

Export Action Plan for Nagpur District

Nagpur Region, Maharashtra

June 2024



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1 District Profile

1.1 Introduction

The Nagpur district consists of Nagpur Municipal Corporation, 10 municipalities, 13 panchayat samitis and 778 gram panchayats. The total area covered is about 9897 sq. km. of which Nagpur city accounts for 217.65 sq. km. (2.2%). The district population (as per Census of India - 2001) was 40.51 lakhs of which 20.52 lakhs (about 50%) were in Nagpur city. The average population density of Nagpur is quite low as compared to other comparable cities of India. The figure was 95 persons per ha in 2015.



1.2 Location and Geography

Nagpur district is bounded by Bhandara district on the east, Chandrapur district on the southeast, Wardha district on the southwest, Amravati district on the northwest and Chhindwara district of the Madhya Pradesh state on the north. Nagpur is 837 kms from Mumbai and 1094 kms south of Delhi. It is located at the north latitude of 21.07 and east longitude of 79.07.

1.3 Demographic Profile

According to the 2011 census, Nagpur district has a population of 40.51 lakh, which stands at 29th rank in India out of 640. The district has a population density of 470 inhabitants per square kilometer. Its population growth rate over the decade 2001-2011 was 14.39%. Nagpur district has a sex ratio of 948 females per 1000 males and a literacy rate of 89.52%.

1.4 Climatic Conditions

The climate of Nagpur is **tropical**, with a rainy season from June to mid-October, due to the monsoon, and a dry season from mid-October to May. The rains usually end in early or mid-October.

1.5 Logistic Infrastructure Profile

Nagpur District, located in the state of Maharashtra, India, boasts a robust logistics infrastructure that supports its strategic importance as a central transportation hub. Central Position: Nagpur is geographically situated at the heart of India, often referred to as the "Zero Mile" center.

1.5.1 Road Network:

- ▶ National Highways: Major highways such as NH 44, NH 47, and NH 53 pass through Nagpur, providing seamless road connectivity to various parts of the country.
- ▶ State Highways: Well-maintained state highways connect Nagpur to surrounding regions within Maharashtra.

1.5.2 Rail Network:

- ▶ Nagpur Junction: A major railway junction on the Indian Railways network, facilitating both passenger and freight movement.
- ▶ Broad Gauge: Extensive broad gauge rail network supports heavy and bulk cargo transportation.

1.5.3 Air Connectivity:

- ▶ Dr. Babasaheb Ambedkar International Airport: Handles both domestic and international flights, with dedicated cargo facilities to support air freight.

1.5.4 Logistics Facilities

- ▶ Inland Container Depots (ICD): MIHAN (Multimodal International Cargo Hub and Airport at Nagpur): A significant logistics hub combining air, road, and rail transport, with state-of-the-art facilities for cargo handling and storage.
- ▶ Warehousing: Private and Public Warehouses: Numerous warehouses provide storage solutions for various industries, including temperature-controlled facilities.
- ▶ Cold Storage: Specialized cold storage units for perishable goods like fruits, vegetables, and pharmaceuticals.

1.5.5 Industrial Parks:

- ▶ Butibori Industrial Area: One of the largest industrial areas in Asia, offering manufacturing and logistics facilities for various industries.
- ▶ SEZ (Special Economic Zones): Promote export-oriented businesses with dedicated infrastructure and tax benefits.

1.5.6 Logistics Parks:

- ▶ Private Logistics Parks: Developed by logistics companies to offer integrated solutions including transportation, warehousing, and value-added services.

1.5.7 Services and Infrastructure

- ▶ Freight Forwarding: A network of freight forwarders provides comprehensive logistics solutions, including international freight services.
- ▶ 3PL (Third-Party Logistics) Providers: Numerous 3PL providers offer end-to-end logistics services, including inventory management, order fulfillment, and distribution.

1.5.8 Transportation Services:

- ▶ Truck Fleets: Extensive fleets of trucks cater to road transport needs, ensuring last-mile connectivity.
- ▶ Rail Freight Services: Dedicated rail services for bulk goods, ensuring cost-effective and efficient transportation.
- ▶ Customs and Clearance Services: Efficient customs and clearance services at ICDs and the airport ensure smooth import and export operations.

1.5.9 Development and Future Plans

- ▶ Expansion of MIHAN: Continuous development of the MIHAN project to enhance its capabilities as a multimodal logistics hub.
- ▶ Infrastructure Upgrades: Ongoing upgrades to road, rail, and air infrastructure to meet growing demand and improve efficiency.
- ▶ Sustainability Initiatives: Efforts to incorporate eco-friendly practices in logistics operations, including the use of electric vehicles and renewable energy.

1.6 Agricultural Profile

Nagpur District has approximately 644,000 hectares classified as cultivable agriculture land. Agriculture plays a significant role in the local economy, and the land use pattern reflects this, with a substantial portion of the area dedicated to farming. The district primarily has black cotton soil, which is rich in clay and retains moisture well. Around 20,965 hectares dedicated to orange cultivation and approximately has 5 lakh tonnes of oranges were produced in the district. This type of soil is ideal for growing cotton, as well as other crops like soybeans and pulses.

- ▶ District is a higher exporter of rice under Agriculture commodities.
- ▶ Orange dominance in cultivation and export
- ▶ Nagpur oranges and Bhiwapur Chilli are registered under GI tag.

1.6.1 Major Crops in Nagpur District

- ▶ Cotton: A primary cash crop, thriving in the black soil.
- ▶ Soybeans: Widely cultivated for their economic value.
- ▶ Pulses: Includes tur (pigeon pea), moong (green gram), and urad (black gram).
- ▶ Citrus Fruits: Famous for oranges, a major horticultural product.
- ▶ Rice and Wheat: Staple crops grown in the rabi (winter) and kharif (monsoon) seasons.
- ▶ Vegetables: Includes tomatoes, brinjals, and leafy greens.

