



REPORT

ON

Mango Buyer-Seller Meet
5th-6th June, 2017

**Hotel Fortune Select Exotica
Navi Mumbai**

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Indian Mango

Indian Mango, *genus Mangifera Indica* is one of the premium fruit in the basket of Agri Produce of India. Mangoes are native to South Asia, from where the "common mango" or "Indian mango", has been distributed worldwide to become one of the most widely cultivated fruits of the sub tropical region.

Mangoes have been cultivated in South Asia for thousands of years and reached Southeast Asia between the fifth and fourth centuries BCE. By the 10th century CE, cultivation had begun in East Africa. Cultivation came later to Brazil, Bermuda, the West Indies, and Mexico, where an appropriate climate allows its growth.

It is the national fruit of India.

For the past thousand years, this fruit has dominated the platters. Be it regional festival, rituals or delight, mango has served as the fruit of all ages.

The estimated number of mango cultivars in India is more than 1000.

Only around 20 potential varieties are commercially cultivated throughout India.

Mangoes are the integral part of Indian cuisines.

Indian Mango Production

The world production of mangoes is nearly 42 million tones, with India accounting for 42% (18 million tonnes).

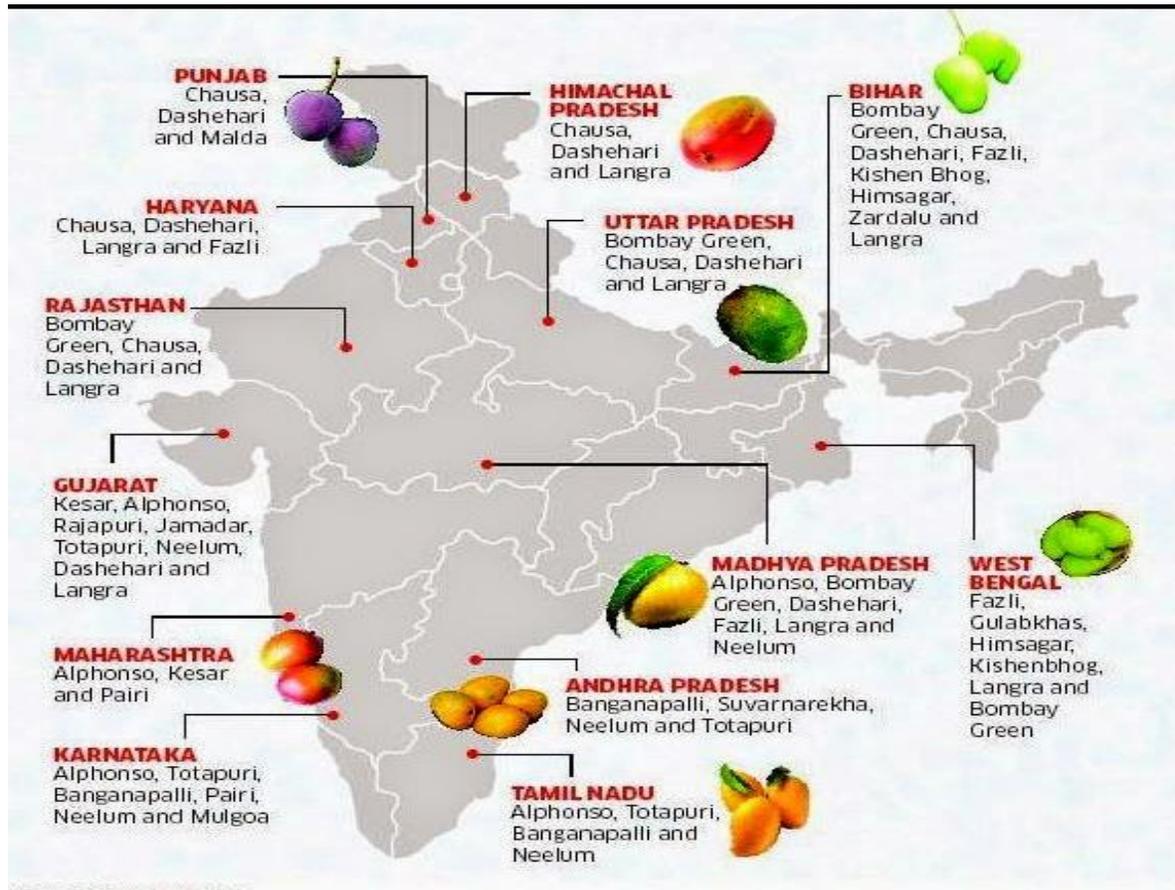
Rank	Country	Production (millions of tonnes) (2014-15)
1	 <u>India</u>	18.00
2	 <u>China</u>	4.45
3	 <u>Thailand</u>	3.14
4	 <u>Indonesia</u>	2.06
5	 <u>Mexico</u>	1.90
6	 <u>Philippines</u>	1.10
	World	41.56

