

Export Handbook for North Eastern Region of India



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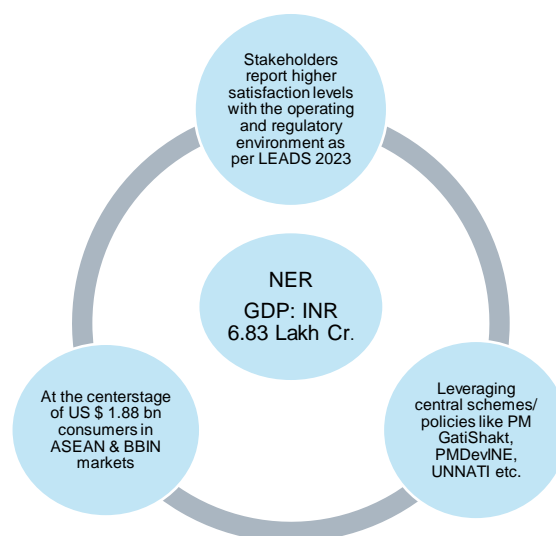
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1. Introduction

Exports are a cornerstone of any economy, significantly impacting economic growth, employment, and the balance of payments. When exports grow faster than imports, an economy is well-positioned to achieve developed status. The benefits of engaging in international trade are well-documented, particularly since World War II. Countries like Japan, South Korea, China, and to some extent, Thailand and Malaysia, have demonstrated how exports can drive economic transformation.

Strong exports are essential for development, as they generate foreign exchange, which in turn enhances a nation's purchasing power in the international market. Conversely, lower exports lead to reduced foreign exchange, limiting a country's buying capacity globally. Fluctuations in export earnings create economic uncertainties, negatively affecting investment levels and efficiency, which hampers growth.



These successful Asian economies recognized early on that not all production materials are cheapest domestically. Therefore, they adopted liberal trade regimes for imported inputs. In India, 32% of imports are intermediate goods, and nearly 70% of anti-dumping duties target these goods. This has a cascading effect on the pricing of downstream industries. Increasing tariffs or non-tariff barriers on intermediate goods would raise production costs, thereby hindering exports. Higher costs for critical inputs further erode competitiveness, already strained by high logistics, credit, and power costs.

The experience of these Asian countries shows that imports and exports grow together. For instance, India imports \$6.1 billion worth of auto components, which supports the automobile industry in exporting \$18 billion worth of products. This symbiotic relationship underscores the importance of maintaining a balanced trade policy to foster economic growth and development.

Existing Scenario of NER wrt Infrastructure and LEADS 2023

Existing facilitating support and infrastructure for Border Trade/Export in the North Eastern States of India

States	No. of LCS ¹	No. of ICP	Upcoming and Proposed LCS, Border Haats, ICPs ²	Plant Quarantine Offices ³	Animal Quarantine Offices (Diagnostic Laboratories) ⁴	Foreign Consulates/ Offices ⁵	No of NABL Accredited Food Testing Laboratories ⁶
Assam	7	2		1	1	2	1
Manipur		1		1			

¹ [bp-strengthening-inter-state-connectivity-in-indias-bordering-states.pdf \(cuts-citee.org\)](https://cuts-citee.org/wp-content/uploads/2023/07/bp-strengthening-inter-state-connectivity-in-indias-bordering-states.pdf)

² [1.pdf \(lpa.gov.in\)](https://lpa.gov.in/)

³ [Plant Quarantine Stations \(PQS\) | Directorate of Plant Protection, Quarantine & Storage | GOI \(ppqs.gov.in\)](https://ppqs.gov.in/)

⁴ [Animal Quarantine and Certification Service \(aqcsindia.gov.in\)](https://aqcsindia.gov.in/)

⁵ Consulates in Mumbai, India (embassypages.com)

⁶ NABL (qci.org.in)

States	No. of LCS ¹	No. of ICP	Upcoming and Proposed LCS, Border Haats, ICPs ²	Plant Quarantine Offices ³	Animal Quarantine Offices (Diagnostic Laboratories) ⁴	Foreign Consulates/ Offices ⁵	No of NABL Accredited Food Testing Laboratories ⁶
Meghalaya	5	1					
Mizoram	2	1	1 (ICP)				
Nagaland	2						
Sikkim	1						
Tripura	5	1	1 (ICP)	1		1	

Table 1: Existing Scenario in NER

Enhancing logistics support is vital for promoting trade and commerce, especially in facilitating border trade and exports. The Government of India, under Prime Minister Narendra Modi, is dedicated to advancing the logistics sector through initiatives like PM GatiShakti, which prioritizes extensive infrastructure development. This effort is further strengthened by the National Logistics Policy (NLP) and digital tools such as the Unified Logistics Interface Platform (ULIP), along with dedicated freight corridors. These initiatives collectively aim to streamline the logistics sector, promoting green practices, agility, transparency, and integration, ensuring the smooth flow of goods within the country and to ports and customs stations for export.

The Logistics Ease Across Different States (LEADS) initiative by the Government of India is a unique program aimed at evaluating the performance of the logistics ecosystem across States and Union Territories (UTs). It offers valuable insights into the key drivers of logistics performance, which States and UTs can utilize for effective policy and decision-making. LEADS also serves as a distinctive platform, highlighting the initiatives undertaken by individual States and UTs to enhance logistics performance. By doing so, LEADS promotes a model of competitive federalism, fostering the development of the logistics sector nationwide.

LEADS 2023 evaluation results of North East States of India




 Achievers	<ul style="list-style-type: none"> Assam, Sikkim, Tripura
 Fast Movers	<ul style="list-style-type: none"> Arunachal Pradesh, Nagaland
 Aspirers	<ul style="list-style-type: none"> Manipur, Meghalaya, Mizoram

Table 2: Status of NER States in LEADS 2023

Benefits of Exporting

- **Expanding to a Global Scale:** Exporting allows access to a global market, opening your business to over 95% of the world's population. The International Trade Association (ITA) reports that exports contribute to 20% of annual earnings for 60% of small businesses and 44% of medium-sized businesses.

- ▶ **Increased Profits:** Access to international buyers leads to higher sales and profits, especially with the ease of e-commerce. Many exported products are scarce in other markets, commanding higher prices and larger, repeat orders. This boosts profitability for exporting firms and the overall economy.
- ▶ **Risk Mitigation:** Exporting diversifies your customer base, reducing reliance on a single domestic market and protecting against economic fluctuations. The ITA found that 78% of small businesses and 83% of medium-sized businesses expect export sales to grow by at least 5% over the next three years.
- ▶ **Increased Competitiveness and Market Share:** Entering global markets increases competition, driving efficiency and competitiveness. Exposure to international pricing, marketing strategies, and innovations enhances your business's competitiveness domestically, potentially increasing market share.
- ▶ **Economies of Scale:** Increased international sales necessitate higher production, often resulting in lower per-unit costs and greater economies of scale. This reduces overall costs and boosts net income, enabling reinvestment and growth.
- ▶ **Government Support:** Exporting builds foreign currency reserves, encouraging government support. The US Department of Commerce offers export counseling and customized solutions, while the US Export-Import Bank and Small Business Administration provide essential resources like financing.

Risks of Exporting

- ▶ **Supply Chain Disruptions:** Events like the COVID-19 pandemic can disrupt supply chains, causing delays and unhappy customers, leading to refunds and unnecessary costs.
- ▶ **High Up-Front Costs:** Initial investments for exporting, such as market research, marketing, administrative costs, and travel, can be high. Choosing a cost-effective business account and exchange rate provider, along with a good accountant, can help mitigate these costs.
- ▶ **Export Licenses and Documentation:** Some products require export licenses, and staying updated with laws and regulations is crucial to avoid legal and financial repercussions. These regulations are often subject to change, adding to the complexity and cost.
- ▶ **Adaptation to Foreign Markets:** Different consumer preferences and regulations in foreign markets may require product modifications, increasing costs. Compliance with safety standards is essential, and product localization can help mitigate some challenges.
- ▶ **Politically Created Disruptions:** Political events like trade wars and tariffs can significantly impact the exporting industry, affecting sales and profitability.
- ▶ **Exchange Rate Fluctuations:** Currency fluctuations can affect sales and profits. A strong US Dollar, for example, makes products more expensive for buyers using weaker currencies, impacting sales.

Procedures:

To start an export business, it's beneficial for the business owner to have a relevant background and a basic understanding of global finance and international relations. This knowledge aids in effectively dealing with suppliers and navigating the complexities of buying and selling products internationally. Thorough research is essential, including understanding tariffs, duties, and the regulations of the countries involved, to establish strong future trade relationships.

The following sections detail the procedures for exporting and provide information on the various agencies and government bodies that regulate international trade and grant necessary permissions and clearances.

Directorate General of Foreign Trade (DGFT)

The DGFT, previously known as the Chief Controller of Imports and Exports (CCI&E), plays a crucial role in facilitating and promoting foreign trade through regulation. Its primary objective is to boost India's exports by formulating and implementing the Foreign Trade Policy. The DGFT issues scrips and authorizations to exporters and monitors their obligations through a network of 24 regional offices.

These offices are in:

- | | |
|---------------------|-----------------|
| ▶ Ahmedabad | ▶ Kolkata |
| ▶ Bengaluru | ▶ Ludhiana |
| ▶ Chennai | ▶ Mumbai |
| ▶ Coimbatore | ▶ Nagpur |
| ▶ Delhi | ▶ Panipat |
| ▶ Ernakulam (Kochi) | ▶ Pune |
| ▶ Guwahati | ▶ Rajkot |
| ▶ Hyderabad | ▶ Srinagar |
| ▶ Indore | ▶ Surat |
| ▶ Jaipur | ▶ Vadodara |
| ▶ Jammu | ▶ Varanasi |
| ▶ Kanpur | ▶ Visakhapatnam |

This network ensures that exporters receive the necessary support and guidance to comply with international trade regulations and successfully engage in global markets.

Address for DGFT, Guwahati, Assam:

Office of the Deputy Director General of Foreign Trade
RG Baruah Rd, Opp. Overnite Express, AIDC,
Nabin Nagar, Guwahati, Assam 781024.
Ph No - +91 361 220 2583

The functions of DGFT includes:

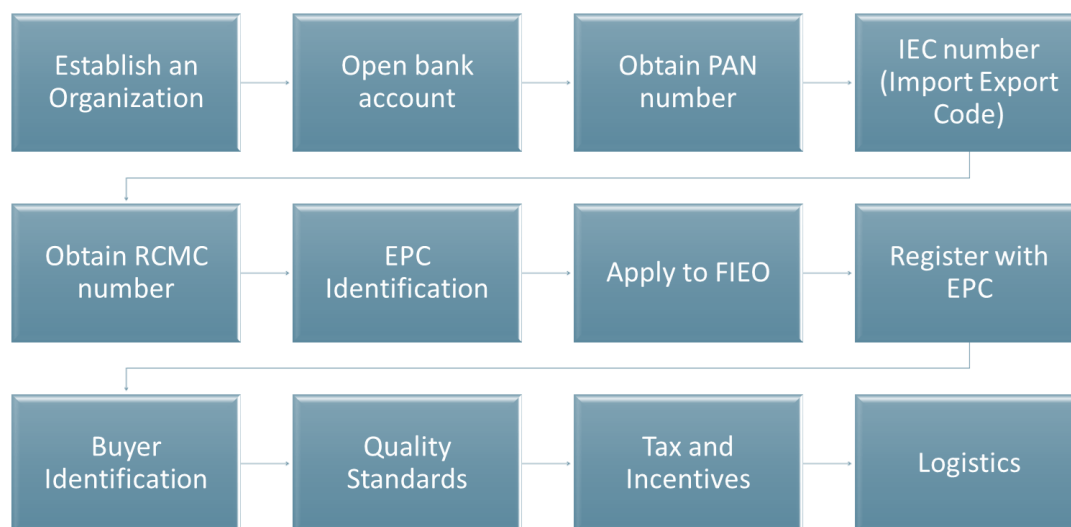
- ▶ Formulation and implementation of various trade policies, particularly the Foreign Trade Policy.
- ▶ Formulation and implementation of promotional schemes
- ▶ Conducting research and analysis on policies
- ▶ Licensing of imports and exports
- ▶ Regulate, restrict, or prohibit exports and imports.
- ▶ Establish and control the standard norms for input and output.
- ▶ To allocate the Tariff Rate Quota
- ▶ Assisting states to develop their infrastructure for exports.
- ▶ Identifying towns potential for export and providing them with amenities for growth.
- ▶ Funding export promotion councils, industry and trade associations, agencies of state governments, etc. on their various endeavours.
- ▶ Financial aid for development in marketing and meeting expenses for matters related to trade.
- ▶ Development of Export Oriented Units, Special Economic Zones, Technology and Bio-tech parks for the purpose of importing capital goods and services at a discounted rate of customs duty.

The important roles of DGFT includes:

- ▶ Implement EXIM/ Foreign Trade Policy
- ▶ Implement Foreign Trade Procedures
- ▶ Issue IEC Code to Exporters and Importers

- ▶ Document and maintain Classification of ITC-HS Codes
- ▶ Platform for updating e-BRC
- ▶ Inform about goods which can or cannot be exported freely under Export Policy Schedule 2
- ▶ Maintains SCOMET List
- ▶ Grant Export Licenses for Restricted Items
- ▶ Promote Trade
- ▶ Control Duty Entitlement Passbook Scheme (DEPB) Rates
- ▶ Regulate Transit of Goods

Below are the basic points required to commence Export in India:



After finalizing the product and its production details, the individual must register on the specified platforms to become eligible for export. The subsequent points outline the detailed procedure.

2. Export Procedure

2.1.1. Establish an organization.

The applicant should choose a memorable name and an attractive logo for their company. Before promoting the name in the international market, its availability must be verified. The fees and minimum valuation of the company depend on its nature. Detailed information and online registration options are available on “India Filing.”

Documents required for Establishing an organization:

- ▶ Name
- ▶ Logo
- ▶ Nature of company (Proprietorship, Partnership, LLP, Public/Private limited)

Partner details

- ▶ Registered address

Registration link:

[Private Limited Company Registration in India | Effortless Process \(indiafilings.com\)](https://indiafilings.com)

2.1.2 Opening Bank Account

Banks listed under AD (Authorized Dealer) Category 1 / Export-Import Bank of India banks are eligible to support and process transactions with foreign parties in terms of Export of Engineering goods, Services, Machinery, Agriculture products and Basic production goods.

You can check for the list of banks you can associate with, following the link -Reserve Bank of India - Database (rbi.org.in). Once the Bank is finalized, one can apply for a start-up Business Account online on the chosen bank's website. In case the online application doesn't work, it is possible to apply through the bank's branch. Collect the required Know Your Customer (KYC) documents that are required for opening the account.

2.1.3 Obtain PAN Card

This is necessary step for all the taxation and duty related steps in future. PAN must be obtained on Registered Company name and Registered address as per prior 2 steps:

- ▶ Step 1: Fill in the application form (FORM 49A) on the NSDL website.
- ▶ Step 2: Select 'Firm' from the 'Application Type' and fill in details such as company name, date of incorporation etc.
- ▶ Step 3: Fill in the company registration number and income details, as well as the communication address.

Requirements:

- ▶ For new PAN applications, Proof of Office Address along with Proof of residential submitted to NSDL. The following links maybe visited to apply for PAN and for any information required.
- ▶ Information link: Apply for PAN <https://incometaxindia.gov.in/Pages/default.aspx>
- ▶ Direct Registration link: <https://www.onlineservices.nsd.com/paam/endUserRegisterContact.html>

2.1.4 Obtain IEC Number

A business entity must obtain an Import & Export Code (IEC) to engage in import or export activities in India. Issued by the Directorate General of Foreign Trade (DGFT), the IEC is a unique 10-digit number essential for any import-export business. The registration requirements for different entities are outlined below:

Proprietorship

- ▶ Digital Photograph (3x3cms) of the Proprietor.
- ▶ Copy of PAN card of the Proprietor.
- ▶ Copy of Passport (first & last page) / Voter's I-Card/ Driving License/UID (Aadhar card) (any one of these).
- ▶ Agreement in case office is rented/ leased; or latest electricity /telephone bill.
- ▶ Bank Certificate as per ANF 2A(I)/ Cancelled Cheque bearing pre-printed name of applicant and A/C No.

Partnership firm

- ▶ Digital Photograph (3x3cms) of the Managing Partner.
- ▶ Copy of PAN card of the applicant entity.
- ▶ Copy of Passport (first & last page)/Voter's I-Card /UID (Aadhar Card)/Driving License/PAN (any one of these) of the Managing Partner signing the application.
- ▶ Copy of Partnership Deed.
- ▶ Sale deed in case business premise is self-owned; or Rental/Lease Agreement, in case office is rented/ leased; or latest electricity /telephone bill.

- ▶ Bank Certificate as per ANF 2A (I)/Cancelled Cheque bearing pre-printed name of the applicant entity and A/C No.

LLP or Private Limited Company or Section 8 Company

- ▶ Digital Photograph (3x3cms) of the Designated Partner/Director of the Company signing the application.
- ▶ Copy of PAN card of the applicant entity.
- ▶ Copy of Passport (first & last page)/Voter's I-Card /UID (Aadhar Card)/Driving License/ PAN (any one of these) of the Managing Partner/Director signing the application.
- ▶ Certificate of incorporation as issued by the RoC.
- ▶ Sale deed in case business premise is self-owned; or Rental/Lease Agreement in case office is rented/ leased; or latest electricity or telephone bill.
- ▶ Bank Certificate as per ANF 2 A(I)/Cancelled Cheque bearing pre-printed name of the company and A/C No.

Society or Trust

- ▶ Digital Photograph (3x3cms) of the signatory applicant/Secretary or Chief Executive.
- ▶ Copy of PAN card of the applicant entity.
- ▶ Copy of Passport (first & last page)/Voter's I-Card /UID (Aadhar Card)/Driving License/ PAN (any one of these) of the Secretary or Chief Executive/ Managing Trustee signing the application.
- ▶ Sale deed in case business premise is self-owned; or Rental/Lease Agreement, in case office is rented/ leased; or latest electricity /telephone bill.
- ▶ Registration Certificate of the Society / Copy of the Trust Deed
- ▶ Bank Certificate as per ANF 2A(I)/Cancelled Cheque bearing pre-printed name of the Registered Society or Trust and A/C No.

Once, all the above documents are available, the applicant can initiate the IE code application process on the DGFT Website.

For detailed process guidance, one can visit the website <https://www.indiafilings.com/learn/ie-code-application/>

The **fee** for online Import Export Code Registration is Rs.500/- and for modifying the IEC the applicant is required to pay, an amount of Rs. 200/-

2.1.4.1 Application through EPC

A total number of 27 Export Promotion Councils and 9 commodities board/Development Authorities are present in India. The Export Promotional Councils (EPC) and Commodities board/Development Authority are the concerned authorities for issuing RCMC. These institutions have been authorized by the Central Government to issue RCMC to the exporters. Every EPC and the Commodities board/ Development Authority in India categories itself depending on the type of products.

The below mentioned table illustrates 36 industry sector wise Export Promotion Councils/Commodity Boards/Export Development Authorities list with respective council's contact details and website:

Sl. No	Name Council / Authority	Address	Sector	Website Link
1	APEDA (Agricultural and Processed Food Products Export Development Authority)	Head Office: 3rd Floor, NCUI Building 3, Siri Institutional Area, August Kranti Marg, (Opp. Asiad Village), New Delhi-110 016, India. Tel: 26513204, 26513219, 26514572, 26526196/ 98. Email: headq@apeda.gov.in Regional Office: Housefed Complex, West End Block Building, 4th Floor, Beltola - Basistha Road, Dispur, Guwahati, Pin - 781006, Assam Phone: +91- 0361-2221485 E-mail: sunita@apeda.gov.in	Agriculture	https://apeda.gov.in
2	MPEDA (The Marine Products Export Development Authority)	Head Office: P B No.4272, Panampilly Nagar P O Panampilly Avenue, Kochi- 682036 Kerala, India Tel: (91) 484-2315098 Fax: (91) 484-2313361 Email: ho@mpeda.gov.in	Fisheries & Marine	https://mpeda.gov.in/
3	GJEPC (The Gem and Jeweler Export Promotion Council)	Head Office: Office No. AW 1010, Tower A, G Block, Bharat Diamond Bourse, Next to ICICI Bank, Bandra-Kurla Complex, Bandra - East, Mumbai - 400 051, India Tel: (91) 22-26544600 Fax: (91) 22-26524764 Email: ho@gjepcindia.com	Gems & Jewelry	https://www.gje.org
4	EEPC India (Engineering Export Promotion Council of India)	Head Office: Vanijya Bhawan, 1st Floor, International Trade Facilitation Centre 1/1, Wood Street, Kolkata-700016, West Bengal, India Tel: (91) 33-22890651 /52 Eastern Regional Office: Anima Pandey – Regional Director & Director (Membership) 'Vanijya Bhawan', 2nd Floor International Trade Facilitation Centre 1/1,	Engineering & Electronics	https://www.eepcindia.org

Sl. No	Name Council / Authority	Address	Sector	Website Link
5	ESC (Electronics & Computer Software Export Promotion Council)	Head Office: ESC House, 155 Okhla Industrial Estate – III, New Delhi 110020, India Tel: (91) 11 47480000	Electronics, Telecom, Computer, Software and IT Enabled Services	https://www.escindia.in
6	EPCH (Export Promotion Council for Handicrafts)	Head Office: EPCH House, Pocket 6&7, Sector 'C', LSC, Vasant Kunj, New Delhi- 110070, India. Tel: (91) 11-26135256 Fax: (91) 11-26135518 /19 Email: mails@epch.com Regional Office: C/O Indian Institute for Entrepreneurship Lalmati, Near Game Village, NH 37 Bylane, Guwahati Assam Tel: +91 9401844963 E-Mail: ner@ench.com	Handicrafts	https://epch.in/
7	AEPC (Apparel Export Promotion Council)	Head Office: Apparel House, Institutional Area Sector-44, Gurgaon Haryana-122 003 Tel: (91) 124-2708000/ 1/2/3 Fax: (91) 124- 2708004 E-mail: administrator@aepcindia.com	Apparel	https://www.aepcindia.com
8	CHEMEXCIL (Chemicals Export Promotion Council)	Head Office: Jhansi Castle, 4th Floor 7 Cooperage Road Mumbai-400 001, Maharashtra, India Tel: (91) 22-22021288/ 22021330 /22825861 Email: info@chemexcil.gov.in	Basic Chemical, Cosmetics & Dyes	https://chemexcil.in/
9	CEPC (Carpet Export Promotion Council)	Working Office: 2nd Floor, Rajiv Gandhi Handicrafts Bhawan, Baba Kharak Singh Marg, New Delhi - 110001, India Tel: (91) 11-23364716 Email: info@cepc.co.in	Carpets, all types of Handmade / handmade knotted Carpets, Rugs, Floor Coverings &	http://cepc.co.in/

Sl. No	Name Council / Authority	Address	Sector	Website Link
			other allied products.	
10	CEPCI (Cashew Export Promotion Council of India)	Head Office: Cashew Bhavan, Mundakkal West, Kollam 691001, Kerala, India Tel: (91) 474-2742704 E-Mail: cepci@cashewindia.org	Cashew	http://www.cashewindia.org/
11	CAPEXIL (Chemicals and Allied Products Export Promotion Council)	Head Office: Vanijya Bhavan, International Trade Facilitation Center, 3rd Floor, 1/1 Wood Street, Kolkata- 700016, West Bengal, India Tel: (91) 33-22891721 /22/23/25 E-mail: capexil@capexil.in	Chemicals and allied products	http://www.capexil.com
12	TEXPROCIL (The Cotton Textile Export Promotion Council)	Head Office: Engineering Centre, 5th Floor 9, Mathew Road, Mumbai 400 004, Maharas, India. Tel: (91) 22-23632910 /11/12 / 49444000 Email: info@texprocil.org	Cotton Yarn & Sewing Thread, Cotton Fabric	www.texprocil.org
13	CLE (Council for Leather Exports)	Head Office: 3rd Floor, CMDA Tower – II, Gandhi Irwin Bridge Road, Egmore, Chennai – 600 008, India Tel: (91) 44-28594367/ 68/ 69/70/71 E-Mail: cle@cleindia.com Regional Office: STAR HUB, building 1, Unit No. 102, 1st Floor, Near Hotel Hyatt Regency & ITC, Maratha Sahara International Airport Road, Andheri (East) Mumbai- 400 099, Maharashtra, India. Tel: - (91) 22-2839 2221 Email: - cleb@cleindia.com	Leather & Leather Products	http://leatherindia.org
14	Export Promotion Council for EOUs& SEZ Units	Head Office: 8G,8th Floor, Hansalaya Bldg., 15, Barakhamba Road, New Delhi 110001, India Tel: (91) 11-23329766/ 69	Export promotional needs of EOUs & SEZs	https://www.epces.in/

