



Viksit Bharat by 2047

Role of the food processing sector



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01 Introduction

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Introduction

A robust food processing industry with advanced processing techniques plays a pivotal role in reducing waste, enhancing value addition, encouraging crop diversity, ensuring better income for farmers, fostering employment opportunities, and boosting export revenue. In addition, it can address critical issues related to food security, inflation, and delivering nutritious food to the general population.

The food processing industry in India is at a nascent stage, accounting for less than 10% of total food in India. Studies conducted on the level of food processing in India have indicated that it is 4.5% for fruits, 2.7% for vegetables, 21.1% for milk, 34.2% for meat and 15.4% for fish¹.

From 2015 to 2022, the food processing sector has grown substantially, averaging an annual growth rate of around 7.3%, compared to approximately 4.87% in the agriculture and allied sectors, at 2011–12 prices. It has also emerged as a pivotal segment of the Indian economy, contributing significantly to GDP, employment, and investment. In 2020–21, the sector constituted 10.54% of gross value added (GVA) in manufacturing and 11.57% of GVA in the agriculture sector, both at 2011–12 prices².

Market size growth of the Indian food processing sector (USD billion)





10.54%

Share of food processing in Gross Value Added (GVA) in manufacturing



Food processing share of Gross Value Added (GVA) in agriculture

1. https://loksabhadocs.nic.in/Refinput/New_Reference_Notes/English/18072022_100034_1021205175.pdf

2. https://static.pib.gov.in/WriteReadData/specificdocs/documents/2023/apr/doc2023428189401.pdf

Current status of the Indian food processing sector

India's food processing sector is one of the most substantial globally and serves as a crucial link between Indian farmers and domestic and international consumer markets. Within the registered factory sector, the food processing industry accounts for 12.38% (at the 3-digit NIC classification) of the total employment, engaging roughly 1.93 million individuals. The unregistered food processing sector also employs approximately 5.1 million workers, as reported in the NSSO 73rd Round report. The primary sectors comprising the Indian food processing industry include grains, sugar, edible oils, beverages, fisheries, fruits, vegetables and dairy products.

Export of agri and processed food products (Value in USD billion)



Processed fruits and vegetables
 Other processed foods





India's agricultural and processed food exports have gone up to more than USD 50 billion in 2022-23. Exports of processed food accounted for 22.6% of the overall agri-food exports³.

3. Ministry of Commerce and Industry

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Contribution of the food processing sector to Indian GDP growth

The contribution of the food processing sector to the Gross Domestic Product (GDP) has been significant. Over the years, India has consistently achieved improved agricultural production, ranking first in pulses and milk, second in various vegetable and fruit crops, wheat and rice, and third in cereals and primary egg production globally. This positive trend can be attributed to an abundant supply of raw materials, a growing demand for food products, and government incentives.

Contribution of the food processing sector to the total Gross Domestic Product has increased by 27%⁴ in the last five years.



Contribution of Indian Food Processing Sector to GDP (Rs. Lakh Crore)



4. MoFPI, RBI, CSO

Target GVA projections for the Indian food processing sector

India's food processing sector contributes around 1.8% to the total GVA at current prices of 2011–12. This has grown at a six-year average annual rate of 3.5%.

Share of food processing sector to total GVA (%)



To make India a developed country by 2047, the contribution of the food processing sector to the overall gross value added (GVA) needs to quadruple to \sim 7.2%.

The table provides different growth scenarios and the growth rates needed to achieve those.

Summary of projections assumed depicted in graph above

Projections	(%) share in overall GVA of GVA- Food Processing Industry	CAGR	Reason for CAGR assumption
Target projection	7 years: 3.6%25 years: 7.2%	10.4%	Contribution to double by 2030 and quadruple by 2047
Middle growth projection	7 years: 3%25 years: 5.5%	7.6%	Medium growth
As-Is projection	7 years: 2.35%25 years: 4.3%	3.5%	As is scenario

Future strategies need to be aligned to achieve the target of 10.4% CAGR by 2047 and making India a developed country.