Source :- FAO (estimated)

Commercial mango varieties of India:

Mango Producing State	Varieties
Andhra Pradesh	Banganapalli, Suvarnarekha, Neelum and Totapuri
Bihar	Bombey Green, Chausa, Dashehari, Fazli, Gulabkhas, Kishen Bhog, Himsagar, Zardalu and Langra
Gujarat	Kesar, Alphonso, Rajapuri, Jamadar, Totapuri, Neelum, Dashehari and Langra
Haryana	Chausa, Dashehari, Langra and Fazli
Himachal Pradesh	Chausa, Dashehari and Langra
Karnataka	Alphonso, Bombay Green, Dashehari, Fazli, Langra and Neelam
Madhya Pradesh	Alphonso, Bombay Green, Dashehari, Fazli, Langra and Neelam
Maharashtra	Alphonso, Kesar and Pairi
Punjab	Chausa, Dashehari and Malda
Rajasthan	Bombay Green, Chausa, Dashehari and Langra
Tamil Nadu	Alphonso, Totapuri, Banganpalli and Neelam
Uttar Pradesh	Bombay Green, Chausa, Dashehari and Langra
West Bengal	Fazli, Gulabkhas, Himasagar, Kishanbhog, Langra and Bombay Green

Map of Commercial Varieties grown in India



Export of Indian Mango to the world

Product	2014-15		2015-16		2016-17	
	Qty	US\$ Mill	Qty	US\$ Mill	Qty	US\$ Mill
Fresh Mangoes	42998.33	50.28	36329.01	49.54	53177.26	67.25

Source : DGCIS



Major Countries importing Indian Mango

Indian mangoes are exported to more than 150 countries.

The top leading importers are as following:

Country	Country
United Arab Emirates	France
United Kingdom	New Zealand
Saudi Arabia	Switzerland
Nepal	Iran
Kuwait	Maldives
Qatar	Germany
United States	Brunei
Bahrain	Korea Republic
Singapore	Australia
Oman	Italy
Canada	Bangladesh
Malaysia	Mauritius
Japan	Belgium
Hong Kong	Sweden

Objective – Buyer Seller Meet

The objective of the meet is to create confidence among the buyers about the quality improvements made by India and its commitment to export quality mangoes around the world.

And to make other countries familiar of Indian Mangoes, the idea of organizing a Buyer Seller Meet was conceptualized.

- Being the hub of the mango production and trade, a conscious decision was taken by APEDA to organize a Buyer Seller Meet in Mumbai.
- Seeking participation from International Buyers for Indian mango.
- Eminently, participation of Mango Sellers when the season is in full flung.
- To provide a platform for interaction of exporters and importers of mangoes in order to promote exports of mangoes from the country.
- Ability to offer varietal range of mango from India
- Adaptability of Indian Exporters to provide pest free produce.
- The event is the paradigm to showcase the critical infrastructure set up for export of mangoes namely Hot Water Treatment (HWT) facility, Vapor Heat Treatment (VHT) facility and Gamma Irradiation Treatment Facility.
- To make it a news of Market Access given by Japan, South Korea, Australia and Iran.
- Indian State's represented by respective State Government agencies from Maharashtra, Gujarat, Karnataka, Tamil Nadu, Andhra Pradesh, Telangana, Kerala, Uttar Pradesh, Bihar and West Bengal for the first time ever given the opportunity to be the part of the show.

Buyer Seller Meet was organized in the hub of mango production and trade i.e. Mumbai on 5th and 6th June 2017 at Hotel Fortune Select Exotica, Vashi, New Mumbai. The BSM got the support of Indian Embassies and High Commissioners in various countries for generating the participation of Importers

The meet was divided in two parts:

- B2B interaction (in house) – 5th June 2017
- Field visit (Treatment Centers) – 6th June 2017

Twenty-two leading importers representing countries China, Japan, Australia, Iran, Mauritius, South Korea and UAE, participated the event.

Eighty-seven leading Indian exporters dealing in Fresh Mangoes joined the event.

