

USDA Foreign Agricultural Service

# GAIN Report

Global Agricultural Information Network

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## India

**Post:** New Delhi

### Hyderabad...Emerging City of Opportunity in South Central India

#### **Report Categories:**

Market Development Reports

Promotion Opportunities

Food Service - Hotel Restaurant Institutional

Food Processing Ingredients

Retail Foods

Dairy and Products

Fresh Fruit

Tree Nuts

Snack Foods

Beverages

Wine

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#### **Report Highlights:**

India's youngest state, Telangana, with Hyderabad its capital, shows promise for U.S. food and beverage products owing to its growing entrepreneurial and well-traveled population working largely within the information technology and pharmaceutical industries. Imports of food and agricultural products clearing customs in Hyderabad in 2016 reached nearly \$55 million of which U.S.-origin products had a 34 percent market share.

## General Information:

FAS India offices are exploring market prospects for imported food, beverage, and agricultural products in a number of emerging “city” markets across India. This report is a snapshot of the market situation and best prospects in Hyderabad’s food service/hospitality, retail, food and beverage e-commerce, and food processing sectors. For additional information, please review the other city market reports hyperlinked at the end of this report.

## Introduction

On June 2, 2014, Telangana was announced as the 29<sup>th</sup> State of India. It is neighbored by Maharashtra and Chhattisgarh towards its North, Karnataka in the West and Andhra Pradesh in the South and East. Hyderabad is the state's capital and has a population of 7.6 million people (2011 Census). Other major cities in Telangana include Warangal, Nizamabad and Karimnagar.

**Image 1. India. Location of Hyderabad on the Indian Map**



Hyderabad is known as the “City of Pearls”. The city houses famous historical sites like Charminar, Falaknuma Palace, Chowmahalla Palace (a UNESCO Asia Pacific Heritage site), and the Salar Jung Museums. Hyderabad was ranked second by the National Geographic Traveler magazine in the “Best of the World - 20 Places You Should see in 2015” list. The city received more than 122,000 international and domestic tourists in 2015 and hosted various national and international meetings and conferences; including, the 19<sup>th</sup> International Children’s Film Festival, the Indo Global Pharma Expo and Summit, Bio-Asia, the Indo-Global Healthcare Summit and Expo, and several more ([Source: Socio Economic Outlook 2016, Department of Planning, Government of Telangana](#)).

Hyderabad is a pharmaceutical hub for many companies and is considered India's pharmaceutical capital. More recently, following the path of Bengaluru city, Hyderabad is developing a Hi-tech area and has become popularly known as "Cyberabad" or "Cyber City". Cyberabad already houses more than 1,300 information technology firms and Fortune 500 companies including Microsoft, Apple, Amazon, Google, IBM, Yahoo!, Oracle, Dell, Facebook, Uber, CISCO, Bank of America, JP Morgan, Siemens, TCS, Wipro, Polaris, and many more. Hyderabad was the first location for IKEA to build a retail store in India. Further, the U.S. Government and several other countries have consulates in Hyderabad.

In Indian Fiscal Year 2013/14, the annual per capita income of Telangana State was INR 103,889 (approx. \$1,598); nearly a 9 percent increase from the previous year (Source: Socio Economic Outlook 2015, Department of Planning, Government of Telangana). This is higher than the all-India average per capita income of INR 88,533 (approx. \$1,362). According to the 2017 Knight Frank Wealth Report released on March 1, Mumbai has 1,340 ultra-high net worth individuals (UHNWI), followed by Delhi (680), Kolkata (280) and Hyderabad (260). UHNWIs are individuals with net assets worth over \$30 million.

Hyderabad is backed by good infrastructure. It has good warehousing facilities located on its outskirts. A number of research institutes including crop specific research institutes are located on the city outskirts and provide innovations in the agriculture sector (e.g., biotechnology) which contribute to the revenue of the Government and growth of the economy.

In August 2016, Telangana State won the CNBC-TV18's India Business Leader Award (IBLA) for the "Promising State of the Year". In 2009, the World Bank Group ranked Hyderabad as the "second best Indian city for doing business"

The climate is predominantly hot and dry. The typical cuisine includes rice dishes and tandoori (marinated and grilled meats) and there are a few famous dishes like Hyderabadi Biryani, Qubani-ka-Meetha (dried apricots and nuts dessert), Haleem (stew made of meat and lentils), and Irani Chai (spiced Indian tea).