⁸ Viksit Bharat by 2047: Role of the food processing sector

FDI equity inflow

Foreign Direct Investment (FDI) is fully authorised without prior approval in the food processing sector. Likewise, 100% FDI is sanctioned through government approval for trading activities, including those conducted via e-commerce, involving food products made or cultivated in India. From April 2014 to September 2022, the food processing industry has observed FDI equity inflow of USD 5.72 billion. The chart here illustrates the FDI equity inflows in India's food processing sector since FY2014–15.

In the food processing sector, 100% FDI is permitted under the automatic route. However, in case of trading in food products manufactured and/or produced in India including through e-commerce, 100% FDI is allowed under the Government approval route. The sector has witnessed FDI equity inflow of USD 4.99 billion during April 2014 to September 2021.



FDI Inflows in Food Processing Sector (in USD million)

Source: Department for Promotion of Industry and Internal Trade

FDI inflows to the food processing sector as a percentage of the total FDI inflow have consistently decreased in the last four years.

Major reasons which contributed to the decrease in the FDI inflow as a percentage of total FDI:

- COVID-induced lockdowns which led to an overall reduction in the FDI inflows to India
- Insufficient infrastructure in the food processing sector which adversely affects the ease of doing business and reduces profit margins for foreign investors
- Competition from other emerging markets like Vietnam, etc., which provide cheap labor and favorable regulatory regime for foreign investors in the food processing sector

There is a need to spur FDI in the food processing sector to financially support infrastructure development and increase capital expenditure to achieve exponential growth.



Focusing on investments to spur growth in the Indian food processing sector



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Investment opportunities in the Indian food processing sector



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02 Addressing challenges

Addressing challenges

Challenges in the global food processing industry

Some of the key challenges in the global food processing industry include:

- Food safety and quality: Food safety is a top priority for both consumers and food processors. However, there are several factors that can impact food safety, such as foodborne pathogens, chemical contamination, and physical hazards. Food processors need to invest in food safety measures and technologies to ensure the safety of their products.
- Food sustainability: Food sustainability is another important challenge for the food processing industry. The industry needs to find ways to produce food in a sustainable manner that reduces its environmental impact. This includes reducing food waste, using renewable energy sources, and sourcing sustainable ingredients.
- Labour shortages: The food processing industry faces a shortage of skilled labour. This is due to several factors, such as an aging workforce and a lack of qualified workers. Food processing companies need to invest in training and development programmes to attract and retain qualified workers.

Challenges in the Indian food processing industry

- Wastages: According to a recent study across the country, the wastage of cereals ranges from approximately 3.89% to 5.92%, while wastage of fruits and vegetables varies from around 4.87% to 15.05%. Furthermore, there have been notable losses within the milk, meat, poultry, and marine fisheries sectors (1%-6%)⁵.
- Infrastructure bottlenecks: India has a large agricultural sector, but is fragmented and underdeveloped. This leads to problems such as a lack of storage facilities, poor transportation infrastructure and high levels of wastage. Deficiencies in the supply chain infrastructure can lead to inadequate primary processing, storage, and distribution facilities.

- There is insufficient linkage between production and processing, primarily due to the absence of processable varieties.
- Seasonality of opearions and low capacity utilisation.
- There are institutional shortcomings within the supply chain, exemplified by a reliance on Agricultural Produce Market Committee (APMC) markets.
- Emphasis on quality and safety standards is insufficient.
- The food processing industry in India is highly informal, with more than 75% of the sector consisting of small-scale and unorganised units. This makes it difficult to implement and enforce food safety standards and regulations.
- Lack of skilled labour: The industry requires a skilled workforce, which is short supply in India. This is due to several factors, including lack of vocational training programmes and low wages.
- Regulatory environment: The regulatory environment for the industry in India is complex and fragmented. This can make it difficult for businesses to comply with the rules and regulations.
- High cost of capital: The cost of capital is relatively high in India, making it difficult for businesses to invest in new technologies and infrastructure.

In addition to the above challenges, the food processing industry in India is also facing new challenges such as the need to adopt sustainable practices and meet the growing demand for healthy and nutritious food.

The Government of India has taken several steps to address the challenges faced by the food processing industry, such as launching the Pradhan Mantri Kisan Sampada Yojana (PMKSY) and the Food Processing Industries Scheme (FPIS). However, more needs to be done to create a favourable environment for the industry to grow and thrive.