To showcase the large range of varieties grown potential states, the stalls were setup in the form of an exhibition. The State Government agencies from 10 potential states namely, Andhra Pradesh, Bihar, Gujarat, Maharashtra, Karnataka, Kerala, Tamil Nadu, Telangana, Uttar Pradesh and West Bengal setup their stalls and displayed their popular commercial varieties.



A Mango centric ambience was created at the venue for organizing the BSM.



The value-added products of mango, such as mango pulp, pickles, chutneys, jams, jellies and juices were also displayed at stalls.



Wet sampling station for testing different varieties of mangoes was set up. The station was manned by experienced chef who were cutting and serving different varieties of mango as desired by the visitors.



Launching of BSM

The launching ceremony was joined by the following dignitaries along with Importers, Exporters and Government Officials.

- Mr. Alok Vardhan Chaturvedi, Addl. Secretary, Ministry of Commerce & Industry,
- Mr. D K Singh, Chairman APEDA,
- Dr. Shakil P Ahammed, Joint Secretary, Ministry of Agriculture & Farmers' Welfare,
- Mr. Kadire Gowda, Managing Director, Karnataka State Mango Development and Marketing Corporation,
- Mr. Chiranjiv Chaudhary, Commissioner Horticulture, Andhra Pradesh, and
- Ms. Madhumita Sinha Ray, Commissioner Horticulture, West Bengal.

BSM was inaugurated with the lighting of lamp jointly by all dignitaries mentioned above who were placed at the dais.



Mr. D K Singh, Chairman APEDA, welcomed all the delegates who joined the event. He specifically welcomed the importers who travelled to India from their respective countries to join the event. The potential of Indian mangoes, export opportunities, initiatives taken by APEDA for promotion of export of mangoes were explained by him. He informed that the export of Indian mangoes to more than 150 countries witnesses the potential and popularity across the world.

An exclusive film on Indian mangoes was prepared for the event and the same was shown.



The film provided all relevant information related to history of Indian mangoes, production, infrastructural setup and export scenario.

Dr. Shakil P. Ahmmed, Joint Secretary, Ministry of Agriculture and Farmers Welfare (MoA&FW) addressed participants by informing the initiatives by MoA&FW. He also highlighted the health benefits and nutritional values of Indian mango.

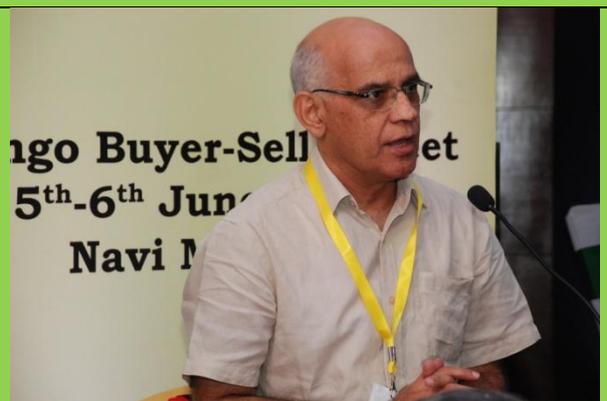
Chief Guest, Mr. Alok Vardhan Chaturvedi, Additional Secretary, Ministry of Commerce & Industry formally delivered the inaugural address.

After the inaugural address, the International Delegates were introduced at the dais and were honored with floral bouquets.

A group photograph of dignitaries, international delegates and APEDA officials was taken.

Thereafter, the floor was made open for Buyer Seller Meet and exporters-importers formal interaction started.

Glimpse of Inauguration



Bouquets to International Delegates



Interaction of Importers and Exporters:

The BSM witnessed a major turnout from importers and exporters.

Twenty-one leading importers from China, Iran, Japan, Australia, Mauritius, Republic of Korea and UAE, participated in the Mango Buyer Seller Meet (BSM) organized by APEDA. List placed in the report.

One of the leading importers M/s Dalian Yidu from China having a chain of stores interacted with the Indian exporters and expressed his positive response towards the vast range of Indian mangoes displayed.

Exporters from fresh fruits and vegetables sector especially Mangoes were invited to attend the meet.

Eighty-Seven exporters (list placed in report) with their different variety of mango to interact with importers.

Some of the leading exporters were present and informed about very good response during the BSM.





Exhibition of Mangoes by State Horticulture Department of various States:

Representatives of State Horticulture/ Agriculture departments from Ten Indian States namely, Andhra Pradesh, Bihar, Gujarat, Maharashtra, Karnataka, Kerala, Tamil Nadu, Telangana, Uttar Pradesh and West Bengal setup their stalls to showcase different Mango varieties.