Imports of U.S. agricultural food products clearing customs in Hyderabad grew by 39 percent in 2016 to \$18.84 million (see tables 2 and 3 for product details) compared to 2015. United States is the leading supplier of agricultural, fishery and forestry products to India, followed by the United Kingdom (whiskies), Malaysia (vegetable fats and oils/fractions hydrogenated etc.), Australia (plants and parts for medicinal use), and Indonesia (essential oils).

Most imported food products, however, are shipped to Hyderabad from Mumbai, Delhi, Bangalore and Chennai by truckload (dry and reefer) every week. Some high-value and perishable food products are air freighted to the airport.

## Retail Snapshot

*Best retail product prospects: Breakfast cereals; sauces; jams; fruits; vegetables; cheeses; tree nuts; juices; spices, tea; coffee; tamarind, ginger, garlic; health and convenience foods and meats. Source: Trade contacts*

According to the Hyderabad and Secunderabad Retail Dealers Association, there are approximately 1,000 registered mom and pop food retailers in Hyderabad. The association representative reported that Hyderabad is a market for many stand-alone gourmet retail stores though a few retail franchise and chain stores also have outlets that service the city and surrounding area. Competition among the stand-alone and chained retail outlets can be fierce and having the right location and the right mix of products (i.e., fruits and vegetables or imported goods) is critical for each consumer catchment area.

**Table 1. India: Major Retailers in Hyderabad**

Retailer	No. of Outlets in Hyderabad
Heritage Supermarket	75
Ratnadeep Supermarket	38
More Supermarket	20
Spencer's Supermarket	14
Balaji Grand Bazaar	6
Spar Hypermarket	4
Ghansham Supermarket	2
QMart Supermarket	1

*Source: Post Analysis and retailers websites*

Another major challenge facing retailers is having a consistent supply chain of imported products. Owing to the inconsistency, retailers report it is difficult to emphasize sales or promote and market the goods. Meanwhile, with the GOI's "Make in India" initiative, products manufactured or, partially manufactured locally are gaining ground and could become a competitor to the sales growth of imported consumer-ready food products. The products of manufacturers like Patanjali, Sri Sri and others that are marketed by health gurus and nutritionists are gaining popularity in Hyderabad, as well.

One of the major retailers reports sales of INR 8 million per month (\$123,000) per store. The retailer reported that about 40 percent of total sales were of imported food and beverage products and that the firm did not have any supply chain concerns. Several of the other above-mentioned major retailers reported that imported and domestic fruits and vegetables account for about 12 percent of their sales and that imported packaged food products account for 2 to 3 percent of total sales. Retailers believe that creating promotions and discount offers on imported food products will raise demand and consumer awareness on the high-value and benefit of consuming these products.

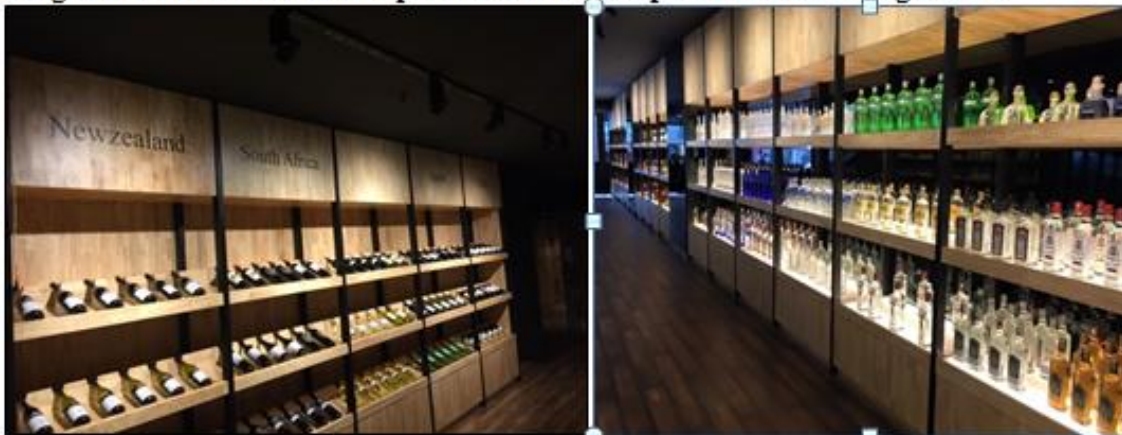
A wide selection of imported wines and spirits from the United States, South Africa, Chile, Italy, Spain, United Kingdom, and Australia are available on retail shelves at alcoholic beverage shops. Post visited one of the alcoholic beverage shops in Hyderabad and it was apparent that there can be opportunity to market products to consumer in state-of-the-art stores that run counter to typical beer/wine/spirits shops.



