

Export Policy 2023

Transforming Exports, Enriching Maharashtra's Future



Industries Department
Government of Maharashtra





Table of Contents

| | |
|---|----|
| Preface..... | 4 |
| 1. Preamble..... | 5 |
| 1.1 Export Potential:..... | 5 |
| 1.2 Industrial Prowess and Growth: | 5 |
| 1.3 Vision and Strategic Roadmap:..... | 5 |
| 1.4 Infrastructure and Initiatives:..... | 6 |
| 2. Vision and Objective | 6 |
| 2.1 Vision | 6 |
| 2.2 Objectives | 7 |
| 2.3 Policy Focus Areas: | 7 |
| 2.4 Policy Validity:..... | 7 |
| 3. Facilitation of Exports from Maharashtra..... | 8 |
| 4. Creation and strengthening of export promoting infrastructure and facilities:..... | 9 |
| 4.1 Export Oriented Industrial Development Programme:..... | 9 |
| 4.2 Features of Export Oriented Industrial Development Programme:..... | 10 |
| 4.3 Proposed Export oriented Industrial Development Programme | 11 |
| 4.3.1 Export-Oriented Specific Projects (EOSP)..... | 11 |
| 4.3.2 Export Oriented Industrial Park (EOIP)..... | 11 |
| 4.3.3 Optimization of export-oriented programmes with other programmes: . | 13 |
| 4.3.4 Eligible Agencies under MS-EPP: | 13 |
| 4.3.5 Role of the Implementing Agency (IA) under MS-EPP: | 14 |
| 4.3.6 Submission of Project Proposals under MS-EPP: | 14 |
| 4.3.7 Committees formed for Monitoring, Evaluation and Approval of Projects: | 14 |
| 4.3.8 Allocation of the funds under Export Oriented Industrial Parks (EOIP) & Export Oriented Special Projects (EOSP): | 15 |
| 4.3.9 Disbursement of funds under MS-EPP:..... | 15 |
| 5. Incentivizing the Export manufacturing units in the State:..... | 16 |
| 5.1 The Package of export incentives for Manufacturing MSME, Exporting Units setup in Export Oriented Industrial Parks (EOIP) and Outside EOIP are summarized as below: | 17 |
| 5.2 Incentives for New MSME Entrants..... | 17 |
| 5.3 The Package of export incentives for Special Large-Scale Industries (LSI) (As defined in Para 5 above)..... | 18 |



| | |
|---|----|
| 6. Promotion of One District One Product (ODOP) and Geographical Indication (GI) products for stimulating the export: | 20 |
| 7. Institutional arrangement for Export facilitation | 24 |
| 7.1 Market development, Skill development, Research & Development (R&D) and Quality Assurance..... | 24 |
| 7.2 Market intelligence and identification of diversification opportunities: | 26 |
| 7.3 Facilitation for export procedures: | 26 |
| 7.4 Facilitation for logistics: | 26 |
| 7.5 Facilitation with finance and incentives: | 26 |
| 7.6 Promotion and marketing: | 26 |
| 7.7 Training and capacity building:..... | 26 |
| 7.8 Export Awards:..... | 26 |
| 7.9 Maha Export Portal: | 26 |
| 8. Ease of Doing Export (EoDE) under the initiatives of EoDB | 27 |
| 8.1 Export Promotion and Assistance cell at MAITRI..... | 27 |
| 9. Convergence of other policies of State government to promote export:..... | 29 |
| 10. Maharashtra Export Promotion Council (MEPC) | 30 |
| 11. Contact Us..... | 33 |
| 12. Frequently Asked Questions (FAQs)..... | 34 |



Preface

A New Era of Growth and Prosperity for Maharashtra's Export Ecosystem

As Maharashtra embarks on a dynamic new chapter in its economic journey, the Maharashtra Export Policy 2023 stands as a testament to the state's unwavering commitment to fostering a thriving export ecosystem. This policy reflects not just the aspirations of the government, but also the collective dreams and ambitions of countless stakeholders who drive the engine of our export success.

Whether you are a seasoned exporter navigating the complexities of the global market, an MSME or a manufacturer poised for expansion, an aspiring entrepreneur brimming with innovative ideas, or a service provider catering to the needs of the export sector, this policy is designed to empower you and pave the way for your success.

A Catalyst for Growth and Transformation

This policy is not simply a collection of initiatives; it is a roadmap to a future where Maharashtra is recognized as a leading global exporter. We are committed to doubling our export potential from \$72 billion to \$150 billion within five years, a target that will unlock unprecedented opportunities for businesses, create new jobs and drive economic prosperity across the state.

Ensuring Stakeholder Empowerment

We value the pivotal role of each stakeholder in this initiative. Establishing specialized export centres in districts is our strategy to offer tailored aid and resources to businesses, irrespective of their scale or locality. Our financial support initiatives drive innovation and infrastructure, while export incentives motivate engagement in global trade events and exhibitions.

Investing in the Future

The policy also recognizes the importance of emerging sectors like Industry 4.0, Financial Global Capability Centres (GCCs) and AVGC (animation, visual effects, gaming and comics). By proactively investing in these areas, we are ensuring that Maharashtra remains at the forefront of global competitiveness and continues to attract investments and talent from across the world.

A Shared Vision, a Collective Effort

The success of the Maharashtra Export Policy 2023 hinges on the active participation and collaboration of all stakeholders. We invite you to join us on this journey as we work together to unleash the true potential of Maharashtra's export economy. By leveraging our collective strengths and harnessing the spirit of innovation and enterprise, we can create a legacy of prosperity that will benefit generations to come.

Let us embark on this transformative journey together and write a new chapter in the export success story of Maharashtra!



Maharashtra Export Policy 2023



1. Preamble

Maharashtra, recognized globally for its economic dynamism, places export at the forefront of its development trajectory. Aligning with India's vision of becoming a USD 30 trillion economy by 2050, the state seeks to formulate an export policy aimed at accelerating trade, stimulating Foreign Direct Investment (FDI) and commanding a dominant share in the nation's export arena.

1.1 Export Potential:

- Maharashtra emerges as India's second-highest exporter, contributing 17% of the country's total exports, amounting to INR 5.81 lakh crore in FY 2022-23.
- Key importing nations encompass the USA, UAE, Hong Kong, Belgium, UK, China, Singapore, among others, showcasing the state's global trade reach.

1.2 Industrial Prowess and Growth:

- The state, a cornerstone of India's economic framework, accounts for 13.7% of the national GDP, indicating a significant role in India's economic landscape.
- Maharashtra's Gross State Domestic Product (GSDP) of USD 430.62 billion accentuates its economic prowess.

1.3 Vision and Strategic Roadmap:

- Maharashtra Economic Advisory Council 2023 (MEAC) charts a roadmap, aiming to amplify manufacturing Gross Value Added (GVA) threefold to \$182 billion by FY 2028.



- Strategies encompass sector identification, investment attraction, infrastructural development and global market penetration.

Amidst its industrial vibrancy, Maharashtra attracts a substantial share of FDI, with a commendable inflow of INR 4,07,328 Crore (USD \$53,971 Million) across diverse sectors like food processing, automobiles, chemicals and pharmaceuticals. The proposed export policy aspires to further invigorate FDI inflows into the state's economy.

Maharashtra's diverse industrial landscape, fortified by initiatives in ease of doing business and export promotion, positions it as a leader across sectors such as engineering, automobiles, chemicals, gems and jewellery, IT, agriculture and biotechnology.

The state adopts a district-focused approach, designating districts as Export Hubs, identifying unique Geographical Indication (GI) products and fostering the One District One Product (ODOP) initiative to foster local entrepreneurship and export potential.

1.4 Infrastructure and Initiatives:

- Maharashtra boasts 37 Special Economic Zones (SEZs), 8 Agri Export Zones and 27 industrial parks, amplifying its export-focused infrastructure.
- The Industries Department spearheads trade promotion and export strengthening through initiatives like ODOP promotion, District as Export Hub and State Export Promotion Council, augmenting Maharashtra's global export influence.

2. Vision and Objective

2.1 Vision

1

- ▶ Boost Maharashtra's global value chain participation.

2

- ▶ Achieve sustainable growth by leveraging thrust sectors and MSME exports.

3

- ▶ Diversify the export basket, exploring new markets for economic growth and job creation.