1.6.2 Major Agriculture and Horticulture Produce of District

Table 1-1: Major Horticulture and Agriculture production data

Sr No	Name of Product	Production in MT (2022-23)	Area under Production Hecter (2022-23)
1	Orange	4587000	611600
2	Wheat	224306.487	117548.73
3	Rice	200554.26	99777.58
4	Tur	70151	57804
5	Turmeric	491100	35100

Source: Horticulture Area Production Information System (HAPIS), Ministry of Agriculture, Government of India

1.7 Industrial Profile

► Industries and Employment Generation in Nagpur District

The below mentioned illustrates Sector-wise industries and employment generation of the district:

Table 1-2: Industries, Sector-wise Investment and Employment Generation

Sector	No. of Industries	Investment (in INR Crore)	Employment
Food & Agro based Industries	33	2728.14	9591
Defence & Aviation	6	2636.00	4410
Textile	14	1331.26	6975
Cement	3	687.43	424
Paper	11	543.05	1680
IT	5	434.00	2621
Plastic	11	431.07	2258
Steel	10	174.18	2339
Mineral	5	47.91	949
Other	124	9911.58	29064

Table 1-3: Industrial Area details of Nagpur district

Name of the Industrial area	Allocated area (Hectare)	Allocated Industrial area (Hectare)	Total Plot (No.)	Working Industrial Units (No.)
Hingna	745.83	535.25	1723	1378
Butibori	2428.14	1290.03	2681	1454
Addl. Butibori	1391.85	144.38	424	4
Addl. Butibori – 2	275.50	20.34	163	8

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Name of the Industrial area	Allocated area (Hectare)	Allocated Industrial area (Hectare)	Total Plot (No.)	Working Industrial Units (No.)
Kalmeshwar	110.93	96.39	170	110
IT Parsodi	11.66	5.33	47	33
Umred	310.12	216.08	517	133
Katol	138.44	92.50	88	43
Savner	73.95	61.39	72	42
Narkhed	20.59	6.20	31	7
Bhiwapur	12.68	9.07	47	10
Kuhi	15.55	10.76	42	14
Parshivani	12.00	8.19	40	22
NTPC, Mauda	710.35	710.34	1	1
NTPC, Mauda Ash Pond	120.30	120.30	1	1
Total	6377.89	3326.55	6047	3260

Source: MIDC, Nagpur and DIC Nagpur

► Major Industrial Hubs of Nagpur District

► Auto & Engineering–

- Mahindra & Mahindra and it's 50 ancillaries
- KEC International Limited
- Diffusion Engineering Limited
- Unitech Tower Transmission Limited

► Food Processing –

- Haldiram's,
- Saaj Foods,
- Dinshaws,
- Suruchi Spices,
- Patanjali,
- Hira foods

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▶ **Textiles –** Indorama and Monarjee

▶ **IT/ ITeS –**

- ▶ TCS
- ▶ Infosys
- ▶ L&T Infotech
- ▶ Hexaware BPS
- ▶ Persistent
- ▶ HCL
- ▶ Global Logic
- ▶ ADCC Infocomm

Table 1-4: Industrial Area details of Nagpur district

Location	No. of Units	Activities	Investment (INR Cr.)	Employment
Govt. Software Tech Park	14	Software Dev.	7.48	835
	6	IT Services	1.14	85
Private Park	1	Software Dev.	5.50	250
Outside Park	17	Software Dev.	6.45	387
	14	IT Services	3.70	183
MIHAN (LSI)	13	Software Dev.	252	2110
Total	65		276.27	3850

Source: DIC Nagpur

▶ **Defence and Aviation –**

- ▶ Solar Explosives
- ▶ Economic Explosive
- ▶ Sandeep Metals
- ▶ Reliance Aerospace
- ▶ Tata Aeronautical Limited
- ▶ Boing MRO
- ▶ Indamer Aviation.

Source: DIC, Nagpur

1.8 Industrial Infrastructure Profile

The details of industrial infrastructure provided by MIDC is given below:

Table 1-5: MIDC Industrial Infrastructure

Area	Hingna Industrial Area	Umred Industrial Area	Butibori Five Star Industrial Area	Kalmeshwar Industrial Area	Katol Industrial Area
Water	13.5 MLD water supply scheme. Ambazari lake is the source of water	2.5 MLD water supply from Makardhokda Dam	60 MLD water supply scheme available sourced from Vena-Wadgaon dam. Current requirement is only 15 MLD.	4.8 MLD water supply scheme from Vena lake	4.5 MLD (Jackwell at Jam Dam)
Roads	The width of the main road is 30 m and internal roads is 20 m.	Good internal roads with streetlights.	Main road width is 60 m and internal roads is 30 m. A four lane high level bridge has been built on river Wuna for smooth flow of traffic.	The width of the main road is 30 m and internal roads is 18.5 m.	Internal roads with streetlights and water distribution network
Fire Station	Fire station constructed and managed by MIDC fire department	Available	Fire station constructed and managed by MIDC fire department	NA	Available
Electricity	132 KV sub station and uninterrupted power supply of good quality	132 KV substation at Katol	Two sub stations – 220 KV and 33 KV and uninterrupted power supply of good quality	132 KV sub station and uninterrupted power supply of good quality	132 KV Substation at Katol

Other Infrastructure	Common effluent disposal facility, CFC, Residential facilities, truck terminus, etc.	CFC, Post and Telegraph office, Hotels, Canteen, Hospitals	Truck Terminus, Residential facilities, Common effluent disposal facility, bank, hospital, canteen, etc.	CFC, Residential area, Common effluent disposal facility, etc.	Technical and Non Technical advance level education, Hotel, Hospital, market, etc.
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Source: MIDC