Sl. No	Name Council / Authority	Address	Sector	Website Link
15	HEPC (Handloom Export Promotion Council)	Head Office: 34, Cathedral, Garden Road, Nungambakkam, Chennai – 600034, Tamil Nadu, India. Tel: (91) 44-28278879 /6043 Fax: (91) 44-28271761 E-Mail: hepc@hepcindia.com Regional Office: WSC, IIHT-Ghy Campus Jawahar Nagar, Khanapara, Guwahati-781022 Mob: +91-98548-89477	Handloom products	http://www.hepcindia.com
16	IOPEPC (Indian Oilseed and Produce Export Promotion Council)	Head Office: 78/79, Bajaj Bhavan, Nariman Point, Mumbai – 400021, Maharashtra, India. Tel: (91) 22-22023225/ 9295 Fax: (91) 22-22029236 Email: info@iopepc.org	Oilseeds and Oils	http://www.iopepc.org
17	ISEPC (The Indian Silk Export Promotion Council)	Working Office: The Indian Silk Export Promotion Council, 1302-04, Ansal Tower, 38 Nehru Place, New Delhi –110019, India. Tel: (91) 11-40154181, 26220134 Email: isepc@theindiansilkexportpromotioncouncil.com	Silk Goods	https://theindiansilkexportpromotioncouncil.com/about.php
18	JPDEPC (Jute Products Development and Export Promotion Council)	Head Office: DA-149 (Ground Floor) Sector-I, Salt Lake City Kolkata- 700064, West Bengal, India Tel: (91) 33 65006816 Fax: (91) 33 40620624 Email: office@jpdepc.org	Jute Goods	http://www.jpdepc.org/
19	PHARMEXCIL (Pharmaceuticals Export Promotion Council)	Head Office: 201, Aditya Trade Centre, Ameerpet, Hyderabad-500038, Andhra Pradesh, India. Tel: (91) 40-23735462/ 5464/5466 Email: info@pharmexcil.com	Pharmaceutical Goods	https://pharmexcil.com/

Sl. No	Name Council / Authority	Address	Sector	Website Link
20	PLEXCONCIL (The Plastics Export Promotion Council)	Head Office: Dynasty Business Park, Ground Floor, B-Wing, Office No. 2, Chakala, Andheri East, Mumbai-400059, Maharashtra, India. Tel: (91) 22-4017 0000 Email: ed@plexconcil.org Eastern Regional Office: Mr. Nilotpai Biswas Regional Director Vanijya Bhavan, ITFC 1/1 Wood Street, Kolkata West Bengal 700 016, INDIA	Plastics Products	www.plexconcil.org
21	PDEXCIL (Power loom Development & Export Promotion Council)	Head Office: GC-2, Ground Floor, Gundecha Onclave, Kherani Road, Saki Naka, Andheri (East), Mumbai-400072 Tel: (91) 22 28502050/ 2060 Fax: (91) 22 28504146 Email:pdexcilmumbai@gmail.com	Power loom fabrics and made ups thereof	https://pdexcil.org
22	PEPC (Project Exports Promotion Council of India)	Head Office: 411, Surya Kiran Building (4th Floor) 19, Kasturba Gandhi Marg New Delhi- 110001, India. TEL: (91) 11-41514673, 41563287 Email: info@projectexports.com	Civil, Construction Process and Engineering Consultancy Services	http://www.projectexports.com/
23	Services Export Promotion Council (SEPC)	Head Office: DPT – 417, 4th Floor, Prime Towers, Plot No. 79 & 80, Pocket – F, Okhla Industrial Area Phase – I, New Delhi – 110020, India. Tel: (91)11 – 43562656, 45626332, 46605216 E-Mail: info@servicesepc.org	Service Exports	https://www.servicesepc.org/
24	SHEFEXIL (Shellac & Forest Products Export Promotion Council)	Head Office: International Trade Facilitation Centre 1/1 Wood Street, 2nd Floor, Kolkata- 700016, West Bengal, India. Tel: (91) 33-22834417 Fax: (91) 33-22834699 E-Mail: sepc@vsnl.net	Shellac and Forest Products	http://www.shellacepc.com

Sl. No	Name Council / Authority	Address	Sector	Website Link
25	SGEPC (Sports Goods Export Promotion Council)	Head Office: 1-E/6, Swami Ram Tirth Nagar, Jhandewalan Extn, New Delhi – 110055, India. Tel: (91) 11-23516183, 23525695 Fax: (91) 11-23632147 E-Mail: mail@sgepc.in	Sports Goods and Toys	http://www.sportsgoodsindia.org/
26	SRTEPC (The Synthetic & Rayon Textiles Export Promotion Council)	Head Office: Resham Bhavan, 78, Veer Nariman Road, Mumbai - 400020, Maharashtra, India. Tel: (91) 22-62318282, 22048797, 22048690 Fax: (91) 22-22048358/ 22810091 Email: srtepc@srtepc.in	Synthetic and Rayon textiles	http://www.synthetictextiles.org
27	TEPC (Telecom Equipment and Services Export Promotion Council)	Head Office: Gate No.- 5, Khurshid Lal Bhawan, Janpath, New Delhi-110001, India. Tel: (91) 11-23314611 Email: tepc@telecomepc.in	Telecom Equipment and Services	https://www.telecomepc.in
28	WWEPC (Wool and Woolens Export Promotion Council)	Head Office: Flat No. 614, Indra Prakash Building, 21, Barakhamba Road, New Delhi - 110001, India. Tel: (91) 11-23315512, 49538200 Email: headoffice@wwpcindia.com	All type of wool & woolens / acrylic blended products	https://www.wwpcindia.com
29	WOOLTEXPRO (Wool Industry Export Promotion Council)	Head Office: Church gate Chamber, 7th Floor, 5, New Marine Lines, Mumbai-400020, Maharashtra, India Tel: (91) 22-22624372 Fax: (91) 22-22624675	Woolen Textiles	
30	Coffee Board	Head Office: 1-Dr, Ambedkar Veedhi, Bangalore-560001, India Tel: (91) 80 22266991/ 94 Fax: (91) 80-22255557 Regional Office: Smt. Bijaya Barman Deputy Director (Research), Regional Coffee Research Station Diphu - 782 460, Assam Phone: 03671 292264 Fax:03671 274989	Indian Coffee	http://indiacoffee.org

Sl. No	Name Council / Authority	Address	Sector	Website Link
		Mobile:0935735316 Email: rcrsdiphu@gmail.com		
31	Coir Board	Head Office: Coir House, M.G.Road, Kochi- 682016, Kerala, India. Tel: (91) 484-2351807 /2351788/2351954 Fax: (91) 484-2370034/ 2354397 Email: coirboard@nic.in, info@coirboard.org Regional Office: Coir Board, Sub Regional Office, Ground Floor, House No. 01 Retnagiri path, Bamunimaidam, Guwahati-781021, Assam. Phone :0361-2556828 e-mail: cbsroghty@gmail.com	Coir yarn and Coir Products	http://coirboard.gov.in
32	Rubber Board	Head Office: PB No 1122, Sub Jail Road, Kottayam 686002, Kerala, India Tel: (91) 481-2301231 Fax: (91) 481-2571380 E-mail: info@rubberboard.org.in Rubber Board Zonal Office: Guwahati Zone, Joint Rubber Production, Commissioner House fed Complex, Central Block II (first floor) Beltola-Basistha Road, Dispur-781 006 Guwahati, Assam, India. Phone: 0361 - 2220416 E-mail: zogty@rubberboard.org.in	Rubber Products	http://rubberboard.org.in/public
33	Spices Board	Head Office: Sugandha Bhavan, NHBy-Pass, P B No.2277, Palarivattom P.O. Cochin-682025 Tel: (91) 484-2333610/ 16 Fax: (91) 484-2331429/ 2334429 mail: mail.sboard@gov.in	Indian Spices	www.indianspices.com

Sl. No	Name Council / Authority	Address	Sector	Website Link
34	Tea Board	Head Office: 4, B.T.M. Sarani (Brabourne Road), Kolkata-700001, West Bengal, India. Tel: (91) 33-22351331 Fax: (91) 33 22215715 Regional Offices: 5th Floor TEA Board, Northeastern Zonal Office, Housefed Complex, 5TH and 6TH Floor, Guwahati, Assam-781006	Indian Tea	http://www.teaboard.gov.in
35	Tobacco Board	Head Office: P B No.322, Grand Trunk Road, Guntur-522004 Andhra Pradesh, India. Tel: (91) 863-2358399/ 2358499 Fax: (91) 863-2354232 E-mail: info@tobaccoboard.co.in	Tobacco	https://tobaccoboard.com
36	Coconut Development Board	Head Office: Coconut Development Board, P.B.No.1021, Kera Bhavan, SRVHS Road, Kochi- 682011, Kerala, India Tel: (91) 484-2375216 Fax: (91) 484-2377902 Email: kochi.cdb@gov.in Regional Office: Director, Regional Office, Coconut Development Board, Housefed Complex (Sixth Floor), Central Block, Wireless Basistha Road, Last Gate, Dispur, Guwahati - 781 006.	Coconut	www.coconutboard.gov.in

Table 3:sector wise Export Promotion Councils/Commodity Boards/Export Development Authorities list

2.1.4.2 Registration under Federation of Indian Export Organizations (FIEO)

In case, if the product line of exporter does not come under the category, then he/she shall apply for RCMC from Federation of Indian Export Organizations (FIEO). FIEO provides the crucial interface between international trading community of India and the Central and State Governments, financial institutions, ports, railways, surface transport and all engaged in export trade facilitation. It serves on the high-level committees constituted by the Government of India to facilitate trade. It provides vital inputs to the Government on various matters of trade.

Documents Requirement:

- ▶ Duly filled and signed Registration-cum-Membership-Certificate application form.
- ▶ Self-certified copy of the IEC Number that is issued by the concerned regional licensing authority.
- ▶ Self-certified copy of Permanent Account Number (PAN) which is granted by the competent authority.

- ▶ The membership fee of the 'Services Export Promotion Council' in Demand Draft the must be paid at New Delhi or through cheque that is payable at branches by remitting the membership fee.
- ▶ Self-certified copy of company's MOA (For Corporate/ institutional/ Private Limited/ Limited company).
- ▶ Self-certified copy of the company's Partnership Deed (For Partnership company and Individual Ordinary).
- ▶ Self-certified copy of the Trust's Deed (For Trusts/ institutional/ Corporate).
- ▶ Self-certified copy of the certificate that is issued by the Registrar of Companies regarding the company's registered office change.
- ▶ The last 3 years Services Export Data (Foreign Exchange Earnings) that must be certified by the Chartered Accountant of the company.
- ▶ Self-certified copy of the Board Resolution or Power of Attorney issued in favor of signing authority if the name of the signing authority is not mentioned in IEC / MOA / Partnership Deed/ Trust Deed of the company/ firm/ Trust.
- ▶ Self-certified copy of GST registration certificate.

2.1.4.3 Registering with EPC (Export Promotion Council)

Registration with an EPC is a must for availing various export-import benefits or concessions under Foreign Trade Policy. Further, by being registered with the appropriate Export Promotion Council, the business will also have an opportunity to participate in fairs and meet prospective foreign buyers.

Document Requirement:

- ▶ The digital signature certificate would be required to apply for export promotion council membership.
- ▶ Copy of IEC certificate.
- ▶ A certificate from a Chartered Accountant, certifying the export turnover figure in Rupees) during the year before the preceding year.
- ▶ List of Partners/Directors with residential address.
- ▶ MSME registration certificate, if available.

The proceeding sections details the commodity wise EPCs.

- ▶ Agriculture sector
- ▶ Fisheries & Marine Sector
- ▶ Engineering and Electronics Sector
- ▶ IT (Information Technology) Sector
- ▶ Handicraft Sector
- ▶ Apparel Sector
- ▶ Textile Sector

a. Agriculture Sector

For registration with an EPC-APEDA (Agricultural and Processed Food Products Export Development Authority), below mentioned category wise documents are required:

- i. For Merchant Exporter
 - ▶ Self-certified copy of Import-Export code issued by D.G.F.T
- ii. For Manufacturer exporter
 - ▶ Self-certified copy of Import-Export code issued by D.G.F.T
 - ▶ Attested copy of the registration of the company with the relevant certification agencies for the products given below:

Sl. No.	Product (s)	Certification Agency
1	Floriculture and Fruits & Vegetable Seeds	Department of Horticulture /DIC/ SIA/ FSSAI
2	Herbal & Medicinal Plants	Department of Horticulture /DIC / SIA / FSSAI, certificate issued by any Govt. institution of Ayurveda
3	Fresh Fruits & Vegetables	Department of Horticulture / DIC / SIA / FSSAI
4	Groundnut/Pulses/Guar gum	FSSAI / Certificate issued by MSME (Udyam Registration certificate) / NOC issued by Pollution Control Board
5	Processed Fruits & Vegetables / Other Processed Fruits & Vegetables/ Processed Food Products / Dried and Preserved Vegetables / Cereals preparations / Misc. Preparations/Non- Alcoholic Beverages/Cocoa Products	FSSAI/ Certificate issued by MSME (Udyam Registration certificate) / NOC issued by Pollution Control Board
6	Dairy/Poultry/Honey/Meat	FSSAI / MSME/ NOC issued by Pollution Control Board (Udyam Registration certificate)
7	Cereals and Cereal Products:	FSSAI / MSME (Udyam Registration certificate) / NOC issued by Pollution Control Board
8	Alcoholic Beverages	FSSAI/ Department of Excise Commissioner/ NOC issued by pollution control Board

Table 4: Certification Agencies

b. Fisheries and Marine Sector

Marine Products Export Development Authority (MPEDA) registration is mandatory for exports of Fish and Fishery products from India. With the online registration system, any prospective exporter can apply online for getting MPEDA Registration. There are four types of Exporter registration for Fisheries & marine products these are as follows:

- i. Manufacturer Exporter
- ii. Merchant Exporter Route through Merchant Exporter
- iii. Ornamental Fish Exporter

Documents required:

- ▶ Passport size photograph of the applicant.
- ▶ Proof of address.
- ▶ Copy of written agreement for utilization of surplus capacity of Processing Plant and Handling Facility.
- ▶ Original of the joint undertaking by the owner of the Processing Plant and Handling Facility.
- ▶ Original Registration Certificate of Processing Plant and Handling Facility for endorsement.
- ▶ Original Registration Certificate of Storage premises for endorsement.
- ▶ Fee for endorsement.

- ▶ Certificate from Scheduled Bank showing financial soundness.
- ▶ Copy of the Certificate of Importer Exporter Code (IEC) issued by DGFT.
- ▶ Registration fee of 5000/-
- ▶ Copy of the purchase order.

Documents related to Nature of Organization for Manufacturer Exporter Registration:

- ▶ Whether it is a body corporate, or partnership firm or proprietary concern.
- ▶ Capital employed.
- ▶ Turnover expected in the next 3 years.
- ▶ Copies of Balance Sheet for last two years.
- ▶ Connection with any other seafood processing units by any of its Directors / Partners or Proprietor (Should be clearly indicated).
- ▶ Whether a Manufacturer exporter / Merchant Exporter / Route-through merchant exporter / Ornamental fish exporter.
- ▶ Is there any foreign holding? Give details.
- ▶ If consortium, give names and registration numbers of participant exporters.
- ▶ If the applicant is manufacturer exporter, registration number of processing plant.
- ▶ EIA Code number of the plant.
- ▶ SSI Registration number, if any, of the plant.
- ▶ Items processed.
- ▶ Has the applicant a sales agent or overseas representative or an overseas office.
- ▶ Does the exporter represent any overseas importer? If so, names & addresses of importers and length of time for which he had so represented.
- ▶ Whether the exporter applied for MPEDA Registration on earlier occasion/has his Registration subjected to cancellation, or has he been debarred from export by CCI & E? If so, please give details.
- ▶ Brand name (s) of products to be exported.

Additional documents required for Merchant Exporter registration:

- ▶ The certificate of registration as an exporter issued to a Merchant Exporter shall indicate the
- ▶ name and number of the Processing Plant / Handling Facility and the Storage premises the production from which alone the holder can export.
- ▶ The name and number of the Merchant Exporter utilizing the surplus capacity of Processing Plant or Handling Facility shall be endorsed on the certificates of registration or Processing Plant / Handling Facility and Storage premises.
- ▶ Merchant Exporters shall enter into a regular written agreement with the owner of the Processing Plant or Handling Facility.

Additional documents required for Route through Merchant Exporter:

- ▶ Route Through Merchant Exporter is an Export House, Trading House, Star Trading House, or Super Star Trading House approved by the Director General of Foreign Trade.
- ▶ Regional/Sub-regional Offices may after duly filling the checklists for verification of application for registration as a Route Through Merchant Exporter issue certificate online to those who holds a certificate of approval issued by the DGFT indicating that the firm is having the status of either an Export House, or a Trading House, or a Star Trading House or a Super Star Trading House

Additional documents required for Merchant Exporter registration:

- ▶ The certificate of registration as an exporter issued to a Merchant Exporter shall indicate the name and number of the Processing Plant / Handling Facility and the Storage premises the production from which alone the holder can export.
- ▶ The name and number of the Merchant Exporter utilizing the surplus capacity of Processing Plant or Handling Facility shall be endorsed on the certificates of registration or Processing Plant / Handling Facility and Storage premises.
- ▶ Merchant Exporters shall enter into a regular written agreement with the owner of the Processing Plant or Handling Facility.

Additional documents required for Route through Merchant Exporter:

- ▶ Route Through Merchant Exporter is an Export House, Trading House, Star Trading House, or Super Star Trading House approved by the Director General of Foreign Trade.
- ▶ Regional/Sub-regional Offices may after duly filling the checklists for verification of application for registration as a Route Through Merchant Exporter issue certificate online to those who holds a certificate of approval issued by the DGFT indicating that the firm is having the status of either an Export House, or a Trading House, or a Star Trading House or a Super Star Trading House

c. Engineering and Electronics Sector

To become a member of EEPC India, one has to apply online. Before applying Online, one has to ensure that they have a Digital Signature Certificate (DSC) along with the Token.

Following documents are required to be submitted:

- ▶ A self-certified copy of the certificate/document relating the Import-Export Code number granted/allotted by the Licensing authority.
- ▶ A certificate (in original) from a Chartered Accountant, certifying the export turnover figure (FOB value in Rupees) during year before the preceding year. In case there was no export during the preceding year (for new members) a NIL certificate should be obtained from the Chartered Accountant and attached. The CA certificate should not be more than 6 months.
- ▶ A cancelled cheque, which should include bank name, branch, IFSC Code etc. In case, the cheque does not contain any of the above information, applicant will have to provide the same separately.
- ▶ List of partners/Directors with residential address duly certified/authenticated by any one of the partners/directors.

In case the application is being made for registration as a Manufacturer, the applicant should also submit :

- i. For Manufacturer-Exporter Registered with DGTD/SIA Textile Commissioner / FIPB, New Delhi:
 - a. Self-attested Photocopy of Industrial License to be attached, or
 - b. Registration Certificate No. & Date of issue.
- ii. For Manufacturer-Exporter Registered under the MSME Act, 2006 with Small Scale Industries Service Institute or Director of Industries as MSME/SSI Unit:
 - a. Self-attested Photocopy of the Registration Certificates to be attached.
 - b. Any other documentary evidence e.g., Certificate from Excise dept. etc. indicating the production figures. Excise duty paid thereon etc. as may be acceptable to the Council to determine that the applicant can be given a status of a Manufacturer.

- c. The applicants while applying for the membership & registration shall have to enclose a demand draft/cheque drawn in favor of 'EEPC India' payable at Kolkata - Membership Subscription Account towards the applicable membership fees.

Membership Categories / Eligibility Criteria:

- ▶ Associate members:
 - A person shall be eligible for admission to the Council as associate member, on receiving the Import- Export Code Number from the Director General Foreign Trade, Govt of India, in respect of the product with which the Council is concerned.
- ▶ Ordinary members: To be eligible for ordinary membership of the Council, a person must satisfy the following requirements, namely:
 - He, or the entity represented by him, must have been an associate member of the Council for at least three years.
 - He, or the entity represented by him, must have, to his or its credit, during the three financial years immediately preceding, average exports in respect of the product of not less than the amount mentioned below:
 - MSME Rs. 30 Lakhs
 - Others Rs. 50 Lakhs
 - On becoming eligible to become an ordinary member, it is incumbent upon the Associate member to apply to the Committee of Administration in the prescribed format expressing his willingness to become an Ordinary member.
- ▶ Conversion into associate membership:
 - According to Article 9.2 of the Articles of Association of the Council, the Committee of Administration may, after giving a member reasonable opportunity of hearing, convert the membership of an ordinary member into an associate member, if his performance as an exporter of the product has, during the financial years immediately preceding, been below the average mentioned.
- ▶ Affiliate members
 - Affiliate Membership accommodates applicants dealing in products particularly which are non-engineering items according to their HS codes but are closely associated with the engineering sector.

Application Link: <https://www.eepcindia.org/>

Membership fees for EEPC:

Anyone seeking the most updated details on membership fees for the Engineering Export Promotion Council (EEPC) of India, can access the link to their FAQ section has been provided, which is likely to contain up-to-date information. To find out the latest membership fee structure, simply go to the EEPC India website and navigate to the frequently asked questions (FAQ) page at <https://www.eepcindia.org/frequently-asked-questions>

Here, one can find answers to common inquiries, including information about membership fees, how to become a member, and other related questions.

d. Information Technology Sector:

Any manufacturer or trader in the following sectors can apply for ESC membership:

Electronics Hardware:

- ▶ Consumer Electronics.
- ▶ Electronics Instruments / Office Equipment / Medical Equipment / Strategic Electronics Electronic Components & Sub – Assemblies.

- ▶ Computer Hardware and Peripherals.
- ▶ Telecom Equipment's.

Computer Software and ITES:

- ▶ Customized Software Development.
- ▶ Software Products.
- ▶ IT Enabled Services.
- ▶ BPO (Business Process Outsourcing).
- ▶ LPO (Legal Process Outsourcing).
- ▶ KPO (Knowledge Process Outsourcing).
- ▶ MBPO (Medical Business Process Outsourcing) etc.
- ▶ RPO (Research Process Outsourcing).
- ▶ Call Centers.

Essential documents required to be submitted with the application:

- ▶ Copy of Importer – Exporter Code (IEC) Number issued by the office of DGFT (Self-certified copy)
- ▶ Copy of the partnership deed/Trust deed/Memorandum and Articles of Association of the Company.
- ▶ List of Partners / Directors along with their residential addresses & contact numbers duly signed by the authorized signatory.
- ▶ If registration is required as a manufacturer exporter, a photocopy of the evidence indicating that applicant is manufacturer. (Copy of SSI registration certificate/SIA approval acknowledgement 100% EOU or EPZ board approved etc.).
- ▶ A certificate (in original) from a Chartered Accountant, certifying the export turnover figure (FOB value in Rupees) during year before the preceding year. In case there was no export during the preceding year (for new members) a NIL certificate should be obtained from the Chartered Accountant and attached.
- ▶ Applicable amount of Annual Membership Fee through a Demand Draft (or a cheque payable at par) drawn in favor of “Electronics and Computer Software Export Promotion Council”, payable at New Delhi. You may make the payment through money transfer.
- ▶ Details of the same are mentioned on the below mentioned website:
 - Application link: <https://www.escindia.in/>

Membership fees for ITESPC:

The annual subscription fee for membership is determined based on the export value of Electronics goods, Computer Software, or IT-enabled Services (ITeS) conducted by the firm/company in the year preceding the last completed year, as outlined in the table below:

Export performance (FOB value + Deemed export) in the preceding financial year	Applicable Annual Renewal Fee (Rs)	GST @ 18% (Rs)	Total annual membership fee
Export More than or equal to Rs. 1 crore	29000/-	5220/-	34220/-
Export More than or equal to 50 lakhs and up to Rs. 1 crore	21750/-	3915/-	25665/-
Export More than or equal to 10 lakhs and up to Rs. 50 lakhs	15500/-	2790/-	18290/-

Export Up to Rs. 10 lakhs	10000/-	1800/-	11800/-
Institute, Chamber of Commerce and Industry and Trade Association	20000/-	3600/-	23600/-

Table 5: Membership Fees for ITESPC

e. Handicraft Sector

The EPC - EPCH (Export Promotion Council for Handicrafts) council membership is a pre-condition for registration in below mentioned categories:

- ▶ Merchant Exporter
- ▶ Manufacturer exporter
- ▶ Merchant-cum-Manufacturer Exporter

The documents required are as mentioned below:

- ▶ **If the Company is a partnership firm:**
 - Partnership Deed should be submitted along with the application form
 - Self-attested copy of Importer-Exporter code issued by D.G.F.T.(correspondence address must exist in IEC)
 - In case of manufacturer exporters, a self-attested copy of valid MSME Udyog Aadhar memorandum
 - Self-declaration to be given on letter head of the company stating that “M/s..... is hereby declare that the product mentioned in MSME UAM includes handicrafts product (mention handicrafts products name) & NIC No. ((given in MSME) with signature and stamp)
 - Copy of partnership deed attested by notary.
 - List of partners on letterhead and should be attested by one of the partners.
 - Duly signed code of conduct on minimum Rs.10/- stamp paper should be attested by the signatory.
- ▶ **If the Company is a Pvt. Ltd. Or Ltd. (OPC)/Association & others:**
 - Self-attested copy of importer-exporter code (IEC) issued by d.g.f.t(correspondence address must exist in IEC and updated IEC with head office/branches & names of partners/directors before applying
 - In case of manufacturer exporters copy of valid MSME Udyog Aadhaar memorandum (MSME Udyog Aadhaar registration certificate not acceptable)/ DIC/SSI certificate with regards to production of handicrafts.
 - A self-declaration to be given on letter head of the company stating that “M/s..... is hereby declare that the product mentioned in MSME UAM includes handicrafts products (pl. gives handicrafts products name)& NIC No. (given in MSME)” with signature and stamp).
 - List of directors on letterhead & signed by all the directors & a copy of director identification number issued by MCA.
 - Board resolution regarding authorization in favour of any one of the Director who shall exercise all the matter relating to export promotion council for handicrafts.
 - Self-attested copy of memorandum & article of association or certificate of incorporation.
 - Duly signed code of conduct on minimum Rs.10/ stamp paper should be attested by the signatory.
 - If an Export House applies for member ship it must furnish a copy of Export House Certificate.
 - A copy of GSTIN number is required.