^{5.} https://pib.gov.in/PressReleaselframePage.aspx?PRID=1885038

03 Global landscape and best practices

Global landscape and best practices

The global food processing industry is expected to grow at a compound annual growth rate (CAGR) of 3.1% from 2021 to 2028, reaching a market size of USD 5.4 trillion by 2028. This growth is driven by several factors, including:





Increasing demand for processed and packaged foods



Technological advancements

Key trends in global food processing industry

Some of the key trends in the global food processing industry include:



Shift towards a healthy and more sustainable food options

Consumers are increasingly demanding healthy, sustainable, and ethically sourced food products. This is leading to a growing demand for minimally processed food, organic food and plantbased food.



Growth of e-commerce

The COVID-19 pandemic has accelerated the growth of e-commerce, and this trend is expected to continue in the future. This is leading to new opportunities for food processors to reach consumers directly and deliver products to their doorsteps.



Personalisation and customisation

Consumers are also demanding more personalised and customised food products. This is leading to the development of new technologies and processes that allow food processors to produce products that meet specific needs of individual consumers.

Growth opportunities in global food processing industry

Despite challenges, there are several growth opportunities for the global food processing industry. These include: Expanding into emerging markets: Emerging markets are a major source of growth for the global food processing industry. These markets are experiencing rapid growth and urbanisation, leading to increased demand for processed and packaged foods.

Developing new products and technologies: Food processing companies can also capitalise on growth opportunities by developing new products and technologies that meet the changing needs of consumers. For example, there is a growing demand for plant-based foods, functional foods, and personalised foods.

Investing in sustainable practices: Food processors can also differentiate themselves by investing in sustainable practices. This could include reducing food waste, using renewable energy sources, and sourcing sustainable ingredients. Consumers are increasingly willing to pay a premium for sustainable food products

Global case study-1: Vietnam – Mechanisation of processing technology to increase cashew exports⁶

Background

- Vietnam is the largest cashew producer in South-East Asia and has the highest productivity globally
- Cashew processing industry in Vietnam made significant contribution to increase cashew exports
- Developments in processing technology have enabled Vietnam to export cashew in processed form

Vietnam's leadership in the global cashew kernel production and trade

1st

Vietnam is world's largest cashew nut exporter

~80%

Vietnam's share of global cashew export quantity

~80%

Share of global cashew export value (USD)

2.4X

Higher productivity compared to global average

Growth of Cashew Processing in Vietnam (20X Growth in Cashew Processing Output)

1980 Total Processing: 1.5L MT

2000 Total Processing: 8L MT

2005 Total Processing: 15L MT

2020 Total Processing: 30L MT

6. https://cashew.icar.gov.in/

Key interventions as a facilitator

- The Vietnamese Government distributed seeds and fertilisers to farmers and held training programmes on global best practices
- Vietnam developed an indigenous "Cover Split Technology" which ensured cost effectiveness along with generating a higher ratio of whole seed
- Easy availability of efficient technology facilitated accelerated growth of cashew processing companies in Vietnam



Global case study-2: Brazil – Transformation of food and agricultural exports through efficient backward and forward linkages⁷

Background

- Brazil is the largest country in the world in terms of cultivable land and is among the top-5 producers of 34 agricultural commodities, and the largest agricultural net exporter
- Since the mid-2000's Brazil has accelerated its transformation from an exporter of mainly tropical agricultural products such as coffee, citrus, sugar to a major global supplier of commodities including grains, cotton, soybean, etc.
- Trade expansion and diversification of markets and products are the core drivers of Brazil's agricultural growth strategy

Brazil's transformational growth in agricultural exports in the last 20 years

Brazil has seen a tremendous rise in the value of its global agricultural exports led by commodities such as soybean, soybean meal, sugar, poultry, etc.



Increase in Value of Brazil's Agricultural Exports

7. https://www.ers.usda.gov/ , MoFPI Report (2015)

Brazil's agriculture and food sector accounts for 29% of the country's GDP {valued at USD 1.8 trillion (2021)} and employs 15.1 million people (~15% of the labour force)

Exports of unprocessed primary bulk like oilseeds, grains, etc. and semi-processed commodities like vegetable oils, animal products, etc. have contributed the most to Brazil's agricultural exports.