1.9 Service Sector Profile

As per District Industries Profile 2012-13, there are 2016 service enterprises providing an employment of 13684. Some of the potential services which can be provided in the district are as listed below:

- ▶ Units engaged in Mining and Quarrying
- ▶ Servicing and repairing of machinery
- ▶ Advertising agencies
- ▶ Marketing Consultancy
- ▶ Industrial Consultancy
- ▶ Equipment Rental & Leasing
- ▶ Industrial Photography
- ▶ Industrial R&D Labs
- ▶ Industrial Testing Labs
- ▶ Auto Repairs, Services, Garages
- ▶ Laboratories engaged in testing of raw materials, finished products
- ▶ "Servicing Industry" undertaking engaged in maintenance, repair, testing, or servicing of all types of vehicles & machinery of any description including electronics/ electrical equipment's/ instruments i.e., measuring/ control instruments, televisions, tape recorders, VCRs, radios, transformers, motors, watches.
- ▶ Laundry & Dry Cleaning
- ▶ X-Ray clinic
- ▶ Tailoring
- ▶ Servicing of Agri Farm equipment e.g. Tractor, Pump, Rig, Boring, Machines, etc.
- ▶ Weigh Bridge
- ▶ Photographic Lab
- ▶ Blue Printing and enlargement of drawing/ designs facilities
- ▶ Sub-contracting Exchanges (SCXs) established by Industry Associations
- ▶ Colored and Black and White Studios equipped with processing laboratory
- ▶ Beauty Parlours and Creches

Source: Nagpur District Industrial Profile 2012-13

1.10 Industrial Association of the District

- ▶ Dalit Indian Chamber of Commerce & Industries (DICC)
- ▶ Kalmeshwar Industries Association (KIA)
- ▶ Laghu Udyog Bharati (LUB)
- ▶ Vidarbha Economic Development Council (VED)
- ▶ Vidarbha Plastic Industries Association (VPIA)
- ▶ Butibori Manufacturers Association (BMA)
- ▶ MIDC Industries Association (MIA)

- ▶ Vidarbha Industries Association (VIA)
- ▶ MIHAN Industries Association
- ▶ Nagpur Vidarbha Chamber of Commerce (NVCC)

Source: DIC, Nagpur

1.11 Banking Facilities

The district has a good banking network with 642 branches of Commercial Banks, 13 branches of Vidarbha Konkani Gramin Bank, 69 branches of Nagpur DCCB and 592 Primary Agriculture Credit Societies. However, concentration of 422 branches is in Urban and Semi-urban areas.

Source: NABARD Potential Link Plan 2022-23

1.12 Nagpur District Strengths and Opportunities

- ▶ The district is known for its well connectivity. 2 major National Highways, NH-7 and NH-6 passes through the district.
- ▶ Presence of Multi Modal International Cargo Hub (MIHAN), International Airport and centrally located railway station.
- ▶ The district is emerging as Industrial Hubs for Auto and Auto components, Food Processing, Defence and Aviation, and Electronics
- ▶ **Auto & Auto Components** – Major players are Mahindra & Mahindra and its 50 ancillaries.
- ▶ **Food Processing** – Major players are Haldiram's, Saaj Foods, Dinshaws, Suruchi Spices, Parle, Candyco, Patanjali, Hira foods. 70% export to Canada, Australia and European Countries. Potential for cluster development in the district.
- ▶ **Defence and Aviation** - Major players are Solar Explosives, Economic Explosive, Sandeep Metals, Reliance Aerospace, Tata Aeronautical Limited, Boing MRO, Indamer Aviation. Potential for cluster development in the district.
- ▶ **Electronics** – District have cluster of Electronic units mainly manufacturing LED bulbs, PCB, and sensors. These items are exported to China and Middle East Countries. Potential for development of Electronics cluster in the district.
- ▶ **Protein Hub** – Huge potential to be developed as 'Protein Hub' due to availability of raw materials (Rice, Soyabean, Pulses, and Millets). There is a heavy demand for plant-based protein across the world
- ▶ **Potential for Agro-based food industry** for Orange (GI tagged) processing. At present, very few processing units are located in the district.

2 District Export Profile

2.1 Nagpur District Export Scenario

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

Table 2-1: District Export Scenario

State and District Export Contribution		
	Total Exports (INR crore)	Percentage Contribution
Maharashtra	581439.00	16.05
Nagpur District	13141.00	80.95

Source: DGCIS, Government of India (April 2022 to March 2023)

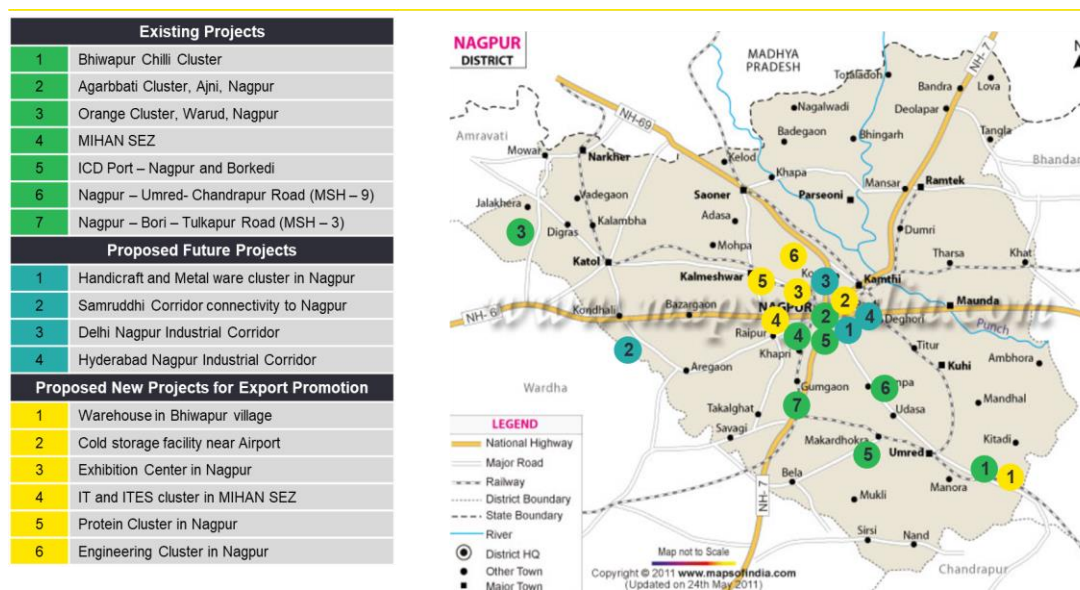
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Table 2-2: Existing District Export Scenario