3. Buyer Identification

To sell the product in the foreign market, it is important to identify the suitable/rightbuyers. Buyer identification can be done using various sources such as B2B portals, web browsing (to find importers in the foreign market), and participation intrade fairs, buyer-seller meets, exhibitions. Apart from these conventional/popular methods, buyers can be identified with the help of Export Promotional Councils (EPC), Indian Missions abroad, overseas chambers of commerce, and friends & family.

The following section details the various platforms that can be used to identify potential buyers.

3.1 Websites (B2B Portals and Directories)

B2B portals and online directories are some of the most popular ways for the businesses to connect with buyers in the foreign market. Many of these portals offer a gateway to multiple countries – so registering with popular B2B portals gives an added advantage. Companies can register their products on these portals with product specification and other details (such as price, can be delivered to specific location or not, etc.). Many B2B portals and directories offer premium services (premium is charged for these services), in which portal provides contact details of the buyers who are browsing similar products.

Website	Details	Country	Link
Global Spec	Spec is technology company that offers search engine services for engineering products. The company showcases products from 24,000 manufacturers.	US (Global)	https://www.globalspec.co/
EC21	EC21 is a leading global B2B marketplace connecting buyers with suppliers all over the world including China, Korea, United States and more.	US (Global)	https://www.ec21.com/
US Importer Directory	Import database helps to identify active US importers and American buyers' directory based on US import shipments and bill of lading filed with US customs.	US	http://usa.importers-directory.net/
eSources	Online directory of wholesale distributors, suppliers, and products.	UK	https://www.esources.co.uk/trade-directory.php
Yellow Pages UAE	Online directory provides details (such as contact details, map, and website link) of local business located in UAE, Dubai, Abu-Dhabi and Sharjah etc.	UAE	https://www.yellowpages-uae.com/
Tradeling	Tradeling is online B2B	UAE	https://www.tradeling.com/

Website	Details	Country	Link
	platform funded by Dubai government through DAFZA (Dubai Airport Freezone Authority).		
Dubai Commercial Directory	Dubai Commercial Directory - operated by the Dubai Chamber of Commerce and Industry.	UAE	https://dcciinfo.ae/
Alibaba	China-based B2B online platform – that also helps Indian MSME in selling products to international buyers.	Global	https://seller.alibaba.com/
Europages	Directory of European companies.	EU	http://www.europages.com/
AGRICULTURE SECTOR			
Agricultural Marketing Service	Official website of the US Government for Agricultural Marketing Service	US	https://www.ams.usda.gov/
Agro Market 24	International Agricultural Exchange Agro-Market24	Global	https://agro-market24.eu/
The Department for International Trade, UK	The Department for International Trade of the UK government	UK	https://www.great.gov.uk/
Agri Market Place	US based B2B online platform	US	https://agrimp.com/
Agriculture Australia	Official website of the Australian Government	Australia	https://www.agriculture.gov.au/
European Union	Official website of the European Union	EU	https://ec.europa.eu/info/index_en
FISHERIES AND MARINE SECTOR			
JETRO	Japan External Trade Organization	Japan	https://www.eworldtrade.com/japan/
Sea-ex	Trade Sea Food Industry Directory	Singapore	http://www.trade-seafood.com/directory/seafood/country/singapore.htm
ENGINEERING AND ELECTRONICS SECTOR			

Website	Details	Country	Link
eWorldTrade	eWorldtrade is a comprehensive B2B marketplace having over 10 years of expertise in digital branding and web development. The B2B Marketplace currently caters over 500,000 registered users and briskly expanding its database of manufacturers, suppliers, and companies from all over the world.	Germany (Global)	https://www.eworldtrade.com /
TradeWheel.com	TradeWheel is the most influential and largest USA based online marketplace that serves the most competitive and fastest growing E-commerce industry. With our efficient and intelligent tools, we cater to the requirements of a multitude of buyers and suppliers across the world in cross-border trade transactions. TradeWheel is a complete B2B online trading platform having extensive experience in the trans-border trade and digital marketing.	US (Global)	https://www.tradewheel.com/
B2BListings.org	Founded in 2009, B2B Listings is (one of the) human edited B2B directories that provide information about quality B2B websites of all industries.	UK	https://www.b2blistings.org/
B2B Quote Ltd	Website helps users to find tenders related to sectors such as automotive, industrial machinery, IT, etc.	UK	https://www.b2bquotetenders.co.uk/
INFORMATION TECHNOLOGY SECTOR			
Eindia business	One of the top 30 global B2B website portals with a wide range of clients from all over the world	Global	eindiabusiness.com
HANDICRAFTS SECTOR			
Amazon	Global B2B online platform	Global	https://www.amazon.com/

Website	Details	Country	Link
Made in China	China-based B2B online platform	Global	https://www.made-in-china.com
Alibaba	China-based B2B online platform	Global	https://www.alibaba.com
Euro pages	Directory of European companies.	EU	http://www.europages.com/
APPAREL SECTOR			
Amazon	Global B2B online platform	Global	https://www.amazon.com/
Alibaba	China-based B2B online platform	Global	https://www.alibaba.com
Flipkart	Global B2B online platform	Global	https://www.flipkart.com/
Tradeling	Global B2B online platform	Global	https://www.tradeling.com/
Efashion	Paris based online platform	Global	https://www.efashion-paris.com/
TEXTILE SECTOR			
Amazon	Global B2B online platform	Global	https://www.amazon.com/
Fiber2 Fashion	Global B2B online platform	Global	https://www.fibre2fashion.com/
Flipkart	Global B2B online platform	Global	https://www.flipkart.com/
Surati Fabric	B2B online platform	Global	www.suratifabric.com
Textile Market	B2B online platform	Global	http://www.textilemarket.in/

Table 6: List of Portals

Sellers first need to register with the B2B portal with details such as company name, type of company, address, email id, contact details, certification details, IEC, and GST number. Many B2B portal offers trial and basic service (limited number of products can be registered) with free of cost and provides option to upgrade service based on the requirement of sellers. If the customer directly orders from the seller, a notification is sent to the seller via email and text message - upon receiving the request, the seller dispatches the product. In some cases, the buyer places a global request where notification is sent to multiple sellers. In this case, a seller needs to connect with the buyers and negotiate (or provide a quotation) the price, quantity, and quality of the product.

3.2 Country helpdesks

They are operated by trade departments of respective countries to help the importers and exporters. These helpdesks provide market information on various products, training, and coaching.

Country Help Desks

Helpdesk	Details	Country	Link
CBI	Centre for the Promotion of Imports from developing countries – the portal provides market information for exporters from developing countries	EU	https://www.cbi.eu/
U.S. Commercial Service	The U.S. Commercial Service (CS), part of the U.S. Department of Commerce’s International Trade Administration, offers companies a full range of expertise in international trade.	US	https://www.trade.gov/
Department for International Trade	The department helps overseas businesses, investors and buyers successfully do business in the UK.	UK	https://www.great.gov.uk/international/?lang=en-gb
Import Promotion Desk (IPD)	IPD helps the German importer to connect with the exporters from developing countries.	Germany	https://www.importpromotiondek.de/
EPA Help Desk	EPA help desk is to support EU SMES	Japan	https://www.eu-japan.eu/epa-helpdesk
Import Promotion Desk (IPD)	IPD helps US companies’ importer to connectwith the exporter from US	Singapore	https://2016.export.gov/singapore/doingbusinessinsingapore/traderegulationscustomsandstandards/index.asp
SHARE	SHARE will highlight 500+ specialized sessions, covering key subjects, for example, Pervasive Encryption, Cloud Technology in the Enterprise, Data Privacy, API Economy, and IBM Z themes. Experience many endeavor IT experts under one rooftop amid intelligent meetups	Boston, US	SHARE Virtual Summit
Dublin Tech Summit	Sessions pursue the eight center subjects ofthe gathering: The Internet of Things, Big Data, FinTech, Innovation, MusicXTech, Cloud Computing, Artificial Intelligence, andCyber Security.	Dublin, Ireland	Dublin Tech Summit Where Technology, Digital, Business & the Future Converge
Cloud Expo	Cloud Expo Europe is home to tens of thousands of senior IT buyers and executiveswho come to source solutions and services from across the IT	UK	Cloud Expo Europe Returns 2-3 March 2022, ExCeL, London

Helpdesk	Details	Country	Link
	landscape		
CBI	Centre for the Promotion of Imports from developing countries – the portal provides market information for exporters from developing countries	EU	https://www.cbi.eu/
U.S. Commercial Service	The U.S. Commercial Service (CS), part of the U.S. Department of Commerce's International Trade Administration, offers companies a full range of expertise in international trade.	US	https://www.trade.gov/
USDA	Official website of U.S. Department of Agriculture	US	https://www.fas.usda.gov/
Import Promotion Desk (IPD)	IPD helps the German importer to connect with the exporters from developing countries.	Germany	https://www.importpromotiondesk.de/
Access2Markets	Official website of European Union	EU	https://trade.ec.europa.eu/access-to-markets/en/content/welcome-access2markets-trade-helpdesk-users

Table 7: List of Country Help Desks

3.3 Foreign Trade Fairs/Exhibitions

Event	Details	Country	Link
IFE	The International Food & Drink Event in the UK.	UK	https://www.ife.co.uk/
Natexpo	A trade fair for organic products in France.	France	https://natexpo.com/en/
Ecolife Scandinavia	Sustainable living trade show with 500 suppliers of organic food & drink, beauty, and healthy lifestyle products	Sweden	https://www.ecolifeshow.com/
AUTO Shanghai	China's largest auto fair exhibition.	China	https://autoshanghai.auto-fairs.com
Speedy Expo	Speedy Expo is B2B event for hydraulic force.	UK	https://www.speedyexpo.co.uk/
AMTS	AMTS exhibition provides a platform for international companies to enter China's	China	https://www.shanghaiamts.com/

Event	Details	Country	Link
	automotive manufacturing market, introduce their product and technology.		
WESTEC	WESTEC exhibition showcases products from critical industries such as aerospace, medical, industrial machinery, and consumer goods.	US	https://tradefest.io/
Singapore International Jewellery Expo	In this exhibition, more than 200 exhibitors take part.	Singapore	http://www.sije.com.sg/
CES	Consumer Electronics Show is organized by Consumer Technology Association (CTA). In this show, global tech companies and startups in the electronics sector takes part.	US	https://www.ces.tech/
IFA Berlin	Consumer Electronics Show in Germany– leading brands of consumer and electronic goods showcase their products.	Germany	https://b2b.ifa-berlin.com/
Cantonfair	International Handicrafts Trade Fair	China	https://www.cantonfair.net/
MDA	International Handicrafts Trade Fair	France	https://10times.com/art-firenze

Table 8: List of Fairs/Exhibitions

Trade fairs/exhibitions are another popular way to connect with buyers. Most of these trade fairs/exhibitions are organized in large cities across the globe. Exporters can showcase their product at these events by paying charges for the stall/booth or else they can attend the event by paying the entry fee. Majority of the participants in these events are genuine buyers/sellers (as they pay to participate in the event).

Trade fairs/exhibitions organizers provide a contact list of attendees (in some cases it free and in some cases, it is paid).

Major economies (such as the US, China, Germany, UK, France, UAE, etc.) organizes trade fairs/exhibitions every year for food and beverage, automotive parts, consumer electronics, industrial machinery.

3.4 Foreign trade fairs/exhibitions

Event	Details	Country	Link
Anuga	It is the leading global trade fair for the food and beverage industry.	Germany	https://www.anuga.com/

Event	Details	Country	Link
Natural & Organic Europe	Natural food exhibition in the UK – 700 exhibitors take part in the exhibition	UK	https://www.naturalproducts.co.uk/
Eventseye	International Handicrafts Trade Fair	Global	https://www.eventseye.com/fairs/st1_tradeshow_s_handicraft-products.html
India International Aquaculture Expo 2021	International level exhibition and conference on Aquaculture sector	Hyderabad India	https://10times.com/iiae-hyderabad
VOD Dubai International Jewellery Show	It is Middle East's largest Jewellery show/exhibition.	UAE	https://www.jewelleryshow.com/
Hong Kong International Jewellery Show	It is Asia's largest Jewellery show where all kind of Jewellery such as loose diamonds, pearls, and gemstones from about 3,000 exhibitors will be at display.	China	https://event.hktdc.com/
Japan Jewellery Fair	Organized by Informa Markets Japan Co Ltd, Japan Jewellery Association and Yamanashi Jewellery Association with the support of Ministry of Economy, Trade and Industry, Japan External Trade Organization, Chamber of Commerce of Japan, etc.	Japan	http://www.japanjewelleryfair.com/en/visit/
Gem & Jewellery India International Fair	India's largest B2B exhibition	India	http://www.gjiif.in/
Bangkok Gems & Jewelry Fair (BGJF)	It is one of the world's most renowned trade fair in the industry. Organized on a biannual basis by Thailand's Department of International Trade Promotion (DITP) in February and September.	Thailand	http://bkkgems.com/about_fair/about
E3 – Electronic Entertainment Expo	Expo dedicated to Showcasing Interactive Entertainment and Educational Software and related Products	US	https://e3expo.com/

Event	Details	Country	Link
Global Summitand Expo on Laser, Optics and Photonics	The GSELOP will present the most recent advances in technology developments and business opportunities in laser, optics and photonics commercialization.	France	
Cedia Expo	International Residential Electronic Systems Industry Expo. CEDIA EXPO isa leading tradeshow in the residential electronic systems industry which serves every home technology professional	US	https://cediaexpo.com/
SPIE OPTICS + OPTOELECTRONICS	Exhibition, Conference & Workshops on Optics and Optoelectronics. SPIE Optics+ Optoelectronics is a meeting that highlights the technologies that drive Europe's largest optoelectronic infrastructure projects such as HiPER, HiLASE, ELI Beamlines	Czech Republic	https://spie.org/conferences-and-exhibitions/optics-and-optoelectronics?SSO=1
HKTDC HongKong Electronics Fair	It is one of the world's largest electronic fairs, in which	Hong Kong, China	https://event.hktdc.com/f
Jetro	Trade Fair	Global	https://www.jetro.go.jp/en/database/jmesse/country/asia/in/agriculture/
Agri TechCA	Agriculture Trade Fair	Global	https://www.agritechnica.com/en/
IIPAD	International Poultry Agri & Dairy Expo2021	India	http://tradeshows.tradeindia.com/poultryridairyexpo/
IATF	International Apparel & Textile Fair	UAE	https://10times.com/international-textile-fair
India International Garment Fair	India International Garment Fair	India	https://www.indiaapparelfair.com/
MAGIC	MAGIC Las Vegas	USA	https://www.magicfashionevents.com

Event	Details	Country	Link
Texworld	Texworld Evolution	France	https://texworld-paris.fr.messefrankfurt.com/paris/en.html

Table 9L List of Foreign Exhibitions/Fairs

3.5 Other methods

Companies can explore other methods for connecting with buyers from the foreign market. Other methods can be becoming a member (avail subscription) of trade associations, councils, and non-profit organization. MSMEs can also connect with Indian Embassy to explore more opportunity.

International trade promoting organizations

Name	Details	Country	Link
American Association of Exporters & Importers	American Association of Exporters & Importers (AAEI) Operates as a trade organization. The Organization represents businesses and organization involved in the international trade industry. 13,000 importers are registered with the association.	US	https://aaei.org/
U.S.-India's Importer's Council	U.S.- INDIA IMPORTER'S COUNCIL is a not-for-profit initiative started by a Group of Indian SME (Small & Medium Enterprises) Importers, responsible for imports of over \$1 billion from the USA.	US	http://www.usiic.in/
The British Importers & Distributors Association (BIFDA)	Companies that import canned food in the UK can become a member of the association.	UK	http://www.british-food-importers-distributors.org/

3.6 Indian government Portal

Exporters can register their product on the Federation of Indian Export Organisations' website ([Exporters Online Store](#) | [FIEO GlobalLinker](#)). The website allows sellers to create virtual-store (free of cost) and virtual catalogue that can be accessed by global buyers.

Importers:

Companies can directly connect with importers and aggregators (through an online search) from other countries. For example, Fruitful Fresh Sdn Bhd is Malaysia based company that deals in fresh fruits and vegetables. The company import fruit and vegetable from Europe, USA, Australia and distribute to major hypermarkets, supermarkets, wholesalers, retailers in Malaysia. Indian food producers can connect with similar companies and introduce their product.

4. Quality Standards

Quality standards are defined as documents that provide requirements, specifications, guidelines, or characteristics that can be used consistently to ensure that materials, products, processes, and services are fit for their purpose.

An important aspect about the goods to be exported is compulsory quality control and inspection. For this purpose, Export Inspection Council (EIC) was set up by the Government of India under Section 3 of the Export (Quality Control and Inspection) Act, 1963. The Act empowers the Central Government to notify commodities and their minimum standards for exports, generally international standards, or standards of the importing countries and to set up suitable machinery for inspection and quality control.

4.1 Bureau of Indian Standards (BIS)



The **Bureau of Indian Standards (BIS)** is the National Standards Body of India under Department of Consumer Affairs, Ministry of Consumer Affairs, Food & Public Distribution, Government of India. It is established by the Bureau of Indian Standards Act, 2016 which came into effect on 12 October 2017. The Minister in charge of the Ministry or Department having administrative control of the BIS is the ex-officio President of the BIS.

BIS Certification enables the certificate holder to offer third party guarantee of quality, safety and reliability of products to the customers and is mainly required for import of items. While the certification has been voluntary, it was made mandatory by the Indian government for a number of items. A licensee holding the BIS Certification is also allowed to use the ISI mark on their goods, which signifies that the product meets the Indian standards that are set by the Bureau of Indian Standards.

The following link may be visited to apply for BIS : [Home - Bureau of Indian Standards \(bis.gov.in\)](http://Home - Bureau of Indian Standards (bis.gov.in))

4.2 AgMARK



AGMARK is a certification mark employed on agricultural products in India, assuring that they conform to a set of standards approved by the Directorate of Marketing and Inspection an attached Office of the Department of Agriculture, Cooperation and Farmers Welfare under Ministry of Agricultural & Farmers Welfare an agency of the Government of India.

AgMark is an acronym for Agricultural Marketing and is used to certify the food products for quality control. Agmark has been dominated by other quality standards including the non-manufacturing standard ISO 9000. Products having Agmark are not required to be inspected by any agency.

The following link may be visited to apply for AgMARK Certification

[Agriculture Marketing \(agmarknet.gov.in\)](http://Agriculture Marketing (agmarknet.gov.in))

4.3 ISO 9000



ISO 9000 is a series of international standards that has been accepted worldwide as the norm assuring high quality of goods. ISO has till now has brought about 22521 International Standards, covering almost every industry, from technology to food safety, service, to agriculture and healthcare. ISO 9001:2015 is an international standard dedicated to Quality Management Systems (QMS).

This ISO does not certify organizations themselves. Numerous certification bodies exist, which audit organizations and upon success, issue ISO 9001 compliance certificates. Although commonly referred to as "ISO 9000" certification, the actual standard to which an organization's quality management system can be certified is ISO 9001:2015.

The following link maybe visited to apply ISO Standards and further information.

[ISO - Standards](#)

4.4 NABL (National Accreditation Board for Testing and Calibration Laboratories) Testing and Accreditation



NABL (National Accreditation Board for Testing and Calibration Laboratories) has been established with the objective of providing Government, Industry Associations, and Industry in general with a scheme of Conformity Assessment Body's accreditation which involves third-party assessment of the technical competence of testing including medical and calibration laboratories, proficiency testing providers and reference material producers.

NABL is Mutual Recognition Arrangements (MRA) signatory to ILAC (International Laboratory Accreditation Co-operation) as well as APAC (Asia Pacific Accreditation Co-operation) for the accreditation of below mentioned partners represent.

The state wise NABL Accredited laboratories list can be viewed /downloaded from the below mentioned link,

<https://nabl-india.org/nabl/index.php?c=searchlab&m=index&Itemid=177>

4.5 FSSAI (Food Safety and Standards Authority of India) Standards, Testing and Inspection



FSSAI (Food Safety and Standards Authority of India) has been established for laying down science-based standards for articles of food and to regulate their manufacture, storage, distribution, sale and import to ensure availability of safe and wholesome food for human consumption. The list of FSSAI notified food laboratories and research institutions, referral food laboratories and national reference laboratory can be viewed

<https://fssai.gov.in/cms/food-laboratories.php>

4.6 Types of Inspections

► Pre-Production Inspection

This quality control inspection will assess the quantity and quality of raw material and components, and whether they are in conformity with product specifications

► During Production Inspection

This type of quality control inspection conducted while production is underway, and as a follow-up when quality issues are found prior to manufacturing during a pre-production inspection

► Pre-Shipment Inspection

Pre-shipment inspection ensures that production complies with specifications of the buyer and/or the terms of a purchase order or letter of credit. A Pre-shipment inspection is performed when goods are 100% completed, packed and ready for shipment. This inspection is done according to standard Acceptable Quality Limits (AQL) specs for the product or based upon customer requirements. Samples are selected and inspected for defects at random, according to these standards and procedures.

4.7 Quality Landscape

Below mention table illustrates broad view of quality landscape of products, services, and processes. The industry specific compliance may apply as per concern industry sector


QUALITY LANDSCAPE				
Applicable to all products, services, and processes	Criteria	Compliance		Benchmarking Organizations
	Product Certification	CE Marking, CE-UK Marking, UL Marking, GS Marking, ISI Marking		
	System Certification	ISO 9001, IATF 16949, SO 45001, ISO 14001,		
	Quality Control and Inspection	Pre-Production Inspection During Production Inspection Pre-Shipment Inspection		
	Testing and Accreditation	Endurance, Life, Fatigue Testing Calibration of Equipment and Reference material Intercomparisons		
	Product Compliance	Customer specific compliance, REACH, RoHS Compliance		

Table 10: List of Quality Landscapes

List of industry-wise standard controlling organizations with their respective scope

Name of the organization/body	Scope	Governing Authority
Agricultural and Processed Food Products Export Development Authority (APEDA)	Standards for organic production and Systems	An autonomous body under the Department of Commerce, Ministry of Commerce and Industry, Govt. of India

Name of the organization/body	Scope	Governing Authority
Automotive Research Association of India (ARAI)	Standards for Automotive Industries	Research Institute of the Automotive Industry with the Ministry of Heavy Industries & Public Enterprises, Govt. of India Standards for Automotive Industries
Bureau of Energy Efficiency (BEE)	Energy performance standards for Appliances, Energy Conservation, BuildingCode	Agency Ministry of Power, Govt. of India
Central Drugs Standard Control Organization (CDSCO)	Works for the drugs and health care devices or technologies	Directorate General of Health Services, Ministry of Health & Family Welfare, Govt. of India
Central Pollution Control Board (CPCB)	Works for air quality monitoring, water quality, emission norms for vehicles, prepares guidelines, manuals, codes, related to the treatment and disposal of sewage	A statutory organization under the Ministry of Environment, Forest and Climate Change, Govt. of India
Food Safety and Standards Authority of India (FSSAI)	Works for Food articles and regulates their manufacturing, distribution storage, sale	An autonomous body established under the Ministry of Health & Family Welfare, Govt. of India
Telecommunication Engineering Centre (TEC)	Formulate the standards about the Telecom network equipment, services and interoperability	A nodal agency of the Department of telecommunications, Ministry of Communications and Information Technology, Govt. of India
Oil Industry Safety Directorate (OISD)	Safety standards, Product design, Codes of practices, Guidance standards for Oil and Gas sector	A technical advisory body in India was established in the year of 1986 by the Ministry of Petroleum and Natural Gas.
Tea Board of India	Promote the cultivation, processing, and domestic trade as well as export of tea from India	State agency of the Government of India
Atomic Energy Regulatory Board	Technical regulation, commissioning, construction, operation, and decommissioning of nuclear and radiation facilities including Medical and Industrial radiography	Regulatory Body, Department of Atomic Energy
The Marine Products Export Development Authority (MPEDA)	MPEDA is given the mandate to promote the marine products industry with special reference to exports from the country	An autonomous body under the Department of Commerce, Ministry of Commerce and Industry, Govt. of India

Table 11: industry-wise standard controlling organizations

List of standards (Industry-wise) Industry standards

Industry	Standards
Agricultural and Processed Food Products	ISO 22005, ISO 6492, ISO TC34, FSSC 22000, GLOBALG.A. P
Fisheries & Marine Products	ISO 17025, ISO 9001
Gems and Jewellery	ISO 17025, ISO 20121, Kimberley Process Certification, BIS Hallmark
Engineering & Electronics	ISO 9001, TL9000, ANSI/ESD S20.20, ISO 14001, ISO45001, ISO 50001, ISO 27001
Information Technology	CMM 5 (Capability Maturity Model), BS ISO/IEC 27001:2013, BS ISO/IEC 27002:2013, ISO/IEC 27001, BS ISO/IEC 27003:2010, BS ISO/IEC 27004:2009, BS ISO/IEC 27005:2011, BS ISO/IEC 27006:2011, BS ISO/IEC 27032:2012, ISO/IEC 27701:2019
Handicrafts	ISO 9000, ISO 9001:2000, TQM, QMS, AS 9100, ISO13485, TS 16949
Apparel	ISO 9001, ISO 14001, ISO 26000, ISO 45001, (GPSD, REACH, RSL, BRP) Compliance, ISO 3758:2012, GOTS, WRAP Certification, ETI, BSCI, Oeko Tex, Sedex, Fair Trade, SA-8000
Textile	ISO 9001, ISO 14001, ISO 26000, ISO 45001, (GPSD, REACH, RSL, BPR) Compliance, ISO 3758:2012, GOTS, WRAP Certification, ETI, BSCI, Oeko Tex, Sedex, Fair Trade, SA-8000
Pharmaceutical	ISO 9001, CGMP, GLP, ICH Q10, ISO 27001, ISO14001, ISO 45001
Chemical	ISO 9001, ISO 14001, ISO 45001, ISO 27001
Petrochemical	ISO 29001, ISO 14001, ISO 45001
Automotive & Auto Parts	ISO 9001, IATF 16949, ISO 14001, ISO 45001

Table 12: List of standards (Industry-wise) Industry standards

4.8 Letter of Credit

A Letter of Credit (LC) is a document that guarantees the buyer’s payment to the sellers. It is issued by a bank and ensures timely and full payment to the seller. If the buyer is unable to make such a payment, the bank covers the full or the remaining amount on behalf of the buyer. A letter of credit is issued against a pledge of securities or cash. Banks typically collect a fee, i.e., a percentage of the size/amount of the letter of credit.

