Chhattisgarh
Business Made Easy

# STATE EXPORT ACTION PLAN – CHHATTISGARH


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## 1. Executive Summary

Chhattisgarh possesses a strong foundation for export led growth, supported by abundant mineral resources, a diversified industrial base, rich agricultural production, and an emerging logistics ecosystem. The state is one of India's leading producers of coal, iron ore, sponge iron, steel, aluminium, cement, and rice, while also possessing significant potential in forest based products, engineering goods, food processing, pharmaceuticals, technical textiles, renewable energy equipment, and handicrafts. These inherent advantages position Chhattisgarh to play an increasingly important role in India's export growth strategy.

Over the last five years, Chhattisgarh's exports have witnessed fluctuations while maintaining a significant contribution to the state's economy. Export value declined from ₹25,241.13 crore in FY 2021-22 to ₹21,415.29 crore in FY 2022-23 and further to ₹16,680.94 crore in FY 2023-24, reflecting the impact of changing commodity prices and global market conditions. However, exports recovered in subsequent years, rising to ₹18,527.25 crore in FY 2024-25 and ₹18,714.73 crore in FY 2025-26. Although export levels remain below the peak recorded in FY 2021-22, the steady recovery observed over the last three years highlights the resilience of Chhattisgarh's export sector and its ability to adapt to evolving market dynamics[1]. This trend highlights the state's continued dependence on a narrow range of commodities, particularly non-basmati rice, iron and steel products, ferro-alloys, and aluminium. Rice alone accounts for more than half of total exports, while metals and mineral based products contribute a substantial share of export earnings. The concentration of exports in a limited number of products and districts underscores the need for diversification and greater value addition.

The analysis reveals that export activity is highly concentrated geographically. Raipur alone contributes nearly two thirds of the state's exports, while the top ten exporting districts account for more than 99 percent of total export value[2]. Major industrial centres such as Raipur, Durg-Bhilai, Korba, Raigarh and Bilaspur drive export performance through strong capabilities in steel, power generation, mining, aluminium processing, engineering manufacturing, and logistics services[3][4]. At the same time, districts rich in agricultural, forest, and handicraft resources remain underrepresented in export value chains, indicating significant untapped potential.

To capitalize on these strengths and opportunities, the State Export Action Plan proposes a strategic vision of transforming Chhattisgarh from a predominantly resource based exporter into a diversified and value-added export economy. The plan seeks to increase exports from approximately **₹18,714.73 Crore in FY 2025–26 to ₹28,000 crore by 2030** through targeted interventions in governance, infrastructure, industrial competitiveness, investment promotion, and market expansion.

By 2030, the State aims to significantly increase the share of value-added exports, expand the number of export oriented MSMEs, establish export linked economic opportunities across all districts, reduce logistics costs, and generate more than two lakh additional employment opportunities. Through coordinated implementations and strategy, Chhattisgarh can strengthen

[1] https://invest.cg.gov.in/
[2] https://invest.cg.gov.in/
[3] https://invest.cg.gov.in/
[4] https://www.ibef.org/states/chhattisgarh

its position as a major export oriented manufacturing and processing hub, contribute meaningfully to India's export ambitions, and achieve sustainable and inclusive economic growth.

## 2. Introduction

### 2.1 Background of Government of India's Export Vision 2030

Exports have emerged as a critical pillar of India's economic growth strategy, contributing significantly to industrial development, employment generation, foreign exchange earnings, and integration with global value chains. Over the past decade, India has steadily expanded its presence in international markets by leveraging its strengths in manufacturing, services, agriculture, pharmaceuticals, engineering goods, and digital capabilities. As global trade patterns continue to evolve amidst geopolitical uncertainties, technological disruptions, and changing consumer preferences, India has adopted an ambitious and forward-looking export agenda to strengthen its position in the global economy.

The Government of India has articulated a long-term vision of achieving USD 2 trillion in exports by 2030 - 31, comprising USD 1 trillion in merchandise exports and USD 1 trillion in services exports[5]. This vision seeks to transform India into a globally competitive manufacturing and services hub while enhancing resilience across supply chains. The strategy is anchored on improving export competitiveness, expanding market access, promoting value addition, strengthening logistics infrastructure, accelerating digital trade facilitation, and encouraging innovation driven industries.

Export Vision 2030 also recognizes the increasing importance of sustainability, technological advancement, and regional participation in export growth. Through initiatives such as Make in India, Aatmanirbhar Bharat, Digital India, PM Gati Shakti, Districts as Export Hubs, and the Foreign Trade Policy 2023, the Government aims to create an enabling ecosystem that supports exporters of all scales while promoting balanced regional development.

### 2.2 India's Export Growth Trajectory

India's export sector has demonstrated remarkable resilience despite global economic challenges, supply chain disruptions, inflationary pressures, and geopolitical uncertainties. During FY 2024–25, India's combined merchandise and services exports crossed approximately USD 600 billion, reflecting the country's growing integration with international markets and its expanding role in global trade[6].

The export sector contributes significantly to national income, industrial output, and employment generation. Export oriented industries support millions of jobs across manufacturing, agriculture, logistics, information technology, and allied services. The sector is particularly important for labour intensive industries such as textiles, food processing, handicrafts, leather products, and business services, creating livelihood opportunities for women, rural workers, artisans, and small entrepreneurs.

[5] https://www.commerce.gov.in/ , https://www.dgft.gov.in/CP/?opt=foreign-trade-policy-2023&
[6] https://tradestat.commerce.gov.in/eidb/commodity_wise_export , https://www.pib.gov.in/indexd.aspx?reg=48&lang=2

India has progressively strengthened its export capabilities through investments in infrastructure, digitization of trade procedures, trade facilitation reforms, and strategic trade agreements. Engineering goods, petroleum products, pharmaceuticals, chemicals, textiles, agricultural products, and IT enabled services continue to be among the country's leading export categories. Going forward, the next phase of export growth is expected to be driven by advanced manufacturing, electronics, renewable energy equipment, specialized chemicals, healthcare products, and knowledge-based services.

### 2.3 Product Category-wise Export Targets for India (2030)

Achieving the national export target requires significant expansion across both traditional and emerging sectors. The Government's strategic approach is based on diversifying the export basket while increasing the share of high value and technology intensive products. Engineering goods, pharmaceuticals, automotive products, renewable energy equipment, specialty chemicals, processed food products, and digital services have been identified as key growth drivers.

The future export basket is expected to gradually shift from low value commodity exports towards products with greater technological content, higher value addition, and stronger integration into global value chains. Renewable energy equipment, advanced electronics, medical devices, specialty chemicals, and digital services are projected to witness particularly strong growth due to rising global demand and India's increasing manufacturing capabilities.

Simultaneously, traditional export sectors such as textiles, gems and jewellery, agriculture, marine products, and handicrafts will continue to play an important role by supporting employment generation and promoting inclusive growth. This balanced approach seeks to enhance export resilience while reducing dependence on a limited set of products and markets.

**Table 1: India's Category-wise Export Performance and Vision 2030-31 Export Targets**

| Product Category | FY 2025-26 Exports (USD bn) | FY 2030-31 Indicative Target (USD bn) | CAGR Required |
|---|---|---|---|
| Textiles & Apparel | 37 | 80 | 16.7 % |
| Engineering Goods (machinery, capital equipment) | 115 | 200 | 11.7 % |
| Automotive & Transport Equipment | 45 | 100 | 17.3 % |
| Gems & Jewellery | 29 | 60 | 15.7 % |
| Organic Chemicals & Specialty Materials | 37 | 75 | 15.2 % |
| Agriculture & Food Products (spices, processed foods, marine products) | 55 | 100 | 12.7 % |
| **Total** | **≈ 318** | **≈ 615*** | — |

*Source: DGCI&S, Ministry of Commerce and Industry, GoI; RBI Service Trade Statistics; Ministry of Commerce Annual Trade Statistics (FY2025-26); Industry estimates based on India's Vision 20230 export strategy; EEPC India sectoral export statistics; TradeStat Database, Department of Commerce, Government of India*

*Note: Illustrative sectors only. The full export target includes services and additional manufacturing sectors.*

### 2.4 Market Geography-wise Export Targets for India (2030)

India's export strategy is increasingly focused on creating a geographically diversified export portfolio. While developed markets such as the United States, European Union, and the United Kingdom will remain important destinations, future growth is expected to come from rapidly expanding markets in Southeast Asia, Africa, Latin America, the Middle East, and the Indo-Pacific region.

This diversification strategy is intended to reduce concentration risks and enhance resilience against regional economic slowdowns or geopolitical disruptions. Emerging markets are expected to offer significant opportunities for Indian exporters in sectors such as pharmaceuticals, engineering goods, agricultural products, renewable energy equipment, healthcare products, information technology services, and consumer goods.

The Government's market expansion efforts are supported through Free Trade Agreements, trade missions, export promotion activities, and strategic partnerships aimed at improving market access and reducing trade barriers. The growing focus on ASEAN countries, Africa, and Latin America reflects India's objective of securing a larger share of high growth global markets while strengthening economic partnerships with developing economies.

**Table 2: India's Market-wise Export Share (Based on Top 15 Export Markets) and Vision 2030-31 Strategic market Targets**

| Market / Geography | FY 2025-26 Share (%) | FY 2030-31 Indicative Target Share (%) | Strategic Priority |
|---|---|---|---|
| United States | 36.5 | 38.0 | Expand exports of engineering goods, electronics, pharmaceuticals, defence products, and digital services. |
| European Union (Germany & Netherlands) | 14.1 | 16.0 | Strengthen exports of green technologies, engineering goods, chemicals, pharmaceuticals and sustainable products. |
| United Kingdom | 3.8 | 5.0 | Leverage the India–UK FTA to increase exports of apparel, pharmaceuticals, food products and professional services. |
| Middle East & GCC (UAE, Saudi Arabia, Iraq) | 21.8 | 23.0 | Expand food products, engineering goods, construction materials, renewable energy equipment and logistics services. |
| ASEAN (Singapore & Indonesia) | 7.7 | 10.0 | Integrate with regional value chains in electronics, automobiles, machinery and digital trade. |

| Market / Geography | FY 2025-26 Share (%) | FY 2030-31 Indicative Target Share (%) | Strategic Priority |
|---|---|---|---|
| East Asia (China, Japan, South Korea, Hong Kong) | 13.7 | 15.0 | Increase exports of electronics, machinery, specialty chemicals and semiconductor related products. |
| Australia & Other Markets (Australia, Switzerland, Russia) | 6.3 | 8.0 | Diversify into clean technologies, education, agri-products, critical minerals and advanced manufacturing. |
| **Total** | **100** | **100** | — |

*Source: DGCI&S, Ministry of Commerce and Industry, GoI; Reserve Bank of India (RBI), Services Trade Statistics; Department of Commerce, Trade Statistics (TradeStat); Foreign Trade Policy (FTP) 2023; India–UK Comprehensive Economic and Trade Agreement (CETA); NITI Aayog Vision for India's Export Growth.*

### 2.5 State-wise Export Targets and Emerging Opportunities

The success of India's Export Vision 2030 is closely linked to the export performance of individual states and union territories. Recognizing that states serve as the primary centres of production, manufacturing, agriculture, and services, the Government of India has adopted a district driven approach to export promotion. Initiatives such as Districts as Export Hubs and district export action plans seek to harness regional strengths and unlock untapped export potential.

States can broadly be categorized into three groups based on their export capabilities and growth potential: established export leaders, growth states, and emerging export states. While traditional export powerhouses such as Gujarat, Maharashtra, Tamil Nadu, and Karnataka are expected to drive a substantial share of future export growth, emerging states are increasingly being viewed as important contributors to the national export agenda.

Chhattisgarh represents one such emerging export state with significant untapped potential. The state possesses abundant mineral resources, a strong industrial base, growing agro-processing capabilities, and increasing opportunities in engineering goods and renewable energy related manufacturing. Its strengths in steel, aluminium, ferro-alloys, rice processing, forest-based products, and mineral based industries provide a strong foundation for export expansion.

Going forward, the state's export strategy will focus on increasing value addition, promoting export-oriented investments, strengthening logistics connectivity, developing district level export clusters, and integrating local enterprises into national and global value chains. By leveraging its natural resource advantages and improving export readiness across sectors, Chhattisgarh can emerge as an important contributor to India's ambition of becoming a ₹28,000 crore export economy by 2030–31.

## 3. National Policy and Institutional Framework

### 3.1 Export Promotion Mission

The Export Promotion Mission is a flagship initiative of the Government of India aimed at strengthening the country's export ecosystem and accelerating progress towards the national export target for 2030 - 31. The mission focuses on improving export infrastructure, expanding access to affordable trade finance, enhancing market intelligence, simplifying export procedures, and supporting exporters in accessing new international markets. Through coordinated interventions across central ministries, state governments, industry bodies, and export promotion agencies, the mission seeks to improve the competitiveness of Indian products and services in global markets while fostering sustainable export growth.

### 3.2 RoDTEP Scheme

The Remission of Duties and Taxes on Exported Products (RoDTEP) Scheme is designed to neutralize taxes and duties incurred during the manufacturing and distribution process that are not otherwise refunded through existing mechanisms. By reimbursing embedded taxes, the scheme helps reduce production costs and ensures that Indian exporters compete on a level playing field in international markets. RoDTEP supports export oriented manufacturing and contributes to the overall objective of increasing India's share in global trade.

### 3.3 Service Export Incentive Framework

India has emerged as a global leader in the export of services, particularly in information technology, business process management, consulting, healthcare, education, and tourism. The Service Export Incentive Framework aims to strengthen the global competitiveness of Indian service providers by promoting innovation, quality enhancement, and market expansion. The framework encourages service exporters to diversify their markets, improve service delivery standards, and contribute to India's ambition of becoming a major global services hub.

### 3.4 Export Promotion Capital Goods (EPCG) Scheme

The Export Promotion Capital Goods Scheme facilitates the import of capital equipment at concessional or zero customs duty, subject to specified export commitments. The scheme enables industries to adopt advanced technologies, modernize production facilities, and improve manufacturing efficiency. By supporting technological upgradation, EPCG helps Indian enterprises enhance product quality, achieve international standards, and strengthen their export capabilities across a wide range of sectors.

### 3.5 Duty Drawback Scheme

The Duty Drawback Scheme provides reimbursement of duties and taxes paid on imported inputs that are subsequently used in the production of exported goods. The scheme helps reduce the overall cost burden on exporters and improves the international price competitiveness of Indian products. By ensuring that exports are not burdened with domestic taxes, the scheme encourages manufacturing activity and supports the expansion of export-oriented industries.

### 3.6 Export Credit and Insurance Support

Access to affordable finance and risk mitigation mechanisms is essential for export growth. The Government of India, through various export credit and insurance support programmes, facilitates working capital assistance and protects exporters against payment defaults and commercial risks in overseas markets. These measures encourage businesses to explore new geographies, expand export operations, and participate more confidently in international trade while reducing financial uncertainty.

### 3.7 Export Quality and Certification Infrastructure

Quality compliance has become a critical determinant of export success in global markets. India's export quality and certification infrastructure includes testing laboratories, inspection agencies, accreditation bodies, and conformity assessment mechanisms that ensure products meet international standards and regulatory requirements. These systems help improve product reliability, minimize rejection rates, and strengthen buyer confidence, thereby enhancing the reputation of Indian exports worldwide.

### 3.8 Digital Trade Facilitation and Single Window Systems

The Government of India has undertaken significant reforms to digitize trade related processes and reduce transaction costs for exporters. Digital trade facilitation initiatives integrate customs procedures, regulatory approvals, documentation requirements, and logistics services through electronic platforms. Single Window Systems enable businesses to complete multiple export related formalities through a unified interface, improving transparency, reducing processing time, and enhancing the overall ease of doing business.

### 3.9 Make in India Initiative

Make in India is a strategic initiative aimed at transforming India into a globally competitive manufacturing destination. The programme promotes investment, innovation, infrastructure development, and ease of doing business across key sectors with export potential. By encouraging domestic production and attracting foreign investment, Make in India supports the development of globally competitive industries capable of supplying high quality products to international markets.

### 3.10 Aatmanirbhar Bharat Initiative

The Aatmanirbhar Bharat initiative seeks to strengthen India's economic resilience by promoting domestic manufacturing, reducing import dependence, and enhancing supply chain capabilities. The initiative encourages the development of indigenous industrial capacities across strategic sectors while supporting innovation and technological advancement. By creating stronger domestic value chains, Aatmanirbhar Bharat contributes to export competitiveness and enables Indian enterprises to better respond to global market opportunities.

### 3.11 Skill India for Export Competitiveness

The availability of a skilled workforce is a key factor influencing export performance and industrial competitiveness. Skill India supports workforce development through industry-oriented training programmes, vocational education, certification systems, and specialized skill development initiatives. In the export context, the programme helps build expertise in manufacturing, logistics, quality management, international trade, digital commerce, and supply chain operations, thereby improving productivity and enhancing the competitiveness of Indian exporters.

### 3.12 Free Trade Agreements and Market Access Opportunities

Free Trade Agreements (FTAs) play an important role in expanding market access for Indian products and services by reducing tariff and non-tariff barriers in partner countries. These agreements create opportunities for exporters to access larger consumer markets under preferential trade conditions while facilitating investment, technology transfer, and economic cooperation. India's growing network of trade agreements is expected to support the expansion of exports across sectors such as pharmaceuticals, engineering goods, textiles, agricultural products, automotive components, and information technology services, thereby contributing significantly to the country's long term export growth objectives.