**Image 2. India. Retail Shelves of Prominent Retailers**



**Image 3. India. Selection of Imported Wines and Spirits at the Beverage Store**



## **Hotels, Restaurants and Institutions (HRI)**

*Best retail product prospects: poultry; red meats; cheeses; olive oil; pastas; bread and specialty flours; exotic fruits and vegetables; tree nuts; salad dressings; sauces; condiments; spreads and alcoholic beverages (beer, wine and spirits), and brewing ingredients. Source: Trade contacts*

According to industry contacts, Hyderabad is one of India's most popular destinations for weddings and business conferences. The city houses several major 5 and 4-star properties like the Park Hyatt, Marriott, Taj, ITC, the Mercure Group and several similar brands. The hotel sector in Hyderabad relies on corporate business from the pharmaceutical and information technology industries. A local newspaper recently quoted a Jones Lang LaSalle report that identified Hyderabad as a fast emerging market for the hotel industry with growth ranging between 12 and 18 percent. Moreover, Hyatt Hotels has outlined plans for bringing three new hotels to India; including one in Hyderabad by the end of 2017.

A major challenge faced by the HRI sector is the heavy import tariff on food products, which makes procurement of foods and beverages very difficult for the city's niche and corporate clientele. Nevertheless, one luxury hotel conducts regular beverage promotions in the city for premium products like Scottish whiskey as well as French and Tuscan wines. The hotel reports it is often over booked for these promotions and sees consistent consumer demand for wines and spirits. A few hotels have also started selling foods and ingredients with in-house stores that cater largely to residents living in serviced apartments at the hotel location.

Major international quick service restaurants like McDonalds, Subway, Dominos, Yum! Brands restaurants like Kentucky Fried Chicken and Pizza Hut, Papa Johns, Eagle Boys Pizza, Burger King, Dunkin Donuts and casual dining restaurants like TGI Fridays, Chili's and Hard Rock Café have an established presence in the city.

Craft breweries are an emerging restaurant format in the city. Industry sources report there will be increased demand for craft beer in Hyderabad in the coming years. Currently there are five microbreweries in Hyderabad with 19 more scheduled to open by the end of 2017. Wheat and stout beers are the most popular craft brews. Consumption of craft beer in Hyderabad is around 20,000 liters a month. Ingredients are procured through local importers/distributors, namely, malts from Germany, Belgium and United Kingdom; hops from United States; and yeast from France. For more information on the policy, refer to the [Telangana Micro Brewery Rules](#).



**Image 4. India. Selected Quick Service and Casual Dining Restaurants in the City**



### **Food Processing Snapshot**

*Best food processing and ingredient product prospects: fruits; vegetables; pulses; frozen egg products; sauces; maize; millets; snack foods; bakery products; and confectionery ingredients. Source: Trade contacts*

According to the Socio Economic Outlook 2016, Department of Planning, Telangana, Hyderabad has high potential for industrial development with investment opportunities in the following sectors:

- (i) Agro based industries: processing and packaging of snack foods, bakery products, confectionary, vermicelli, instant mixes of idli and dosa (steamed cakes and pancakes made with fermented black lentils and de-husked rice); and
- (ii) Horticulture based industries: dehydrated vegetables, cold storage

According to the same outlook, there are several untapped areas in the agriculture sector which include:

- i. Around 40 percent of total geographic area of the State contains suitable agricultural soils and can be used for cultivating a wide range of crops including food grains, oilseeds, pulses, fruit crops, etc. There is a scope for diversifying cropping patterns towards higher value crops.
- ii. Telangana has a robust network of agricultural universities and research institutions, which can be used to develop technological solutions to bridge the productivity gap in major crops.
- iii. The presence of national and international institutions engaged in agricultural research include: International Crops Research Institute for the Semi-Arid Tropics (ICRISAT) and number of other Indian Council of Agricultural Research (ICAR) institutes.
- iv. Climate conditions support the growth of the seed industry. The State supplies a significant volume of India's planting seed requirement and there are more than 400 seed companies operating in and around Hyderabad.