Key interventions as a facilitator

Direct farmer-processor linkages

This has enabled processors to achieve scale in operations which has facilitated development of sustainable business models along with promotion of good agricultural practices amongst farmers and availability of financing to growers on the back of firm offtake arrangements with processors.

Promotion of a free market system

This has ensured that processors and farmers aim to maximise operational efficiencies and increased processing output. Ex: One ton of sugarcane produces 140 kg of sugar in Brazil compared to 100 kg in India and 85 kg in Argentina

04

Growth drivers and investment opportunities

Growth drivers and investment opportunities

Potential for expansion



Increasing agricultural output without investing in processing facilities can harm farmers' earnings and cause rural distress. Adding value to their produce is crucial in empowering farmers, and requires aligning production with market demands and standards. Facilitating access to information and technology to farmers through food processors and retailers can help them tailor their output to meet market needs. This is expected to lead to increased income and employment for farmers and long-lasting food products for consumers.



Developing strong supply chains that connect farmers to processing and marketing is crucial. Without on-farm cooling and grading arrangements as well as proper cold chain infrastructure, farmers are often forced to sell their produce at reduced prices. Allowing farmers to grade and store their produce nearby gives them the power to demand better prices from processors and add value to their products.



Significant investments are needed in rural infrastructure such as grading and packing centres, storage facilities, transportation, and testing laboratories. Public investment is crucial to support these components of rural infrastructure, enabling private enterprises to focus on other viable parts of the supply chain. This approach has been successful in developed countries, supported by strategies such as subsidies, awareness programmes, and technological assistance to drive growth in the sector.

Make in India

The food processing sector has been recognised as a key priority industry under the "Make in India" initiative, led by the esteemed Prime Minister of India. The Ministry of Food Processing Industries (MoFPI) has undertaken programmes to improve infrastructure and promote food processing industries to encourage investment in this sector. Mega food parks, equipped with essential amenities such as roads, electricity, water supply, sewage facilities, and common processing facilities such as pulping, packaging, cold storage, dry storage, and logistics, are being established in regions with abundant agricultural resources. These parks offer entrepreneurs fully developed plots and factory structures on long-term lease arrangements, allowing them to establish food processing units using a convenient "plug and play model."

Furthermore, the Government has included investment in food parks within the Harmonised List of Infrastructure Subsectors (HLIS) as per the Government of India Notification dated 13 October 2014. It is expected that mega food parks supported by the Ministry will have easy access to infrastructure loans as a result of this notification.

In alignment with the "Make in India" campaign, the Ministry has been disseminating information to potential investors via a specialised "Investors Portal." This platform shares various essential information, including resource availability, land accessibility, state-specific policies, and fiscal incentives, aimed at attracting investments to the sector. The Ministry has also partnered with Invest India to assist investors in locating suitable joint venture partners, providing guidance services, expediting regulatory approvals, and extending post-investment support. The investors portal facilitates prompt assistance from the Ministry in addressing investors' queries and concerns.

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Promotion through international events like World Food India

The Ministry of Food Processing Industries organised World Food India, 2023 in November in New Delhi⁸. The event aimed to provide a unique platform to all the stakeholders in the food value chain i.e. food processors, equipment manufacturers, producers, cold chain players, technology providers, logistics players, researchers, start-ups & innovators, food retailers etc. to interact and showcase their strength.

Ease of doing business

To enhance the ease of conducting business, the Food Safety and Standards Authority of India (FSSAI) released a notification in 2016, transitioning from a product-by-product approval system to one based on ingredient and additive approvals. To ensure transparency, the Ministry has adopted an online Scheme Management System called the "SAMPADA Portal" for the Pradhan Mantri Kisan SAMPADA Yojana (PMKSY). This portal covers the entire process from the submission of proposals to the release of grants for various component schemes. There is a dashboard for Management Information System (MIS) and to enable real-time monitoring of progress and key performance indicators.

Dedicated online portals have also been established for other schemes, such as the Prime Minister-Formalisation of Micro Food Processing Enterprises (PMFME) and applications for the Production Linked Incentive (PLI), to streamline the application process and facilitate efficient management.

8. https://foodprocessingindia.gov.in/worldfoodindia2023/

3-I Model for the development of Indian food processing sector

There is a need for concerted efforts across multiple dimensions to scale up India's food processing sector. The dimensions can be segregated into the following:



Innovation through technology

- Digitisation and technology adoption can help food processing units become more efficient and productive leading to cost reduction.
- Digitisation can help streamline the supply chain by enabling real-time tracking of inventory and delivery, reducing wastage and ensuring timely delivery of goods.
- Digital technologies that can be used in food processing units include Internet of Things (IoT), Artificial Intelligence (AI), and Blockchain. These technologies can help connect various parts of the supply chain, enabling real-time tracking and monitoring of inventory and delivery.



Infrastructure development

- There is a need to strengthen primary processing at the farm level, including sorting/grading, packaging, drying, etc., while focusing on improved levels of value-addition.
- Cold chain development is an integral element of growth in the food sector. It needs to be integrated into agriculture and food policies, strategies, and action plans, aligning various agencies working towards its development.
- An integrated cold chain can be an industry driver that can transform India's rural economy. Strong postharvest and logistics have a direct multiplier effect on farmers' incomes.



Investment convergence

Several schemes have been launched by Government of India to promote investments in the food processing industry like:

- Production Linked Incentive Scheme for Food Processing Industry (PLISFPI)
- Pradhan Mantri Kisan Sampada Yojana
- Integrated Cold Chain and Value
 Addition Infrastructure Scheme
- Mega Food Park Scheme
- Scheme for Creation of Infrastructure for Agro Processing Clusters
- Creation of Backward and Forward Linkages Scheme
- Operation Greens

Growth drivers for the Indian food processing sector⁹

Category	Total value of world imports, USD bn	Total value of India's exports, USD bn	India's share of market (%)	India ranking	World leader	World leaders market share (%)	Opportunity
Processed Fruits and Vegetables	52.4	0.5	0.9	18	China	15.6	Advancement of new technology to reduce wastage levels and increasing focus on processed food products
Processed Fish and Sea Food	97.2	4,4	4.6	6	China	14.6	Huge export potential to different countries with the increasing demand for frozen foods. Innovation in product development such as ready-to-cook, ready-to-eat, canned and frozen food
Meat	101.8	1.7	1.6	10	USA	12	Need for ready-to-eat and on-the-go food products
Dairy	77.9	0.2	0.3	35	New Zealand	14.3	Significant demand for value-added dairy products, i.e., cheese, custard and flavoured milk.
Poultry and Egg	24.7	0.05	0.2	61	Brazil	22.2	Rising awareness for protein-rich diets, coupled with higher nutritional value of poultry

India leads production worldwide in several commodities, including shrimps, spices, fruits such as mango, papaya, banana, is the second-largest producer of rice and has the largest population of buffaloes. However, the country currently processes less than 10% of its agri output (only around 2% of fruits and vegetables, 6% of poultry, 21% of meat, 23% of marine and 35% of milk)¹⁰.

Processed foods only constitute 16% of India's agriculture exports; in comparison, 25% of US exports and 49% of Chinese exports are valueadded. Relative lack of private sector investment and adequate incentives have been the major reasons for low value-addition. Improved infrastructure has the potential to increase value-addition.

05 Make in India: Role of cluster development

Make in India: Role of cluster development

As per the latest Annual Survey of Industries (ASI) 2019-20, 41,481 food processing units existed in the country¹¹.



Leading states in terms of presence of food processing units

Disclaimer: Maps are for graphical purposes only. They do not represent a legal survey.

Top-five leading states account for 50% of the food processing units in India. However, these are dominated by western, northern and southern states. There is a need to promote establishment of cluster-based approach in the eastern and north-eastern states to increase India's food processing sector's output. Cluster development model in agriculture has become a real game changer, it is basically a strategic association of stakeholders related to the agriculture in a region or cluster. The purpose is to foster collaboration among all stakeholders, i.e., input suppliers, farmers, traders, advisors, govt or non govt entities etc. It also involves building horizontal and vertical linkages between various agriculture enterprises. Cluster development model has several advantages including increase in the productivity, competitiveness and overall economic growth in the region. Some of the key advantages of cluster development model are explained in detail.

Enhanced agricultural productivity

By forming clusters and grouping farmers in a region or cluster, it becomes easier to disseminate knowledge, modern farming techniques and agri inputs, technology and other advisories. It also increases interaction among farming community which leads to higher information sharing and greater learning and adaptability. It becomes convenient for agriculture training centers and universities to connect with farmers. All these factors lead to higher productivity.

Crop diversification

Diverse agro-climatic zones in India, provides opportunities for various crops and agricultural activities. Cluster development allows regions to specialise in crops or activities that are most suited to their local conditions. This can lead to better resource allocation, increased efficiency, and the development of niche markets for specialised agricultural products.

Market access and linkages

Farmers in a cluster can pool their resources like storage, processing and transportation facilities and collectively negotiate for better prices. It reduces the oligopoly of few traders in the market and establishes fair market practice.

Quality compliance

Clusters can collectively work on maintaining consistent quality standards and certifications for their agricultural products. Quality control measures starts right from the farm and goes till the processing, packaging and transportation, enhancing the marketability in both Indian and international market.

Sustainable agriculture

Sustainability has become the key part of every operation in today's world. Clusters with better connect with research institutions can produce varieties that have low carbon footprints. Sustainable farming practices involves following activities such as organic farming, integrated pest management, water efficient irrigation methods etc. all these practices help in reducing environmental impact.

Technology adoption and value chain interactions

Clusters, FPOs tends to adopt technology changes rapidly. They help integrate end-to-end value chain, which reduces losses, increase efficiency and maximises return.

Access to finance

Clusters and FPOs build a financially viable business model and collaborate with various stakeholders. Hence it becomes convenient for financial institutions to verify credit worthiness and grant loans.



²⁴ Viksit Bharat by 2047: Role of the food processing sector

Indian case studies¹²

01

Anantapur, Andhra Pradesh (Banana Cluster): Cluster-based value chain development approach

Key intervention

- To increase the export potential of Indian bananas and increase remuneration to farmers, APEDA in collaboration with Govt. of Andhra Pradesh and the Ministry of Railways executed reefer train movements from Anantapur district to the Middle East countries and Iran via the JPNT port.
- FPOs were identified in the cluster and were trained on good agricultural practices followed by forward linkages through contract farming (MoU or agreement) with a buy back arrangement with five leading banana exporters

Role of food processing

Development activities such as BSMs, fruit care, creation of 5-line pack house facility were undertaken from the aspect of processing in the cluster to increase its export competitiveness.

Impact

Increased price realisation for farmers



120% increase

Before Farmers were fetching average price of INR 5/kg 02

Varanasi, Uttar Pradesh (fresh vegetable cluster): Cluster-based value chain development approach

Key intervention

- Convergence between different departments-Ministry of Commerce and Industry, APEDA, state government, etc. was achieved and several initiatives were taken to develop the Varanasi Agri Export Hub.
- MoUs were signed along with buyer-seller meets for facilitating exports of around 20,000 MT of agro products which included 5,000 MT of fresh fruits and vegetables, etc.

Role of food processing

With the intervention of APEDA, infrastructure facilities were created and FPOs were strengthened and connected to exports and multi-modal shipments of fresh fruits, vegetables, etc. have been facilitated to several markets.

Impact

Increased price realisation for farmers

Afte

Farmers were fetching average price of INR 30/kg

~70% increase

Before Farmers were fetching average price of INR 18/kg

12. https://exporthubs.gov.in/success-story

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Stakeholders



04

Processors and value chain actors

²⁶ Viksit Bharat by 2047: Role of the food processing sector



06 Vision 2047

Vision 2047

The envisioned plan for 2047 aims to utilise India's food processing sector to enhance income opportunities for the rural population, facilitate job creation, minimised food wastage, improve the availability of nutritious foods by enhancing the processing of fruits and vegetables, and augment the proportion of value-added products in India's export portfolio¹³.

The vision entails:



13. MoFPI

Increase India's food processing sector's contribution to Gross Value Added (GVA) from 1.8% currently to 7.2% by 2047



Making India's processed foods export globally competitive; India to become market leader of global trade for at least five value chains by 2047

- Processed fruits and vegetables
- Processed fish and sea food
- Meat
- Dairy
- Poultry and egg

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