Importance of Letter of Credit

Considering the facts involved in the international trade which includes distance, different laws in each country and the lack of personal contact during international trade, letter of credit make a reliable payment mechanism. The ‘International Chamber of Commerce Uniform Customs and Practice for Documentary Credits’ oversees letter of credit used in international transactions.

Parties to a Letter of Credit

- ▶ Applicant (importer) requests the bank to issue the LC.

- ▶ Issuing bank (importer's bank which issues the LC (also known as banker of LC)).
- ▶ Beneficiary (exporter).

4.8.1 Types of a Letter of Credit

The letters of credit can be divided into the following categories:

▶ **Sight Credit**

Under this LC, documents are payable at the sight/ upon presentation of the correct documentation. For example, a businessman can present a bill of exchange to a lender along with a sight letter of credit and take the necessary funds right away. A sight letter of credit is more immediate than other forms of letters of credit.

▶ **Acceptance Credit/ Time Credit**

The Bills of Exchange which are drawn and payable after a period, are called usance bills. Under acceptance credit, these bills are accepted upon presentation and eventually honored on their respective due dates.

▶ **Revocable and Irrevocable Credit**

A revocable LC is a credit, the terms, and conditions of which can be amended/ cancelled by the Issuing Bank. This cancellation can be done without prior notice to the beneficiaries. An irrevocable credit is a credit, the terms, and conditions of which can neither be amended nor cancelled. Hence, the opening bank is bound by the commitments given in the LC.

▶ **Confirmed Credit**

Only irrevocable LC can be confirmed. A confirmed LC is one when a banker other than the Issuing bank, adds its own confirmation to the credit. In case of confirmed LCs, the beneficiary's bank would submit the documents to the confirming banker.

▶ **Back-to-Back credit**

In a back-to-back credit, the exporter (the beneficiary) requests his banker to issue an LC in favour of his supplier to procure raw materials, goods based on the export LC received by him. This type of LC is known as Back-to-Back credit

▶ **Transferable Credit**

While an LC is not a negotiable instrument, the Bills of Exchange drawn under it are negotiable. A Transferable Credit is one in which a beneficiary can transfer his rights to third parties. Such LC should clearly indicate that it is a 'Transferable' LC.

4.8.2 Process of Letter of Credit

Step 1:

The applicant or the buyer approaches the desired bank for issuance of letter of credit. This bank is considered as opening or issuing bank.

Step 2:

There will be an advising bank (mostly international bank) for beneficiary or seller that will receive the Letter of Credit issued by the issuing bank of the buyer. Further the advising bank will check the authenticity of the letter of credit by checking the name, product details, etc.

Step 3:

Advising bank will share the letter of credit with the seller by confirming him/her rest assured that the money shall be received, as banks are now involved in the process.

Step 4:

Post seller assurance, the goods will be shipped as per the details mentioned by the buyer or applicant. The seller will now receive the bill of lading as the seller has already exported the goods.

Step 5:

The buyer shall now present the Bill of Lading to the Nominated or the Negotiating bank (International bank) where the bank will check all the shipping documents, whether all goods were shipped as per the instructions. Finally, the nominating bank will do the payment to the seller or exporter.

Step 6:

Further the nominating bank will share the shipping documents with the issuing bank and will demand payment.

Step 7:

Issuing bank will further share the documents with the buyer, seeking the approval whether all documents are correct, as per the buyer's information and all the products are shipped or not.

Step 8:

The buyer now does the payment to the issuing bank and further the issuing bank sends the payment to the nominated or negotiating bank.

4.8.3 Documents are required to apply for a Letter of Credit,

- ▶ KYC of applicant, co-applicants, partners, directors (Passport, Voter ID card, Aadhar card, Driving License, etc.)
- ▶ Bill of Exchange
- ▶ Commercial Invoice
- ▶ Certificate of Origin
- ▶ Health and Insurance certificates – Original
- ▶ Buyer's Financial Documents
- ▶ Packing, Shipping and Transport Documents
- ▶ Landing airway bills, cargo receipts
- ▶ Related Commercial documents – Certificate of Inception
- ▶ Any Specific official documents required by buyer's/ seller's country

Fees and Reimbursements

The different charges/fees payable under import Letter of Credit is briefly as follows, The issuing bank charges applicant fees for opening the letter of credit (LC). The fee charged depends on the credit of the applicant, and primarily comprises of,

Opening Charges

- ▶ This would comprise commitment charges and usance charged to be charged upfront for the period of the LC.

- ▶ The fee charged by the LC opening bank during the commitment period is referred to as commitment fees. Commitment period is the period from the opening of the letter of credit until the last date of negotiation of documents under the LC or the expiry of the LC, whichever is later.
- ▶ LC Usance is the credit period agreed between the buyer and the seller under the letter of credit. This may vary from 7 days usance (sight) to 90/180 days. The fee charged by bank for the usance period is referred to as usance charges.

Retirement Charges

- ▶ This would be payable at the time of retirement of LC's. LC opening bank scrutinizes the bills under the LC's according to UCPDC guidelines, and levies charges based on value of goods.
- ▶ The advising bank charges an advising fee to the beneficiary unless stated otherwise the fees could vary depending on the country of the beneficiary. The advising bank charges may be eventually borne by the issuing bank or reimbursed from the applicant.
- ▶ The applicant is bounded and liable to indemnify banks against all obligations and responsibilities imposed by foreign laws and usage.
- ▶ The confirming bank's fee depends on the credit of the issuing bank and would be borne by the beneficiary or the issuing bank (applicant eventually) depending on the terms of contract.
- ▶ The reimbursing bank charges are to the account of the issuing bank.

5. Certifications for Export

5.1 Export Certifications (Agricultural products)

With respect to agricultural products export, below mentioned certificates are required as a part of export process,

- ▶ Export Health Certificate
- ▶ Fumigation Certificate
- ▶ Phytosanitary Certificate

The certificates are detailed in the below sections

5.1.1 Export Health Certificate

Purpose:

To certify the quality of food commodities, the scheme for issuance of Health Certificate has been developed by the Government of India. As part of this scheme, the Export Inspection Council of India (EIC) issues the Health Certificate on Consignment wise basis. Health certificate certifies that the food product is fit for human consumption and meets safety standards and other required legislation for exporting. EHCs are given for items such as Fish and fishery products, Dairy, Egg products, Meat and meat products, Honey, Poultry, etc.

Issuing Authority:

Export Inspection Council is the prescribed authority for the issuance of the Health Certificate. The EIC or its sub-office will issue a health certificate after the consignment has been found meeting the relevant requirements.

EIC fee's structure

#	FOB (in Rs.)	Fees (in Rs.)
1.	Up to 5.00 lakhs	1500.00
2.	Above 5.00 lakhs and up to 10.00 lakhs	2500.00
3.	Above 10 lakhs and up to 25 lakhs	5500.00
4.	Above 25 and below 40 lakhs	7500.00
5.	Above 40 lakhs	8000.00

Note: For agricultural bulk commodities Rs. 10/- per MT shall be charged, subject to minimum of Rs. 2500/- per consignment

Validity:

The Health Certificate shall be valid for a period of 90 days from the date of its issuance

Documents required:

- ▶ Commercial Invoice
- ▶ HS code/HSN Code
- ▶ Copy of FSSAI License
- ▶ Copy of Purchase Order
- ▶ Demand draft issued by Bank for requisite government fee.
- ▶ Letter of Credit
- ▶ Test Reports of the Food product issued by EIA or EIC approved laboratories, as per importing countries standards or national standard
- ▶ Contractual agreement with product specification between the importer and the exporter

5.1.2 Fumigation Certificate:

Purpose:

A fumigation certificate validates whether all the wooden contents that are part of the cargo, such as the boxes, pallets, etc. have been chemically disinfected. It is also known as a pest-control certificate as the fumigation process gets rid of any pests that may be festering inside the wooden materials of the shipment.

Issuing Authority:

Directorate of Plant Protection, Quarantine and Storage (PPQS) are in-charge of issuing phytosanitary certificate

Inspection fees and fumigation charges

Commodity Volume	Inspection Fee	Fumigation or Disinfection charges
Less than 1.5 cu. M	Re. 1/-	Rs. 6/-
1.5 cu. m. and above	Re. 1/- extra for every additional 3.0 cu. m. or part thereof up to a maximum of Rs. 100/- per consignment	Rs. 2/- extra for every additional 1.5 cu. m. or part

5.1.3 Phytosanitary Certificate:

Purpose:

The phytosanitary certificate is an official declaration stating that plants and plant material exporting/re-exporting are free from pests and diseases, to prevent introduction and spread of any pests in the importing countries

Issuing Authority:

Directorate of Plant Protection, Quarantine and Storage (PPQS) are in-charge of issuing phytosanitary certificate

Time schedule for clearance:

A minimum of 8-10 days or more is required for certification of seed consignments. Whereas perishable commodities such as nursery plants, tissue cultures, fresh fruits, cut flowers etc., are certified within a maximum period of 24-48 hrs. and consignments that require fumigation are certified within 3 days

Validity:

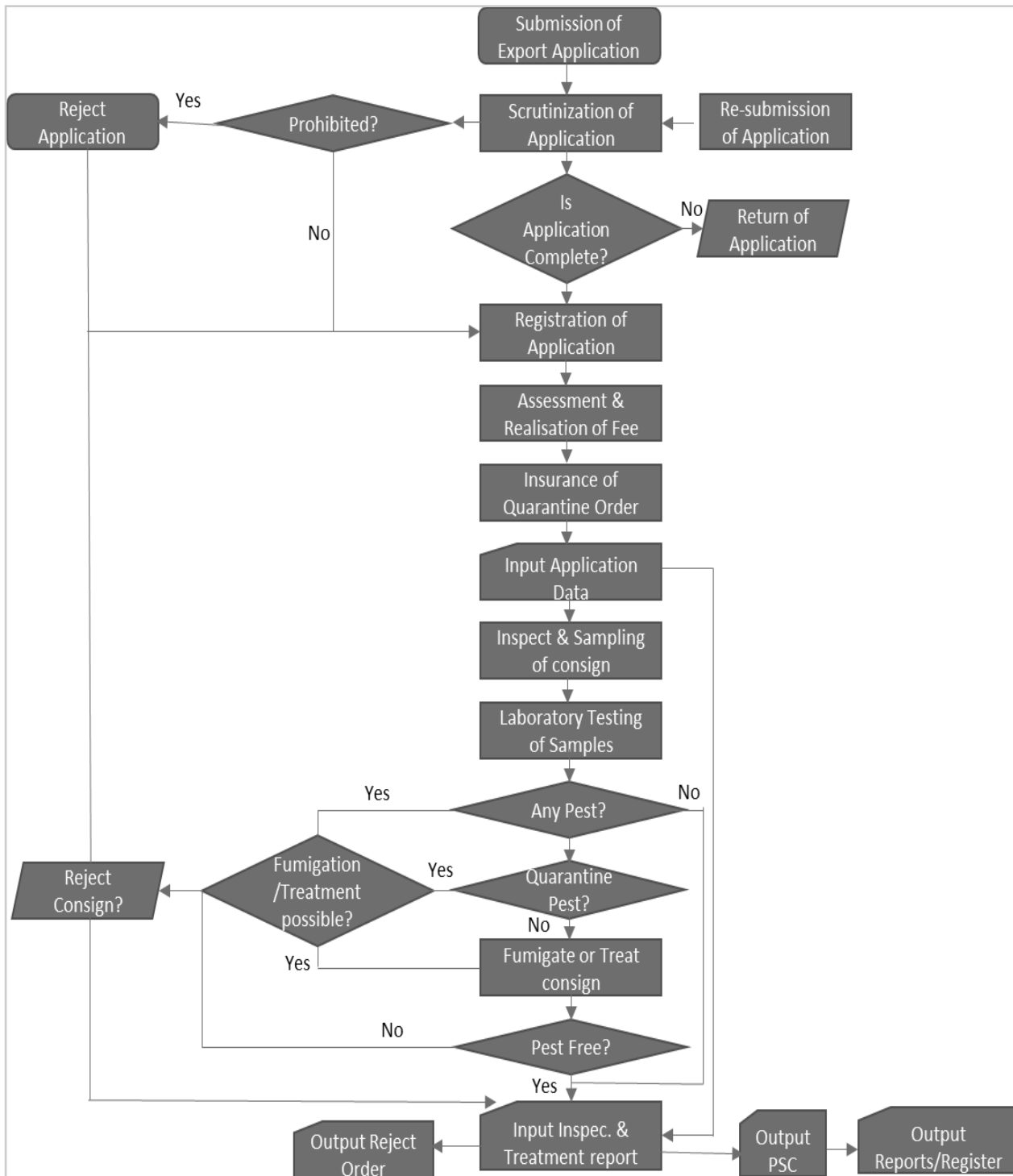
To ensure Phytosanitary integrity and physical integrity of consignment the validity of PSC before export is limited to a maximum period of 7 days for perishable consignments and 30 days for non-perishable consignments and it should be ensured that the goods will be shipped immediately after certification

Documents required:

- ▶ Packhouse Recognition Certificate issued by APEDA,
- ▶ Certificate of Authorization issued by the Directorate of Marketing and Inspection (DMI).
- ▶ Fumigation certificate for wooden packing material issued by the Government of India
- ▶ Agmark Grading certificate issued by DMI
- ▶ Copy of Contract/LC for additional declaration regarding quality, quarantine Issues and pest and diseases to be given in the Phytosanitary certificate to fulfil the quarantine regulations of importing country

Website: <https://plantquarantineindia.nic.in>

Phyto-sanitary Certificate Application Process flow



5.2 Export Certification (Fisheries and Marine Product)

Name of the Certification	Purpose	Issuing Authority	Certification fee	Documents required	Web site
Catch Certificate	A catch certificate is required as a key part of Regulation (EU) 1005/2008 which aims to prevent, deter and eliminate Illegal, Unreported and Unregulated fishing activity, with the objective of guaranteeing the legal origin of fisheries products entering the EU Sanitary and Ph A catch certificate provides information, which proves that the fishery product/s have been caught under a legal fishing regime to sanitary (SPS) regulatory zone from third countries, including GB.	MPEDA (The Marine Products Export Development Authority) is the nodal agency for validating the catch certificates for the export of seafood to EU countries in accordance with the EU Regulation 1005/2008 started issuing the catch certificates from 01st January 2010 - onwards.	Certificate fee for frozen goods Rs 3,540 and for Chilled / Dried / Live Rs 1,770.	<ul style="list-style-type: none"> ▶ Description of Product ▶ Reference of applicable conservation & management measure ▶ List of vessels who have provided catches and quantities by each vessel (name, registration number etc. annexed) ▶ Name, address, tel and fax of Exporter ▶ Flag State authority Validation Transport details like Country of Exportation, Port/airport/, other place of departure, Date of shipment vessel name and flag Flight / airway / Truck /Railway other transport number / bill number Shipped to Container number. ▶ Importer declaration ▶ Import Control Authority ▶ Re- Export Certificate 	https://cert.mpe da.gov.in/fa
Non-EU Catch Certificate	A Non-EU catch certificate is required as a key part of Regulation for non-EU countries which aims to prevent, deter and eliminate Illegal, Unreported and Unregulated fishing activity, with the objective of guaranteeing the legal origin of	MPEDA (The Marine Products Export Development Authority) is the nodal agency for validating the non- EU catch certificates for the export of seafood to Non-EU countries.	Certificate Fees: Certificate fee for frozen goods Rs 3,540 and for Chilled/Dried/Live Rs 1,770.	<ul style="list-style-type: none"> ▶ Description of Product ▶ List of vessels with catch quantities (name, registration number, Spices etc.) ▶ Name, address, telephone, and fax of Exporter ▶ Transport details like Country of Exportation, 	https://cert.mpe da.gov.in/fa

Name of the Certification	Purpose	Issuing Authority	Certification fee	Documents required	Web site
	fisheries products entering the non-EU Sanitary and Ph A catch certificate provides information, which proves that the fishery product/s have been caught under a legal fishing regime to sanitary (SPS) regulatory zone from third countries.			<p>Port/airport/ , other place of departure , Date of shipment vessel name and flag Flight / airway / Truck</p> <p>▶/Railway other transport number / bill number Shipped to Container number.</p> <p>▶ Importer declaration</p> <p>▶ Import Control Authority</p>	
DS 2031 Certificate	As per section 609 of P.L. 101-162 of USA requires the shrimp product consignment to USA have to be accompanied by DS 2031 certificate, which certifies that the shrimp in the consignment was harvested in a manner not harmful to sea turtles or harvested by aquaculture. As a part of our e-governance initiatives, MPEDA has developed online software to issue DS 2031 certificate to exporters from 06th April 2020 with digital signature and QR Code for proving the authenticity of the certificates.	MPEDA (The Marine Products Export Development Authority) is the nodal agency for validating the DS-2031 certificates for the export of seafood to US and other countries.	Certificate fee for frozen goods Rs 3,540 and for Chilled/Dried/Live Rs 1,770	<p>▶ Description of Product</p> <p>▶ List of vessels with catch quantities (name, registration number, Species etc.)</p> <p>▶ Name, address, telephone, and fax of Exporter</p> <p>▶ Transport details like Country of Exportation, Port/airport/ , other place of departure , Date of shipment vessel name and flag Flight / airway / Truck / /Railway other transport number / bill number Shipped to Container number.</p> <p>▶ Importer declaration</p> <p>▶ Import Control Authority</p>	http://empeda.nic.in/registration/Reg_login.aspx
CCAT Certificate	International Commission for the Conservation of Atlantic Tunas is an inter-governmental fishery organization	MPEDA (The Marine Products Export Development Authority) is the nodal agency for		<p>▶ Export Section: Flag country/Entity/Fishing Entity</p> <p>▶ Description of Vessel</p> <p>▶ Point of Export</p>	https://cc-cert.mpeda.gov.in/

Name of the Certification	Purpose	Issuing Authority	Certification fee	Documents required	Web site
	responsible for the conservation of tunas and tuna like species in the Atlantic Ocean and its adjacent seas. MPEDA has been authorized to validate International Commission for the Conservation of Atlantic Tunas (ICCAT) Swordfish Statistical Document as required for import of fishes like tuna, Marlin and Swordfish to certain countries that border the Atlantic Ocean.	validating the ICCAT certificates for the export of seafood to countries. Certificate Fees: Certificate fee for frozen goods Rs 3,540 and for Chilled/Dried/Live Rs 1,770.		<ul style="list-style-type: none"> ▶ Area of Catch: North Atlantic, South Atlantic, Mediterranean, Pacific, Indian ▶ Description of Fish ▶ Export Certification ▶ Government validation ▶ Importer Certification 	
Non-Radio Certificate	As per the importing countries requirement, MPEDA is certifying that the fish and fishery products have been caught in Indian water having radio activity either in traces or within acceptable limits. MPEDA is issuing the Non-Radio Activity Certificate based on the request from exporters.	MPEDA (The Marine Products Export Development Authority) is the nodal agency for validating the Non-Radio Activity certificates for the export of seafood to countries.	Certificate fee for frozen goods Rs 3,540 and for Chilled/Dried/Live Rs 1,770.	<ul style="list-style-type: none"> ▶ Description of Product ▶ List of vessels with catch quantities (name, registration number, species etc.) ▶ Name, address, telephone, and fax of Exporter ▶ Transport details like Country of Exportation, Port/airport/, other place of departure, Date of shipment vessel name and flag Flight / airway / Truck/Railway other transport number / bill number Shipped to Container number. ▶ Importer declaration ▶ Import Control Authority 	https://cert.mpeda.gov.in/
Certificate of Legal Origin	National Fisheries and Aquaculture Service (SERNAPECA),	MPEDA (The Marine Products Export Development	Certificate Fees: Certificate fee for	▶ Description of Product	https://cert.mpeda.gov.in/

Name of the Certification	Purpose	Issuing Authority	Certification fee	Documents required	Web site
	Chile has identified MPEDA as an Authority to validate the Certificate of Legal Origin attesting that the goods in a particular export shipment have been produced, manufactured or processing. MPEDA is issuing the Certificate of Legal Origin based on the request from exporters.	Authority) is the nodal agency for validating the Certificate of legal Origin for the export of seafood to countries.	frozen goods Rs 3,540 and for Chilled/Dried/Live Rs 1,770	<ul style="list-style-type: none"> ▶ List of vessels with catch quantities (name, registration number, species etc.) ▶ Name, address, telephone and fax of Exporter ▶ Transport details like Country of Exportation, Port/airport/ , other place of departure , Date of shipment vessel name and flag Flight / airway / Truck / /Railway other transport number / bill number Shipped to Container number. ▶ Importer details ▶ Export Invoice details ▶ Commercial documents 	a.gov.in/

Table 13: List of Certificates in Fisheries Export

5.3 Export Certification (Engineering & Electronics)

▶ Certificates of Origin.

Certificate of Origin (CO) is an export document to certify the country of manufacture of a shipment. It is normally required by customs, banks, and traders for trade formalities. These certificates are essential for exporters to prove where their goods come from and therefore stake their claim to whatever benefits goods of Indian origin may be eligible for in the country of exports.

▶ Registering chemicals (REACH) (For EU export)

REACH is a regulation of the EU to safeguard the human health and the environment from the risks that can be posed by chemicals. REACH places the burden of proof on companies. To comply with the regulation, companies must identify and manage the risks linked to the substances, they manufacture and market in the EU. For example, importers need to check for importing item may contain any substance of very high concern (SVHC) and any substances on REACH's restricted substance list. Importers avoid buying any article containing an SVHC of more than 0.1%w/w or any article that does not meet REACH restriction conditions.

▶ Declaration of Conformity (DoC) (For EU export)

The Declaration of Conformity (DoC) is mandatory for all products covered by one or more CE marking directives. As such, all businesses importing or manufacturing any of the following products need to issue a Declaration of Conformity:

▶ Electronics

- ▶ Gloves
- ▶ Helmets
- ▶ Sunglasses
- ▶ Bicycles
- ▶ Machinery
- ▶ Toys
- ▶ Medical devices

As mentioned, the DoC must be issued by the importer or manufacturing placing the product on the EU market. The DoC is not issued by a third-party, or government body. The DoC may need to be presented upon arrival to the customs authorities, or whenever requested by market surveillance authorities or customers.

Required Information

- ▶ Product identification/SKU
- ▶ Product features
- ▶ Name and address of the manufacturer/importer
- ▶ List of EN standards and/or EU directives
- ▶ Location
- ▶ Responsible individual

5.4 Export Certification (Information Technology)

Developed Software can be exported through Data communication Link or physical Media and software can be developed at customer site abroad by deputing software professionals of the unit.

▶ **Non STPI Registration**

For all the software companies (IT and ITES), however small or big they are, Non STPI registration is mandatory. If it is not done, the company will face hurdles at some point in time

Non STPI registration is required for all entities that want to export some form of software outside India. Such form of registration is required when companies want to export some form of software from the country.

Any form of entity can claim the benefits of software export by registering themselves as a Non STPI Unit. When they register themselves as a Non STPI unit, then they would have to file the SOFTEX form with the RBI to be compliant with the law related to export of software.

Procedure can be referred on below link: Non STPI Registration – Procedure and Guidelines (enterslice.com)

▶ **SOFTEX form**

As per the RBI guidelines, SOFTEX form is required to be submitted by any firm that does IT/ITeS (Information Technology enabled Services) exports through various data communication channels. The valuation is performed according to the customs valuation rules. It is applicable for companies that are not registered under the STP or SEZ as well (known as non-STP units). Exports which do not fall under IT/ITeS are exempt from having to submit the SOFTEX form. Within this context, IT covers both software products and services including design and development, implementation and deployment, software maintenance, etc., ITeS includes all the services that are enabled by Information Technology (BPO, KPO, data processing, etc.) SOFTEX is filed after the software export has already taken place.