**Table 3: India's Bilateral and Regional Free Trade Agreements (FTAs), Comprehensive Economic Partnership Agreements (CEPAs), and Preferential Trade Agreements (PTAs)**

| Sl. No. | Agreement | Date of Signing |
|---|---|---|
| 1 | India–Sri Lanka Free Trade Agreement (ISFTA) | 28 Dec 1998 |
| 2 | South Asian Free Trade Area (SAFTA) | 6 Jan 2004 |
| 3 | India–MERCOSUR Preferential Trade Agreement (PTA) | 25 Jan 2004 |
| 4 | India–Chile Preferential Trade Agreement (PTA) | 8 Mar 2006 |
| 5 | India–ASEAN Trade in Goods Agreement | 13 Aug 2009 |
| 6 | India–South Korea Comprehensive Economic Partnership Agreement (CEPA) | 7 Aug 2009 |
| 7 | India–Malaysia Comprehensive Economic Cooperation Agreement (MICECA) | 18 Feb 2011 |
| 8 | India–Japan Comprehensive Economic Partnership Agreement (CEPA) | 16 Feb 2011 |
| 9 | India–Singapore Comprehensive Economic Cooperation Agreement (CECA) | 29 Jun 2005 |
| 10 | India–Thailand Early Harvest Scheme | 2004 |
| 11 | India–Mauritius Comprehensive Economic Cooperation and Partnership Agreement (CECPA) | 22 Feb 2021 |
| 12 | India–United Arab Emirates Comprehensive Economic Partnership Agreement (CEPA) | 18 Feb 2022 |
| 13 | India–Australia Economic Cooperation and Trade Agreement (ECTA) | 2 Apr 2022 |
| 14 | India–European Free Trade Association (EFTA) Trade and Economic Partnership Agreement (TEPA) | 10 Mar 2024 |
| 15 | India–United Kingdom Comprehensive Economic and Trade Agreement (CETA) | 24 Jul 2025 |
| 16 | India–Oman Comprehensive Economic Partnership Agreement (CEPA) | 18 Dec 2025 |
| 17 | India–New Zealand Free Trade Agreement (FTA) | 22 Dec 2025 |

## 4. Chhattisgarh Economic and Export Profile

### 4.1 State Economic Overview

Chhattisgarh has emerged as one of India's resource rich and industrially significant states, supported by abundant reserves of coal, iron ore, bauxite, limestone, dolomite, and tin. The state's economy is driven by a balanced combination of mining, manufacturing, power generation, agriculture, and services. With a Gross State Domestic Product (GSDP) exceeding ₹5 lakh crore[7], Chhattisgarh has established itself as a major contributor to India's industrial output, particularly in steel, power, aluminium, and cement production[8]. The state is also known as the "Rice Bowl of Central India" due to its substantial paddy cultivation and agricultural productivity[9]. While traditional industries continue to anchor economic growth, emerging sectors such as food processing, logistics, pharmaceuticals, information technology, renewable energy, and engineering manufacturing are gradually diversifying the state's economic base. Strategic investments in infrastructure, industrial parks, logistics corridors, and industrial clusters are expected to further strengthen Chhattisgarh's position as an important manufacturing and export-oriented economy.

### 4.2 Workforce and Industrial Base

Chhattisgarh possesses a strong labour force that supports its expanding industrial and manufacturing sectors. Female Labour Force Participation Rate is estimated at 59.8 percent, higher than the national average of 37 percent[10]. Industrial development is concentrated around major economic centres such as Raipur, Durg-Bhilai, Korba, Bilaspur, and Raigarh, which host large scale steel plants, aluminium smelters, power generation facilities, mining operations, and engineering industries. The state is among India's leading producers of steel and sponge iron, supported by over 90 sponge iron plants, numerous rolling mills, and integrated steel manufacturing units. Korba serves as a major hub for power generation and aluminium production, while Raipur has evolved into one of the country's largest steel trading and processing centres. The state's industrial ecosystem is further supported by a substantial MSME base, logistics infrastructure, and sector-focused industrial policies. These institutions and investments are creating new opportunities for manufacturing, value addition, logistics, and export-oriented growth across Chhattisgarh.

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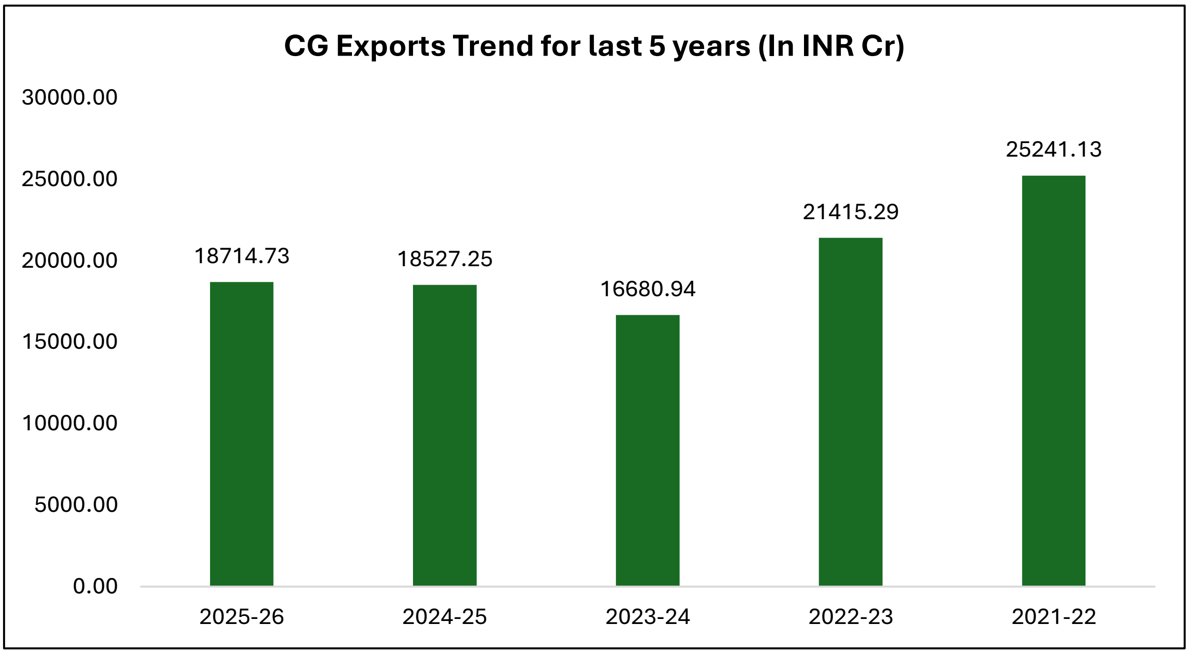
[7] Directorate of Economics and Statistics, Government of Chhattisgarh
[8] https://www.ibef.org/states/chhattisgarh
[9] Department of Agriculture Development and Farmers Welfare, Government of Chhattisgarh
[10] NITI Aayog

### 4.3 Chhattisgarh's Share in India's Exports

**Figure 1: CG Exports Trend for last 5 years (In INR Cr)**




*Source: Ministry of Commerce & Industry*

In FY24, Chhattisgarh accounted for 0.46% of India's total merchandise exports[11]. This positioned Chhattisgarh as the 18th largest exporting state in India[12]. The state's export value experienced a drop of about 22.11% in comparison to the previous financial year (FY23), which stood at ₹21,415.30 crore (0.59% national share)[13]. Although the state's export performance has witnessed fluctuations in recent years, exports continue to be driven by strong demand for rice, ferro-alloys, aluminium products, iron and steel products, and engineering goods. The state plays a significant role in the production of steel, sponge iron, coal, iron ore, aluminium, and forest-based products, which form the backbone of its export basket.

Chhattisgarh accounts for a substantial share of India's sponge iron production and remains the country's only producer of refined tin concentrate. The state's export profile demonstrates strong comparative advantages in resource-based industries; however, exports remain concentrated in a limited number of products and districts. Raipur alone accounts for a dominant share of the state's exports, highlighting the need for greater geographic diversification and stronger participation from other districts in export-oriented value chains.

### 4.4 Sector-wise Economic Contribution

The economy of Chhattisgarh is characterized by the significant contribution of mining, manufacturing, agriculture, power generation, and forest-based activities. Mineral based industries form the core of the state's industrial economy, supported by large reserves of iron ore, coal, bauxite, limestone, and dolomite. Steel, ferro-alloys, aluminium, cement, and power

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[11] https://tradestat.commerce.gov.in/
[12] https://niryat.gov.in/
[13] https://www.dgciskol.gov.in/

generation collectively contribute a major share of industrial output and export earnings. Agriculture remains equally important, with rice being the state's most prominent crop and export commodity. The state has also developed a strong network of rice mills, food processing units, and agro based enterprises. Forest produce such as tamarind, mahua, lac, sal seed, medicinal plants, and bamboo provide livelihood opportunities in tribal regions while creating prospects for value added exports. In recent years, sectors such as engineering goods, logistics services, pharmaceuticals, renewable energy equipment, and information technology have shown increasing growth potential, supporting the diversification of the state's economic and export base.


## 4.5 GI Tagged Products and Unique State Products

Chhattisgarh possesses a rich cultural and artisanal heritage that is reflected in its Geographical Indication (GI) registered products and unique traditional crafts. These products embody the state's indigenous knowledge systems, craftsmanship, and local production practices while offering significant opportunities for branding and export promotion. Prominent GI-tagged products from the state include the renowned Bastar Dhokra craft, Bastar Iron Craft, Bastar Wooden Craft, Nagri Dubraj Rice, Jeeraphool Rice, and Champa Silk Sarees and Fabrics. In addition to GI products, Chhattisgarh is known for its forest-based products, tribal handicrafts, medicinal plants, bamboo products, tussar silk, and minor forest produce. These products possess strong potential in premium domestic and international markets, particularly when supported by quality certification, branding initiatives, e-commerce platforms, and market linkage programmes.

## 4.6 State Government Initiatives Supporting Exports

The Government of Chhattisgarh has undertaken several policy and institutional measures to enhance the state's export competitiveness and create a conducive environment for export-oriented industries. The Industrial Development Policy 2024–30 provides targeted incentives for MSMEs, large industries, women entrepreneurs, and emerging sectors while promoting balanced regional industrial growth. The policy places particular emphasis on logistics development, industrial cluster creation, export-oriented manufacturing, startup promotion, and environmentally sustainable industries. The state has also introduced transport subsidies, investment promotion measures, and sector specific incentives to encourage export-oriented enterprises.

Also, under the Industrial Development Policy, 2024–30, the government has introduced the Chhattisgarh Startup Policy. The policy provides a transport subsidy for export-oriented units under the special incentive package for closed and sick enterprises, aimed at offsetting high freight costs associated with exports from the state.

Complementing these efforts are initiatives such as the Export Facilitation Centre, District Export Promotion Committees, ODOP implementation, startup support programmes, and infrastructure development under PM Gati Shakti.

Further, Chhattisgarh has created ‘Invest CG’ Single Window Portal of Chhattisgarh, a centralized digital gateway designed to simplify, accelerate, and transparently manage the global trade lifecycle for businesses across the state. Developed by the Department of Commerce and Industries, the platform consolidates over 136 statutory services from 16 government departments into a unified interface. This removes the requirement for exporters to visit multiple administrative offices. For international trade operations, the portal functions as a critical repository that integrates vital guidance, including District Export Action Plans (DEAP) and dedicated tracking features.

Also, The Directorate of Industries has instituted the ‘Niryat Mitra’ on the Invest CG portal (invest.cg.gov.in) to provide export intelligence support. These interventions have contributed to improving Chhattisgarh's export preparedness and strengthening its ability to integrate local industries into national and global value chains.

### 4.7 MSME and Startup Ecosystem

Micro, Small and Medium Enterprises (MSMEs) form a critical pillar of Chhattisgarh's industrial economy and play an increasingly important role in employment generation, entrepreneurship development, value addition, and export promotion. The state has witnessed significant growth in MSME registrations in recent years, reflecting a strengthening entrepreneurial ecosystem and growing industrial activity.

The MSME enterprises are concentrated in micro enterprises, which account for 96,111 units, or 94.2 percent of total MSMEs, indicating substantial employment opportunities across manufacturing, services, trade, and agro-processing sectors[14]. Manufacturing oriented MSMEs have demonstrated greater scalability and growth potential due to their higher investment in machinery, production facilities, and value-added activities.

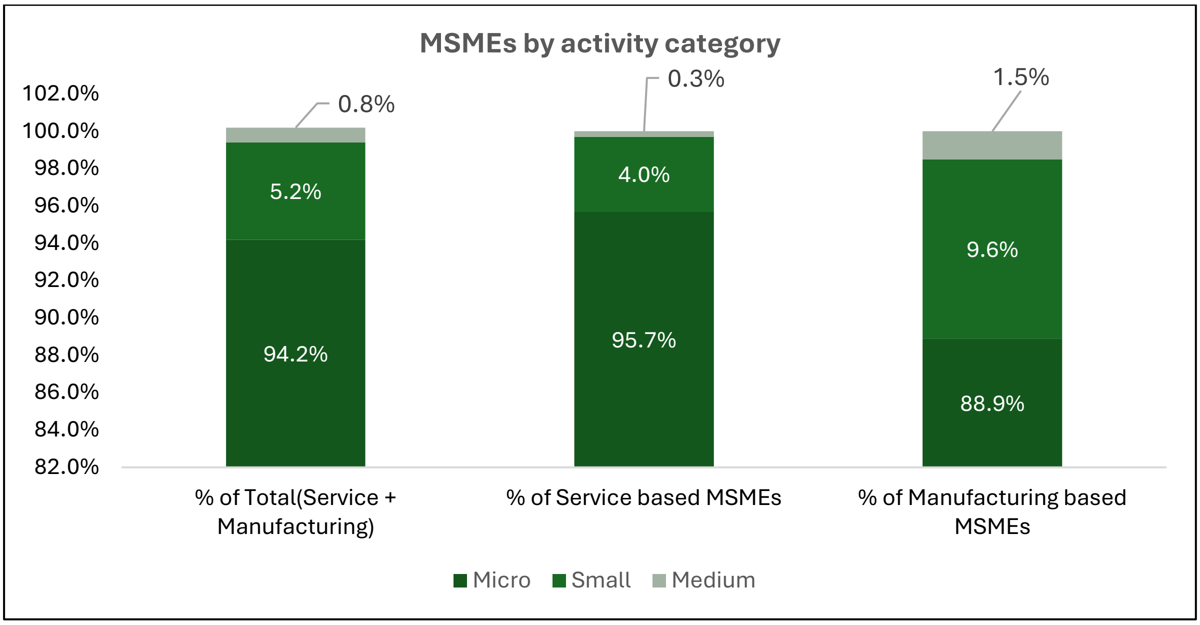
The state's rich resource base further provides opportunities for MSMEs to participate in mineral processing, agro-processing, bamboo products, herbal products, non-timber forest produce, and engineering manufacturing activities with export potential.

The startup ecosystem in Chhattisgarh is gradually emerging as an important contributor to innovation led economic growth. Through the Chhattisgarh Startup Policy, the state seeks to encourage innovation, technology adoption, digital entrepreneurship, and commercialization of new business ideas. Startup support mechanisms include incubation assistance, mentoring, funding facilitation, skill development, and market access support. Emerging sectors such as agri-tech, food processing, clean energy, logistics technology, healthcare, digital services,

[14] GoI OoDC, MSME, “Udyam Registration Publication Registration of Micro, Small and Medium Enterprises (MSMEs) in India,” Micro, Small and Medium Enterprises, June 22, 2022, https://www.dcmsme.gov.in/UDYAM_Publication_with_tables_final20220622.pdf.

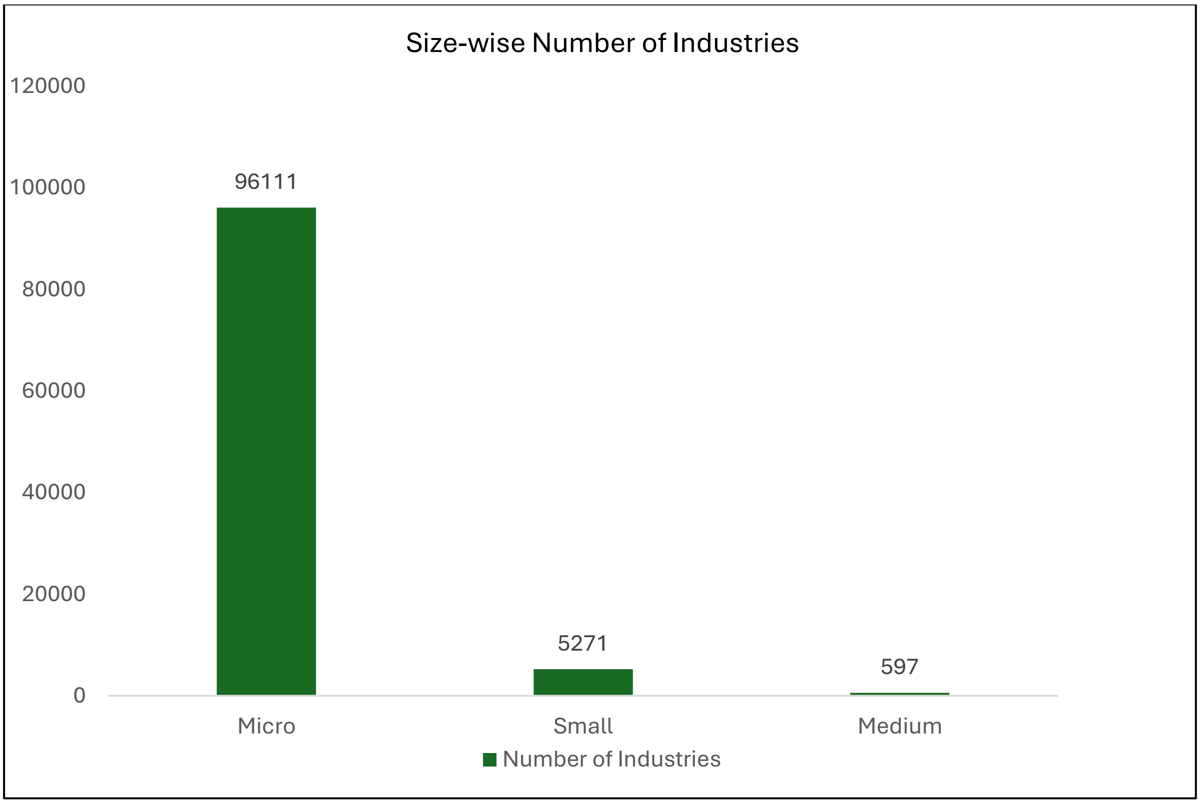
manufacturing technology, and forest-based enterprises offer significant opportunities for startup led innovation.