State and District Export Contribution		
	Total Exports (INR crore)	Percentage Contribution
Maharashtra	556400.42	15.50
Nagpur District	13476.00	77.02

Source: DGCIS, Government of India (April 2023 to March 2024)

2.2 Existing and Proposed Infrastructure for Exports



2.3 District One District One Product (ODOP) Profile

The Nagpur district is famous for Cotton, Oranges, Chillies, Rice, etc. The details of identified ODOP for the district is given below,

Table 2-3: ODOP Profile

Sr. No.	Product Name	GI No.	ODOP	HSN Code	Sector	Perishable	Line Ministry/ State Department/ Boards
1	Nagpur Orange	385	Yes	08051000	Agriculture	Yes	Ministry of Agriculture and Farmers Welfare, Government of India; Department of Agriculture, Government of

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Sr. No.	Product Name	GI No.	ODOP	HSN Code	Sector	Perishable	Line Ministry/ State Department/ Boards
							Maharashtra
2	Engineering	NA	Yes	84,85,86,87, 88 and 89	Engineering	No	Ministry of Civil Aviation, Government of India; Ministry of Heavy Industries, Government of India; Directorate of Aviation, Government of Maharashtra

Table 2-4: Current Markets for ODOP

Sr No	Product Name	HSN code	Export Value (in INR crore) FY 22-23	Export Value (in INR crore) FY 23-24	Export Hubs	Current Market of Nagpur
1	Nagpur Orange	08051000	43.80	18.28	Warud, Katol, Saoner, Kalmeshwar and Narkhed	Bangladesh, Canada, Greece, Iran, Kuwait, USA, UAE
2	Engineering	84, 86,87, 88, 89, 90	1921.46	2027.95	Nagpur	Algeria, Bangladesh, Brazil, Belgium, Germany, Canada, France, Afghanistan

Source: DGCIS, Government of India

2.4 Top Exporting Products and Countries from District

2.4.1 Top 10 Exporting Products from District

Table 2-5: Top 10 Exporting Products from District

Top 10 Exporting Products from District			
HS Code	Product Description	Export Value (INR crore)	Top Exporting Countries
10063010	Rice Parboiled	2664.8	Benin, Djibouti Russia, Togo, Cote D Ivoire, Somalia, Sierra Leone, Guinea, Saudi Arabia
10063090	Rice Excptg Parboiled (Excl Basmati Rice)	788	China P Rp, Madagascar Kenya, Russia, Cote D' Ivoire, Cameroon, Tanzania Rep
73082011	TOWers For TransmissiON Line W/N Assembled	592.66	Georgia, Saudi Arab, Bangladesh Pr, Benin, Burundi, Niger, Peru, Morocco
10064000	Broken Rice	569.27	China P Rp, Djibouti Vietnam Soc Rep, Gambia, Somalia, Ethiopia, Cote D' Ivoire, Russia, Togo
87019300	Tractors and machinery Equipment's - others	486.83	U S A, Brazil, Mexico, Senegal, Guyana, Bangladesh Pr, Mozambique
30049099	Other medicines	376.78	U S A, Tanzania Rep, Australia, Ukraine, France Philippines
30049071	Captopril, Enalapril, Lisinopril, Perindopril and etc.	362.36	USA, Singapore, UAE
87019300	Other Tractors, of an engine power exceeding 37 KW	330.03	France, Hungary, Germany, Italy, U S A, Slovenia, Japan, U K
55032000	Staple Fibres Of Polyester Nt Crd/Cmbd	286.97	Nepal, Turkey, Germany, Mexico, Poland, Sri Lanka
54023300	Textured Yarn of Polyster	284.40	Turkey, Portugal, Brazil, Germany, Belgium, Nepal, Spain

Source: DGCIS, Government of India (April 2022 to March 2023)

Table 2-6: Top 10 Exporting Products from District

Top 10 Exporting Products from District			
HS Code	Product Description	Export Value (INR crore)	Top Exporting Countries
10063010	Rice Parboiled	2653.66	Benin, Guinea, Russia, Tanzania, Djibouti

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73082011	TOWers For TransmissiON Line W/N Assembled	778.57	USA, Georgia, Saudi Arab, Bangladesh, Mexico
30049099	Other Medcne Put Up For Retail Sale	661.14	USA, Uganda, Mozambique, Phillipines
88073000	Other Parts of Airplanes, Helicopters Or Unmanned Aircraft	547.94	France, Italy, Hungary, USA, Japan
9042110	Of Genus Capsicum	405.53	China, USA, Thailand, Mexico
30049071	Captopril, Enalapril, Lisinopril, Perindopril And Ra	403.88	USA, Mexico, Singapore
87019300	Other Tractors, Of An Engine Power exceeding 37 Kw But Not Ex	375.43	USA, Brazil, Mexico, Senegal, Togo
36020010	Industrial Explosives Permitted Types	352.16	Australia, Indonesia, South Africa, Nepal
10063090	Rice Excptg Parboiled (Excl Basmati Rice)	285.11	Kenya, Mozambique, Russia, Tanzania
29232010	Lecithins	236.40	Spain, Netherland, Turkey, Italy, Russia, Canada