4

- ▶ Promote export-oriented food/ agro processing industries near the Samruddhi Expressway to enhance farmers' incomes.

5

- ▶ Develop every District as an Export Hub for balanced regional growth



2.2 Objectives

Double Maharashtra's exports to reach US \$150 Bn by FY 2027-28 from the current US \$72 Bn in FY 2022-23

Establish 30 World Standard Export-Oriented Industrial Parks in Maharashtra within the next 5 years.

Attain 22% of the total state participation towards the country's \$1 trillion export target by 2030.

2.3 Policy Focus Areas:

1. Modern Export Infrastructure:

Creating advanced infrastructure to boost exports in collaboration with the state and private partners, encouraging private investments in the state's export plans.

2. Global Market Expansion:

Strengthening market access for local exporters by striking trade deals, participating in international trade events and ensuring top-notch facilities for exporting goods.

3. Supporting Small Business Exports:

Offering incentives to small businesses for exporting their products, promoting innovation, competitive technologies and aligning with global quality standards for gradual export growth.

4. Empowering Exporters:

Providing essential support and training to exporters through partnerships with export promotion councils and trade agencies, creating a conducive environment for export-focused businesses.

5. Simplified Export Processes:

Making exporting easier by improving existing systems, ensuring quick approvals and clearances via a digital platform, creating a single point of contact for export-related permissions.

2.4 Policy Validity:

This policy will remain in effect for five years, or till a new policy replaces it. The policy will be reviewed every 2 years. The policy may be revised earlier to address change in laws or in case of ineffectiveness of the policy.



3. Facilitation of Exports from Maharashtra

- 1 ▶ Creation and strengthening of export promoting infrastructure and facilities
- 2 ▶ Exclusive Incentives for the Exporters, Export Oriented Units (EOUs).
- 3 ▶ Promotion of ODOP and GI products for stimulating the exports.
- 4 ▶ Institutional arrangement for Export facilitation.
- 5 ▶ Ease of Doing Export (EoDE) under the initiatives of EoDB.
- 6 ▶ Convergence of policies of state government to promote Export.
- 7 ▶ Maharashtra Export Promotion Council (MEPC) committee under the chairmanship of Honourable Minister (Industries)





4. Creation and strengthening of export promoting infrastructure and facilities:

The Department of Commerce, Government of India, initiated the Assistance to States for Developing Export Infrastructure and Allied Activities (ASIDE) scheme in 2002 and was revised in 2012. However, it was delinked from central support in the Union Budget 2015-16. The ASIDE scheme aimed to provide 50% Grant-In-Aid from the Government of India to States for developing export infrastructure. The Government of India advised states to make their own budgetary provisions for this purpose.



To further economic activity and increase exports, the Special Economic Zones (SEZs) were introduced in 2005. The SEZs and their units received fiscal packages and tax holidays. However, the Sunset Clause phased out direct tax holidays. The government plans to replace SEZs with

Special Development Hub Zones, introducing the 'Enterprises and Services Hubs' (DESH) draft bill in Parliament.

Maharashtra, contributing 17% of the nation's GDP and 72 billion USD in exports in 2022-23, aims to achieve a \$1 trillion economy by 2028. The state focuses on export promotion, adopting export-centric industrial parks and aligning with the 'Technology Upgradation Programme' and 'Foreign Trade Policy 2023. Under the Maharashtra State Export Development Programme (MS-EPP), the state aims to explore export potential by creating world-class infrastructure. The MS-EPP is based on the objective of ASIDE, to explore the export potential of the State by creating World-Class infrastructure facilities for promoting export and creating best eco-system for exports.

To maintain its leading position in exports, the state promotes Maharashtra State Export Oriented Industrial Parks (MS-EOIP) along strategic locations. The Export Oriented Industrial Development Programme (EOIDP) is an ambitious initiative to contribute 22% to the country's \$1 trillion export target by 2030. Financial assistance from the state will support the development of dedicated export-promoting industrial parks.

4.1 Export Oriented Industrial Development Programme:

The Industries Department of Maharashtra is charting several sector-specific Export-Oriented Industrial Development Projects (EOIDP) strategically located near ports, airports and industrial corridors for streamlined logistics. The EOIDP sectors include



Agro-food processing, Gems & Jewellery, MedTech, Marine and Aqua food processing, Apparel & Textiles, Electronics, Leather, Pharmaceutical and Auto components & Hi-tech Engineering. These projects aim to leverage district potential in ODO, Industrial Clusters, GI Products and export activities, fostering specific industries based on regional strengths and clusters.

4.2 Features of Export Oriented Industrial Development Programme:

The Export- Oriented Industrial Development Program focuses on creating top-notch export promotion parks with modern infrastructure. This initiative aims to encourage exports, generate jobs and attract both domestic and foreign investment. The program offers state support through grants to build world-class facilities for a thriving export environment.

The support components include:

- a) Basic infrastructure like roads, power and water.
- b) Supportive facilities such as storage, skill centres and high-speed internet.
- c) Technology for extending the shelf life of perishable goods.
- d) Quality testing and research facilities for global standards.
- e) Packaging and design support.
- f) Environmental initiatives like renewable energy and waste management.
- g) Connected infrastructure like transportation and logistics facilities.
- h) Infrastructure for last and first-mile connectivity.
- i) Tailored infrastructure for specific sectors as needed.





4.3 Proposed Export oriented Industrial Development Programme

The Maharashtra State Export Promotion Policy-2023 introduces two key programs to foster dedicated export-oriented projects:

- I. Export-Oriented Specific Project (EOSP)
- II. Export-Oriented Industrial Parks (EOIP)

4.3.1 Export-Oriented Specific Projects (EOSP)

- These projects target specific gaps in export infrastructure within industrial pockets or clusters.
- They align with the export promotion policy and directly boost exports by identifying and utilizing the area's export potential.
- Public or private entities can propose and implement these projects under a Public-Private Partnership (PPP) model.
- Each project undergoes assessment to ensure its technical and financial viability, aiming for self-sustainability.
- These projects receive state grants up to Rs. 50 crores per project, distributed according to specified zones.

The Zone wise financial assistance from State under (EOSP):

| Zone | Taluka / Area Classification* | State Grant Contribution ** | Remarks |
|------|--|-----------------------------|--|
| I | A & B | 40% | <ul style="list-style-type: none"> • For Export Oriented Specific Projects (EOSP) projects will be supported with Grant-In-Aid as per respected zones concerned to location of the project. Grant-in-aid is limited to INR 50 Crore. • Land must be with the Implementing Agency; Cost of Land will not be considered in the Project Cost. • The Cost of Building (CFC, Administrative building) shall not exceed 25% of the total project cost. • The cost over and above 25% shall be borne by Implementing Agency. • Limited to 5 projects shall be permitted from each mentioned Zone. • Total of 15 Projects in a policy period will be approved under EOSP. • The projects applied under ASIDE Scheme of Govt. of India and compiling the norms of State's export promotion policy will also be eligible under EOIPD. |
| II | C, D, D+ | 50% | |
| III | Vidarbha, Marathwada, Ratnagiri, Sindhudurg & Dhule, Naxalism Affected Areas and Aspirational Districts as mentioned in PSI-2019 policy. | 60% | |

* As Per PSI 2019
** On Approved Project Cost

4.3.2 Export Oriented Industrial Park (EOIP)

The Export Oriented Industrial Parks (EOIP) will be dedicated zones spanning at least 100 contiguous acres for specific industry sectors, with a minimum investment of Rs. 200 Crore. These parks, designed by state-controlled agencies or reputable private entities, will also be established in Port and Dry Port proximity areas (as per



Maharashtra Port Policy) with a minimum investment of Rs. 100 Crore and a minimum contiguous land of 50 acres, allocating 20% for MSMEs in a designated "MSME Zone." Priority will be given to proven exporting units, requiring a minimum export value of 50% of total turnover over the last three years. The Maharashtra Industrial Development Corporation (MIDC) will act as the Special Planning Authority (SPA) under the New Industrial Policy-2019, ensuring compliance with applicable regulations. The Maharashtra State Road Development Corporation Ltd (MSRDC) will provide at least 100 acres of contiguous land at 10 locations along the Samruddhi Expressway for EOIP development in collaboration with MIDC. EOIP projects will receive state assistance through a grant-in-aid capped at Rs. 100 Crore. Private entities proposing projects under the Public-Private Partnership (PPP) mode must establish at least one exporting unit (with a minimum export commitment of 60% of total turnover) with a 10% contribution/stake in the anchor unit in the park, requiring a net investment of at least Rs. 20 Crore. EOIPs will be strategically located near expressways, highways, industrial corridors, ports, dry ports and airports for cost-effective logistics and efficient cargo delivery, offering comprehensive infrastructure facilities at a single location for streamlined business operations.

