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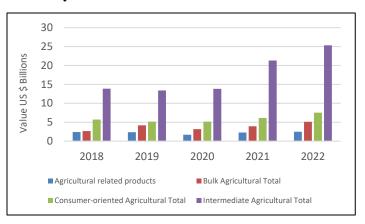
#### **Report Highlights:**

India's hotel, restaurant and institutional (HRI) sector is set to thrive in 2023, after facing three years of downfall due to COVID-19 pandemic restrictions. The Indian HRI sector is booming in 2023, with an increase in domestic leisurely travel along with a major influx of foreign nationals coming to India to attend G-20 events and the upcoming Cricket World Cup. The United States remains the largest supplier of consumer-oriented food products to India, and prospects for more imports in FY 2024 looks bright. New trends such as demand for local and regional recipes elevated with high quality imported ingredients, healthier snacking, quick grab and go meal options and use of artificial intelligence to personalize hospitality are becoming more popular in India. Prospects for U.S. consumer-oriented food products including tree nuts, fresh fruits, berries, wines, distilled spirits, condiments, and processed foods continues to remain high.

#### **Executive Summary**

India has replaced China as the most populous country in the world with over 1.43 billion

people. Fifty percent of the population is below the age of 25 and more than 65 percent is below 35 years, with a median age of 28 years. The Indian economy is flourishing, despite facing major challenges like climate change, high inflation, and geopolitical tensions. As per the International Monetary Fund (IMF) projections, India's economy is set to grow at 6.1 percent in 2023, making it one of the world's fastest growing economies.



According to recent reports, India is set to become the world's third largest consumer market by 2027, jumping two spots from the

Figure 1: India: Agricultural and Related Product Exports (All Origins)

current ranking. India's household spending is estimated to exceed more than \$3 trillion by 2027, as the disposable income rises, outpacing major Asian economies like Indonesia, Philippines, and Thailand. Additionally, 25.8 percent of Indian households will reach \$10,000 in annual disposable income in the next four years. However, unpredictable global economic conditions, persistent food price inflation, and the weakening of the Indian rupee (INR) remains a huge challenge for India's economy. Indian processors, importers, distributers, wholesalers, retailers, food service operators, hotels, and restaurants all contribute to its massive, yet a developing agribusiness sector. In 2022, India imported \$40.4 billion in bulk, intermediate, consumer oriented, and agricultural related products a 20.21 percent growth from 2021 (\$33.6 billion)<sup>1</sup>. India's expanding youth population and rising disposable income along with rising awareness and aspiration is feeling the demand for imported consumer-oriented products.

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<sup>&</sup>lt;sup>1</sup> Source: Trade Data Monitor.

## **Consumer-Oriented Product Imports**

In 2022, India imported \$7.49 billion of consumer-oriented products from all its trading partners, out of which the United States maintained a 16 percent share. Tree nuts (almonds, walnuts,

pistachios) top the list of imported products followed by spices, processed and fresh fruits. These products are also the fastest growing segments of imported agricultural products in India. **SWOT analysis:** 

Strengths	Weaknesses
<ul> <li>U.S. products held in high regard.</li> <li>Better quality food products as compared to other sources.</li> <li>Rising demand for U.S. food and ingredients in restaurants and from consumers</li> </ul>	<ul> <li>Limited awareness of range and value of U.S. products.</li> <li>Inadequate infrastructure for product handling.</li> </ul>
Opportunities	Threats
<ul> <li>Removal of retaliatory tariff from govt. of India on U.S. origin tree nuts and fresh fruits</li> <li>Imported ingredients and intermediate products in high-end hotels and restaurants.</li> <li>Changing consumer habits and shift toward healthier foods.</li> <li>Growing tourism sector.</li> </ul>	<ul> <li>High tariffs, non-tariff barriers.</li> <li>Product substitutes and competition from local and international suppliers.</li> <li>Value of the Indian rupee against the U.S. dollar</li> </ul>

The demand for imported food products will continue to increase, as consumers are preferring gourmet and quality products from known brands, professional importers, modern retailers, eretailers, and food service entities. Substantial opportunities for U.S. exporters are available in India's, rapidly growing hotel restaurant and institutional (HRI) sector, while vast majority of imported foods are still directed toward retail channels.