Procedure for form filling can be assessed from below link: SOFTEX Form Filing - Procedure (indiafilings.com)

5.5 Export Certification (Handicrafts)

W.r.t exports of toys, Department for Promotion of Industry, and Internal Trade (DPIIT), Ministry of Commerce and Industry has devised a comprehensive action plan with steps being taken to boost production & sale of indigenous toys across the country. Quality Control order has been issued by the Department for standardization and quality adherence of Toys. The order will come into effect from 1st January 2021. This order aims to bring forward the synergized efforts of the GoI, states and the stakeholders to promote 'Team up for toys' vision keeping quality standards of the indigenous toys as the priority. Now, as a part of the initiatives being taken to provide impetus to the medium, small, and micro toy production units in the country, DPIIT has released Toys (Quality Control) Second Amendment Order, 2020. It exempts goods manufactured & sold by artisans registered with Development Commissioner (Handicrafts), from use of Standard Mark under license from Bureau of Indian Standards, as per Scheme 1 of Schedule-II of BIS (Conformity Assessment) Regulations, 2018. The Amendment Order 2020 also exempts products registered as Geographical Indications from following Indian Toy Standards & compulsory use of Standard Mark license from Bureau as per Scheme 1 of Schedule-II of BIS(CA)Regulations,2018. The Gazette notification issued by the department says that "nothing in this Order shall apply to goods or articles manufactured and sold by Registered proprietor and Authorized user of a product registered as Geographical Indication by the Registrar of Geographical Indications, Office of Controller General of Patents, Designs and Trademarks (CGPDTM)"

W.r.t. wooden and artisan handicraft products export, as a part of standard process,below mentioned certificates can be availed by handicraft exporter,

- ▶ **FSC Certification:** The business owners depending on their operations and product can avail certifications to establish stewardship and raw material sourcing. FSC (Forest Stewardship Council) is a globally recognized certification system. FSC ensures traceability of products from the forests to the point of sale. Products that are manufactured from responsibly harvested forests are identified with the FSC logo, which is considered the "gold standard" of forest certification by major environmental groups
- ▶ **FSC Chain of Custody:** This certificate is required for all business owners producing goods from timber as their raw material directly or indirectly
- ▶ **FSC Controlled Wood:** This certificate is availed by manufacturers producing products made of timber from mixed sources

Website: <https://forestcocertification.com/>

- ▶ W.r.t, Metal handicrafts, type of Inspections are as mentioned below,
- ▶ Inspection of incoming material
- ▶ Inspection of production process,
- ▶ **Preproduction:** To inspect the quality of raw material
- ▶ **During production (DUPRO) Inspection:** This type of inspection allows the buyer to have idea of average product Quality
 - Inspection of finish goods
 - Internal - Quality Control
 - External - Quality Assurance
- ▶ **Random inspection:** It takes place once production process of 100% of shipment is complete and nearly 80% of product packed. This objective is restyled to confirm a shipment quickly
- ▶ **Final loading inspection:** This inspection is performed when 100% production is packed. Aim of this inspection is to identify that correct quality is packed labelling & marketing is correct. Check order quantity

- ▶ **Floor inspection:** It suggests the checking of material in process at the machine or in the production time by inspector. These inspection moves from machine to machine and from one to other workstation to check the ongoing process of production. These inspectors are highly skilled and trained to use the method of inspection for minimizing. The material handling does not disturb the line layout of machinery and quickly check the defect and readily off field and correction

5.6 Export Quality Assurance (Textile and Apparel)

W.r.t exports of apparel, Quality Control and Inspection is divided into four major parts as mentioned below,

- ▶ **Raw Material Inspection**
- ▶ **In-Process Inspection**
 - Measurement Test
 - Fitting Test
 - Fatigue Test
 - Stretch Test
- ▶ **Final Random Inspection**

This inspection is carried out when the production of the total quantity of an order or partial delivery is completed. A sample lot will be selected from the order and a percentage of the apparel will be inspected. The AQL sampling inspection may be applied. The AQL random sampling inspection was derived from the mathematical theory of probability and is based on the sampling scheme defined in military standard 105D (MIL -STD - 105D). This method is derived from mathematical theory of probability. The MIL - STD - 105D provides the sampling plans. The other standards BS 6001, ISO 2859, and DIN 40080 can be used for sampling plans. These sampling plans determine the number of samples to be inspected in lot size, in addition to indicating and the acceptable quality level (AQL) which represents the maximum number of defects per hundred units that, for the purpose of the sampling inspection can be considered satisfactory as a process average. There are three types of sampling plans i.e., single, double, and multiple sampling plans. Each sampling plan can be performed at three levels, i.e. normal, tightened and reduced, depending on inspection requirements and quality of the products.

- ▶ **Final Inspection**

After the final inspection, the product is classified for three categories of defects,

- ▶ **Critical Defects**

This is related to serious defect that can injure or harm the user

- ▶ **Major Defects**

- Dye patches
- Holes in the fabric
- Panel shading
- Wrong fit/measurement
- Broken buttons
- Not working fasteners

- ▶ **Minor Defects**

Minor defects are generally due to workmanship and can be repaired

5.7 Export Certification (Textile and Apparel)

W.r.t exports of Textile, below mentioned are category wise certifications

- ▶ Certificate of Origin for textiles & made ups meant for export under different Trade Agreements
- ▶ The Textiles Committee is authorized to issue Certificate of Origin under 12 different Trade Agreements. This certificate enables the importers to claim duty preferences at the importing end. The first consignment for each product of an exporter shall be certified after Pre-export Verification to ensure that the origin criteria described in the certificate is met.
 - ▶ Indo-Japan Comprehensive Economic Partnership Agreement (IJCEPA)
 - ▶ Global System of Trade Preferences (GSTP)
 - ▶ Indo-Sri Lanka Free Trade Agreement (ISLFTA)
 - ▶ ASEAN-India Free Trade Agreement (ASEAN-India FTA)
 - ▶ India-Korea Comprehensive Economic Partnership Agreement (IKCEPA)
 - ▶ India-Malaysia Comprehensive Economic Cooperation Agreement (IMCECA)
 - ▶ South Asia Free Trade Area (SAFTA)
 - ▶ India-Chile Preferential Trading Agreement (INDIA-Chile PTA)
 - ▶ India-Mercosur Preferential Trading Agreement (India-Mercosur PTA)
 - ▶ Asia-Pacific Trade Agreement (APTA)
 - ▶ SAARC Preferential Trading Agreement (SAPTA)
 - ▶ India-Singapore Comprehensive Economic Co-operation Agreement (ISCECA)

These certificates are digitally issued on the below mentioned link, <https://coo.dgft.gov.in/>

- ▶ **Certificate of Origin under Generalized System of Preferences (GSP)** The Developed countries grant preferential tariff treatment to the developing countries to certain agricultural and industrial products imported from developing countries. The Textiles Committee has been authorized to issue GSP Certificate in Form- A for textiles and textile articles to the exporters. This certificate enables the importers to claim duty preferences at the importing end.

The certificate is digitally issued on the below mentioned link, <https://coo.dgft.gov.in/>

▶ REX

Registered Exporters (REX) system has been introduced by EU. The Textiles Committee is one of the local administrators to register the Indian exporters under REX System. Under REX System, no GSP certificates are required for EU member countries, Norway & Switzerland.

Registration under REX System can be done on below mentioned link,

https://ec.europa.eu/taxation_customs/online-services/online-services-and-databases/customs/rex-registered-exporter-system_en

Quality Testing and Inspection

The latest standards of BIS, ASTM, AATCC, ISO, DIN, NFPA are used for testing of Textile items (fabric, yarn, fiber, garments, made ups). The testing is carried out on various parameters like physical, mechanical, chemical, and ecological.

For different categories the inspection is carried out on parameters as mentioned below,

- ▶ For Yarn

The inspection sample plan is decided as per industry standard or may be as per client requirement. The lot is compared on parameters like colour, shade, finish and General appearance with approved sample. Further to it, inspection of sub- packages for weight and defects is carried out. The Re-winding test and Inspection of packaging and marking requirements is also part of inspection.

► **Garments**

The inspection sample plan is decided as per industry standard or may be as per client requirement. The lot is compared on parameters like colour, shade, design, weave, make-up, finish, and general appearance with approved sample. Further to it, inspection is carried out for fabric, fabrication, embroidery defects. The inspection of packaging and marking requirements is also part of inspection.

► **For Woven fabrics**

The inspection sample plan is decided as per industry standard or may be as per client requirement. The lot is compared on parameters like colour, shade, design, weave finish and general appearance with approved sample. Further to it, inspection of sub- packages for weight and defects is carried out. The inspection of packaging and marking requirements is also part of inspection.

► **For Made ups**

The inspection sample plan is decided as per industry standard or may be as per client requirement. The lot is compared on parameters like colour, shade, design, weave, finish, make-up, and general appearance with approved sample. Further to it, inspection of sub-packages for weight and defects is carried out. The inspection of packaging and marking requirements is also part of inspection.

5.8 Export Procedure (Tea)

Tea is one of the signature commodities produced in India and is the 2nd largest producer and exporter of tea in the world. Major demand of world tea imports is fulfilled from India. Tea Board of India is the government body which is working in all areas of the value chain, right



from cultivation to end user consumption of tea in India. As per ITC data 2018, India has exported \$763 Million worth of Tea in FY 2018-19. Despite high base, the trade has witnessed a YoY Growth of 5% for 2014 to 2018. Tea export from India is one of the key businesses for many Indian tea suppliers.

For exporting Tea from India, following registrations are mandatory -

- Legal entity (Proprietorship/ Partnership/ Pvt Ltd/ Public Ltd)
- PAN Card (In the name of legal entity)
- GST (Goods and Service Tax) certificate
- Current account with Bank (Preferably Nationalized or Private)
- IEC (Importer Exporter Code)- issued by DGFT
- Exporters License from Tea Board of India
- FSSAI Exporters License (Central FSSAI License)

Once all the registrations are done, one can initiate communication with potential buyers or importers of tea in the target country. Once the buyers are identified and the discussions are in process, tea suppliers send a sample of the tea (s) to the buyer.

Guide to sending tea sample by courier

To send the sample of tea by courier from India, following documents are to be given -

- ▶ Invoice (As per the format required by importing countries Customs)
- ▶ Packing List
- ▶ Phytosanitary certificate (Issued by Plants & Quarantine Department)
- ▶ Certificate of Origin (Issued by Chamber of Commerce)
- ▶ Certain countries like Ukraine ask to write the content on the packet in Ukrainian language
- ▶ Some countries like Czech Republic and Costa Rica require exporters to pay the custom duty even for the free sample/ items sent for personal consumption.

Inappropriate documentation for sending samples lead to clearance delays or rejections by customs in some cases. Hence for a hassle-free custom clearance process, appropriate documentation is a must. Once the sample is received & approved by the buyer, the commercial terms are discussed & agreed upon.

Pre- shipment certifications for Tea

COA (Certificate of Analysis)

- ▶ Lab Tests (Microbial, Heavy Metals, Pesticides Levels)
- ▶ SGS (Quality certification with inspection)
- ▶ Phytosanitary certificate (Issued by Plants & Quarantine Department)
- ▶ Certificate of Origin (Issued by Chamber of Commerce)
- ▶ RA Certification (Rainforest Alliance certificate) – Occasionally required

When the consignment reaches the port of the importing country, it needs to fulfil the import norms of that country. Some countries like Germany, Netherlands, USA etc., have very stringent parameters for the import of food items.

To avoid rejection, tea exporters from India are advised to carry out COA (Certificate of Analysis) or Laboratory tests from NABL accredited lab in India. These generally cover various parameters like nutrient content, heavy metals, microbial analysis, residue levels. MRL (Maximum Residue Level) is the key parameter for acceptance or rejection of tea consignment from India.

The laboratory tests results should be shared with the buyer prior to shipment from India. Only after securing the buyer's approval, the consignment should be loaded.

Fulfilling these criteria will make the end-to-end shipment a smooth process.

TAX AND INCENTIVES

This section focuses on Foreign Trade Policy and regulatory aspects related to import and export including - Custom Duties and Tariffs, Free Trade Agreements with other countries, Central and State Government's various on-going initiatives and schemes, Incentive Programmes / Schemes and export credit facilities from financial institutions.

6. Foreign Trade Policy

The five-year Foreign Trade Policy (FTP) 2015-20 released on 01 April 2015 provides a framework for increasing exports of goods and services. With the release of the FTP 2015-20, Handbook of Procedures was also released. Handbook of Procedures notifies the procedure to be followed by an exporter or importer or by the licensing/ Regional Authority or by any authority for purpose of implementing the provisions of Foreign Trade (Development and Regulation) Act, Rules and Orders issued under the provisions of Foreign Trade Policy. It contains the following documents:

- ▶ Handbook of Procedures
- ▶ Appendices & Aayat Niryat Forms
- ▶ Standard Input Output Norms (SION)

The FTP of 2015-20 seeks to provide a stable and sustainable policy environment for foreign trade in merchandise and services, link rules, procedures and incentives for exports and imports with other initiatives such as “Make in India”, “Digital India”, and “Skill India” to create an “Export Promotion Mission”.

(Source: <https://pib.gov.in/PressReleaselframePage.aspx?PRID=1708765>)

The meeting of the committee of the Ministry of Commerce and Industry, Government of India was held on 12 January 2021 for New Foreign Trade Policy 2021-26. The new FTP aims to boost the exports of both services and goods, develop districts as ‘Export Hub’, infrastructure improvisation for operation of domestic services & manufacturing sectors, introduction of Remission of Duties or Taxes on Export Products (RoDTEP) scheme, etc.

The FTP 21-26 has been formulated to make India a leader in the area of international trade with a goal to make India a USD 5 Trillion economy.

It envisages to achieve this by -

- ▶ By boosting exports - both merchandise and services
- ▶ Systematically addressing domestic and overseas constraints related to the policy
- ▶ Regulatory and operational framework for lowering transactions costs and enhancing ease of doing business.
- ▶ Creating a low-cost operating environment through efficient
- ▶ Cost-effective and adequate logistical and utilities infrastructure

6.1 Classifications of Goods for Exports

Permissibility of import and export goods is governed by the nomenclature, ITC (HS) classification of import and export of goods published by the Directorate General of Foreign Trade (DGFT). All goods other than the entries in the export licensing schedule along with its appendices are freely exportable.

Free	Product categorised as free can be exported without any permission from DGFT subject to condition, if any mentioned against the product in the ITC (HS) book and any other law of the country covering their products.
Restricted	The restricted items can be permitted for export under license. The procedures/conditions wherever specified against the restricted items may be required to be complied with. in addition to the general requirement of license in all cases of restricted items.

Prohibited	Prohibited items are not permitted to be exported. An export license will not be given in the normal course for goods in the prohibited category. Some of the prohibited items of exports are all forms of wild animals, exotic birds, beef, seashells, human skeleton, peacock feathers, etc.
State Trading Enterprises	Export through State Trading Enterprises STE(s) is permitted without an Export License through designated STEs only as mentioned against an item and is subject to conditions of FTP.
Restrictions on Countries of Export	Export to Iraq is subject to conditions as specified in Exim Policy and other conditions which may be listed in the title ITC (HS) Classification of Export and Import items

6.2 Customs Duties in India

Customs duty is a form of indirect tax which is imposed at the time of both import and export of goods and services. The tax which is imposed on the import of goods and services are known as Import Duty and for export of goods and services as Export Duty. The objective behind levying customs duty is to safeguard each nation's economy, jobs, environment, residents, etc., by regulating the movement of goods, especially prohibited and restrictive goods, in and out of any country.

6.2.1 Duties and Taxes on Import

Import through sea – Territorial water extends up to 12 nautical miles into the sea from the coast of India and so the liability to pay import duty commences as soon as goods enter the territorial waters of India. No duty is leviable on goods which are in transit in the same ship or if goods are in transit from one ship to another. Customs duties are calculated on the value of goods. Such value is determined as per the rules laid down in the Customs Valuation (Determination of Value of Imported Goods) rules, 2007. The customs duty for import of goods are divided into the following

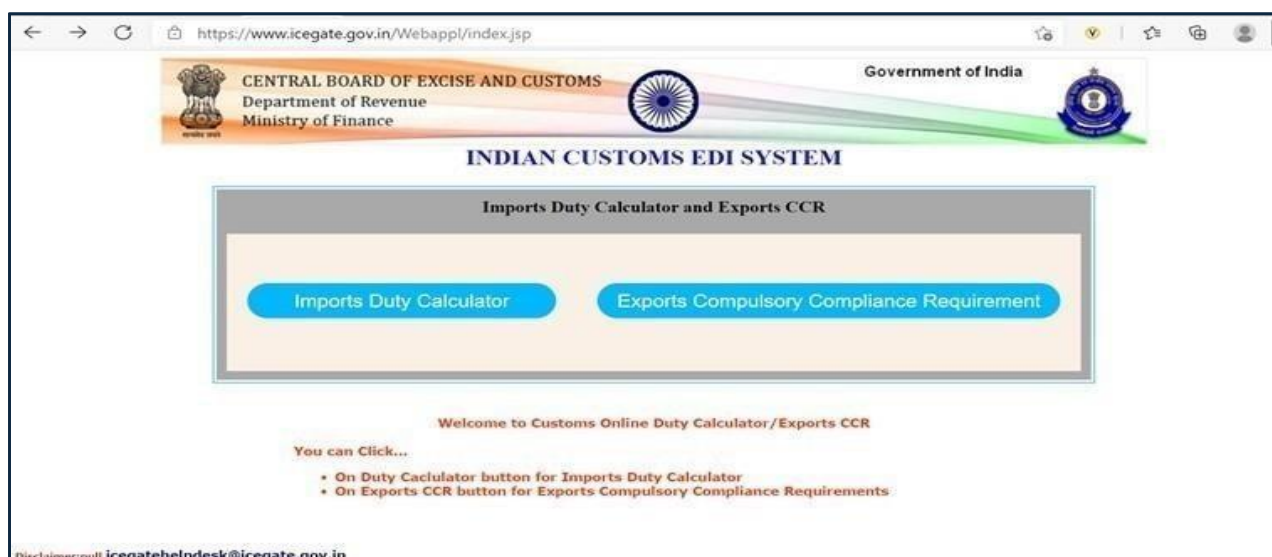
Type of Duty	Details
Basic Customs Duty (BCD)	It is applicable on imported items that falls under the ambit of Section 12 of the Customs Act, 1962. These duties are levied at the rates prescribed in Schedule I to Customs Act, 1975 under the terms specified in Section 2 of the act. The levied rates (5% to 40%) may be standard or preferential as per the country of import.
Countervailing Duty (CVD)	This duty is levied on imported items under Section 3 (1) of Customs Tariff Act, 1975. It is equal to the Central Excise Duty that is levied on similar goods produced within India. This duty is calculated on the aggregate value of goods including landing charges.
Additional Customs Duty or Special CVD	Under Section 3(5) of Customs Tariff Act, 1975 imported goods in addition to BSD and CD shall also be liable to special CVD at the rate notified by Central Government (at present 4%). Some goods are fully exempt from Special CVD including goods packed for retail sales covered under Standards of Weight & Measurement Act, Wrist watches & pocket watches, telephone for cellular networks, articles of apparel excluding parts of made-up clothing accessories.
Protective Duty	Protective duty may be imposed to shield the domestic industry against imports at a rate recommended by the Tariff Commissioner.

Type of Duty	Details
Anti-dumping Duty	It may be imposed if the good being imported is at below fair market price and is limited to the difference between export and normal price (dumping margin).
Education Cess	This duty is levied at 2% and higher education cess at another 1% of aggregate of custom duties.
Social Welfare Surcharge	10% SWS. The levy of SWS on imports made and present practice regarding its debit through duty credit scrips such as MEIS, SEIS etc. of FTP.
Custom Health Cess	The Schedule IV of the Finance Bill provides for the levy of health cess for the goods falling under headings 9018, 9019, 9020, 9021 and 9022 of the First Schedule of the Customs Tariff Act, 1975 shall be liable for health cess leviable @5%.
Preferential rate of duty	Preferential rate of duty for import of specified goods may be applicable for imports from China as per the notification no. 040/2017 dated 01.07.2017
IGST Levy	The GST rate structure for goods have been notified. For convenience, goods have been organized rate-wise in schedules I to VII.
GST Compensation Cess	Levied on supply of certain notified goods mostly belonging to luxury and demerit category.

The step-by-step process for checking the import duties and taxes of product with ICHS Code are given below

ICEGATE Webpage

Step 1: Go to the ICEGATE Webpage and select Import Duty Calculator



S

Step 2: Enter CTH Code and Country of Origin

Central Board of Indirect Taxes & Customs
Department of Revenue, Ministry of Finance, Government of India

INDIAN CUSTOMS EDI SYSTEM
Trade Guide on Imports

Welcome to Trade Guide on Imports

Provide Tariff head and/or Description and/or Country of Origin

CTH: 85171211 Description: MOBILE

Country of Origin: CHINA

Search Reset

Disclaimer: The contents of this web site do not constitute legal or professional advice and carry no legal force. The purpose of the web site is to enhance public access to information on rates of duties and other compliance requirements for Customs clearance of goods. The web site is strictly meant for general guidance. While all efforts are made to ensure correct, complete and current information on the web site, Central Board of Excise and Customs shall in no circumstances be liable for any errors or omissions in the content furnished on the web site. For web site related matters contact us at: icegatehelpdesk@icegate.gov.in

Source: Central Board of Indirect Taxes & Custom

Step 3: Select the tariff item

Department of Revenue, Ministry of Finance, Government of India

SECTION XVI
MACHINERY AND MECHANICAL APPLIANCES; ELECTRICAL EQUIPMENT AND PARTS THEREOF; SOUND RECORDERS AND REPRODUCERS, TELEVISION IMAGE AND SOUND RECORDERS AND REPRODUCERS, AND PARTS AND ACCESSORIES OF SUCH ARTICLES
CHAPTER 85
Electrical machinery and equipment and parts thereof; sound recorders and reproducers, television image and sound recorders and reproducers, and parts and accessories of such articles

Description and Tariff head details [Select your specific Tariff head] ITC(HS)= 85171211 Description= Country Code=CN

Tariff Item	Description of Goods	Unit	Rate of Duty	
			Standard	Preferential Areas
(1)	(2)	(3)	(4)	(5)
8517	TELEPHONE SETS, INCLUDING TELEPHONES FOR CELLULAR NETWORKS OR FOR OTHER WIRELESS NETWORKS OTHER APPARATUS FOR THE TRANSMISSION OR RECEPTION OF VOICE, IMAGES OR OTHER DATA, INCLUDING APPARATUS FOR COMMUNICATION IN A WIRED OR WIRELESS NETWORK (SUCH AS A LOCAL OR WIDE AREA NETWORK), OTHER THAN TRANSMISSION OR RECEPTION APPARATUS OF HEADING 8443, 8525, 8527 OR 8528			
851711	Line telephone sets with cordless handsets			
85171110	Push button type	NOS	0%	
85171190	Other	NOS	0%	
851712	Telephones for cellular networks or for other wireless networks			
85171211	Mobiles phone, other than push button type	NOS	20%	
85171219	Mobile phone, push button type	NOS	20%	
85171290	Telephones for other wireless networks	NOS	20%	
851718	Other			
85171810	Push button type	NOS	0%	
85171890	Other	NOS	0%	

Step: 4 Final structure of duty for estimated value of INR 1 Lakh

The screenshot shows the 'Structure of Duty for CTH :73261990' on the Central Board of Indirect Taxes & Customs website. The page displays a table with columns for Customs Duty, Rate of Duty (Tariff)%, Spec Duty, Unit, Notification -Sino, Rate of Duty (Effective)%, Spec Duty, Unit, and Duty Amount. The table lists various duties including Basic Customs Duty (BCD), Preferential Notification, Additional Duty of Customs (ADC(M)), Customs AIDC, Custom Health CESS (CHCESS), Excise AIDC (EAIDC), Social Welfare Surcharge (SWC), and Antidumping Duty (ADD).

Customs Duty	Rate of Duty (Tariff)%	Spec Duty	Unit	Notification -Sino	Rate of Duty (Effective)%	Spec Duty	Unit	Duty Amount
Basic Customs Duty(BCD)	25			024/2005-13R [Select Exemption Notn. (if any)]	0			0
Preferential Notification				050/2018-A206 [Select Exemption Notn. (if any)]	14			0
Additional Duty Of customs(ADC(M))	0	0		[Select Exemption Notn. (if any)]	0	0		0
Customs AIDC	25			[Select Exemption Notn. (if any)]	0			0
Custom Health CESS(CHCESS)	5	0		[Select Exemption Notn. (if any)]	5	0		5000
Excise AIDC(EAIDC)	0	4	LTR	[Select Exemption Notn. (if any)]				0
Social Welfare Surcharge(SWC)	10			[Select Exemption Notn. (if any)]	10			0.5
Antidumping Duty(ADD)	54.09	0		015/2016-1	54.09	0		54090

6.2.2 Duties and Taxes on Export

Export duty that is payable on export of goods is mentioned in the Schedule 2 of the Customs Tariff Act, 1972 (Refer Annexure – 1). Export duty can be levied in two ways:

- ▶ A fixed sum based on the weight of the product, this usually includes tea, coffee, etc.
- ▶ Export duty based on the percentage of the Export Value; this is called the advalorem.

In addition to this, IGST and GST Compensation Cess is also applicable for export of goods from India. The GST rate structure for goods have been notified (from 0% to 28%). For convenience, goods have been organised rate-wise in Schedules I to VIII. (Refer Annexure – 2). Apart from this, GST Compensation Cess is levied on supply of certain notified goods mostly belonging to luxury and demerit category. Compensation cess will not be charged on goods exported by an exporter under bond/ LUT.

Duty Drawback: It is refund/ recoupment of customs and excise duties paid on import or raw materials and service tax paid on the import services used in the manufacturing of export goods. Duty drawback under Section 74 grants duty drawback paid on goods if goods are re-exported in as such condition. Section 75 grants duty drawback where the imported materials are used in the manufacturing of exported goods. The rates varied between 95% to 0% based on the period between the date of clearance and the date when the goods are placed under the customs control for export (not more than 18 months).

6.3 Most Favored Nation

In International Economic Relations and International Politics, the most favored nation (MFN) is a status or level of treatment accorded by one state to another in international trade. The term means the country which is the recipient of this treatment must nominally receive equal trade advantages as the “Most Favored Nation” by the country granting such treatment. Under rules of the World Trade Organization (WTO), a member country is not allowed to discriminate between trade partners and if a special status is granted to one trade partner, the country is required to extend it to all members of the WTO. In a nutshell, MFN is a non-discriminatory trade policy as it ensures equal trading among all WTO member nations rather than exclusive trading privileges.

