorities |

Latur District Export Action Plan

| Category | Strategy Time Frame | District Requirement | Export Promotion Strategy | Relevant Govt. Authority |
|----------|---------------------|--|---|--|
| | | export business. | required government license approvals. | |
| | | A substantial volume of district's export is carried out through indirect channels of export like CHA or export houses. | Central, State Government and District concern authorities should plan long term policy to resolve this issue as it is directly impacting economy of the district as well as the producer/farmer/businessman. | Central, State Government and District Authorities |
| | | Infrastructure improvement at DICs. | Considering proposed DIC as District Export Hub, Infrastructure improvement at DICs. Is required. | State Government and District Authorities |
| | | To maintain export quality of products, testing facilities, Material Testing, UV testing, certification labs and calibration facilities, etc. are mandatory requirements for exports and should be made available. | To maintain export quality of the products below mentioned facilities and measures are of prime importance and should be made available, <ul style="list-style-type: none"> ▶ Testing Facilities ▶ U.V. Testing ▶ Packaging ▶ Certification Also, sector specific R&D facilities should be made available to boost export of the district. | |
| | | Truck terminus availability | Availability of truck terminal nearby MIDC areas. | |
| | | MSME tool room | Considering growing production, the existing MSME tool room extension center should be established. | State Government Authorities |
| | | Raw material availability | Major raw material and packaging material should be made available in semi urban areas. | |

Latur District Export Action Plan

| Category | Strategy Time Frame | District Requirement | Export Promotion Strategy | Relevant Govt. Authority |
|----------|---------------------|---|--|--|
| | | Design Centre/Common facility Centre. | Considering growing potential of export in the district, this activity should be expedited. | Central and State Government Authorities |
| | | Common Effluent Treatments plants. | The district concern authorities should insist for CETP. | |
| | | Foreign exchange facility | Foreign exchange facility should be made available in the district. | |
| | | Limited number of R&D, testing lab and packing house facilities in the district. | Considering the huge production of soyabean and pulses in the district, to promote the export of it, R&D, testing lab and packing house facilities should be increased to promote export | |
| | | Implementation of Ethanol Blended Petrol (EBP) Program in district | Considering huge production of sugar and availability of large number of sugar factories in the district, Ethanol Blended Petrol (EBP) Program should be implemented. | |
| | | Warehouse and Cold storage facility. | Considering agro based of the district Warehouse and Cold storage facilities should be established in rural areas. | |
| | Medium Term | Reduction in electricity per unit rates - W.r.t. electricity, current per unit rate of electricity is high compared to other states. Considering it, per unit rate should be reduced. | The concern State government agency should review current per unit rate of electricity as it is high compared to other states. The reduction in per unit rate will help in reduction in production cost. | State Government Authorities |

Latur District Export Action Plan

| Category | Strategy Time Frame | District Requirement | Export Promotion Strategy | Relevant Govt. Authority |
|----------------|---------------------|--|--|---|
| | | Requirement of Truck Terminus. | Considering maximum export of the district is done through JNPT and road transport is being truck terminus facility should be made available. | |
| | Long Term | Requirement of Inland Container Depo. | With the growing potential of the district, it should be made available on priority. | Center and State Government Authorities |
| | | Considering draught prone area, provision for adequate water supply should be planned. | Considering draught prone area, concern State government agency should review current status of water reservoir and storage of the district and appropriate solution should be provided. | State Government Authorities |
| Logistic Infra | Short Term | Adequate transportation facilities should be made available. | Road transportation facilities should be improved (conversion of existing highways into multi-laning, quality of roads, etc.). | State Government and District Authorities |
| | | | Connectivity to upcoming Jalna dry port. | |
| | Medium Term | Rail connectivity is available, frequency and goods transport facility should be improved by railway department. | Frequency of trains for goods transport should be improved – Considering agrobases, will be beneficial for agro based and perishable products. Railway Green corridor for goods export. | Central Government Authorities |
| Finance | Short Term | Exporters need credit facilities with extremely competitive rates of interest. | To compete with global export market, exporters need credit facilities with extremely competitive rates of interest For pulses export special incentive should be given. | Central Government Authorities |
| | | Rebate for reduction in | Reduction/exemption in export duty | |

