



Directorate of Industries
Government of Maharashtra



Maharashtra Export Convention 2024-25

Unleashing Export Potential from Districts



विदेश व्यापार महानिदेशालय
DIRECTORATE GENERAL OF
FOREIGN TRADE



सूक्ष्म, लघु और मध्यम उद्यम मंत्रालय
DEVELOPMENT COMMISSIONER
MINISTRY OF MICRO, SMALL & MEDIUM
ENTERPRISES



Department of Posts
Ministry of Communication
Government of India



**FEDERATION OF INDIAN
EXPORT ORGANISATIONS**
Set up by Ministry of Commerce, Government of India



Unleashing Export Potential from Districts

Maharashtra has long been a cornerstone of India's economic growth and a leader in global trade. With a Gross State Domestic Product (GSDP) surpassing \$500 billion, the state is well-positioned to achieve its ambitious target of a \$1 trillion economy by FY28. As the second-highest exporting state in India, contributing 15.37% to national exports, Maharashtra continues to strengthen its global trade footprint. Recognizing the need for a dynamic export ecosystem, the Maharashtra Export Convention 2024-25 were conducted to empower businesses, promote exports, and unlock the state's full trade potential.

The Maharashtra Export Convention 2024-25, a workshop that is part of the 100-days initiatives, spearheaded by the Directorate of Industries, Maharashtra, in collaboration with key stakeholders, spanned across 35 districts (combined for Mumbai and Mumbai sub-urban) from December 2024 to January 2025. The convention featured a series of Export Promotion Workshops, providing businesses, entrepreneurs, exporters, and policymakers with valuable insights into export procedures, trade regulations, financial assistance, logistics, and compliance.

- ▶ Enhance awareness of export opportunities and government incentives for Maharashtra-based businesses.
- ▶ Provide actionable insights on export procedures, financing, and logistics to simplify the global trade process.
- ▶ Establish a networking platform connecting exporters with key stakeholders, industry leaders, and trade organizations.
- ▶ Promote Maharashtra's industrial and agricultural products globally, with a special focus on emerging markets.

Key Objectives



Maharashtra has always been at the forefront of India's economic and trade landscape. With the Maharashtra Export Convention 2024-25, we are taking a decisive step toward strengthening our global presence by empowering businesses with the knowledge, networks, and resources needed to thrive in international markets. This initiative is not just about boosting exports; it is about building a future-ready, resilient, and competitive Maharashtra that leads India's journey towards a \$1 trillion economy.

Shri Deependra Singh Kushwah, IAS
Development Commissioner (Industries) & Export Commissioner,
Government of Maharashtra



Maharashtra's Export Strengths & Strategic Vision

Maharashtra's export ecosystem is characterized by its sectoral diversity, infrastructure strength, and global connectivity. The state's top exports include Gems & Jewellery (22.84%), Engineering Goods (11.39%), Electronics & Electrical Components (17.30%), Chemicals (10.09%), and Pharmaceuticals (5.75%). With exports growing significantly across multiple districts, Maharashtra is leveraging its "Districts as Export Hubs" (DEH) strategy to drive localized export growth.

To accelerate export-led development, Maharashtra has implemented a robust Export Policy, focusing on:

- ▶ Strategic Partnerships with Export Promotion Councils (EPCs), DGFT, FIEO, EXIM Bank, and trade bodies to facilitate global market access.
- ▶ Dedicated Infrastructure including Export Parks, Free Trade Zones, and logistics support to ensure seamless trade operations.
- ▶ Technology Integration through e-commerce collaborations, digital platforms, and advanced supply chain solutions to enhance market reach.
- ▶ Financial Empowerment by providing export financing, incentives, and credit support to MSMEs and emerging exporters.
- ▶ Brand Maharashtra Development through international trade fairs, buyer-seller meets, and digital branding initiatives.

The Maharashtra Export Convention 2024-25 is a catalyst for enhancing the state's export readiness. By uniting business leaders, policymakers, financial institutions, and export experts, this convention marks a significant step in Maharashtra's journey towards becoming a \$1 trillion economy. The insights gained and collaborations forged through this initiative will play a crucial role in positioning Maharashtra as a global trade powerhouse.



Maharashtra Export Convention 2024-25

- ▶ **Key stakeholders:** Officials from DIC, India Post and DGFT
- ▶ **Participants:** Exporters, Investors, Industrialists, Entrepreneurs, Industry Associations (FICCI, CII, ASSOCHAM etc.), Farmers, Architects, Lawyers, Chartered Accountants, and Consultants
- ▶ **Key outcome:** The export promotion events/workshops are organised annually to create awareness amongst the existing and budding exporters

5,241+
**Participants across all 36 districts
of Maharashtra**





Amravati Region

Districts:

- Amravati
- Akola
- Yavatmal
- Buldhana
- Washim

Amravati Region's Export Landscape



The Maharashtra Exports Policy 2023 unlocks immense potential, with initiatives like logistics subsidies, 'Vocal for Local,' and ODOP paving the way for exporters, such as MKC Agro Fresh, to expand their reach in global markets.

Shri Nilesh Nikam,

Joint Director of Industries, Amravati Region

Amravati Region Export Snapshot

- ▶ Amravati Region recorded exports worth **INR 1,073 crore** in FY 2024-25 up to October 2024.
- ▶ The region is emerging as an industrial hub for **Textiles & Garments, Food Processing, Pharmaceuticals, Engineering, and Cotton Processing.**
- ▶ Bangladesh is the top export destination with **INR 299 crore** in exports for FY 2024-25 up to October 2024.
- ▶ The top 5 highest exporting sectors from the Amravati Region contribute approximately **97%** of the region's total exports.

Initiatives Driving Export Growth:

- ▶ Partnership with regional institutes for ODOP branding and packaging.
- ▶ Export action plans for each district in Amravati region.
- ▶ Hosting export promotion workshops in all districts.
- ▶ DGFT-led export outreach programs with EPCs and industry associations.
- ▶ Explored diversification opportunities for Amravati's ODOP products.





High Performing Sectors:

- ▶ Textile and Apparels
- ▶ Chemicals
- ▶ Agriculture, Horticulture & Allied Products
- ▶ Agro and Food Processing
- ▶ Pharmaceutical

Emerging Sectors:

- ▶ Electronics and Electrical Component
- ▶ Metalware
- ▶ Rubber
- ▶ Engineering
- ▶ Plastic and Plastic products

Maharashtra Export Convention: Akola

 **Date: 14 January 2025**
 **Venue: 3rd Floor Panchshil Building Old Cotton Market, Akola**
 **District: Akola**
 **No. of Participants: 80**

Event highlights:

- ▶ Information dissemination on various schemes, exports procedure, funding etc done by, FIEO, MSSICDP and India Post
- ▶ 80 participants from various industries, self-help groups, schemes beneficiaries, students from colleges participated in the event
- ▶ Export-related issues were successfully resolved through direct collaboration between Customs, DGFT, and exporters



Insights from Participants

- ▶ The participant expressed gratitude to India Post and the Amazon Global platform, acknowledging their support in successfully facilitating export operations and expanding their reach in international markets.
- ▶ Shri Navin Kriplani, Chartered Accountant, highlighted key export segments such as textiles and bovine animals, emphasizing the vital role Chartered Accountants can play in export promotion initiatives.

Maharashtra Export Convention: Akola

Dignitaries:

- ▶ Shri Pravin Bhopde, Assistant Commissioner of Sales Tax, GST Department Akola
- ▶ Shri CA Navin Kriplani Senior Chartered Accountant
- ▶ Shri. Santosh Bansod, General Manager, DIC Akola
- ▶ Shri Akshay Shah, FIEO
- ▶ Pritam Loankar, MSSICDP
- ▶ Shri Gajanan Raut, India Post



Key discussion points:

- ▶ Akola's export scenario, ODOP products, and Maharashtra Export Policy 2023 were highlighted.
- ▶ Importance of CAs in analysing data and promoting key export sectors like textiles and bovine animals.
- ▶ FIEO's support in grievance redressal, payments, training, and connecting with global buyers.
- ▶ MSME growth through the RAMP program and training initiatives by MCED.
- ▶ Export tax benefits, GST refunds, and schemes like EPCG and advance authorizations explained.

Maharashtra Export Convention: Amravati



Date: 15 January 2025

Venue: Bachat Bhawan, Camp, Amravati

District: Amravati

No. of Participants: 162

Event highlights:

- ▶ Information dissemination on various schemes, exports procedure, funding etc done by, FIEO, MSSICDP, India Post, India SME forum, Central Bank and DGFT Nagpur
- ▶ 162 participants from various industries, self-help groups, schemes beneficiaries, students from colleges participated in the event



Insights from Participants

- ▶ Shri Ramesh Jichkar, CEO of Shramajivi Nagpuri Orange Producer Company Ltd., Warud, urged DPDC to support the trial shipment of oranges to Dubai, UAE, and Saudi Arabia by facilitating transportation from Warud to JNPT Mumbai and reimbursing packaging costs for farmers.
- ▶ Manisha Patil of Disha Organic emphasized the need for a user-friendly platform to connect exporters with buyers while mitigating financial risks in global trade.

Maharashtra Export Convention: Amravati

Dignitaries:

- ▶ Smt Snehal Dhokey, ITS, DGFT Nagpur
- ▶ Shri Nilesh Nikam, Joint Director of Industries, Amravati Region & General Manager, DIC Amravati,
- ▶ Shri Kiran Paturkar, President MIDC Association, Amravati
- ▶ Shri Shyamkumar Sharma, LDM
- ▶ Shri Akshay Shah, FIEO
- ▶ Pritam Loanekar, MSSICDP
- ▶ Shri Kapil Dev, India Post
- ▶ Ms Wajida Sheikh, Consultant, India, SME Forum
- ▶ Shri Shridhar Thackrey, Exporter Amravati



Key discussion points:

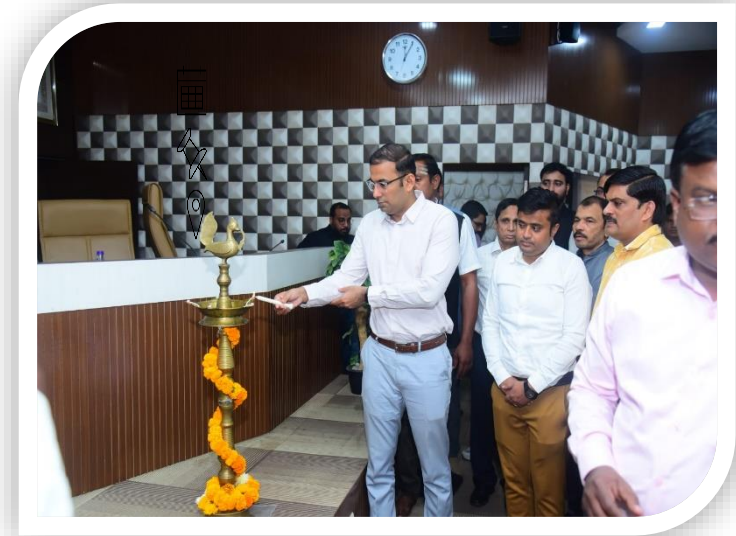
- ▶ Maharashtra Exports Policy 2023 supports logistics subsidies, "Vocal for Local," and ODOP, with ₹50 crore project approval for MKC Agro Fresh.
- ▶ Entrepreneurship Growth through an IT Park and focus on orange oil and horticulture exports to create 300 entrepreneurs.
- ▶ FIEO's support in grievance redressal, payments, training, and connecting with global buyers.
- ▶ MSME growth through the RAMP program and training initiatives by MCED.
- ▶ Banking Support via Cent Export loans, offering export financing with collateral and long repayment tenures.

