



INTERNATIONAL TRADE & LOGISTICS

West Bengal

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Sector Snapshot

State Overview



Fourth Largest State in India



GSDP (2023-24 (BE))
INR 17.20 Lakh Crore



GSDP from 2012-13 to 2022-23 (RE)
2.6x



SGST Revenue Cumulative growth upto Jan 2023
24.46%

Trade & Logistic sector Overview

Total Exports



**USD 13 Bn
INR 1 Lac Crores**

Growth Rate & Rank



**CAGR : 6.1%
(2018-2023)
Rank : 8th**

Vision



To Double Export by Next Decade

Key Export Products



Iron & Steel Products, Gold Jewelry, & Leather Goods

Key Exports Markets



USA, UAE, UK, Bangladesh, China, etc.

District wise Contributor in Exports



Kolkata, Howrah, East Medinipur

Port Handling Capacity (2022-23)



~365.66 Mn Tonnes (SMP)
New Upcoming Deep Sea Port,

**Strong demand for Warehousing & Industrial Space
1.3 Mn Sq ft (first half of 2023)**



Our Offerings to Investors



End-to-End Value Chain



Competitive Manufacturing Capabilities



Excellent Strategic Location



Thorough Institutional Support



Strong Exporter Base



High-End Logistics Infrastructure



Availability of Skilled Labour force



Low Cost of Doing Business



Export Facilitation Cells



Wide Range of Exports Products



Dedicated Export Promotion Policy & Logistics Policy (In Process)



Capacity Building Programs for Exports sector

Rising Leader in Exports Market

Top Exports Partners (2022-23)



Bangladesh
Export - USD 2.22 Bn
Share : 17.4%



UAE
Export - USD 1.5 Bn
Share : 11.7%



USA
Export - USD 1.18 Bn
Share : 9.3%



Nepal
Export - USD 1.10 Bn
Share : 8.6%



China
Export - USD 0.61 Bn
Share : 4.8%



Bhutan
Export - USD 0.6 Bn
Share : 4.6%



Singapore
Export - USD 0.5 Bn
Share : 3.7%



Vietnam
Export - USD 0.32 Bn
Share : 2.5%



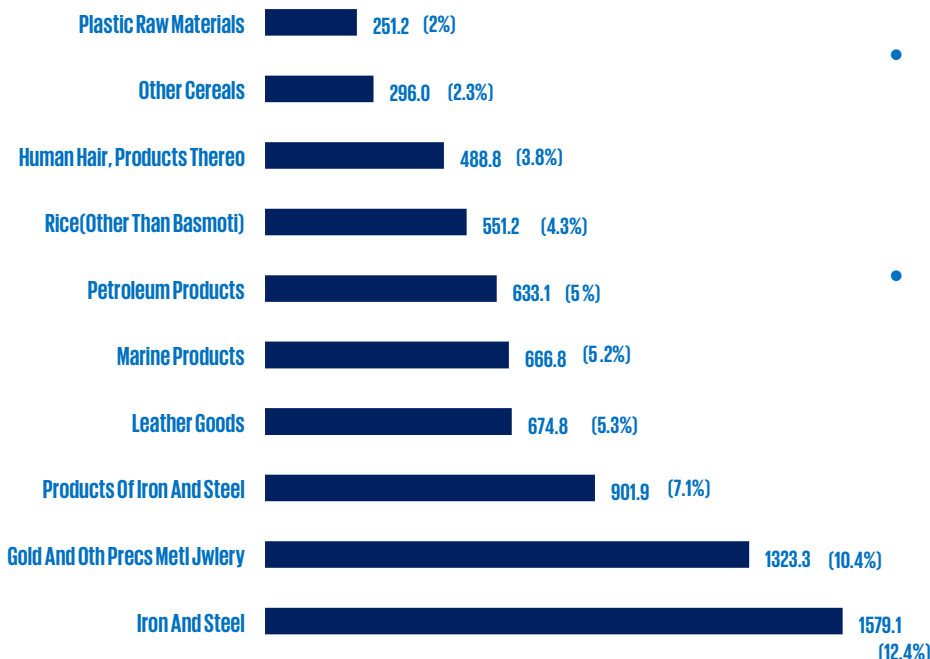
Germany
Export - USD 0.3 Bn
Share : 2.3%



UK
Export - USD 0.27 Bn
Share : 2.1%

- Bangladesh's export share has significantly grown from 13.46% in 2018-19 to 17.4% in 2022-23 growing at an impressive CAGR of 13% during the same period.
- Exports to UAE & USA have grown at a CAGR of 9% & 12% respectively
- The State has been a key sourcing destination for 197 countries in 2022-23

Key Primary Commodities Exported from WB (2022-23)



- These ten products account for an outstanding share of ~58% in total West Bengal's exports share
- In these products, exports of Human Hair has recorded highest CAGR growing at 66.4%, followed by Rice (14.1%) & Gold and other precious jewellery (13.7%) from 2018-19 to 2022-23

Values expressed in USD Mn

Top Commodities Exports

Commodity group	Total exports apr'22 - mar'23 (\$mn)	% Growth compared to previous month	% Share in selected criteria's total exports
Engineering Goods	3,494.66	25.10%	27.35%
Gems And Jewellery	1369.82	-8.29%	10.72%
Others	1284.57	15.38%	10.05%
Leather And Leather Manufactures	725.99	13.83%	5.68%
Marine Products	666.82	21.31%	5.22%
Petroleum Products	663.67	152.58%	5.19%
Organic and Inorganic Chemicals	644.06	27.90%	5.04%
Rice	557.18	28.89%	4.36%
Plastic And Linoleum	391.58	15.15%	3.06%
Ready-made garments of all textiles	354.65	13.77%	2.78%
Electronic Goods	344.59	-4.50%	2.70%
Jute Mfg. Including Floor Covering	323.34	36.60%	2.53%
Other Cereals	296.05	-26.99%	2.32%
Mica, Coal And Other Ores, Minerals Including Process	273.73	14.72%	2.14%
Cereal Preparations And Miscellaneous Processed Item	240.48	30.52%	1.88%
Tea	234.37	7.52%	1.83
Cotton Yarn/Fabs./Madeups, Handloom Products Etc.	179.27	10.98%	1.10%
Oil Meals	157.33	42.25%	1.23%
Man-Made Yarn / Fabs./ Madeups Etc.	157.22	27.26%	1.23%
Iron Ore	92.66	-72.13%	0.73%
Fruits And Vegetables	82.07	9.11%	0.64%
Drugs And Pharmaceuticals	62.54	6.15%	0.49%
Ceramic Products And Glassware	52.13	62.80%	0.41%
Spices	29.37	33.37%	0.23%
Handicrafts Excl. Hand Made Carpet	28.29	39.57%	0.22%
Meat, Dairy And Poultry Products	26.13	-10.63%	0.20%
Tobacco	23.74	69.97%	0.19%
Oil Seeds	15.23	-34.53%	0.12%
Coffee	6.52	-29.33%	0.05%
Carpet	0.73	179.94%	0.01%
Cashew	0.31	-38.75%	0.00%

District Wise Analysis in Exports

Kolkata district recorded the highest export share at 38.25% followed by Howrah (10.8%) and East Medinipur (9.2%) in 2022-23

Kolkata's contribution in exports has increased from 35.3% in 2021-22 to 38% in 2022-23

West Bengal's strategic location, well-established ports and export-friendly infrastructure positions it as a significant export hub in India



Key Districts Contributing to Exports – 2022-23 (USD Mn)



Emerging Logistics Capital of India



Road Length
NH= 7,412/
SH= 28,985 (KM)



ICD
2 (Siliguri & Durgapur)