The integrated facilities that will be available for investors are as below:

Technology and Communication Infrastructure

Common Infrastructure and Logistics Facilities

Transportation Infrastructure

Industrial Buildings and Warehouses

Port and Terminal Facilities

Trade Support Services

Business Support Centres

Amenities and Social Infrastructure

Commercial areas will be allowed as per norms of Integrated Industrial Area (IIA)

Simplified Regulations



Financial Assistance under EOIP:

| Zone | Taluka / Area Classification* | State Grant Contribution ** | Remarks |
|------|--|-----------------------------|---|
| I | A & B | 40% | <ul style="list-style-type: none"> For Projects under EOIP will be setup in minimum 100 Acre contiguous land or on minimum 50 Acre in case of Port, Dry Port Areas. The Integrated facilities includes the 'State of the-Art' Basic industrial infrastructure, Supportive infrastructure, Export facilitating infrastructure, social infrastructure and Common sharing facilities at single location. Land must be with the Implementing Agency; Cost of Land will not be considered in the Project Cost. The Cost of Building (CFC, Administrative building) shall not exceed 25% of the total project cost. The cost over and above 25% shall be borne by Implementing Agency. Limited to 5 projects shall be permitted from each mentioned Zone. The projects will be supported with Grant-In Aid as per respected zones concerned to location of the project. Grant-in-aid is limited to INR 100 Crore. Total of 15 Projects will be approved in a policy period under MS-EPP. |
| II | C, D, D+ | 50% | |
| III | Vidarbha, Marathwada, Ratnagiri, Sindhudurg & Dhule, Naxalism Affected Areas and Aspirational Districts as mentioned in PSI-2019 policy. | 60% | |

* As Per PSI 2019
** On Approved Project Cost

4.3.3 Optimization of export-oriented programmes with other programmes:

State Government has already announced the exclusive policies complimentary to the export promotion, this includes Logistics Policy, IT & ITES Policy, Green Hydrogen Policy, Maritime Policy, Textile Policy etc. can be further leveraged for the export-oriented projects/parks proposed under the State's export promotion policy.

4.3.4 Eligible Agencies under MS-EPP:

The following agencies shall be eligible for financial support under the scheme and will be known as 'Implementing Agency' for EOIP and EOSP:

- ▶ Public Sector undertakings of State Governments.
- ▶ Other agencies of State Governments.
- ▶ Export Promotion Councils / Commodity Boards.
- ▶ Apex Trade bodies recognized under the EXIM policy of Government of India and other apex bodies recognized for this purpose by the Empowered Committee.
- ▶ Joint Venture of any of the above Government agencies



- ▶ The Private Industries / Industries Organizations/ Industries Associations can be the implementing agencies for implementing the projects either on their own or under Public-Private Partnership (PPP) mode.
- ▶ Implementation agencies of the projects which were earlier placed for consideration before the State Level Export Promotion Committee (SLEPC) established under the ASIDE Scheme.

4.3.5 Role of the Implementing Agency (IA) under MS-EPP:

The appointed agency will oversee the daily operations and maintenance of the developed facility. Their responsibilities include crafting a Detailed Project Report (DPR), outlining export gaps, potential solutions, global benchmarks, statistical analysis, existing ecosystems and advantages for the global supply chain. The DPR aims for self-sustainability and evaluates outcomes in export performance, job creation and attracting investments.

All procurements—goods, equipment and services—will adhere to transparent and competitive government procedures. The implementing agency commits to using grants solely for the approved project, with any misuse resulting in repayment of the entire grant plus a 10% annual interest rate. Moreover, the agency must confirm clear ownership of the project land without any legal claims or encumbrances.

4.3.6 Submission of Project Proposals under MS-EPP:

The project proposal should be detailed and backed by data, surveys and future predictions. It needs to clearly pinpoint the gaps in export infrastructure, suggest solutions and demonstrate how it will improve export connections. The proposal should outline specific goals, such as expected export growth, lower logistics expenses, environmental advantages and the creation of quality jobs. Crucial aspects of project assessment will revolve around ensuring the project can sustain itself in terms of ongoing maintenance. This includes considering the implementation of user fees and charges.

4.3.7 Committees formed for Monitoring, Evaluation and Approval of Projects:

Implementing agencies will compile a comprehensive Detailed Project Report (DPR) and submit it to the Export Commissioner, who serves as the Nodal Officer for projects under MS-EPP. The proposed infrastructure cost in the DPR will be scrutinized by relevant bodies like MIDC, MSRDC, PWD, etc., responsible for infrastructure development. Project Consultants (PC) will be engaged to assist the Nodal Officer from conceptualization to project commissioning, covering project evaluation, costing, design, stakeholder coordination and procurement plans. Project Management Consultants (PMC) will be selected based on their experience and expertise by the Empowered Committee (EC). SICOM Limited or another agency, as desired by the EC, will act as the Project Monitoring Agency (PMA), submitting a Techno-economic feasibility report for technical viability, financial sustainability and optimal resource utilization. Scrutiny will be conducted by the Nodal Officer, who may seek input from state corporations, financial agencies, technical experts and export promotion organizations before presenting it to the Project Monitoring Committee.



4.3.8 Allocation of the funds under Export Oriented Industrial Parks (EOIP) & Export Oriented Special Projects (EOSP):

The Implementing Agency (IA) will be subject to the entitlement limit determined based on established criteria. Funds will be disbursed directly to the IA upon receiving the pre-receipt bill from the Nodal Agency designated by the State Government. These funds will be maintained in a dedicated Escrow bank account, monitored by the Directorate of Industries. Any unutilized funds by the implementing agency from previous years will be considered when releasing funds for the current year, with the submission of the Utilization Certificate (UC) becoming obligatory after the prescribed period according to GFR provisions.

4.3.9 Disbursement of funds under MS-EPP:

Funds will be disbursed in three phases. The initial 30% will be provided as an advance once effective possession of land, pollution control and layout approval from competent authorities are confirmed, along with the financial arrangement by the implementing agency. The second tranche of 50% will be released after the submission of the Utilization Certificate (UC) for the first instalment (30%) and confirmation of satisfactory progress in implementation. The third and final instalment (20%) will be disbursed upon project completion and compliance with the conditions outlined in the final approval order. Projects under EOIP may be proposed by MIDC, other state agencies, or private entities under the Public-Private Partnership (PPP) mode (SPV).





5. Incentivizing the Export manufacturing units in the State:

The State Government encourages export focused MSMEs and 'Special Large' entities with investment incentives. MSMEs, investing up to Rs. 50 Crore, qualify for benefits under the PSI-2019 policy. Units above the MSME limit but below the Large category threshold will also receive incentives. To qualify for benefits, units should export a minimum of 50% (30% for SC, ST and Women entrepreneurs) of their turnover. Supporting documentation is required for eligibility. Interest Subsidy Incentives are applicable to 14 sectors under the PLI policy outlined by the Government of India.