**Figure 2: Size-wise Composition of Service and Manufacturing MSMEs**




*Source: Udyam registrations*

**Figure 3: Size-wise Distribution of Registered MSMEs**




*Source: Udyam registrations*

## 5. Export Performance Analysis

### 5.1 Historical Export Trends (2021–22 to 2025–26)

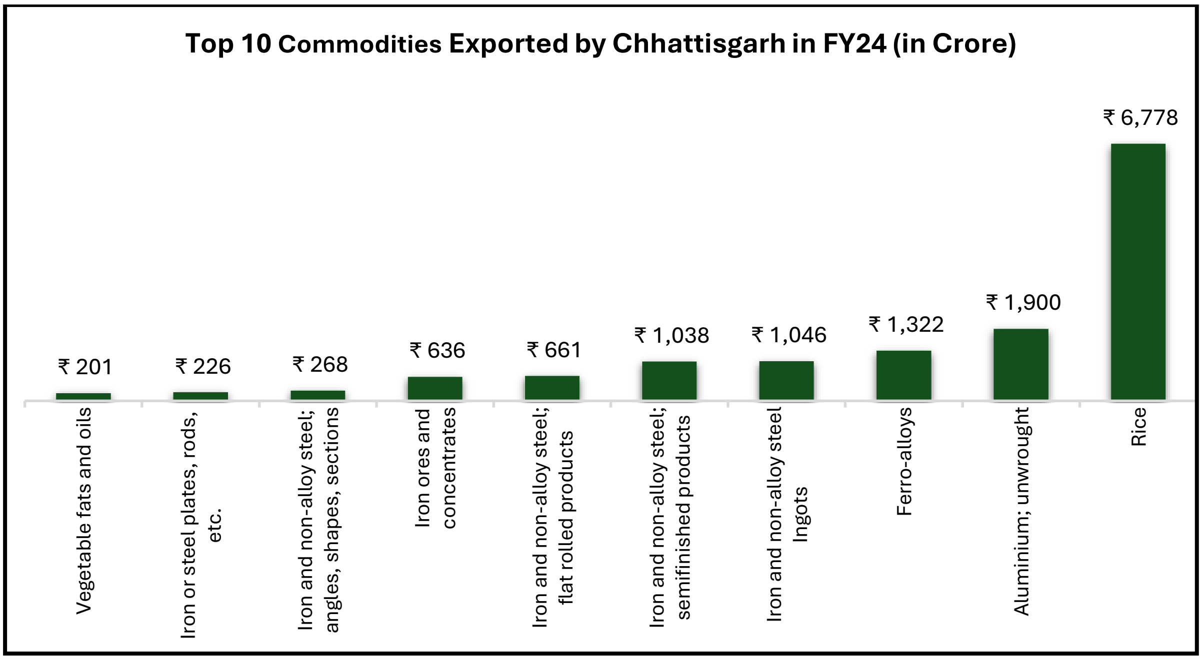
Chhattisgarh's export performance over the last five years reflects both the strengths and structural challenges of its economy. While the state has emerged as a significant exporter of mineral-based and agricultural commodities, export earnings have witnessed fluctuations due to changing commodity prices, global demand conditions, and the concentration of exports in a limited number of product categories. Merchandise exports declined from ₹25,241.13 crore in FY 2021-22 to ₹21,415.29 crore in FY 2022-23 and further to ₹16,680.94 crore in FY 2023-24. However, exports recovered thereafter, increasing to ₹18,527.25 crore in FY 2024-25 and ₹18,714.73 crore in FY 2025-26. Although export levels remain below the peak recorded in FY 2021-22, the recent upward trend indicates improving resilience in the state's export sector. The improvement in Chhattisgarh's ranking in the Export Preparedness Index from 25th to 16th position highlights the positive impact of policy interventions, institutional reforms, and efforts to strengthen export facilitation mechanisms. Nevertheless, to accelerate export growth and align more closely with national export performance, the state will need to focus on greater product diversification, value addition, and deeper integration into global value chains.

### 5.2 Principal Commodity-wise Export Analysis

The export basket of Chhattisgarh is dominated by a combination of agricultural commodities and mineral based industrial products, reflecting the state's natural resource advantages and industrial capabilities. Non-basmati rice remains the largest export commodity, accounting for more than half of total export earnings, highlighting the state's position as the "Rice Bowl of Central India." Alongside agriculture, metal-based products such as ferro-alloys, aluminium, iron and steel products, steel ingots, semi-finished steel, and structural steel products constitute a substantial share of exports. The presence of major industrial facilities in Raipur, Bhilai, Korba, and Raigarh has enabled the state to emerge as a significant supplier of industrial raw materials and intermediate goods.

While these sectors provide a strong export foundation, the current export profile is heavily concentrated in primary and semi-processed products. A large proportion of exported commodities undergo limited downstream processing within the state, resulting in lower value realization. Going forward, significant opportunities exist to promote value added steel products, engineering goods, fabricated metal products, processed food items, rice-based consumer products, forest produce derivatives, and advanced mineral based manufacturing. Increasing domestic processing and manufacturing depth will enable the state to capture a larger share of global value chains while improving export competitiveness and income generation.

**Figure 4: Chhattisgarh's Top 10 Exported Commodities by Value in FY24 (₹ Crore)**



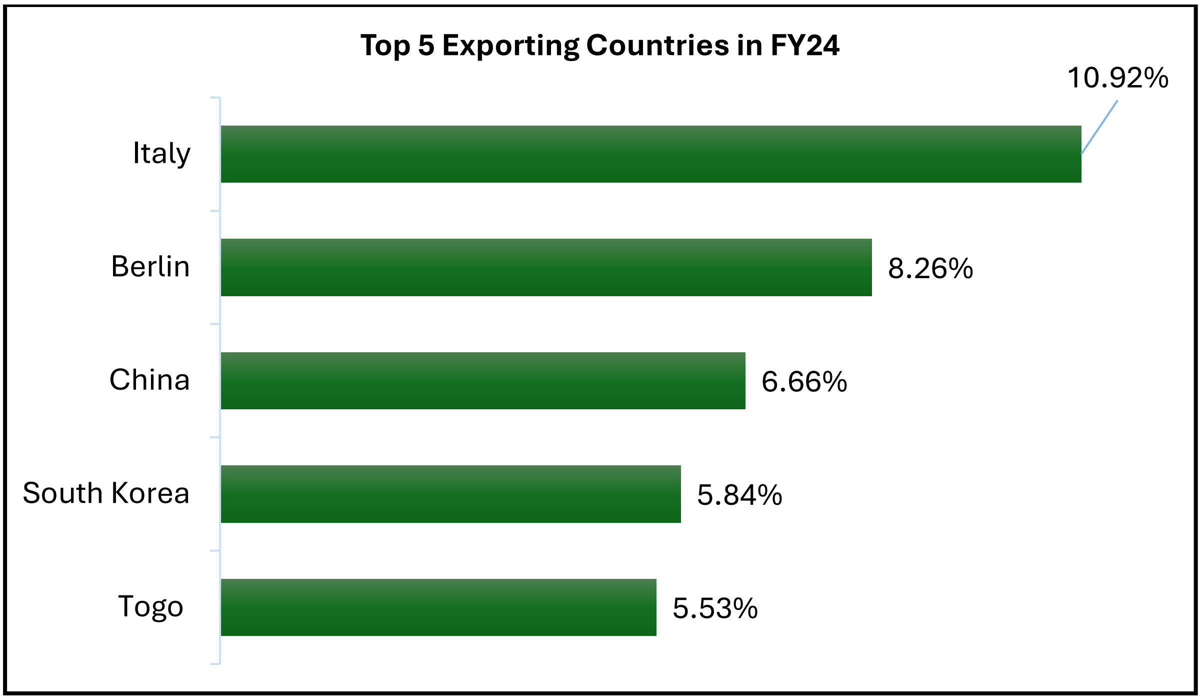

*Source: Ministry of Commerce and Industry; Niti Aayog Report on Export Preparedness Index 2024*

### 5.3 Export Market Analysis

Chhattisgarh's exports are primarily directed towards emerging and developing economies, particularly in Africa, South Asia, Southeast Asia, and the Middle East. Demand from these markets is largely driven by rice, steel products, aluminium, ferro-alloys, and other commodity-based exports. The state's export geography demonstrates strong linkages with markets requiring bulk industrial materials and food products rather than high-technology or knowledge-intensive goods.

The current market structure provides stability through established demand channels; however, it also exposes exporters to fluctuations in commodity prices and regional economic conditions. Export concentration in a limited number of destination markets increases vulnerability to trade disruptions, regulatory changes, and geopolitical developments. To build resilience, Chhattisgarh must expand its presence in high value markets across Europe, North America, East Asia, and advanced ASEAN economies. Greater participation in sectors such as engineering products, pharmaceuticals, processed foods, renewable energy equipment, information technology services, and specialty chemicals can support diversification of export destinations while improving export value realization. Leveraging India's growing network of Free Trade Agreements (FTAs) and trade partnerships will further facilitate access to new international markets.

**Figure 5: Share of Chhattisgarh Exports by Top 5 Destination Countries in FY24**




*Source: Ministry of Commerce and Industry; Niti Aayog Report on Export Preparedness Index 2024*

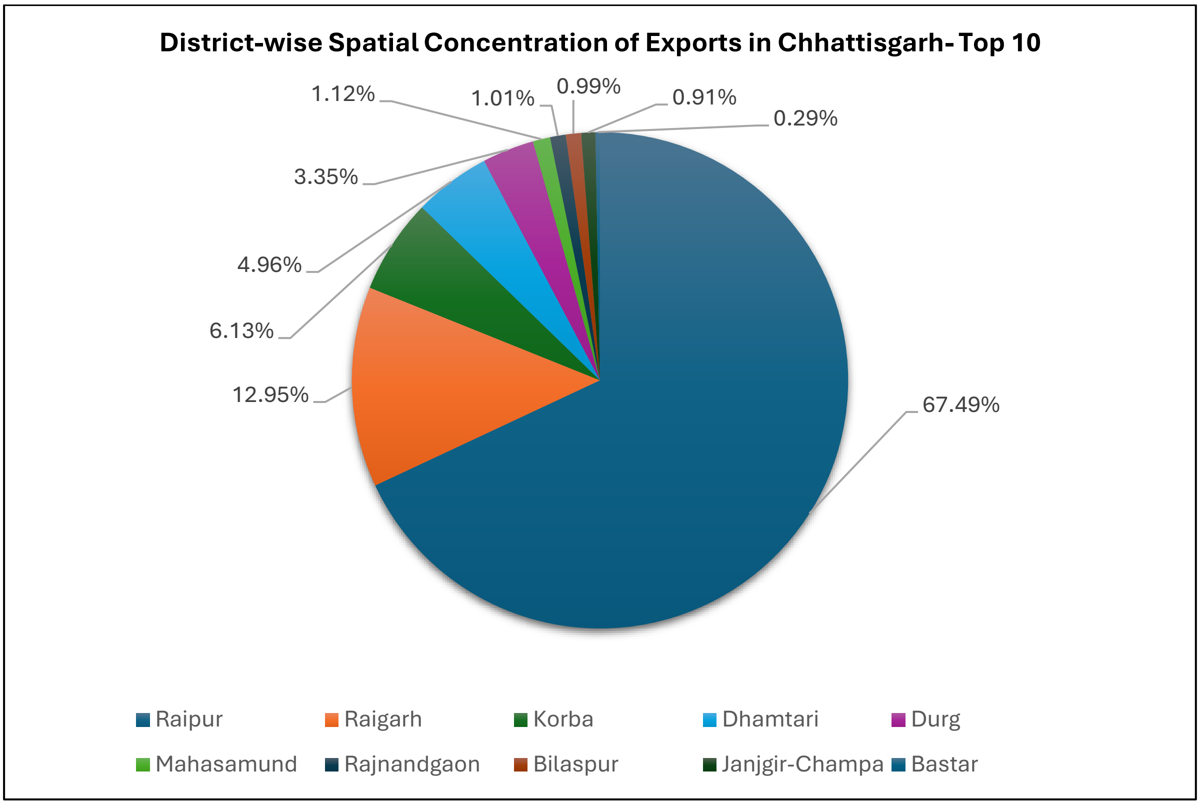
### 5.4 District-wise Export Performance

Export activity in Chhattisgarh remains highly concentrated in a limited number of industrial districts. The top ten exporting districts contribute more than 99 percent of the state's total exports, with Raipur alone accounting for nearly two thirds of overall export value. The concentration of exports in Raipur is attributable to its well-developed industrial ecosystem, logistics infrastructure, and concentration of export-oriented manufacturing units. Other major export contributing districts include Durg-Bhilai, Raigarh, Korba, Bilaspur, Janjgir-Champa, Baloda Bazar, Rajnandgaon, Mahasamund, and Bastar.

This concentration reflects the clustering of manufacturing activity around mineral rich regions and established industrial corridors. While such concentration creates economies of scale, it also highlights the untapped export potential of many districts across the state.

Districts with strengths in agriculture, forest products, handicrafts, textiles, medicinal plants, and food processing remain underrepresented in export trade. Expanding district level export ecosystems through the One District One Product (ODOP) approach, export infrastructure development, common processing facilities, market intelligence support, and capacity building initiatives can significantly broaden the state's export base. Greater district participation will also contribute to balanced regional development and inclusive economic growth.

**Figure 6: Share of Exports by Top 10 Exporting Districts in Chhattisgarh, FY24**




*Source: State/UT Export Profiles 2024-25 Chhattisgarh, Federation of Indian Export Organizations*

## 5.5 Emerging Export Sectors

Chhattisgarh possesses substantial opportunities to diversify beyond its traditional export strengths and develop a more resilient export economy. The state's Industrial Development Policy 2024 - 30, coupled with infrastructure investments and logistics improvements, has created a conducive environment for the emergence of new export-oriented sectors. Processed food products, value added rice products, organic agricultural commodities, herbal and medicinal products, forest-based products, pharmaceuticals, engineering goods, renewable energy equipment, electric vehicle components, textiles, and information technology services represent promising growth areas.

The establishment of specialized industrial clusters, industrial parks, and Special Economic Zones (SEZs), including the Solar SEZ at Rajnandgaon and the IT/ITeS SEZ at Naya Raipur, provides a foundation for attracting investment into higher value manufacturing and services. Emerging industrial corridors such as the Raipur - Visakhapatnam Economic Corridor and the proposed integration with the Nagpur Industrial Corridor are expected to improve connectivity with ports and export gateways. Additionally, growing global demand for sustainable products, green technologies, processed foods, and clean energy solutions creates new opportunities for Chhattisgarh to leverage its natural resources and industrial capabilities.


*Source: Niti Aayog Report on Export Preparedness Index 2024*

## 6. Export Promotion Ecosystem Assessment

### 6.1 State Export Promotion Ecosystem

Chhattisgarh has progressively strengthened its export promotion ecosystem through a combination of institutional support, policy interventions, and exporter facilitation mechanisms. In alignment with the Government of India's Districts as Export Hubs (DEH) initiative, the State has constituted both State Export Promotion Committees (SEPCs) and District Export Promotion Committees (DEPCs) to identify export potential, address bottlenecks, and promote district specific products. These institutional mechanisms have improved coordination between government departments, industry associations, exporters, and support agencies.

A key pillar of the state's export ecosystem is the Export Facilitation Centre (EFC) established at Raipur through a collaboration between the Indian Institute of Foreign Trade (IIFT), Kolkata, the Chhattisgarh State Industrial Development Corporation (CSIDC), and the Department of Industries & Commerce, Government of Chhattisgarh. The Centre serves as a dedicated platform for exporter handholding, market intelligence dissemination, capacity building, trade advisory services, and policy support. Through counselling, training programmes, export documentation assistance, and market access guidance, the EFC has emerged as an important institution supporting both aspiring and established exporters across the state.

### 6.2 Export Infrastructure and Logistics

Efficient logistics infrastructure is critical for improving export competitiveness, especially for a landlocked state such as Chhattisgarh. Over the past few years, the state has made notable progress in strengthening its logistics ecosystem and improving connectivity with domestic and international markets. In the Logistics Ease Across Different States (LEADS) 2025 assessment, Chhattisgarh was categorized as a "High Performer" among Landlocked States, improving from its earlier "Aspirer" category in LEADS 2024[15]. This improvement reflects sustained investments in transport infrastructure, logistics services, regulatory facilitation, and supply chain efficiency.

[15] LEADS Report 2025 by DPITT

The state possesses a growing logistics base supported by 96 industrial areas and industrial parks[16][17][18], approximately 3,620 kilometres of National Highways[19], and one operational air cargo terminal. Warehousing infrastructure has expanded significantly, with 169 warehouses registered under the Warehouse Development and Regulatory Authority (WDRA) and 130 cold storages[20] facilities providing a combined storage capacity of approximately 553,832 metric tonnes[21]. These facilities support the movement and storage of agricultural commodities, processed food products, industrial goods, and temperature sensitive exports.

To facilitate containerized trade, Chhattisgarh has established an integrated Inland Container Depot (ICD) at Naya Raipur operated by Container Corporation of India (CONCOR). These facilities provide exporters with access to container handling, customs clearance, and multimodal transportation services closer to production centres, thereby reducing logistics costs and transit times.

The state is also pursuing the development of multimodal logistics infrastructure under the Chhattisgarh Logistics Policy 2024, including proposed dry ports, logistics parks, freight terminals, and multimodal transport hubs across major industrial corridors such as Raipur, Durg-Bhilai, Bilaspur, Korba, and Dantewada. Strategic efforts are underway to improve connectivity with eastern seaports including Visakhapatnam, Paradip, and Dhamra, which are critical gateways for the state's export cargo.

Digital transformation has become a central component of the logistics strategy. The state is promoting GPS enabled fleet management systems, real time cargo tracking, IoT based warehousing solutions, digital documentation, integrated logistics platforms, and online approval mechanisms. These initiatives are expected to improve supply chain visibility, reduce transaction costs, and enhance the overall ease of doing business for exporters.

## 6.3 Institutional Support Framework

Chhattisgarh's export support architecture is anchored in a collaborative framework involving state government departments, export promotion agencies, industry bodies, financial institutions, and knowledge partners. The Department of Industries & Commerce, CSIDC, Export Facilitation Centre, District Industries Centres, and various sector specific organizations collectively provide policy support, capacity building, market linkage facilitation, and export promotion services.

The state has adopted a decentralized approach to export development through district level committees and product specific interventions. This framework enables the identification of district export potential, development of export action plans, and integration of local enterprises into national and international value chains. The institutional ecosystem also supports MSMEs through training programmes, export awareness workshops, trade fairs, buyer-seller interactions, and assistance in obtaining quality certifications and export registrations.