Source: DGCIS, Government of India (April 2023 to March 2024)

- ▶ The major decline in the export due to COVID pandemic
- ▶ Highly impacted commodities include – **Rice (Other than Basmati); Products of Iron and Steel; Man-made Yarn, Fabrics, Madeups; Paper, Paper Board and Product; Rubber and Rubber Products; Residual Chemical and Allied Products; Iron and Steel; Food Processing and Industrial Machinery for Dairy**
- ▶ In **2017-18, 2018-19 and 2019-20**, the exports of major commodity – **Rice (other than Basmati) has been impacted** leads to decline in exports (**yearly more than INR 200 Cr**) due to Bangladesh 28% import duty on rice exports from India, EU stringent quality norms and Saudi Arabia's new quality certification rules.
- ▶ The **second most affected commodity is Paper, Paper Board and Products** due to serious decline in paper production which leads to wastepaper high import demand and high cost of wastepaper recycling.

2.4.2 Top 10 Exporting Countries from District

The details of top exporting countries from the Nagpur district are given below,

Table 2-7: Top 10 Exporting Countries from District

Sr. No.	Country	Export Value (INR crore)
1	U S A	1826.15
2	China P Rp	896.41
3	Bangladesh Pr	719.82
4	Benin	704.01

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5	U Arab Emts	598.81
6	Turkey	440.33
7	Nepal	427.21
8	Russia	422.25
9	Djibouti	311.27
10	Germany	302.22

Source: DGCIS, Government of India (April 2022 to March 2023)

Table 2-8: Top 10 Exporting Countries from District

Sr. No.	Country	Export Value (INR crore)
1	U S A	2359.58
2	Bangladesh Pr	706.74
3	U Arab Emts	633.70
4	Benin	609.64
5	Russia	489.78
6	Nepal	386.39
7	China P Rp	351.92
8	Guinea	346.21
9	France	327.62
10	South Africa	319.46

Source: DGCIS, Government of India (April 2023 to March 2024)

Table 2-9: Top 10 Sectors Exporting from District

Sr. No.	Country	Export Value (INR crore)
1	Agriculture, Horticulture and Allied Products	3173.69
2	Chemicals	1790.31
3	Pharmaceutical	1389.76
4	Metalware	1336.63
5	Engineering	1332.23
6	Textile and Apparels	1195.58
7	Electronics and Electrical Components	951.97

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8	Agro and Food Processing	811.96
9	Plastic and Plastic Products	455.40
10	Rubber	412.04

Source: DGCIS, Government of India (April 2023 to March 2024)

2.5 Potential Export Product Profile

Based on the DEPC meetings and discussions with officials and stakeholders, Orange (GI) and Engineering (Auto and Auto Components and Aerospace) has been identified as ODOP. The other identified export potential products from the district are given below,

Table 2-10: Potential Export Product Profile

Export Potential Handicraft Products	Other Export Potential Products
Lace/ Embroidery/ Patch	Ware Nails
Dolls and Soft Toys	Cotton and Cotton Yarn
Leather Artware	Iron and Steel Products
Carpet Durries	Soya and Soyabean products
Artistic Textiles/ Paothani/ Sari Weaving	GC Sheets
Handmade Chindi and Cotton Durry	Refractory Bricks
Agarbatti	Chilli and Chilli Powder
	Bags
	Partially Oriented Yarn
	P.P. Bags
	Polyester Staple Fibre

Source: DIC, Nagpur

2.6 Potential Export Oriented Units

Nagpur DIC in consultation with Industrial Associations and Industry players have identified potential export-oriented units to promote export in the district.

The list of potential export-oriented units is given below,

Table 2-11: Potential Export Oriented Units

Sr. No.	Name of the Unit	Product	Investment (in INR crore)	Employment	Sector
1	M/s Indorama Synthetics India Ltd.	Polyester Yarn	837.00	1313	Textile
2	M/s Relience Cement Co.Pvt.Ltd	Cement Product	341.61	160	Nonmetal

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Sr. No.	Name of the Unit	Product	Investment (in INR crore)	Employment	Sector
3	M/s Inventys Reasearch Company	Pharma Intromidate	325.00	345	Medicine
4	M/S Morarji Textiles Ltd.	Manufacture of cotton fabrics	202.23	650	Textile
5	M/s Sunvijay Rolling and Engineering Ltd	Steel rolling Product	162.00	285	steel Industry
6	M/s Uniworth Textile Ltd.	Wooden Fabric	100.00	340	Textile
7	M/s Shilpa Steel and Power Ltd	Rolling mill/tower Transmission	68.56	105	Engineering
8	M/s KEC international Ltd	Mfg of Transmission lines and towers material	62.00	540	Engineering
9	M/S Afcon Infrastructure Ltd	Structural Parts	40.00	120	Engineering
10	M/S Perfect Industries Pvt.Ltd	Soya Product	20.00	150	Food
11	M/S Caldedrys Indoworths refractories Ltd	Refractory Monolithic Shape	20.00	70	Manufacturing of Nonmetal
12	M/s Sharda Shree Ispat Limited	Alloy Steel	20.00	25	Steel Industry
13	M/s Linkson International Ltd.	Granite and Marble Slab	18.00	40	Nonmetal
14	M/s Grindwell Norton Ltd	abrasive Product	16.00	34	Metallurgy
15	M/s Johnsons Lift Pvt.Ltd.	Lift component	15.00	190	Engineering
16	M/s Charbhuja Foods Pvt.Ltd	Food Product	15.00	212	Food Industry
17	M/s Hindustan Udyog Limited	Steel Casting	14.00	212	Steel Industry