Maharashtra Export Convention: Yavatmal

 **Date: 16 January 2025**
 **Venue: Niyojan Hall, Collector Office, Yavatmal**
 **District: Yavatmal**
 **No. of Participants: 170**

Event highlights:

- ▶ Information dissemination on various schemes, exports procedure, funding etc done by, GST, Exporter, India Post, SBI, Chartered Accountant
- ▶ 170 participants from various industries, self-help groups, schemes beneficiaries, students from colleges participated in the event



Insights from Participants

- ▶ Shri Vikram Kumar of Gurulaxmi Cottex, Yavatmal district, emphasized the urgent need for SBI to provide export facility services and appoint a dedicated exports officer to streamline export-related banking transactions

Maharashtra Export Convention: Yavatmal

Dignitaries:

- ▶ Shri Pankaj Ashiya, District Collector, Yavatmal
- ▶ Shri Nilesh Nikam, Joint Director of Industries, Amravati Region & General Manager, DIC Amravati,
- ▶ Shri Raghunath Kapartiwar, Exporter, Balaji Electro Smelters, Yavatmal
- ▶ Shri Pawde Sir, GST Office
- ▶ Shri Himanshu Parekh, Regional Manager SBI
- ▶ Shri Vikram Kumar, Gurulaxmi Cottex
- ▶ Shri Gajendra Jadhav, India Post
- ▶ Shri Shreedeeep Ingole, Chartered Accountant
- ▶ Shri Ramesh Bichewar, FPC



Key discussion points:

- ▶ Focus on "Fibre to Fashion" in cotton products and value-added exports like turmeric, rice, and vegetables.
- ▶ India Post and Samruddhi Marg aid in export logistics; experts emphasize the importance of proper export documentation and payment security.
- ▶ Incentives like RoDTEP and Duty Drawback, along with support from trade fairs and EPCs, help in expanding market reach.
- ▶ SBI offers pre/post-shipment credit, forex hedging, and export finance tools, while ECGC supports risk management.

Maharashtra Export Convention: Buldhana



Date: 17 January 2025

Venue: Buldhana Urban Residency Club, Malkapur Road

District: Buldhana

No. of Participants: 180

Event highlights:

- ▶ Information dissemination on various schemes, exports procedure, funding etc done by, DGFT Nagpur, ECGC, India Post, Exporter, GST Office etc.
- ▶ 180 participants from various industries, self-help groups, schemes beneficiaries, students from colleges participated in the event



Insights from Participants

- ▶ Shri Sumit Chaudhary of Amit Cot Fibre, Buldhana, stated that the exports convention workshop is a significant initiative for promoting district export growth, with valuable support from the Malkapur SBI bank branch.

Maharashtra Export Convention: Buldhana

Dignitaries:




- ▶ Shri Dr Kiran Patil, District Collector, Buldhana
- ▶ Ms Snehal Dhokey, ITS, DGFT Nagpur
- ▶ Shri Nilesh Nikam, Joint Director of Industries, Amravati Region
- ▶ Shri Borkar, ECGC
- ▶ Shri G. N Jadhav, India Post
- ▶ Shri Sumit Chaudhary, Amit Cot Fiber
- ▶ Shri Pramod Lande, General Manager, DIC Buldhana



Key discussion points:

- ▶ Discussed Buldhana's ODOP products, Maharashtra Export Policy 2023, and Buldhana's export potential in orange processing and agribusiness.
- ▶ Highlighted IEC registration, market insights, MSME-DGFT collaboration, EPCG, Advance Authorization, and CONCOR's container support.
- ▶ Explained ECGC's role in providing payment risk insurance, credit guarantees, and trade financing support.
- ▶ Emphasized India Post's export transport, Dak Ghar Niryat Kendra, and documentation services for global trade.
- ▶ Focused on value addition, SHG participation, e-commerce exports, and institutional support to boost exports.

Maharashtra Export Convention: Washim

 Date: 18 January 2025
 Venue: Vidata Krushi Vigyan Kendra, Washim
 District: Washim
 No. of Participants: 70

Event highlights:

- ▶ Information dissemination on various schemes, exports procedure, funding etc done by, India Post, Exporter, Businessman, Farm producer Company etc.
- ▶ 70 participants from various industries, self-help groups, schemes beneficiaries, students from colleges participated in the event



Insights from Participants

- ▶ The participants exhibited a keen interest in exploring opportunities for exporting agricultural products, including turmeric, soybeans, oranges, and other related commodities, showcasing their enthusiasm for expanding into international markets.

Maharashtra Export Convention: Washim

Dignitaries:

- ▶ Mrs. Ranjana Pol, Deputy Director, JDI Amravati Region
- ▶ Shri Sanjay Khambayat, General Manager, DIC Washim
- ▶ Shri Avinash Jogdand (Businessman & Exporter)
- ▶ Shri Borkar, ECGC
- ▶ Shri Sandeep Dhote, Exporter, Washim



Key discussion points:

- ▶ Centre and state's focus on export growth, employment, certifications, and a "local to global" approach.
- ▶ Maharashtra's DEH initiative offers subsidies (₹50–100 Cr) and promotes ODOP products like soybean and cotton.
- ▶ Growth in ceramic electrodes and insulator exports globally; cluster development proposed.
- ▶ India Post's DNK registration and workshops address export logistics and market strategies.
- ▶ Emphasis on value addition, quality control, and opportunities like Gulf Food Expo and ECGC support.



Chh Sambhajinagar Region

Districts:

- Latur
- Nanded
- Hingoli
- Parbhani
- Dharashiv
- Beed
- Chh.Sambhajinagar
- Jalna



Chh. Sambhajinagar Region's Export Landscape



The Chhatrapati Sambhajinagar region holds immense potential for exports, particularly in the Auto & Engineering sectors, as well as Agri-related products.

Hon. Shri B T Yashwante,
Joint Director of Industries, Chh.Sambhajinagar Region

Chh. Sambhajinagar Region Export Snapshot

- The region consists of **8 districts**-Chh.Sambhajinagar, Jalna, Beed, Dharashiv, Nanded, Latur, Parbhani, and Hingoli.
- Chh.Sambhajinagar region's export was **INR 26622 crore** in **FY 2023-24** It constitutes approx. **4.79% of total exports from the State.**
- Engineering Auto components, Electronics & Electrical Components , Plastics ,agro based products and pharmaceuticals contributes major share in export of the region.

Initiatives Driving Export Growth:

- ▶ Encouragement to new exporters to participate in various exhibitions.
- ▶ On going awareness on Exports in collaboration with EPCs, India post and other stakeholders.
- ▶ Focus on ODOP & GI.
- ▶ Encouragement to MSMEs and new exporters under Maharashtra state Export promotion policy 2023.

Hight Performing Sectors:

- ▶ Engineering & Auto components
- ▶ Electronics & Electrical parts
- ▶ Pharmaceutical

Emerging Sectors:

- ▶ Agricultural & Horticulture
- ▶ Plastics
- ▶ Textiles

Maharashtra Export Convention: Latur



Date: 14/12/2024



Venue: Udyog Mitra Bhavan, MIDC Latur



District: Latur



No. of Participants: 102

Event highlights:

- ▶ Stakeholders from various segments like DGFT, banks, and other relevant departments shared various schemes & initiatives embraced by them to encourage export in district
- ▶ Awareness about the Maharashtra State export promotion policy 2023 was created
- ▶ Various benefits and initiatives explained to support the MSMEs and new exporters under Maharashtra State export promotion policy 2023



Insights from Participants

- ▶ Government agencies and institutions are actively supporting exporters: DGFT is providing comprehensive assistance through its various sections

Maharashtra Export Convention: Latur

Dignitaries:





- ▶ Hon .Shri. B.T Yashwante, JDI, Chh. Sambhajinagar Region
- ▶ Hon. Shri Amol Ingle SIO, Nanded Sub Region
- ▶ Shri Praveen Khadke, GM DIC Latur
- ▶ Shri. Pramod Patil, Div. Manager, NABARD
- ▶ Shri. Deendayal DGFT
- ▶ Shri. M.H Sontakkel, India Post
- ▶ Shri. Nikhil Gosavi, Division Manager, TJSB bank



Key discussion points:

- ▶ Information dissemination on various schemes, exports procedure, funding etc done by DGFT, India post TJSB Bank, India post
- ▶ Emphasized the importance of district of origin information from exporters to enhance traceability, policy support, and regional export promotion.
- ▶ 102 participants from industries, associations, SHGs, beneficiaries, and students attended the event.

Maharashtra Export Convention: Nanded

 **Date: 16/12/2024**
 **Venue: Udyog Bhavan, Nanded**
 **District: Nanded**
 **No. of Participants: 90**

Event highlights:

- ▶ Information dissemination on various schemes, exports procedure, funding etc done by DGFT, India post TJSB, SBI Bank, India post
- ▶ India Post's Dak Niryat Scheme enables seamless export shipments for exporters.
- ▶ 90 participants from various industries, association, self-help groups, schemes beneficiaries, students from colleges participated in the event



Insights from Participants

- ▶ India Post is facilitating seamless export logistics, enhancing ease of trade for exporters
- ▶ TJSB Bank is actively encouraging MSMEs, supporting their growth in international markets

Maharashtra Export Convention: Nanded

Dignitaries:





- ▶ Hon'ble Shri Amol Ingle SIO, Nanded Sub Region
- ▶ Shri. Anil Gachke. Manager, SBI
- ▶ Shri. Jayant Kumar DGFT
- ▶ Shri. U V Kulkarni, India Post
- ▶ Shri. Nikhil Gosavi, Division Manager, TJSB bank



Key discussion points:

- ▶ Maharashtra State Export Policy 2023, its incentives and the various export initiatives taken up by the Directorate of Industries
- ▶ Awareness about the Maharashtra State export promotion policy 2023 was created.
- ▶ Various benefits and initiatives explained to support the MSMEs and new exporters under Maharashtra State export promotion policy 2023.

Maharashtra Export Convention: Hingoli

 **Date:** 17/12/2024
 **Venue:** DPDC Hall, Hingoli
 **District:** Hingoli
 **No. of Participants:** 106

Event highlights:

- ▶ Focus on logistics facilitation through India Post, trade finance support, and supply chain improvements to boost exports
- ▶ DGFT, India Post, MSME, and SBI provided insights on export schemes, procedures, and financial support
- ▶ 106 participants from industries, associations, SHGs, beneficiaries, and students attended the event



Insights from Participants

- ▶ Shri Nitin Ghuge from SBI, Hingoli focussed on the infrastructure growth which will further lead to uniform export development in all the sectors.
- ▶ Shri Subhashchand Soni, a turmeric exporter suggested that a 24x7 helpline be created which can prove to be a one stop solution for all the problems faced by exporters.