[16] Ministry of Commerce & Industry
[17] IBEF
[18] Ministry of MSME PIB – 11th December 2023
[19] Niti Aayog Report on Export Preparedness Index 2024
[20] https://sansad.in/getFile/loksabhaquestions/annex/185/AU4610_ijXGXp.pdf?source=pqals&utm_
[21] Niti Aayog Report on Export Preparedness Index 2024

Human resource development is receiving increased attention through initiatives of the Chhattisgarh State Skill Development Authority (CSSDA) and partnerships with leading educational institutions[22]. Centres of Excellence are being established at IIT Bhilai and Pt. Ravishankar Shukla University, Raipur, as part of Logistics workforce establishment[23]. The state is also working with the Logistics Sector Skill Council (LSC) to develop a skilled workforce capable of supporting expanding logistics and operations[24].

## 6.4 Stakeholder Consultation Findings

Stakeholder consultations conducted with exporters, industry associations, logistics providers, MSMEs, government agencies, and sector experts reveal that while Chhattisgarh possesses a strong industrial and agricultural base, several structural bottlenecks continue to constrain export competitiveness. A significant 41% of exporters identified high logistics costs as a primary challenge, reflecting the state's dependence on distant seaports and limited multimodal connectivity. Despite progress in industrial infrastructure, exporters, particularly those located outside the Raipur–Bhilai belt, continue to face inadequate warehousing, cold chain gaps, and sub-optimal first mile and last mile connectivity. This hurdle is disproportionately high for small and medium enterprises (turnover up to ₹5 crore) in food processing, agro based industries, and light engineering, where logistics costs account for 16–17% of output, compared to 7– 8% for medium and large-scale enterprises (turnover above ₹250 crore). Agricultural exporters also highlighted persistent shortages of cold storage and reefer transportation, leading to post-harvest losses and reduced export viability.

Market access emerged as another major concern, with 57% of exporters reporting difficulty in identifying genuine international buyers. Although Chhattisgarh has a diversified export basket comprising rice, steel, aluminium, handicrafts, and minor forest produce, exporters face limited exposure to international buyer networks, low participation in global trade fairs, and a lack of structured buyer-seller platforms. Many MSMEs continue to depend on intermediaries due to inadequate access to real time market intelligence, export trend analytics, and buyer databases. Exporters also expressed limited awareness of international exhibitions and insufficient institutional support for participation in overseas trade fairs and buyer-seller meets, which restricts direct market linkage opportunities.

Quality compliance and packaging remain significant bottlenecks for export expansion. Around 26% of exporters highlighted high packaging costs and the limited availability of certified packaging service providers as barriers to meeting international quality standards. This is particularly critical for Chhattisgarh's agri and horticulture sectors, where vegetables and fruits accounted for 63% and 23% respectively of horticultural production during FY 2023 - 24, with plantation crops and spices contributing another 6% and 4%. With over 824,706 hectares under horticulture and an average productivity of 12.99 metric tonnes per hectare, the state possesses substantial export potential. However, exporters continue to face limited access to accredited testing laboratories for pesticide residue testing, quality control, and organic certification. These limitations extend beyond agriculture to sectors such as engineering goods, iron and steel, and

[22] https://ramp.msme.gov.in/ramp/sites/default/files/2026-05/Chhattisgarh.pdf
[23] LEADS 2025 Report - DPIIT
[24] LEADS 2025 Report - DPIIT

medicinal forest produce like Giloy and Ashwagandha, where lack of standardization and certification hampers access to premium international markets.

Regulatory complexity and documentation barriers also remain a key concern. Nearly 20% of exporters reported difficulties in understanding export documentation and compliance procedures, which discourages new exporters from entering international trade. Although the state has introduced the Invest CG Single Window System to streamline approvals, exporters still need to navigate multiple central and state level agencies including Directorate General of Foreign Trade, Food Safety and Standards Authority of India, Agricultural and Processed Food Products Export Development Authority, and customs platforms such as ICEGATE. While exporters acknowledged reforms like the paperless e-SANCHIT platform introduced by the Government of India, adoption and integration at the MSME level remain uneven, resulting in continued procedural inefficiencies.

Finally, 15% of exporters highlighted limited awareness of export schemes, inadequate training, and insufficient handholding support as major constraints, particularly for first generation exporters and enterprises in agro-processing, handicrafts, and light engineering. The state's lower performance in the business and trade support pillar of the NITI Aayog further reflects gaps in exporter outreach and institutional support. While national initiatives such as Directorate General of Foreign Trade offer training modules and e-learning resources, participation from Chhattisgarh remains limited. Exporters emphasized the need for structured mentorship, district level training cells, greater scheme awareness, and practical guidance to convert emerging export opportunities into sustained and scalable export growth. Collectively, these findings underscore the need for targeted interventions in logistics, market access, compliance infrastructure, and exporter capacity building to strengthen Chhattisgarh's export ecosystem.

## 7. SWOT Analysis of Chhattisgarh's Export Sector


*Source: Niti Aayog Report on Export Preparedness Index 2024*

### 7.1.1 Strength

Chhattisgarh possesses several inherent advantages that provide a strong foundation for export led growth. The state is one of India's most resource rich regions, holding more than 15% of the country's coal reserves, approximately 19% of hematite iron ore resources, around 20% of

India's bauxite reserves, and significant deposits of limestone, dolomite, and tin. It is also the only state in India producing refined tin concentrate, providing a unique competitive advantage in mineral based industries. These abundant resources have enabled the development of a robust industrial ecosystem comprising steel, aluminium, ferro-alloys, cement, engineering products, and power generation industries.

Agriculture represents another major strength. Known as the "Rice Bowl of Central India," Chhattisgarh supports extensive cultivation of paddy, maize, pulses, oilseeds, and horticultural crops, creating opportunities for both primary agricultural exports and value added food processing. The state also possesses rich forest resources and a diverse range of non-timber forest products including tamarind, mahua, lac, sal seed, medicinal plants, and bamboo, which offer considerable export potential.

The industrial base of the state is supported by strong manufacturing infrastructure, including over 100 steel rolling mills[25], approximately 91 sponge iron plants[26], major aluminium processing facilities, 96 industrial zones[27], 2 Special Economic Zones (SEZs)[28], and a growing network of industrial corridors. Chhattisgarh is also a power surplus state with an installed generation capacity exceeding 25,000 MW[29], ensuring reliable energy supply to industries.

#### 7.1.2 Weakness

Despite its strong resource base, Chhattisgarh faces several structural constraints that limit its export competitiveness. One of the most significant challenges is its landlocked geography and dependence on distant seaports for international trade. Most export cargo is routed through eastern ports such as Visakhapatnam, Paradip, and Dhamra, located more than 500 kilometres from key industrial centres. This increases transportation costs, transit time, and supply chain complexity compared to coastal states.

Logistics infrastructure, while improving, still requires significant enhancement. Although the state has established a fully functional Inland Container Depot (ICD)[30], expanding network of WDRA registered warehouses, and 130 cold storage[31] facilities, multimodal logistics integration remains limited. The absence of large-scale logistics parks, dry ports, dedicated freight corridors, and extensive air cargo infrastructure constrains export efficiency, particularly for high value and time sensitive products.

Another weakness is the concentration of exports in a relatively narrow range of commodities. Rice alone accounts for more than 55% of the state's exports, while metals such as steel, aluminium, ferro-alloys, and iron products contribute a substantial share of the remainder. This dependence on a limited set of products exposes the state to commodity price volatility and global market fluctuations. Furthermore, much of the export basket consists of raw materials or semi processed products, limiting value realization and reducing participation in higher value segments of global supply chains.

[25] https://ramp.msme.gov.in/ramp/sites/default/files/2026-05/Chhattisgarh.pdf
[26] https://ramp.msme.gov.in/ramp/sites/default/files/2026-05/Chhattisgarh.pdf
[27] Niti Aayog Report on Export Preparedness Index 2024
[28] Niti Aayog Report on Export Preparedness Index 2024
[29] https://invest.cg.gov.in/focus-sectors/steel
[30] LEADS 2021 report
[31] https://sansad.in/getFile/loksabhaquestions/annex/185/AU4610_ijXGXp.pdf?source=pqals&utm_

Skill gaps also present a challenge. While the state has a labour force participation rate of approximately 72%[32], the availability of highly skilled manpower in advanced manufacturing, pharmaceuticals, electronics, renewable energy, international trade management, and logistics remains relatively limited. This restricts the state's ability to diversify into technology intensive and innovation driven export sectors.

### 7.1.3 Opportunities

Chhattisgarh has substantial opportunities to transform its export profile by leveraging its natural advantages, industrial capabilities, and emerging policy support mechanisms. The food processing sector represents one of the most promising growth areas. With extensive agricultural production and over 2,889 rice mills, the state can expand exports of processed foods, fortified rice, organic products, millet-based foods, pulses, edible oils, and ready-to-eat products. Investments in cold chain infrastructure, food parks, and export-oriented processing facilities can help capture growing demand from the Middle East, Southeast Asia, Africa, and other emerging markets[33].

The state also has strong potential to move up the value chain in mineral and metal-based industries. Rather than exporting raw or semi-finished products, Chhattisgarh can promote the manufacture of engineering goods, fabricated steel products, machinery components, industrial equipment, and specialised alloys. Such diversification would increase export earnings while creating higher skilled employment opportunities.

Emerging sectors such as renewable energy equipment, electric vehicle components, electronics manufacturing, technical textiles, pharmaceuticals, and medical devices offer additional growth opportunities. The 141.8-acre Pharma Park at Naya Raipur[34] provides a platform for attracting pharmaceutical investments, particularly in herbal medicines, AYUSH products, nutraceuticals, and biotechnology. The state's rich biodiversity, including more than 1,500 varieties of medicinal plants, can support the development of globally competitive herbal and natural product value chains[35].

Infrastructure investments present another major opportunity. The development of multimodal logistics parks, additional Inland Container Depots, dry ports, freight terminals, and industrial corridors such as the Raipur - Visakhapatnam Economic Corridor can significantly reduce logistics costs and improve market access. Digital logistics systems, real time cargo tracking, and integrated supply chain platforms will further enhance export competitiveness.

Additionally, India's expanding network of Free Trade Agreements (FTAs), global supply chain diversification trends, and increasing demand for sustainable products create favourable conditions for Chhattisgarh to attract export-oriented investments and integrate more deeply into international value chains.

### 7.1.4 Threats

Several external factors could affect the future growth of Chhattisgarh's export sector. The most significant risk arises from the state's dependence on commodity-based exports. Fluctuations

[32] Niti Aayog Report on Export Preparedness Index 2024
[33] Niti Aayog Report on Export Preparedness Index 2024
[34] Niti Aayog Report on Export Preparedness Index 2024
[35] Niti Aayog Report on Export Preparedness Index 2024

in global prices of iron ore, steel, aluminium, coal, and agricultural commodities can have a direct impact on export earnings and industrial output. Changes in international demand, trade restrictions, or economic slowdowns in major destination markets may further amplify these risks.

Competition from other Indian states presents another challenge. States such as Gujarat, Maharashtra, Tamil Nadu, Karnataka, Andhra Pradesh, and Odisha benefit from stronger port connectivity, larger industrial ecosystems, more diversified export baskets, and greater integration into global manufacturing networks. These advantages can make it difficult for Chhattisgarh to attract investment in high value export sectors unless infrastructure and policy support continue to improve.

Global trade is also increasingly influenced by environmental, social, and governance (ESG) standards. New regulations related to carbon emissions, green supply chains, sustainability certifications, labour compliance, and responsible sourcing could increase compliance costs for exporters. Industries such as steel, aluminium, mining, and cement may face additional pressure from mechanisms such as carbon border adjustment measures and stricter environmental regulations in developed markets.

Geopolitical tensions, supply chain disruptions, trade protectionism, and fluctuations in freight costs also represent emerging risks. Given the state's reliance on long distance logistics routes and external port infrastructure, disruptions in transportation networks can adversely affect export competitiveness and delivery reliability.

## 8. Vision, Goals and Strategic Framework

### 8.1 Export Vision 2030 under Chhattisgarh Anjor Vision 2047

**Vision:** Transform Chhattisgarh into a diversified export hub by increasing exports from **₹18,714.73 Crore in FY 2025–26 to ₹28,000 crore by 2030** through value addition, market diversification, logistics enhancement, and MSME internationalization.

Chhattisgarh envisions transforming itself from a predominantly resource based exporting state into a diversified, value added, and globally competitive export hub by 2030. Building upon its strengths in minerals, metals, agriculture, forest resources, and emerging manufacturing sectors, the State seeks to enhance export competitiveness through improved infrastructure, logistics efficiency, institutional reforms, market diversification, and greater participation of MSMEs in international trade. The vision is to increase merchandise exports from approximately **₹18,714.73 Crore in FY 2025–26 to ₹28,000 crore by 2030** while creating a resilient export ecosystem that supports sustainable industrial growth, employment generation, and regional economic development. This vision aligns with the national priorities of Atmanirbhar Bharat, Districts as Export Hubs, and India's objective of strengthening its position in global value chains.

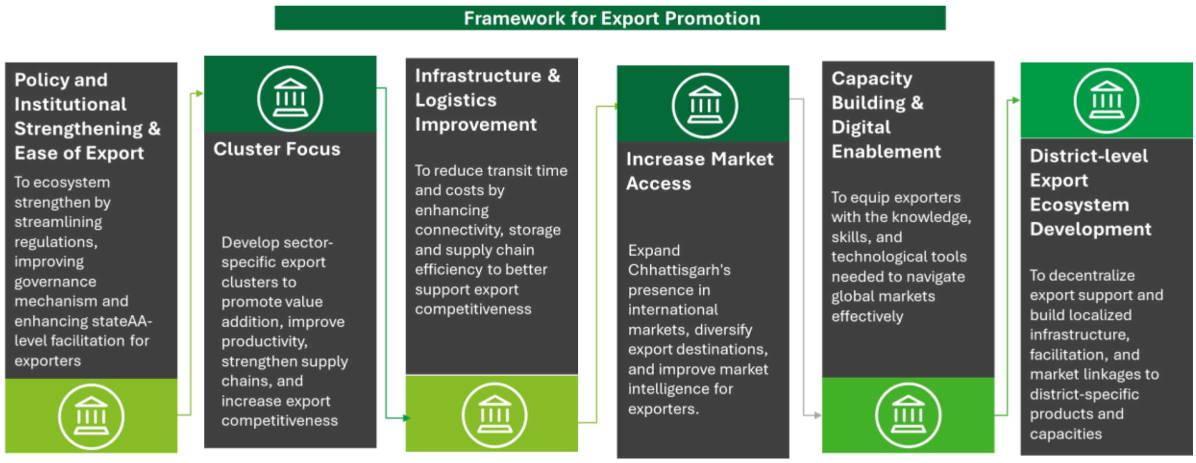
### 8.2 Strategic Objectives

To realize the Export Vision 2030, Chhattisgarh will pursue a set of strategic objectives aimed at strengthening both export capacity and competitiveness.

- The first objective is to diversify the export basket by reducing dependence on primary commodities and promoting value added products in sectors such as steel, aluminium, engineering goods, processed foods, forest-based products, pharmaceuticals, renewable energy equipment, and technical textiles.
- The second objective is to improve logistics efficiency through multimodal transport networks, Inland Container Depots (ICDs), warehousing infrastructure, cold chain ecosystems, and improved port connectivity.
- The third objective is to increase MSME participation in exports by enhancing access to certification, quality standards, digital commerce platforms, and international market intelligence.
- The fourth objective is to attract export-oriented investments into industrial clusters and sector specific parks.
- The fifth objective is to expand Chhattisgarh's global market presence by entering new markets in ASEAN, Africa, the Middle East, Europe, and East Asia while strengthening existing trade relationships.

Together, these objectives aim to build a more diversified, technology driven, and globally integrated export economy.

### 8.3 Six Pillar Export Growth Strategy




#### 8.3.1 Pillar 1: Policy and Institutional Strengthening & Ease of Export

A strong policy and institutional ecosystem are critical to improving Chhattisgarh's export competitiveness by reducing structural bottlenecks, enhancing value addition, and creating a more efficient export environment. The key intervention under the pillar include:

a) Enhancing the Logistics Ecosystem
b) Strengthening the Minor Forest Produce (MFP) value chain
c) GI or craft mark recognition
d) Focus on Food Processing
e) Institutionalize Quality Control for Exports
f) Skill Development and Capacity Building
g) Diversification and upgradation of Product mix to higher value

### 8.3.2 Pillar 2: Cluster Focus

A cluster driven approach to export development is essential for Chhattisgarh to capitalize on its regional strengths, improve value addition, and create specialized export ecosystems across high potential sectors. The key intervention under the pillar include:

a) Steel and Engineering Cluster
b) Aluminium and Metal Processing Cluster
c) Rice and Food Processing Cluster
d) Forest Produce and Herbal Products Cluster
e) Handicraft Product cluster

### 8.3.3 Pillar 3: Infrastructure & Logistics Improvement

Strengthening infrastructure and logistics is central to improving Chhattisgarh's export competitiveness, reducing transaction costs, and enhancing supply chain efficiency across sectors. The key intervention under the pillar include:

a) Develop a holistic Export Cold Chain supply chain
b) Upgrade the Air Cargo Support in the state, with additional terminals and warehouse handling capabilities
c) Create cluster specific Logistics Corridor for various product groups
d) Create fast track, high-capacity rail corridors from the major industrial belts of Chhattisgarh to ports
e) Designate a dedicated Special Economic Zone (SEZ) which is strategically located near existing dry port and inland container depot sites
f) Set up a Logistics Skill & Certification Academy (LSCA) following a PPP model

### 8.3.4 Pillar 4: Increase Market Access

Expanding market access is essential for Chhattisgarh to strengthen its export competitiveness, reduce dependency on limited destinations, and position its products in high growth global markets. The key intervention under the pillar include:

a) International Quality and Certification Support
b) Market Diversification Programme
c) Digital Export Promotion

### 8.3.5 Pillar 5: Capacity Building & Digital Enablement

Strengthening exporter capabilities and enabling digital transformation are essential to building a resilient and future ready export ecosystem in Chhattisgarh. The key intervention under the pillar include:

a) Curate a structured Export Mentorship Program
b) Facilitate a network of District Export Training Cell
c) Facilitate Women and Tribal exporter upskilling
d) Facilitate statewide Digital Empowerment of MSME
e) Facilitate Digital Training Resource Bank
f) Establish Centre of Excellence for Export Innovation

### 8.3.6 Pillar 6: District level Export Ecosystem Development

Building a strong district level export ecosystem is essential for decentralizing export growth and ensuring that Chhattisgarh's export potential is harnessed across all regions. The key intervention under the pillar include:

a) Conduct granular mapping of district level exportable Products
b) Facilitate creation of District Export cluster for Priority Products by dovetailing initiatives under ODOP and DEH scheme implementation.
c) Aim to build a recognizable, quality assured brand for each district's unique product, backed by Geographical Indication (GI) registration
d) Monthly progress review of DEPC initiatives in consultation with all stakeholders

## 9. Chhattisgarh Export Target & Governance Framework

This chapter presents Framework for operationalising the Six Pillar Export Growth Strategy outlined in the previous chapter. While Chapter 8 defines the strategic interventions required to enhance Chhattisgarh's export competitiveness, this chapter translates those interventions into an actionable implementation framework by clearly defining the institutional architecture, stakeholder responsibilities, implementation mechanisms, monitoring systems and performance indicators. It establishes a coordinated governance structure from the State to the district level, assigns roles and responsibilities to all implementing agencies, and introduces stakeholder specific implementation roadmaps, Key Performance Indicators (KPIs), reporting mechanisms and review processes. By creating clear accountability, measurable outcomes and a robust monitoring mechanism, this chapter provides the institutional foundation for achieving the objectives of the Chhattisgarh Export Vision 2030 and ensuring that every stakeholder contributes effectively towards the State's long term export growth targets.

