

बी. वी. आर. सुब्रह्मण्यम

B. V. R. SUBRAHMANYAM

D.O No. K-11020/338/2021-E&MDA

9th June, 2022

Dear Shri Vira,

At the outset, let me congratulate you and the members of the **IOPEPC** for the excellent achievement on merchandise exports of **US\$ 1,110 million** in FY 2021-22 in your sector. Your contribution was instrumental in India achieving exports of US\$ 419 Billion in 2021-22, which is a record in itself, showing a growth of 44% from 2020-21 and 34% from 2019-20. This stellar export performance is a result of the close collaboration and partnership between **IOPEPC** working in harmony with the D/o Commerce, MEA, and other Ministries of Government of India, State Governments, and other stakeholders. Indeed, the key role of **IOPEPC** in export promotion, identifying new markets, developing market intelligence, and overcoming disruptions in supply chains is commendable, in the backdrop of an adverse global scenario.

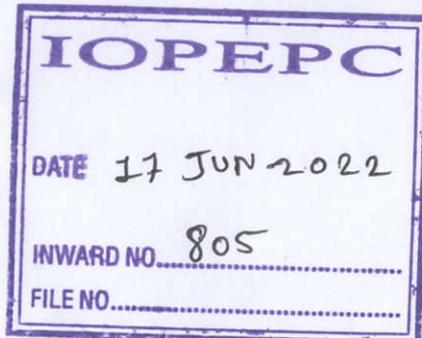
2. For this year's target setting exercise, D/o Commerce, like last year, has held extensive consultations with your EPCs, Boards, Indian Missions, and other stakeholders like Industry Associations/ Bodies, etc. After considering all suggestions received and the learnings from last year, the department has set a merchandise export target of **US\$ 1,515 million** for **IOPEPC**. The detailed breakup of the target across countries is enclosed. I am certain that this target is eminently doable if all stakeholders work together in harmony as a team.

3. In this endeavour, the department is committed to facilitating exporters by providing a conducive enabling environment. At the same time, the role of **IOPEPC** is critical in aggressively promoting exports, assisting and handholding exporters, especially SME units, identifying challenges and addressing them with necessary interventions, and exploring new markets while consolidating existing ones.

4. I look forward to your regular feedback on the progress achieved. At our level, there will be monthly monitoring by country/ region across Commodities and feedback will be shared with you, at regular intervals. I am sure that with your continuous support and effort, we will not only be able to meet the targets but even surpass them in the future, putting us in striking distance of achieving exports of US\$ 2 Trillion, contributing 25% of the GDP, before 2030.

with best wishes,

Encl: as above



Shri Nilesh Vira,
Chairman

Indian Oilseeds & Produce Export Promotion Council (IOPEPC)
Mumbai - 400021
Maharashtra

Yours sincerely,

B.V.R. Subrahmanyam
9/6

[B.V.R Subrahmanyam]