Maharashtra Export Convention: Hingoli

Dignitaries:

- ▶ Hon. Shri. Abhinav Goel, (IAS)
District Collector, Hingoli District
- ▶ Shri. Narendra Estolkar, Joint
Director MSME
- ▶ Shri Ganesh Patil, Manager , SBI
- ▶ Shri. Dhruv Parekh, DGFT
- ▶ Shri. Sandeep Lokhande, India
Post
- ▶ Shri Anil Kadam, GM DIC Hingoli







Key discussion points:

- ▶ Hingoli district's export potential, key challenges, and the need for product and market diversification to enhance trade.
- ▶ Maharashtra State Export Promotion Policy 2023, highlighting benefits, financial assistance, and initiatives for MSMEs and new exporters.
- ▶ Export financing schemes, credit facilities, and risk management solutions provided by banks to support international trade.



Maharashtra Export Convention: Parbhani

 **Date: 18/12/2024**
 **Venue: DPDC Hall, Parbhani**
 **District: Parbhani**
 **No. of Participants: 150**

Event highlights:

- ▶ Information dissemination on various schemes, exports procedure, funding etc done by DGFT, India post MSME Department, SBI Bank, India post
- ▶ 150 participants from various industries, association, self-help groups, schemes beneficiaries, students from colleges participated in the event



Insights from Participants

- ▶ The Maharashtra State Export Promotion Policy 2023 will significantly benefit regional trade, opening up various avenues for us.
- ▶ Shri Shafiya Khan emphasised on how the developed quality standards of the Indian products can help us to compete in the global markets.
- ▶ Shri Nitin Ughade suggested that exporters should be introduced to the financing opportunities available which will further encourage them to export & also to expand their business.

Maharashtra Export Convention: Parbhani

Dignitaries:

- ▶ Hon. Shri. Raghunath Gawde, (IAS) District Collector, Parbhani District
- ▶ Shri Dhananjay Deshmukh Dy, Commissioner, SGST
- ▶ Shri Amol Ingle, SIO, Nanded sub region
- ▶ Shri. Narendra Estolkar, Joint Director MSME
- ▶ Shri Amol Bale, GM DIC Parbhani
- ▶ Smt Shamita Patil , DGFT
- ▶ Shri. G Deshmane, India Post



Key discussion points:

- ▶ Parbhani district's strong agricultural base and its potential for export growth, encouraging entrepreneurs and agro-processing units to expand globally.
- ▶ Maharashtra State Export Promotion Policy 2023, highlighting its benefits and support measures for exporters.
- ▶ Export schemes and support services provided by KVK to facilitate agricultural and agro-processing exports.

Maharashtra Export Convention: Dharashiv



Date: 19/12/2024



Venue: DPDC Hall, Dharashiv



District: Dharashiv



No. of Participants: 120

Event highlights:

- ▶ Information dissemination on various schemes, exports procedure, funding etc done by DGFT, India post MSME Department, SBI Bank, India post
- ▶ SGST regulations supporting exporters in Dharashiv
- ▶ 120 participants from various industries, association, self-help groups, schemes beneficiaries, students from colleges participated in the event



Insights from Participants

- ▶ SBI Bank plays a crucial role in supporting exporters in Maharashtra by offering a comprehensive range of financial services and solutions to enhance international trade.
- ▶ Shri Shivanand Late, an agriculturist, emphasised that govt should introduce new schemes for financing the farmers to promote the exports.
- ▶ Shri Abhijeet Kote was very happy with the way the convention was held and suggested that more participation from industrialists should be ensured.

Maharashtra Export Convention: Dharashiv

Dignitaries:

- ▶ Hon. Shri. B T Yashwante, JDI, Chh. Sambhajinagar region
- ▶ Shri. Narendra Estolkar, Joint Director MSME
- ▶ Shri Amol Bale, GM DIC Dharashiv
- ▶ Shri Amol Bale , GM DIC Parbhani
- ▶ Shri Krishnadas Nair, DGFT
- ▶ Shri. Chandrashekhar Shelari, Manager, SBI bank
- ▶ Shri. M.H Sonttake, India Post



Key discussion points:

- ▶ Key Discussion Points of various schemes and initiatives by DGFT, SGST, India Post, banks, and MSME Department to promote district-level exports.
- ▶ Export financing schemes and support services provided by banks to facilitate international trade.
- ▶ Incentive claims and tax benefits available for exporters under SGST regulations.

Maharashtra Export Convention: Beed

 **Date: 20/12/2024**
 **Venue: Hotel Grand Yashoda Beed**
 **District: Beed**
 **No. of Participants: 150**

Event highlights:

- ▶ APEDA emphasized its role in supporting Beed exporters with financial incentives, quality certifications, and improved market access for agricultural goods.
- ▶ 150 participants from various industries, association, self-help groups, schemes beneficiaries, students from colleges participated in the event



Insights from Participants

- ▶ APEDA is supporting FPOs, MSMEs, and new exporters with various schemes aimed at promoting Agri-related exports

Maharashtra Export Convention: Beed

Dignitaries:

- ▶ Hon. Shri. B T Yashwante, JDI, Chh. Sambhajinagar region
- ▶ Shri. Kiran Jadhav, GM DIC Beed
- ▶ Shri Bipin Dhobe, DGFT
- ▶ Smt Pranita,Chaoure, APEDA
- ▶ Shri. Nitin Amte , India Post
- ▶ Shri G B Kasat, Secretary, Maharashtra Ginning federation



Key discussion points:

- ▶ DGFT's role in exports, including policies, schemes, incentives, and experience sharing by exporters.
- ▶ Maharashtra Ginning Federation in Beed supports exporters by enhancing cotton processing, quality standards, and market access.
- ▶ Targeted benefits and initiatives for MSMEs under the Maharashtra State Export Promotion Policy 2023 to enhance their global competitiveness.

Maharashtra Export Convention: Chh. Sambhajinagar



Date: 20/12/2024
Venue: CMIA Hall
District: Chh.Sambhajinagar
No. of Participants: 125

Event highlights:

- ▶ EEPCC outlined support for Chh. Sambhajinagar's engineering exports through specialized initiatives and export facilitation.
- ▶ 125 participants from various industries, association, self-help groups, schemes beneficiaries, students from colleges participated in the event
- ▶ Export potential of Jalna Dry Port



Insights from Participants

- ▶ TEEPC recognizes Chh. Sambhajinagar as an Auto & Engineering hub and extends its support through various initiatives.
- ▶ Shri Aditya Muley, a proprietor raised concerns about finding new & genuine buyers, enquired about which country to target for exports, financing opportunities available.
- ▶ Exporters & Industrialists also requested to create a one stop solutions for all the grievances related to export.

Maharashtra Export Convention: Chh. Sambhajinagar

Dignitaries:





- ▶ Hon. Dr Arvind Lokhande, Assistant Collector, Chh. Sambhajinagar
- ▶ Hon. Shri. B T Yashwante, JDI, Chh.Sambhajinagar region
- ▶ Shri. Shri Chetan Girase, R O MIDC
- ▶ Shri Swapnil Rathod. GM DIC
- ▶ Shri Ajay Korla, DGFT
- ▶ Shri Mukesh Samtani Asst Dir, EEPC
- ▶ Shri. Sahadev Satpute , India Post
- ▶ Shri Suyog Bhise, TJSB



Key discussion points:

- ▶ Maharashtra State Export Policy 2023 and RAMP initiatives, enhancing awareness of export policies and access to resources.
- ▶ EEPC's schemes, support mechanisms, and initiatives to promote engineering exports.
- ▶ Export opportunities in Chhatrapati Sambhajinagar and the impact of the upcoming Jalna Dry Port on trade growth.

Maharashtra Export Convention: Jalna

 Date: 29/1/2025
 Venue: DPDC Hall, Collector Office
 District: Jalna
 No. of Participants: 115

Event highlights:

- ▶ Upcoming Jalna Dry Port and its impact on trade
- ▶ Information dissemination on various schemes, Dry ports, Product & Place diversification, exports procedure, etc done by, India post, APEDA, Industry Stakeholders
- ▶ 115 participants from various industries, association, self-help groups, schemes beneficiaries, students from colleges participated in the event



Insights from Participants

- ▶ The upcoming dry port in Jalna will accelerate export operations from the district, enhancing trade efficiency

Maharashtra Export Convention: Jalna

Dignitaries:

- ▶ Hon. Shri. Shrikrishna Panchal, District Collector, Jalna
- ▶ Hon. Shri. B T Yashwante, JDI, Chh. Sambhajinagar region
- ▶ Shri. Yogesh Sarnikar, GM DIC, Jalna

- ▶ Shri. Sandeep Mahajan, India Post
- ▶ Shri Pandurang Bamne, APEDA



Key discussion points:

- ▶ Export potential of the district and the role of the Jalna Dry Port in accelerating trade.
- ▶ Maharashtra State Export Promotion Policy 2023, highlighting key incentives and support measures.
- ▶ APEDA's initiatives and schemes to promote agricultural exports.



Konkan Region

Districts:

- Sindhudurg
- Ratnagiri
- Raigad
- Thane
- Palghar

Konkan Region's Export Landscape

Konkan is ready for significant export growth, with a strong focus on simplifying processes and building collaborations with key stakeholders like DGFT, Customs and Export Promotion Councils to resolve the issues of the exporters. Our ODOP initiative has gained national recognition, and by promoting ODOP, GI products and supporting export clusters, we aim to position Konkan as a global export hub. The combined efforts of industry and government are vital in realizing this potential.

Smt. Viju Sirsath

Joint Director of Industries, Konkan Division

Initiatives Driving Export Growth:

- ▶ **Ease of Doing Exports:** Integrating export licenses and certifications with the MAITRI single-window portal to simplify the export process.
- ▶ **Sector-Specific Sessions:** Collaboration with DGFT, Export Promotion Councils, Customs, and Commodity Boards to provide tailored guidance and resolve exporter issues.
- ▶ **Investment Summits:** Organizing Regional and District Investment Summits to attract investments, boost economic growth, and create jobs in the Konkan region.
- ▶ **ODOP and GI Products:** Promoting ODOP and GI products and clusters in the Konkan region for global recognition and market expansion.
- ▶ **Incentives and Schemes:** Utilizing Maharashtra's export policy and government schemes to support MSMEs in joining GeM and ONDC platforms, enhancing market reach and export growth..