The Ministry for Food Processing Industries has approved four food park projects on the outskirts of Hyderabad. These food parks will provide facilities for cold storage and deep freezing, warehousing raw materials and finished goods, as well as quality control and food testing labs. The Parks can process maize, rice, oilseeds such as soybean, vegetable crops like tomato, cabbage, cauliflower and fruits such as mango, papaya, citrus, guava and spices such as turmeric.

ITC Limited has plans to set up a food processing unit in the outskirts of Hyderabad for its agri-business division, focusing on food/feed ingredients: soymeal; food grains: wheat and wheat flour, rice, pulses, barley and maize; marine products: shrimp and prawn; processed fruits: fruits purees and concentrates, IQF/frozen fruits, organic fruit products; and coffee.

In terms of investment in Telangana, manufacture of pharmaceuticals, other non-metallic mineral products, rubber and plastic products, electrical equipment and food products account for about 54 percent of total investment into the State's manufacturing sector. Hyderabad has a total of 665 registered factories, generating employment for nearly 28,000 workers, and produced INR 1,732 million (\$27 million) in goods and services. (Source: Socio Economic Outlook 2016, Department of Planning, Telangana).

Telangana registered growth of 12 and 18 percent in its livestock and fisheries sectors respectively. The State leads the country in poultry production with production of over 35 million eggs per day (i.e. 25 percent of national production). The State produced 505 thousand metric tons (KMT) of meat, 106.1 million eggs and 4.207 million MT of milk in 2014-15. Fisheries production was registered at 26 MMT in 2014-15. The resource base of fisheries in the State include 78 reservoirs spreading about 0.18 million hectares, and 35,031 tanks spreading over an area of 0.4 million hectares. (Source: Socio Economic Outlook 2016, Department of Planning, Telangana).

According to trade contacts, U.S. suppliers of food processing ingredients wishing to enter Hyderabad must consider collaboration with a food park among the top choices and consider commercial terms like



pricing and timing. Contacts are optimistic about the prospects for food processing in Hyderabad as they believe the Indian consumer is becoming more health conscious and will be looking for more hygienic and nutritious processed foods.

### **E-Commerce Snapshot**

*Best food and grocery e-commerce product prospects: Snack foods; chips; jams; spreads; exotic fruits; organic products. Source: Trade contacts*

According to the Hyderabad and Secunderabad Retail Dealers Association, Hyderabad's e-commerce sector is set for huge growth as infrastructure is good and there are industry friendly policies. According to the Internet and Mobile Association of India (IAMAI) findings in October 2015, Hyderabad registered 5.3 million internet users, with 43 percent year on year growth. Hyderabad stood fifth among the top 8 metros of the country for mobile usage. Other metro cities, namely, Mumbai and Delhi registered 15.9 and 12.2 million registered users. Other cities like Kolkata, Chennai, Bangalore, Ahmedabad and Pune followed close behind.

Major e-commerce players like Amazon, Big Basket and Flipkart have branches in Hyderabad. Sources report that the success of these players is largely due to the huge discounts offered on these sites and the option consumers have of getting deliveries at home. An omni-channel retailer reported that it launched its online space a year ago to test the market and has witnessed around 3,000 orders a day since without advertising its online presence.

Another online retailer launched in 2014, has witnessed huge sales growth in Hyderabad. The retailer reports fruits and vegetables contribute to 30 percent of their sales while imported food products contribute 7 to 8 percent. Currently they operate on two models: inventory-led and tie-ups with local supermarket/hypermarkets, but are in the process of going forward with third party vendors (i.e., a market place model).

Online retailers report that the "Make in India" campaign presents a challenge as for every imported product there is a similar domestic product becoming available. Online retail contacts report that Hyderabad consumers need to be educated about the nutritional value of the products they purchase.