### 9.1 State Export Target

**Table 4: Chhattisgarh State Export Targets and KPIs, FY 2024-25 to 2030**

| Indicator | Current (FY 2025-26) | Target (2030) |
|---|---|---|
| **Export Value** | ₹18,714.73 Crore | ₹28,000 crore |
| **Exporting MSMEs** | Limited Base | 1000+ MSMEs |
| **Export Clusters** | Select Districts | District Export Hub in every district |
| **Logistics Efficiency** | Baseline | 15–20% cost reduction |
| **Employment Supported** | Baseline | 2 lakh+ additional jobs |

The State export target of **₹28,000 crore by 2030** has been derived based on Chhattisgarh's current export base of **₹18,714.73 crore in FY 2025-26**, sector-wise export potential, expected industrial growth, and the anticipated impact of the interventions proposed under the State Export Action Plan. The target represents an overall growth of approximately **49.6 percent** over the baseline period, equivalent to a CAGR of around **10.6 percent** between FY 2025-26 and FY 2030. The projected growth is expected to be driven by expansion of value-added steel and aluminium products, increased exports of processed food products, rice and agri-products, forest-based products, engineering goods, and emerging sectors such as renewable energy components and pharmaceuticals. The target also factors in improvements in logistics infrastructure, expansion of export-oriented MSMEs, district-level export activation, enhanced market access, and increased participation under the Districts as Export Hubs (DEH) and ODOP initiatives. Considering Chhattisgarh's existing industrial strengths and untapped district-level export potential, the target is ambitious yet achievable and provides a realistic pathway towards building a diversified and competitive export economy by 2030.

## 9.2 State Export Governance Structure

### 9.2.1 Department of Commerce & Industries - Strategic Governance

The Department of Commerce & Industries shall function as the apex strategic authority and nodal department for the implementation of the Chhattisgarh State Export Action Plan. The Department shall provide overall policy direction, strategic leadership and governance oversight to achieve the State's Export Vision 2030. It shall establish export priorities, formulate policy interventions, facilitate convergence between State and Central Government initiatives, and guide long-term export development strategies aligned with the economic objectives of the State.

As the designated nodal department, the Department shall oversee the overall performance of the State export ecosystem, review progress against export targets, monitor implementation outcomes, and ensure accountability across all stakeholder institutions. The Department shall coordinate with Government of India ministries and agencies, including the Department of Commerce, DGFT, DPIIT, APEDA and other national institutions, to leverage central schemes, policy support and export promotion initiatives for the benefit of the State.

The Department shall also provide administrative and secretariat support to the State Export Promotion Council (SEPC) and facilitate effective coordination among departments, district administrations and implementing agencies. Through periodic policy reviews, export competitiveness assessments and strategic monitoring mechanisms, the Department shall ensure that export development initiatives remain aligned with the State's priorities and contribute towards sustainable, inclusive and diversified export growth.

**Proposed Role**

To provide strategic leadership, policy guidance, governance oversight and institutional direction for achieving Chhattisgarh's Export Vision 2030 while ensuring coordinated implementation, stakeholder accountability and alignment with national export priorities.

**Stepwise Implementation Framework**

**Table 5: Implementation Steps of Department of Commerce & Industry**

| Step | Activity |
|---|---|
| **Step 1** | Notify State Export Action Plan |
| **Step 2** | Fix annual state export targets and district export targets. |
| **Step 3** | Secure convergence of GoI and State schemes. |
| **Step 4** | Coordinate with DGFT, DPIIT, APEDA, EPCs and Government of India. |
| **Step 5** | Approve annual export budget and resource allocation. |
| **Step 6** | Present annual export performance to State Government. |
| **Step 7** | Initiate policy reforms based on SEPC recommendations. |

**Key Performance Index (KPI) matrix of Department of Commerce & Industries**

**Table 6: KPI matrix of Department of Commerce & Industries**

| KPI | Baseline (2026) | Target (2030) | Frequency |
|---|---|---|---|
| **State Export Value** | ₹18,714.73 Crore | ₹28,000 crore | Quarterly |
| **Monitor State Export Plan** | 0 | All districts | Annual |
| **Monitor Export policy reform Notified** | NA | 90%+ | Annual |
| **State Export Dashboard** | Yes | District wise export Dashboard | Monthly |
| **Export investment proposals facilitated** | Baseline | ₹10,000 Crore | Annual |
| **Monitor the number of SEPC meeting held** | | 2 meetings | Biannual |
| **Monitor action emerged in the SEPC meeting** | | | Biannual |
| **Approval of annual Export Performance Report** | | | |

### 9.2.2 State Export Promotion Council (SEPC) - Programme Management & coordination

The successful implementation of the Chhattisgarh State Export Action Plan requires a robust programme management and coordination framework capable of translating the State's export vision into measurable outcomes across sectors, departments and districts. Given that export promotion involves multiple stakeholders spanning industry, agriculture, logistics, infrastructure, finance, skill development, trade facilitation and market access, a dedicated institutional mechanism is essential to ensure effective coordination, implementation monitoring and timely resolution of operational bottlenecks.

Accordingly, the State Export Promotion Council (SEPC) shall function as the apex Programme Management and Coordination Mechanism under the strategic guidance of the Department of Commerce & Industries. While the Department of Commerce & Industries shall provide overall policy direction, strategic oversight and governance for the State Export Action Plan, the SEPC shall be responsible for coordinating implementation across departments, monitoring progress against export targets, reviewing stakeholder performance and facilitating convergence of State and Central Government initiatives.

The SEPC shall serve as the principal platform for inter-departmental coordination and programme monitoring, ensuring alignment of stakeholder activities with the objectives of the Chhattisgarh Export Vision 2030. The Council shall review district-level progress, monitor implementation of priority interventions, assess achievement of key performance indicators (KPIs), identify implementation bottlenecks and recommend corrective actions for timely delivery of outcomes.

The SEPC shall also facilitate coordination between State departments, District Export Promotion Committees (DEPCs), District Industries Centres (DICs), export promotion agencies, financial institutions, infrastructure development agencies and industry stakeholders. Emphasis shall be placed on strengthening convergence across export promotion initiatives, infrastructure development programmes, market access interventions, capacity-building activities and district-level export development efforts.

To support evidence-based decision-making, the SEPC shall periodically review export performance data, district export indicators, stakeholder reports and sector-specific developments. The Council shall oversee preparation of annual export performance reviews, district export competitiveness assessments and implementation status reports, while providing recommendations to the Department of Commerce & Industries for policy interventions and strategic course correction.

Further, the SEPC shall act as the State-level coordinating platform for the implementation and monitoring of national export initiatives, including the Districts as Export Hubs (DEH) Programme, One District One Product (ODOP) Initiative, Foreign Trade Policy 2023, PM GatiShakti National Master Plan, National Logistics Policy, and other relevant Government of India export promotion programmes. Through a structured review and coordination mechanism, the SEPC shall ensure that export-related issues are addressed in a timely manner, stakeholder responsibilities remain clearly defined and implementation efforts across departments and districts remain aligned with the State's long-term export growth objectives.

**Table 7: SEPC Governance Structure**

| Particular | Details |
|---|---|
| **Institution** | State Export Promotion Council |
| **Chairperson** | Principal Secretary |
| **Member Convener** | Director, Industries (or designated officer) |
| **Members** | Agriculture, Horticulture, Forest, MSME, Finance, Commerce Departments, CSIDC, APEDA, FIEO, Export Promotion Councils and other stakeholders |
| **Meeting Frequency** | Quarterly |
| **Primary Role** | Policy guidance, inter-departmental coordination, export performance review and strategic decision making |

**Proposed Role**

To coordinate, monitor and facilitate implementation of the Chhattisgarh State Export Action Plan through a structured programme management framework, ensuring timely execution of export promotion initiatives, stakeholder accountability, district-level convergence and achievement of the State's Export Vision 2030 targets.

**Step wise Action Framework of SEPC**

**Table 8: Step wise action Framework of SEPC**

| Step | Activity |
|---|---|
| **Step 1** | Review quarterly export performance. |
| **Step 2** | Monitor stakeholder KPIs and Review district performance reports. |

| Step | Activity |
| --- | --- |
| **Step 3** | Resolve policy and regulatory issues requiring inter-departmental coordination/ guidelines. |
| **Step 4** | Recommend and monitor implementation of export-related infrastructure projects including logistics parks, ICDs, testing laboratories, cold chains and export clusters. |
| **Step 5** | Review implementation status of export promotion schemes. |
| **Step 6** | Coordinate with EPCs, APEDA, ECGC, FIEO, Customs, Banks and logistics agencies. |
| **Step 7** | Recommend policy reforms and new initiatives. |
| **Step 8** | Publish quarterly monitoring reports. |

**SEPC Key Performance Index (KPI)**

**Table 9: SEPC KPI Matrix**

| KPI | Baseline (2026) | Target (2030) | Frequency |
| --- | --- | --- | --- |
| **SEPC meetings conducted** | Ad hoc | 4 per year | Quarterly |
| **Action points implemented from SEPC decisions** | NA | 90%+ | Quarterly |
| **Stakeholder KPI compliance rate** | Baseline | 90%+ | Quarterly |
| **Policy bottlenecks resolved** | Baseline | 100 major issues resolved | Annual |
| **Departments submitting reports on time** | Baseline | 100% | Quarterly |
| **District Export Action Plans reviewed** | 0 | All Districts | Annual |
| **Decisions implemented within prescribed timeline** | Baseline | 85%+ | Quarterly |
| **Publish report on categorization of Districts** | 0 | Annual | Annual |
| **Stakeholder Compliance Rate** | 0 | 90% | |
| **No. of Infrastructure Projects reviewed** | 0 | 100% | |
| **Districts Reviewed** | 0 | 33 | |
| **Publish Annual State Export Report** | No | Yes, every year | Annual |

### 9.2.3 State Export Action Plan Responsibility Matrix

The successful implementation of the Chhattisgarh State Export Action Plan requires clear delineation of responsibilities among various institutions involved in export promotion, infrastructure development, financing, capacity building, and market access. The Responsibility Matrix establishes a structured governance framework by defining the accountability, execution responsibilities, consultation mechanisms, and reporting relationships for key export-related functions. This framework is designed to minimize duplication of efforts, strengthen inter-agency coordination, enhance stakeholder accountability, and ensure timely implementation of initiatives under the State Export Action Plan. By clearly identifying the roles of each stakeholder, the matrix facilitates efficient decision-making, effective monitoring, and seamless collaboration across the State's export ecosystem.

**Table 10: State Export Action Plan Responsibility Matrix**

| Function | Accountable | Responsible | Consulted | Informed |
|---|---|---|---|---|
| **Export Policy** | Department of Commerce & Industries | Department of Commerce & Industries | SEPC | All Stakeholders |
| **District Export Planning** | DEPC | DIC | FIEO, EPC | SEPC |
| **Export Awareness** | DIC | FIEO | EPC | DEPC |
| **IEC Facilitation** | DIC | DIC | DGFT, FIEO | DEPC |
| **Export Training** | FIEO | FIEO | EPC, DIC | SEPC |
| **Market Intelligence** | FIEO | EPC | Department of Commerce & Industries | DIC |
| **Agri Export** | Agriculture Dept | APEDA | NABARD | SEPC |
| **FPO Export Development** | NABARD | NABARD | APEDA | DEPC |
| **Export Finance** | SLBC/Lead Bank | Banks | SIDBI, EXIM | SEPC |
| **MSME Export Finance** | SIDBI | SIDBI | Banks | Department of Commerce & Industries |
| **Infrastructure Development** | CSIDC | CSIDC | SEPC | Department of Commerce & Industries |
| **Logistics Development** | Department of Commerce & Industries | CSIDC/Logistics Agencies | Railways, AAI | SEPC |
| **Export Monitoring** | SEPC | Department of Commerce & Industries | SEPC | SEPC |
| **Export Capacity Building & Mentorship** | FIEO | FIEO | EPCs, DICs | SEPC |
| **Export Cluster Development** | CSIDC | CSIDC | DIC, DEPC | Department of Commerce & Industries |
| **Export Infrastructure Monitoring** | SEPC | CSIDC | Logistics Agencies | Department of Commerce & Industries |
| **Market Diversification & International Promotion** | FIEO | EPCs/FIEO | APEDA, DGFT | SEPC |

### 9.2.4 District Export Promotion Committee (DEPC) – District Governance

Districts play a pivotal role in expanding Chhattisgarh's export base and ensuring balanced regional export development. While the Department of Commerce & Industries provides strategic direction and the State Export Promotion Council (SEPC) oversees programme management and coordination, the success of the State Export Action Plan will depend on effective district-level governance, stakeholder coordination and timely resolution of implementation challenges. In alignment with the Government of India's Districts as Export Hubs (DEH) initiative, each district shall operationalize and periodically review its District Export Action Plan (DEAP) through the District Export Promotion Committee (DEPC).

The DEPC shall function as the principal district-level governance and review mechanism, bringing together relevant government departments, financial institutions, industry representatives, exporters, Farmer Producer Organisations (FPOs), MSMEs and other key stakeholders to support export development initiatives within the district. The Committee shall provide strategic oversight for district export development, review implementation progress under the District Export Implementation Plan (DEIP), monitor district export performance, identify bottlenecks related to infrastructure, logistics, market access, finance and regulatory compliance, and recommend corrective actions to the State Export Promotion Council (SEPC) and concerned agencies.

The DEPC shall also facilitate convergence of State and Central Government schemes, review district-specific export opportunities, prioritize export infrastructure requirements and ensure effective coordination among implementing agencies. Through periodic review and monitoring, the Committee shall promote accountability, strengthen district export ecosystems and support the achievement of district and State export targets under the Chhattisgarh Export Vision 2030s.

**Proposed Role**

To serve as the district-level governance, coordination and review platform for monitoring implementation of the District Export Implementation Plan (DEIP), facilitating stakeholder convergence, resolving local bottlenecks and accelerating export-led development across the district.

**Composition of District Export Promotion Committee (DEPC)**

**Table 11: District Export Promotion committee**

| Particular | Details |
|---|---|
| **Chairperson** | District Collector |
| **Member Secretary** | General Manager, District Industries Centre (DIC) |
| **Members** | Lead Bank, Agriculture Department, Horticulture Department, Forest Department, APEDA, NABARD, Customs/GST representatives, CSIDC, Export Promotion Councils (where applicable), FPOs, MSMEs, Exporters, Industry Associations, Logistics Service Providers and Academic Institutions |
| **Meeting Frequency** | Once every two months (minimum six meetings annually) |

**DEPC Execution Steps**

**Table 12: DEPC Execution Steps**

| Step | Activity |
|---|---|
| **Step 1** | Approve the Annual District Export Implementation Plan (DEIP) based on district export potential and baseline assessment. |
| **Step 2** | Review district export progress. |
| **Step 3** | Identify export bottlenecks relating to infrastructure, logistics, certification, finance and market access, and prepare time bound action plans. |
| **Step 4** | Recommend infrastructure projects. |
| **Step 5** | Escalate issues to SEPC. |
| **Step 6** | Review ODOP and DEH implementation |
| **Step7** | Prepare quarterly implementation reports and submit them to the State Export Promotion council along with recommendations for policy support, investment and infrastructure development. |

**DEPC Performance Indicators (KPI)**

**Table 13: DEPC Performance Indicators (KPI)**

| KPI | Baseline (2026) | Target (2030) | Frequency |
|---|---|---|---|
| **DEPC Meetings Conducted** | 0 | Minimum 6 annually | Bi-monthly |
| **District Export Implementation Plan Approved and Reviewed** | | 100% implementation | Annual |
| **Identification of Export Clusters from Each District** | 0 | | Annually |
| **District Export Mapping Completed** | 0 | | Annual |
| **District Export Profiles Updated** | 0 | | Quarterly |
| **District Export Infrastructure Proposals Submitted** | 0 | | Annual |
| **Export Grievances Resolved** | 0 | | Quarterly |

### 9.2.5 Monitoring and Evaluation Framework

A robust Monitoring and Evaluation (M&E) Framework is essential to ensure effective implementation of the Chhattisgarh State Export Action Plan and achievement of the State's Export Vision 2030. The framework establishes a structured mechanism for tracking progress, measuring outcomes, ensuring stakeholder accountability, and facilitating evidence-based decision-making. Each key stakeholder institution has been assigned specific reporting responsibilities aligned with its functional mandate, along with defined reporting frequencies to enable timely review and corrective action. The framework will support regular monitoring of export performance, district-level implementation, infrastructure development, market access initiatives, exporter facilitation, capacity-building activities, and financial interventions, thereby ensuring coordinated and outcome-oriented execution of the State Export Action Plan.