Railway Track
Leading in India in rail density
with approx. 6,000 km of
railway tracks



**Warehouse & Cold Storage
Capacity**
Warehouse : 42,48,959 MT
Cold Storage : 2nd Largest
in India with approx.
6,76,832 MT capacity



Railway Goods Sheds
53



Major Ports
2 major ports at Kolkata &
Haldia



**Upcoming Industrial
Economic Corridor**
3 (Dankuni-Raghnathpur,
Dankuni-Kalyani, Dankuni-
Haldia)



SEZs & EOUs
7 SEZs and 30 Export-
Oriented Units (EOUs)



Air Cargo Terminals
7



Logistics Training Centers
27

West Bengal Export Promotion Policy, 2023

Vision

Position West Bengal as the 'Global Trading Hub of India' by doubling its share in India's total annual exports over the next decade (2023-2033)

Objectives

- Expand Exports Products & Markets
- Boost Competitiveness of Exporters
- Encourage Research & Development
- Promote Skill Development
- Strengthen Warehousing Capacity
- Improve Ease of Doing Business in Trade

Policy Features

- Export Promotion Council
- Branding and Market Development Support
- E-Governance & Trade Portal
- Export Oriented Infrastructure Development
- Information Dissemination and Capacity Building
- Additional Support for focus sectors

Implementing Agency

Export Promotion Cell (EPC) under the purview of WBIDC shall implement the Policy

Key Outcomes

- Increased Exports & Share
- Enhanced International Competitiveness
- Foreign Investment Attraction
- Market Expansion
- Skill Development and Employment Generation
- Robust Export Infrastructure



West Bengal Logistics Policy (In-Process)

Vision

Position 'West Bengal as a Logistics Hub for India and generate additional employment opportunities in the sector' in line with the Gati Shakti Master Plan

Objectives

- Integrated Infrastructure
- Modal Share Shift
- Smart Enforcement
- Sustainability & Resilience
- Sector standardization

Policy Features

- Industry Status
- Multimodal Logistics Parks
- Support infrastructure through freight villages
- Dedicated Land Bank
- Integrated Portal of Cold Storages & Warehouses
- Technology Adoption
- Private Sector Participation through PPP
- West Bengal Logistics Center of Excellence (WBLCOE)
- Green Logistics
- EXIM Logistics
- City Logistics
- Ease of Doing Business
- Skill Development

Implementing Agency

The Department of Industry, Commerce and Enterprises (IC&E), Government of West Bengal may constitute a separate agency as Nodal agency for implementation of the policy.

WBIDC would operate and function as nodal agency in the interim

Key Outcomes

- Reduction in Logistics Cost
- Improvement in EoDB
- Investment Promotion
- Rise in Upskilled Labour Employment
- Trade Enhancement
- Creation of Green Logistics Infrastructure



West Bengal Industrial & Economic Corridor Policy

Vision

- Position 'West Bengal as one of the top industrial destinations in India and facilitate balanced, equitable and holistic industrial development through increased participation of private players.'

Objectives

- Attract private investments and encourage industrial development
- Robust industrial agglomeration utilising cluster-based approach
- Development of logistic parks and townships
- Create a conducive and business friendly environment along the identified corridors

Policy Features

- Approved Industrial Project entitled to reimbursement of Stamp Duty
- Offsite infrastructure to be provided as approved
- Power Substation to be set up by State Government agency free of cost
- Construction of Approach Road

Implementing Agency

- West Bengal Industrial Development Corporation, an undertaking of Industry, Commerce and Enterprises Department, Government of West Bengal is nominated as the Nodal Institution for the proposed corridor

Key Outcomes

- Promotion of industrial development and global investments
- Greater economic integration, enhanced productivity and increased private partnership.
- Facilitation of balanced regional development and promotion of industrial clustering
- Improved competitiveness of local manufacturers
- Green and sustainable development
- Generation of jobs and removal of infra bottleneck