Konkan Region Export & ODOP Snapshot

- Konkan contributed ₹1,39,267 Cr (25% of Maharashtra's exports), ranking 2nd in the state. Thane (₹52,935 Cr) and Raigad (₹51,701 Cr) are among the top 5 exporting districts. Konkan's exports grew by 11% from FY 2022-23.
- Chemicals lead Konkan's exports at ₹35,626 Cr, with Ratnagiri, Raigad, and Thane as key hubs. Other major sectors: Iron & Steel (₹21,683 Cr), Engineering (₹10,649 Cr), Pharmaceuticals (₹9,713 Cr), and Agriculture & Food Processing (₹5,936 Cr).
- Emerging sectors: Electronics (₹12,935 Cr) and Textiles & Apparels (₹8,878 Cr), showcasing industrial growth.
- The U.S. (₹17,045 Cr) and UAE (₹13,918 Cr) are Konkan's top export destinations.
- Konkan secured the "ODOP Verified Tag" for **Sakas Foods** under ODOP Millets.
- Of 60 districts nominated for the National ODOP Awards 2024, 14 are from Maharashtra, including **Thane, Ratnagiri, and Sindhudurg.**


High Performing Sectors:

- ▶ Chemicals
- ▶ Iron and Steel
- ▶ Engineering
- ▶ Pharmaceuticals
- ▶ Agro and Food Processing

Emerging Sectors:

- ▶ Electronics and Electrical Components
- ▶ Textiles and Apparels
- ▶ Agriculture, Horticulture, and Allied Products
- ▶ Plastic and Plastic Products
- ▶ Fisheries & Fish Processing

Maharashtra Export Convention: Sindhudurg

 **Date: 3rd January 2025**
 **Venue: Balashastrri Jambhekar Auditorium, Oras**
 **District: Sindhudurg**
 **No. of Participants: 200+**

Event highlights:

- ▶ Strategies to enhance Sindhudurg's export potential.
- ▶ Highlights of Maharashtra's export policy & its incentives, District as export Hub and various export & ODOP initiatives
- ▶ Efforts taken by the team for ODOP promotion which have enabled Sindhudurg to get nominated for National ODOP Award 2024
- ▶ The panel emphasized organizing Reverse Buyer-Seller Meets with agencies like ATMA, DIC, Agri Dept, and MoU partner institutions to boost exports and improve market linkages.
- ▶ Crucial role of DGFT & APEDA in Sindhudurg district and increased participation would greatly benefit the district



Insights from Participants

- ▶ Shri. Swapnil Zante (Cashew Cluster, Vengurla) emphasized the need for more institutional buyer-seller meets to improve global market access.
- ▶ Shri. Shridhar Ogle (Mango Cluster, Devgad) stressed the need for export documentation training to simplify compliance for MSMEs.
- ▶ Shri. Vazratkar (Thermal Instrument Engineering, Mangaon) requested enhanced branding, certification support, and participation in global trade fairs for ODOP products.

Maharashtra Export Convention: Sindhudurg

Dignitaries:





- ▶ Shri. Anil Patil – Hon'ble District Collector, Sindhudurg
- ▶ Smt. Viju Sirsath – JDI, Konkan
- ▶ Shri. Shripad Damale – General Manager, DIC Sindhudurg
- ▶ Shri. Mayuresh Kole – India Post
- ▶ Shri. Siddhanath Gaikwad – DGFT
- ▶ Shri. Keshav Gaikwad – MSSIDC
- ▶ Shri. Swapnil Zante – Cashew Cluster, Vengurla
- ▶ Shri. Shridhar Ogle – Mango Cluster, Devgad
- ▶ Shri. Vazratkar – Thermal Instrument Engineering, Mangaon
- ▶ Shri. Mukesh Meshram – Lead District Manager, Sindhudurg
- ▶ Shri. Shrinivas Bitlingu – Coir Board Officer, Coir Board, Kankavli



Key discussion points:

- ▶ Government Supportive schemes by DGFT, India Post, Coir Board, Financial Institutes, MSSIDC etc, for export promotion.
- ▶ Panel suggested Reverse Buyer-Seller Meets and increased APEDA & DGFT involvement in district export programs.
- ▶ Emphasized participation in national/international expos, export planning, certifications, licences and skilled man power services should be prioritized in the district.
- ▶ The panel recommended implementing Forex banking initiatives by leading banks in the district to facilitate the exchange of foreign currency to alleviate foreign exchange challenge faced by exporters.

Maharashtra Export Convention: Ratnagiri

 **Date:** 4th January 2025
 **Venue:** Alapachat Sabhagruha,
Collector Office, Ratnagiri
 **District:** Ratnagiri
 **No. of Participants:** 200+

Event highlights:

- ▶ Highlights of Maharashtra's export policy & its incentives, District as export Hub under BRAP and various export & ODOP initiatives as well as the efforts taken by the Konkan team to get nominated for ODOP National Award 2024 by DPIIT.
- ▶ Successful resolution of export-related issues through direct engagement between Customs, DGFT and exporters.
- ▶ Commitment from APEDA and MPEDA to enhance support for fisheries and agricultural exports in Ratnagiri.
- ▶ In a tangible outcome of the convention, one entrepreneur successfully connected with India Post and committed to exporting his inaugural consignment of rice through their services.



Insights from Participants

- Shri Zahur, Jeelani Marine Products highlighted the export success in fisheries sector and emphasized on faster certification processes to reduce export delays.
- Dr. Prashant Patwardhan, President, FRDCCI – Federation of Ratnagiri District Chamber & Industries, Spoke about Ratnagiri's export trends and government schemes' importance
- Shri Raj Ambre, President, Lote Parshuram Industrial Association, Shared insights on Ratnagiri's MSME landscape and the needs of MSMEs.

Maharashtra Export Convention: Ratnagiri

Dignitaries:

- ▶ Smt. Viju Sirsath – JDI, Konkan Division
- ▶ Shri Ajinkya Ajagekar – General Manager, DIC Ratnagiri
- ▶ Shri Raj Ambre – President, Lote Parshuram Industrial Association
- ▶ Shri Zahur – Jeelani Marine Products
- ▶ Dr. Prashant Patwardhan – President, FRDCCI (Federation of Ratnagiri District Chamber & Industries)
- ▶ Shri Siddhanath Gaikwad – DGFT
- ▶ Dr. T.R. Gibinkumar – Deputy Director, MPEDA Regional Division, Mumbai
- ▶ Shri Atul Gaikwad & Shri Akshay Nagulwar – Customs Ratnagiri
- ▶ Shri Anand Palav – Assistant Commissioner, Fisheries Department
- ▶ Shri Sudhir Prajapati – Chief Manager, Bank of Baroda, Ratnagiri
- ▶ Shri Maulik Mavani – Capacity Building Manager, RAMP (MSSIDC)
- ▶ Shri Gajanan Karmarkar – Marketing Executive, India Post



Key discussion points:

- ▶ Government schemes by DGFT, MPEDA, Customs, Fisheries Dept, India Post, and others support exports.
- ▶ Focus on certification, licensing, and skill development for export readiness.
- ▶ Reverse Buyer-Seller Meets with APEDA, MPEDA, and other stakeholders to boost global trade.
- ▶ Enhanced forex banking support for Ratnagiri exporters.
- ▶ India Post to aid small exporters with cost-effective logistics.



Maharashtra Export Convention: Raigad



Date: 6th January 2025



Venue: Niyojan Bhavan, Collector Office, Raigad-Alibag



District: Raigad



No. of Participants: 220+

Event highlights:

- ▶ Discussion on the road map to promote exports to achieve its highest, ODOP and various schemes of MSME from the district.
- ▶ Highlights of Maharashtra's export policy & its incentives, District as export Hub under BRAP and various export & ODOP initiatives.
- ▶ The role of DGFT in Export Promotion and SCOMET policy.
- ▶ MPEDA, FIEO & DGFT united to resolve export challenges and ease trade.
- ▶ Proposed MoUs to streamline exports and market linkages.
- ▶ Bamboo Cluster artisans recognized for their craftsmanship through specially curated mementos gifted to dignitaries.



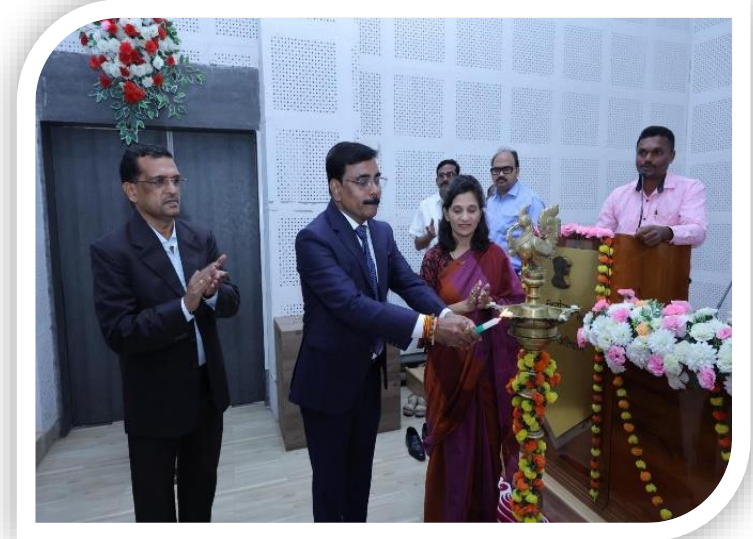
Insights from Participants

- ▶ Shri. Sanjeev Kapoor, Director, Kapoor Glass, Panvel: Discussed DGFT's working capital subvention scheme and proposed an "India Pavilion" at global trade fairs.
- ▶ Shri. Vijaykumar Lokhande, HKS Impex, Panvel: Shared his success story and the impact of government schemes on industry growth.
- ▶ Smt. Manisha Koli, Proprietor, MRK Seafood Industries, Adai, Panvel: Shared her entrepreneurial journey.
- ▶ Shri. Maruti Pawar, Amptronics, Khopoli: Spoke on his success, shareholding patterns, and export trends.

Maharashtra Export Convention: Raigad

Dignitaries:

- ▶ Shri. Kishan Jawale (IAS) – Hon. Collector, Raigad
- ▶ Smt. Viju Sirsath – JDI, Konkan Division
- ▶ Shri. G. S. Haralayya – General Manager, District Industries Centre, Raigad
- ▶ Shri. Praveen Kumar – Joint Director, DGFT
- ▶ Shri. Harshad Salvi – Chief Finance Officer, Plex Council, Mumbai
- ▶ Smt. Rishu Mishra – Management Executive, FIEO
- ▶ Dr. T. R. Gibinkumar – Deputy Director, Regional Division Mumbai, MPEDA
- ▶ Shri. Naresh Nayak – Capacity Building Manager (RAMP), MSSIDC
- ▶ Shri. Appasaheb Doifode – Marketing Executive, India Post
- ▶ Smt. Manisha Koli – Proprietor, MRK Seafood Industries, Adai, Panvel
- ▶ Shri. Tarknath Banargee – General Manager, M/s. Hikal Ltd.
- ▶ Shri. Sanjeev Kapoor – Director, M/s. Kapoor Glass, Panvel
- ▶ Shri. Maruti Pawar – M/s. Amprionics, Khopoli
- ▶ Shri. Vijaykumar Lokhande – M/s. HKS Impex, Panvel
- ▶ Shri. Laxman Jadhav – Director, M/s. Json Polymers, Mangaon



Key discussion points:

- ▶ Export promotion through schemes by DGFT, MPEDA, Customs, Plex Council, FIEO, India Post, Financial Institutes, and MSSIDC.
- ▶ Reverse Buyer-Seller Meets with APEDA, MPEDA, and DIC to link local exporters with global buyers.
- ▶ Enhancing Raigad's exports through awareness, planning, certifications, and skill development.
- ▶ Boosting fisheries exports via MPEDA schemes, financial aid, and technology support.
- ▶ FIEO emphasized expos for better export visibility and market access.
- ▶ Promoting Bamboo Cluster artisans by gifting handmade bamboo idols to dignitaries.