**Table 14: Monitoring and Evaluation Framework**

| Indicator | Reporting Agency | Frequency |
|---|---|---|
| **State Export Value Achievement** | Department of Commerce & Industries | Quarterly |
| **Policy Reforms & Scheme Convergence** | Department of Commerce & Industries | Annual |
| **Stakeholder KPI Compliance** | SEPC | Quarterly |
| **District Export Target Achievement** | DEPC | Quarterly |
| **District Export Growth** | DIC | Quarterly |
| **New IEC Registrations** | DIC | Quarterly |
| **New Exporters Onboarded** | DIC | Quarterly |
| **Export Awareness & Training Programmes** | FIEO | Quarterly |
| **Buyer-Seller Meets Conducted** | FIEO | Quarterly |
| **Agri Export Growth Rate** | APEDA | Annual |
| **Export-Oriented FPOs Supported** | NABARD | Annual |
| **Forest Produce Export Growth** | CGMFP Federation | Annual |
| **RCMC Registrations & Compliance Support** | EPCs | Quarterly |
| **Export Mentorship Beneficiaries** | FIEO | Quarterly |
| **Export Credit Disbursed** | Banks / SLBC | Quarterly |
| **MSME Export Finance Facilitated** | SIDBI | Quarterly |
| **Export Opportunity & Market Studies** | EXIM Bank | Annual |
| **Export Infrastructure Projects Progress** | CSIDC | Half-Yearly |
| **New Export Markets Accessed** | EPCs / FIEO | Annual |
| **Logistics Efficiency & ICD Utilization** | Logistics Agencies/ICD Operators | Half- Yearly |

#### 9.2.6 District Industries Centres (DICs) – District Implementation

District Industries Centres (DICs) shall function as the principal district level implementation agencies for supporting MSMEs from the district for export facilitation under the Chhattisgarh State Export Action Plan. As the member of the District Export Promotion Committee (DEPC), the DIC shall play a pivotal role in identifying potential exporters, developing district export databases, facilitating export registrations, promoting export readiness among MSMEs, startups, FPOs and SHGs, and coordinating with Central and State Government agencies to build an inclusive export ecosystem. The DIC shall serve as the single point of contact for district exporters by providing handholding support, facilitating access to export promotion schemes, quality certification, maintain export data and international market opportunities. Through regular monitoring and coordination with Director Industries, DICs shall ensure effective implementation of the District Export Implementation Plan (DEIP) and contribute towards achieving district and State export targets.

**Proposed Role**

To facilitate the development of an export ready ecosystem at the district level by identifying potential exporters, strengthening MSME competitiveness, promoting export awareness and coordinating implementation of the District Export Implementation Plan.

**Stepwise Implementation Framework**

**Table 15: Stepwise Implementation Framework of District Industries Centre**

| Step | Activity |
|---|---|
| **Step 1** | Prepare and update the District Export Implementation Plan based on district export potential and stakeholder consultations. |
| **Step 2** | Identify potential exporters including MSMEs, FPOs, SHGs, cooperatives, startups and artisan groups through district surveys and industrial mapping. |
| **Step 3** | Facilitate IEC registration, RCMC enrolment, Udyam Registration and onboarding under relevant export promotion schemes. |
| **Step 4** | Develop and maintain exporter database. |
| **Step 5** | Conduct regular export awareness programmes, product specific workshops and export facilitation camps in collaboration with partner agencies. |
| **Step 6** | Facilitate MSMEs in obtaining quality certifications, international standards, packaging support, testing services and export compliance approvals. |
| **Step 7** | Establish District Export Training Cells to provide continuous training, mentoring and advisory services to new and existing exporters. |
| **Step 8** | Promote digital exports by onboarding MSMEs to cross-border e-commerce platforms while facilitating digital marketing and export documentation. |
| **Step 9** | Identify and develop priority export clusters, facilitate GI registration, Craft Mark certification, branding initiatives and district specific export promotion campaigns. |
| **Step 10** | Implement the DEH & ODOP schemes to increase the number of exporters and export volumes from the respective districts and recognize high performing exporters, FPOs and MSMEs. |
| **Step 11** | Facilitate GI registration, Craft Mark certification, district branding initiatives and ODOP product promotion, and undertake export readiness assessments of identified MSMEs. |
| **Step 12** | Monitor district export performance through a quarterly KPI dashboard, resolve operational issues and submit progress reports to the DEPC |
| **Step 13** | Submit Quarterly Progress Report to DEPC |

**DIC Key Performance Index**

**Table 16: KPI matrix of District Industry Centre**

| KPI | Baseline (2026) | Target 2030 | Frequency |
|---|---|---|---|
| **New IEC registrations facilitated** | Baseline | 5,000 statewide | Quarterly |
| **Number of product specific cluster identified** | Baseline | All District | Quarterly |
| **New exporters onboarded** | Baseline | 100 per district annually | Quarterly |
| **Export ready MSMEs identified** | Baseline | 5,000 | Annual |
| **MSMEs onboarded to export ecosystem** | Baseline | 10,000 | Annual |
| **Export awareness programmes conducted** | Baseline | Minimum 5 per district annually | Quarterly |
| **District Export Training Cells established** | 0 | All districts | Annual |
| **MSMEs obtaining quality certifications** | Baseline | 2,000 | Annual |
| **Export readiness assessments completed** | 0 | 500 MSMEs per year | Annual |
| **Exporter database updated** | Limited | Quarterly updates | Quarterly |
| **MSMEs onboarded on digital export platforms** | 0 | 10,000 | Annual |
| **GI/Craft Mark applications facilitated** | Baseline | Minimum 25 products statewide | Annual |
| **District branding initiatives implemented** | Limited | All export districts | Annual |
| **Export grievances resolved within timeline** | Baseline | 90% | Quarterly |
| **District Export Progress Reports submitted** | Baseline | 100% compliance | Quarterly |

### 9.2.7 Chhattisgarh State Industrial Development Corporation (CSIDC) – Infrastructure Development

The Chhattisgarh State Industrial Development Corporation (CSIDC) shall play a strategic role in creating world class industrial and logistics infrastructure to enhance the State's export competitiveness. As the principal agency responsible for industrial infrastructure development, CSIDC shall facilitate the establishment of export oriented industrial parks, sector specific manufacturing clusters, common facility centres (CFCs), logistics parks, warehousing infrastructure and multimodal connectivity. CSIDC shall also support investment promotion by developing plug and play industrial infrastructure, attracting export-oriented industries and facilitating public private partnerships (PPP) for export infrastructure projects. Working closely with the Department of Commerce & Industries, District Export Promotion Committees (DEPCs) and infrastructure agencies, CSIDC shall ensure that industrial development is aligned with the export priorities identified under the Chhattisgarh State Export Action Plan.

**Proposed Role**

To develop globally competitive industrial and logistics infrastructure that supports export-oriented manufacturing, value addition, investment promotion and efficient supply chain connectivity across Chhattisgarh.

**Stepwise Implementation Framework of CSIDC**

**Table 17: Stepwise Implementation Framework of CSIDC**

| Step | Activity |
| --- | --- |
| **Step 1** | Identify and prioritize locations for export oriented industrial parks, manufacturing clusters and logistics infrastructure based on district export potential. |
| **Step 2** | Develop sector specific industrial parks/hubs for engineering goods, steel, aluminium, agro-processing, forest products, textiles and other priority export sectors. |
| **Step 3** | Establish Common Facility Centres (CFCs), testing laboratories, packaging units and quality certification infrastructure to support MSMEs and exporters. |
| **Step 4** | Facilitate land allotment and plug and play industrial infrastructure for export-oriented manufacturing units through transparent and time bound processes. |
| **Step 5** | Coordinate with Transport, Railways, Airports and logistics agencies to improve multimodal connectivity and reduce logistics costs. |
| **Step 6** | Promote export-oriented investments through investor outreach programmes, roadshows, investment summits and strategic partnerships with domestic and international investors. |
| **Step 7** | Develop the State Export Logistics Hub by integrating logistics parks, ICDs, freight terminals, warehousing and multimodal transport facilities to improve export cargo movement. |
| **Step 8** | Facilitate development and expansion of Special Economic Zones (SEZs), Export oriented Industrial Estates and other dedicated export infrastructure projects, wherever economically viable. |
| **Step 9** | Establish cluster specific logistics corridors connecting industrial clusters with ICDs, airports, rail terminals and seaports, ensuring seamless cargo evacuation. |
| **Step 10** | Coordinate establishment of testing laboratories, certification centres, bonded warehousing, cold chain infrastructure and value addition facilities. |

**Key performance Indicator (KPI) Matrix of CSIDC**

**Table 18: Key performance Indicator (KPI) Matrix of CSIDC**

| KPI | Baseline (2026) | Target 2030 | Frequency |
| --- | --- | --- | --- |
| **Export oriented industry/Logistics parks developed** | Existing | 5 | Half-Yearly |
| **Sector specific export clusters developed** | Limited | 15 | Annual |
| **Common Facility Centres established** | Limited | 20 | Annual |

| | | | |
|---|---|---|---|
| **Export Logistics Hub** | Not Available | Operational | Annual |
| **Logistics infrastructure projects facilitate** | Baseline | 10 | Half-Yearly |
| **Cluster specific logistics corridors developed** | 0 | 5 | Annual |
| **Land allocated for export-oriented industries** | Baseline | 1,000+ acres | Annual |
| **Export-focused investments attracted** | Baseline | ₹5,000 Crore | Quarterly |
| **Testing and certification centres established** | Limited | 10 | Annual |
| **Warehousing capacity created** | Baseline | 5 lakh MT | Annual |
| **Cold chain infrastructure projects supported** | Baseline | 20 | Annual |
| **Industrial infrastructure projects completed on schedule** | Baseline | 90% | Quarterly |
| **Facilitated in establishment of Testing Infrastructure** | Existing | 3 | Half-Yearly |
| **Investment proposals approved within timeline** | Baseline | 90% | Quarterly |

### 9.2.8 Agricultural and Processed Food Products Export Development Authority (APEDA) – Agri Export Promotion

The Agricultural and Processed Food Products Export Development Authority (APEDA) is proposed to serve as the principal technical and market facilitation agency for promoting exports of agricultural and processed food products from Chhattisgarh. Given the State's strong agricultural base and significant production of rice, millets, pulses, minor forest produce and horticultural crops, APEDA is proposed play a critical role in strengthening the entire agri-export value chain—from production and aggregation to processing, certification, branding and international market access. In close coordination with the Department of Agriculture, Horticulture, District Industries Centres (DICs), NABARD, Farmer Producer Organisations (FPOs), exporters and logistics agencies, APEDA shall facilitate the development of internationally competitive agri-export clusters and improve compliance with global quality, food safety and traceability standards. The Authority shall also support implementation of the Agriculture Export Policy, promote GI-tagged products and strengthen Chhattisgarh's position in high value global agricultural markets.

**Proposed Role**

The role proposed for APEDA will be to develop a globally competitive agri-export ecosystem by strengthening value chains, build capacity for value addition, export readiness, international certifications and market access for agricultural and processed food products from Chhattisgarh.

**Stepwise Implementation Framework of APEDA**

**Table 19: Stepwise Implementation Framework of APEDA**

| Step | Proposed Activity |
|---|---|

| | |
|---|---|
| **Step 1** | Identify export oriented agricultural products, districts and clusters based on production, market demand and export potential. |
| **Step 2** | Shall facilitate to strengthen export ready FPOs, cooperatives and agri-enterprises by providing technical guidance and market linkage support through implementing agency. |
| **Step 3** | Facilitate APEDA registration, certification, export documentation, traceability systems and compliance with importing country requirements. |
| **Step 4** | Organise international buyer-seller meets, reverse buyer-seller delegations, export promotion events and participation in international trade fairs. |
| **Step 5** | Disseminate global market intelligence, SPS/TBT updates, export regulations and market access opportunities to exporters and FPOs. |
| **Step 6** | APEDA shall facilitate technical support and market linkage. |
| **Step 7** | Facilitate international quality certifications, food safety compliance, residue monitoring, traceability systems and accreditation for export-oriented enterprises through implementing agency. |
| **Step 8** | Promote value added (low GI, diabetic friendly), GI-tagged rice, millets, processed foods and other niche agricultural products through branding campaigns, international exhibitions and market promotion programmes. |
| **Step 9** | Monitor implementation of agri-export projects, evaluate cluster performance and submit quarterly progress reports. |

**Proposed Key Performance Indicators (KPIs) for APEDA**

**Table 20: Key Performance Indicators (KPIs) of APEDA**

| KPI | Baseline (2026) | 2030 Target | Frequency |
|---|---|---|---|
| **Export ready FPOs supported through APEDA interventions** | <100 | 500 | Quarterly |
| **Buyer-seller meets organised** | Baseline | 3 | |
| **APEDA registered exporters** | Baseline | 1,000 | Quarterly |
| **Agri-export clusters operational** | Limited | 20 | Annual |
| **International quality certifications facilitated** | Baseline | 2,000 | Annual |
| **Agri-export growth rate** | Baseline | Minimum 15% CAGR | Annual |
| **Export value of processed food products** | Baseline | Threefold increase | Annual |

### 9.2.9 National Bank for Agriculture and Rural Development (NABARD) – Agri Finance

The **National Bank for Agriculture and Rural Development (NABARD)** is proposed serve as the principal financial and development institution for promoting export-oriented agriculture, rural enterprises and value-added processing in Chhattisgarh. Given the State's significant potential in agriculture, horticulture, minor forest produces and rural industries, NABARD may play a pivotal role in strengthening Farmer Producer Organisations (FPOs), financing rural infrastructure and facilitating access to institutional credit for export-oriented enterprises. NABARD is proposed to support the creation of integrated value chains by financing post-harvest infrastructure, food processing units, cold chain facilities, warehouses and agri-logistics networks. In coordination with APEDA, the Department of Agriculture, District Industries Centres (DICs), Banks and District Export Promotion Committees (DEPCs), NABARD may facilitate the development of export ready rural enterprises, improve market linkages and enhance the competitiveness of agriculture-based exports.

**Proposed Role**

To strengthen the rural export ecosystem by facilitating institutional finance, infrastructure development, FPO promotion, value addition and market linkages for agriculture and forest-based export products.

**Proposed Stepwise Implementation Framework of NABARD**

**Table 21: Stepwise Implementation Framework of NABARD**

| Step | Activity |
|---|---|
| **Step 1** | Identify export oriented FPOs, cooperatives and rural enterprises with high export potential across priority districts. |
| **Step 2** | Facilitate institutional credit and refinance support for export-oriented agriculture, food processing and rural enterprises through NABARD schemes. |
| **Step 3** | Facilitate capacity building of FPOs, SHGs and cooperatives on export quality standards, business planning, financial management and market access. |
| **Step 4** | Support value addition infrastructure such as food processing units, grading centres, packaging facilities and primary processing hubs. |
| **Step 5** | Facilitate convergence of NABARD financing schemes with APEDA, PM Formalisation of Micro Food Processing Enterprises (PMFME), Agriculture Infrastructure Fund and other Central and State Government programmes. |
| **Step 6** | Finance integrated cold chain corridors, including cold storages, reefer transportation, collection centres and temperature-controlled logistics infrastructure to strengthen export supply chains. |
| **Step 7** | Support development of food processing clusters and export oriented value addition infrastructure for rice, millets, pulses, fruits, vegetables and processed foods. |
| **Step 8** | Promote export oriented FPO aggregation platforms by strengthening aggregation, storage, grading, packaging and direct market linkages with exporters and international buyers. |
| **Step 9** | Monitor implementation of NABARD assisted export infrastructure and enterprise development projects and submit periodic progress reports to SEPC/DEPC. |

**Key Performance Indicators (KPIs) of NABARD**

**Table 22: Key Performance Indicators (KPIs) of NABARD**

| KPI | Baseline (2026) | Target 2030 | Frequency |
|---|---|---|---|
| Export oriented FPOs supported | <100 | 500 | Quarterly |
| Cold chain infrastructure projects financed | Baseline | 30 | Half-Yearly |
| Food processing units financed | Baseline | 100 | Annual |
| Export oriented rural enterprises financed | Baseline | 1,000 | Annual |

| | | | |
|---|---|---|---|
| Credit facilitated for export oriented projects | Baseline | ₹1,000 Crore | Quarterly |
| FPOs linked with exporters | Baseline | 500 | Annual |
| Rural entrepreneurs trained | Baseline | 10,000 | Annual |
| FPOs Linked to Export Value Chains | | | Annual |
| Value addition infrastructure projects completed | Baseline | 100 | Annual |

### 9.2.10 Forest Department & Chhattisgarh State Minor Forest Produce (Trading & Development) Co-operative Federation (CGMFP Federation)

The Forest Department and the Chhattisgarh State Minor Forest Produce (Trading & Development) Co-operative Federation (CGMFP Federation) shall jointly serve as the nodal agencies for promoting exports of Minor Forest Produce (MFP), non-timber forest products (NTFPs), medicinal and aromatic plants, bamboo products, herbal products and tribal handicrafts from Chhattisgarh. With nearly 44% of the State under forest cover and a significant tribal population dependent on forest-based livelihoods, Chhattisgarh possesses immense potential to emerge as a leading exporter of sustainable forest products. The Forest Department and CGMFP Federation shall focus on sustainable harvesting, value addition, quality certification, aggregation, branding and international market access while ensuring conservation of forest resources and enhanced income for forest dependent communities. The agencies shall work in close coordination with the Department of Commerce & Industries, Tribal Welfare Department, DICs, APEDA, FIEO, Export Promotion Councils (EPCs), NABARD and District Export Promotion Committees (DEPCs) to develop a globally competitive forest-based export ecosystem.

**Proposed Role**

To promote sustainable harvesting, value addition, branding and export of forest-based products while enhancing the income and livelihood opportunities of tribal communities through integration with domestic and global value chains.