### **Market Development Activities**

Trade contacts report that multiple marketing activities are required in Hyderabad to generate demand and educate consumers about imported food products. In January 2017, Food Export Association of the Midwest USA and Food Export USA Northeast organized a trade awareness program in Hyderabad on the availability of U.S. origin food and beverages in the market. The program built linkages between U.S. food companies and Indian importers, distributors, retailers, and the hospitality sector in the city and others. In September 2016, USDA's Foreign Agricultural Service offices conducted a table top trade show featuring U.S. origin food and beverages in Hyderabad. The activity generated interest among local trade and end-users for American products. As learned during the event, Hyderabad holds tremendous promise for American products since the city's retail and food service industries are modernizing to meet the demands of increasingly affluent consumers, business travelers, and tourists. One of the resounding successes for the night was the interest and trade leads supplied for U.S. blueberries, which chefs did not know could be sourced fresh/chilled and frozen in India.

In April 2016, the Washington Apple Commission organized a two-month long roadshow in Hyderabad and Secunderabad that educated consumers about the freshness, taste, and health benefits of Washington apples through contests, games and other promotional activities. In June 2015, Washington Apple Commission conducted a two week long online promotion with bigbasket.com, after which the online retailer reported increase in sales for the product. Online promotional activities, contests were held in conjunction with the promotion to create consumer awareness of health benefits and varieties of Washington apples.

**Image 5. India. Exhibitors and visitors at the Table Top Road Show**



**Image 6. India. Residents of Secunderabad with Washington Apple Gift Baskets**



**Image 7. India. Online competition posted by Bigbasket.com for Washington Apples on Social Media**



## POST CONTACT AND FURTHER INFORMATION

For further information about Hyderabad and other markets, please contact the following USDA offices in India.

### Office of Agricultural Affairs

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### Additional City Market Reports

IN3116: [The 31 Cities in India – A Food and Drink Exporter Guide](#) dated Oct. 10, 2013  
IN5020: [Emerging Growth Market...Bangalore](#) dated February 20, 2015  
IN5060: [Ahmedabad... Third Fastest Growing City of the Decade](#) dated May 7, 2015  
IN5090: [Pune...Fastest Growing City of India](#) dated July 13, 2015  
IN6036: [Emerging Growth Market – Chandigarh](#) dated March 2, 2016  
IN6073: [Indore and Bhopal...Emerging Cities in the Heart of India](#) dated June 1, 2016  
IN6138: [Goa Has Got It Going On...An Emerging Market Not to Miss](#) dated November 7, 2016



**Production, Supply and Demand Data Statistics:**

**Table 2. India. Leading Imports of Agricultural Products into Hyderabad (via icd Hyderabad) from the United States in Value**

HTS	Description	United States Dollars		
		2014	2015	2016
<b>All</b>	<b>Total</b>	<b>11,083,576</b>	<b>8,315,592</b>	<b>15,299,560</b>
520100	Cotton, Not Carded Or Combed	9,276,349	5,002,405	12,028,158
230990	Animal Feed Prep Except Dog Or Cat Food, Retail Pk	238,600	1,971,935	2,554,581
290543	Mannitol	109,143	244,279	189,363
440710	Coniferous Wood Sawn, Sliced Etc, Over 6 Mm Thick	92,492	342,640	141,267
170211	Lactose & Lactose Syrup Cont 99% More Lactse By Wt	238,656	117,000	130,303
520300	Cotton, Carded Or Combed	132,119	129,996	81,426
220830	Whiskies	23,501	51,594	66,139
220710	Ethyl Alcohol, Undenat, Alchol Not Un 80% By Volum	-	-	26,250
230210	Bran Sharps & Oth Residues Derived Frm Millng Corn	-	7,149	20,114
220421	Wine, Fr Grape Nesoi & Gr Must W Alc, Nov 2 Liters	-	7,934	16,856
130219	Vegetable Saps And Extracts, Nesoi	7,975	217,604	10,943
210330	Mustard Flour And Meal And Prepared Mustard	-	22,215	9,431
110812	Starch, Corn (Maize)	92,701	38,866	9,217
220870	Liqueurs And Cordials	-	1,242	4,907
230800	Veg Materials, Wastes Etc For Animal Feed Nesoi	-	-	1,981
220890	Cordials, Liqueurs, Kirschwasser, Ratafia, Etc.	812	728	1,578
291570	Palmitic Acid, Stearic Acid, Their Salts And Estrs	26,282	8,671	1,531
110423	Grains Worked (Hulld Pearld Sliced Kibbld) Of Corn	-	1,056	1,384
220860	Vodka	-	-	1,305
441520	Pallets, And Other Load Boards & Collars, Of Wood	1,776	-	1,102
220290	Nonalcoholic Beverages, Nesoi	-	-	1,069
220850	Gin And Geneva	548	2,332	656
210390	Sauces Etc. Mixed Condiments And Seasonings Nesoi	7,003	-	-
210610	Protein Concentrates & Textured Protein Substances	-	49,360	-
210690	Food Preparations Nesoi	-	4,308	-
170220	Maple Sugar And Maple Syrup	93,382	24,641	-
190190	Malt Extract; Flour, Meal, Milk Etc Prod Etc Nesoi	4,430	-	-
210111	Coffee Extracts, Essences Etc. & Prep Therefrom	143,537	-	-
441820	Doors And Their Frames And Thresholds, Of Wood	-	5,867	-