Maharashtra Export Convention: Thane



Date: 7th January 2025



Venue: Niyojan Bhavan, Collector Office



District: Thane



No. of Participants: 283+

Event highlights:

- ▶ Discussion on the roadmap to achieve higher export targets and the critical role of stakeholders such as the Customs Department, DGFT and EPCs.
- ▶ District Export overview & highlights of the 10 point agenda of ODOP & export promotion along with MH Export Policy and the District of Origin in Exports under BRAP.
- ▶ Highlighted the efforts taken by the Konkan team to get nominated for ODOP National Award 2024 by DPIIT and achievement of “ODOP Verified Tag” for “Sakas Foods” Brand under ODOP Millets.
- ▶ Customs, DGFT, FIEO, and industry leaders collaborated to resolve export issues and enhance efficiency.
- ▶ Proposal for Maharashtra’s participation in Hannover Messe 2025 with an ‘Indian Pavilion’ to showcase exports.



Insights from Participants

- ▶ Shri Bhalchandra Sinh Rao Rane (Federation of Industries) shared insights on the critical role of international exhibitions like Hannover Messe for obtaining certifications and global market expansion.
- ▶ Shri Sudhanshu Ashwini (NABARD) presented NABARD’s financial support mechanisms to boost export-oriented agro-industries and rural entrepreneurship.
- ▶ Shri Raghuveer Kini, DG, Chemexcil, and C.H. Nadigar, Regional Director, EEPC, Explained sector-specific support for chemical and engineering exporters and provided handholding assistance for global market entry
- ▶ Successful exporter experiences were shared, showcasing strategies to overcome challenges and expand globally.

Maharashtra Export Convention: Thane

Dignitaries:

- ▶ Shri. Ashok Shingare (IAS), Hon. District Collector, Thane
- ▶ Smt. Viju Sirsath - JDI, Konkan Division
- ▶ Smt. Sonali Deore - GM, DIC Thane
- ▶ Shri Gopal Mishra - Deputy Director, DGFT
- ▶ Shri Arshdeep Singh, Joint Commissioner of Customs
- ▶ Smt. Rishu Mishra, Management Executive, FIEO
- ▶ Shri Raghuveer Kini, DG, Chemexcil
- ▶ Shri Rajendra Tanpure, AGM, TJSB Bank
- ▶ Shri Rajendra Tanpure, AGM, TJSB Bank
- ▶ Shri C.H. Nadigar, Regional Director, EEPC
- ▶ Shri BhalchandraSinh Rao Rane, Chairman, Federation of Industries
- ▶ Shri Dharmu Vajnani, Vice President, COSIA
- ▶ Shri Prabhakar Kellkar, President, Thane Manufacturers Forum (TMF)
- ▶ Shri Balaji, MSME Entrepreneur, My Smart Bakery
- ▶ Shri Sudhanshu Ashwini, AGM, NABARD
- ▶ Shri Sundar Rao, Marketing Executive, India Post
- ▶ Mr. Ajit Nikam, Senior Marketing Executive, India Post



Key discussion points:

- ▶ Export promotion through schemes by DGFT, Customs, FIEO, CHEMEXCIL, EEPC, NABARD, and industry bodies.
- ▶ DGFT & Customs' role in easing shipments, certifications, and procedures.
- ▶ FIEO's support for ODOP exports, planning, certifications, and skill development in Thane.
- ▶ Financial solutions, including pre- and post-shipment credit, to boost exports.

Maharashtra Export Convention: Palghar



Date: 8th January 2025

Venue: Rudra International, Vasai

District: Palghar

No. of Participants: 150+

Event highlights:

- ▶ Discussion on the Export overview, 10-point agenda of ODOP & export promotion, District as Export Hub initiative, MH Export Policy, etc.
- ▶ Highlighted the efforts taken by the Konkan team to get nominated for ODOP National Award 2024 by DPIIT.
- ▶ DGFT offers videoconferencing facilities (10 AM–12 PM) at Regional Authorities to address exporter concerns.
- ▶ Local industries are keen on developing corrugated box and electrical goods clusters under the CMEGP scheme to boost export potential.



Insights from Participants

- ▶ Smt. Rishu Mishra (FIEO) spoke on the comprehensive support for export promotion and the trends in ODOP exports, particularly highlighting the export of Chikoo from the region.
- ▶ Shri Pratap Singh Bharda (EEPC) provided insights into sector-specific support for engineering goods manufacturers in the Vasai region and how EEPC India helps exporters navigate the global market.
- ▶ The discussion included crucial insights into handling exports for both established and first-time exporters and a special focus on ODOP exports by diversifying chikoo products and by seeing future need of the lifestyle, focusing on innovation of sugar from chikoo and crush/juice from chikoo.

Maharashtra Export Convention: Palghar

Dignitaries:

- ▶ Smt. Viju Sirsath, JDI, Konkan Division
- ▶ Shri. Upendra Sangale, General Manager, DIC Thane
- ▶ Shri Vishwajeet Chimankar, Deputy Director, DGFT
- ▶ Smt. Rishu Mishra, Management Executive, FIEO
- ▶ Ms. Pranita Chaure, Business Development Manager, APEDA
- ▶ Shri Sudhanshu Kumar Ashwini, DDM, NABARD
- ▶ Shri. Pratap Singh Bharda, Assistant Director, EEPC India
- ▶ Smt. Shubhangi Nanwatkar, MSSIDC
- ▶ Shri. R. A. Awatade, Superintendent, India Post
- ▶ Shri Udhav Mane, Manager, DIC Palghar



Key discussion points:

- ▶ Export promotion through schemes by DGFT, FIEO, APEDA, EEPC, NABARD, and industry bodies.
- ▶ DGFT's role in export facilitation, SCOMET policy, and trade impact.
- ▶ APEDA's support for GI product exports like Sapota & Jamun.
- ▶ NABARD's financial aid for agro-industries, food parks & rural entrepreneurs.
- ▶ Direct engagement with officials to address certification, shipment, and procedural challenges.



MMR Region

Districts:

- Mumbai Suburban
- Mumbai City



Mumbai Metropolitan Region's Export Landscape



MMR has exceptional prowess in exports, with Gems and Jewellery leading the way

Hon. Shri Milind Barapatre,
Joint Director, MSME DFO

MMR Region Export Snapshot

- ▶ MMR stands as the leading export hub in Maharashtra, contributing 28.76% to the state's total exports.
- ▶ Gems and Jewellery sector is the top exporting sector from region with 59% contribution
- ▶ Pearls, Precious Or Semi-Precious Stones/Metals And Article is a top exporting commodity from region with 16.67% contribution.
- ▶ Mumbai City is the top exporting district from state
- ▶ The USA ranks as the leading importer, accounting for 38 % of total imports.

Initiatives Driving Export Growth:

- ▶ Export action strategy plans prepared to develop districts as export hubs.
- ▶ Stakeholder consultation meetings held with all EPCs to implement the Export Action Plan.
- ▶ Nominations for the One District One Product (ODOP) Awards was submitted. Comprehensive data was compiled for the district and uploaded to the DPIIT National Award Portal.
- ▶ District Export Promotion Committee (DEPC) meetings are being conducted to address key export-related challenges and opportunities.

Hight Performing Sectors:

- ▶ Gems and Jewellery
- ▶ Electronics and Electrical Components
- ▶ Textile and Apparels

Emerging Sectors:

- ▶ Pharmaceuticals
- ▶ Agro and Food Processing
- ▶ Engineering

Maharashtra Export Convention: Mumbai Metropolitan Region

 Date: 03 January 2025
 Venue: MSME DFO, Saki Naka, Andheri, Mumbai
 District: Mumbai City and Mumbai Suburban
 No. of Participants: 160

Event highlights:

- ▶ Key updates on Export Policy 2023, including DGFT schemes, and programs from EEPCC, MSSIDC, FIEO were shared with exporters.
- ▶ The event saw active participation from 160+ attendees representing diverse sectors such as engineering, food processing, academics, and industry associations
- ▶ Promotion of the District of Origin in Exports under BRAP
- ▶ The session disseminated critical information and foster engagement across various export-driven industries



Insights from Participants

- ▶ Shri Pramod Marsinge, a leather exporter from Nagpur, expressed that the session provided valuable insights into export benefits
- ▶ Shri Swapnil Chavan from the service sector shared that the session will assist them in initiating exports

Maharashtra Export Convention: Mumbai Metropolitan Region

Dignitaries:

- ▶ Hon. Shri. P.D. Rendalkar, JDI MMR
- ▶ Hon. Shri Milind Barapatre, Joint Director, MSME DFO
- ▶ Hon. Shri Abhay Daptardar, Assistant Director, MSME DFO
- ▶ Shri. Sunil Khujnare, Assistant Director, MSME DFO
- ▶ Smt. Poonam Darade, DDI, MMR
- ▶ Shri. C.H. Nadiger, Regional Director, EEPC
- ▶ Smt. Manali Tawade, India Post official
- ▶ Shri. Haroon Bilal, DGFT official
- ▶ Smt. Rishu Mishra, FIEO official,
- ▶ Shri. Rashid Siddiqui & Ms. Shubhangi Nalwatkar



Key discussion points:

- ▶ Maharashtra Export Policy 2023: Insights on incentives and export promotion measures.
- ▶ Government Support: Schemes by DGFT, EEPC, MSSIDC, and FIEO for exporters.
- ▶ Export Facilitation: Role of Dak Niryat Kendra in improving export logistics
- ▶ Networking Opportunities: Collaboration between businesses, industry stakeholders, and government representatives.



Nagpur Region

Districts:

- Bhandara
- Wardha
- Gondia
- Gadchiroli
- Chandrapur
- Nagpur

Nagpur Region's Export Landscape



The MH Export Convention unlocks export growth potential for Vidarbha region, offering sector expertise and highlighting opportunities in Agriculture and Engineering sectors. It supports farmers in starting export businesses and showcasing unique, locally-originated products internationally.

Shri. Gajendra Bharati
Joint Director of Industries, Nagpur Region

Nagpur Region Export Snapshot

- ▶ Nagpur Region with INR 9724 crore exports in FY 2024-25 till October 24
- ▶ The region is emerging as Industrial Hubs for Textile and Garment, Pharmaceutical, Engineering, Agriculture, Cotton Processing etc.
- ▶ U.S.A is top exporting destination with INR 2306 crore in FY 24-25 till October 2024 followed by Bangladesh with INR 381 crore
- ▶ Agriculture, Horticulture products is the top Sector growth contributing 2846 INR Cr from Nagpur region

Initiatives Driving Export Growth:

- ▶ Strengthened ODOP Branding & Packaging through regional partnerships with R&D Institutes
- ▶ Formulated Export Strategies for all six districts in the Nagpur region
- ▶ Conducted Training & Export Outreach Programs on compliance and market entry.
- ▶ Expanded ODOP & Agri-Exports by supporting exporters in exploring new markets.
- ▶ Recognized Export Excellence through Export Awards and ODOP Awards at state and central levels.
- ▶ Facilitated DEPC Meetings under the Hon. District Collector to address exporter challenges.