The list of 14 eligible industry sectors is as below:

| | |
|--|--|
| Large Scale Electronics Manufacturing | White Goods (ACs & LED) |
| Manufacturing of Medical devices | High Efficiency Solar PV Modules |
| Electronic/ Technology Products | Automobiles & Auto Components |
| Pharmaceuticals drugs | Advance Chemistry Cell (ACC) Battery |
| Telecom and Networking Products | Specialty Steel |
| Food Products including Aqua Food | Drones & Drone Component |
| Key Starting Materials/ Drug Intermediaries and Active Pharmaceuticals Ingredients | Textile Products: MMF segment & technical textiles |



5.1 The Package of export incentives for Manufacturing MSME, Exporting Units setup in Export Oriented Industrial Parks (EOIP) and Outside EOIP are summarized as below:

| Special Export Promotion Incentive* | Details of Incentives** |
|---|--|
| 1. Units Outside Export Oriented Industrial Parks (EOIP) | |
| 1. ECGC (Insurance Coverage) 2. Interest Subsidy, 3. Special Export Incentive | <ul style="list-style-type: none"> • As applicable under PSI-2019: For specific zone includes the benefits like Stamp Duty exemption, Interest subsidy, Electricity duty tax exemption, SGST refund etc. • ECGC: The refund of premium for first 5 consignments under ECGC. • Interest Subsidy: Interest Subsidy at 5% on 100% FCI for 5 years will be applicable to 'A & B' Zones as defined in PSI-2019 (5% Interest subsidy is already applicable to other zones mentioned in PSI-2019) • Special Export Incentive: Exporting MSMEs will be incentivized for first 5 years on incremental increase in export turnover at the rate of 1% on incremental export growth (YoY basis growth). • Special Export Incentive: For Agro, Food, Marine & Aqua produce units will be incentivized for first 5 years with export promotion incentive at the rate of 2% of export turnover. |
| 2. Units within Export Oriented Industrial Parks | |
| 1. ECGC (Insurance Coverage), 2. Interest Subsidy, 3. Special Export Incentive | <ul style="list-style-type: none"> • As applicable under PSI-2019: For specific zone includes the benefits like Stamp Duty exemption, Interest subsidy, Electricity duty tax exemption, SGST refund etc. • ECGC: The refund of premium for first 10 consignments under ECGC. • Interest Subsidy: Interest Subsidy at 5% on 100% FCI for 5 years will be applicable to 'A & B' Zones as defined in PSI-2019 (5% Interest subsidy is already applicable to other zones mentioned in PSI-2019) • Special Export Incentive: Exporting MSMEs will be incentivized for first 7 years incremental increase in export turnover at the rate of 2% on incremental export growth (YoY basis growth). • Special Export Incentives: For Agro, Food, Marine & Aqua produce units will be incentivized for first 7 years with export promotion incentive at the rate of 3% of export turnover. |
| * Incentives available to MSMEs under Package Scheme of Incentive (PSI)-2019. ** As Per PSI 2019 | |

5.2 Incentives for New MSME Entrants

a) Assistance to MSMEs for participation in International Exhibition: MSMEs attending Govt. or reputed organization-promoted exhibitions can receive aid for stalls and displaying products. Reimbursement covers up to INR 3.0 lakh or 50% (75% for Women/SC/ST entrepreneurs) of stall and travel costs, whichever is lower. A



maximum of two visits per policy period, with one visit allowed per year, are eligible for reimbursement.

b) MSME exporters in EPC delegations supported by WTC, DGFT, FIEO get travel cost assistance: 50% for general, up to 75% for women entrepreneurs/SC/ST, maxing at INR 1.0 lakh or 50%/ 75% of total travel cost, whichever is lower, once per unit per year.

c) Logistics incentives for 1st time MSME exporter: State government supports new MSME exporters by subsidizing 50% of their logistics expenses for the first three years, capped at INR 1 lakh per MSME annually, fostering an exclusive ecosystem with guidance and support.

d) Cross border trade through E-Commerce Platforms and Dak Niryat Kendra: The state supports MSMEs in international E-commerce sales through awareness campaigns and provides INR 1 lakh per consignment (up to one per unit per year), capped at INR 1 crore budgetarily.

e) The Industries Department partners with SEPC to boost service exports through market intel, networking and advocacy. They allocate INR 1.5 crore yearly for capacity building and awareness, with 50% covered by SEPC.

f) To get financial support, Industries Department in coordination with State Level Bankers' Committee (SLBC) will facilitate for getting finance under priority sector lending from banks under easier terms.

g) Maharashtra's government invests in shared infrastructure like educational hubs, medical centres, tech parks and industrial clusters to aid service providers in exporting.



5.3 The Package of export incentives for Special Large-Scale Industries (LSI) (As defined in Para 5 above)

Special incentives are offered to 'Special Large Scale' category manufacturers exporting at least 50% (30% for Women, SC, ST entrepreneurs) of their turnover, limited to specific PLI industries. The incentives are applicable to only 14 PLI industries sectors as described in section 5 above. The details are on next page:



| Special Export Promotion Incentive* | Details of Incentives** |
|--|---|
| Units Outside Export Oriented Industrial Parks (EOIP) | |
| 1. Electricity Duty Exemption 2. EPF Reimbursement 3. Special Capital Incentive (Technology Upgradation) | <ul style="list-style-type: none"> • As applicable under PSI-2019: For specific zone includes the benefits like Stamp Duty exemption, Interest subsidy, Electricity duty tax exemption, SGST refund etc. • Electricity Duty Exemption: For the first 5 years. • Employer Provident Fund (EPF): EPF deposited by the employer towards employees' provident fund contribution, will be reimbursed at the rate of 50%. • Special Capital Incentive (Technology Upgradation): The manufacturing units falling under special large category will be incentivize with 'Special capital incentive for investments made in Plant & Machinery for technology upgradation purpose to meet the export standards of the products. The special capital incentive will be reimbursed at the rate of 30% or Rs 1 crore whichever is lower. |
| Units Inside Export Oriented Industrial Parks (EOIP) | |
| 1. Electricity Duty Exemption 2. EPF Reimbursement 3. Special Capital Incentive (Technology Upgradation) | <ul style="list-style-type: none"> • As applicable under PSI-2019: For specific zone includes the benefits like Stamp Duty exemption, Interest subsidy, Electricity duty tax exemption, SGST refund etc. • Electricity Duty Exemption: For the first 7 years. • Employer Provident Fund (EPF): EPF deposited by the employer towards employees' provident fund contribution, will be reimbursed at the rate of 75%. • Special Capital Incentive (Technology Upgradation): The manufacturing units falling under special large category will be incentivize with 'Special capital incentive for investments made in Plant & Machinery for technology upgradation purpose to meet the export standards of the products. The special capital incentive will be reimbursed at the rate of 30% or Rs 1.5 crore whichever is lower. |
| * Incentives for Special LSI' category under Package Scheme of Incentive (PSI)-2019. ** As Per PSI 2019 | |





6. Promotion of One District One Product (ODOP) and Geographical Indication (GI) products for stimulating the export:

Maharashtra boasts a rich heritage in art, agriculture, GI products and innovative technology. The state's Industries Department has earmarked 72 products under ODOP, with each district showcasing strengths in agriculture and manufacturing. Products like Alphonso Mango in Ratnagiri, Oranges in Nagpur and others are targeted for promotion, branding and global integration to fortify their place in the global supply chain.

- a) **Inclusive and Sustainable Development:** District-level capacity building workshops are set up for ODOP producers, focusing on brand promotion, eco-friendly packaging, value addition, buyer-seller meets, quality standards and design enhancements. These efforts aim for inclusive growth, preserving cultural heritage and empowering local entrepreneurs sustainably.
- b) **Branding and market linkage of ODOP and GI products:** The Industries Department in Maharashtra is actively expanding the market for ODOP and GI products, renowned for their exceptional quality and distinctiveness. They're employing strategies like value addition, innovative packaging and branding through exhibitions, digital and social media, catalogues and participation in national and international events to establish and promote the distinct "Brand Maharashtra."





- c) Value addition through ODOP and GI based industrial clusters:** The Industries Department is advancing value addition in ODOP and GI products through the "ODOP Based Clusters" program, part of the Maharashtra State Industrial Cluster Development Program (MSICDP) and the Government of India's MSE-CDP scheme. Currently focusing on 27 clusters, they aim to include 25 more within the policy period. These clusters offer cutting-edge facilities to enhance product quality and value.
- d) Capacity Building and Institutionalization for ODOP and GI product:** Industry associations and renowned organizations collaborate in organizing capacity-building, training and skill development programs. These initiatives target artisans, agricultural producers, entrepreneurs and manufacturers, focusing on standardizing processes, proper handling of ODOP and GI products, eco-friendly packaging, innovative designs and participation in e-commerce and digitization. Seminars, digital content and publicity brochures are also integral to these efforts.
- e) Financial assistance for promotion of ODOP and GI products:** 1% of the export promotion policy provision is allocated for ODOP and GI product initiatives encompassing branding, marketing, value addition, seminars, B2B meetings, awareness programs, digital catalogue creation and national/international events/ exhibitions.
- f) District Export Promotion Committee (DEPC):** The District Export Promotion Committee (DEPC), chaired by the District Collector, aims to boost exports and transform districts into Export Hubs. Working closely with the Directorate of Industries, DEPC develops export action plans, integrating ODOP and GI products into the global supply chain.
- g) Assistance through District Planning and Development Committee (DPDC):** ODOP and GI products from all 36 districts are recognized for their distinctiveness tied to the geographical identity of each area. Initiatives are in progress to seek financial support from DPDC for promoting, establishing market connections and showcasing these ODOP and GI products through exhibitions.
- h) Financial assistance under industrial infrastructure development scheme:** The state allocates funds for industrial infrastructure development in estates/ clusters, offering up to 75% financial assistance for projects like Roadways, drainage, testing facilities and water supply. ODOP/GI-centric industrial zones receive support through the State infrastructure assistance program.
- i) Establishing of Unity Mall:** The Government of India's 'Unity Mall' initiative aims to promote micro and small manufacturing units, artisans, handicrafts, ODOP and GI products. In partnership with the Urban Development Department, the Industries Department plans to establish a 'Unity Mall' in Mumbai. This will create employment for local youth, foster industry growth and boost economic and social development through sales promotion via startups, marketing platforms and e-commerce, further enhancing the promotion of ODOP and GI products.