#### Quick Facts Calendar Year 2022

## $\underline{\textbf{Imports of Consumer-Oriented Products}}:$

**\$7.49 billion** 

## <u>List of Top Import Growth Products in India:</u>

Tree Nuts (In-shell almonds, pistachios, and walnuts)

Fresh Fruits (Apples, Pears, Table Grapes, Non-Local/Seasonal Fruit)

Dairy products (mainly the cheese products for the use of HRI sector)

**Food Preparations** 

Processed Fruits

**Distilled Spirits** 

Sauces, Condiments and Vinegar

Cocoa and Cocoa Preparations

#### Food Industry by Channels (U.S. billion) 2022:

Food Industry Output	\$400 billion
Food Exports	\$55.9 billion
Food Imports	\$40.4 billion
Retail	\$836 billion
Food Service	\$41.6 billion

#### Top Indian Hotel Chains (Five Star and Above):

Taj Group - Indian Hotels Company Limited ITC Group - ITC Limited

Oberoi Hotels - East India Hotels Limited

Leela Palace Lalit Hotels

#### Top American Hotel Chains in India:

Marriott International Hilton Hotels and Resorts Hyatt Hotels Corporation

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## GDP/Population (2022):

Population: 1.43 billion GDP (USD): \$3.73 (nominal)

GDP per capita (USD): \$2,389 (nominal)

Sources: Trade Data Monitor and Annual

Survey of Industries

#### Food Service, Hotel Restaurant, and Institutional Sector

India's Food Service, Hotel Restaurant, and Institutional sector has stabilized and recovered after facing severe instability in the past three years. In 2023, <u>India's hotel industry</u>, which is dominated by major players like Oberoi Hotels & Resorts, The Park Hotel, ITC Hotels, Lemon Tree Hotels, and Taj Hotels, among others is estimated at \$23.50 billion, and it is expected to reach \$29.61 billion by 2028, growing at a compound annual growth rate (CAGR) of 4.73 percent during the forecast period of 2023-2028. While <u>India's food service sector</u> is estimated valued at \$69.7 billion in 2023 and is anticipated to grow at a CAGR of 10.21 percent and reach \$125.06 billion by 2029. Food service sector is divided into categories like food service types which includes cafes, bars, cloud kitchen, full-service restaurants, quick service restaurants, outlets like chained outlets, independent outlets and location for example, leisure, lodging, retail, standalone and travel. Rapid growth of this sector is due to India's expanding youth population, which comprises of 65 percent of its population, increasing disposable incomes and aspiration for better and healthier lifestyle.

## **SECTION I: MARKET SUMMARY**

## **General Economy and Policy Environment**

In 2023, India ranked 5th in world's GDP rankings, only behind U.S. China, Japan, and Germany. According to S&P Global predications, India is set to grow at 6.7 percent per year from FY 2024 to FY 2031, propelling its GDP to \$6.7 trillion from \$3.4 trillion in fiscal 2023, taking over China and Japan. Market access challenges continue for imported food products, despite domestic efforts to improve the business investment climate and support India's own exports. Strong competition from the domestic industry and neighboring international markets also remains an important barrier for imported food products. Additionally, the depreciating value of <a href="Indian rupees to 83.22 against U.S. dollar">Indian rupees to 83.22 against U.S. dollar</a>, as of September 7, 2023, is another concern which may negatively impact India's HRI sector and reduce overall imports due to the increasing prices.

India's "Self-Reliant India" (Atmanirbhar Bharat) policy, related to the "Make in India" campaign that emphasizes local sourcing, and the high price sensitivity of Indian consumers pose significant growth challenges for imported food products and ingredients. India continues to maintain a surplus in agricultural-related, bulk, consumer-oriented, and intermediate products trade. Food and agricultural exports increased from \$40 billion in 2018 to \$56 billion in 2022. In 2022, India imported \$40 billion in agricultural-related, bulk, consumer-oriented, and intermediate products, 20 percent growth from 2021. Consumer-oriented foods remain among the fastest growing segment of imported agricultural products, and reached \$7.5 billion in 2022, with the United States maintaining a 15 percent share. The United States remains the largest supplier of consumer-oriented food products to India, led by tree nuts, specifically in-shell almonds. Although the demand for imported products is growing, the business climate for such product is challenging. The challenges include import restrictions, new regulations, high tariffs, and a lack of cold chain infrastructure. U.S. exporters should conduct proper due diligence when exporting products to India. For additional information on India's agricultural market, see USDA Foreign Agricultural Service's Exporter Guide 2022.

#### Hotel, Restaurant, and Institutional (HRI) Service Sector Overview

The first half of the calendar year 2023 has witnessed steady progress in the hospitality sector with the <u>average nationwide occupancy rate of 63-65 percent</u>, recording six to eight 6-8 percent growth when compared to the same period in 2022. According to industry sources, around 166 new hotels with a room capacity of 14,885 were signed 2022, a 33 percent increase in brand signings by keys when compared to the previous year.

India's hospitality market is estimated at \$23.5 billion and expected to reach \$29.61 billion by 2028. While the industry is experiencing steady growth, factors including growing middle and affluent class consumers, improved living standards and high aspirational levels, rising disposable income levels, and increasing interest from millennials towards domestic travel continue to drive growth. Moreover, the weakening rupee and Indian Goods and Services Tax (GST) council's rate cut from 28 percent to 18 percent for luxury hotels and 18 percent to 12 percent for mid-scale hotels has made India an inexpensive tourist destination for international travelers.

## **Factors Impacting HRI Food Service Sector**

- Entry of new foreign and Indian fast food, quick service, and casual dining restaurant chains and additional outlets from existing restaurants could potentially increase the opportunity for the use of imported food and beverage products.
- Chefs from high-end hotel chains and restaurants increasingly use imported ingredients to
  achieve an authentic taste and provide consistency. These hotels and restaurants are willing
  to pay additional costs for imported products and ingredients to maintain a brand image with
  consumers.
- Leading high-end restaurants and five-star hotel chains celebrate international festivals (Thanksgiving, Chinese New Year, etc.) with country specific cuisine options. These businesses also invite expat chefs to serve authentic international cuisines (Chinese, Japanese, Italian, Mexican etc.), and require imported ingredients to maintain authenticity.
- The newly introduced cloud kitchen concept, that provides takeaways and online food delivery options, is thriving in India. This could present a significant opportunity for imported food ingredients, however, effective marketing from both the exporter and importer is essential.
- India has the <a href="mailto:third-largest">third-largest</a> domestic aviation market</a> and is expected to become third-largest air passenger market overtaking the United Kingdom by 2024. There exists a unique opportunity for high-end imported products (such as chocolates, alcoholic beverages, tree nuts, beverages) and ingredients (for prepared food) to be used by carriers in first and business class operations onboard, as well as airport lounges and in-flight menus.
- Several five-star hotel chains with parallel food processing operations have begun to use locally manufactured foods and beverages in the minibars of their hotel outlets. This enables them to sell these products at the local maximum retail price (MRP) (priced lower than imports), capturing higher sales from their guests. Introduction of imported food ingredients to these parallel food processing units present potential opportunity.

#### **Way Ahead**

As consumer consumption patterns continue to change, new technologies and mobile-based applications remain a key technology to source freshly prepared, ready-to-eat foods. Additionally, a significant consumer base has shifted toward healthier-eating habits and perceived health foods to boost immunity. Indian consumers have increased their consumption of foods considered healthy and hygienic, including tree nuts (almonds, walnuts, pistachios) and fresh fruits such as apples, pears, and blueberries, which may provide various opportunities for increased U.S. fresh produce trade in the near term. Newer U.S. products including pecans and hazelnuts present good opportunity for growth. Other consumer trends seeing potential grown include clean (healthy) snacks or products with high nutritional value, and increased demand for vegetarian and plant-based vegan foods.

#### **Tourism**

Over the last decade, India has strengthened its position as a key tourism destination. According to <u>India Tourism Statistics 2023 report</u>, India ranked 54<sup>th</sup> in the global travel and tourism development index in 2022, and it is expected that by 2030 India will be amongst the top five business travel markets.

Local hospitality sector contacts report that weather conditions at different tourist destinations play an important role in determining the inflow of the domestic and international tourists. According to the statistics of India Brand Equity Foundation (IBEF), India's tourism and hospitality sector is projected to reach US \$125 billion by 2027, and international tourist arrivals is expected to reach 30.5 million by 2028. These projections are reflecting growth potential for Indian hospitality sector.

#### **Regional Trends**

India is among the most ethnically diverse countries in the world, and for decades has successfully promoted regional ethnic foods throughout India. Throughout major metropolitan areas, consumers can find numerous restaurants serving region-specific cuisines, including, but not limited to, northern India (Punjabi, Mughlai, Rajasthani), northeast (Bengali, Mizo, Sikkimese) south (Tamil, Telugu, Hyderabadi cuisine) and west (Goan, Gujarati, Marathi).

Capitalizing on its global appeal in both food and culture, the Indian hospitality sector has successfully marketed India as a "must-go" destination. The market penetration for imported food and beverages in the near-term is positive. Despite a highly price sensitive sector, the HRI industry is willing to procure a diverse range of international food and beverage products for their clientele in its four and five-star hotels and in-house specialty restaurants. Some of these products are unavailable in India and must be imported, including certain wines and spirits, dairy products, meat, seafood, fresh and dried fruits, tree nuts, frozen food products, sauces, drink mixes, specialty flours, and condiments and sauces. Additionally, the HRI sector typically imports ingredients for international cuisines such as Korean, Italian, Thai, Japanese, Chinese, Mexican, and Spanish foods.

In addition, many Indian luxury hotel chains manage historical palaces and have converted them into heritage hotels, offering guests a luxurious, high-end experience. Such companies offer an opportunity for imported products and ingredients, as clientele are more than willing to pay high prices for a luxury experience.

Table 1: India: Key Indicators of the Travel and Tourism Industry				
International Tourist Arrivals	6.19 million persons			
International Tourist Inbound Receipts	USD \$8.7 billion (2021)			
Travel and Tourism Industry GDP (% of total)	USD \$122 billion			

**Source:** Ministry of Tourism Government of India 2022.

#### **North and East India trends**

FAS India conducted market research in north and eastern parts of India, including states like Delhi, Haryana, Rajasthan, Uttar Pradesh, Punjab, Chandigarh, Uttarakhand, Himachal Pradesh, and West Bengal. As per the industry resources, luxury hotels like Marriott, Hyatt, IHCL (Taj Hotel), and ITC in Tier I and Tier II cities like Kolkata, Chandigarh, Jaipur, Dehradun, and Lucknow, reported an average 65-70 percent of occupancy rate in 2022.

Additionally, the in-house restaurants of these hotels have also reported a 60-65 percent rate of consumer traffic in 2022. The hotel industry in north and east India is also seeing upsurge of new-age wellness resorts and business travelers extending their visit with leisure travel.

#### Section II. MARKET ENTRY ROADMAP

## **Entry Strategy**

Key factors to consider before entering or introducing products into the Indian market:

## **Market Structure and Distribution Channels**

## Can your product come into India and the local laws?

- Study India's varied, complex laws and regulations to determine if your product has market access.
- Review <u>FAS GAIN</u> policy and market reports, including specific commodity information on custom duties or sanitary and phytosanitary (SPS) requirements.
- Consider engaging a market research firm to assist with market entry and to better understand the trade challenges and opportunities, and navigate the complex regulatory environment.

## Find the Right Partner

- Identify a reliable importer/distributor who services the food retail sector.
- Avoid conflicts of interest i.e., a partner who can ensure that all channels are followed within Indian laws.
- Consider whether participating in an Indian trade show or collaborating/participating in USDA endorsed promotional activities would be effective in finding a dependable importer/distributor/partner.

## **Secure Payment Terms**

- Until establishing a successful working relationship, U.S. companies or exporters may wish to consider vehicles such as an irrevocable Letter of Credit, advance payment, or payment at sight.
- FAS India offices do not have the authority to mediate contractual disputes or serve as a collection agent when differences over payment or other commercial issues arise. For information about local legal services, refer to GAIN Report <a href="Molosume Info155">INfo155</a>

Consumer attitudes are shifting toward increased quality and healthier eating habits, propelled in part by the pandemic. Economic trends including greater household income and increased tourism have resulted in an Indian population willing to try new, innovative food and beverage products. The well-travelled Indian consumers are constantly demanding for authentic international cuisines with a fine dining experience, which in turn suggests strong demand for the imported foods and beverages. However, highly complex regulatory requirements, changing food labeling laws, continued long-term rupee depreciation, and limited distribution infrastructure such as cold chain environment continue to prevent large-scale market growth.

Emerging trends such as online food delivery and a tendency towards healthy eating were already on the rise, but the COVID-19 pandemic accelerated such consumption habits. Middle and upper-income consumers are inclined to toward online shopping through e-commerce retailers due to affordability and ease. Although supply chain disruptions and the ability to travel has been restored to normalcy, unique hurdles like sudden changes in import regulations can create challenges for U.S. exporters attempting entry into the Indian market.

#### **Sub-Sector Profiles:**

**Organized Hotels:** India has a vast hotel sector, but only a small percentage are considered four stars or above. The overwhelming majority of hotels are small, traditional outlets that provide inexpensive accommodations and locally source all their food. In 2022, India has classified 1,377 hotels in the star category and out of these majority were three-star hotels followed by four-star hotels. Also, there are approximately 324, five-star hotels across India as of 2023. As per the report, the number of branded hotel rooms in India stood at over 150 thousand in financial year 2022 and it is expected to add 59,238 rooms between 2022 and 2027. Some hotels obtain special licenses that enables duty free food and beverage purchases (and other items such as equipment and furniture), subject to their foreign exchange earnings.



Figure 3: Classification of Indian Hotel
Source: Ministry of Tourism, Government of India

**Restaurants:** A large percentage of the restaurant sector in India is "unorganized" consisting of small restaurants and street-side stalls. <u>According to the FHRAI</u>, around 7 million restaurants are in organized category and 23 million restaurants are in unorganized sector. As a result of the pandemic, most of the restaurants have implemented online delivery system on their own or partnering with third party apps. This adaptability of the newer technologies is paving the way for recovery and growth of the Indian restaurant industry. <u>India's food service market is expected</u> to reach \$79.65 billion by 2028, growing at a CAGR of 11.19 per cent from USD 41.1 billion in 2022. The Indian foodservice delivery sector reached \$28.4 billion in 2022 and it expected to

reach \$118.8 billion by 2028. Most of this growth is contributed from the Tier 1 and Tier 2 cities with younger working-class population residing in these cities.

**Institutional**: The institutional food service sector comprises of catering services for event organizers, Indian armed services, railways, shipping industry, airlines, hospitals, schools, government meal programs, prisons, along with government and corporate offices. Cost is a major consideration, and procurement of most food and beverage requirements, including the imported products, are purchased through local importers or distributors rather than directly from product origin. The COVID-19 impact on the institutional sector was severe, much like India's hotel and restaurant components. However, traditional institutional events and practices have returned along with in-person meetings, conferencing, exhibitions, business events (including conventions and trade shows), social and sporting events.

## **SECTION III: COMPETITION**

Constantly changing import requirements including opaque labeling requirements, coupled with high import tariffs, increasing import restrictions, and the depreciating rupee are major factors impacting Indian food and beverage importers. India's domestic food industry remains the primary competitor for U.S. foods and beverages within the HRI sector. In addition, many third-country competitors enjoy advantages over the United States such as seasonality of certain crops/products, lower freight costs due to their proximity to India, and preferential trade agreements that give advantage over the United States, refer GAIN report IN2022.

Table 2. India: Competition in Major Product Categories					
Product Category		Sources	Strengths of Key International Suppliers	Advantages (A) and Disadvantages (D) of Local Suppliers	
Animal or Vegetable Oils, Fats and their products	21,399	Indonesia Ukraine Argentina Malaysia Brazil	hubs and	Local production is inadequate, and more than 40 percent of total edible oil consumption is dependent on imports.  (A)	
Leguminous Vegetables, Dried Shelled/Pulses	23,493	New Zealand Thailand Bhutan	competitiveness, freight advantage and the ability to produce specific varieties of pulses in demand in	Historically, about 20 percent the total demand for pulses was met through imports. However, record domestic harvests in the last two years has resulted in import restrictions imposed by the Indian government, including quantitative restrictions on pea and other pulse imports, which since 2018 have limited sales. (D)	
Edible Fruits and Nuts; peel of citrus fruit or melons	4,412	USA Côte d'Ivoire Benin Afghanistan Tanzania	Growing market demand, preference for specific quality, popular at certain holidays	Domestic production of some of the major fruits and nuts is insignificant. (A)	

Sugars and sugar confectionery	376	( termany		India is a large producer, consumer and usually a net exporter of sugar. (D)
Coffee, Tea, Mate, and Spices	1,001	Sri Lanka Madagascar Indonesia	-	Most imports are for re-export to other regions. (A)
Dairy products: birds' eggs; natural honey; edible products of animal origin	37	Italy Germany Spain	Price competitiveness, sanitary	Domestic production is not keeping pace with demand. (A) Indian import protocols are very stringent and effectively prohibit imports of many products from the United States. (D)

**Source: Trade Data Monitor** 

## **SECTION IV. BEST PRODUCT PROSPECTS:**

Recent expanded market access and tariff reduction for U.S. origin frozen turkey, frozen duck, and all forms of blueberries, and cranberries (fresh, frozen, dried, and processed) also present good opportunities for trade expansion.

Table 3A: Products Present in Market and have Good Sales Potential				
Product Types	Import Value (\$ Million) CY 2022	U.S. Market Share (%)	Impacting Factors	
Almonds (Almonds, Fresh or Dried, In Shell and Fresh Or Dried, Shelled)	1,019	91.05	United States with 79 percent market share of imported almonds has a supplier advantage.	
Chocolate & Cocoa Products	377	0.51	Strong preference for recognized brands.  Competition from domestic and international suppliers.	
Beverages, Spirits and Vinegar	1,075	24.09	Increased consumption and lack of domestic production of alcoholic and non-alcoholic beverages.	
Pistachios, In Shell, Fresh or Dried	103	61.31	Better quality compared to competitors. High perceived health benefits and usage in traditional sweets and gifting during festivals.	
Processed Fruit	457	3.59	Significant demand growth in imported dried fruits, including cranberries and blueberries.  Better quality compared to competitors. High perceived benefits and usage in traditional sweets and bakery sector.	

Source: Trade Data Monitor

Table 3B: Products Not Present in Significant Quantities but have Good Sales Potential				
Product Types	Import Value (\$ Million) CY 2022	U.S. Market Share (%)	Limiting & Impacting Factors	

Tree Nuts (Except Almonds)	2,444	3.38	India imports a large variety of tree nuts such as pistachios from the United States and Iran, and walnuts from Chile. Limited awareness for other tree nuts such as hazelnuts and pecans.
Leguminous Vegetables, Dried Shelled/Pulses	1,936	0	About 20 percent of India's total demand for pulses previously was met through imports. The Indian government imposes quantitative restrictions on imports of peas and other pulses. Now that the retaliatory tariffs have been removed, there remains an opportunity for imports of U.S. lentils and chickpeas with other pulse and legume crops.
Sugars and sugar confectionery	376	3.52	India is a large producer, consumer, and exporter of sugar. Indian consumers consume many sweets including traditional products; innovative and new products in sugar confectionery are always preferred by consumers of all ages and class.
Fresh Fruits (Except Apples)	571	1.30	Seasonal availability of domestic fresh fruits and imports from other preferred destinations limit U.S. market share. Enhanced market access for U.S. cherries, removal of retaliatory tariffs on U.S. apples, reduction in import duties for U.S. blueberries offer strong potential for growth.
Poultry Meat & Products. (ex. eggs)	0.9	20.86	Nascent market demand for U.S. chicken due to high tariffs, but limited competition and recent tariff reduction on frozen turkey and frozen duck present strong sales potential.

Source: Trade Data Monitor

Table 4: India: Top Consumer-Oriented Product Imports							
Top Consumer-Oriented Products			Top Consumer-Oriented Products				
Imported from the World			Imported from the United States				
Description	Description US Dollars		Description US Dollars		ars		
	(Million	s)		(Million	s)		
	2021	2022		2021	2022		
Cashew Nuts, Fresh or Dried, In	1,125	1,882	Almonds, Fresh or Dried, In	746	915		
Shell			Shell				
Almonds, Fresh or Dried, In Shell	862	967	Walnuts, Fresh or Dried, In	30	7		
			Shell				
Apples, Fresh	378	320	Pistachios, in shell, fresh or	26	63		
			dried				
Dates, Fresh or Dried	240	229	Apples Fresh	25	6		
Whiskies	184	361	Food preparations nesoi	20	15		

Total 2,789 3,759 Total 847 1,006

Source: Trade Data Monitor

## **Products Not Present Because They Face Significant Barriers:**

The Indian government has placed various trade restrictions that have prevented marketed access for U.S. food products. Except for pork and pork products, poultry meat and products, most animal and livestock-derived food product imports are effectively banned due to established Indian import requirements. This includes certain sub-categories in the Harmonized Tariff Schedule under Chapters 2, 3, 4, 5, 16 and 21 (e.g., milk and dairy products, certain seafood, sheep, and goat products, and pet foods). Furthermore, imports of beef are banned due to religious considerations. Certain products if allowed (e.g., gourmet cheeses) may have good sales potential for the food processing, retail, and HRI sectors.

Effective July 8, 2006, the Government of India's Foreign Trade Policy (2004-2009) specified that all imports containing products of modern biotechnology must have prior approval from the Genetic Engineering Approval Committee (GEAC), Ministry of Environment, Forests and Climate Change. The policy also made a biotech declaration mandatory. Soybean oil and canola oil derived from select events are the only genetically engineered food products currently approved for import into India. For more information on India's biotech import policy, please refer to: USDA FAS India GAIN report Agricultural Biotechnology Annual.

## **SECTION V. POST CONTACT**

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## **Additional Information, GAIN Reports and Useful Links**

- USDA FAS Homepage
- FAS India Food Processing Report
- FAS India Retail Foods Report
- FAS India Online Grocery Market
- FAS India Exporter Guide
- FAS India Plant-based Meat Substitutes Market

#### **Attachments:**

No Attachments