Hight Performing Sectors:

- ▶ Agriculture, Horticulture And Allied Products
- ▶ Chemicals
- ▶ Textile And Apparels
- ▶ Engineering
- ▶ Cotton and Cotton yarn

Emerging Sectors:

- ▶ Pharmaceutical
- ▶ Metalware
- ▶ Electronics and Electrical components
- ▶ Explosives and Nuclear Parts
- ▶ Iron and Steel
- ▶ Forest Produce
- ▶ Rubber

Maharashtra Export Convention: Bhandara

 **Date: 20 January 2025**
 **Venue: Hotel VK, Bhandara**
 **District: Bhandara**
 **No. of Participants: 125**

Event highlights:

- ▶ MH Export Convention provided a platform to discuss government schemes and financial incentives under Maharashtra Export Policy 2023, featuring prominent speakers and experts from India Post, DGFT, EPCs, MSSIDC.
- ▶ Over 125 participants from diverse sectors, including startups, NGOs, women entrepreneurs, newly registered exporters, and SHGs, attended and contributed to the event's success.
- ▶ A special session was organized for Shri. Pankaj Sarda to share success stories from exporters, aimed at inspiring and motivating participants



Insights from Participants

- ▶ Hitesh Sahajwani (Balaji Traders) – shared suggestions on growing demand for Chinnor Rice and benefits of modernized farming techniques.
- ▶ Aditya Jain (Vidhya Minerals and Processors) – Emphasized the importance of infrastructure for export growth from Bhandara

Maharashtra Export Convention: Bhandara

Dignitaries:

- ▶ Shri. Gajendra Bharati, JDI, Nagpur Region
- ▶ Shri. Hemant K Badar GM DIC Bhandara
- ▶ Shri. Pankaj Sarda, President of Metal Manufacturing Association
- ▶ Shri. Manish Thawkar- India Post
- ▶ Shri Ankit Dewalikar- FIEO
- ▶ Smt. Minakshi Bagde- EY Consultant- Nagpur Region
- ▶ Smt Shubhangi Nanwatkar- MSSIDC



Key discussion points:

- ▶ MH Export Policy 2023 government schemes and incentives to industries for export growth from Bhandara
- ▶ District-Level Initiatives and implemented export action plans
- ▶ Export trends of Bhandara districts and ODOP activities undertaken
- ▶ DGFT role and support in Export procedures and Certification guidance
- ▶ FIEO's support and role in export promotion
- ▶ Exporter Guidance: Shared personal experience and advised new exporters.
- ▶ Schemes for export facilitation services by India Post
- ▶ RAMP initiative to boost MSME exports

Maharashtra Export Convention: Wardha



Date: 21 January 2025



Venue: Sindhutai Sapkal Hall , ZP



District: Wardha



No. of Participants: 170

Event highlights:

- ▶ A special session was organized for Universe Exports to share success stories from exporters, aimed at inspiring and motivating participants.
- ▶ MH Export Convention provided a platform to discuss government schemes and financial incentives under Maharashtra Export Policy 2023, featuring prominent speakers and experts from India Post, DGFT, EPCs, MSSIDC.
- ▶ Over 170 participants from diverse sectors, including startups, NGOs, women entrepreneurs, farmers, newly registered exporters, and SHGs, attended and contributed to the event's success.



Insights from Participants

- ▶ Geetesh Nimje (Universe Exports) – Provided updates on the ongoing Waigaon Turmeric shipments consignment from Wardha
- ▶ Om Dalia (Whitgold Ginners Pvt Ltd.) – Appreciated the session on handloom promotion under ODOP initiatives.

Maharashtra Export Convention: Wardha

Dignitaries:





- ▶ Hon. Smt. Vanmathi C.(IAS), District Collector, Wardha
- ▶ Hon. Shri. Jitin Rahman , Z.P., C.E.O, Wardha .
- ▶ Shri. Gajendra Bharati, JDI, Nagpur Region
- ▶ Shri. Sunil Hazare, GM DIC
- ▶ Shri. Manish Mondhe , Deputy Director of Spice Board
- ▶ Shri. Pravin Wankhede , Universe Exports
- ▶ Shri. P. A. Gedam- India Post
- ▶ Shri Ankit Dewalikar- FIEO
- ▶ Shri. Aman Bansal , ZED Consultant
- ▶ Smt. Sanjana Gupta , Bank of India
- ▶ Smt. Shubhangi Nanwatkar- MSSIDC



Key discussion points:

- ▶ CMH Export Policy 2023 government schemes and incentives for export growth
- ▶ Wardha District-Level Initiatives, Export trends, ODOP action plan and initiatives
- ▶ FIEO's support and role in export promotion
- ▶ Universe Exports shared personal experience and advised new exporters.
- ▶ Export facilitation services by India Post and Export credits by Bank of India
- ▶ RAMP initiative to boost MSME exports

Maharashtra Export Convention: Gondia

 **Date: 22 January 2025**
 **Venue: DPC Hall, Gondia**
 **District: Gondia**
 **No. of Participants: 120**

Event highlights:

- ▶ 120 participants from diverse sectors, including startups, NGOs, women entrepreneurs, newly registered exporters, and SHGs, attended and contributed to the event's success.
- ▶ MH Export Convention provided a platform to discuss government schemes and financial incentives under Maharashtra Export Policy 2023, featuring prominent speakers and experts from India Post, DGFT, EPCs, MSSIDC.
- ▶ A special session was organized for Shri. Hukumchand Agrawal to share success stories from exporters, aimed at inspiring and motivating participants.



Insights from Participants

- ▶ N. Aditya (Kesar Industries) – Shared inputs on modernized milling facilities improving rice exports.
- ▶ Vaibhav Bisen (Bisen Exports) – Highlighted the need to expand rice bran oil and value-added product exports.

Maharashtra Export Convention: Gondia

Dignitaries:





- ▶ Hon. Shri. Bhaiyasaheb Behere, Additional Collector, Gondia
- ▶ Shri. B. Shivankar, DDI, Nagpur Region
- ▶ Shri. Vicky Khirale, GM DIC Bhandara
- ▶ Shri. Hukumchand Agrawal, Director, Subhlaxmi Foods
- ▶ Shri. Himanshu Pareek, Manager- State Bank of India
- ▶ Shri. Komal Nyaykhor- India Post
- ▶ Smt. Minakshi Bagde- EY Consultant- Nagpur Region
- ▶ Shri. Sarang Patle, Manager, DIC Gondia



Key discussion points:

- ▶ MH Export Policy 2023 government schemes and incentives to industries for export growth from Gondia
- ▶ Gondia District-Level Initiatives and implemented export action plans undertaken
- ▶ Export trends of Gondia districts and ODOP activities
- ▶ Export Credits and schemes provided by State Bank of India for exporters
- ▶ Exporter Guidance shared personal experience and advised new exporters.
- ▶ Schemes for export facilitation services by India Post

Maharashtra Export Convention: Gadchiroli

 **Date: 23 January 2025**
 **Venue: DPC Hall, Gadchiroli**
 **District: Gadchiroli**
 **No. of Participants:: 125**

Event highlights:

- ▶ IE-commerce session was undertaken by INDIA SME Forum to share potential products from international buyers, aimed to promote and utilize digital platform for exporting commodities
- ▶ Over 125 participants from diverse sectors, including startups, NGOs, women entrepreneurs, newly registered exporters, and SHGs, contributed to the event's success.
- ▶ MH Export Convention provided a platform to discuss government schemes and financial incentives under Maharashtra Export Policy 2023, featuring prominent speakers and experts from India Post, DGFT, EPCs, MSSIDC.



Insights from Participants

- ▶ M/s Lloyds Metals and Energy Ltd. – Discussed revitalized iron ore mining and its export boost
- ▶ Aman Kukreja (Hardeo Agro Export) – Stressed the role of strategic connectivity in enhancing exports.

Maharashtra Export Convention: Gadchiroli

Dignitaries:

- ▶ Hon. Shri. Avishyant Panda.(IAS), District Collector, Gadchiroli
- ▶ Hon. Smt Preeti Hiralkar, Superintendent of Agriculture
- ▶ Shri. B. Shivankar, DDI, Nagpur Region
- ▶ Shri. Nilesh Gaikwad, GM DIC Gadchiroli
- ▶ Smt. Urvashi Wuthoo, India SME Forum
- ▶ Shri. Shri.Ravi Khade- India Post
- ▶ Smt. Minakshi Bagde- EY Consultant- Nagpur Region
- ▶ Shri. Subodh Meshram, Executive, Universe Exports



Key discussion points:

- ▶ CMH Export Policy 2023 government schemes and incentives to industries for export growth from Gadchiroli
- ▶ Gadchiroli District-Level Initiatives, implemented export action plans undertaken
- ▶ E-commerce platform initiatives by INDIA SME Forum for exporters
- ▶ Export trends of Gadchiroli districts and ODOP activities
- ▶ Exporter Guidance shared personal experience and advised new exporters.
- ▶ Schemes for export facilitation services by India Post



Maharashtra Export Convention: Chandrapur



Date: 24 January 2025



Venue: DPC Hall, Chandrapur



District: Chandrapur



No. of Participants: 115

Event highlights:

- ▶ MH Export Convention provided a platform to discuss government schemes and financial incentives under Maharashtra Export Policy 2023, featuring prominent speakers and experts from India Post, DGFT, EPCs, MSSIDC.
- ▶ A special session was organized for Maharashtra Carbon Pvt Ltd. to share success stories from exporters, aimed at inspiring and motivating participants.
- ▶ 115 participants from diverse sectors, including startups, NGOs, women entrepreneurs, farmers, newly registered exporters, and SHGs, attended and contributed to the event's success.



Insights from Participants

- ▶ Tlqbal Maimoon (Industrial Explosives Pvt Ltd.) – Highlighted export potential in coal and limestone
- ▶ Nilesh Pazare (Bambootech Green Services Pvt Ltd.) – Shared positive impact of exploring bamboo exports.

Maharashtra Export Convention: Chandrapur

Dignitaries:

- ▶ Hon. Shri Vinay Gowda GC.(IAS), District Collector, Chandrapur
- ▶ Shri. Gajendra Bharati, JDI, Nagpur Region
- ▶ Smt. Snehal Dhokey(ITS) - Asst. DGFT RA Nagpur Region
- ▶ Shri. Raturaj Surya- GM DIC
- ▶ Smt. Urwashi Wootho- Director India SME Forum
- ▶ Shri Sunil Kulkarni, MD Maharashtra Carbon Pvt Ltd. Chandrapur
- ▶ Shri. Ravi Khade- India Post
- ▶ Smt. Minakshi Bagde- EY Consultant- Nagpur Region
- ▶ Shri Akshay Gondane, JP Asso. Food Processing Testing Lab



Key discussion points:

- ▶ CMH Export Policy 2023 government schemes and incentives for export growth
- ▶ Chandrapur District-Level Initiatives, Export trends, ODOP action plan initiatives
- ▶ DGFT role and support in Export procedures and Certification guidance
- ▶ Chemical products major exporter shared personal experience and advised new exporters to start identifying products from Chandrapur District
- ▶ Export facilitation services by India Post
- ▶ Testing lab information related to any Food Processing products

Maharashtra Export Convention: Nagpur



Date: 25 January 2025

Venue: VIA Auditorium, Civil Lines

District: Nagpur

No. of Participants: 170

Event highlights:

- ▶ Over 170 participants from diverse sectors, including startups, NGOs, women entrepreneurs, farmers, newly registered exporters, and SHGs, attended and contributed to the event's success
- ▶ MH Export Convention provided a platform to discuss government schemes and financial incentives under Maharashtra Export Policy 2023, featuring prominent speakers and experts from India Post, DGFT, EPCs, MSSIDC.
- ▶ A special session was organized for Shri. Pravin Wankhede to share success stories from exporters, aimed at inspiring and motivating participants.