Maharashtra's Geographical Indication:

| 34 GI tagged products | |
|-----------------------|--|
| District | GI tagged products |
| Nashik | Nashik Valley Wine, Nashik Grapes, Lasalgaon Onion, Nashik Paithani Saree |
| Jalgaon | Jalgaon Banana, Jalgaon Bharit Brinjal |
| Nandurbar | Navapur Tur Dal |
| Ratnagiri | Ratnagiri Kokum, Alphonso mango, Vengurla Cashew, Marine products |
| Raigad | White Onion |
| Sindhudurg | Sindhudurg Kokum, Vengurla Cashew, Alphonso Mango |
| Palghar | Dahanu Gholvad Chikoo, Warli Painting |
| Pune | Auto and engineering, Electrical/Electronics, Food processing |
| Satara | Waghya Ghevada, Mahabaleshwar Strawberry |
| Sangli | Sangli Raisins, Sangli Turmeric |
| Kolhapur | Kolhapur Jaggery, Kolhapuri Chappal, Ajjara Ghanzal Rice |
| Solapur | Solapur Chaddar, Solapur Terry Towel, Solapur Pomegranate, Mangalwedha jowar |
| Nagpur | Nagpur Orange, Bhiwapur Chilli, Karvath Kati Sarees |
| Wardha | Waigaon Turmeric |
| Aurangabad | Paithani Sarees & Fabrics, Marathwada Kesar Mango |
| Beed | Beed Custard Apple |
| Jalna | Jalna Sweet Orange |



| | | | |
|---|---|--|---|
|  <p>Ahmednagar Dairy Products, Sugar</p> |  <p>Gadchiroli Rice, Forest products</p> |  <p>Nagpur Nagpur Orange, Engineering</p> |  <p>Raigad Marine Produce, Iron & Steel</p> |
|  <p>Akola Pulses, Cotton products</p> |  <p>Gondia Rice, Bamboo Article</p> |  <p>Nanded Soyabean products, Spices</p> |  <p>Ratnagiri Alphonso Mango, Marine Produce</p> |
|  <p>Amravati Orange, Textiles</p> |  <p>Hingoli Turmeric, Soyabean based products</p> |  <p>Nandurbar Chilli powder, Textile</p> |  <p>Sangli Turmeric, Pump Spares</p> |
|  <p>Beed Custard Apple, Cotton Products</p> |  <p>Jalgaon Jalgaon Banana, Plastic PVC Pipe</p> |  <p>Nashik Grapes, Palhani Sarees</p> |  <p>Satara Strawberries, Jaggery</p> |
|  <p>Bhandara Rice, Mineral based products</p> |  <p>ODOP ONE DISTRICT ONE PRODUCT MAHARASHTRA</p> | |  <p>Sindhudurg Devgad Alphonso Mango, Cashew</p> |
|  <p>Buldhana Seeds for planting, Cotton products</p> |  <p>Jalna Sweet Orange, TMT Steel Bars</p> |  <p>Osmanabad Pulses, Sugar</p> |  <p>Solapur Pomegranate, Terry Towel</p> |
|  <p>Chandrapur Rice, Bamboo products</p> |  <p>Kolhapur Jaggery, Engineering</p> |  <p>Palghar Chickoo, Marine Produce</p> |  <p>Thane Millets, Garment and Textile</p> |
|  <p>Chhatrapati Sambhajinagar Kesar Mango, Auto Component</p> |  <p>Latur Pulses, Soyabean based products</p> |  <p>Parbhani Gram (Harbhar) Jaggery</p> |  <p>Wardha Waigaon Turmeric, Cotton Yarn</p> |
|  <p>Dhule De-oil Cake, Textile</p> |  <p>Mumbai Gems and Jewellery, Leather</p> |  <p>Pune Frozen Food, Engineering</p> |  <p>Washim Soyabean, Cotton</p> |
|  <p>Mumbai Suburban Gems & Jewellery, Marine Produce</p> |  <p>Yavatmal Cotton, Dolomite and Limestone</p> | | |



7. Institutional arrangement for Export facilitation

7.1 Market development, Skill development, Research & Development (R&D) and Quality Assurance



The state will support export-focused research in Maharashtra to diversify exports, explore new global markets and identify new producers and exporters .

i. Collaboration to strengthen Market Linkages: The state aims to utilize India's Free Trade Agreements by fostering partnerships with corresponding regions in FTA countries. This initiative intends to boost trade, investment and economic collaboration, focusing on:

- a) Signing MoUs with Consulate Generals (CGs) to promote the trade with respected country.
- b) Sign MoU with central government bodies like India Post and DGFT jointly for collaborated efforts to develop an e-commerce export ecosystem.
- c) Establishing partnerships with e-commerce companies and Open Network for Digital Commerce (ONDC).
- d. Establishing Maharashtra export promotion desks in Indian Embassies abroad to expand exports and attract investments.

ii. Collaboration with Packaging and Design Institutes: In order to promote MSMEs for exports and make them export ready, the state plans to enhance product packaging and design to meet global standards. This involves partnering with top packaging and design institutions through MOUs for easier guidance and support to MSMEs.

iii. Laying Institutional Foundation for knowledge and skill development in exports: the state will partner with renowned institutions like s Indian Institute of Foreign Trade (IIFT), World Trade Centre (WTC), Indian Institute of Management



(IIM), FIEO, EPCs, DGFT to create courses and training programs for Maharashtra's exporters and aspiring individuals.

iv. Tie-up for Awareness about Traceability: The state's export cell will collaborate with industry bodies like FIEO, MACCIA and certification bodies such as Quality Council of India to educate and aid exporters in adopting traceability systems and meeting export regulations in evolving international markets.

Market Linkages Strengthening:

Leveraging Free Trade Agreements (FTAs) through collaborations with FTA countries' regions, signing MoUs with Consulate Generals and central government bodies to foster an e-commerce export ecosystem, and establishing Maharashtra export promotion desks abroad.



Export Procedures Facilitation:

Assistance with permits, licenses, paperwork, and regulatory compliance to streamline export processes.



Product Development & Quality Standards:

Assistance in developing products meeting quality standards by facilitating design, testing, and certification.



Promotion & Marketing:

Organizing B2B meets, brand promotion, and market linkage activities in association with trade bodies and consulates.



Export Awards & Recognition:

Acknowledgment of outstanding exporters at a state-level event to inspire greater export success.



Market Intelligence & Diversification:

Research on new markets, demand, and import regulations to identify fresh opportunities for Maharashtra's exports.



Logistics Support:

Guidance on shipping, reliable logistics, customs, and regulatory processes for smooth product delivery.



Finance and Incentives Assistance:

Information on financing options, export credit, insurance, and government incentives for exporters.



Training & Capacity Building:

Programs to boost exporters' expertise in export procedures, quality standards, and marketing strategies.



Maha Export Portal:

A dedicated online portal for updates, government initiatives, and grievance resolution related to exports.





7.2 Market intelligence and identification of diversification opportunities:

The Export cell shall research new markets, demand, import regulations and diversification prospects for Maharashtra's exports, identifying fresh global markets and producers.

7.3 Facilitation for export procedures:

The cell shall offer guidance on export processes, assisting with permits, licenses, paperwork and regulatory compliance.