Three Corridors are being developed in the first phase:

- In South Bengal – Raghunathpur Dankuni-Tajpur Corridor (398 km), Dankuni – Kalyani Corridor (43 Kms) and Dankuni – Jhargram Corridor (160 Kms)
- In North Bengal – Stretching from Darjeeling More, Paschim Bardhaman to Cooch Behar covering 639 kms

Two more Industrial and Economic corridors:

- Gurudi (Purulia) to Joka (South 24 Pgs) of 234 kms and Kharagpur, Paschim Medinipur to Moregram, Murshidabad of 230 kms are in the planning stage

Key Government Initiatives

Development of Industrial Infrastructure

01

Integrated Industrial Parks

- Integrated Industrial Parks across sectors such as Chemical, Food Processing, Textiles, Information Technology, Gems and Jewellery, Mega Seafood Park have been set up
- Established over 200+ industrial parks across these sectors

03

Bengal Silicon Valley Hub

- Supports the development of IT industries
- Built up infrastructure with ~5 million sq. ft. space in IT parks
- 11 existing IT parks and 2 upcoming hardware parks
- NASSCOM start-up warehouse for budding entrepreneurs

05

Integrated Export Park (IEP)

- IEP located in Darjeeling, is expected to provide value addition possibilities, consolidation of goods, shared storage, packaging and logistics exchanges.
- Park may serve for vertical network integration & provide comprehensive transit arrangements and capabilities for export market access.
- The park will majorly support agro products which are subjected to perishability.

02

Schemes for Approved Industrial Parks (SAIP)

- Incentivizing private sectors to set up industrial parks with Government support
- The state is offering 73 Government plots of lands covering 900-acre area identified across the state.
- Scheme aims for 100 MSME logistics and industrial parks in next 3 years

04

TexPro Bengal

- Total 7 Textiles Parks (Govt. and Govt. supported private parks) are being developed involving 320 acres land
- Setup under 4 major categories: Apparel and Garments, Dyeing, Printing and Processing, Power Loom and Technical Textiles

06

Lean Manufacturing and SME Listing

- Plan to bring 100 clusters under the fold of Lean Manufacturing for enhanced productivity and improved efficiency of MSMEs.
- Emphasis to bring 100 potential Small & Medium Enterprises (SMEs) under SME Stock Exchange Listing through Initial Public Offering (IPO) in association with National Stock Exchange (NSE) and Bombay Stock Exchange (BSE)

Key Government Initiatives

Development of Industrial Infrastructure

07

Mega Leather Cluster

- Largest integrated leather complex in India, spread over 1150 acres.
- CLC features, Leather Footwear Park (60 acres), Common Facility Centre (CFC), Sewerage Treatment Plant (STP), Repair of existing Effluent Transportation System, Renewal of 4 existing CETPs and setting up 4 new CETPs, Safe Solid Waste Management System (SSWMS), revival of micro tanneries & Leather Shaving Scrap Burner
- Offers facilities such as internal roads, effluent treatment plants, green cover, effluent transportation, drainage, canals, water bodies etc.

08

Mega Power Loom Cluster

- Developed for 100 group work sheds each consisting of 24 shuttle less power looms, ~600 conventional looms and ~8 CFCs, 3000 power looms besides pre-processing and post processing units etc.
- Around 50 acres land is earmarked at North 24 Parganas for skill up-gradation training on weaving / dyeing, design and product development, technology up-gradation and setting up of Common Facility Centre (CFC) besides developing the core infrastructure.
- Plans to develop a cluster of 40 modern power looms for Tamralipta Spinning Mill at Falta Facility

09

Mega Carpet Cluster

- 3 mega carpet clusters are being developed in Sattri, Malda; Malgaon, Uttar Dinajpur and Moyna & Panskura in Purba Medinipur
- These clusters aim to promote growth of carpet industry.