Insights from Participants

- ▶ Rahul Badode (Solar Industrial Pvt Ltd.) – Highlighted the growing demand for solar batteries and rising export trends from Nagpur.
- ▶ Vinay Agrawal (Niraj Agro Products) – Shared challenges faced in exports, including logistics and compliance issues.

Maharashtra Export Convention: Nagpur

Dignitaries:

- ▶ Hon. Shri. Tushar Thombre, Additional District Collector, Nagpur
- ▶ Shri. Gajendra Bharati, JDI, Nagpur Region
- ▶ Shri. S. Mudamwar GM DIC
- ▶ Shri. Julfesh Shah, President of COSIA
- ▶ Smt. Urwashi Wootho- Director India SME Forum
- ▶ Shri. Ankit Dewllekar - FIEO
- ▶ Shri. Prathap Bharda, EEPC India
- ▶ Smt. Archana Pandey, GJEPC
- ▶ Shri. Dhananjay Raut- India Post
- ▶ Shri. Pravin Wankhede, Universe Exports
- ▶ Shri. Rashid Siddiqui, MSSIDC



Key discussion points:

- ▶ CMH Export Policy 2023 government schemes and incentives for export growth
- ▶ Nagpur District-Level Initiatives, Export trends, ODOP action plan and initiatives
- ▶ EEPC and GJEPC role and support in Export procedures and guidance
- ▶ Agriculture products major exporter shared personal experience and advised new exporters to start identifying products from Nagpur District
- ▶ Export facilitation services by India Post
- ▶ Role of COSIA in identifying MSMEs issues, resolving for prominent exporters



Nashik Region

Districts:

- Nashik
- Dhule
- Jalgaon
- Nandurbar
- Ahilyanagar



Nashik Region's Export Landscape



Nashik district has exceptional prowess in agricultural exports, with grapes and onions leading the way

Shri. Balasaheb Pardhe.
Hon. Additional Collector, Nashik

Initiatives Driving Export Growth:

- ▶ Enhancing the packaging of ODOP products, specifically Paithani Sarees, while implementing improved packaging solutions and establishing an ODOP emporium at Paithani Paryatan Kendra, Yeola
- ▶ Establishment of District Export Facilitation Cell in District Industries Centre (DIC), Nashik
- ▶ Initiatives like IGNITE Maharashtra have been held across five districts in the Nashik region to boost exports
- ▶ Support for MSMEs and New Exporters under Maharashtra State Export Promotion Policy 2023

Nashik Region Export Snapshot

- ▶ Nashik region's export was **INR 30,020.6 crore** in **FY 2023-24 (5.39% of total state exports)** and **INR 11,838 crore** in **FY 24-25- from April - Aug 24** which is **(5.35% of total state exports)**
- ▶ **Engineering Auto components, Electronics & Electrical Components , Plastics ,Agro based products and pharmaceuticals** contributes major share in export.
- ▶ **Nashik** district contributes highest share of **76.06%** of Region's exports which is **INR 9,005 crore** from **April 24 – Aug 24**
- ▶ The **USA** ranks as the leading importer, accounting for **14.4%** of total imports

Hight Performing Sectors:

- ▶ Agriculture, Horticulture & Allied Products
- ▶ Food Processing
- ▶ Engineering
- ▶ Electronics & Electrical
- ▶ Pharmaceuticals

Emerging Sectors:

- ▶ Gem & Jewelry
- ▶ Metalware
- ▶ Chemical
- ▶ Leather
- ▶ Plastic and Plastic Products

Maharashtra Export Convention: Nashik

 **Date: 09.01.2025**
 **Venue: Niyojan Bhavan Collector Office**
 **District: Nashik**
 **No. of Participants: 183**

Event highlights:

- ▶ Key updates on Export Policy 2023, including DGFT schemes, and programs from EEPC, MSSIDC, FIEO, and TJSB, were shared with exporters.
- ▶ The event saw active participation from 183 attendees representing diverse sectors such as engineering, food processing, academics, and industry associations.
- ▶ The session disseminated critical information and foster engagement across various export-driven industries.



Insights from Participants

- ▶ Exporter Shri. Diwan stated that the information shared at the event was extremely helpful in understanding government schemes for export promotion.
- ▶ Shri. Ketan Kadve of Godavari Group expressed the need for a session on fundamental export procedures and essential documentation.

Maharashtra Export Convention: Nashik

Dignitaries:

- ▶ Shri. Balasaheb Pardhe, Additional Collector, Nashik
- ▶ Shri. Krishnadas, Additional Director, DGFT
- ▶ Smt. V. B. Sone, Joint Director of Industries, Nashik Division
- ▶ Shri. Rashid Siddiqui, MSSIDC
- ▶ Shri. Kailas Shirsath Superintendent Agriculture Officer
- ▶ Shri. Lavte, Manager, District Leading Bank



Key discussion points:

- ▶ Maharashtra Export Policy 2023: Insights on incentives and export promotion measures.
- ▶ Government Support: Schemes by DGFT, EEPIC, MSSIDC, TJSB, and FIEO for exporters.
- ▶ Export Facilitation: Role of Dak Niryat Kendra in improving export logistics
- ▶ Networking Opportunities: Collaboration between businesses, industry stakeholders, and government representatives.

Maharashtra Export Convention: Dhule

 **Date: 10.01.2025**
 **Venue: Niyojan Bhavan, Dhule**
 **District: Dhule**
 **No. of Participants: 100+**

Event highlights:

- ▶ Event showcased financial schemes for MSMEs, Export Policy 2023, including DGFT schemes, and sessions from APEDA, India Post. Event highlighted export opportunities & strategies.
- ▶ The event saw active participation from 100+ attendees representing diverse sectors such as Textile, industry associations, entrepreneurs
- ▶ The session disseminated essential information and foster engagement across various export-driven industries.



Insights from Participants

- ▶ Mr. Vivek Nikumbh, Kirtee Edibles showcased his learning on APEDA's role in export financial assistance schemes, comprehensive support for export promotion
- ▶ Shri Rajendra Jakhadi, Director of Mahalaxmi Industries, highlighted export opportunities and key strategies outlined in Export Policy 2023.

Maharashtra Export Convention: Dhule

Dignitaries:





- ▶ Shri Jitendra Papalkar (IAS) – Collector, Dhule
- ▶ Shri Himanshu Dhr Pandy – Deputy Director, DGFT
- ▶ Smt. V. B. Sone, Joint Director of Industries, Nashik Division
- ▶ Miss. Pranita Chaure – Business Development Manager, APEDA
- ▶ Shri Sunil Kopal– India Post



Key discussion points:

- ▶ Maharashtra Export Policy 2023: Insights on incentives and export promotion measures.
- ▶ Dhule Export trends, identifying key importing countries and prominent exporting sectors.
- ▶ Discussion on ODOP (One District One Product) initiative
- ▶ Schemes and Incentives of India Post, Dak Niryat Kendra

Maharashtra Export Convention: Jalgaon

 **Date: 11.01.2025**
 **Venue: Hotel President Cottage**
 **District: Jalgaon**
 **No. of Participants: 160**

Event highlights:

- ▶ The event highlighted the Export Policy 2023. It featured insightful sessions conducted by DGFT, FIEO, APEDA, MSSIDC, and the State Bank, alongside a focused discussion on cyber fraud awareness and prevention.
- ▶ With over 160 participants from diverse sectors, including Plastic, Chemical, industry associations, and entrepreneurs, the event successfully provided critical information while fostering meaningful engagement across various export-driven industries.



Insights from Participants

- ▶ The Q&A session with Jalgaon's industries was highly informative, offering insights into export-related schemes from both the Central and State Governments, along with valuable expert advice.
- ▶ The session with Shri. Tushar Pardeshi on cyber fraud awareness and prevention was highly insightful and valuable.

Maharashtra Export Convention: Jalgaon

Dignitaries:





- ▶ Honourable MP Smt. Smita Wagh
- ▶ Honourable MLA Shri. Raju Mama
- ▶ Shri Himanshu Pandey (Deputy Director, DGFT)
- ▶ Smt. V. B. Sone, Joint Director of Industries, Nashik Division
- ▶ Shri Mahesh Chaudhary (MSSIDC)
- ▶ Shri Siddheshwar Munde (India Post)
- ▶ Shri Jayesh Rane (State Bank of India)



Key discussion points:

- ▶ Jalgaon's export trends, key importing countries, and prominent exporting sectors. Highlights on the Maharashtra Export Policy, associated incentives and schemes
- ▶ Role of DGFT in Export Promotion, opportunities n procedures and SCOMET policy.
- ▶ Financial services for exporters by State Bank of India
- ▶ Discussion on Jalgaon's industries about the export-related schemes from the Central and State Governments and provide expert advice.

Maharashtra Export Convention: Nandurbar

 **Date: 13.01.2025**
 **Venue: Birsa Munda Hall, Nandurbar**
 **District: Nandurbar**
 **No. of Participants: 80**

Event highlights:

- ▶ The event showcased the Export Policy 2023 and included insightful sessions led by APEDA, ODOP, India Post, along with an in-depth discussion on financial management in business.
- ▶ With over 80 participants from diverse sectors such as agriculture, textiles, farmers, industry associations, and entrepreneurs, the event effectively delivered valuable insights while promoting meaningful engagement across export-focused industries.



Insights from Participants

- ▶ The discussion on APEDA's extensive support for export promotion, export trends, and the district's ODOP (One District One Product) initiative provided valuable insights
- ▶ Question and Answers with Mr Narendra Nagpore, (CA) was highly informative, role of finance in Export and schemes was key learnings from the sessions

Maharashtra Export Convention: Nandurbar

Dignitaries:

- ▶ Hon. Mithali Seth (IAS), Nandurbar
- ▶ Shri. Deepak Shivdas, GM, Nandurbar
- ▶ Mrs. Pranitha Chaure (APEDA)
- ▶ Shri. K B Salunkhe (India Post)
- ▶ Shri Siddheshwar Munde (India Post)
- ▶ Shri. Narendra Nerpagar (CA)



Key discussion points:

- ▶ Maharashtra Export Policy 2023: Insights on incentives and export promotion measures.
- ▶ Discussion on Schemes by APEDA, Nandurbar's District Export Action Plan, ODOP products and Export Policy for exporters.
- ▶ Export Facilitation: Role of Dak Niryat Kendra in improving export logistics
- ▶ One District One Product (ODOP) initiative and target of 1 trillion dollar by 2030

Maharashtra Export Convention: Ahilyanagar

 **Date: 14.01.2025**
 **Venue: Hotel Yash Grand**
 **District: Ahilyanagar**
 **No. of Participants: 164**

Event highlights:

- ▶ Hon. Shri. Siddharam Salimath (IAS), District Collector, highlighted the district's export potential, industrial growth, and benefits of the adjacent Samruddhi Mahamarg.
- ▶ Estimated industry contribution to the objective of 1 trillion by 2030
- ▶ With 160+ participants from sectors like engineering, dairy processing, sugar industry, entrepreneur and startups participated
- ▶ The event provided valuable insights and fostered meaningful engagement in export-focused industries.