Latur District Export Action Plan

| Category | Strategy Time Frame | District Requirement | Export Promotion Strategy | Relevant Govt. Authority |
|---------------------------|------------------------------|--|--|--|
| | | cost of production. | exemption will reduce cost of production. Assistance of Central Government schemes should be made available. Improvement in transport subsidy norms. | |
| | | Assistance of Central Government schemes. | Assistance of Central Government schemes should be made available. | |
| | Medium Term | Transport/ freight cost subsidy | Provision of subsidy for transportation/ freight cost to help in exporting directly. | Central and State Government Authorities |
| | | For Import-Export business transactions through banks special permission needs to be availed from RBI. | To ease export activities and boost the export of the district, every district should have this facility available. The concern authorities should evaluate feasibility for the same. | |
| Long Term | Financial assistance schemes | Financial assistance promotional schemes by central and state government. | | |
| Agriculture Sector | Short Term | Information of organic farming scheme should be made available. | APEDA should provide information on organic farming and schemes available for it. | State Government Authorities |
| | | Availability of raw material and packaging material in semi urban areas. | The concern agencies should ensure availability of raw material as well as packaging materials for exporting units in semi urban areas. The district and State authorities should regularly take updates from exporters and resolve the issue. | Central and State Government Authorities |

Latur District Export Action Plan

| Category | Strategy Time Frame | District Requirement | Export Promotion Strategy | Relevant Govt. Authority |
|----------|---------------------|---|---|---|
| | | Insufficient Skilled Manpower, Labour training. | The concern authorities should plan sector specific training programs/ workshops on regular intervals. | State and District Government Authorities |
| | Medium Term | Availability of adequate cold storage and vegetable drying facilities, warehouses considering shelf life of agro based products. | The government agencies should provide facilities like cold storage, vegetable drying, warehouses considering shelf life of agro based products. The agency like APEDA can play an important role in providing affordable solution for the district. | State Government Authorities |
| | | Export of pulses was banned during 2007-2017. Considering it, Latur region, which is rain fed grows pulses like Toor, Moong, Urad and Chana needs to be incentivized. | The concern govt. authorities should evaluate the suggestion given by exporters i.e., "to give 10% export subsidy on export sale of milled products i.e., Dal and this can be capped the limit to the amount of duty and fees collected on import of pulses for the financial year so that there is no loss to the ex-chequer". | Central Government Authorities |

3.3 Key Department Contacts

- ▶ **Export Commissioner and Development Commissioner (Directorate of Industries),**
Address: New Administrative Building, Madam Cama Road, Opp. Mantralaya, Mumbai-400032.
Email: didci@maharashtra.gov.in
Phone: (022)-22028616
- ▶ **Joint Director of Industries, Chh.Sambhajinagar region,**
Address: Vikas Bhavan, 2nd Floor, Adalat Road, Chh.Sambhajinagar-431001.
Email: diroChh.Sambhajinagar@maharashtra.gov.in
Phone: (0240)-2331105
- ▶ **Superintending Industries Officer, Nanded Subdivision,**
Address: Udyog Bhavan, Govt. Industrial Estate, Shivaji Nagar, Nanded-431602.
Email: dironanded@maharashtra.gov.in
Phone: (02462)-243393
- ▶ **General Manager, District Industries Centre, Latur**
Address: Plot No. B-1, M.I.D.C., Dist.Latur-413537.
Email: didic.latur@maharashtra.gov.in
Phone: (02382)-220853/220144
- ▶ **Industry Association Contact List**

Table 3.3.1 - Industry Association Contact List

| Sr. No. | Name of Association | Contact Person | Contact No. |
|---------|---------------------------------|---------------------|-------------|
| 1. | Laghu Udyog Bharti Sanghtana | Mr. Vaman Dhumal | 98810-91555 |
| 2. | Latur Zilha Lagu Udyojak Samuha | Mr. Shivaji Narhare | 94220-71672 |