10

Metiabruz Garment Cluster

- Metiabruz garment cluster is the largest garment cluster in India, employing ~5 lakh artisans.
- Formed tie up with Apparel Export promotion Council (AEPC) for skill up-gradation to boost export and market linkage.
- Knowledge Centre –cum- CFC with modern design and technology. Space of 1000 sq ft on rental already selected.

Key Government Initiatives

Promoting Skill and Entrepreneurship among artisans

01

Rural Craft Hub

- Launched in collaboration with UNESCO, employs ~25,000 artisans
- Covers 10 crafts viz, Patachitra, Madurkati, Dokra, Terracotta, Chou Masks, Kantha, Wooden dolls, Clay dolls, Wooden Masks and Sital Pati.
- Dokra, Patachitra, Madur kathi, Wooden Mask, Terracotta, and Chau Mask have got GI status.
- These crafts hub are also functioning as cultural tourism destinations.

02

Tanti Sathi Scheme

- Supplying of looms and accessories to loomless weavers
- ~1,12,300 looms and accessories have been provided to handloom weavers

03

Indian Institute of Handloom Technology

- IIHT at Shantipur, Nadia, conducts 3-year diploma course in Handloom and Textiles Technology
- Supports the technological upgradation of the handloom sector

04

State Design Center

- Imparts training on modern design development to traditional handloom and textile designers
- Till November 2018, ~212 traditional designers and textile designers have been trained by 6 Professional Designers

05

Infrastructure Development for Handloom Weavers

- Construction of individual work shed for better working place, improved productivity, link road for easy access to weavers in the handloom clusters and setting up of common facility centres have been undertaken.
- 4 Tanter Haat have been developed providing facilities to ~1.5 lakh handloom weavers.

06

Center of Excellence on Saal leaf and Sabai

- Facilitation of production of sal leaf plate, bowl, and other diversified products of sal leaf and sabai.
- Development of training center and sale-cum-exhibition center with an estimated cost of RS 5 Cr. for promoting sal leaf and sabai products.
- To benefit ~1800 SHGs involving 18,000 rural women

Key Government Initiatives

01 Scheme for Financial Support

Finance Clinic

- Interface between Banks-Government-Entrepreneurs to address finance related issues of existing and prospective entrepreneurs.
- Finance Clinic in each District Industries Center every month with banks.
- Starting from 2013-14, total 642 FC held where more than 14,200 entrepreneurs participated and Rs. 1826 cr proposal successfully handled for getting financial assistance from Banks

03 West Bengal KrishakBandhu Natun

- Aims to provide financial assistance to all farmers of West Bengal for agricultural purposes and provide social security to their families in the event of untimely death of the farmers.

05 West Bengal Amar Fasal Amar Gari Scheme

- Aims to provide financial assistance to farmers to purchase 1 rickshaw/vending card and 6 poly crates.

02 West Bengal MSME Venture Capital Fund

- Encourages investments in start-ups, emerging/early growth stage investments for both manufacturing and services sector.
- Promotes innovative business models, new products and technologies

04 West Bengal Shasya Bima Scheme

- Aims to provide free crop insurance to farmers in case of failed sowing, mid season adversity, pre/post harvest losses.

06 West Bengal Amar Fasal Amar Gola Scheme

- Aims to provide financial assistance to farmers for the construction of storage houses.

Key Government Initiatives

Development of Marketing Infrastructure

01

Biswa Kshudra Bazar

- BKB is an infrastructural project being developed by WBSIDC at Bolpur in Birbhum district covering an area of 50 acres
- It has Entrepreneurs Hub, Business Hub & Shilpa Gram, Mela Ground and other amenities

02

Biswa Bangla

- Promotion of handicrafts, textiles, folk arts, music, films, culture, cuisines, sweets, hospitality of West Bengal through the brand 'Biswa Bangla'.
- 9 state-of-the-art Biswa Bangla showrooms are functioning in and outside the state.