State Government departments turned up with commercial and rare varieties of mangoes which were the main attraction of the event.

Information related to mangoes of different states was disseminated through various publicity material prepared by the State Governments.



Wet Sampling of delicious mangoes

For familiarizing the delegates with the taste and aroma, the mangoes were cut and served to the visitors.



Cultural Evening on 5th June 2017

A cultural evening followed by dinner was hosted for the participants.



Field Visit of Foreign Delegates and State Government officials

On the second day of the event i.e. 6th June, 2017 field visits to mango treatment facilities was organized for Importers and State Government officials. The treatment procedure was explained during the visit.

Field visit was organized to show the following common Mango post harvest treatment facilities set up by APEDA:

- 1) Irradiation and Hot Water Treatment (HWT) facility of MSAMB at Vashi, Navi Mumbai.
- 2) Vapour Heat Treatment (VHT) facility of MSAMB at Vashi, Navi Mumbai.
- 3) Hot Water Treatment (HWT) facility of MSAMB at Goregaon, Mumbai.



The field visits generated confidence among the international delegates about the common infrastructure created by APEDA for handling and treatment of mangoes

Achievement

The exporters were able to get a fair idea about the requirements of mangoes from the delegates in their country.

The importers were exposed to vast range of commercial varieties of mangoes grown and exported by India.

Importers were able to interact and negotiate with the exporters, which led to identification of exporters with whom they would like to deal in future.

The importers were showcased the strength of India mangoes and the common infrastructure facilities setup by APEDA.

The BSM generated a confidence among the Importers about the capability of Indian exporters to supply quality mangoes in large quantities.

Conclusion

The BSM organized was able to achieve its objective and publicizing Indian mangoes among the participants of Importing countries.

The interaction of importers and exporters has enabled in start of business deals for export mangoes in future.

The response received from the importing countries has encouraged APEDA to organize such reverse BSM for other potential produce i.e. pomegranates and grapes in future.



Participant Importer's Directory

Mango Buyer-Seller Meet
5th-6th June, 2017

**Hotel Fortune Select Exotica
Navi Mumbai**



Sr No.	Name of the Representative	Importer	Country	E-mail ID
1	Ms. Lv Huibin	M/s Leistan (Beijing) Co. Ltd.	China	gm@bjncei.com
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4	Mr. Bai Guangyuan	M/s Dalian Nongchang International Trade Co. Ltd	China	green@dnongchang.com
5	Mr. Zhao Kai	M/s Dalian Yidu Group Co. Ltd.	China	zk@yidu.com.cn
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7	Mr. Xiongjie Wu	M/s Hainan Chunnuanhukai	China	885917@qq.com
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12	Mr. Daniel Lutman	M/s JE Tipper/Exotic	Australia	Daniel@exotico.com.au



Sr No.	Name of the Representative	Importer	Country	E-mail ID
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16	Mr. Masoud Ameri Golestan	M/s Avan Green Road Co. Ltd	Iran	ameri@agrogroup.ir
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Participant Exporter's Directory

Mango Buyer-Seller Meet
5th-6th June, 2017

**Hotel Fortune Select Exotica
Navi Mumbai**



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6.	Sunil G. Awari Namdhari Seeds Pvt. Ltd	Tel: 9742444425 sunilg@namdharifresh.com
7.	ASAD QURESHI Good Reach Exports	Tel: 27841677 goodreachexports@gmail.com
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42.	Harshal Mehta Ruchi Exports	Tel: 9820354033 ruchi_expo@yahoo.com
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63.	B. Sree Harshaw Sree Sadaa Shiva Agro Tech	Tel: 9573767899 bsreeh@gmail.com
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76.	HARI PRASATH. U HARI AGRO PRODUCTS	Tel: 77788634336 hariagroproducts@gmail.com
77.	P. PUGAZHENTHY HARSHA FRESH	Tel: 9443240425 harshafresh@rediffmail.com
78.	G.K Nair Geekey International	Tel: 022-27657474 geekeytoo@gmail.com; geekeyinternational@gmail.com; geekeyto@gmail.com
79.	D.Prabhu Best Exporters	Tel: 9444028258 prabhu23@hotmail.com
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86.	Santanu Basu JGB Agrofresh Pvt Ltd	Tel: 9836643696 joygurubhander@gmail.com
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