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Sr. No.	Name of the Unit	Product	Investment (in INR crore)	Employment	Sector
18	M/s Lemken India Agro Equipment Pvt.Ltd.	Agro Impliments	10.00	20	Agro Engineering
19	Diffusion Engineeting Ltd.	Wear Plates	9.49	401	Auto and Auto components
20	M/s Gammon India Limited	Structural Steel, Angels	9.00	87	Steel Industry
21	M/s Unitech Tower Transmission Ltd.	Electrical Transmission Power	8.45	50	Engineering
22	M/s Vine Engineer Enterprises	Structural piping Tanks, Vessels	4.00	5	Engineering
23	M/s Saghavi Industries Pvt. Ltd.	Fabrication Work	2.00	5	Engineering
24	M/S Chanvim Plastics Pvt.Ltd.	Plastic Injection Moulding Components	1.38	94	Plastic Industry
25	Durawelwd Metsys Pvt. Ltd.	Manufacture of parts and Machinery	1.10	55	Auto and Auto components
26	Kinetic Gears	Gear and Gear Box	0.60	9	Auto and Auto components
27	Gyan Engineering & Amp. Machineres	Manufacture of parts and Machinery	0.54	14	Auto and Auto components
28	Sharma Engineering Works	Manufacture of parts and Machinery	0.40	20	Auto and Auto components
29	Preetam Spring Pvt. Ltd.	Forged Leaf Spring	0.25	15	Auto and Auto components
30	Duralloy India	Crusher Roter	0.10	17	Auto and Auto components
31	Burn Smooth Petrochem	Diesel & Products	0.01	6	Auto and Auto components

Sr. No.	Name of the Unit	Product	Investment (in INR crore)	Employment	Sector
32	Gangtori Hi-Tech Coatings	Paints			Auto and Auto components
33	Wasudha Engineers	Cast Iron Blend, Valve, Expansion Joints, Air Lubricator			Auto and Auto components

Source: DIC, Nagpur

2.7 Major Clusters with Export Potential in Nagpur District

- ▶ **IT/ ITeS** – Major players are TCS, Infosys, L&T Infotech, Hexaware, Persistent, HCL, Global Logic. Nagpur will be future attraction for IT/ ITeS companies.
- ▶ **Aviation maintenance and services - Major** players are Reliance Aerospace, Tata Aeronautical Limited, Boeing MRO, Indamer Aviation. Being centralised location, Nagpur will be attraction for Aviation industries.
- ▶ **Oranges** – Nagpur is largest orange cultivation district in the state. According to Maharashtra State Agriculture Department, 40 lakh hectare land is under orange cultivation in Nagpur District and major orange growing pockets are Warud, Katol, Saoner, Kalameshwar and Narkhed in Nagpur.

Source: DIC, Nagpur

2.8 Key Issues in Export

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

Table 2-12: Key Issues in Export

Category	Issues	Relevant Government Authority
Regulatory	Non-availability of district level export data (origin of district)	Central Government Authorities
	Availability of online system incorporating latest updates of norms, policies, etc. will help businessman, exporter, framers	Central Government Authorities
	Single window portal for licenses and approvals	Central and State Government Authorities
	Availability of easy and user-friendly processes for export licensing and certifications	Central Government Authorities
Institutional Support	Training program should be conducted to know the latest updates in foreign trade policies	State Government Authorities
	Lack of awareness about overseas buyers	Central and State Government Authorities
	Market data for export products	State Government Authorities

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Category	Issues	Relevant Government Authority
	Updated information about new markets for the existing export products	State Government Authorities
	Establishing an export Facilitation Centre (virtual/physical) - The center can be a dedicated point for information/guidance on export related matters like IEC, schemes, Documentation etc.	Central and State Government Authorities
	Study tours should be organized in various countries to know the latest technical advancements in other countries	State Government Authorities
	Information of organic farming scheme should be made available	State Government Authorities
	Engineering clusters (Aerospace and Auto and Auto components) development to support required infrastructure and to increase exports	State and District Authorities
Promotional Support	Permanent Exhibition Centre at district place with Govt. support should be established	State Government Authorities
	Availability of buyer market data	Central and State Government Authorities
	For promote products in international market, subsidy should be given by government for participation in international trade fairs, Buyer-Seller meets	Central and State Government Authorities
	Support required for branding and promotion of export potential products	State Government and District Authorities
	Unavailability of international buyer market data	Central and State Government Authorities
Industrial Infra	W.r.t. electricity, current per unit rate of electricity is high as compare to other states; considering it, per unit rate should be reduced	State Government 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	State Government Authorities
Logistic Infra	Terminal handling charges are very high in Dry Ports of Nagpur Region	State Government Authorities
	The region is 900 kms away from the port which makes Vidarbha manufacturer logistically uncompetitive and new investments in the region less attractive	Central and State Government Authorities
	The region is landlocked hence transit time to ports is minimum 3 days	Central and State Government Authorities
	Availability of containers for exporters has gone down. Due to this, freight rates have been impacted	Central Government Authorities

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Category	Issues	Relevant Government Authority
	Shipping lines charges are not regulated and there is a huge discrepancy between various charges being collected by various shipping lines	Central Government Authorities
Finance	To compete with global export market, exporters need credit facilities with extremely competitive rates of interest	Central Government Authorities
	Agarbatti and Bhiwapur chilli processing units are facing issues due to lack of advanced machinery leads to less production and competition from other regions and states.	Central and State Government Authorities
	Provide loan support to small and medium enterprises to enable them to upgrade export promotion capability	Central and State Government Authorities
	Exporting units do not get incentives under State Government Package Scheme of incentives as no SGST component is involved	State Government Authorities
	Exporters purchasing capital goods indigenously should be exempted from payment of IGST with export obligation	Central Government Authorities
	The projects of Patanjali groups of industries are getting delayed due to financial crises which could have been crucial for developing a fruit and vegetable processing units in the district.	Central and State Government Authorities
Agriculture Sector	Lack of awareness among farmers regarding permissible usage of pesticides and organic farming	State Government Authorities
	Availability of raw material and packaging material in semi urban areas	
	Availability of adequate cold storage and vegetable drying facilities, warehouses considering shelf life of agro based products	