03

Revival of Muslin

- Promotes ~3000 weavers in Murshidabad, Birbhum, Nadia, Burdwan, Bankura, Paschim Medinipur, Hooghly, Malda, North 24 Parganas and Howrah districts with a project cost of Rs. 62 crore
- 4 Muslin Tirtha set up at Birbhum, Murshidabad, Malda & Nadia districts



Export Facilitation Center

- **Export Facilitation Center (EFC) aims to support export-oriented entrepreneurs of West Bengal to overcome macro-economic and trade related uncertainties.**
- **Promotes enterprise development in the state by handholding entrepreneurs with necessary export-oriented information.**
- **Supports existing and prospective/budding export-oriented entrepreneurs through assistance counseling and analyzing export-related queries related to domestic and International Trade from West Bengal.**
- **It has been set up by Government of West Bengal in collaboration with Indian Institute of Foreign Trade (IIFT).**

Objectives

- Identifying markets for exporter's products
- Financing export transactions
- Facilitating handling orders and shipments
- Encouraging Trade fair participation
- Sourcing of input material for exportable product manufacturing
- Locating the freight forwarders
- Supporting in Customs procedures
- Identifying Tariff & Non-Tariff barriers
- Providing Certification and standards

Services Provided



Online and offline
export consultancy
services



Handholding
support



Educating clients to
apply for Importer
Exporter Code (IEC)



Knowledge Support –
Identifying New
Markets & Key
Products



Outreach support
to different
districts



Organising Synergy
Meets & Export
Awareness Camps



Creation of
country & District
profiles



Organising Training
Programs for
Exporters at IIFT

Other Initiatives to Boost Export & Logistics Sector



Investor Friendly Regulations & EODB

- 'Shilpa Sathi' to 24x7 digital Single-Window portal for investors
- SYNERGY and Digital Synergy event for addressing grievances of MSME entrepreneurs
- Mobile app for grievance redressal



Institutional Structure to Strengthen Exports

- State has set up Export Promotion Committee at State and District Level under the Chairmanship of Chief Secretary & District Magistrate respectively
- WBIDC has set up Export Promotion Cell (EPC) & Export Facilitation Center (EFC)



Tajpur Deep Sea Port Development

- Upcoming development of Tajpur Deep Sea Port shall create end-to-end logistics ecosystem in the country
- It plans to attract investments of >INR 25,000 Cr



Collaboration with World Bank

- The Government of West Bengal has collaborated with World Bank to promote export facilitation, infrastructure and logistics development.
- This collaboration shall ensure robust implementation of upcoming West Bengal Logistics Policy as well as Export Promotion Policy.



Upcoming Industrial Corridor

- The State has proposed to develop three industrial corridor - Tajpur-Raghunathpur (398 km), Dankuni - Kalyani (43 km) & Dankuni- Jhargram (60 km)
- This shall facilitate industrial development & support development of port-based industrial clusters in and around Haldia and upcoming Tajpur port

Investment Opportunities

01

Opportunity - Development of Industrial Warehouse & Logistics Park
Key Outcomes - Increase in concentration of e-Commerce and 3PL companies (Third Party Logistics)

02

Opportunity - Development of Multi-Modal Logistics Park
Key Outcomes - Reduced overall freight costs and time
Cut down in warehousing costs, Decline in vehicular pollution & congestion

03

Opportunity - Set up Centre for Transportation and Logistics
Key Outcomes - Optimisation of networks, transportation mode, order fulfillment, Managing terminal and warehouse operations

04

Opportunity - Set up Inland Container Depots
Key Outcomes - Ensure convenient port services in remote locations, Reduced drayage and increased access to empty containers

05

Opportunity - Establishment of Logistics and Exports Promotion Training Centre
Key Outcomes - Creation of direct & indirect employment, Increase in no. of exporters



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