**Table 3. India. Imports of Agricultural Products into Hyderabad (via Hyderabad Airport) from the United States in Value**

HTS	Description	United States Dollars		
		2014	2015	2016
<b>All</b>	<b>Total</b>	<b>4,599,009</b>	<b>3,163,290</b>	<b>3,549,294</b>
210690	Food Preparations Nesoi	577,682	298,536	546,080
130219	Vegetable Saps And Extracts, Nesoi	805,476	457,438	459,197
350790	Enzymes And Prepared Enzymes, Nesoi	185,645	124,795	399,745
170199	Cane/Beet Sug Chem Pure Sucrose Refind Nesoi	54,410	53,296	373,570
350400	Peptones, Other Proteins & Deriv Etc; Hide Powder	238,217	404,951	338,563
230990	Animal Feed Prep Except Dog Or Cat Food, Retail Pk	646,384	101,934	297,690
350190	Caseinates & Other Casein Derivatives; Casein Glue	-	-	247,975
121490	Forage Products Nesoi (Hay, Clover, Vetches, Etc)	-	6,992	153,651
291570	Palmitic Acid, Stearic Acid, Their Salts And Estrs	386,922	271,073	116,016
350290	Albumin & Albumin Derivatives, Nesoi	106,301	414,035	105,142
330130	Resinoids	68,715	64,690	58,256
010690	Animals, Live, Nesoi	316,281	279,749	56,719
170230	Glucose (Dextrose), Under 20% Fructose In Dry Form	6	10,868	49,396
071290	Vegetables Nesoi & Mixtures, Dried, No Furth Prep	17,911	71,965	42,440
170290	Sugar, Nesoi, Including Invert Sugar & Syrup	25,257	4,648	35,468
210210	Yeasts, Active	19,698	4,300	30,586
220710	Ethyl Alcohol, Udenat, Alchol Not Un 80% By Volum	-	-	30,495
210390	Sauces Etc. Mixed Condiments And Seasonings Nesoi	-	8,305	27,241
090220	Green Tea (Not Fermented) Nesoi	4,950	3,783	22,900
330210	Mixtures Odoriferous Substance Use Food/ Drink Ind	1,873	11,539	20,768
350300	Gelatin & Deriv; Isinglass; Glues, Animal Or Nesoi	42,589	11,233	20,237
180620	Chocolate Prep Nesoi, In Blocks Etc. Over 2 Kg	9,893	12,358	18,383
330129	Essential Oils, Nesoi	-	80,252	17,812
170260	Fructose, Nesoi & Syrup, Ov 50% Fructose In Dry Fm	-	6,646	17,075
520300	Cotton, Carded Or Combed	22,155	13,205	12,007
170220	Maple Sugar And Maple Syrup	90,945	78,622	9,907
170211	Lactose & Lactose Syrup Cont 99% More Lactse By Wt	5,415	19,285	9,866
210330	Mustard Flour And Meal And Prepared Mustard	293	50,864	6,937
130212	Vegetable Saps And Extracts Of Licorice	3,446	-	5,771
151620	Vegetable Fats & Oils/Fractions Hydrogenated Etc	2,324	53	4,514
130190	Natural Gums, Gum Resins, Resins And Balsams Nesoi	18,642	12,320	4,283
130231	Agar-Agar	130	3,145	2,550
200799	Jams, Fruit Jellies, Pastes Etc Nesoi, Nut Pastes	-	-	2,312
442190	Articles Of Wood, Nesoi	2,900	2	1,434
	All Others	944,549	282,408	4,308