Source: DIC, Nagpur

2.9 Export Promotion Initiatives by District

2.9.1 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 Councils (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 Councils (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

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- ▶ 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 Nagpur district's DEPC meetings and outreach program details are as mentioned below:

Table 2-13: DEPC meetings and outreach program

Sr No	Date	DEPC meetings/Outreach Program Details
1	17 Dec.2020	DEPC Meeting
2	04 Sep 2021	DEPC Meeting
3	24 Sep 2021	Vanijya Utsav – Exporters Conclave Event
4	23 – 24 Sep 2022	Export Conclave Event and Exhibition
5	15 Dec 2022	DEPC Meeting
6	14 Mar 2023	DEPC Meeting
7	08 Jun 2023	DEPC Meeting
8	03 July 2023	3 July 2023- Discussion on Exports and ODOP
9	07 September 2023	Discussion on Exports, ODOP and Export Strategy Plan
10	07 November 2023	Discussion on ODOP and awareness camp training action plan
11	11 January 2024	Discussion on Further strategy action plan on export growth criteria and ODOP promotion action plan
12	07 March 2024	Nagpur District Investors Summit 2024

3 District Export Promotion Strategy

3.1 Diversification Opportunities for identified export potential product

The identified export potential products from Nagpur districts are Oranges, Auto and Auto Components and Aircraft/ Spacecraft and parts thereof.

The below mentioned table illustrates diversification opportunities for identified export potential products of the district,

Table 3-1: Diversification Opportunities

Sr No	Product Name	Sector	HSN Code	Diversification Opportunities
1.	Nagpur Orange (GI)	Agriculture	08051000	UK, Lebanon, Ukraine, Thailand, Maldives, Hong Kong, USA, Egypt, Pakistan, Canada
2.	Engineering	Engineering	84, 85, 86, 87, 88, 89	Colombia, Egypt, Kenya, Austria, Iraq, Guatemala, Congo D Republic, Netherlands, Peru, UK

Sources: DGCIS and WITS, World Bank

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: Export Promotion Strategy

Category	Strategy Time Frame	District Requirement	Export Promotion Strategy	Relevant Govt. Authority
Regulatory	Short Term	Provide export data (origin of district) at district level which enables stakeholders to take informed decision.	DGFT can track the export of product from each district Promotion of online portal (Maharashtra Export Promotion Web Portal) at district level	Central Government Authorities
		Online system incorporating latest updates of norms, policies, etc. will help businessman, exporter, farmers	Information dissemination through Export Guidebook and ODOP Booklet	
		Easy and user-friendly processes for export	Availability of easy and user-friendly processes for export licensing: ISO 9001-	

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Category	Strategy Time Frame	District Requirement	Export Promotion Strategy	Relevant Govt. Authority
		licensing and certifications	2015 ISO, GMP, HACCP, HALLAL licenses	
	Medium Term	Single Window Portal for licenses and approvals	Encourage investor/ entrepreneur to apply for all the licenses/ approvals through the online single window portal. Single window system be integrated with SMS gateway/ emails, so that applicant gets notification at every critical stage of application processing.	Central and State Government 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
	Short Term	Study tours should be organized in various countries to know the latest technical advancements in developed countries	Central and State Government should arrange offline/ online study tours	State Government Authorities
	Short Term	Market data for export products	DGFT should provide data to relevant stake holders	State Government Authorities
	Short Term	Updated information about new markets for the existing export products	DGFT should provide updated information about new markets	State Government Authorities and Central Government Authorities
	Short Term	Lack of awareness about overseas buyer	DGFT along with DICs and DEPC should provide/ organize trainings for identification of buyers for potential exporters.	Central and State Government Authorities
	Short Term		Promotion of Maharashtra State Government Export Web Portal for	State Government Authorities

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Category	Strategy Time Frame	District Requirement	Export Promotion Strategy	Relevant Govt. Authority
			identifying potential buyers	
	Medium Term	Establishing an export Facilitation Centre (virtual/physical) - The centre can be a dedicated point for information/guidance on export related matters like IEC, schemes, Documentation etc.	DGFT and other relevant authority should facilitate virtual/physical export facilitation center	Central and State Government Authorities
	Short Term	Engineering Cluster Development in the Nagpur district	Support to be provided for development of Engineering cluster along with support for technology development to increase export from the district	State and District Government Authorities
Promotional Support	Short Term	Permanent Exhibition Centre at district place with Govt. support should be established	DIC should work as district Export Hub and set up a permanent Exhibition Centre at district and organize trade fairs, Buyer-Seller meets	Central and State Government Authorities
		Organizing trade fairs, Buyer-Seller meets		
	Short Term	Availability of buyer market data	The concern agencies should ensure availability of international buyer market data to expedite export	Central and State Government Authorities
	Short Term	Support for branding and promotion of products	Tie-up with various e-commerce players to market the products on their online platforms. Concerned stakeholders to be invited to business events/ workshops to help provide market linkages to exporters	State Government and District Authorities

