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## A Study On Export Performance Of Agriculture Product

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### ABSTRACT

Agricultural exports are a key driver of India's economy, supporting millions of farmers and contributing to foreign exchange earnings. This study explores how India's agricultural exports have performed over the past five years, identifying trends, challenges, and opportunities. By analysing export data from 2019-20 to 2023-24, the study examines which products and countries have shown growth and where struggles persist. While factors like better technology, favourable policies, and strong global demand have boosted exports, challenges such as unpredictable weather, price fluctuations, and trade restrictions continue to pose hurdles. The findings highlight the need for better infrastructure, policy support, and value addition to help Indian farmers and exporters stay competitive in global markets.

### INTRODUCTION OF THE STUDY:

Export refers to the process of sending goods, services, or data from one place to another. In trade, it means selling products from one country to another. Agricultural products are goods obtained from farming and livestock activities. They include crops like rice, wheat, fruits, and vegetables, as well as animal products like meat, milk, and wool. These products are essential for food supply, raw materials for industries, and global trade, supporting economies and livelihoods worldwide.

The export of agricultural products connects farmers to global markets, allowing them to share their harvest with the world. It's a vital part of international trade that helps meet the food needs of different countries while boosting farmers' incomes and strengthening economies. Commonly exported agricultural products include grains, fruits, vegetables, spices, meat, dairy, and processed foods. This study aims at measuring the export performance of agricultural products

## REVIEW OF LITERATURE:

**J. Sheeba, R. Reena:** “A study on Export and Import Performance of Agriculture in India”. The study is based on Secondary data and the required Data is collected from Agricultural and Processed Food Products Export Development Authority (APEDA). The Analysis is carried from the period of 2008 – 09 to 2017 –18. The tools adopted for study are Common Size method, Agricultural Export and Import Trade Balance and Growth of Export and Import in India.

The Indian agriculture export had been occupying the place of pride in the export. Even though, there is an increase in the quantum of agricultural exports, there is consistent decline in the agricultural growth in total exports from 20.05 percentages to 10.53 percentages during the study period. The agricultural growth rate import in India has been fluctuating and it shows in table 5.3. The increasing trend in the value of export from 2010 to 2018, it was a successful in terms of agricultural export increase value and quantity. Indian agricultural export performance during 2008 to 2018 has been increase in the agricultural export since the onset of globalization and liberalization. The findings of the studies show that the Indian agriculture exports have been increased while compares to import. The Indian government needs to take some effective steps to raise its agricultural export with helping the exporters.

**Dr. M. Lakshmi Bala, K. Sudhakar:** “An Overview of Export Performance of Agricultural Products in India”. The present study has analysed the trend in exports of agricultural commodities from India during the Past decade and examined the prospects of boosting it. The study finds that there was significant improvement In the export of agricultural commodities, but this was characterised by a shift in commodity composition. This Would implication on the area allocation for crops, crop diversification and farm income. Significant increase in the share in total export has been noted in case of cereals, guar gum, cotton, spices, and sugar. On the other hand, The share has declined in some commodities, fish and marine products, fruits and nuts, coffee and Tea. Among The major commodity groups high growth rates were registered by basmati rice and maize in case of cereals, Chillies and coriander among spices, mango and grapes among fruits. And onion and potato among vegetables. Consistent growth with low instability was noted in case of meat and meat products and spices. Some Commodities with high growth is depicting high instability as well, as seen in guar gum and other resins, sugar and cotton . The high instability carries a risk of falling market prices and is a concern for assuring farm income To the farmers and for linking them with markets.

**K. Nirmal Ravi Kumar, G. Mohan Naidu and Adinan Bahahudeen Shafiwu:** “Exploring the drivers of Indian agricultural exports: a dynamic panel data approach”. The study focuses on understanding the dynamics and determinants for agricultural exports from India. The agricultural export basket of India is heavily dominated by few commodities and this pose risks in terms of vulnerability to price fluctuations, changes in global demand, and challenges in market access for specific commodities. Additionally, the declining ratio of export value to import value in recent years Indicates an unfavourable trade imbalance. To address these challenges and promote sustainable growth In the agricultural export sector, policymakers must understand the factors influencing export performance. The study utilizes panel data of 40 agricultural export items and employs the system Generalized Method of Moments (GMM) estimation to analyse the determinants of agricultural exports from India. The results revealed that past export performance has a significant positive influence on current export Decisions, indicating the importance of maintaining positive momentum in export quantities to retain Existing international markets. The gross output of agriculture and value-added activities in agriculture Also play crucial roles in driving agricultural exports, as higher agricultural output and value addition Contribute to increased export competitiveness. Economic factors, such as GDP, TO, FDI, and EXR have a significant impact on agricultural exports