**Stepwise Implementation Framework of CGMFP Federation**

**Table 23: Stepwise Implementation Framework of CGMFP Federation**

| Step | Activity |
|---|---|
| **Step 1** | Identify districts with export potential for Minor Forest Produce (MFP), medicinal plants, bamboo products and tribal handicrafts based on resource mapping and market demand. |
| **Step 2** | Organise tribal producer groups, SHGs, Van Dhan Vikas Kendras (VDVKs) and cooperatives into export-oriented value chains through aggregation and capacity building. |
| **Step 3** | Develop primary processing centres, collection centres, grading facilities, storage infrastructure and value addition units for forest produce. |
| **Step 4** | Facilitate sustainable harvesting practices, traceability systems and compliance with national and international environmental standards. |

| | |
|---|---|
| **Step 5** | Organise capacity building programmes on quality standards, export documentation, packaging, branding and market access for tribal enterprises and forest producer groups. |
| **Step 6** | Promote participation of tribal enterprises in domestic and international exhibitions, buyer-seller meets and export promotion events. |
| **Step 7** | Launch the 'Chhattisgarh Herbals' Export Branding Programme to position herbal products, medicinal plants and forest-based products in premium domestic and international markets. |
| **Step 8** | Establish Minor Forest Produce (MFP) Processing Centres, herbal value addition units, bamboo processing centres and essential oil extraction facilities in major forest districts. |
| **Step 9** | Facilitate organic certification, Fairtrade certification, FSC certification and international quality accreditation, while creating direct market linkages with exporters, e-commerce platforms and global buyers. |
| **Step 10** | Monitor export performance of forest products and submit quarterly progress reports to SEPC/DEPC |

**Key Performance Indicators (KPIs) of CGMFP Federation & Forest Department**

**Table 24: Key Performance Indicators (KPIs) of CGMFP Federation& Forest Department**

| KPI | Baseline (2025) | 2030 Target | Reporting Frequency | Reporting Agency |
|---|---|---|---|---|
| **Minor Forest Produce (MFP) export clusters developed** | Limited | 20 | Annual | Forest Department |
| **Tribal producer groups linked to exports** | Baseline | 500 | Quarterly | CGMFP Federation |
| **Van Dhan Vikas Kendras integrated into export value chains** | Baseline | 250 | Annual | CGMFP Federation |
| **MFP processing and value addition centres established** | Baseline | 25 | Annual | CGMFP Federation |
| **Herbal processing units established** | Limited | 15 | Annual | Forest Department |
| **Bamboo processing centres operational** | Baseline | 10 | Annual | Forest Department |
| **International certifications facilitated (Organic/Fairtrade/FSC)** | Baseline | 50 clusters | Annual | Forest Department |
| **'Chhattisgarh Herbals' branded products launched** | 0 | 50 products | Annual | Forest Department |
| **Forest produce export value** | Baseline | Threefold increase | Annual | CGMFP Federation |
| **Tribal export enterprises promoted** | Baseline | 1,000 | Annual | CGMFP Federation |

| | | | | |
|---|---|---|---|---|
| **Women led tribal enterprises supported** | Baseline | 500 | Annual | CGMFP Federation |

### 9.2.11 Export Promotion Councils (EPCs) – Sector Development

Various Export Promotion Councils (EPCs) are proposed to function as the sector specific export facilitation and international market development partners under the Chhattisgarh State Export Action Plan. The specialised expertise of EPCs will help exporters in product development, export promotion, international marketing, trade regulations and buyer outreach across various sectors such as engineering goods, pharmaceuticals, handicrafts, textiles, food products, chemicals, forest products and services. The Directorate of Industries may work in close coordination with EPCs to strengthen export competitiveness, improve market access and support exporters in identifying new international opportunities. Emphasis shall be placed on supporting MSMEs, first time exporters, women entrepreneurs, FPOs, startups and tribal enterprises through market intelligence, product specific capacity building, quality compliance and participation in international trade fairs.

**Proposed Role**

To proposed role of EPCs will be to enhance the global competitiveness of Chhattisgarh's export sectors by providing market intelligence, product specific guidance, international buyer linkages and support for quality compliance.

**Proposed Stepwise Implementation Framework of EPCs**

**Table 25: Stepwise Implementation Framework of EPCs**

| Step | Activity |
|---|---|
| **Step 1** | Identify sector-wise export opportunities and prepare annual market intelligence reports covering demand trends, tariff preferences and emerging export destinations. |
| **Step 2** | Facilitate RCMC registration and provide sector specific advisory services to MSMEs, startups, FPOs and existing exporters. |
| **Step 3** | Conduct sector-specific training and support standards compliance. |
| **Step 4** | Facilitate participation in international exhibitions. |
| **Step 5** | Generate buyer connections. |

**Proposed Key Performance Indicators (KPIs) for EPCs**

**Table 26: Key Performance Indicators (KPIs) of EPCs**

| KPI | Baseline (2026) | Target 2030 | Frequency |
|---|---|---|---|
| **RCMC registrations facilitated** | Baseline | 3,000 | Quarterly |
| **Product specific training programmes conducted for product compliance** | Baseline | 150 | Quarterly |
| **Export contracts facilitated** | Baseline | ₹2,000 Crore | Annual |
| **Sector Exporters supported** | | | |
| **Trade Fair organised** | | | |

| | | | |
|---|---|---|---|
| **No. of Product certification facilitated** | | | |

### 9.2.12 Federation of Indian Export Organisations (FIEO) – Capacity Building

The Federation of Indian Export Organisations (FIEO) shall serve as the State's principal export promotion, market access and exporter capacity-building partner under the Chhattisgarh State Export Action Plan. As India's apex export promotion organisation representing exporters across sectors, FIEO shall support the development of a competitive and globally connected export ecosystem by strengthening exporter capabilities, facilitating international market access and enhancing the export readiness of enterprises across Chhattisgarh.

Working in close coordination with the Department of Commerce & Industries, State Export Promotion Council (SEPC), District Industries Centres (DICs), District Export Promotion Committees (DEPCs), Export Promotion Councils (EPCs), DGFT and financial institutions, FIEO shall focus on advanced export capacity building, trade facilitation, market intelligence dissemination, international buyer engagement and export mentorship. Emphasis shall be placed on supporting first-time exporters, MSMEs, startups, women entrepreneurs, tribal enterprises, Farmer Producer Organisations (FPOs) and service exporters through structured training programmes, mentorship initiatives, trade networking opportunities and international market exposure.

FIEO shall also serve as a key facilitator for market diversification by connecting Chhattisgarh exporters with global buyers, trade bodies and international business networks. Through regular dissemination of export intelligence, trade opportunities, regulatory updates and sector-specific market insights, FIEO shall support exporters in identifying new markets, improving competitiveness and expanding their participation in global value chains.

**Proposed Role**

To strengthen exporter capabilities, facilitate market access, promote export competitiveness and provide mentorship and international business networking support to existing and prospective exporters across Chhattisgarh.

**Proposed Stepwise Implementation Framework of FIEO**

**Table 27: Stepwise Implementation Framework of FIEO**

| Step | Activity |
|---|---|
| **Step 1** | Conduct export awareness programmes and advanced exporter development workshops in coordination with DICs and other stakeholder agencies. |
| **Step 2** | Provide structured export advisory support on export procedures, documentation, logistics, payment mechanisms, trade finance, market entry strategies and global business practices. |
| **Step 3** | Organise sector-specific capacity-building programmes focusing on international standards, export compliance, market requirements and emerging export opportunities. |
| **Step 4** | Facilitate trade delegations, buyer-seller meets, reverse buyer-seller meets, international business networking events, virtual B2B engagements and export promotion campaigns. |

| | |
|---|---|
| **Step 5** | Disseminate market intelligence reports, export advisories, trade opportunities, tariff updates, SPS/TBT notifications, Free Trade Agreement (FTA) benefits and global market trends. |
| **Step 6** | Implement the State Export Mentorship Programme by connecting experienced exporters with first-time exporters, MSMEs, startups and FPOs. |
| **Step 7** | Implement specialised Women and Tribal Exporter Development Programmes covering mentoring, export readiness, branding, business incubation and market exposure initiatives. |
| **Step 8** | Facilitate participation of exporters in national and international trade fairs, exhibitions and export promotion events. |
| **Step 9** | Publish market intelligence bulletins. |
| **Step 10** | Submit database of trained and mentored exporters to DIC. Monitor capacity-building outcomes. |
| **Step 11** | Submit periodic implementation reports to the SEPC. |

**Proposed Key Performance Indicators (KPIs) of FIEO**

**Table 28: Key Performance Indicators (KPIs) of FIEO**

| KPI | Baseline (2026) | Target 2030 | Frequency |
|---|---|---|---|
| **Export awareness and capacity-building programmes conducted** | Baseline | 250 | Quarterly |
| **No. of New Exporters Supported** | Baseline | 1000+ | |
| **MSMEs, startups and entrepreneurs trained** | Baseline | 15,000 | Annual |
| **Export Mentorship Programme beneficiaries** | 0 | 5,000 | Annual |
| **Women and tribal entrepreneurs trained** | Baseline | 5,000 | Annual |
| **No. of Buyer Seller meet organised** | Baseline | 100 | Annual |
| **Trade delegations and international networking events facilitated** | Baseline | 50 | Annual |
| **Exporters participating in trade fairs and exhibitions** | Baseline | 2000 | Annual |
| **Market diversification programmes conducted** | baseline | 20 | |
| **Exporters receiving mentorship and advisory support** | baseline | 10,000 | Annual |
| **Monthly market intelligence advisories issued** | Limited | 12 annually | Monthly |

### 9.2.13 Banking Sector (Lead Banks, Scheduled Commercial Banks, Regional Rural Banks and Cooperative Banks) – Export Lending

The Banking Sector, comprising Lead Banks, Scheduled Commercial Banks, Regional Rural Banks (RRBs) and Cooperative Banks, has a critical role to play in the export ecosystem of

Chhattisgarh as the primary financial backbone for the implementation of the Chhattisgarh State Export Action Plan. Adequate and timely access to credit is critical for enhancing export competitiveness, particularly for MSMEs, startups, Farmer Producer Organisations (FPOs), women entrepreneurs and tribal enterprises. The Directorate of Industries shall coordinate with lead bank to facilitate export finance through pre-shipment and post-shipment credit, working capital assistance, term loans for export infrastructure, trade finance instruments, foreign exchange services and digital banking solutions. The banks may strengthen access to finance, improve credit penetration and support the expansion of export-oriented enterprises across all districts.

**Proposed Role**

To ensure timely, affordable and inclusive access to export finance and banking services for exporters, while promoting financial inclusion, trade facilitation and sustainable growth of export-oriented enterprises in Chhattisgarh.

**Proposed Stepwise Implementation Framework of Banking Sector**

**Table 29: Stepwise Implementation Framework of Banking Sector**

| Step | Activity |
|---|---|
| **Step 1** | Identify export oriented MSMEs, FPOs, startups and existing exporters requiring financial assistance through district level credit mapping. |
| **Step 2** | Provide timely pre-shipment and post-shipment export credit, working capital finance and term loans based on export requirements. |
| **Step 3** | Facilitate issuance of Letters of Credit (LCs), Bank Guarantees (BGs), foreign exchange services and international trade payment solutions. |
| **Step 4** | Organise district level export credit camps and financial literacy programmes to improve awareness of export finance products and banking services. |
| **Step 5** | Coordinate with ECGC for export credit insurance and with SIDBI for MSME focused credit schemes to reduce lending risks. |
| **Step 6** | Develop district-wise export credit plans and monitor credit disbursement, sectoral lending and borrower performance through quarterly reviews. |
| **Step 7** | Launch dedicated Export Credit Facilitation Desks in major commercial centres and identified export districts to provide specialised guidance on export finance, trade documentation and banking services. |
| **Step 8** | Develop simplified digital loan processing systems |
| **Step 9** | Promote cluster-based export financing by designing customised credit products for engineering clusters, agro-processing units, forest-based enterprises and handicraft clusters, while facilitating women and tribal entrepreneur financing. |
| **Step 10** | Prepare district-wise export credit performance reports, monitor banking KPIs and submit quarterly reports to the State Level Bankers' Committee (SLBC). |

**Proposed Key Performance Indicators (KPIs) of Banking Sector**

**Table 30: Key Performance Indicators (KPIs) of Banking Sector**

| KPI | Baseline (2026) | Target 2030 | Frequency |
|---|---|---|---|
| Export credit disbursed | Baseline | ₹5,000 Crore | Quarterly |
| New export borrowers financed | Baseline | 1000 | Quarterly |
| MSME export loans sanctioned | Baseline | 1500 | Annual |
| Export Credit Facilitation Desks established | 0 | All Tier-A and Tier-B export districts | Annual |
| District export credit camps conducted | Baseline | 100 annually | Annual |
| Women led export enterprises financed | Baseline | 1,000 | Annual |
| Tribal export enterprises financed | Baseline | 500 | Annual |
| Cluster based financing projects supported | Baseline | 50 | Annual |

### 9.2.14 Small Industries Development Bank of India (SIDBI) – MSME Support

The Small Industries Development Bank of India (SIDBI) shall serve as the principal financial institution for promoting the growth, modernization and export competitiveness of Micro, Small and Medium Enterprises (MSMEs) in Chhattisgarh. As MSMEs constitute a significant share of the State's industrial base and have considerable potential to contribute to exports, SIDBI shall facilitate access to finance, technology upgradation, credit guarantees, cluster development and digital transformation. The Bank shall support export oriented MSMEs through concessional financing, capacity building initiatives, sustainability linked financing and market development programmes. In collaboration with the Department of Commerce & Industries, District Industries Centres (DICs), Banks, Export Promotion Councils (EPCs), FIEO, CGTMSE and EXIM Bank, SIDBI shall strengthen the State's MSME export ecosystem and facilitate the creation of globally competitive enterprises.

**Proposed Role**

To strengthen the export competitiveness of MSMEs by facilitating access to finance, technology, innovation, cluster development and institutional support, thereby enabling sustainable export led industrial growth.

**Proposed Stepwise Implementation Framework of SIDBI**

**Table 31: Stepwise Implementation Framework of SIDBI**

| Step | Activity |
|---|---|
| **Step 1** | Identify export oriented MSMEs, startups and emerging enterprises requiring financial and technical support across priority sectors. |
| **Step 2** | Provide refinance support. |
| **Step 3** | Facilitate CGTMSE support. |
| **Step 4** | Support technology upgradation and digitalisation. |
| **Step 5** | Monitor export outcomes |

**Key Performance Indicators (KPIs) of SIDBI**

**Table 32: Key Performance Indicators (KPIs) of SIDBI**

| KPI | Baseline (2026) | Target 2030 | Frequency |
|---|---|---|---|
| Export oriented MSMEs financed | Baseline | 2,000 | Quarterly |
| CGTMSE-backed export loans facilitated | Baseline | ₹1,500 Crore | Annual |
| Technology upgradation projects financed | Baseline | 500 | Annual |
| Digitalisation initiatives funded | | | |
| MSMEs upgraded through technology modernization | Baseline | 100 | Annual |
| Cluster financing projects sanctioned | Baseline | 2 | Annual |

#### 9.2.15 Export-Import Bank of India (EXIM Bank) – Strategic Export Finance

EXIM Bank may be invited as a strategic financial and advisory partner to support export financing, market diversification studies, project export promotion and investment facilitation, subject to its institutional mandate and mutually agreed areas of cooperation. As India's premier export finance institution, EXIM Bank may facilitate in providing sector-specific export opportunity studies, market diversification reports, export finance for large exporters, financing of export-oriented infrastructure (subject to viability), support for project exports, MSME export advisory, capacity building and export promotion programs.

**Proposed Role**

To facilitate export finance, international market access, overseas investment and project export development while strengthening the global competitiveness of Chhattisgarh's export-oriented enterprises.

**Proposed Stepwise Implementation Framework of EXIM Bank**

**Table 33: Stepwise Implementation Framework of EXIM Bank**

| Step | Activity |
|---|---|
| **Step 1** | Conduct export opportunities study and prepare sector specific export opportunity reports for priority products and emerging global markets. |
| **Step 2** | Undertake international market diversification studies and |
| **Step 3** | Support large export projects. |
| **Step 4** | May provide export finance through Buyer's Credit, Supplier's Credit, Lines of Credit and project financing for eligible exporters and industries |
| **Step 5** | Provide strategic export advisory |
| **Step 7** | Share advisory studies and financing insights with the State Government. |

**Proposed Key Performance Indicators (KPIs) of EXIM Bank**

**Table 34: Key Performance Indicators (KPIs) of EXIM Bank**

| KPI | Baseline (2026) | Target 2030 | Frequency |
|---|---|---|---|
| Export finance facilitated | Baseline | ₹2,500 Crore | |

| | | | |
|---|---|---|---|
| Market diversification Studies done | | | |
| Export opportunity reports prepared | | | |
| New export destination markets identified | Baseline | 25 | |
| Large projects supported | | | |
| Sector reports published | | | |

### 9.2.16 Logistics & Infrastructure Stakeholders – Infrastructure Operations

The Logistics & Infrastructure Stakeholders shall play a critical role in improving the efficiency, competitiveness and resilience of Chhattisgarh's export ecosystem by strengthening integrated logistics infrastructure and multimodal connectivity. This stakeholder group shall include the Department of Commerce & Industries, Chhattisgarh Logistics Cell, National Highways Authority of India (NHAI), Southeast Central Railway (SECR), Container Corporation of India (CONCOR), Inland Container Depot (ICD) operators, Airport Authority of India (AAI), Inland Waterways Authority of India (where applicable), warehousing agencies, cold chain operators, private logistics service providers and other infrastructure agencies. These institutions shall work together to reduce logistics costs, improve cargo movement, strengthen export logistics infrastructure and support seamless multimodal transportation. The focus shall be on improving connectivity, warehousing, multimodal logistics, rail freight, air cargo, cold chain infrastructure and digital logistics systems to support the State's Export Vision 2030.

**Proposed Role**

To develop an efficient, integrated and technology enabled logistics ecosystem that reduces logistics costs, strengthens multimodal connectivity and enhances the global competitiveness of Chhattisgarh's exports.