The advantages of the most favored nations are:

- ▶ These nations get access to a wider market for better trade.
- ▶ They pay a lesser cost on their exports due to the reduction in trade barriers
- ▶ Due to the above opportunities, they get better options in terms of growth in business and competitiveness

Within the South Asian Association for Regional Cooperation (SAARC), Bangladesh, Maldives, Nepal, Pakistan, and Sri Lanka are members of WTO and all excepting Pakistan have extended MPN status to India, which had extended MFN status to all the SAARC countries. In India Africa Trade Agreement, both the countries parties grant MFN status to both the countries.

6.4 India's Free Trade Agreements

A free trade agreement is a pact between two or more nations to reduce barriers to imports and export among them. Under a free trade policy, goods and services can be bought and sold across international borders with little or no government tariff/ duties, subsidies, or prohibitions to inhibit their exchange.

#	Agreement	Member Countries	Conditions
1	Preferential Trade Agreement between India and Afghanistan	India and Afghanistan	Free movement of goods between their countries through reduction of tariffs on the movement of goods in accordance with the provisions of Annexures A & B (Link – India Afghanistan Free Trade Agreement. Indo-Afghanistan Preferential Trade Agreement. (eximguru.com). The preference tariff granted by the Government of Afghanistan include the following HS Code – 090230, 090240, 300210, 300390, 300490, 170199, 252310, 252321
2	Comprehensive Economic Cooperation and Partnership Agreement (CECPA) between The Republic of India and The Republic of Mauritius	India and Mauritius	The CECPA between India and Mauritius covers 310 export items for India, including food stuff and beverages (80 lines), agricultural products (25 lines), textile and textile articles (27 lines), base metals and articles thereof (32 lines), electricals and electronic item (13 lines), plastics and chemicals (20 lines), wood and articles thereof (15 lines), and others. (Link – Comprehensive Economic Cooperation and Partnership Agreement (CECPA) between The Republic of India and The Republic of Mauritius (indiantradeportal.in)

#	Agreement	Member Countries	Conditions
3	India Africa Trade Agreement	India and African Countries – Botswana, Cota D Ivory, Liberia, Mozambique, Rwanda, South Africa, Seychelles, Uganda, Angola, Cameroon, Ghana, Mauritius, Nigeria, Senegal, Swaziland, Tanzania, Zaire, Zambia and Zimbabwe	<p>The agreement grants each other the most favored nation treatment in respect of the following:</p> <ul style="list-style-type: none"> Custom duty and other duties and taxes applicable for import, export, and transit of commodities Custom formalities and all dues and charges in relation to import, export, transit storage and 77 transshipments of commodities Issue of import and export license <p>The list of products from each countries can be access through the link – India Africa Trade Agreement (indiantradeportal.in)</p>
4	Asia Pacific Trade Agreement (APTA)	India, Bangladesh, China, Republic of Korea, Lao People’s Democratic Republic and Sri Lanka	<p>Preferential Trade arrangement that aims at promoting intra-regional trade. The standing Committee initiated negotiations in the areas of tariff concessions with an average of 50% MOP on 50% of tariff lines along with framework agreements on</p> <ul style="list-style-type: none"> ▶ Trade facilitation ▶ Trade in services ▶ Investments and iv. Non-tariff measures. <p>The list of preferential tariff items -Asia Pacific Trade Agreement (APTA) (indiantradeportal.in)</p>
5	Comprehensive Economic Cooperation Agreement between India and Association of Southeast Asian Nations (ASEAN)	India, Cambodia, Indonesia, Lao People’s Democratic Republic, Malaysia, Myanmar, Philippines, Singapore, Thailand, Vietnam	<p>Preferential Trade Agreement, where the applied MFN tariff rates at 0%, they shall remain at 0%, applied MFN tariff rates of 5% can be maintained for up to 50 tariff lines and for remaining reduced to 4.5%. Special products refer to India’s crude and refined palm oil, coffee, black tea and pepper. The tariff of these special products reduced by almost 40-50%. The list of other countries products has been listed in the agreement - Comprehensive Economic Cooperation Agreement Between India And Association of Southeast Asian Nations (ASEAN) (indiantradeportal.in)</p>

#	Agreement	Member Countries	Conditions
6	Agreement on Trade, Commerce and Transit between India and Bhutan	India and Bhutan	All exports and imports of Bhutan to and from countries other than India will be free from and not subject to customs duties and trade restrictions of the Government of India. The procedure for such exports and imports and the documentation which are detailed in the Protocol to this Agreement, may be modified by mutual agreement from time to time. View of the free movement of goods flowing between the two countries and of the possibility of the flow from one to the other of goods of third country origin
7	Preferential Trade Agreement between India and Chile	India and Chile	Under this agreement, Chile has offered concession to India on 1798 tariff lines with Margin of Preference (MOP) ranging from 30% - 100% and India offered concession on 1071 tariff lines ranging from 10-100%. Under this, India's 86% of exports to Chile gets covered. Link - Preferential Trade Agreement Between India And Chile (PTA) (indiantradeportal.in)
8	Comprehensive Economic Partnership Agreement between the Republic of India and Japan	India and Japan	The agreement seeks to eliminate tariffs on 90% of Japanese exports to India such as auto parts and electric appliances and 97% of imports from India, including agriculture and fisheries products. The list is given in the agreement - Comprehensive Economic Partnership Agreement Between India And Japan (CEPA)
9	Comprehensive Economic Partnership Agreement between the Republic of Korea and India	India and Korea	The agreement seeks to eliminate tariff on 90% of India exports to Korea and 85% of Korea exports to India. India also getting benefitted, which allows temporary movement of professional workers to Korea. Around, 163 professions would be allowed access to Korean service market. Link - Comprehensive Economic Partnership Agreement Between India And Republic of Korea (CEPA) (indiantradeportal.in)

#	Agreement	Member Countries	Conditions
10	Comprehensive Economic Cooperation Agreement between India and Malaysia	India and Malaysia	Under CECA, the items on which India has obtained market access from Malaysia include basmati rice, mangoes, eggs, trucks, motorcycles and cotton garments. Also, adequate protection has been provided by the Indian side for sensitive sectors such as agriculture, fisheries, textiles, chemicals, auto, etc. This agreement also facilitates the temporary movement of businesspeople including contractual service suppliers and independent professionals. Link - Comprehensive Economic Cooperation Agreement between India and Malaysia (CECA)(indiantradeportal.in)
11	Preferential Trade Agreement between India and MERCOSUR	India, Brazil, Argentina, Uruguay and Paraguay	The agreement aims to expand and strengthen the existing relations and promote the expansion of trade by granting reciprocal fixed tariff preferences with the ultimate objective of creating a free trade area between the parties. The major products covered in Indian offer list are meat and meat products, organic & inorganic chemicals, dyes & pigments, raw hides and skins, leather articles, wool, cotton yarn, glass and glassware, articles of iron and steel, machinery items, electrical machinery and equipment, optical, photographic & cinematographic apparatus. The major product groups covered in the offer list of MERCOSUR are food preparations, organic chemicals, pharmaceuticals, essential oils, plastics & articles, rubber and rubber products, tools and implements, machinery items, electrical machinery and equipment. Link - Preferential Trade Agreement Between India and MERCOSUR (PTA) (indiantradeportal.in)
12	Agreement of Cooperation with Nepal to Control Unauthorized Trade	India and Nepal	Open border between the two countries for free movement of persons and goods across the border No restriction on re-export from the territory of a Contracting Party to third countries of the goods imported from the other party without manufacturing activity. Link - Agreement of Cooperation with Nepal to Control Unauthorized Trade(eximguru.com)
13	Treaty of Transit	India and Nepal	Warehouses, sheds and open spaces shall be

#	Agreement	Member Countries	Conditions
	between Government of India and Government of Nepal		made available on lease for the storage of transit cargo (other than hazardous goods) meant for transit to and from Nepal through India (Port of Calcutta) Traffic-in transit via Calcutta shall pass only through mutually agreed routes. Product specific usage of transit mode is given in the agreement. Treaty of Transit Between Government of India and Government of Nepal (indiantradeportal.in)
14	Agreement on South Africa Free Trade Area (SAFTA)	Afghanistan, Bangladesh, Bhutan, Maldives, Nepal, Pakistan, Sri Lanka, and India	There should be a fall to 20% tariff from the existing tariff by the non- Least Developing Countries and 30% reduction from the existing tariff by the Least Developing Countries. The list of the products is given in the agreement - Agreement On South Asia Free Trade Area (SAFTA) (indiantradeportal.in)
15	Agreement on SAARC Preferential Trading Arrangement	Bangladesh, Bhutan, Maldives, Nepal, India, and Sri Lanka. Pakistan has been removed from the list.	There should be a fall to 20% tariff from the existing tariff by the non- Least Developing Countries and 30% reduction from the existing tariff by the Least Developing Countries. If LTA is having tariff listed under SAFTA, they should follow SAFTA tariff. Link - Comprehensive Economic Cooperation Agreement between The Republic of India and the Republic of Singapore (CECA) (indiantradeportal.in)
16	Comprehensive Economic Cooperation Agreement between the Republic of India and the Republic of Singapore	India and Singapore	It is a free trade agreement between Singapore and India to strengthen bilateral trade. The CECA eliminated tariff barrier, double taxation, duplicate processes and regulations and provided unhindered access and collaboration between two countries. Singapore invested in India for upgradation of ports, airports, STPs and SEZ. The list of products for phased elimination in duty is given - https://commerce.gov.in/international-trade/trade-agreements/comprehensive-economic-cooperation-agreement-between-the-republic-of-india-and-the-republic-of-singapore/

#	Agreement	Member Countries	Conditions
17	Free Trade Agreement between the Republic of India and The Democratic Socialist Republic of Sri Lanka	India and SriLanka	The Contracting Parties hereby agree to establish a Free Trade Area for the purpose of free movement of goods between their countries through elimination of tariffs on the movement of goods in accordance with the provisions of Annexures A & B which shall form an integral part of this Agreement. The list is given - Free Trade Agreement Between The Republic of India And The Democratic Socialist Republic of Sri Lanka (FTA) (indiantradeportal.in)
18	India – Thailand Free Trade Agreement (EHS)	India and Thailand	Amendment to the Early Harvest Scheme. The Tariff reduction on applied MFN rates has been reduced up to 100%. The tariff items list - India-Thailand Free Trade Agreement (EHS) (indiantradeportal.in)

6.5 Incentives and Schemes by Central and State Government

Exports are regarded as an engine of economic growth in the wake of liberalization and structural reforms in the economy. In recent times India is witnessing slowdown in exports with its traditional partners. Under these circumstances, we need to set in motion strategies and policy measures which catalyze growth of exports in several different sectors as well as in newer markets.

6.5.1 Production Linked Incentive (PLI) Schemes

PLI schemes are a cornerstone of the Government's push for achieving an Atmanirbhar Bharat. The objective is to make domestic manufacturing globally competitive and to create global champions in manufacturing. The strategy behind scheme is to offer companies incentives on incremental sales from products manufactured in India, over the base year. They have been specifically designed to boost domestic manufacturing in sunrise and strategic sectors, curb cheaper imports and reduce import bills, improve cost competitiveness of domestically manufactured goods, and enhance domestic capacity and exports.

In the Union Budget 2021-22, presented on 1st February, 2021, the finance minister announced an outlay of INR 1.97 Lakh Crores for the PLI Schemes for 13 key sectors.

The scheme shall extend an incentive of 4% to 6% (10% incentives for the food processing industry) on incremental sales (over base year) of goods manufactured in India and covered under target segments, to eligible companies, for a period of five (5) years subsequent to the base year as defined.

The first three PLI schemes were approved earlier in March 2020, and these were followed by another 10 new PLI schemes in November 2020. Another one was added on 2021 making it to a total of 14 schemes. Of these, the following schemes have been approved by the Cabinet:

March 2020

- ▶ Key Starting Materials (KSMs)/Drug Intermediates (DIs) and Active Pharmaceutical Ingredients (APIs): Department of Pharmaceuticals
- ▶ Large Scale Electronics Manufacturing: Ministry of Electronics and Information Technology

- ▶ Manufacturing of Medical Devices: Department of Pharmaceuticals

November 2020:

- ▶ Electronic/Technology Products: Ministry of Electronics and Information Technology
- ▶ Pharmaceuticals drugs: Department of Pharmaceuticals
- ▶ Telecom & Networking Products: Department of Telecommunications
- ▶ Food Products: Ministry of Food Processing Industries
- ▶ White Goods (ACs & LED): Department for Promotion of Industry and Internal Trade
- ▶ High-Efficiency Solar PV Modules: Ministry of New and Renewable Energy
- ▶ Automobiles & Auto Components: Department of Heavy Industry
- ▶ Advance Chemistry Cell (ACC) Battery: Department of Heavy Industry
- ▶ Textile Products: MMF segment and technical textiles: Ministry of Textiles
- ▶ Specialty Steel: Ministry of Steel

September 2021

- ▶ Drones and Drone Components: Ministry of Civil Aviation

Another one scheme is in process of obtaining Cabinet approval: Textile Products: MMF segment and technical textiles – M/o Textiles

The application must be submitted online to the Ministry of Department, and then the disbursement process, which includes claim verification, approval and distribution must be completed. To be eligible for distribution of incentive for the year under consideration, an applicant must achieve threshold conditions (i.e., incremental investment) of minimum of INR 10 crore (MSME) or INR 100 crore (Others) and maximum of INR 1000 Crore.

Application link for PLI: <https://pli.ifcilttd.com/>

6.5.2 Interest Equalization Scheme (IES)

	Description
About the scheme	<ul style="list-style-type: none"> ▶ Rebate of interest provided on pre and post shipment export credit like packing credit. ▶ Banks provide this benefit to the eligible exporters and claim a reimbursement of same from RBI based on certification by an external auditor. Eligible exporter must submit a certification by external auditor to claim this benefit. ▶ Eligible for manufacturing exporters and for exports in the identified 416 four-digit tariff line and all MSME exporters.
Rate of equalization	MSME sector manufacturers – 5% per annum (w.e.f. 2nd Nov2018) Large sector manufacturers and merchant exporters – 3% per annum
How to Apply	MSME/ Exporters can directly contact the respective banks/ financial institutions as listed in the scheme guidelines

6.5.3 Gold Card Scheme by Reserve Bank of India

	Description
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<p>About the scheme</p>	<p>The Government (Ministry of Commerce and Industry), in consultation with RBI had indicated in the Exim Policy 2003-04 that a Gold Card Scheme would be worked out by RBI for creditworthy exporters with good track record for easy availability of export credit on best terms. Accordingly, in consultation with select banks and exporters, a Gold Card Scheme has been drawn up. The salient features of the Scheme are:</p> <ul style="list-style-type: none"> ▶ All creditworthy exporters, including those in small and medium sectors with good track record would be eligible for issue of Gold Card by individual banks as per the criteria to be laid down by the latter ▶ Banks would clearly specify the benefits they would be offering to Gold Card holders ▶ Requests from card holders would be processed quickly by banks within 25 days / 15 days and 7 days for fresh applications / renewal of limits and adhoc limits, respectively ▶ In-principle' limits would be set for a period of 3 years with a provision for stand-by limit of 20 per cent to meet urgent credit needs ▶ Card holders would be given preference in the matter of granting of packing credit in foreign currency ▶ Banks would consider waiver of collaterals and exemption from ECGC guarantee schemes on the basis of card holder's creditworthiness and track record, and ▶ The concessive rate of interest on post- shipment rupee export credit applicable upto 90 days may be extended for a maximum period upto 365 days
<p>How to apply</p>	<p>MSME/ Exporters can directly contact the respective banks/ financial institutions as listed in the scheme guidelines</p>

6.5.4 NIRVIK Scheme

	Description
<p>About the scheme</p>	<ul style="list-style-type: none"> ▶ Also known as “Export Credit Development Scheme”. ▶ It is exporter loan oriented and cover up to 90% of principal and interest in insurance. ▶ If outstanding amount of an exporter is less than Rs. 80 crores, the Government will provide them loan guarantee up to 60%. ▶ The insurance will include both pre and post shipment credit. ▶ The interest rate of foreign and rupee export credit is kept between 4% and 8%
<p>Premium rate</p>	<p>The premium rate for accounts below Rs. 80 crore – 0.60% per annum and above Rs. 80 crore – 0.72% per annum</p>

6.5.5 Duty Drawback Scheme

	Description
<p>About the scheme</p>	<ul style="list-style-type: none"> ▶ Duty drawback scheme aims to provide the refund/ recoupment of custom and excise duties paid on import or raw materials and service tax paid on

	<p>the import services used in the manufacturing of export goods. Duty Drawback under Sector 74 and 75 of Custom Act.</p> <ul style="list-style-type: none"> ▶ Section 74 grants duty drawback of the import duty paid on goods if the goods are re-exported in as such condition. Section 75 grants duty drawback where the imported materials are used in the manufacturing of exported goods. ▶ For opting for duty drawback – Goods are imported into India by paying Import Duty, goods satisfaction by Custom and goods to be exported within 2 years from the date of payment of import duty.
Draw back rate	Duty Drawback rates varies based on the period between the date of clearance and the date when the goods are placed under the customs control for export (from for not more than 3 months 95% to 0% more than 18 months)
How to apply	The procedure for claiming duty drawback on export goods (whether AIR or Brand Rate) to be claimed at the time of export and requisite particulars filled in the prescribed format of Shipping Bill/Bill of Export under Drawback. If the processing of documents has been computerized, then the exporter is not required to file any separate application for claiming duty drawback. In the case of manual export, a separate application is to be submitted for claiming duty drawback. The claim is to be accompanied by certain documents as laid down in the Drawback Rules 1995. Triplicate copy of the shipping bill becomes the application only after the Export General Manifest is filed.

6.5.6 Duty Exemption Scheme

	Description
About the scheme	<ul style="list-style-type: none"> ▶ Duty exemption schemes enable duty free import of inputs required for export production. Two schemes are under this – Advance Authorization (AA) Scheme and Duty-Free Import Authorization (DFIA) Scheme ▶ AA License is used to allow duty free import of inputs, which are physically incorporated in the export product. In addition, fuel, oil, energy, catalysts, etc. which are consumed during their use to obtain the export product, may also be allowed under this scheme. The licenses are issued based on the inputs and export items given under SION. ▶ DFID scheme is like AA scheme. DFIA is issued on a post export basis for SION notified products. This is only exempted for payment of Basic Customs Duty and not total duties. ▶ Under AA scheme minimum value of addition 15% (in 18 months) must be achieved in the import procured while under DFIA scheme minimum 20% (in 12 months) value addition.

6.5.7 Duty Exemption Scheme

	Description
About the scheme	<ul style="list-style-type: none"> ▶ Duty Remission Scheme enables post export replenishment/ remission of duty on inputs used in the export. It consists of – Duty Free Replenishment Certificate (DFRC) and Duty Entitlement Passbook Scheme (DEPB) ▶ DFRC permits duty free replenishment of inputs used in the export product.

	<p>DEPC allows drawback of import charges on inputs used in the export product</p> <ul style="list-style-type: none"> ▶ DFRC is issued to a manufacturer or exporter for the import of inputs used in the manufacturing of goods without payment of basic customs duty. However, additional customs duty/ excise duty payment shall be made at the time of import. DGRC shall be issued as per SION product standard. ▶ Under DEPC, an exporter may apply for credit, as a specified percentage of FOB value of exports, made in freely convertible currency. The credit shall be available for export products as per rates specified by DGFT. However, holder of DEPB shall have to pay additional customs duty.
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6.5.8 Merchandise Exports from India Scheme (MEIS)

	Description
About the scheme	<ul style="list-style-type: none"> ▶ Exports of notified goods/ products with ITC(HS) code, to notified markets as listed in Appendix 3B, shall be rewarded under MEIS (2% to 5%). ▶ The basis of calculation of reward would be on realized FOB value of exports in free foreign exchange, or on FOB value exports as given in the shipping bills in freely convertible foreign currencies. ▶ Exports of goods through courier or foreign post office using ecommerce (value limit of Rs. 5,00,000 per consignment), as notified in Appendix 3C, of FOB value upto Rs. 25,000 per consignment shall be entitled for rewards under MEIS.
How to apply	<ul style="list-style-type: none"> ▶ Open DGFT Homepage – http://dgft.gov.in ▶ On left side – Quick links – Menu Panel – select Merchandise Exports from India Scheme ▶ Login with digital signature certificate ▶ Add shipping bills to repository and attach eBRC to shipping bill Step 5: Update freight, insurance and commission values, if any, in eBRC ▶ Create MEIS Application. An Ecom Reference No will be generated. Click Ok ▶ MEIS application main screen will be open – select the export license period based on LEO date from the drop-down menu ▶ Select the port of registration from the drop-down menu – Click Add Button ▶ Click the SB Repository button to select and attach the shipping bills to this application (Max 50 bills allowed) ▶ Click on Pay online button and make payment – Click to verify pay and verify your payment – Click the submit button – Application submitted to DGFT



6.5.9 Service Exports from India Scheme (SEIS)

	Description
About the scheme	<ul style="list-style-type: none"> ▶ Services covered under this scheme are Business Services, Research and Development Services and other services as laid out in <u>Appendix 3D</u> of FTP. ▶ Under this scheme, once you export services, you are eligible for rewards (5% to 7%) in terms of duty credit scrips, which can be used for the followings – <ul style="list-style-type: none"> • Payment of Customs Duties for import of inputs of goods, except items listed in Appendix 3A. • Payment of excise duties on domestic procurement of inputs or goods, including capital goods as per DoR notification • Payment of service tax on procurement of services as per DoR notification • Payment of Customs Duty and fee
How to apply	<ul style="list-style-type: none"> ▶ Open DGFT Homepage – http://dgft.gov.in ▶ On left side – Quick links – Menu Panel – select Service Exports from India Scheme ▶ Fill the online Ecom Application ▶ Select the year for which application for SEIS to be filed <p>Step 5: Upload the signed copy of the following documents:</p> <ul style="list-style-type: none"> • IEC • Application form for SES in form ANF 3B • Write up of services as per Form ANF 3B • Invoices • RCMC Certificate • Certificate of CA in Annexure to ANF 3B

6.6.10 Remission of Duties and Taxes on Export Product (RoDTEP) Scheme

	Description
About the scheme	<ul style="list-style-type: none"> ▶ This new scheme is applicable with effect from 1 January 2021. It will replace MEIS and Rebate of State and Central Taxes and Levies (ROSTCL) and all the items are now under the purview of the RODTEP Scheme. ▶ The scheme will ensure that the exporters received the refunds on the embedded taxes and duties including Mandi Tax, VAT, Coal cess, Central Excise duty on fuel, etc. ▶ There is no particular turnover threshold to claim the RODTEP. Re-exported products are not eligible under this scheme. ▶ SEZ units and Export Oriented units are also eligible to claim the benefits under this scheme. ▶ Product based % is yet to be identified. Therefore, MEIS and other schemes are being extended till September 2021.