**Table 4. India. Imports of Agri., Fishery and Forestry Products into Hyderabad (via icd Hyderabad) in Value**

Comm odity	Description	Imports from the World		Imports from the U.S.		U.S. Market Share (%)	
		2015	2016	2015	2016	2015	2016
<b>All</b>	<b>Total</b>	<b>36,671,428</b>	<b>43,644,770</b>	<b>8,324,154</b>	<b>15,299,387</b>	<b>23</b>	<b>35</b>
520100	Cotton, Not Carded Or Combed	6,355,300	13,908,402	5,002,405	12,028,158	79	86
230990	Animal Feed Prep Except Dog Or Cat Food, Retail Pk	6,125,646	6,444,959	1,971,935	2,554,581	32	40
290543	Mannitol	597,598	686,187	244,279	189,363	41	28
440710	Coniferous Wood Sawn, Sliced Etc, Over 6 Mm Thick	537,325	460,592	342,640	141,267	64	31
170211	Lactose & Lactose Syrup Cont 99% More Lactse By Wt	690,845	451,280	117,000	130,303	17	29
520300	Cotton, Carded Or Combed	132,797	81,426	129,996	81,426	98	100
220830	Whiskies	3,826,987	4,864,333	51,594	66,139	1	1
220710	Ethyl Alcohol, Undenat, Alchol Not Un 80% By Volum	-	29,767	-	26,250	-	88
230210	Bran Sharps & Oth Residues Derived Frm Millng Corn	7,149	20,114	7,149	20,114	100	100
220421	Wine, Fr Grape Nesoi & Gr Must W Alc, Nov 2 Liters	69,321	69,914	7,934	16,856	11	24
130219	Vegetable Saps And Extracts, Nesoi	375,562	96,998	217,604	10,943	58	11
210330	Mustard Flour And Meal And Prepared Mustard	22,215	10,666	22,215	9,431	100	88
110812	Starch, Corn (Maize)	38,866	9,217	38,866	9,217	100	100
220870	Liqueurs And Cordials	21,521	62,838	1,242	4,907	6	8
230800	Veg Materials, Wastes Etc For Animal Feed Nesoi	-	1,981	-	1,981		100
220890	Cordials, Liqueurs, Kirschwasser, Ratafia, Etc.	728	7,675	728	1,578	100	21
291570	Palmitic Acid, Stearic Acid, Their Salts And Estrs	8,671	8,746	8,671	1,531	100	18
110423	Grains Worked (Hulld Pearld Sliced Kibld) Of Corn	1,056	1,384	1,056	1,384	100	100
220860	Vodka	7,073	66,359		1,305	0	2
441520	Pallets, And Other Load Boards & Collars, Of Wood			-	1,102		
070951	Mushrooms Of The Genus Agaricus, Fresh Or Chilled			-	895		
220850	Gin And Geneva	84,659	88,350	2,332	656	3	1
	All Others	17,768,109	16,273,582	156,508	-	1	0