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Category	Strategy Time Frame	District Requirement	Export Promotion Strategy	Relevant Govt. Authority
			Promotion of ODOP Cluster Development	
	Medium Term	Subsidy should be given by government for participation in international trade fairs, Buyer-Seller meets	To promote products internationally, subsidy should be given by government for participation in international trade fair. Also, the concern authorities should provide guidance to the businessman/farmers/ exporters about the existing available schemes	Central and State Government Authorities
Industrial Infra	Medium Term	Electricity per unit rate should be reduced	The concern State government agency should review current per unit rate of electricity as it is high as compare to other states. The reduction in per unit rate will help in reduction in production cost	State Government Authorities
	Short Term	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>The district, with the help of Indian Institute of Packaging (IIP), to work towards improving the quality standards and manufacturing compliances, learning new techniques and technology and market intelligence. Parallely, tie-up with NGOs to help the farmers and cultivators in packaging and other activities.</p> <p>To maintain export quality of the products below mentioned facilities and measures are of prime importance and should be made available, ► Testing Facilities</p>	State Government Authorities

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Category	Strategy Time Frame	District Requirement	Export Promotion Strategy	Relevant Govt. Authority
			<p>▶ U.V. Testing</p> <p>▶ Packaging</p> <p>▶ Certification</p> <p>Also, sector specific R&D facilities should be made available to boost export of the district</p>	
Logistic Infra	Long Term	Functional airport to export perishable products	Airport should be made functional to timely transport perishable and high value goods	Central and State Government Authorities
	Long Term	The region is 900 kms away from the port which makes Vidarbha manufacturer logistically uncompetitive and new investments in the region less attractive	<p>Dedicated rail freight from Nagpur to Mumbai (Central/ State Govt.)</p> <p>Frequency of trains for goods transport should be improved – This will be beneficial for agro-based and perishable products</p>	Central and State Government Authorities
	Long Term	The region is landlocked hence transit time to ports is minimum 3 days	<p>Upgradation of uploading facility at Benapol Railway Station of Bangladesh for perishable products like Oranges</p> <p>Toll rate subsidy per container to support cost of transportation on export</p>	
	Short Term	Shipping lines charges are not being regulated and there is a huge discrepancy (up to 200% depends on destination and type of shipment) being collected by various shipment companies.	Shipping lines charges need to be regulated	Central Government Authorities

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Category	Strategy Time Frame	District Requirement	Export Promotion Strategy	Relevant Govt. Authority
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	Central Government Authorities
	Short Term	The projects of Patanjali groups of industries are getting delayed due to financial crises which could have been crucial for developing a fruit and vegetable processing units in the district.	Credit facilities for potential export-oriented units for long term sustainability	Central Government Authorities
	Short Term	Provide term loan support to small and medium enterprises to enable them to upgrade export promotion capability	Information dissemination about existing financial schemes for MSMEs, exporters and relevant stakeholders which would facilitate in export promotion	Central and State Government Authorities
	Short Term	Exporting units do not get incentives under State Government Package Scheme of incentives as no SGST component is involved	Incentives for exporting units under State Government Package scheme	State Government Authorities
	Short Term	Exporters purchasing capital goods indigenously should be exempted from payment of IGST with export obligation	Reimbursement or exemption of IGST for purchasing of capital goods under export obligation	Central Government Authorities

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Category	Strategy Time Frame	District Requirement	Export Promotion Strategy	Relevant Govt. Authority
	Short Term	Financial subsidy for procurement of machinery for Agarbatti and Bhiwapur chilli cluster	Special subsidy for procurement of advance machinery for export oriented agarbatti and bhiwapur chilli processing units	Central and State Government Authorities
Agriculture Sector	Short Term	Lack of awareness among farmers regarding permissible usage of pesticides and organic farming	APEDA should provide information on organic farming and schemes available for it	State Government Authorities
	Short Term	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
	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

Sources: DIC, Nagpur

3.3 Key Department Contacts

- ▶ **Export Commissioner cum Development Commissioner (Directorate of Industries),**
Address: New Administrative Building, Madam Cama Road, Opp. Mantralaya, Mumbai – 400 032
Email: didci@maharashtra.gov.in
Phone: 022 22028616
- ▶ **Joint Director of Industries, Nagpur region**
Address: Udyog Bhavan, 2nd Floor, Civil Lines, Nagpur - 440001
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- ▶ **General Manager, Nagpur District Industries Centre,**
Address: Udyog Bhavan, 2nd Floor, Civil Lines, Nagpur - 440001
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- ▶ **Dalit Indian Chamber of Commerce & Industries (DICC)**
Address: 83, Persistent Towers, Hill Top, Ram Nagar, Nagpur
Concern Person: Mr. Nishchay Shelke (President)
Phone: 9921709329
Email: nishchaydiccingp@gmail.com
- ▶ **Kalmeshwar Industries Association (KIA)**
Address: Near Post Office, MIDC Area, Kalmeshwar, Nagpur
Concern Person: Mr. Liyakat Ali (President)
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- ▶ **Laghu Udyog Bharati (LUB)**
Concern Person: Mr. Shekhar Yelekar (President)
Phone: 98822219796
Email: shekharalekar@yahoo.co.uk
- ▶ **Vidarbha Economic Development Council (VED)**
Address: 1st Floor, Gokulgopal Enclave, Mate Chowk, Nagpur
Concern Person: Mr. Devendra Parekh (President)
Phone: 9890015928
Email: info@vedcouncil.org
- ▶ **Vidarbha Plastic Industries Association (VPIA)**
Address: Jayesh Plastic, MIDC Hingna, Nagpur
Concern Person: Mr. Vishal Agrawal (President)
Phone: 9890016601
Email: vishal@plasto.in
- ▶ **Butibori Manufacturers Association (BMA)**
Address: Udyam, P-5, MIDC Industrial Area, Butibori, Nagpur 441122
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- ▶ **MIDC Industries Association (MIA)**
Address: P-26, MIDC Area, Hingna, Nagpur
Concern Person: Mr. Capt. Ranbhir (President)
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- ▶ **Vidarbha Industries Association (VIA)**
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