Insights from Participants

- ▶ Mr. Wadhwa, a manufacturer of engineering products, shared how EEPC India effectively explained schemes and guidelines for engineering goods manufacturers.
- ▶ The Q&A session with Ahilyanagar industries was highly informative, providing insights into export-related schemes from Plexconcil, TJSB Bank, MSSIDC, EEPC, and the State Government, along with valuable expert guidance.

Maharashtra Export Convention: Ahilyanagar

Dignitaries:

- ▶ Honourable Shri. Siddharam Salimath (IAS), District Collector
- ▶ Mrs. Manda Shete (DGFT)
- ▶ Smt. Vrushali Sone, Joint Director of Industries, Nashik Division
- ▶ Shri. Naresh Nayak (MSSIDC)
- ▶ Shri. S. R. Palave, Shri B A Bankar (India Post)
- ▶ Shri. Harshad Salvi, Plexconcil
- ▶ Shri. Nikhil Gosavi (TJSB Bank)
- ▶ Shri. Pratapsingh Bharda (EEPC)



Key discussion points:

- ▶ Insightful overview of Ahilyanagar's export trends, key importing countries, and prominent exporting sectors. Also, highlighted the Maharashtra Export Policy, associated incentives, and the success of the ODOP (One District One Product) initiative.
- ▶ Discussion on Scomet policy, E commerce platforms, Niryat Bandhu schemes by DGFT
- ▶ Products from the Indian plastics industry and support from Plexconcil EPC
- ▶ EEPC India explained support from EEPC to engineering goods manufacturers.



Pune Region

Districts:

- Satara
- Solapur
- Kolhapur
- Sangli
- Pune



Pune Region's Export Landscape



The initiative will encourage the existing and aspiring exporters of the region which will help in our economic development of the region

Hon. Shri. Suhas Mapari,
Additional Collector Pune District

Pune Region Export Snapshot

- ▶ Pune district leads the Pune region in export growth, accounting for 83% of the region's total exports.
- ▶ The Engineering components sector is the top exporter in the region, with a growth of INR 1,753 crore in FY 2024-2025 (till October 2024) compared to FY 2023-2024 (till October 2023).
- ▶ Exports to the USA have risen by 10% from FY 2023-2024 (till October 2023) to FY 2024-2025 (till October 2024).
- ▶ Pune, Kolhapur, Satara, and Sangli contribute significantly to the export of Engineering, while Solapur specializes in agriculture and chemicals.

Initiatives Driving Export Growth:

- ▶ Events like IGNITE Maharashtra have been organized over the past two years across five districts in the Pune region to promote exports.
- ▶ The District Investment Summit was conducted in five districts of the Pune region, focusing on export awareness and attracting investments through MoUs with prominent industries in the region.
- ▶ Export action plans were prepared for five districts in the Pune region, with four of them receiving approval in the DEPC meeting.

Hight Performing Sectors:

- ▶ Engineering
- ▶ Electronics and Electrical
- ▶ Pharmaceuticals

Emerging Sectors:

- ▶ Metalware
- ▶ Chemical
- ▶ Agriculture, Horticulture & Allied Products

Maharashtra Export Convention: Satara

 **Date: 10 December 2024**
 **Venue: KBP College of Engineering, Satara**
 **District: Satara**
 **No. of Participants: 103**

Event highlights:

- ▶ The information is disseminated Export Policy 2023, DGFT schemes APEDA, FIEO and SIDBI schemes for exporters.
- ▶ There were 103 participants attended the event from different background like Engineering, food processing, IT-ITES, Academics, Industries Association etc.



Insights from Participants

- ▶ Shri Cynthia Raut an Agro exporter from Satara said the event was very useful and next time we are expecting Agro based import export awareness program.
- ▶ Shri Kiran Satar an entrepreneur said the sessions helped to discover the opportunities that are available in exports which will encourage entrepreneur like us to do exports.

Maharashtra Export Convention: Satara

Dignitaries:





- ▶ Hon. Nagesh Patil, Residential Deputy Collector Satara
- ▶ Shri. Shailesh Rajput, Joint Director Industries.
- ▶ Shri Krishna Das Nair, Assistant DGFT.
- ▶ Shri. Dipak Sathe, Public Relation Inspector, India Post
- ▶ M/s Pranita Chaure, BDM APEDA
- ▶ Shri. Aniket Dewalekar, Marketing Executive FIEO
- ▶ Shri. Sumit Sahu, Senior Manager, SIDBI



Key discussion points:

- ▶ Maharashtra Export Policy 2023: Insights on incentives and export promotion measures.
- ▶ Government Support: Schemes by DGFT, APEDA, SIDBI, and FIEO for exporters.
- ▶ Export Facilitation: Role of Dak Niryat Kendra in improving export logistics
- ▶ Networking Opportunities: Collaboration between businesses, industry stakeholders, and government representatives.

Maharashtra Export Convention: Solapur

 **Date: 11 December 2024**
 **Venue: DPDC hall Collector Office Solapur**
 **District: Solapur**
 **No. of Participants: 235**

Event highlights:

- ▶ The information is disseminated Export Policy 2023, DGFT schemes APEDA, FIEO and SIDBI schemes for exporters.
- ▶ There were 235 participants attended the event from different background like Engineering, food processing, IT-ITES, Academics, Industries Association etc.



Insights from Participants

- ▶ Shri. Niraj S Mahamure an agro exporter appreciates DIC for organising the event and he also added that more information about various export licence will be helpful.
- ▶ M/s Dhanashree Kshiragar an entrepreneur said the sessions was very informative and from next time we are also expecting session on basic export procedures.

Maharashtra Export Convention: Solapur

Dignitaries:

- ▶ Hon. Amrut Natekar Deputy Collector Solapur
- ▶ Shri. Shailesh Rajput, Joint Director Industries.
- ▶ Shri Bipin Dhobe, Section Head DGFT.
- ▶ Shri. Ravindra Palwade India Post
- ▶ Shri. Ramkrishnan LDM Solapur
- ▶ Shri. Aniket Dewalekar, Marketing Executive FIEO
- ▶ Shri. Shafique Shaikh Export Trainer



Key discussion points:

- ▶ Solapur's geographical advantages and key export products like bananas, pomegranates, and millets.
- ▶ Maharashtra's State Export Policy 2023 and its impact on trade.
- ▶ DGFT's role in export facilitation and available schemes.
- ▶ FIEO plays a pivotal role in boosting Maharashtra's exports by facilitating trade, policy support, and global market access for businesses.

Maharashtra Export Convention: Kolhapur



Date: 12 December 2024



Venue: Circuit House hall ,
Kolhapur



District: Kolhapur



No. of Participants: 170

Event highlights:

- ▶ The information is disseminated Export Policy 2023, DGFT schemes APEDA, FIEO and SIDBI schemes for exporters.
- ▶ There were 170 participants attended the event from different background like Engineering, food processing, IT-ITES, Academics, Industries Association etc.



Insights from Participants

- ▶ Shri. Sunil D Khot an exporter of casting commodity said need to have more sessions like this to increase awareness among people.
- ▶ Shri Vijay Kumar Chaugle said the information given in this event was very helpful to understand the government schemes for export promotions.

Maharashtra Export Convention: Kolhapur

Dignitaries:

- ▶ Hon. Sanjay Shinde, District Collector, Kolhapur
- ▶ Hon. Anurag Nikhare, IoPS, Sr. Superintendent, India Post.
- ▶ Shri. Shailesh Rajput, Joint Director of Industries
- ▶ Shri. C.H. Nadiger, Regional Director, EEPCC
- ▶ Shri. Aniket Dewalekar, Marketing Executive FIEO



Key discussion points:

- ▶ Kolhapur's export performance, key contributing sectors, and initiatives to support local exporters.
- ▶ Maharashtra State Export Policy 2023, highlighting incentives, sector-specific benefits, and government support.
- ▶ Engineering exports' current trends, global demand, challenges, and growth opportunities.

Maharashtra Export Convention: Sangli

 **Date: 12 December 2024**
 **Venue: DPDC hall Collector Office Sangli**
 **District: Sangli**
 **No. of Participants: 204**

Event highlights:

- ▶ The information is disseminated Export Policy 2023, DGFT schemes APEDA, FIEO and SIDBI schemes for exporters.
- ▶ There were 204 participants attended the event from different background like Engineering, food processing, IT-ITES, Academics, Industries Association etc.



Insights from Participants

- ▶ Shri Omkar Anil Patil, an entrepreneur, stated that this workshop would be beneficial for beginners like him who aspire to start exporting.
- ▶ Shri Ramesh Shinde, an entrepreneur, expressed the need for a session on basic export procedures and the required documentation.

Maharashtra Export Convention: Sangli

Dignitaries:

- ▶ Hon. Smt. Leena Kharat, Deputy Collector of Sangli.
- ▶ Shri. Shailesh Rajput, Joint Director of Industries
- ▶ Shri. C.H. Nadiger, Regional Director, EEPC
- ▶ Shri. Vinayak Gaikwad, India Post Official
- ▶ Shri. P. A. Bamne, BDM APEDA



Key discussion points:

- ▶ Maharashtra State Export Policy 2023, outlining key provisions, sectoral benefits, and initiatives to boost exports.
- ▶ APEDA's role in strengthening agricultural exports through financial incentives, certification support, and market access.
- ▶ India Post's contribution to export facilitation, including logistics solutions, international shipping, and SME support.

Maharashtra Export Convention: Pune

 **Date: 13 December 2024**
 **Venue: Gabriel India Ltd Khed, Pune**
 **District: Pune**
 **No. of Participants: 182**

Event highlights:

- ▶ The information is disseminated Export Policy 2023, DGFT schemes APEDA, FIEO and SIDBI schemes for exporters.
- ▶ There were 182 participants attended the event from different background like Engineering, food processing, IT-ITES, Academics, Industries Association etc.



Insights from Participants

- ▶ M/s Urvashi R. Ingle shared her views, stating that the workshop was highly informative and insightful.
- ▶ M/s Ashvini Mohite, an agro entrepreneur, emphasized the need for such workshops in the rural areas of Pune district.

Maharashtra Export Convention: Pune

Dignitaries:

- ▶ Hon. Shri. Suhas Mapari, Additional Collector Pune District
- ▶ Mrs. Mital Hiremath, Joint Development Commissioner
- ▶ Shri. Shailesh Rajput, Joint Director of Industries
- ▶ Shri. Abhay Daptardar, AM, MSME-DI Mumbai
- ▶ Shri. Sandip Batwal India Post
- ▶ Shri. Sandip Singh Bharda, EEPC
- ▶ M/s Rishu Mishra, FIEO
- ▶ Mrs. Sunita Sawant
- ▶ Representative from APEDA



Key discussion points:

- ▶ SEZs' critical role in driving exports, improving infrastructure, and offering tax incentives to boost international trade.
- ▶ Maharashtra State Export Policy 2023, including sector-specific incentives, support measures, and strategies to enhance the state's export performance.
- ▶ The need for export-driven growth to accelerate Pune's economic development, with a focus on local industries and MSME support.



Key Contacts

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Knowledge Partner