**Table 5. India. Imports of Agri., Fishery and Forestry Products into Hyderabad (via Hyderabad Airport) in Value**

Commodity	Description	Imports from World		Imports from US		U.S. Market Share (%)	
		2015	2016	2015	2016	2015	2016
<b>All</b>	<b>Total</b>	<b>14,362,720</b>	<b>11,281,943</b>	<b>3,162,209</b>	<b>3,549,293</b>	<b>22</b>	<b>32</b>
210690	Food Preparations Nesoi	458,856	750,222	298,536	546,080	65	73
130219	Vegetable Saps And Extracts, Nesoi	576,595	586,146	457,438	459,197	79	78
350790	Enzymes And Prepared Enzymes, Nesoi	1,065,231	1,084,462	124,795	399,745	12	37
170199	Cane/Beet Sug Chem Pure Sucrose Refind Nesoi	117,396	376,042	53,296	373,570	45	99
350400	Peptones, Other Proteins & Deriv Etc; Hide Powder	577,085	482,683	404,951	338,563	70	70
230990	Animal Feed Prep Except Dog Or Cat Food, Retail Pk	290,766	601,017	101,934	297,690	35	50
350190	Caseinates & Other Casein Derivatives; Casein Glue	-	247,975	-	247,975	-	100
121490	Forage Products Nesoi (Hay, Clover, Vetches, Etc)	6,992	153,651	6,992	153,651	100	100
291570	Palmitic Acid, Stearic Acid, Their Salts And Estrs	376,760	138,590	271,073	116,016	72	84
350290	Albumin & Albumin Derivatives, Nesoi	414,493	105,482	414,035	105,142	100	100
330130	Resinoids	68,988	78,678	64,690	58,256	94	74
010690	Animals, Live, Nesoi	407,247	83,764	279,749	56,719	69	68
170230	Glucose (Dextrose), Under 20% Fructose In Dry Form	14,317	85,472	10,868	49,396	76	58
071290	Vegetables Nesoi & Mixtures, Dried, No Furth Prep	71,965	42,440	71,965	42,440	100	100
170290	Sugar, Nesoi, Including Invert Sugar & Syrup	585,460	93,378	4,648	135,468	1	38
210210	Yeasts, Active	12,376	223,674	4,300	30,586	35	14
220710	Ethyl Alcohol, Undenat, Alchol Not Un 80% By Volum	40,523	77,933	-	30,495	0	39
210390	Sauces Etc. Mixed Condiments And Seasonings Nesoi	8,305	27,241	8,305	27,241	100	100
090220	Green Tea (Not Fermented) Nesoi	3,807	22,900	3,783	22,900	99	100
330210	Mixtures Odoriferous Substance Use Food/ Drink Ind	37,900	59,872	11,539	20,768	30	35
350300	Gelatin & Deriv; Isinglass; Glues, Animal Or Nesoi	14,577	21,069	11,233	20,237	77	96
180620	Chocolate Prep Nesoi, In Blocks Etc. Over 2 Kg	12,358	18,383	12,358	18,383	100	100
330129	Essential Oils, Nesoi	257,868	236,307	80,252	17,812	31	8



170260	Fructose, Nesoi & Syrup, Ov 50% Fructose In Dry Fm	6,646	17,075	6,646	17,075	100	100
520300	Cotton, Carded Or Combed	13,205	12,007	13,205	12,007	100	100
170220	Maple Sugar And Maple Syrup	78,622	9,907	78,622	9,907	100	100
170211	Lactose & Lactose Syrup Cont 99% More Lactse By Wt	159,579	108,514	19,285	9,866	12	9
210330	Mustard Flour And Meal And Prepared Mustard	50,864	6,937	50,864	6,937	100	100
130212	Vegetable Saps And Extracts Of Licorice	-	5,771	-	5,771	-	100
151620	Vegetable Fats & Oils/Fractions Hydrogenated Etc	53	4,514	53	4,514	100	100
130190	Natural Gums, Gum Resins, Resins And Balsams Nesoi	41,202	4,466	12,320	4,283	30	96
130231	Agar-Agar	3,256	2,663	3,145	2,550	97	96
200799	Jams, Fruit Jellies, Pastes Etc Nesoi, Nut Pastes	415	2,312	-	2,312	0	100
442190	Articles Of Wood, Nesoi	10,584	7,177	2	1,434	0	20
441510	Cases/Boxes/Crates/Simlr Packngs, Cable-Drum, Wood	1,735	1,224	227	965	13	79
382319	Indust Monocarboxylic Fatty Acids, Nesoi Acid Oils	3,788	748	868	719	23	96
290544	D-Glucitol (Sorbitol)	1,591	729	-	690	0	95
350510	Dextrins And Other Modified Starches	22,441	27,748	577	525	3	2
210320	Tomato Ketchup And Other Tomato Sauces	-	487	-	487	-	100
151530	Castor Oil, Whether/Not Refined, Nt Chem Modified	1,171	475	129	475	11	100
	All Others	8,547,703	5,471,808	279,526	446	3	0