	Description
How to apply	<ul style="list-style-type: none"> ▶ Creation of RoDTEP Credit ledger – visit to https://www.icegate.gov.in and click on RoDTEP tab under Our Services ▶ Login using valid credentials ▶ Declarations in shipping bills (w.e.f. 01 January 2021) –Exporters will have to make the following declarations in the SW_INFO_TYPE ▶ Relevant shipping bills shall be linked with the online application Step 5: The refund under RoDTEP scheme would be in form of duty credit

6.5.11 Export Promotion Capital Goods Scheme

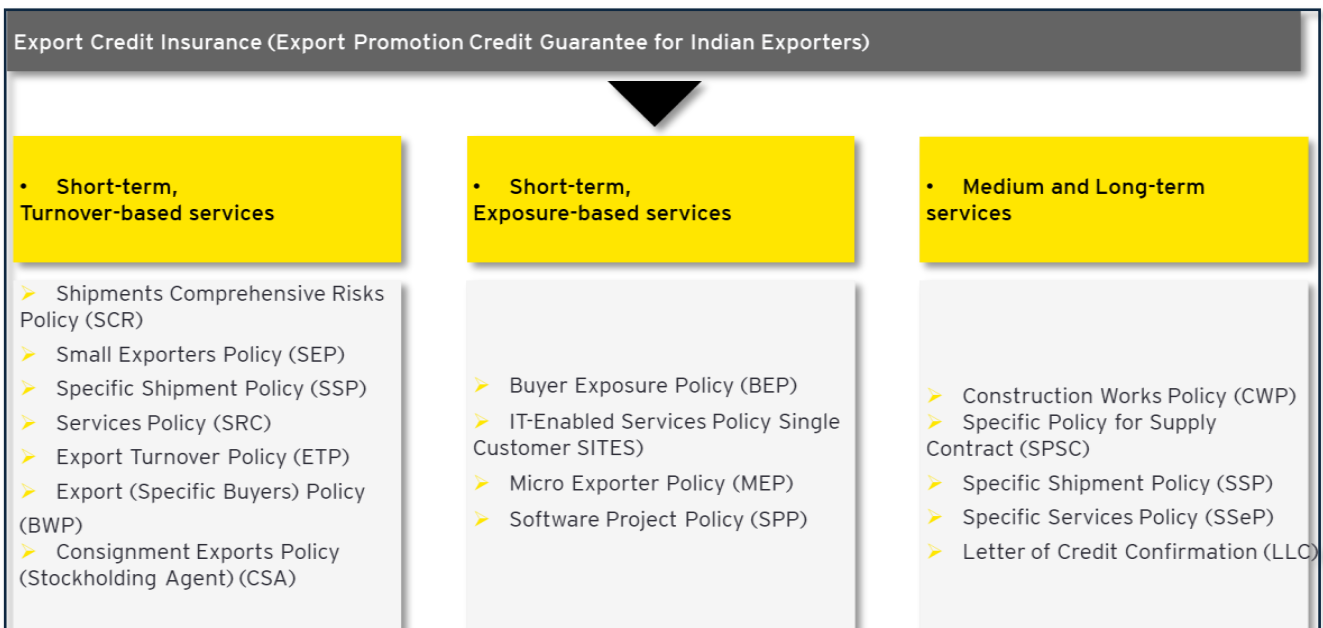
	Description
About the scheme	<ul style="list-style-type: none"> ▶ This scheme enables an importer (being an export-oriented business) to import capital goods at zero rates of customs duty. ▶ The scheme is subject to an export value equivalent to 6 times of duty saved on the importation of such capital goods within 6 years from the date of issuance of the authorization (is equal to 600% of duty saved on importation in local currency). ▶ The capital goods allowed under Export Promotion Capital Goods Scheme shall include spares (including reconditioned/ refurbished), fixtures, jigs, tool, mould and dyes.
How to apply	<p>To avail of the benefits of the EPCG License, the exporter must file an application with the DGFT. To apply for this incentive, fill up the <u>Ayat Niryat Form 5B (ANF 5B)</u> along with the following documents:</p> <ul style="list-style-type: none"> ▶ Permanent Account Number (PAN) ▶ Digital Signature Certificate ▶ Import Export Code ▶ GST registration certificate ▶ Registration-cum-membership certificate ▶ CA certificate (along with original for verification) ▶ Chartered engineer's certificate (along with original for verification) ▶ Company brochure ▶ Proforma invoice ▶ Such other documents as may be prescribed by DGFT from time to time

6.5.12 Trade Infrastructure for Export Scheme

	Description
<p>About the scheme</p>	<ul style="list-style-type: none"> ▶ The Scheme is to assist in the creation of modern infrastructure for exporters across States, like setting up and upgradation of infrastructure projects with export linkages like Border Haats, Land customs stations, quality testing and certification labs, cold chains, trade promotion centers, dry ports, export warehousing and packaging, SEZs and ports/airports cargo terminuses. The Scheme lays thrust on last and first-mile connectivity projects related to export logistics. ▶ The Central and State Agencies, including Export Promotion Councils, Commodities Boards, SEZ Authorities and Apex Trade Bodies recognized under the EXIM policy of the Government of India are eligible for financial support under this scheme.

6.5.13 Export Promotion Credit Guarantee

Types of Insurance schemes by Export Promotion Credit Guarantee Scheme



A. Short-term, Turnover-based services	
Shipments Comprehensive Risks Policy (SCR)	SCR is a 12-month policy available to exporters with a turnover of over Rs. 500 crores. Protected risk includes – Commercial/ Buyer risk, Political risk, and Risk of bank opening letter of credit. The percentage of defense is 90%. The minimum premium of Rs. 10,000 (non-refundable and will be readjusted on the shipments)
Small Exporters Policy (SEP)	SEP is available for exporters with an annual turnover of Rs. 5 crore or below and has a maximum risk coverage that costs below Rs. 2 crores. It is a 12-month policy with payable premium based on exports (Minimum Rs. 5,000). No claim bonus in the premium rate is granted every year at the rate of 5%. Resale of unaccepted goods to alternate buyer without obtaining prior approval of ECGC (even when loss exceeds 25% of gross invoice value), ECGC may consider payment of claims up to an amount considered reasonable.
Specific Shipment Policy (SSP)	SSP is valid for shipments made within the policy period and for up to 80% of the shipment value. This policy can be availed by exporters who do not hold any Standard/ Whole turnover Policy of shipments have been excluded from the purview of cover.
Services Policy (SRC)	SRC is for single, long-term services contracts. It is suited for Indian companies who agree with foreign principals to provide technical or professional services. Covers Specific Services Contract (Comprehensive/ Political Risks) Policies and Whole-turnover Services (Comprehensive/ Political Risks) Policy.
Export Turnover Policy (ETP)	ETP is for large exporters who contribute not less than Rs. 20 lakhs in annual premium. Whole turnover declaration-based policy wherein all shipments are required to be covered under the policy.
Exports (Specific Buyers) Policy (BWP)	BWP provides the same coverage as SCR, ETP, etc. against shipments sent to a specific buyer.
Consignment Exports Policy (Stockholding Agent) (CSA)	CSA covers shipments sent by the exporter to their overseas agents (agency agreement with independent/ separate entities which receive and hold stocks and sell them in consideration of commission) on a consignment export basis.

B. Short-term, Exposure-based services	
Buyer Exposure Policy (BEP)	BEP is 12-month policy for large number of shipments sent to a specific buyer with a simplified process and rationalized premium. 90% coverage for Standard policy holder and 80% for others
IT-Enabled Services Policy Single Customer	<u>SITES</u> is available against billings made to a single customer for IT services rendered (for period – week, month or quarter). One policy for one buyer shall be issued. 80% coverage.

B. Short-term, Exposure-based services	
(SITES)	
Micro Exporter Policy (MEP) / Small and Medium Enterprise (SME)	<u>MEP</u> is a 12-month exposure policy for exporters with a turnover that costs below Rs. 100 lakh and offers up to 90% cover. With Minimum premium of Rs. 25,000 and Maximum loss limit – Rs. 15 lacs and single loss limit – Rs. 5 lacs. All exporters including traders, manufacturers, and service providers, irrespective of MSME certificate shall be eligible for policy subject to their turnover up to Rs. 100 lakhs.
Software Project Policy (SPP)	<u>SPP</u> is for exporters of software and related services where payment will be received in foreign exchange. Under SPP, supply of software products and packages, or staffing and programming services or both offshore and on-site development is covered. Up to 80% coverage.
C. Medium and Long Term Services	
Construction Works Policy (CWP)	<u>CWP</u> is designed for an Indian contractor who is carrying out an overseas civil construction contract. The risks covered – Insolvency of the employer (non-government entity), failure of bill payment, failure of payment transfer from employer’s country to India, failure due to civil war, rebellion etc., failure of payable payment due to termination/ frustration of contract, restrictions imposition on imports of goods, diversion of voyage outside India. Up to 85% coverage.
Construction Works Policy (CWP)	Specific Policy for Supply Contract (SPSC) : <u>SPSC</u> is meant for exporters who have a credit period of fewer than 180 days and want continuing insurance on the shipments. Contracts for export of capital goods or turnkey projects or construction works or rendering services abroad are not of a repetitive nature and they involve medium/long-term credits. Such transactions are, therefore, insured by ECGC on a case-to-case basis under Specific Contract Policies. Coverage up to 90%
Specific Shipment Policy (SSP)	<u>SSP</u> like the namesake policy offered for short terms, is intended for exporters who have agreed to supply capital goods to overseas buyers on deferred terms of payment. The cover provides protection against non-receipt of payments due to commercial/ political risks. Loss coverage – 80%.
Specific Services Policy (SRC)	<u>SRC</u> is designed to cover payment risk emerging out of various overseas service contracts like technical requirements, professional hiring, leasing, etc.

For applying under this scheme, visit to the website - <https://www.ecgc.in/english/proposal-forms/> and download and fill the proposal form and submit to ECGC office.

6.5.14 Special Economic Zone (SEZ)

	Description
About the scheme	<ul style="list-style-type: none"> ▶ As per the FTP Policy, a SEZ can be set up for the manufacture of goods and rendering of services, Processing, assembling, trading, repair, remaking, reconditioning, re-engineering including making of gold/silver/platinum jewelry and articles thereof. ▶ The Special Economic Zones can be set up in the country in the public, private, joint sector or by the State Governments. The minimum size of the Special Economic Zone, however, shall not be less than 1000 hectares. This measure is intended to provide self-contained areas supported by world-class infrastructure oriented towards export production. ▶ Trading units are also permitted in SEZ.
How to apply	File an application in Form A to the concerned State Government and the Board of Approval in the Department of Commerce, Government of India. Approach Development Commissioner for SEZ unit's set-up. Visit – sez.nic.in

6.5.15 Export Oriented Schemes

	Description
About the scheme	<p>Export Oriented Unit (EOU), Electronic Hardware Technology Park (EHTP), Software Technology Park (STP) and Bio-technology Park (BTP) schemes has been created to promote export and enhance foreign exchange earnings, attract investment for foreign production and employment generation.</p> <p>These units are treated differently than units established in Domestic Tariff Area (DTA) for taxation purposes.</p> <p>These units can bring in capital goods and raw materials without payment of duties and use them for manufacturing of export goods. Due to this, the export goods don't have to suffer multiple domestic. These units are expected to generate net positive foreign exchange earnings over a period.</p> <p>An EOU / EHTP / STP / BTP unit may import and/ or procure from DTA or bonded warehouses in DTA / international exhibition held in India, without payment of duty, all types of goods, including capital goods, required for its activities, provided they are not prohibited items of import in the ITC (HS).</p> <p>Only projects having a minimum investment of Rs. 1 Crore in plant & machinery shall be considered for establishment as EOUs. However, this shall not apply to existing units and units in EHTP / STP / BTP, Handicrafts / Agriculture / Floriculture / Aquaculture/ Animal Husbandry / Information Technology, Services, Brass Hardware and Handmade jewellery sectors. BoA may also allow establishment of EOUs with a lower investment criterion.</p>
How to apply	For EOU, approach Development Commissioner of SEZ and EOU. For EHTP and STP, approach concerned officer of Department of Electronics and Information Technology. For setting up BTP, approach concerned officer of Department of Biotechnology

6.5.16 Comprehensive Handlooms Development Scheme (CHDS)

	Description
About the scheme	<ul style="list-style-type: none"> ▶ CHDS has been formulated by merging all major schemes – Integrated Handlooms Development Schemes (IHDS), marketing and Export Promotion Scheme (MEPS) and Diversified Handloom Development Scheme (DHDS). ▶ One of the major components of this scheme related to Export – Handloom Marketing Assistance. It includes – ▶ Domestic Marketing Promotion – Organization of expos, events, and craft melas; Web Portal; Handloom mark and GI ▶ Marketing Infrastructure Development – Setting up urban haat, retail stores, etc. ▶ Market Access Initiative ▶ Handloom Export Promotion – Export Projects, participation in international exhibitions, reverse BSMs, etc. ▶ Setting up of display cum CFC and quality testing unit to boost the export of handloom products and showcase the samples. ▶ Capacity building to enhance exporters in competitiveness of their products in global market ▶ Facilitation for handloom exporters for procurement, production, marketing, and other support activities
How to apply	<ul style="list-style-type: none"> ▶ Visit to Office of Development Commissioner for Handlooms, Ministry of Textiles, Government of India

6.5.17 Financial Assistance Scheme for Exporters by APEDA

It is mandatory for the exporters to file the application online on APEDA website at the link given below and followed by submission of physical application: <http://itrack.apeda.gov.in>

The assistance under Financial Assistance Scheme of APEDA is available to registered exporters or other organization. The assistance under the scheme for various components is available only once per unit.

Application should be accompanied with self-certified copies of –

- ▶ APEDA RCMC
- ▶ Quotation/ proforma invoice/ invoices from suppliers of equipment/packing boxes/ advertisement/ consultations, etc.
- ▶ Technical brochure of equipment depicting details
- ▶ Estimated cost of Civil Architect or Chartered Engineer
- ▶ Export performance for last three years in quantity (MT) and value terms (Rs. Lakh)
- ▶ Project exports for next five years in quantity (MT) and value terms (Rs. Lakh)
- ▶ The Monthly Party Returns for the period preceding one month from the date of application

Financial Assistance Scheme under APEDA



6.5.18 One District One Product Scheme 2021

	Description
About the scheme	<ul style="list-style-type: none"> ▶ The list of the products has been finalized after taking inputs from the States/ UTs and Indian Council of Agricultural Research for 728 districts across the country. ▶ With the aim to boost export of agriculture products, the Centre has identified several products under 15 broad categories which include – Paddy, Wheat, Coarse cum Nutri Cereals, Pulses, Commercial crops, Oilseeds, Vegetables, Spices, Plantation, Fruits, Floriculture, Honey, Animal husbandry/ Dairy products, Aquaculture/ Marine fisheries, Processed Products. Check the complete list of products at website -http://odop.mofpi.gov.in/odop/ ▶ These products will be promoted in a cluster approach through convergence of the Government of India scheme.



6.5.19 Advance Procurement/Replenishment of Precious Metals from Nominated Agencies

	Description
About the scheme	<ul style="list-style-type: none"> ▶ Exporter of gold / silver / platinum Jewellery and articles thereof including mountings and findings may obtain gold / silver / platinum as an input for export product from Nominated Agency, in advance or as replenishment after export in accordance with the procedure specified in this behalf. ▶ The export would be subject to wastage norms and minimum value addition as prescribed in paragraph 4.60 and 4.61 respectively in the Handbook of Procedures of FTP 2015-20



6.5.20 Replenishment Authorization for Consumables

	Description
About the scheme	Replenishment authorization for duty free import of Consumables, Tools and other items namely, Tags and labels, Security censor on card, Staple wire, Poly bag (as notified by Customs) for Jewellery made out of precious metals (other than Gold & Platinum) equal to 2% and for Cut and Polished Diamonds and Jewellery made out of Gold and Platinum equal to 1% of FOB value of exports of the preceding year, may be issued on production of Chartered Accountant Certificate indicating the export performance. However, in case of Rhodium finished Silver Jewellery, entitlement will be 3% of FOB value of exports of such Jewellery. This Authorization shall be non-transferable and subject to actual user condition.
How to apply	Application for import of consumables as given above shall be filed online to the concerned Regional Authority in ANF 4H (Application for Redemption/ No Bond Certificate)

6.5.21 Replenishment Authorization for Consumables

	Description
About the scheme	<p>Advance Authorization shall be granted on pre import basis with 'Actual User' condition for duty free import of:</p> <ul style="list-style-type: none"> ▶ Gold of fineness not less than 0.995 and mountings, sockets, frames, and findings of 8 carats and above. ▶ Silver of fineness not less than 0.995 and mountings, sockets, frames, and findings containing more than 50% silver by weight; ▶ (iii) Platinum of fineness not less than 0.900 and mountings, sockets, frames, and findings containing more than 50% platinum by weight. ▶ Advance Authorization shall carry an export obligation which shall be fulfilled as per procedure indicated in Chapter 4 of Handbook of Procedures. ▶ Value Addition shall be as per paragraph 4.38 of FTP and 4.61 of Handbook of Procedures.

6.5.22 LUT and Bond Under GST for Export

	Description
About the scheme	<ul style="list-style-type: none"> ▶ Any person having valid GSTN can furnish the LUT (Letter of Undertaking as per form RFD 11) if they have not been prosecuted for an offence involving evasion of tax exceeding INR 2.50 crore. ▶ LUT should be accepted within 3 working days of its receipt along with self-declaration. The validity of LUT is for whole financial year. ▶ Export of goods and services by EOU and SEZ units are allowed under LUT. The export services are only valid in foreign currency ▶ Bond (ledger with debit and credit facility) to be furnished with GST officer judicial stamp on prescribed format RFD-11 and entry to be maintained by exporter and shown to officer whenever asked. ▶ Amount of bond is based on self-assessed tax liability by the exporter, bond amount should not be less than that of IGST liability on account of export of goods/ services. In all cases bond is supported by bank guarantee at the rate

	of 15%.
How to apply	<p>Login to https:// services/gts.gov.in/services/login</p> <ul style="list-style-type: none"> ▶ Click on the services tab and under that select the User services and select Furnish LUT ▶ Under LUT applied for financial year select the financial year you want to file your LUT for ▶ Fill the form and mention witness for generating LUT Preview LUT and signing of LUT ▶ Getting LUT Confirmation and download your GST LUT

6.5.23 Niryat Bandhu Scheme

	Description
About the scheme	<ul style="list-style-type: none"> ▶ Niryat Bandhu Scheme of DGFT was launched with the aim to empower and train Exporters of India to boost the import and export industry. ▶ Online certification program for businesspeople and students who want to enhance their knowledge in Export-Import Business ▶ The program is presented by DGFT in collaboration with Indian Institute of Foreign Trade (IIFT) ▶ 19 sessions, 5 days a week programme for 4-week duration.

6.5.24 Market Access Initiative Scheme

	Description
About the scheme	<p>MAI scheme is formulated on focus product-focus country approach to evolve specific market and specific product through market studies/survey. Assistance would be provided to Export Promotion Organization/trade Promotion Organizations/National Level Institutes/Research Institutes/Universities/laboratories, Exports, etc. for enhancement of exports through- accessing new markets or through increasing the share in the existing markets. Under the scheme, the level of assistance for each activity has been fixed</p>

	<p>Scheme the level of assistance for each eligible activity has been fixed.</p> <ul style="list-style-type: none"> ▶ The following activities will be eligible for financial assistance under the Scheme - Marketing Projects Abroad, Capacity Building, Support for Statutory Compliances, Studies, Project Development, Developing Foreign Trade Facilitation Web Portal, to support Cottage and handicrafts units. ▶ Eligible Agencies: <ul style="list-style-type: none"> ▶ Departments of Central Government and Organization of Central/State Governments including Indian Missions abroad ▶ Export Promotion Councils ▶ Registered trade promotion Organization ▶ Commodity Boards ▶ Apex Trade Bodies recognized under Foreign Trade Policy of Govt of India ▶ Recognized Industrial & Artisan Clusters ▶ Individual Exporters (only for statutory compliance etc.) ▶ National Level Institutions (e.g. Indian Institutes of Technology (IITs), Indian Institutes of Management (IIMs), National Institute of design (NIDs), NIFT etc.)/ Research Institutions/Universities/ Recognized laboratories, etc.
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6.5.25 Transport and Marketing Assistance (TMA) Scheme for Agri Export

	Description
About the scheme	<p>TMA for specified agriculture products scheme aims to provide assistance for the international component of freight and marketing of agricultural produce which is likely to mitigate disadvantage of higher cost of transportation of export of specified agriculture products due to trans-shipment and to promote brand recognition for Indian agricultural products in the specified overseas markets.</p> <p>All exporters, duly registered with relevant Export Promotion Council as per Foreign Trade Policy, of eligible agriculture products shall be covered under this scheme.</p> <p>Assistance will be provided for all agri products covered in HSN Chapter 1 to 23 including marine and plantation products.</p> <p>Assistance under TMA would be provided in cash through direct bank transfer as part of reimbursement of freight paid. FOB supplies where no freight is paid by Indian exporters are not covered under this scheme. Applicable only if payments for exports are received in free foreign exchange through normal banking channel and exports made through EDI ports only.</p>

6.5.26 Subsidy Scheme

Subsidy Scheme for export of agriculture commodities by sea route (Transport subsidy of Rs 50,000 to newly opened countries product-wise). Visit Division Office of ASAMB for applying under this scheme.

6.5.27 Status Holder Certificate

	Description
About the scheme	<ul style="list-style-type: none"> ▶ Status Holders are business leaders who have excelled in international trade and have successfully contributed to country's foreign trade. Status Holders are expected to not only contribute towards India's exports but also provide guidance and handholding to new entrepreneurs. For becoming a Status Holder by applying for a Status Holder Certificate. ▶ All exporters of goods, services and technology having an import-export code (IEC) number shall be eligible for recognition as a status holder. Status recognition will depend on export performance. An applicant shall be categorized as status holder on achieving export performance during the current and previous three financial years ▶ For granting status, export performance is necessary in at least two out of four years. Status Holder Certificate is valid for a period of 5 years from the date of issuance of the Status Holder Certificate or until the validity of the Foreign Trade Policy, whichever is earlier.
How to apply	Application form AND 3C to be submitted to DGFT

6.5.29 Town of Export Excellence Scheme

	Description
About the scheme	<ul style="list-style-type: none"> ▶ TMA for specified agriculture products. Several towns have emerged as dynamic industrial clusters contributing handsomely to India's exports. It is necessary to grant recognition to these industrial clusters with a view to maximizing their potential and enabling them to move higher in the value chain and tap new markets. ▶ Selected towns producing goods of Rs. 750 Crore or more will be notified as TEE based on potential for growth in exports. However, for TEE in Handloom, Handicraft, Agriculture and Fisheries sector, threshold limit would be Rs 150 Crores. ▶ Recognized associations of units will be provided financial assistance under MAI scheme, on priority basis, for export promotion projects for marketing, capacity building and technological services. ▶ Common Service Providers in these areas shall be entitled for EPCG scheme. ▶ The projects received from TEEs shall be accorded priority by SLEPC for financial assistance under ASIDE.

6.5.28 Marketing Development Assistance Scheme

	Description
About the scheme	<ul style="list-style-type: none"> ▶ MDA is a government grant available to exporters for their export promotion activities like participation in EPC led international Trade Fairs/Exhibitions/trade delegations / BSMs abroad to explore new markets for export of their specific product(s) and commodities from India in the initial phase.

	<ul style="list-style-type: none">▶ Exporting companies (registered member of EPCH – if applying for the grant through the council) with a FOB value of exports of Rs. 5 lacs (minimum requirement) and up to Rs. 30 crores (maximum limit) in the preceding year will be eligible for MDA assistance. If a company completes 12 months of membership on the date of departure, it shall be eligible for MDA grant▶ Assistance would be permissible on travel expenses by air, in economy excursion class fair and/or charges of the built-up furnished stall. This would, however, be subject to an upper ceiling mentioned in the table per tour.
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7. Financial Assistance/ Credit for Exporter

The Reserve Bank of India first introduced the scheme of Export Financing in 1967. The scheme is intended to make short-term working capital finance available to exporter at internationally comparable interest rates. Export credit is available both in rupee as well as in foreign currency.

The financial institutes provide export credit for pre-shipment and post-shipment.

7.1 Pre-shipment Rupee Export Credit

Pre-shipment/ Packing Credit means any loan or advance granted or any other credit provided by a bank to an exporter manufacturing or packing of goods prior to shipment/ working capital expenses towards rendering of services on the basis of letter of credit opened in his favour or in favour of some other person, by an overseas buyer or a confirmed and irrevocable order for the export of goods/ services from India or any other evidence of an order for export from India having been placed on the exporter or some other person, unless lodgment of export orders or letter of credit with the bank has been waived.

The period for which pre-shipment credit advance may be given by a bank will depend upon the circumstances, such as the time required for procuring, manufacturing, or processing and shipping the relative goods/ rendering of services. It depends on banks to decide the period for which credit advance may be given. If pre-shipment advances are not adjusted by submission of export documents within 360 days from the date of advance, the advances will cease to qualify for prescribed rate of interest for export credit to the exporter from the beginning.

Pre-shipment and post-shipment finance may be provided to exporters of all the 161 tradable services covered under the General Agreement on Trade in Services (GATS) where payment for such services is received in free foreign exchange as stated at Chapter 3 of the Foreign Trade Policy 2009-14.

Pre-shipment credit to exporters is normally provided on lodgment of LCs or firm export orders. It is observed that the availability of raw materials is seasonal in some cases. In some other cases, the time taken for manufacture and shipment of goods is more than the delivery schedule as per export contracts. In many cases, the exporters must procure raw material, manufacture the export product and keep the same ready for shipment, in anticipation of receipt of letters of credit / firm export orders from the overseas buyers. Having regard to difficulties being faced by the exporters in availing of adequate pre-shipment credit in such cases, banks have been authorized to extend Pre-shipment Credit '**Running Account**' facility in respect of any commodity, without insisting on prior lodgment of letters of credit / firm export orders, depending on the bank's judgement regarding the need to extend such a facility.

<p>1. Export Credit against proceeds of cheques, drafts, etc. representing advance payment for exports</p>	<p>2. Rupee Export Packing Credit to manufacturing suppliers for export through STC/ MMTC/ Other Export House</p>
<p>Where exporters receive direct remittances from abroad by means of cheques, drafts, etc. In payment for exports, banks may grant export credit to exporters of good track record till the realization of proceeds of the cheque, draft, etc. received from abroad, after satisfying themselves that it is against an export order.</p>	<p>Banks may grant export packing credit to manufacturing suppliers who do not have export orders/ letters/ of credit in their own name and goods are exported through the State Trading Corporation/ Minerals and Metal Trading Corporation or other export houses, agencies, etc.</p>
<p>3. Rupee Export Packing Credit to Sub-Suppliers</p>	<p>4. Rupee Pre-shipment Credit to Construction Contractors</p>
<ul style="list-style-type: none"> ▶ Packing credit can be shared between an Export Order Holder (EOH) and sub-supplier of raw materials components, etc. of the exported goods as in case of EOH and manufacturing suppliers. ▶ The scheme will cover the LC or export order received in favour of export house/ trading house/ star trading house, etc. or manufacturing exporters only. The scheme should be made available to the exporters with good track record. ▶ EOU/ EPZ/SEZ units supplying goods to other EOU/EPZ/SEZ unit for export purposes are also eligible under the scheme. 	<p>The packing credit advances to the construction contractors to meet their initial working capital requirements for execution of contracts abroad may be made based on a firm contract secured from abroad. In a separate account, on an undertaking obtained from them that the finance is required by them for incurring preliminary expenses in connection with the execution of the contract e.g., for transporting the necessary technical staff and purchase of consumable articles for the purpose of executing the contract abroad, etc. The advances should be adjusted within 365 days from the date of advance by negotiation of bills relating to the contract or by remittances received from abroad in respect of the contract executed abroad.</p>

<p>5. Pre-shipment Credit to Floriculture, Grapes and Other Agro-based Products</p>	<p>6. Export Credit to Processors/Exporters – Agri-Export Zones</p>
<p>Credit being provided for working capital purposed in respect of export-related activities of all agro-based products including purchase of fertilizers, pesticides and other inputs for growing of flowers, grapes, etc. This will not be extended for investments such as import of technology, equipment, landdevelopment, etc.</p>	<p>EOUs may be provided packing credit under the extant guidelines for the purpose of procuring and supplying inputs to the farmers so that quality inputs are available to them which in turn will ensure that only good quality crops are raised. The exporters will be able to purchase/ import such inputs in bulk, which will have the advantages of economies of scale.</p>

7.2 Post-shipment Rupee Export Credit

Post-shipment Credit means any loan or advance granted or any other credit provided by a bank to an exporter of goods/ services from India from the date of extending credit after shipment of goods/ rendering of services to the date of realization of export proceeds, and includes any loan or advance granted to an exporter, in consideration, of or on the security of any duty drawback allowed by the Government from time to time.