## SCOPE OF THE STUDY

This study dives into the world of India's agricultural exports, looking at how they've changed over the years, which countries are buying more or less from India, and which crops and products are doing well or facing challenges. It also explores the impact of factors like government policies, weather, and market demand on export performance. Additionally, it highlights the problems Indian exporters encounter and offers suggestions to help them succeed in the global market. The aim is to provide valuable insights for farmers, exporters, and policymakers to boost India's presence in global agricultural trade and create a more sustainable and profitable export sector.

## STATEMENT OF THE PROBLEM:

Agricultural exports are a vital part of many economies, especially in regions where agriculture forms the backbone of livelihoods. However, despite their potential, the export performance of agricultural products often falls short due to various challenges. Farmers and exporters face issues such as unstable global demand, fluctuating prices, restrictive trade policies, and limited access to international markets. Additionally, inadequate infrastructure, low value addition, and inconsistent product quality further hinder their ability to compete effectively on a global scale.

Farmers who are financially struggling face the biggest challenge – they often have a hard time figuring out which products have high export demand and how to grow them in a way that brings in good profits. This study focuses on understanding these challenges and exploring the products that influence high export performance Of agricultural products.

## OBJECTIVES OF THE STUDY:

- To analyse export trends of agricultural products in India
- To identify country wise export growth rate from India
- To identify product wise growth rate from India

## RESEARCH METHODOLOGY:

- **Nature and source of data:**

**Secondary data:** Secondary data was collected from articles, journals and other research paper

- **Study Period:**

The study period of data analysis was taken from past five years 2019-20 to 2023-24 .

- **Tools used:**
  - Trend analysis
  - Growth percentage analysis

## LIMITATIONS OF THE STUDY:

- Reliable and comprehensive data on agricultural exports can be difficult to obtain.
- Data may be incomplete, inconsistent, or have significant time lags.
- Findings from one study may not be directly applicable to other countries or regions with different agricultural systems, market structures, and policy environments.

## ANALYSIS AND INTERPRETATION:

India's agricultural exports have shown significant growth over the past five years. Below is a table summarizing the export quantities of major agricultural products from fiscal years 2019-20 to 2023-24:

**TABLE 1:**

Commodity	2019-20 (MT)	2020-21 (MT)	2021-22 (MT)	2022-23 (MT)	2023-24 (MT)
Rice					
- Basmati	4,450,000	4,630,000	3,948,161	4,566,282	4,000,000
- Non-Basmati	5,040,000	13,090,000	17,260,998	12,000,000	15,000,000
Wheat	2,180,000	2,090,000	7,230,000	5,000,000	3,000,000
Sugar	5,000,000	7,000,000	10,000,000	6,000,000	1,000,000
Spices	1,080,000	1,160,000	1,360,000	1,500,000	1,400,000
Cotton	1,000,000	1,200,000	1,500,000	1,300,000	1,100,000
Tea	240,000	210,000	220,000	230,000	225,000
Coffee	320,000	310,000	350,000	360,000	340,000
Fresh Vegetables	2,800,000	3,000,000	3,200,000	3,500,000	3,300,000
Fresh Fruits	820,000	850,000	900,000	950,000	900,000

- The export quantities are approximate and rounded to the nearest thousand metric tons (MT).
- The significant increase in non-basmati rice exports in 2020-21 and 2021-22 is attributed to higher global demand and competitive pricing.
- The decline in sugar exports in 2023-24 is due to domestic policies aimed at stabilizing local prices.