**Stepwise Implementation Framework of Logistics & Infrastructure Stakeholders**

**Table 35: Stepwise Implementation Framework of Logistics & Infrastructure Stakeholders**

| Step | Activity |
|---|---|
| **Step 1** | Operate ICDs efficiently |
| **Step 2** | Improve rail/road connectivity. |
| **Step 3** | Improve Cargo handling |
| **Step 4** | Enhance warehousing utilization |
| **Step 5** | Improve cold chain network |
| **Step 6** | Monitor logistics efficiency |

**Key Performance Indicators (KPIs) of Logistics & Infrastructure Stakeholders**

**Table 36: Key Performance Indicators (KPIs) of Logistics & Infrastructure Stakeholders**

| KPI | Baseline (2025) | 2030 Target | Frequency | Stakeholders |
|---|---|---|---|---|
| Rail freight share in exports | | | Annual | Commerce & Industries |

| | | | | |
|---|---|---|---|---|
| | | | | Department, (with Southeast Central Railway and ICD operators) |
| Average export dwell time at ICD | | | Annual | ICD Raipur / ICD Naya Raipur Operators and Customs Department |
| Annual container throughput through ICD Raipur and ICD Naya Raipur (TEUs) | | | | ICD Operators (CONCOR / respective terminal operator) and Commerce & Industries Department |
| Number of exporters utilizing ICD facilities | | | | Directorate General of Foreign Trade (DGFT) Raipur and ICD Operators |
| Share of state exports routed through ICDs (%) | | | | Department of Commerce & Industries |
| Export cargo volume handled through rail based freight movement | | | | Southeast Central Railway (SECR) and Commerce & Industries Department |
| Number of operational SEZ units established | | | | SEZ Development Commissioner / Chhattisgarh State Industrial Development Corporation (CSIDC) |
| Total investment attracted in SEZs (₹ Crore) | | | | CSIDC and Commerce & Industries Department |
| Export value generated from SEZs (₹ Crore) | | | | SEZ Development Commissioner and Department of Commerce & Industries |
| Employment generated in SEZs | | | | SEZ Development Commissioner |

| | | | | |
|---|---|---|---|---|
| | | | | and Labour Department |
| Number of export oriented MSMEs operating within SEZs | | | | CSIDC / District Trade & Industry Centres (DTICs) |
| Number of sectors represented in SEZs | | | | SEZ Development Commissioner / CSIDC |
| Air cargo handled | | | Annual | Airports Authority of India (AAI), Swami Vivekananda Airport Raipur |

## 9.3 District Export Activation Framework and Targeting Methodology

### 9.3.1 District led Export Development Approach

Chhattisgarh's export growth has largely been driven by a few industrial districts, with more than 99 percent of the State's exports originating from a limited geographical area. While districts such as Raipur, Raigarh, Korba, Durg, Dhamtari and Janjgir-Champa have developed strong industrial and export ecosystems, many other districts possess significant untapped potential in agriculture, forest produce, handicrafts, minerals and MSME based manufacturing. To achieve balanced regional development and expand the State's export base, the Chhattisgarh State Export Action Plan adopts a District Export Activation Framework, placing districts at the centre of export planning and implementation.

The framework aligns with the Government of India's Districts as Export Hubs (DEH) initiative and seeks to transform every district into a contributor to the State's export economy based on its comparative strengths and resource endowment. The approach focuses on identifying district specific export opportunities, strengthening local production ecosystems, promoting value addition, improving market access and creating an enabling environment for exporters.

It also integrates the principles of One District One Product (ODOP) by promoting products with unique regional identity, encourages export cluster development for economies of scale, supports value addition before export to improve competitiveness and emphasizes MSME-, Farmer Producer Organisation (FPO) and cooperative led export growth. Special attention will be given to tribal and aspirational districts by promoting forest-based products, handicrafts, organic agriculture and traditional knowledge-based industries, thereby ensuring inclusive and equitable export led development across the State. Through district specific planning, measurable targets and institutional coordination, the framework aims to broaden the export base, generate employment, increase farmer incomes and create sustainable regional economic growth while contributing to Chhattisgarh's long term export vision.

**District Export Implementation Process**

**Table 37: Stepwise Implementation framework for District Export Implementation**

| Step | Activity |
|---|---|
| **Step 1** | Identify district export products and update export profile |
| **Step 2** | Prepare District Export Implementation Plan |
| **Step 3** | Prepare district exporter database |
| **Step 4** | Identify infrastructure and logistics gaps |
| **Step 5** | Mobilize MSMEs, SHGs and FPOs |
| **Step 6** | Organize Export Awareness Programmes |
| **Step 7** | Conduct Buyer-Seller Meets |
| **Step 8** | Facilitate finance and export credit |
| **Step 9** | Review KPIs |
| **Step 10** | Submit Quarterly Report |

### 9.3.2 District Categorization Methodology and Scoring Framework

To ensure focused interventions, efficient allocation of resources and differentiated policy support, all districts of Chhattisgarh shall be classified into three categories based on their existing export performance, industrial base, production capacity, logistics connectivity and future export potential. The categorisation has been developed using the FY 2025–26 export baseline and shall be reviewed periodically by the State Export Promotion Council (SEPC) to reflect changes in district export performance.

**Table 38: District Categories Based on Annual Export Performance (FY 2025–26)**

| Category | Annual Export Value (FY 2025–26) | District Profile |
|---|---|---|
| **Category A – Export Anchor Districts** | Above ₹500 Crore | Mature export districts with established industrial ecosystem and significant contribution to State exports. |
| **Category B – Emerging Export Districts** | ₹100–500 Crore | Districts with an existing export base requiring infrastructure, market access and value addition support. |
| **Category C – Potential Export Districts** | Below ₹100 Crore | Districts with high production potential but limited export activity requiring ecosystem development. |

The following table presents the district-wise export performance of Chhattisgarh for FY 2025–26. An analysis of the export data indicates that exports were recorded from 26 districts, while the remaining 7 districts did not report any merchandise exports during the year. This highlights the need for targeted interventions to develop export potential and strengthen the export ecosystem in the non-exporting districts.

***Table 39: District-wise Export for Chhattisgarh, FY 2025-26***

| Sr. No. | District | FY 2025-26 (INR) |
|---|---|---|
| 1 | Balod | 96,09,58,511 |
| 2 | Balodabazar | 13,63,30,041 |
| 3 | Balrampur | 43,92,364 |

| Sr. No. | District | FY 2025-26 (INR) |
|---|---|---|
| 4 | Bastar | 33,71,35,034 |
| 5 | Bemetara | 38,46,64,668 |
| 6 | Bijapur | 1,66,55,765 |
| 7 | Bilaspur | 1,82,38,69,043 |
| 8 | Dantewada | 56,56,46,480 |
| 9 | Dhamtari | 8,35,01,47,111 |
| 10 | Durg | 8,16,42,74,848 |
| 11 | Gariaband | 29,99,51,534 |
| 12 | Janjgir-Champa | 2,46,71,01,672 |
| 13 | Jashpur | 12,87,50,044 |
| 14 | Kabirdhan | 2,07,826 |
| 15 | Kanker | 10,47,46,857 |
| 16 | Kodagaon | 2,49,03,097 |
| 17 | Korba | 7,36,41,86,663 |
| 18 | Koriya | 3,66,05,012 |
| 19 | Mahasumund | 1,04,74,86,430 |
| 20 | Mungeli | 22,67,86,651 |
| 21 | Narayanpur | 1,09,96,373 |
| 22 | Raigarh | 30,53,67,25,444 |
| 23 | Raipur | 1,22,06,38,37,389 |
| 24 | Rajnandgaon | 1,93,94,51,030 |
| 25 | Surjapur | 12,20,72,954 |
| 26 | Surguja | 2,94,57,736 |
| | **Total** | **1,87,14,73,40,577** |

*Source: NIRYAT*

For a 2030 export target of ₹28,000 crore, starting from the current export base of ₹18,714.73 crore, Chhattisgarh needs an additional ₹9,285.27 crore, i.e. about 49.6% growth over the current level. The district-wise export targets for 2030 have been derived through a combination of current export performance, district export potential, industrial capacity, and the expected impact of interventions proposed under the Chhattisgarh State Export Action Plan. Districts were first categorized into **Export Anchor Districts (Category A), Emerging Export Districts (Category B), and Potential Export Districts (Category C)** based on their FY 2025-26 export performance and export readiness assessment. The target allocation framework assumes that most of the incremental export growth will continue to be generated by established industrial districts due to their existing manufacturing base, logistics infrastructure, exporter ecosystem, and investment pipeline. At the same time, higher growth rates have been assigned to emerging and potential export districts to accelerate diversification of the State's export base and promote balanced regional development. The targets also consider sector-specific opportunities in steel, aluminium, engineering goods, rice and food processing, forest-based products, handicrafts, pharmaceuticals, and MSME-led exports, along with the anticipated benefits of infrastructure upgrades, export cluster development, market access initiatives, and Districts as Export Hubs (DEH) interventions. The proposed category-wise allocation of 2030 Target is as under:

**Table 40: Expected Target for Category A - Export Anchor Districts (> ₹500 Cr)**

| District | Current Export (₹ Cr) | Proposed 2030 Target (₹ Cr) | Growth % |
|---|---|---|---|

| | | | |
|---|---|---|---|
| Raipur | 12,206.38 | 16,500 | 39.3% |
| Raigarh | 3,053.67 | 5,600 | 67.2% |
| Dhamtari | 835.01 | 1,300 | 55.7% |
| Durg | 816.43 | 1,250 | 53.1% |
| Korba | 736.42 | 1,150 | 56.2% |
| **TOTAL** | **17,647.91** | **25,800** | **44.5%** |

The districts under Category A serve as the primary drivers of Chhattisgarh's export growth due to their strong industrial base, well-developed industrial areas and SEZs, superior logistics connectivity, larger exporter ecosystem, and established international market linkages. To further enhance export performance, focused efforts should be made to promote value addition, attract export-oriented investments, strengthen logistics and trade infrastructure, facilitate technology upgradation, and support market diversification through targeted export promotion initiatives.

**Table 41: Expected target for Category B - Emerging Export Districts (₹100-500 Cr)**

| District | Current Export (₹ Cr) | Proposed 2030 Target (₹ Cr) | Growth % |
|---|---|---|---|
| Janjgir-Champa | 246.71 | 700 | 183.8% |
| Rajnandgaon | 193.95 | 550 | 183.6% |
| Bilaspur | 182.39 | 500 | 174.1% |
| Mahasamund | 104.75 | 350 | 234.1% |
| **TOTAL** | **727.80** | **2,100** | **188.5%** |

The districts under Category B possess significant export potential and should focus on expanding exports through value addition in agriculture and food processing, promotion of steel downstream products and engineering goods, and development of export-oriented MSMEs. Targeted interventions to strengthen processing infrastructure, quality certification, market access, and logistics connectivity will enable these districts to emerge as new export growth centres.

**Table 42: Expected targets for Category C - Potential Export Districts (< ₹100 Cr)**

| District | Current Export (₹ Cr) | Proposed 2030 Target (₹ Cr) | Growth % |
|---|---|---|---|
| Balod | 96.10 | 160 | 66.5% |
| Dantewada | 56.56 | 125 | 121% |
| Bemetara | 38.47 | 105 | 172.9% |
| Bastar | 33.71 | 95 | 181.8% |
| Gariaband | 30.00 | 75 | 150.0% |
| Mungeli | 22.68 | 60 | 164.6% |
| Baloda Bazar - Bhatapara | 13.63 | 50 | 266.8% |
| Jashpur | 12.88 | 50 | 288.2% |
| Surajpur | 12.21 | 50 | 309.5% |
| Kanker | 10.47 | 40 | 282.0% |
| Koriya | 3.66 | 30 | 719.7% |

| | | | |
|---|---|---|---|
| Surguja | 2.95 | 30 | 916.9% |
| Kondagaon | 2.49 | 25 | 904.0% |
| Bijapur | 1.67 | 20 | 1097.6% |
| Narayanpur | 1.10 | 15 | 1263.6% |
| Balrampur-Ramanujganj | 0.44 | 15 | 3309.1% |
| Kabirdham | 0.02 | 10 | 49,900% |
| Gaurella-Pendra-Marwahi | 0.00 | 5 | New Export District |
| Khairagarh-Chhuikhadan-Gandai | 0.00 | 5 | New Export District |
| Manendragarh-Chirmiri-Bharatpur | 0.00 | 5 | New Export District |
| Mohla-Manpur-Ambagarh Chowki | 0.00 | 5 | New Export District |
| Sarangarh-Bilaigarh | 0.00 | 5 | New Export District |
| Sakti | 0.00 | 5 | New Export District |
| Sukma | 0.00 | 5 | New Export District |
| **TOTAL** | **339.04** | **1,000** | **194.9%** |

The districts under Category C should focus on developing niche export sectors by promoting forest products, minor forest produce, handicrafts, agro-processing, One District One Product (ODOP)-based exports, and GI-tagged products. Targeted capacity building, value addition, branding, market linkages, and infrastructure support will help unlock their export potential and integrate these districts into the state's export ecosystem.

District targets have been allocated based on a combination of existing export contribution, export readiness, industrial capacity, logistics connectivity, sectoral opportunities, and expected gains from the proposed interventions, while ensuring that both high-performing and emerging districts contribute towards achieving the State's ₹28,000 crore export target by 2030.

## 10. Challenges, Risks and Mitigation Measures

While Chhattisgarh possesses strong industrial capabilities, abundant natural resources, and a diverse product base, the path toward accelerated export growth is likely to face several structural and operational challenges. One of the foremost risks is the high cost and inefficiency of logistics, particularly for exporters located away from major industrial hubs such as Raipur and Bhilai. Limited multimodal transport connectivity, inadequate cold chain facilities, and dependence on distant seaports continue to increase freight costs and transit times. To mitigate this, the state must prioritize integrated logistics infrastructure, operationalize Inland Container Depots (ICDs), strengthen rail-port connectivity, and establish cluster-based logistics corridors to improve efficiency and reduce transportation costs.

Another significant challenge is the limited value addition and processing capacity in sectors such as agriculture, forest produce, and handicrafts. A large portion of products continue to be sold in raw or semi-processed form, restricting export value realization and making producers vulnerable to price fluctuations. Addressing this requires targeted investments in district level processing units, packaging infrastructure, common facility centres, and product specific clusters that can enhance quality, branding, and market readiness.

A recurring barrier for MSMEs and first time exporters is the lack of awareness and technical knowledge related to export procedures, compliance, and market opportunities. Complex documentation requirements, unfamiliarity with export finance, and low participation in global trade fairs often discourage new exporters from entering international markets. This risk can be reduced through structured capacity building programmes, district export training cells, mentorship networks, and digital knowledge platforms that provide practical guidance and continuous handholding.

Chhattisgarh’s exporters also face the challenge of meeting international quality and certification standards, especially in agri-products, herbal goods, engineering products, and handicrafts. Inadequate testing infrastructure and limited access to certifications such as ISO, HACCP, Organic, and GlobalGAP increase the risk of product rejection in overseas markets. Strengthening testing laboratories, subsidizing certification costs, and integrating approval systems through digital single window mechanisms will be essential to improve compliance and product acceptance.

A further risk lies in the over concentration of exports in a few products and markets, which exposes the state to demand shocks, price volatility, and geopolitical disruptions. Heavy dependence on minerals and metals, coupled with limited market diversification, can restrict long term export resilience. To mitigate this, the state must encourage diversification into value added manufacturing, processed foods, herbal products, and engineering goods while expanding trade linkages with emerging markets across ASEAN, GCC, Africa, Latin America, and East Asia.

The increasing pace of digital transformation in global trade also presents a challenge, as many MSMEs in Chhattisgarh still have low digital maturity and limited access to e-commerce platforms, ERP systems, and digital documentation tools. Without adapting to these evolving trade practices, smaller enterprises risk losing competitiveness. The proposed digital enablement initiatives, such as export knowledge repositories, and MSME digital diagnostics, can help bridge this gap and improve participation in digital trade ecosystems.

Lastly, there is the institutional risk of fragmented coordination among departments and agencies, which can delay implementation and reduce policy effectiveness. Export development requires close collaboration between departments handling industries, agriculture, logistics, tribal welfare, finance, and skill development, as well as coordination with central agencies such as Directorate General of Foreign Trade, Agricultural and Processed Food Products Export Development Authority, and Food Safety and Standards Authority of India. Establishing stronger institutional mechanisms such as Trade Intelligence Units, district level export committees, and regular review frameworks will be critical to ensure timely implementation and accountability.

Addressing these challenges through proactive planning, infrastructure investment, capacity building, and institutional coordination will be crucial for transforming Chhattisgarh into a competitive and diversified export driven economy over the coming decade.

## 11. Conclusion

Chhattisgarh stands at an important juncture in its export development journey, with strong industrial foundations, abundant natural resources, a diversified product base, and emerging opportunities across manufacturing, agriculture, forest produce, and traditional crafts. While the state has demonstrated consistent export potential over the past decade, unlocking the next phase of growth will require a more structured, coordinated, and forward-looking approach. The State Export Action Plan presents a comprehensive framework to transform Chhattisgarh from a resource driven exporter into a competitive, value added, and market diversified export economy.

The six strategic pillars outlined in this action plan—Policy and Institutional Strengthening, Cluster Focused Development, Market Access Expansion, Infrastructure and Logistics Improvement, Capacity Building and Digital Enablement, and District Export Ecosystem Development—provide a practical roadmap to address structural bottlenecks and capitalize on sector specific opportunities. These interventions aim not only to improve export volumes but also to strengthen product quality, reduce logistics costs, improve market access, encourage innovation, and build institutional resilience across the state's export ecosystem.

A district-centric and inclusive growth model remains central to this strategy, ensuring that export benefits are not confined to industrial hubs alone but extend to tribal regions, rural producers, women entrepreneurs, artisans, and MSMEs. By promoting value addition in sectors such as steel, aluminium, food processing, herbal products, handicrafts, and engineering goods, Chhattisgarh can enhance its global competitiveness while generating employment, improving incomes, and strengthening local livelihoods. The integration of digital systems, export intelligence, skilling mechanisms, and logistics modernization will further improve efficiency and help enterprises adapt to changing global trade dynamics.

At the same time, the successful implementation of this strategy will depend on strong institutional coordination, continuous stakeholder engagement, and timely monitoring of outcomes. Collaboration between state departments, district administrations, industry associations, export promotion agencies, financial institutions, and private sector stakeholders will be essential to ensure that policy intentions translate into measurable results on the ground. With sustained commitment, targeted investments, and a clear focus on export led industrialization, Chhattisgarh has the potential to emerge as a significant contributor to India's long term export ambitions and establish itself as a leading inland export hub in the coming decade.

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