7.4 Facilitation for logistics:

The Maharashtra Export Facilitation Cell shall provide guidance on with shipping, reliable logistics, customs and regulatory processes, ensuring smooth product delivery. Support for product development and quality standards:

The cell shall assist exporters in developing products meeting target market quality standards, this shall include facilitation with product design, testing and certification.

7.5 Facilitation with finance and incentives:

The Maharashtra Export Facilitation Cell shall provide information on financing options, export credit, insurance and government incentives for exporters.

7.6 Promotion and marketing:

The export cell shall arrange B2B meets (Buyer-Sellers meets) in association with trade bodies, consulates, organizations like World Trade Centre (WTC) to help exporters for market linkages, brand promotion etc.

7.7 Training and capacity building:

The Cell shall provide training and capacity building programs for exporters boosting their expertise in export procedures, quality standards, marketing strategies and related areas.

7.8 Export Awards:

The State Government facilitate the best performing exporters at a state-level event to acknowledge their outstanding performance, aiming to recognize their achievements and inspire even greater export success. The awards will be in the form of memento or cheque.

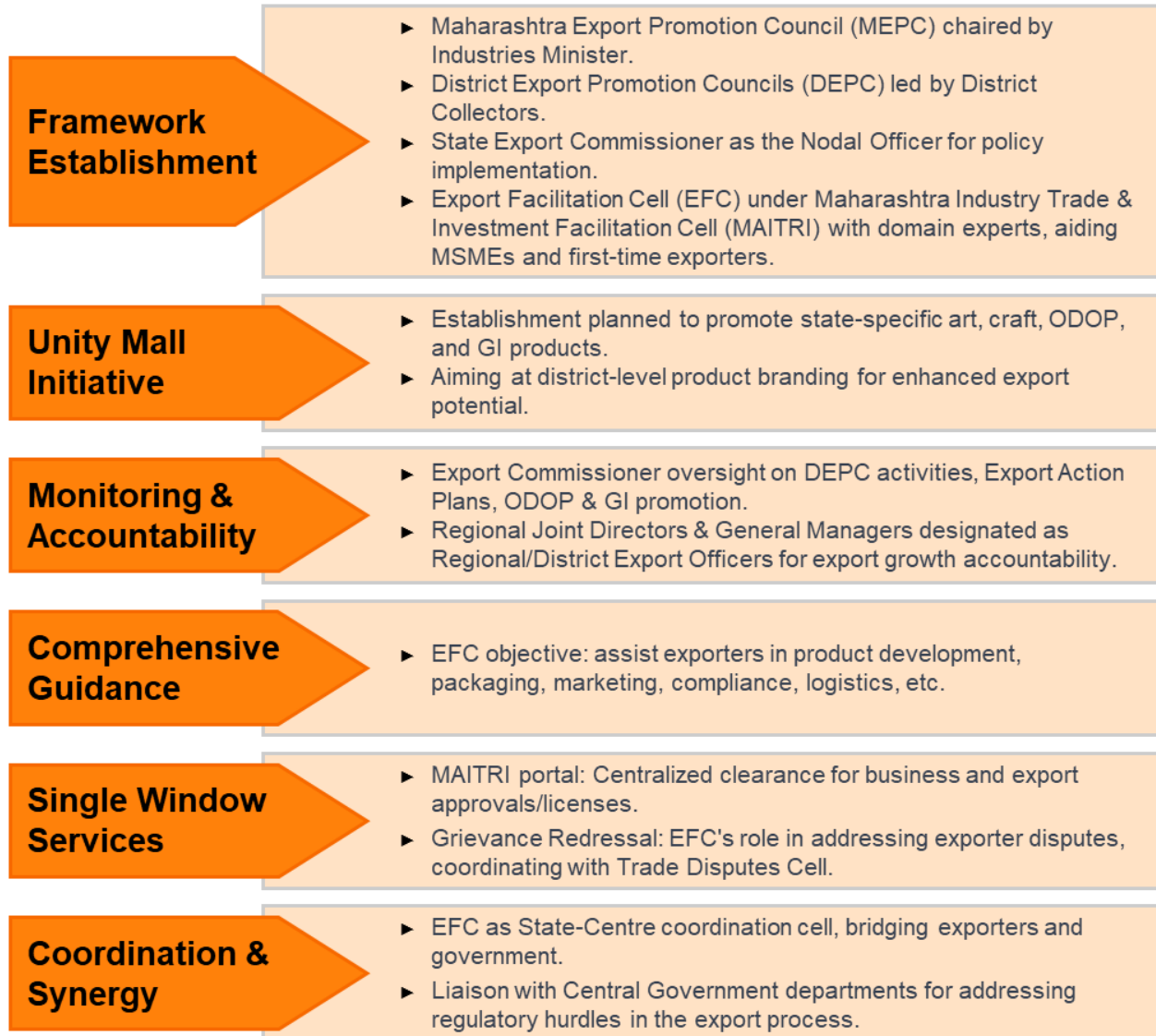
7.9 Maha Export Portal:

The State's portal for exporters provides key updates on global opportunities, events and government initiatives. This platform simplifies export processes and promptly addresses any issues.



8. Ease of Doing Export (EoDE) under the initiatives of EoDB

8.1 Export Promotion and Assistance cell at MAITRI



i. Facilitation Framework: To promote exports, a facilitation framework has been set up in the State in the form of the Maharashtra has established the Maharashtra Export Promotion Council (MEPC), led by the industries minister and District Export Promotion Councils (DEPC) overseen by District Collectors. A State Export Commissioner will act as a 'Nodal Officer' for executing export policies. The government will create an Export Facilitation Cell (EFC) within the Maharashtra Industry Trade & Investment Facilitation Cell (MAITRI) to assist potential and existing exporters. This cell, comprising export experts, will provide guidance, mentorship and tie-ups with institutions like DGFT, WTC, FIEO, EXIM bank, SIDBI, ECGC, among others, supporting MSMEs and first-time exporters.



- ii. Unity Mall Initiative:** State Government is prepared for establishing 'Unity Mall' showcasing local art, craft, ODOP and GI products from each state as per the Govt. of India's plan. Aims to boost district-wise branding and enhance export.
- iii. Monitoring & Accountability:** The Export Commissioner oversees and regularly reviews DEPC meetings, the implementation of DEAP and DEH initiatives, as well as ODOP & GI promotion.
- iv. Comprehensive Guidance** Regional Joint Directors (Industries) and General Managers (DIC) will now serve as Regional Export Officers and District Export Promotion Officers in EFC, ensuring every region and district is responsible for boosting the State's exports.
- v. Single Window Services:** The main objective of Export cell is to provide potential exporters by coordinating government efforts, enhancing global competitiveness through product development, packaging, marketing, branding, compliance and logistics.
- vi. Coordination & Synergy:** The EFC shall act as a single window and offer services to exporters from the state in the following areas:
- a) **Single Window Clearance:** The state single window portal, Maharashtra Industry Trade & Investment Facilitation Cell (MAITRI) portal will act as single window clearance for securing all business related & export related approvals/licenses/ clearances/ NOC.
 - b) **Facilitation for Grievance Redressal:** To provide The Trade Disputes Cell at the DGFT Office facilitates the resolution of export-related issues. The EFC will serve as a focal point for addressing and pursuing exporters' and importers' concerns through the Grievance Cell, ensuring prompt and effective action at the grassroots level to ensure compliance.

The EFC shall have a functional online platform dedicated to addressing grievances for exporters. This portal will allow exporters to highlight pressing concerns needing government attention. To ensure synergy between Centre and the State, the EFC will serve as a vital hub for State-Centre coordination, overseeing and responding to pivotal developments crucial for the State's exports. The cell shall act as a bridge between exporters and the government, coordinate with various Central Government departments and relevant agencies involved in exports to help resolve any regulatory obstacles or challenges that might emerge throughout the export journey.



9. Convergence of other policies of State government to promote export:



9.1 During recent years, Maharashtra has launched/ amended sector-specific export policies, which shall be dovetailed with Maharashtra Export Promotion Policy.

9.2 Notwithstanding any of the above, State Government has made special provisions in various sector specific export policies for the State.

These policies are:

- Agriculture Export Policy (AEP) of Maharashtra State 2022.
- Aerospace & Defence Manufacturing Policy 2018.
- Policy for Industrial Parks comprising of flatted galas for Readymade Garment manufacturing, Gems & Jewellery, Micro Electronics and Engineering units' policy.
- Fintech Policy
- Maharashtra Coir Policy.
- Electrical Vehicle and Related Infrastructure Policy.
- Logistics Parks Policy.
- Textile Policy.
- IT/ ITeS Policy.
- Electronics Policy.
- Retail Trade Policy.
- Incentive for Development of Integrated Industrial Area (IIA).
- Chief Minister Employment Generation Programme (CMEGP) / Prime Minister Employment Generation Programme (PMEGP)
- Women Entrepreneur Policy
- Bharat Ratna Dr. Baba Saheb Ambedkar Special Package of Scheme Incentive for SC/ST Entrepreneurs.
- Leather and footwear policy.
- New Maritime port policy.
- Green Hydrogen Policy.

9.3 The prevailing sector-specific policies bear reference to Industrial Policy of Maharashtra 2019 and its General Rules/ Package Scheme of Incentives (PSI), respectively, unless specified otherwise.

9.4 The eligible units under various policies will be allowed to avail incentives in Maharashtra export promotion policy over and above the existing policies.



10. Maharashtra Export Promotion Council (MEPC)

Maharashtra Export Promotion Council (MEPC), led by the Industries Minister, collaborates with State and Central Government members for effective execution of the Export Promotion Policy.

The council directs policy implementation, suggesting modifications and additions to cater to industry needs and conducts consultations with national and international institutions for optimal policy outcomes.

MPEC, in coordination with stakeholders and export bodies, reviews policy progress and establishes MOUs with expert organizations to ensure policy efficiency.

It conducts a mid-term review every two years, seeking suggestions and aligning with Central government directives to enhance the policy's effectiveness, making necessary corrections or amendments.

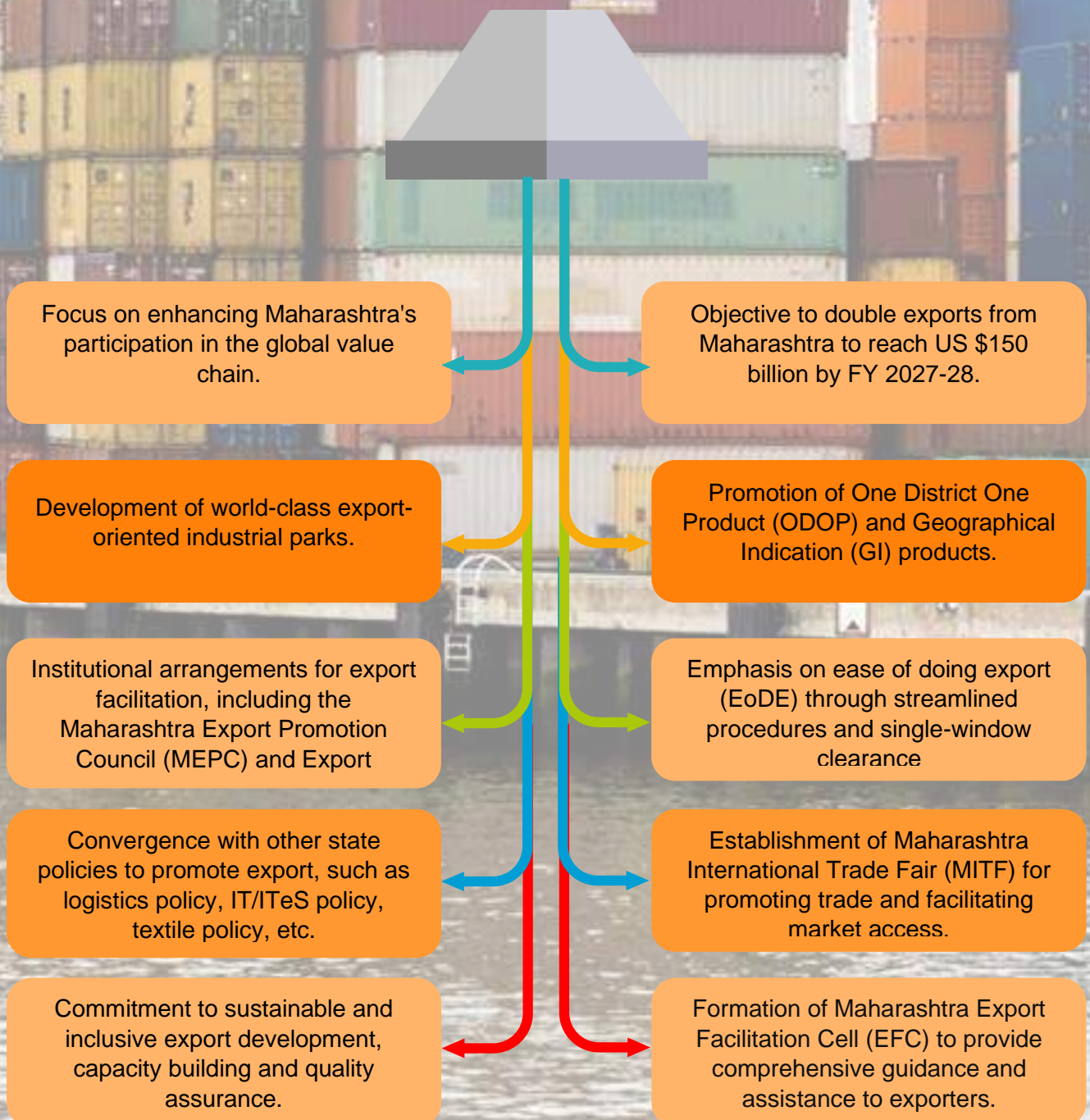
The policy will undergo biennial reviews to evaluate its effectiveness, ensuring alignment with evolving laws, regulations and policy goals for successful outcomes.





Fostering Excellence, Elevating Exports in Maharashtra

Highlights of the Export Policy 2023





11. Contact Us

| | |
|---|---|
| <p>Principal Secretary (Industries) Department of Industries, Energy and Labour Government of Maharashtra, Mantralaya, Mumbai – 400032 Tel: 022-22025393</p> | <p>Development Commissioner (Industries) Directorate of Industries, New Administrative building, 2nd Floor, Mumbai – 400032 Tel: 022- 2203584, 2202816. Website: www.di.maharashtra.gov.in</p> |
| <p>Chief Executive Officer, Maharashtra Industrial Development Corporation (MIDC), Government of Maharashtra Undertaking MIDC, Udyog Sarthi, Mahakali Caves road, Marol Industrial Estate Area andheri (E), Mumbai – 400093 Tel: 022- 26870052 Website: www.midcindia.org</p> | <p>Managing Director, Maharashtra State Small Scale Industry Development Corporation (MSSIDC) Krupanidhi' Building, 9, Walchand Hirachand Marg, Ballard Estate, Mumbai – 400038 Tel: 022- 22614939 Website: www.mssidc.maharashtra.gov.in</p> |
| <p>Chairman, Maharashtra Industry, Trade and Investment facilitation cell (MAITRI) Krupanidhi' Building, 9, Walchand Hirachand Marg, Ballard Estate, Mumbai – 400038 Tel: 022- 22622322 / 62 Enquiry No: 18602332028 Email: maitri-mh@gov.in, Twitter: @maitri_ifc Website: www.maitri.mahaonline.gov.in</p> | |



12. Frequently Asked Questions (FAQs)

Q1. What is Maharashtra's Export Policy 2023?

Maharashtra's Export Policy 2023 serves as a strategic roadmap, outlining the state's commitment to nurturing a thriving export ecosystem. It envisions empowering stakeholders, improving infrastructure, and fostering sustainable and inclusive export development.

Q2. What are the key objectives of the Export Policy 2023?

The Export Policy 2023 aims to double exports from Maharashtra to reach US \$150 billion by FY 2027-28. It promotes ease of doing export (EoDE) through streamlined procedures, establishes world-class export-oriented industrial parks, and supports One District One Product (ODOP) and Geographical Indication (GI) products, among other objectives.

Q3. What is the primary focus of the export promotion policy in Maharashtra?

The policy centers on developing world-class export promotion parks with advanced infrastructure, encompassing roads, power, water, effluent treatment plants, cold storage, and packaging units.

Q4. How does the Export Policy 2023 empower stakeholders in the export ecosystem?

It achieves this by establishing institutional arrangements such as the Maharashtra Export Promotion Council (MEPC) and Export Facilitation Cell (EFC). The policy also provides comprehensive guidance through the Maharashtra Export Facilitation Cell and emphasizes capacity building and quality assurance.

Q5. What infrastructure and initiatives prioritize export growth in Maharashtra?

The policy prioritizes the development of export-oriented industrial parks, aligns with other state policies (logistics, IT/ITeS, textile), and establishes the Maharashtra International Trade Fair (MITF) to enhance market access. It also emphasizes strengthening Maharashtra's participation in the global value chain.

Q6. What fiscal incentives are offered to units outside Export Oriented Industrial Parks (EOIP) under the Export Policy 2023?

Units outside EOIP can avail incentives like electricity duty exemption, EPF reimbursement, and special capital incentives (technology upgradation) as applicable under PSI-2019, encouraging export-oriented activities beyond industrial parks.

Q7. What fiscal incentives support manufacturing MSMEs and exporting units in EOIP under the Export Policy 2023?

Manufacturing MSMEs and units in EOIP are eligible for incentives such as ECGC coverage, interest subsidy, and special export incentive, designed to promote and support export activities within designated industrial parks.

Q8. Can you provide details about the Special Export Promotion Incentive under the Export Policy 2023?

The Special Export Promotion Incentive includes benefits like stamp duty exemption, interest subsidy, electricity duty tax exemption, SGST refund, and a special export incentive for incremental increases in export turnover. These incentives aim to foster export growth and development.

Q9. How does the policy support ODOP and GI products through fiscal incentives?

The policy promotes ODOP and GI products by offering fiscal incentives to enhance production and export. These incentives aim to encourage the growth and recognition of



unique products from different districts in Maharashtra.

Q10. Are there additional fiscal incentives or support mechanisms under the Export Policy 2023?

In addition to mentioned incentives, the policy emphasizes ease of doing export through streamlined procedures and single-window clearance, as well as the development of world-class export-oriented industrial parks. These initiatives contribute to broader fiscal support and infrastructure development for export activities.

Q11. How does the policy incentivize exporters and export-oriented units in the MSME sector?

The policy provides exclusive incentives to promote exports in the MSME sector, focusing on encouraging innovation, maintaining quality standards, and fostering incremental growth in exports.

Q12. What is the significance of promoting ODOP and GI products in the policy?

The policy underscores the promotion of ODOP and GI products to stimulate exports, leveraging the unique products and strengths of different districts in Maharashtra for global market penetration.

Q13. How does the policy address the ease of doing export and streamline export-related activities?

The policy introduces measures for ease of doing export by strengthening the institutional framework, ensuring single-window time-bound approvals, and digitizing processes to make export-related activities efficient and hassle-free.

Q14. What is the ASIDE scheme, and when was it initiated?

The Assistance to States for Developing Export Infrastructure and Allied Activities (ASIDE) scheme was initiated by the Department of Commerce, Government of India, in 2002. It aimed to provide 50% Grant-In-Aid from the Government of India to States for developing export infrastructure but was delinked from central support in the Union Budget 2015-16.

Q15. What is the objective of the Maharashtra State Export Development Programme (MS-EPP)?

The MS-EPP aims to explore the state's export potential by creating world-class infrastructure facilities, aligning with ASIDE objectives. It focuses on developing export promotion parks with modern infrastructure.

Q16. Which sectors does the Export Oriented Industrial Development Programme (EOIDP) in Maharashtra cover?

The EOIDP in Maharashtra covers sector-specific projects located strategically near ports, airports, and industrial corridors, including Agro-food processing, Gems & Jewellery, MedTech, Marine and Aqua food processing, Apparel & Textiles, Electronics, Leather, Pharmaceutical, and Auto components & Hi-tech Engineering.

Q17. What features characterize the Export Oriented Industrial Development Programme (EOIDP) in Maharashtra?

The EOIDP focuses on creating export promotion parks with modern infrastructure, supporting basic and supportive facilities, technology for perishable goods, quality testing and research facilities, and enhancing connectivity within the broader industrial area.

Q18. How does Maharashtra plan to contribute to the country's \$1 trillion export target by 2030?

Maharashtra aims to contribute to the \$1 trillion export target through the EOIDP,



striving to provide financial assistance for the development of dedicated export-promoting industrial parks in strategic locations.

Q19. What are the eligibility criteria for setting up Export Oriented Industrial Parks (EOIP) in Maharashtra?

EOIP projects should be dedicated parks for specific industrial sectors, spread over a minimum of 100 acres, with a minimum project investment cost of Rs. 200 Crore. Projects must be strategically located near ports, airports, and industrial corridors.

Q20. How does MSRDC contribute to EOIP projects?

MSRDC plans to set up industrial nodes across the Samruddhi Expressway and will allocate a minimum of 100 acres of land parcels for EOIP development, handing them over to Maharashtra Industrial Development Corporation (MIDC).

Q21. What financial assistance is provided to EOIP projects under MS-EPP?

EOIP projects receive state assistance in the form of a grant-in-aid covering the total approved project cost, capped at Rs. 100 Crore. Private entities under PPP mode must establish at least one exporting unit with a minimum export commitment.

Q22. How is MEPC involved in implementing EOIP projects?

MEPC, chaired by the Minister of Industries, plays a crucial role in providing strategic guidance and overseeing the implementation of export promotion initiatives. It evaluates and recommends project proposals to the Empowered Committee for final approval.

Q23. What integrated facilities are provided within EOIP projects in Maharashtra?

Integrated facilities within EOIP projects include basic infrastructure, technology and communication facilities, transportation infrastructure, industrial buildings, port and terminal facilities (if near a seaport), trade support services, and amenities as per Integrated Industrial Area (IIA) norms.

Q24. What incentives are offered to units within EOIP under PSI-2019?

Units within EOIP can avail benefits like Stamp Duty exemption, Interest subsidy, Electricity duty tax exemption, SGST refund, ECGC coverage, 5% Interest Subsidy on 100% FCI for 5 years (applicable to 'A & B' Zones), and a Special Export Incentive for incremental increases in export turnover for the first 5 years.

Q25. What incentives support first-time MSME exporters, and how does the government facilitate their entry into international markets?

First-time MSME exporters receive incentives such as assistance for international exhibitions, logistics subsidies, and support for selling products through E-Commerce platforms. The government conducts awareness campaigns and provides financial aid for accessing global markets.

Q26. Could you elaborate on logistics incentives for new MSME exporters and eligibility criteria?

The state government offers logistics expenditure subsidies for the first three years to encourage new MSME exporters. This subsidy covers 50% of total logistics expenditure, with a reimbursement limit of INR 1 lakh per MSME per annum.

**Q27. How does the government support service exports, collaborating with organizations like SEPC?**

The government collaborates with SEPC to promote service exports through market intelligence, networking, advocacy, and capacity building. INR 1.5 crore per year is allocated for capacity building and awareness activities, with 50% of the cost borne by SEPC.

Q28. What financial support mechanisms are available for MSMEs in export-related activities, and how does coordination with SLBC function?

The Industries Department coordinates with SLBC to facilitate access to finance under priority sector lending from banks, offering favorable terms for MSMEs engaged in export activities. This collaboration streamlines financing processes for exporters.

Q29. How does the government invest in infrastructure to support service exports from Maharashtra?

The government invests in developing infrastructure such as education hubs, medical hubs, technology parks, state export industrial parks, and industrial clusters. This initiative aims to provide necessary resources, facilities, and connectivity for effective service exports.

Q30. What is the One District One Product (ODOP) program and its contribution to stimulating exports?

The ODOP program, initiated by the Government of India, aims to foster regional development by promoting specific products from each district. The goal is to transform each district into an export hub, leveraging its unique strengths and resources.

Q31. How does the Maharashtra government facilitate market linkages and branding for ODOP and GI products?

The government organizes exhibitions, participates in seminars, conducts buyer-seller meets, and uses digital platforms for promotion. Financial assistance is allocated for branding, marketing, value addition, and participation in events to enhance visibility and market reach for ODOP and GI products.



Grow Globally, Prosper Locally: Maharashtra's Export Policy 2023



**Industries Department
Government of Maharashtra**

Website

exports@maharashtra.gov.in
<https://maitri.mahaonline.gov.in>