TABLE 2:

Commodity	Growth (2020-21)	Growth (2021-22)	Growth (2022-23)	Growth (2023-24)
Rice				
- Basmati	4.04%	-14.72%	15.65%	-12.39%
- Non-Basmati	159.52%	31.87%	-30.49%	25.00%
Wheat	-4.13%	245.93%	-30.85%	-40.00%
Sugar	40.00%	42.86%	-40.00%	-83.33%
Spices	7.41%	17.24%	10.29%	-6.67%
Cotton	20.00%	25.00%	-13.33%	-15.38%
Tea	-12.50%	4.76%	4.55%	-2.17%
Coffee	-3.13%	12.90%	2.86%	-5.56%
Fresh Vegetables	7.14%	6.67%	9.38%	-5.71%
Fresh Fruits	3.66%	5.88%	5.56%	-5.26%

The above table shows the growth percentage of commodities year wise

- Rice: Basmati's growth has been unstable, dropping in 2023–24. Non-Basmati started strong, struggled, but bounced back recently.
- Wheat: Had a massive surge in 2021–22, but things have gone downhill since.
- Sugar: After steady growth, it took a big hit, especially in 2023–24.
- Spices and Cotton: Growth has been slowly shrinking over the years.
- Tea and Coffee: Minor ups and downs, but both dipped slightly in 2023–24.
- Fresh Vegetables and Fruits: Growth was steady at first but started falling in the latest year.



**TABLE 3:**

Fiscal Year	Export Value (USD Billion)	Year-on-Year Growth (%)
2019-20	41.87	—
2020-21	50.24	20.0
2021-22	50.21	-0.06
2022-23	53.15	5.9
2023-24	48.82	-8.2

The above table shows

2019-20: Agricultural exports stood at \$41.87 billion.

2020-21: Exports increased by 20%, reaching \$50.24 billion.

2021-22: A slight decline of 0.06% was observed, with exports totalling \$50.21 billion.

2022-23: Exports rebounded, growing by 5.9% to \$53.15 billion.

2023-24: A significant decrease of 8.2% occurred, bringing exports down to \$48.82 billion.

**TABLE 4:**

Country	2019-20 to 2020-21	2020-21 to 2021-22	2021-22 to 2022-23	2022-23 to 2023-24
United States	3.64%	5.26%	5.00%	7.94%
Bangladesh	16.67%	14.29%	5.00%	14.29%
China	13.64%	20.00%	16.67%	5.71%
UAE	9.52%	8.70%	12.00%	7.14%
Indonesia	5.56%	15.79%	13.64%	12.00%

This data reflects diverse growth trends among countries, suggesting varying economic or market conditions influencing the rates.

- Bangladesh and China started with high growth but saw a decline in later periods, though Bangladesh shows signs of recovery.
- The United States and Indonesia exhibit a steady and relatively stable growth trend especially towards the later periods.
- UAE maintains a middle-range consistent growth with slight fluctuations.

## FINDINGS:

- Good weather, Government support, Better technology, Higher market demand are some of the reasons for increase in exports of some agricultural commodities
- Bad weather, pests and diseases, policy changes and market fluctuations are some of the reasons for decrease in exports of certain agricultural commodities.
- Most of the export categories show a positive trend, indicating a growth in India's agricultural exports over the period.
- 2019-20 to 2021-22: The most notable growth occurred during this period, 2022-23: This year witnessed a peak in exports, reaching the highest point on the trend graph ,2023-24: A slight decline is observed compared to the previous year.
- Top 3 agricultural export states during the year 2019 to 2024 were Punjab, Uttar Pradesh and Maharashtra

## CONCLUSION:

This study has examined the export performance of agricultural products, analysing key factors that influence export success and identifying areas for improvement. This study is concluded with key findings

1. Good weather, Government support, better technology, Higher market demand are some of the reasons for increase in exports of some agricultural commodities
2. Bad weather, pests and diseases, policy changes and market fluctuations are some of the reasons for decrease in exports of certain agricultural commodities.
3. Top 3 agricultural export states during the year 2019 to 2024 were Punjab, Uttar Pradesh and Maharashtra

The study highlights the significant potential for increased agricultural exports, which can contribute to economic growth, rural development, and poverty reduction. By prioritizing the needs and aspirations of our agricultural communities, we can build a thriving and sustainable export sector.”

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