<p>1. Export bills negotiated under LC</p>	<p>2. Purchase/Discount of export bills</p>
<p>It refers to post shipment advance made to an exporter against export bills. Bank will pay the amount of export bill under LC to the customer and will rely on the reimbursement by the issuing bank to a later date. When the shipment is made by the exporter under LC terms, the bank verifies and negotiates export bills.</p>	<p>When post-shipment finance gets increased either through purchasing or giving a discount on the export bill. If the LC is not available as security, the bank is dependent upon the creditworthiness of the exporter.</p>
<p>3. Advances against undrawn balances on export bills</p>	<p>4. Advances against retention money</p>
<ul style="list-style-type: none"> ▶ In respect of export of certain commodities where exporters are required to draw the bills on the overseas buyer up to 90 to 98 percent of the FOB value of the contract, the residuary amount being 'undrawn balance' is payable by the overseas buyer after satisfying himself about the quality/ quantity of goods. ▶ Banks grant advances against undrawn balances based on their commercial judgement and the track record of the buyer. 	<p>In case of turnkey projects/ construction contracts, progressive payments are made by the overseas employer in respect of services segment of the contract, retaining a small percentage of the progressive payments as retention money which is payable after expiry of the stipulated period from the date of completion of the contract. Here banks offer post-shipment finance against the amount like these for a period of 90 days</p>

<p>5. Export on consignment basis</p>	<p>6. Export of goods for exhibition and sale</p>
<p>Export on consignment basis including export of precious and semi-precious stones and the exporter is not in position to liquidate with remittances received from abroad within a period of 365 days from the date of advance. Therefore, banks adjust packing credit advances as soon as export takes place, by transfer of the outstanding balance to a special account, should be adjusted as soon as relative proceeds are received from abroad within 365 days.</p>	<p>Banks may provide finance to exporters against goods sent for exhibition and sale abroad in the normal course in the first instance, and after the sale is completed, allow the benefit of the prescribed rate of interest on such advances, both at the pre-shipment stage and at the post-shipment stage, up to the stipulated periods, by way of a rebate. Such advances should be given in separate accounts.</p>
<p>7. Post-shipment Advances against Duty Drawback Entitlements</p>	<p>8. ECGC Whole Turnover Post- Shipment Guarantee Scheme</p>
<p>Banks may grant post-shipment advances to exporters against their duty drawback entitlements and covered by ECGC guarantee as provisionally certified by Customs</p>	<p>The Whole Turnover Post-shipment Guarantee Scheme of the (ECGC) Ltd provides protection to banks against non-payment of post-shipment credit by exporters. Banks may, in the interest of export</p>
<p>Authorities pending final section and payment</p>	<p>promotion, consider opting for the Whole Turnover Post-shipment Policy.</p>
<p>9. Export Credit – DTA to SEZ units</p>	<p>10. Deemed Exports</p>
<p>EXIM Policy announced on March 31, 2003 goods and services going into SEZ from DTA shall be treated as export. It has therefore, been decided that supply of goods and services from DTA to SEZ area eligible for export credit facilities.</p>	<ul style="list-style-type: none"> ▶ Banks are permitted to extend rupee pre-shipment and post-shipment rupee export credit to parties against orders for supplies in respect of projects aided/financed by bilateral or multilateral agencies/funds (including World Bank, IBRD, IDA). ▶ Packing Credit provided should be adjusted from free foreign exchange representing payment for the suppliers of goods to these agencies. It can also be repaid/prepaid out of balances in Exchange Earners Foreign Currency account (EEFC A/c), as also from the rupee resources of the exporter to the extent supplies have been made.

7.3 Pre-shipment and Post-Shipment Foreign Export Credit

Pre-shipment Credit in Foreign Currency (PCFC) –

To make the credit available to the exporter at internal competitive price. It is provided to facilitate the purchase of raw material after fulfilling the basic export order. The rate of interest on PCFC is linked to London Interbank Offered Rate (LIBOR). According to guidelines, the final cost of exporter must not exceed 0.75% over 6-month LIBOR, excluding the tax.

Diamond Dollar Account (DDA) Scheme –

Firms/companies dealing in purchase/sale of rough or cut and polished diamonds, diamond studded

Jewellery, with good track record of at least two years in import or export of diamonds with an annual

average turnover of Rs. 3 crore or above during the preceding three licensing years (from April to March) are permitted to carry out their business through designated Diamond Dollar Accounts (DDAs). Under the DDA Scheme, it would be for banks to liquidate PCFC granted to a DDA holder by dollar proceeds from sale of rough, cut, and polished diamonds by him to another DDA holder.

Rediscounting of Export Bills Abroad Scheme –

EBRD is provided to exporters for discounting of export bills at rates linked to internationally competitive interest rates at post shipment stage. It provided to exporters for discounting of export bills at rates linked to internationally competitive interest rates at post shipment stage. Rate of interest is linked to LIBOR. No margin generally for bills under LCs. Period of the facility is up to 12 months

SBI Pre and Post Credit Interest Rates

Revision of Interest Rate on Export Credit

Taking in to account announcement of NIRVIK Scheme of ECGC in the Union Budget 2020, SBI revises Interest Rate on Export Credit (Pre-Shipment and Post-Shipment Finance in Rupee and Foreign Currency)



Present Interest Rate on Export Credit (Maximum)	Revised Interest Rate on Export Credit (Maximum)*
Rupee MSME: 8.35% (Repo Rate + Spread 2.65% + Credit Risk Premium 0.55%) Others: 8.40% (1 Year MCLR+ Margin 0.55%)	Rupee All Segments: 7.35 % (Repo Rate + Margin 2.20%)
Foreign Currency (PCFC/EBR) All Segments: LIBOR/ EUROLIBOR / EURIBOR + Margin 2.00%	Foreign Currency (PCFC/EBR) All Segments: LIBOR/ EUROLIBOR / EURIBOR + Margin 1.50%

*Revised Interest Rate on Export Credit applicable w.e.f. from Implementation date of NIRVIK Scheme of ECGC.

To apply for pre and post shipment credit facilities, visit to the bank's website. The list of the banks provide export credit are given here https://m.rbi.org.in/scripts/bs_viewcontent.aspx?Id=3657

To avail these export credit, the form to be filled by exporter. Sample form from UnionBank of India for reference is given below

Union Bank of India - Pre and Post Credit Form

  (home.aspx)	
Application Form For MSME Loan	
All Fields are mandatory	Resume Incomplete / Status Track Click Here To Print Application Form
Name of the Enterprise : <small>*Special Characters are not allowed in the Name</small>	<input type="text"/>
Regd. Office Address :	<input type="text"/>
Address of Factory/Shop	<input type="text"/>
Premises	Select Premises <input type="button" value="v"/>
Telephone No	<input type="text"/>
Email ID	<input type="text"/>
Mobile No	<input type="text"/>
Constitution	Select Constitution <input type="button" value="v"/>
If Other Selected :	<input type="text"/>
PAN Card No	<input type="text"/>
Udyog Aadhar No / Registration No :	<input type="text"/>
Date of Establishment / Incorporation	DD/MM/YYYY <input type="text"/>
State :	Select State <input type="button" value="v"/>
City / District where Loan is required :	Select City <input type="button" value="v"/>
Branch where loan is required,if any	Select Branch <input type="button" value="v"/>

Enter the code as shown below



Credits:  (<http://www.chicinfotech.com>)


[\(home.aspx\)](#)




MSME Loan Form 2

Fields marked with * are mandatory

*** 11. Name of Proprietors/ Partners/Directors of Company and their Address:**

Sr. No.	Name	Spouse/Father Name	Date of Birth	Academic Qualification	Category	Mobile No.
1			DD/MM/YYYY		Select ▼	

12. Activity

* Existing Since * Proposed (#)

* # If a different activity other than existing activity is proposed/New Unit.


13. I. Whether the MSME unit is ZED rated : Yes No

II. If Yes, the gradation obtained by the MSME unit (Tick appropriate one)

14. Names of Associate Concerns and Nature of Association:

Sr. No.	Name of Associate Concern	Address of Associate Concern	Presently Banking With	Nature of Association	Extent of Interest as a Prop./ Partner/ Director or Just Investor in Associate Concern
1					

*** 15. Relationship of Proprietors/Partners/Director with the officials of the Bank/Director of the Bank** Yes No

16. Banking/Credit Facilities (Existing) (Rs.In Lakhs):						
Type of Facilities	Limit (in lakh)	Outstanding as on Date 21/05/2021	Presently Banking With	Security Lodged	Rate of Interest (%)	Repayment Terms
Current Account						
Cash Credit						
Term Loan						
LC/BG						
Other						
Total						
If Banking with this Bank, Customer NO. be given here.						
It is certified that our unit has not availed any loan from any other Bank/ Financial Institution in the past and I am not indebted to any other Bank/Financial Institution other than those mentioned in the above columns.						
* 17. Credit Facilities (Proposed) :						
Sr. No.	Types of Facilities	Amount (in Lakhs)	Purpose for which required	Primary Security (Details with approx.Value to be mentioned)	Whether Collateral Security offered (Please mention yes or no) (if Yes ,then provide details in column 19)	
1	Sel <input type="checkbox"/>					
				<input type="button" value="Add Row"/>	<input type="button" value="Delete Row"/>	
			<input type="button" value="Proceed"/>	<input type="button" value="Reset"/>		
Credits:  chic infotech (http://www.chicinfotech.com)						

7.4 Finance Program by India EXIM Bank

Role of EXIM Bank

EXIM Bank of India was established by Government of India in 1982 under the Export-Import Bank of India, 1981 for the purpose of financing, facilitating and promoting India's international trade. The main objective of EXIM Bank is to provide financial assistance to promote the export production in India. The financial assistance provided by the EXIM bank widely includes the following:

- ▶ Direct financial assistance
- ▶ Foreign investment finance for equity contribution to the Indian companies to form Joint Venture with the foreign companies.
- ▶ Term loaning options for export production and export development
- ▶ Pre-shipping credit

- ▶ Buyer's credit
- ▶ Lines of credit
- ▶ Reloaning facility
- ▶ Export bills rediscounting
- ▶ Refinance to Commercial banks

The EXIM Bank Act also empowers the bank to finance export of consultancy and related services, assist Indian joint ventures in third countries, conduct export market studies, finance export-oriented industries and provide international merchant banking services. EXIM bank concentrates on medium and long-term financing, leaving the short-term financing to be handled by commercial banks. Various stages of exports covered by EXIM bank includes –

- ▶ Development of export makers
- ▶ Expansion of export production capacity
- ▶ Production for exports
- ▶ Financing post-shipment activities
- ▶ Export of manufactured goods
- ▶ Export of projects
- ▶ Export of technology and software's

The details of finance programme by EXIM bank are given below:

Research & Development Finance for Export Oriented Units	
About the programme:	The objective is to encourage Indian exporters to invest more in their R&D spend to develop new products and processes that will enhance export capabilities. Under this programme, financing can be extended to any export-oriented company. Alternatively, a special purpose vehicle promoted by the company can be created irrespective of the nature of the industry.
Eligibility:	<ul style="list-style-type: none"> ▶ Export oriented firms with exports (actual or projected) of at least 20% of annual turnover. ▶ R&D finance is generally extended up to 7 years. However, longer tenors with suitable interest rates are considered on a case-to-case basis. A company can opt for our structured repayment option to match its cash flow. ▶ Up to 80% of the total project cost can be funded. ▶ Security to include, appropriate charge on the assets, Corporate Guarantee, charge/assignment on the regulatory approval/IPR, personal guarantee etc.
How to apply:	Head Office: Centre One Building, Floor 21, World Trade Centre Complex, Cuffe Parade, Mumbai-400005 Email: ccg@eximbankindia.in Contact: (91) 22-22172600 Guwahati Office: 4th Floor, Dispur, G.S.Road, Guwahati 781006 . Tel No - 0361 601 3053

Lending Programme for Export Oriented Units	
About the programme:	<p>To enhance international competitiveness and the capabilities of export-oriented Indian companies, the bank term loans to extend for the expansion, modernization, upgradation, or diversification projects. This includes acquisition of equipment's, technology export marketing, export product development and setting up of software technology parks.</p> <p>Import Finance Programme:</p> <ul style="list-style-type: none"> ▶ The Companies involved in manufacturing/services, having only domestic operation and no exports, are eligible for financing from Exim Bank for import of equipment/machineries for domestic projects. Financing is done towards bulk import of machineries, services for capacity expansion, modernization, and infrastructure projects. <p>Production Equipment Finance Programme:</p> <ul style="list-style-type: none"> ▶ The loan offer for acquisition of plant and machinery, purchase of ancillary equipment including equipment for packaging, pollution control, utilities, quality assurance etc. The loans are flexible and can be extended for equipment ▶ procurement for balancing, replacement, modernization and capacity up-gradation.
Eligibility:	<ul style="list-style-type: none"> ▶ Companies with a minimum export orientation (actual/projected) of 10% of their annual turnover, or exports of ₹5 crore p.a., whichever is lower (inclusive of exports through Export/Trading Houses) ▶ Available in Indian Rupees and in foreign currency (as per extant RBI guidelines) ▶ Commercial interest rates are charged on the term finance ▶ The tenor range is usually 7-10 years with a suitable moratorium, and repayments in suitable monthly/ quarterly instalments ▶ Promoter margin is a minimum 20% and appropriate charge on the fixed assets of the company/project plus any other acceptable security including personal ▶ guarantees may be stipulated

Ubharte Sitaare Programme	
About the programme:	<p>The Ubharte Sitaare Programme (USP) identifies Indian companies that are future champions with good export potential. An identified company should have potential advantages by way of technology, product, or process. It can be supported even if it is currently underperforming or may be unable to tap its latent potential to grow. The Programme diagnoses such challenges and provides support through a mix of structured support covering equity, debt and technical assistance.</p>

<p>Objectives of the Programme</p>	<ul style="list-style-type: none"> ▶ To enhance India’s competitiveness in select sectors through finance and extensive handholding support. ▶ To identify and nurture companies having differentiated technology, products, or processes, and enhance their export business. ▶ To assist units with export potential, which are unable to scale up their operations for want of finance. ▶ To identify and mitigate challenges faced by successful companies which hinder their exports. ▶ To assist existing exporters in widening their basket of products and target new markets through a strategic and structured export market development initiative.
<p>Nature of assistance</p>	<p>The Bank can support eligible companies by both financial and advisory services through:</p> <ul style="list-style-type: none"> ▶ Support by way of equity / equity-like instruments. <p>b) Debt (funded / non-funded): Term loans for modernization, technology / capacity upgradation, R&D and balancing of production facilities by investment in activities such as:</p> <p>Machinery and equipment. Tools, jigs, and fixtures. Testing / quality control equipment. Land and building.</p> <ul style="list-style-type: none"> ▶ Technical Assistance (TA) for product adaptation and improvement, cost of certifications, training expenses, market development activities including overseas travel for product/market development, studies relating to sectors, markets, regulations, Techno Economic Viability (TEV) study, etc.
<p>Eligibility:</p>	<p>Companies with unique value proposition in technology, products or processes that match global requirements.</p> <ul style="list-style-type: none"> ▶ Fundamentally strong companies with acceptable financials, and outward orientation. ▶ Small and mid-sized companies with ability to penetrate global markets, with an annual turnover of up to approx. INR 500 crore. ▶ Companies with a good business model, strong management capabilities, and focus on product quality. ▶ Indicative Sectors: Automobiles and Auto components, Aerospace, Capital Goods, Chemicals, Defence, Food Processing, IT & ITeS, Machinery, Pharmaceuticals, Precision engineering, Textiles, and allied sectors.
<p>How to apply:</p>	<p>Interested companies may write to seed@eximbankindia.in Telephone: (91) 22-22172600 / (91) 11-24607700</p>

8. Logistics

Logistics is the management of the flow of things between the point of origin and the point of consumption to meet the requirements of customers or corporations. The resources managed in logistics may include tangible goods such as materials, equipment, and supplies, as well as food and other consumable items.

There are three popular modes of Logistics for export this are Logistics through Air, Road & Sea route. Among this most popular route for export of goods is through sea that is through ship than comes Air route through air cargo & than Road route through truck transport.

- ▶ In India, road freight constitutes around 63 percent of the total freight movement consisting of 2.2 million heavy-duty trucks and about 600,000 light-duty trucks annually. In cases, where the exporter wants to export his goods via road the transport company will provide a lorry receipt.
- ▶ Sea freight consists of around nine percent of the total freight market and is mainly used as a major mode for imports and exports. In case the exporter wants to send its goods by sea than shipping company will provide shipping bill or Bill of lading.
- ▶ Air freight comprises about one percent of the total freight market in. In case were the exporter wants to export through air route than the airline cargo company will provide an Airway Bill.
- ▶ These logistic firms provide almost seamless service despite facing various odds such as poor road conditions, climatic aberrations, staff attrition and a plethora of licensing and tax laws.

Procedure to avail logistics services:

- ▶ All top Logistics companies have their own dedicated website through which one can connect
- ▶ One can connect with the logistics companies through telephone or mobile, the mobile no of logistics service provider which works locally or in other parts one can get from Just Dial by calling on **8888888888** or one can search in their mobile app or their website
- ▶ After getting the contact number the exporter will get the quotations from various parties
- ▶ The quotations received will be compared & analyzed and then finalize by the exporter according to the cost and benefits
- ▶ MSMEs can use the facility of LCL (Less than Country Load) in case the exporter cannot afford 40 ft container, or the order is not that big.
- ▶ The following are the receipts one receives after loading the goods in truck, Air and Ship. Shipping bill or Bill of Lading in case of Shipment by sea. Airwaybill in case of shipment by air & Lorry receipt in case of transportation by road

Top Logistics companies of India:

- ▶ Indian Railway
- ▶ House of Patels
- ▶ VRL Group
- ▶ Transport Corporation of India Ltd (TCI)
- ▶ Container Corporation of India Ltd
- ▶ Gati

Top Logistics companies for Agriculture, food products, Fisheries & Marine products:

- ▶ India Railways
- ▶ Coldrush Logistics
- ▶ Brring Integrated Logistics
- ▶ Snowman Logistics
- ▶ Sheetal Parivahan

8.1 Services from ICDs and ports

ICD means Inland Container Depot situated at inland points away from seaports used in India in the field of Imports and Export of sea shipments. ICD is formed to help importers and exporters to handle their shipments near their place of location. If the seaport is away from the places of importers and exporters Inland Container Depot (ICD) helps them to save time and money in the procedures and formalities. In Inland Container Depot (ICD), a combination of services of sea custodian, customs department, carriers, freight forwarders, customs brokers etc. are carried out to facilitate exporters and importers for smooth handling of cargo. ICD also acts as Dryport or CFS in many countries.

Other services from ICDs are mentioned below:

- ▶ Receipt and dispatch / Delivery of cargo
- ▶ Stuffing & Stripping of Container
- ▶ Transit operation by Rail / Road to and from serving port
- ▶ Custom clearance
- ▶ Consolidation & desegregation of LCL cargo
- ▶ Temporary store of cargo & container
- ▶ Reworking of container
- ▶ Maintenance and repair of container units

8.2 Types of Ports:

A port is an area on both land & water, whether on the sea or river, that provides facilities for shipping vessel to load & unload their cargo. It can be of three types, namely airport, seaport, and land port (ICD).

According to the Ministry of Ports, Shipping and Waterways, around 95 per cent of India's trading by volume and 70 per cent by value is done through maritime transport. It is serviced by 13 major ports (12 Government-owned and one private) and 187 notified minor and intermediate ports. The total 200 major and non-major ports are present in the following States: Maharashtra (53); Gujarat (40); Tamil Nadu (15); Karnataka (10) and others (82).

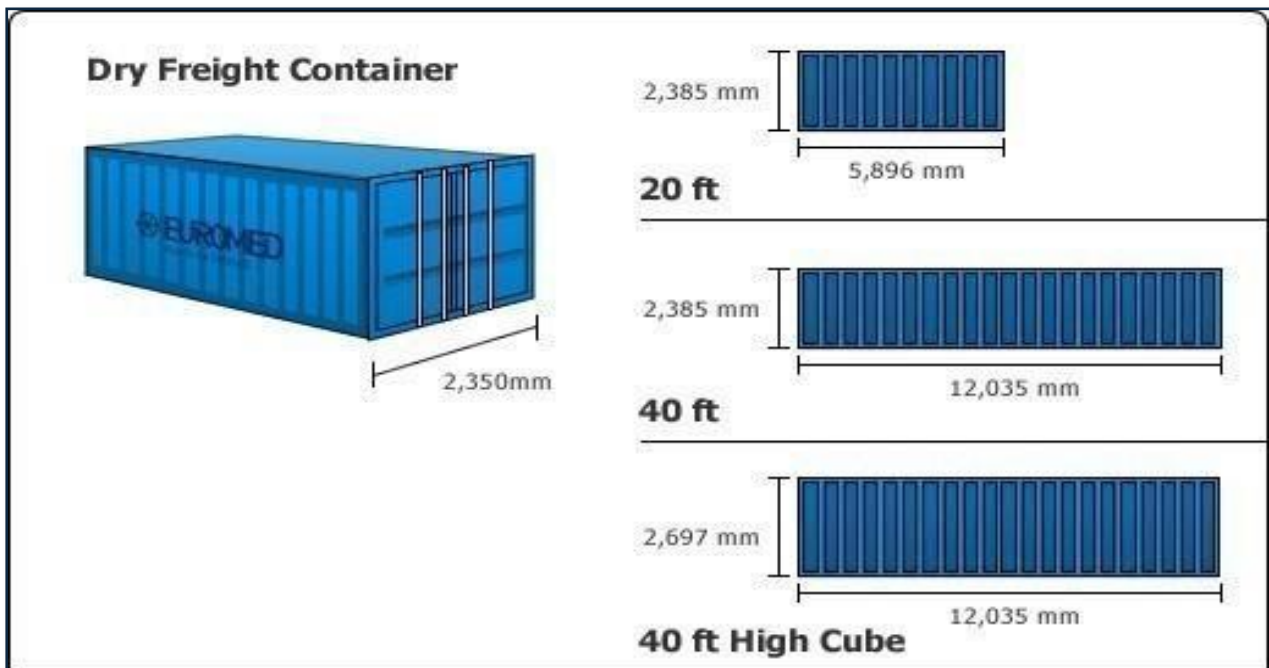
List of Top Sea ports in India:

#	Name of State	Name of Port
1	Maharashtra	Jawaharlal Nehru Port Trust
		Mumbai Port Trust
2	Gujarat	Deendayal Port Trust
3	Odisha	Pradip Port Trust
4	Andhra Pradesh	Visakhapatnam Port Trust
5	West Bengal	Shyama Prasad Mukherjee Port Trust
6	Tamil Nadu	Chennai Port Trust
		V.O. Chidambaram Port Trust
		Kamarajar Port Limited

#	Name of State	Name of Port
7	Karnataka	New Mangalore Port Trust
8	Kerala	Kochi Port Trust
9	Goa	Mormugao Port Trust

8.3 Container booking

Container can be book by exporter directly for this he will have to connect with the shipping Line. Also, container can be book through CHA which is mostly prefer as CHA is dealing regularly with the container service provider and, they themselves own container so it will be cost effective. KYC form to be given in both case for directbooking of container and booking of container through CHA. There are basically twosize of container 20 ft & 40 ft container the exporter can book this according to his requirement.



There are two popular methods to book the container:

- ▶ **FCL:** FCL stands for Full container Load in which the exporter can book the whole container which is 20 ft or 40ft according to the requirement. Full container will cost around 50,000.
- ▶ **LCL:** LCL stands for Less Than container Load in which the exporter can book part of container for which exporter will be charge on basis of per cubic meter or Mt whichever is higher. Size of packaging also matters for costing of container.

8.3.1 Types of Containers:

- ▶ Dry container
- ▶ Refrigerated Container (Fruits, Vegetable, Meat & Sea Food)
- ▶ Open Top Container
- ▶ Tunnel container
- ▶ Flat rack container
- ▶ Open Side container
- ▶ Double Door Container
- ▶ Thermal Container

- ▶ Tank Container
- ▶ Half Height Container
- ▶ Swap Body container
- ▶ Car carrier container

8.4 Procedure for shipping

Following is the procedure for export from factory or farm to a shipping port:

- ▶ After receiving order from importer, goods are produced as per the requirements and packed
- ▶ Transport company is hired to help move goods from factory to customs port
- ▶ After the goods reach the customs port, CHA supports in shifting goods to bonded warehouse
- ▶ CHA then helps in loading the goods on the ship post customs clearance
- ▶ The freight forwarding agent or CHA now files a shipping bill on the Ice Gate portal for the goods

Product supply chain and service providers for each process:

