A FEDERATION OF INDIAN EXPORT ORGANISATIONS' MONTHLY

FIEO NEWS

Vol. XLV No. 11
November 2025 ISSUE

Rs 70

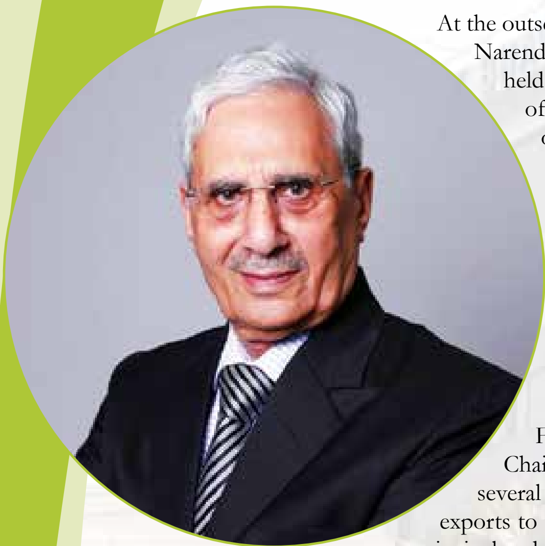
"The Historic CETA will reduce Import Costs between India and UK and Create New Employment Opportunities for Youth, Boost Trade, and Benefit Industries and Consumers."

WEEKLY INTERACTION | FOCUS MARKET | PRODUCT ANALYSIS | TRADE TRENDS


ICICI Bank
Instant Packing Credit Disbursement
Improved working capital efficiency
Avail Online
Access to special government incentives
SMS Trade to 5676766
T&Cs.

FROM THE PRESIDENT'S DESK

Dear Esteemed Exporters,



At the outset, I take this opportunity to express our deep appreciation to our Hon'ble Prime Minister, Shri Narendra Modi, and the Hon'ble Prime Minister of the United Kingdom for their significant meeting held on October 9, 2025 in Mumbai. The two leaders reaffirmed the strong growth trajectory of the India–UK Comprehensive Strategic Partnership, which stands on the firm foundation of shared democratic values and enduring friendship. Importantly, both sides expressed optimism regarding the early ratification of the India–UK Comprehensive Economic and Trade Agreement (CETA), expected to further unlock business opportunities and strengthen economic linkages between the two nations.

On the domestic front, the Hon'ble Union Minister of Commerce & Industry, Shri Piyush Goyal, chaired a high-level meeting with representatives from FIEO, Export Promotion Councils, and Industry Associations on October 29, 2025 at Vanijya Bhawan, New Delhi. The Minister reiterated the Government's steadfast commitment to nurturing a facilitative trade ecosystem, enhancing the ease of doing business, and ensuring greater global market access for Indian exporters.

FIEO was represented at the meeting by myself, along with Mr Arvind Goenka, Regional Chairman (NR), and Dr Ajay Sahai, DG & CEO, FIEO. During our intervention, we put forth several key recommendations, including addressing the withdrawal of DCTS benefits on select Indian exports to the UK; seeking temporary relaxation of NPA norms for exporters; requesting a moratorium on principal and interest payments; ensuring working capital and inventory financing support; and the inclusion of FIEO in the Trade and Gender Equality Working Group under the proposed India–UK CETA.

In line with the CETA agenda, FIEO, in collaboration with the Office of the Additional DGFT, CLA, New Delhi, organised a focused outreach event titled "Gateway to Growth – Harnessing Opportunities under India–UK CETA" on September 29, 2025 at Bharat Mandapam, New Delhi. Shri Ajay Bhadoo, DGFT, Government of India, addressed the gathering and emphasised the strategic significance of CETA in expanding India's footprint in the UK market. He highlighted the potential of tariff concessions, simplified market access, and enhanced participation of Indian MSMEs in global value chains. This event formed part of FIEO's continuing series of engagements aimed at building awareness and readiness among exporters for the emerging opportunities under the India–UK CETA framework.

Meanwhile, the SheTrades Hub Annual Meeting was held in London from October 7–9, 2025, where FIEO was ably represented by Dr Ajay Sahai, DG & CEO. In his address, Dr Sahai eloquently observed that women's entrepreneurship and leadership are not merely about empowerment but symbolise a deeper societal transformation shaping the vision of Viksit Bharat. He underlined how growing confidence and financial inclusion among women entrepreneurs mark a fundamental shift in India's development narrative.

In this month's issue of FIEO News, we are delighted to feature an insightful special article on "India–Czech Republic Trade and Investment Opportunities", enriched with valuable perspectives from Shri Raveesh Kumar, Ambassador of India to the Czech Republic (Prague).

India's foreign trade data for September 2025 continues to demonstrate resilience amid global headwinds. Exports rose to USD 67.20 billion, up from USD 66.68 billion in September 2024, while cumulative exports for April–September 2025–26 reached USD 413.30 billion, surpassing USD 395.71 billion during the same period last year. Imports for September stood at USD 83.82 billion, resulting in a trade deficit of USD 16.61 billion. On a cumulative basis, imports during April–September 2025–26 rose to USD 472.79 billion, compared to USD 456.58 billion in FY 2024–25.

Looking ahead, FIEO urges the Government to pursue bold measures for import substitution by promoting local manufacturing, innovation, and scale, thereby enhancing India's global competitiveness. With targeted export promotion strategies and market diversification, India can broaden its global footprint and reduce dependence on a limited set of markets. The Federation continues to emphasise the urgent need for enhanced export credit at competitive rates, especially for MSMEs, which remain the backbone of our export ecosystem.

We also advocate a sustained focus on reducing logistics and compliance costs through modern infrastructure, simplified documentation, and faster refund mechanisms — steps that would significantly boost exporter confidence. Furthermore, high-value sectors such as electronics, green technologies, and processed food merit dedicated policy support for long-term value creation and employment generation. Labour-intensive sectors, currently challenged by tariff barriers in major markets, require strategic interventions to remain competitive.

Finally, we reiterate the importance of fast-tracking ongoing Free Trade Agreements with the European Union, the United Kingdom, Latin American countries, and the GCC, to expand market access, reduce trade barriers, and firmly position India as an indispensable player in global supply chains.

Together, with policy alignment, industry resilience, and continued collaboration, we can ensure that India's export growth remains strong, sustainable, and inclusive. ▪

S C Ralhan,
President, FIEO

FIEO NEWS

Vol. XLV No. 11 November 2025

Printed, Published, Edited by
Editor in Chief: Dr Ajay Sahai
on behalf of
Federation of Indian Export Organisations
'Niryat Bhawan,' Rao Tula Ram Marg,
Opp. Army Hospital R & R,
New Delhi-110057 T: 011-26150101-04
Editor: Nitesh Mishra

Printed at: **Royal Press**
B-81, Okhla Industrial Area Phase I
New Delhi 110020
T: +91 93101 32888

Editing, Design and Production by
INDIA EMPIRE Magazine
Apartment 340, Hauz Khas SFS
New Delhi-110016
M: +91-9899117477
E: sayantanc@gmail.com

FEDERATION OF INDIAN EXPORT ORGANISATIONS

(set up by the Ministry of Commerce, Government of India)

HEAD OFFICE & NORTHERN REGION

Niryat Bhawan, Rao Tula Ram Marg, Opp. Army Hospital Research & Referral,
New Delhi-110 057; T: +91-11-46042222, 26150101-04, F: +91-11-26148194, 26150077;
M: +91-9911148486; E: fieo@fieo.org, fieonr@fieo.org, ashishjain@fieo.org; W: www.fieo.org

Jaipur Chapter
303, (3rd Floor) Suryodaya Apartments, F-72
Subhash Marg, C-Scheme,
Jaipur-302001 (Rajasthan)
T: +91-141-4055591, M: +91-9982818529;
E: rajasthan@fieo.org, bhupindersingh@fieo.org

Ludhiana Chapter
SCO 17, 2nd Floor, Sector 39, Chandigarh Road,
Ludhiana-141010 (Punjab)
T: +91-161-5003600, M:+91-8968896409;
E: punjab@fieo.org, vinaysharma@fieo.org

Kanpur Chapter
C/o Merchants' Chamber of Uttar Pradesh, 14/76 Civil
Lines, Kanpur-208 001 (Uttar Pradesh)
T: +91-512-2534824, F: +91-512-3014824, M: +91-9336853127;
E: fieokanpur@fieo.org, fieokanpur@gmail.com,
aloksrivastava@fieo.org

EASTERN REGION

11/1 Sarat Bose Road, Ideal Plaza, Unit S/307 & S/309, 3rd Floor, South Block, Kolkata- 700020;
Telephone: 033-35084690,35499604, M: +91-9163938226; E: fieoer@fieo.org, dnandwani@fieo.org

Guwahati Chapter
1st Floor, H. No.23, N.N. Tower, Dr S.K. Bhuyan
Road, Dighali Pukhuri (East),
Guwahati-781001 (Assam); T:+91-361-2739888,
M: +91-9954370400; E: fieonortheast@fieo.org,
kaushikdutta@fieo.org

Bhubaneswar Chapter
Raptani Bhawan, BDA commercial Complex,
Indradhanu market, IRC Village, Nayapalli,
Bhubaneswar-751015 (Odisha)
T: +91-674-2556674/3510,
M:+91 9437226712;
E: fieobbsr@fieo.org, kksahoo@fieo.org

WESTERN REGION

Times Square, Unit No. 3A B-Wing, 4th Floor, Andheri-Kurla Road, Andheri (East), Mumbai-400059;
T:+91-22-40572222, F: 022-28392334, M: +91-9833763601; E: fieowr@fieo.org; rktiwari@fieo.org

Ahmedabad Chapter
C-701 / C-702, The First, behind Keshavbaug Party, Plot, B/
H. ITC Narmada Hotel, Nr. Shivalik High Street, Off 132'ft
Ring Road, Vastrapur, Ahmedabad-380015 (Gujarat)
T: +91-9974040606; F: +91-79-40050406;
M: +91-9898003801; E: fieoahd@fieo.org, jpgoel@fieo.org

Indore Chapter
203, Gold Arcade, 3/1, New Palasia, Near
Janjirwala Square, Indore-452001,
Madhya Pradesh; T: +91-731-4282335/336
F: +91-731-4282337; M:+91-9425688621
E: indore@fieo.org, amitkumarbaretha@fieo.org

SOUTHERN REGION

Unit No.706, Spencer Plaza, 7th Floor, 769, Anna Salai, Chennai-600 002; T: +91-44 28497766/ 28497755;
F: +91-44-28496666; M: +91-9500120259; E: fieosr@fieo.org, unni@fieo.org

Hyderabad Chapter
Shakar Bhavan, 3rd Floor,
5-10-174, Fateh Maidan Road, Hyderabad-500
004 (Telangana)
T: +91-40-23210380; F: +91-40-23210381 M:
+919848286640
E: fieohyd@fieo.org, kulkarni@fieo.org;

Coimbatore Chapter
Office No.2A 2, 2ND Floor,
No: 63, Narayanasamy Layout,
Near GKNM Hospital Signal,
P N Palayam, Coimbatore-641037 (Tamil Nadu);
T: 0422-2220414; M:+91-9677750112;
E: fieokovai@fieo.org;
swaminathan@fieo.org

Bengaluru Chapter
Jain Heights (Solus), Unit C-06, 6th Floor No, 2, 1st Cross, J C
Road, (Opposite Poornima Theatre), Bengaluru - 560002
T: +91-80-22212266/4854/4855
M: +91-9902272168; E: fieoblr@fieo.org, soma@fieo.org

Kochi Chapter
Marine Building, 1st Floor, Malabar Road, North End, Willingdon
Island, Kochi-682009 (Kerala); T: +91-484-2666116,
F: +91-484-2666117, M:+91-8547731069
E: kerala@fieo.org, rajeev@fieo.org

Andhra Pradesh Chapter
PVS Landmark, Ground Floor, APTPC, Plot No.11&12 , Industrial
Park, Mangalagiri, Guntur District, Andhra Pradesh Pin: 522503,
Land Mark: Near APIIC Towers
M: +91-9010717919
E: fieoap@fieo.org, babu@fieo.org

TABLE OF

CONTENTS

REGULARS

Highlights of India-UK Joint Statement

PM attends delegation level talks between India and United Kingdom at Mumbai, in Maharashtra on October 9, 2025

At the invitation of the Prime Minister, Mr Narendra Modi, the Rt Hon Sir Keir Starmer MP, the Prime Minister of the United Kingdom paid an official visit to India from October 8-9, 2025. Prime Minister Starmer was accompanied by a high-level delegation including Secretary of State for Business and Trade and President of the Board of Trade the Rt Hon Peter Kyle MP; Secretary of State for Scotland the Rt Hon Douglas Alexander MP; Minister for Investment Mr Jason Stockwood, and 125 CEOs, entrepreneurs, university Vice Chancellors and cultural leaders. This was Prime Minister Starmer's first official visit to India. The visit follows the visit of Prime Minister of India to the United Kingdom on 23–24 July 2025, during which both sides signed the historic India–UK Comprehensive Economic and Trade Agreement (CETA) and adopted the India–UK Vision 2035 and a Defence Industrial Roadmap.

Prime Minister Modi and Prime Minister Starmer delivered keynote addresses at the Global Fintech Fest in Mumbai on October 9, 2025. The Leaders held restricted as well as delegation-level talks in Mumbai on October 9, 2025, where they expressed satisfaction at the upward trajectory of the India-UK Comprehensive Strategic Partnership and reaffirmed common commitment to global peace, stability, and a rules-based international order. They also discussed global and regional issues of mutual interest.

Growth

The Prime Ministers welcomed the meeting of the CEO Forum in Mumbai on the sidelines of the India-UK Summit. Both leaders looked forward to the ratification of the India–UK Comprehensive Economic and Trade Agreement (CETA) as early as possible to realise its benefits.

The Prime Ministers also welcomed the resetting of the Joint Economic and Trade Committee (JETCO) which will support the governance and utilisation of the CETA and drive forward our wider trade and investment partnership. The strong business delegation accompanying UK Prime Minister demonstrated the opportunities for investment in both countries in the focus sectors of construction, infrastructure and clean energy, advanced manufacturing, defence, education, sport, culture, financial and professional business services, science, technology and innovation, consumer goods and food. The existing UK-India Infrastructure Financing Bridge (UKIIFB), between NITI Aayog and City of London Corporation, is an example of our shared ambitions for sustainable growth. Both Prime Ministers reiterated their commitment to improving connectivity and enhancing cooperation in the aviation sector and welcomed that both sides are discussing the renewal of India-UK Air Services Agreement, along with other aviation related matters. This provides an opportunity for both countries for closer cooperation across the aerospace sector.

> Both leaders looked forward to the ratification of the India–UK Comprehensive Economic and Trade Agreement (CETA) as early as possible to realise its benefits.

Technology and Innovation

The Prime Ministers of India and the United Kingdom reaffirmed their shared commitment to harnessing frontier technologies to drive inclusive economic growth, strengthen national security, and shape the future of global innovation. Building on the landmark Technology Security Initiative (TSI), both leaders welcomed the tangible progress made across critical and emerging technologies, including telecommunications, critical minerals, AI, and health tech.

UK–India Critical Minerals Processing and Downstream Collaboration Guild to build concrete partnerships which strengthen and diversify critical mineral supply chains and deliver investment and growth in both nations. They also announced Phase 2 of the UK-India Critical Minerals Supply Chain Observatory to expand Mineral coverage, further integrate advanced technologies, unlock new bilateral investment opportunities and establish a new satellite campus at IIT-ISM Dhanbad.

Prime Minister Starmer thanked Prime Minister Modi for the warmth and hospitality extended to him and members of his delegation. The visit reaffirmed the strong growth and positive trajectory of the India – UK Comprehensive Strategic Partnership which is built upon shared democratic values and deep and enduring bonds of friendship between the two countries. ■

CIM's Meets Trade & Industry

The Union Commerce and Industry Minister, Mr Piyush Goyal addressing the meeting. Also seen are Commerce Secretary, GoI, Mr Rajesh Agrawal and DGFT, GoI, Mr Ajay Bhadoo

The Union Commerce and Industry Minister, Mr Piyush Goyal chaired a high-level meeting with representatives from FIEO, Export Promotion Councils (EPCs) & Industry Associations across diverse sectors at Vanijya Bhawan, New Delhi on October 29, 2025.

The meeting witnessed participation from representatives of the Department of Commerce, Department of Revenue, Department for Promotion of Industry and Internal Trade (DPIIT), Export Promotion Councils, and various Industry Associations.

> Mr Piyush Goyal reaffirmed the Government's continued commitment to strengthening a facilitative trade ecosystem through ongoing initiatives for ease of doing business and the creation of enhanced global market access for Indian exporters.

During the session, the Directorate General of Foreign Trade (DGFT) and the Department of Commerce made detailed presentations on the major reforms undertaken during the first half of FY 2025–26, upcoming reform measures aimed at facilitating exports, and the export performance during the period.

The discussions focused on issues and challenges faced by the industry, achievements in export diversification, and the views and expectations of stakeholders for further promotion of exports from the country.

Mr Piyush Goyal reaffirmed the Government's continued commitment to strengthening a facilitative trade ecosystem through ongoing initiatives for ease of doing business and the creation of enhanced global market access for Indian exporters. FIEO at the meeting was represented by Mr S C Ralhan, President; Mr Arvind Goenka, Regional Chairman (NR); and Dr Ajay Sahai, DG & CEO, FIEO. FIEO

FIEO President, Mr S C Ralhan along with Mr Arvind Goenka, Regional Chairman (NR), FIEO presenting bouquet to the Union Commerce and Industry Minister

FIEO President, Mr S C Ralhan along with Mr Arvind Goenka, Regional Chairman (NR), and Dr Ajay Sahai, DG & CEO, FIEO seen during the meeting

President along with Regional Chairman (NR) and DG & CEO, FIEO commended the efforts of the Union Minister and the Ministry of Commerce and Industry in fostering a conducive trade environment and expanding market opportunities for Indian exporters.

During their intervention at the meeting they also put forward some of the key issues for the consideration of the government which included:

- Withdrawal of DCTS Benefits on Certain Indian Exports to the UK: Post-Brexit, the United Kingdom introduced the Developing Countries Trading Scheme (DCTS) to provide 65 developing countries with preferential, lower-tariff access to the UK market, thereby supporting sustainable growth. This scheme replaced the Generalised Scheme of Preferences (GSP) in June 2023.

Vide a notice dated 30th September 2025, the UK Government announced the withdrawal of DCTS benefits for certain goods exported from India and Indonesia. The withdrawal applies for a period of three years, up to 31st December 2028, and is based on the assessment that these goods are now competitive in the UK market. For India, the affected goods fall under 19 tariff chapters, namely: 11, 15, 28, 29, 42, 50–58, 62, 63, 68, 71, and 73. As a result, normal tariffs will be applicable on these goods until the India–UK Comprehensive Economic and Trade Agreement (CETA) becomes operational.

This development is already having a serious impact on order bookings for supplies to be made to the UK after 31st December 2025. While India and the UK have finalized the CETA, the agreement has not yet been operationalized, and there is currently no confirmed date for its implementation.

Consequently, with the withdrawal of DCTS benefits and uncertainty over the CETA timeline, UK buyers are reluctant to place new orders. In view of the above situation, it is proposed that the Department of Commerce may take up the matter with the UK authorities and urge them to keep the withdrawal of DCTS benefits in abeyance until the India–UK CETA becomes effective.

- Temporary Relaxation of NPA Norms for Exporters: In light of the current global trade disruptions and the cascading impact of tariff escalations—particularly by the United States—our exporting community is facing severe financial stress.

The situation poses a serious threat not only to the viability of individual exporters but also to the stability of the broader export-finance ecosystem. In this context, it is proposed that the following temporary financial relief measures be considered to safeguard the interests of exporters and maintain the momentum of India's export growth.

It is earnestly urged that the classification of exporter accounts as Non-Performing Assets (NPAs) be temporarily suspended for accounts that are otherwise standard and compliant, until December 31, 2026. This relaxation would prevent a short-term disruption—arising from external trade shocks—from snowballing into long-term structural damage for both exporters and the banking sector. Maintaining these accounts as standard will enable exporters to sustain operations and meet their international obligations without undue financial stigma or liquidity constraints.

- Moratorium on Principal and Interest Payments: It was further proposed that a moratorium be granted on both principal and interest payments for all export-related loans up to December 31, 2026.

FIEO President, Mr S C Ralhan along with Mr Arvind Goenka, Regional Chairman (NR), and Dr Ajay Sahai, DG & CEO, FIEO seen during the meeting

This moratorium should be extended without any asset downgrade or penal charges, especially for those units demonstrably affected by the ongoing US tariff escalation. Such a measure would provide the much-needed breathing space to exporters to stabilize their cash flows, manage existing orders, and rebuild trade confidence in international markets.

- Working Capital Support/inventory financing: In addition, it is requested that banks be encouraged to extend working capital support, inventory financing, and concessional credit windows to affected exporters under relaxed lending norms for a limited, clearly defined period. This will help ensure liquidity continuity, allowing exporters—particularly small and mid-sized enterprises—to remain competitive and operational during this challenging phase.

It is important to underscore that these proposals do not entail any fiscal burden on the exchequer, nor do they require capital infusion from banks. Rather, they represent prudent, temporary regulatory flexibility that will yield long-term dividends by preserving employment, protecting India's export base, and sustaining our global trade presence.

These measures will act as critical life support for thousands of exporters across key sectors including textiles, engineering goods, chemicals, plastics, handicrafts, carpets, leather, agro-products, and several others—ensuring that India's export engine continues to move forward, even in turbulent global conditions.

- Inclusion of FIEO in the Trade and Gender Equality Working Group under the India–UK CETA: It's a pleasure to inform that the Federation of Indian Export Organisations (FIEO) is presently hosting the SheTrades India Hub in collaboration with the International Trade Centre (ITC).

This global initiative aims to enhance the participation of women-led businesses in international trade and aligns with India's broader economic diplomacy and trade promotion objectives. The SheTrades India Hub assumes special significance in the context of the India–UK Comprehensive Economic and Trade Agreement (CETA), which includes a dedicated chapter on Empowering Women through Global Access.

This chapter mandates the establishment of a Trade and Gender Equality Working Group comprising representatives from both governments to advance gender-inclusive trade. Representing over 35,000 exporters across India, including thousands of women-led enterprises, FIEO possesses deep insights into the challenges and opportunities faced by women in trade. Through the SheTrades India Hub, FIEO has actively worked to enhance market access, capacity building, digital inclusion, and global integration for women entrepreneurs.

In light of the above, it is proposed that FIEO be nominated as a member of the Trade and Gender Equality Working Group under CETA. FIEO's inclusion will ensure private sector representation and facilitate greater access for women-led businesses—particularly MSMEs—to emerging markets, trade missions, policy advocacy platforms, and capacity-building programmes. Support is also being sought for this important step towards empowering women entrepreneurs and advancing gender-inclusive trade between India and the UK. ■

Meeting with Commerce Secretary & DGFT, GoI

L: FIEO President, Mr S C Ralhan along with Mr Arvind Goenka, Regional Chairman (NR), FIEO and Dr Ajay Sahai, DG and CEO, FIEO met the New Commerce Secretary, GoI, Mr Rajesh Agrawal and discussed various key issues related to the exports sector. R: FIEO President, Mr S C Ralhan along with Dr Ajay Sahai, DG and CEO, FIEO met with Mr Ajay Bhadoo, DGFT and Addl Secretary, Ministry of Commerce and Industry, GoI and discussed various key issues related to the exports sector

CETA Growth Gateway

L-R: Ms Anna Shotbolt, Deputy Trade Commissioner, British High Commission, India; Ms Vrunda Manohar Desai, Additional DGFT, CLA, New Delhi; Mr Ajay Bhadoo, Director General of Foreign Trade & Additional Secretary, Ministry of Commerce & Industry, GoI; Dr Ajay Sahai, DG & CEO, FIEO and Mr Abhishek Dev, Chairman, APEDA

Mr Ajay Bhadoo, Director General of Foreign Trade & Additional Secretary, Ministry of Commerce & Industry, Government of India has underscored the strategic significance of CETA in expanding India's footprint in the UK market. He highlighted tariff concessions, simplified market access, and the potential for Indian MSMEs to integrate more deeply with global value chains. He was speaking at an outreach event organised by FIEO jointly with the Office of the Additional Director General of Foreign Trade (DGFT), CLA, New Delhi, titled "Gateway to Growth – Harnessing Opportunities under India–UK CETA" on September 29, 2025, at Bharat Mandapam, New Delhi.

Mr Ajay Bhadoo, Director General of Foreign Trade & Additional Secretary, Ministry of Commerce & Industry, GoI addressing the participants

Mr Saket Kumar, Joint Secretary, Ministry of Commerce & Industry, provided the policy background, detailing the negotiation process and reaffirming the government's commitment to creating new opportunities for Indian exporters.

Representing the UK Government, Ms Anna Shotbolt, Deputy Trade Commissioner, British High Commission, India, described the Agreement as a "milestone in bilateral trade ties" and encouraged Indian exporters to align with sustainability and quality standards to capture premium market segments.

Ms Nidhi Mani Tripathi, Minister (Economic), High Commission of India, London, highlighted opportunities for Indian businesses in food, textiles, and services sectors.

Speaking on behalf of the exporting community, Dr Ajay Sahai, DG & CEO, FIEO, highlighted the transformative potential of CETA for Indian trade and exports. He described the Agreement as a landmark moment in India–UK trade relations, providing preferential market access across a wide range of goods and services, enabling Indian exporters to compete more effectively in one of the world's high-value markets. He emphasised that CETA goes beyond tariff reductions, offering a comprehensive framework unlocking multi-sector opportunities across manufacturing, agriculture, processed foods, textiles, engineering goods, leather, gems and jewellery, and services. Sectors with comparative advantage, particularly labour-intensive areas like textiles, leather, and footwear, are expected to gain significantly, along with high-value engineering and IT-enabled services.

Highlighting the strategic significance for MSMEs, he said the Agreement enables smaller exporters to integrate seamlessly into global value chains, expanding beyond traditional markets. He urged MSMEs to leverage digital trade tools, e-commerce platforms, and data-driven marketing strategies to connect efficiently with UK buyers and build sustainable, long-term business relationships.

On the services front, Dr Sahai highlighted enhanced mobility of professionals, simplified regulatory frameworks, and access to emerging sectors such as IT, financial services, healthcare, education, and creative industries. These provisions are expected to facilitate Indian service providers operating in the UK, while fostering partnerships, joint ventures, and knowledge exchange, strengthening India's presence in global services trade. He also stressed sustainability, quality, and compliance, urging exporters to adopt green and ethical manufacturing practices, meet UK and EU standards, and focus on premium product segments defining global competitiveness.

Dr Ajay Sahai, DG & CEO, FIEO addressing the participants

Dr Sahai encouraged exporters to diversify their export basket, explore niche categories like ethnic foods, organic produce, and ready-to-eat products, and strengthen India's image as a reliable and sustainable trading partner. On his part, Mr Abhishek Dev, Chairman, APEDA, highlighted vast potential for India's agri and processed food sector, noting duty-free access for products such as turmeric, cardamom, pepper, mango pulp, pickles, and pulses, enhancing farmers' market reach and profitability. He also pointed out new avenues for Indian exporters in niche UK markets, including ethnic foods, organic produce, and ready-to-eat products.

The programme concluded with an interactive Q&A session, during which exporters shared sector-specific queries and insights. Ms Vrunda Manohar Desai, Additional DGFT, expressed gratitude to all speakers and participants, reiterating DGFT's commitment to supporting Indian exporters in fully leveraging the benefits of India–UK CETA.

The session witnessed enthusiastic participation from over 200 exporters, reflecting strong industry interest in exploring new trade opportunities under the Agreement. ■

Karur Exporters Engaged

Mr P Gopalakrishnan, Regional Chairman (SR), FIEO & President, KTMEA delivering welcome address. Sitting on dais are Mr Swaminathan, Head, FIEO (Coimbatore Chapter); Ms Hari Priya, YP, JDGFT Office, Coimbatore and Mr M Ganesh, Asst Director (BD), India Post, Central Region, Trichy

Mr P Gopalakrishnan, Regional Chairman (SR), FIEO, and President, KTMEA, in his welcome address, said the India–UK CETA, expected by year-end, would be a significant boost for India's textile industry, especially for Karur. The elimination of tariffs would give Indian textiles duty-free access to the UK's £30–35 billion market. He was speaking at an Outreach Programme on the India–UK Comprehensive Economic and Trade Agreement (CETA) that was organised by FIEO in association with the Karur Textile Manufacturer Exporters Association (KTMEA) under the Niryat Bandhu Scheme of DGFT at Karur on October 23, 2025, and attended by around 100 exporters.

Ms Hari Priya, YP, JDGFT Office, Coimbatore, has made a detailed presentation on the CETA Agreement and highlighted category-specific advantages. MSMEs are poised for a strong uplift through duty-free access in labour-intensive sectors such as leather, textiles, gems and jewellery, furniture, and sports goods—areas where UK imports exceed USD 23 billion. She also noted that the India–UK CETA is the most comprehensive Free Trade Agreement negotiated by India.

Mr Muthaiah, Assistant Manager, APEDA Chennai, presented virtually on the benefits of the India–UK CETA for agriculture and processed food categories. He noted that the development of industries relating to scheduled products for export would be supported through financial assistance, feasibility studies, joint ventures, and subsidy schemes. Mr M Ganesh, Assistant Director (BD), India Post, Central Region, Trichy, spoke on export logistics activities through India Post. He detailed the Dak Ghar Niryat Kendra (DNK) portal—a digital platform for export declarations and shipment tracking—which ensures customs compliance, enables GST refunds, and facilitates seamless tracking for customers.

Mr Deepak R, Regional Sales (South), Amazon Global Selling, spoke on the potential of cross-border e-commerce for Indian exporters. He said India's cross-border e-commerce potential is projected to reach USD 200–300 billion by 2030, driven by digital adoption, a young population, government support, and product diversity.

Mr Swaminathan, Head, FIEO (Coimbatore Chapter), outlined the various services offered by FIEO to the export community, including training programmes, seminars, and workshops to help exporters stay current. FIEO continues to serve as a vital interface between exporters and the Government. The objective of the programme was to sensitise exporters on tapping the benefits arising out of the forthcoming India–UK CETA. He encouraged participants to prepare themselves ahead of the trade agreement's implementation to seize immediate business opportunities. He also delivered the vote of thanks. ■

View of the participants

CETA Outreach Programmes

At Guwahati: *Mr Deen Bandhu Singh, Zonal Development Commissioner, FALTA SEZ addressing the participants. Also seen are Mr Parthasarathi Ghosh, Deputy Development Commissioner, FALTA SEZ and Ms Neha Mehra, MC Member, FIEO*

FIEO in association with FALTA SEZ, organised outreach programmes on India-UK Comprehensive Economic & Trade Agreement (CETA) and its opportunities for Indian exporters at Guwahati and Bhubaneswar on October 10 and 17, 2025.

Guwahati Session ••

Mr Deen Bandhu Singh, Zonal Development Commissioner, FALTA SEZ, said that the signing of the trade agreement will result in a significant boost in bilateral economic relations, with over £1.3 billion flowing into the United Kingdom. The agreement enhances investor confidence, reduces tariffs on imports between the two countries, and reinforces India's position as the UK's second largest investor.

He further stated that the agreement grants duty-free access for 99% of Indian exports to the UK, covering key sectors such as textiles, leather, marine products, gems and jewellery, toys, engineering goods, chemicals, and automotive components. On the other hand, tariffs on UK goods, including alcoholic beverages, electric machinery, and aerospace, are significantly reduced. He also highlighted that the agreement boosts the service sector by enhancing mobility for professionals and improving access for Indian service providers in IT, finance, consulting, and joint ventures between Indian and UK companies.

> The signing of the India-UK trade agreement will result in a significant boost in bilateral economic relations.

Mr Parthasarathi Ghosh, Deputy Development Commissioner, FALTA SEZ, gave a detailed presentation on CETA. Ms Neha Mehra, MC Member, FIEO; Mr Prasanta Kumar Panda, Assistant Development Commissioner, FALTA SEZ; Mr Ajai Kumar Srivastava, FTDO, Guwahati DGFT; and Mr Kaushik Dutta, Head (North East Chapter), FIEO were also present during the session. The programme concluded with a vote of thanks by Mr Prasanta Kumar Panda, ADC, FALTA SEZ.

Bhubaneswar Session ••

During the outreach session in Bhubaneswar, Mr Abhishek Sanyal, Deputy DC FALTA SEZ, indicated that Odisha is poised for a significant surge in exports, particularly in marine products, handloom, and handicrafts sectors following CETA. Mr Sanjay Kumar Mishra, Director, DEP & M, MSME Department, Government of Odisha, informed that the state government has introduced the Odisha Export Policy-2022 and Odisha Food Processing Policy-2022. They provide incentives for participation in international trade fairs and promote export businesses. UK trade bodies offered valuable perspectives on market requirements and business-to-business engagement opportunities in the UK.

At Bhubaneswar (L-R): *Mr Kamala Sahoo, Head, FIEO (Odisha Chapter); Mr Abhishek Sanyal, Deputy Development Commissioner, FALTA, SEZ; Mr Sanjay Kumar Mishra, Director, DEP&M, Govt. of Odisha; Mr Deen Bandhu Singh, Zonal Development Commissioner, FALTA SEZ and Mr Prasanta Kumar Panda, Assistant Development Commissioner, FALTA, SEZ*

Mr Prasanta Kumar Panda, Assistant DC, FALTA SEZ, delivered the vote of thanks during the sessions and expressed optimism on the adequate utilisation of benefits rendered under India-UK CETA by the EXIM fraternity of Assam and Odisha. ■

Comprehensive Economic & Trade Agreement

Mr K Unnikrishnan, Joint Director General, FIEO (SR) addressing the participants

Mr K M Subramanian, FIEO MC Member & President, TEA giving special address

FIEO in association with the Tiruppur Exporters Association (TEA), organised an Outreach Programme on the India–UK Comprehensive Economic and Trade Agreement (CETA) – Opportunities for Indian Exporters on September 24, 2025, in Tiruppur, under the Niryat Bandhu Scheme of the DGFT. The programme was attended by around 110 exporters, and aimed to sensitise businesses—particularly from Tiruppur's strong textile base—on the emerging benefits of the upcoming India–UK CETA, expected to be finalised by the end of the year.

> India–UK CETA, expected by year-end, would be a game-changer for India's textile industry, particularly Tiruppur.

Mr N. Thirukkumaran, General Secretary, TEA, noted that the India–UK CETA would be a game-changer for India's textile industry, particularly for Tiruppur. He highlighted that the elimination of tariffs would grant Indian textiles duty-free access to the UK's £30–35 billion market, significantly enhancing export competitiveness.

Mr Unnikrishnan K, Joint Director General, FIEO (Southern Region), described the CETA as a historic achievement, the result of 15 rounds of negotiations over three years. He emphasised its relevance to Tiruppur's key export sectors such as textiles and automobiles, and pointed out that modern FTAs go beyond goods to include areas like e-commerce, climate standards, and non-tariff barriers.

Mr K M Subramanian, FIEO Managing Committee Member and President, TEA, in his special address, acknowledged that while India has entered into other FTAs, the UK agreement could have a particularly profound impact on the textile sector. He suggested that EU buyers may begin sourcing through the UK, potentially opening new trade channels for Indian exporters.

Ms Hari Priya, Young Professional, JDGFT Office, Coimbatore, delivered a detailed presentation on the agreement, explaining category-specific advantages. She highlighted that labour-intensive MSME sectors such as leather, textiles, gems and jewellery, furniture, and sports goods stand to benefit substantially from duty-free access to the UK's USD 23+ billion import market. She described the agreement as India's most comprehensive FTA to date.

Mr Shivashankar, Senior Superintendent of Post Offices (SSPO), India Post, Coimbatore, introduced the Dak Ghar Niryat Kendra (DNK) portal, a digital platform designed to support MSME exporters. The portal facilitates export declarations, shipment tracking, GST refunds, and seamless customs compliance, providing an efficient logistics solution through India Post.

Mr Deepak R, Regional Sales – South, Amazon Global Selling, spoke about the vast potential of cross-border e-commerce. He projected that India's e-commerce exports could reach USD 200–300 billion by 2030, driven by digital adoption, demographic advantages, government support, and diverse product offerings, particularly in textiles, handicrafts, and traditional goods. The session concluded with a Vote of Thanks delivered by Mr M Anand, Joint Secretary, TEA. He encouraged exporters to proactively prepare for the implementation of the agreement to capitalise on new and emerging business opportunities. ■

> CETA as a historic achievement, reached after 15 rounds of negotiation over three years.

View of the participants

CETA Export Insights

R-L: Mr Vikram Singh, President, Ambala Scientific Instruments Manufacturers Association (ASIMA) Ambala; Ms Meenu Dhiman, Assistant Director, Ministry of MSME, DFO- Karnal; Ms Arun Narula, PS & Member, Business Excellence Support Team, RA Panipat; Mr Ashish Jain, Deputy Director General & Regional Head FIEO (NR); Mr Joydeep Das, Branch Manager, ECGC, Chandigarh; Mr Sunil Dutt, Deputy Director, FIEO and Mr Prithiv Singhal, Vice-President, Ayurvedic Medicine Manufacturers Association, Ambala

Ms Heera Lala, Assistant DGFT, Panipat, has said that India became the 4th largest economy during the year 2025 and is targeted to be the 3rd largest by 2027. The recent India–UK Trade agreement is one of its kind to grant zero percent duty access to Indian exporters in the years to come. Sectors such as agro-food, marine products, pharmaceuticals, textiles, and apparel will be beneficial, augmenting the market access for IT and service professionals in the UK.

This agreement is expected to be implemented most probably within the next 6–8 months after approval from Parliamentary set-ups on both sides, she added. She was speaking at an engaging and insightful interactive session to help exporters from Haryana appraise and leverage the India–UK Comprehensive Economic & Trade Agreement (CETA). It was organised by FIEO in association with O/o DGFT, RA Panipat at Ambala, Haryana, on October 14, 2025, and attended by over 50 participants from across the state.

Apart from Ms Lala, the session was attended by Mr Joydeep Das, Branch Manager, ECGC, Chandigarh; Ms Meenu Dhiman, Assistant Director, MSME, DFO-Karnal, Haryana State; Mr Vikram Singh, President, Ambala Scientific Instruments Manufacturers Association (ASIMA); Mr Prithvi Singhal, Vice-President, Ayurvedic Medicine Manufacturers Association; and Mr Ashish Jain, Deputy Director General & Regional Head, FIEO (NR).

Ms Arun Narula, PS and Member, Business Excellence Support Team RA-Panipat, elaborated on sector-specific benefits under CETA, highlighting opportunities for goods including textiles, chemicals, pharmaceuticals, engineering and electrical products, dairy, fresh/chilled meat, and live animals. She also shared insights on services, noting that under the Market Access offer, the UK has opened 137 sub-sectors to India, while India has offered 108 sub-sectors to the UK. Key areas of interest include IT/ITeS, financial services, professional and business services, and education services, with projected growth of 15–20% annually for Indian software and IT firms.

View of the participants

Ms Dhiman outlined the strength of Haryana's MSME ecosystem, which comprises a total of 1,794,143 enterprises (Micro: 1,128,538; Small: 22,814; Medium: 1,751), out of which 890,236 are service enterprises. She discussed the diverse needs of micro, small, and medium enterprises, covering access to affordable finance, technology, marketing, branding, working capital management, and sustainability. Ms Dhiman also provided a detailed overview of the MSME Sustainable (ZED) Certification Scheme, which promotes Zero Defect, Zero Effect manufacturing. The scheme offers Bronze, Silver, and Gold certifications and financial support of up to 80% for micro, 60% for small, and 50% for medium enterprises. The certification helps MSMEs augment product quality, operational efficiency, and market credibility while adhering to environmental and safety standards.

PM Vishwakarma Scheme ••

The Pradhan Mantri Vishwakarma Scheme, launched on September 17, 2023, supports traditional artisans and craftspeople (Vishwakarmas), covering 18 traditional trades such as carpenters, blacksmiths, goldsmiths, potters, tailors, barbers, boat makers, fishnet makers, and garland makers. Artisans can register via Common Service Centres using Aadhaar biometric authentication. After a three-level verification, they receive a Vishwakarma certificate and ID card, formally recognising them as skilled professionals. It aims to enhance skills, productivity, and income of traditional artisans, integrate them into the formal economy, and preserve India's cultural craftsmanship.

On his part, Mr Das highlighted ECGC's pivotal role in supporting Indian exporters through credit risk insurance, export finance, and advisory services. He noted that outstanding receivables form a major portion of current assets for trading entities. Losses from bad debt can affect liquidity and profits. The volatile global economy and complex geopolitics necessitate covering exports against both commercial and political risks.

Mr Singh expressed his concern and optimism on the boost the Indian medical sector is expected to receive under this agreement and stressed the importance of interactive sessions with associations/industry in Ambala for tangible benefits.

Mr Jain underlined the historic trade and cultural ties between India and the United Kingdom and highlighted CETA's significance in reducing tariff and non-tariff barriers, enhancing market access, and creating new avenues for exporters across sectors. He noted that Haryana contributes nearly USD 19 billion annually to India's merchandise exports, with an export share of 4.36%, ranking 8th among Indian states, led by medical instruments, engineering goods, rice, and auto components. For districts like Karnal, known as the hub of "Scientific Instrument of India" and an emerging hub for pharmaceuticals and MSMEs, the agreement offers the opportunity to diversify exports and connect with global value chains under more favourable conditions.

The session concluded with an interactive open house where participants raised queries addressed by officials from DGFT, ECGC, MSME, and FIEO, highlighting practical ways to leverage CETA opportunities. Exporters from Ambala — including medical instruments, basmati rice, agro-processing, pharmaceuticals, and engineering — gained valuable insights into new avenues for growth in the UK market. Through initiatives like this, FIEO continues its mission to equip exporters with knowledge, guidance, and support to fully utilise trade agreements, contributing to India's goal of achieving USD 2 trillion in goods and services exports by 2030.

Mr Sunil Dutt, Deputy Director, FIEO, concluded with a vote of thanks, expressing gratitude to all participants for their engagement and valuable input. He noted FIEO's continued commitment to hand holding exporters through market intelligence, policy advocacy, and capacity-building programs to ensure Indian businesses — especially MSMEs — realise the full benefits of this landmark agreement. ■

Business Beyond India

Mr P Gopalakrishnan, Regional Chairman (SR), FIEO & Executive Director, BNI Karur addressing the participants

FIEO, in collaboration with BNI Karur, organised an Export Awareness Programme titled "Business Beyond India" at Karur on October 23, 2025. The event aimed to encourage entrepreneurs to explore global trade opportunities and guide them on starting and managing an export business, identifying potential products and markets, and availing government incentives for exporters. Around 60 members of the Karur BNI business community participated in the programme.

Mr P Gopalakrishnan, Regional Chairman (SR), FIEO, and Executive Director, BNI Karur, welcomed participants and said that FIEO frequently conducts such awareness programmes for new exporters. He emphasised that handling export business becomes much easier when exporters are aware of the fundamentals, such as buyer identification, product sourcing, pricing, customs clearance, and credit risk mitigation.

Mr Swaminathan, Head, FIEO (Coimbatore Chapter), presented an Introduction to Export Business, explaining step-by-step procedures to start exports. He discussed analysing export data available on the Commerce Ministry's website and Trademap, and the legal aspects to check before exporting through the Indian Trade Portal. He noted that Export Promotion Councils like FIEO play a vital role in creating awareness, providing handholding support, and helping the government design and modify policies for exporters' benefit. The Foreign Trade Policy provides both pre-shipment duty exemption schemes and post-shipment incentive scrips. The session concluded with an interactive discussion where Mr P Gopalakrishnan and Mr Swaminathan addressed participants' queries and clarified their doubts. ■

Mr Swaminathan, Head, FIEO (Coimbatore Chapter) giving presentation

View of the participants

E-Commerce Export Awareness

Mr T Dinesh, Jt Director, DIC, Mandya addressing the participants. Sitting on dais L-R: Mr Ajay Shivanal, Ecommerce Industry Expert, DHL Express (India) Pvt Ltd; Mr Sanket Manjrekar, Asst. Manager- Trade Division, RBI, Bengaluru; Mr Adarsh K, Assistant DGFT, Bangalore; Mr Some Gowda; President, Jaggery Manufacturer's Association and Ms Danisha Minu DM, Dy Director, FIEO (Karnataka Chapter)

Mr T Dinesh, Joint Director, District Industries Centre (DIC), Mandya, highlighted the Government's focus on promoting district-level products with strong regional identity for exports, citing jaggery as a key product from Mandya with significant export potential. He was speaking at an Export Outreach Programme on Cross-Border Trade through E-Commerce & Awareness on India–UK FTA (CETA) held in Mandya on September 26, 2025, organised by the Office of the Additional DGFT, Bangalore, jointly with FIEO, in partnership with DIC Mandya, DHL, and Amazon Global Selling. The programme saw participation from 99 members of the trade and industry community.

> Focussing on districts with products associated with the region for exports is a priority for the Government.

Dignitaries present at the event included Mr Adarsh K, Assistant DGFT, O/o Addl DGFT, Bangalore; Mr Some Gowda, President, Jaggery Manufacturers Association; Mr Sanket Manjrekar, Assistant Manager – Trade Division, RBI Bengaluru; Mr Ajay Shivanal, E-commerce Industry Expert, DHL Express (India) Pvt Ltd and Ms Danisha Minu DM, Deputy Director, FIEO (Karnataka Chapter), who welcomed

Mr Adarsh K, Assistant DGFT, Bangalore addressing the participants

the participants and set the context for the session.

Mr Gowda remarked that Mandya produces the finest quality jaggery and expressed confidence that digital platforms and global e-commerce networks will help local producers access international markets more effectively. Mr Adarsh K formally welcomed the gathering and invited Mr Dharmateja, Young Professional, O/o Addl DGFT Bangalore, to deliver a presentation on the Foreign Trade Policy (FTP) 2023 and the India–UK FTA (CETA), outlining the key provisions and benefits relevant to exporters.

Mr Manjrekar provided an overview of the Reserve Bank of India's organisational structure, its key functions, and regulatory aspects related to the export of goods and services, offering exporters and traders much-needed clarity on banking and compliance frameworks.

Ms Bhagya Lakshmi V, Junior Executive Assistant, FIEO (Karnataka Chapter), introduced the Federation's role in export facilitation and guided participants on how to explore the Ministry of Commerce's resources for identifying global export destinations.

She demonstrated the use of the Indian Trade Portal, covering essential trade topics from both buyer countries' perspectives—such as MFN tariffs, FTA provisions, SPS and TBT measures—and the exporter's perspective, including Foreign Trade Policy benefits, Duty Drawback, RoDTEP, GST, and the importance of holding an RCMC. She also detailed the handholding and capacity-building support FIEO offers to exporters, particularly MSMEs.

Mr Shivanal shared insights on DHL's global logistics infrastructure and support mechanisms for MSMEs engaged in cross-border trade, while Mr Saurabh Kumar, Senior Trainer & Field Marketing, Amazon Global Selling, joined virtually to highlight the opportunities available through

> Mandya District produces the best quality jaggery and e-commerce platforms will help their produce reach global markets.

Amazon's global marketplaces and digital selling tools.

The session concluded with a vote of thanks delivered by Mr Dinesh, who appreciated the collaborative effort in bringing relevant stakeholders together to explore export opportunities through both traditional and e-commerce channels, particularly for district-specific products like Mandya jaggery. ■

Comprehensive Economic & Trade Agreement

Ms Dona Ghosh, Head & Jt DGFT, Bangalore delivering welcome address. Sitting on dais L-R: Mr Adarsh K, Assistant DGFT, Bangalore; Mr Unnikrishnan K, Joint DG, FIEO; Mr Chandru Iyer, Deputy High Commissioner to Karnataka and Kerala, British High Commission and Mr Thalapathy Ram Kumar, Deputy DGFT, Bangalore

Mr Chandru Iyer, Chief Guest and Deputy High Commissioner to Karnataka and Kerala, British High Commission, and His Majesty's Deputy Trade Commissioner for Investment for South Asia, described the signing of the India–UK Comprehensive Economic and Trade Agreement (CETA) as a momentous occasion for both nations. Speaking at the Awareness and Outreach Programme on the

Mr Unnikrishnan K, Joint Director General, FIEO, delivering his remarks

India–UK Free Trade Agreement (CETA), held in Bengaluru on September 19, 2025, Mr Iyer highlighted the significance of the agreement between the world's fifth- and sixth-largest economies.

Dignitaries, apart from Mr Iyer, included Ms Dona Ghosh, Head & Joint DGFT, Bangalore; Mr Unnikrishnan K, Joint Director General, FIEO; Mr Thalapathy Ram Kumar, Deputy DGFT, Bangalore; Mr Adarsh K, Assistant DGFT and Ms Soma Chaudhury, Joint Director & Head, FIEO (Karnataka Chapter).

Mr Iyer noted that CETA is more than just a trade agreement—it is truly comprehensive in nature, setting the foundation for broader strategic collaboration. In his address as Chief Guest, Mr Iyer stated that the agreement is expected to contribute significantly to GDP growth on both sides, with projections of an additional £5 billion to the UK economy,

> "CETA is more than just a trade agreement—it is truly comprehensive in nature, setting the foundation for broader strategic collaboration."

alongside comparable gains anticipated for India.

Mr Iyer further shared that the agreement is supported by a Vision 2035 roadmap, aiming to elevate bilateral relations over the next decade. This vision is anchored on five key pillars: Technology, Defence, Security, Healthcare, Climate Sustainability.

Under the technology and security pillar, both countries will collaborate in emerging and strategic sectors such as artificial intelligence, quantum computing, semiconductors, future telecom, biotechnology, and critical minerals, along with academic partnerships.

He also highlighted significant British investments in Karnataka. Companies such as ARM, Rolls-Royce, Diageo, and NatWest Group have established Global Capability Centres (GCCs) in the state. Moreover, the University of Liverpool will open its first campus in Bengaluru, with the inaugural cohort starting next summer. Imperial College London is also set to launch a Global Innovation Centre this year, while several British schools are planning to establish a presence in the region.

On the Indian side, Mr Iyer outlined key sectors with substantial potential to boost bilateral trade. These include food processing and agricultural products, particularly oil seeds, spices (pepper, cardamom, local chillies), millets, fruits, vegetables, coconuts,

Mr Chandru Iyer, Deputy High Commissioner to Karnataka and Kerala, British High Commission delivering keynote address

mangoes, limes, and flowers such as sunflowers, jasmine, and marigolds, as well as Chikmagalur coffee.

Engineering goods, electronic items, automotive components, IT and digital services, banking and financial services, advanced manufacturing, aerospace, and

Overview of participants

textiles—with particular interest in Mysore silk.

He mentioned that UK businesses are especially keen to invest in Karnataka's textile ecosystem, including the upcoming textile parks in Mandya, Mysuru, and Tumakuru. There is also growing interest from UK firms in Karnataka's renewable energy sector.

On her part, Ms Ghosh noted that India and the United Kingdom, as the world's fourth- and sixth-largest economies respectively, share a robust trade relationship valued at USD 56 billion — comprising USD 33 billion in services and USD 23 billion in merchandise trade. She emphasised that this strong foundation paves the way for even greater collaboration under the recently concluded India–UK CETA.

Earlier, in his opening remarks, Mr Unnikrishnan emphasised the importance of a rules-based, transparent, and non-discriminatory global trade framework to enhance India's trade prospects. He noted that, for over a decade, the WTO has been relatively ineffective as a platform for trade liberalisation and market access, prompting countries across the world to pursue bilateral and regional trade agreements to safeguard their trade interests.

Highlighting the India–UK Free Trade Agreement (FTA), Mr Unnikrishnan stated that one of its most significant advantages would be that 99% of products will attract zero duty from the day the CETA comes into effect. He described the FTA as a strategic opportunity for India to expand its export base and attract higher-value investments, pointing out that the UK is one of the world's leading financial markets and that India is the second-largest investor in the UK.

He also addressed the potential challenges posed by non-tariff barriers, such as technical standards and sustainability-related regulations, which could limit export opportunities—particularly for MSMEs. To address this, he affirmed that FIEO will take proactive steps to educate MSMEs on technical standards and certification requirements, ensuring they are well-prepared by the time the agreement is implemented.

Mr Adarsh delivered a detailed presentation on the India–UK Free Trade Agreement (FTA), outlining the benefits of the CETA for a wide range of sectors. These include textiles and clothing, leather and footwear, gems and jewellery, pharmaceuticals, chemicals and plastics, medical devices, agriculture and allied sectors, marine products, engineering goods, steel and articles of iron and steel, electronics and telecom, small and medium enterprises (SMEs), and trade in services. The meeting concluded with an engaging interactive session, during which participants raised several important and insightful queries. The event came to a close with a formal Vote of Thanks delivered by Mr Ram Kumar. ■

FIEO Staff Superannuates

Mr Shivphool Tejbhadur Singh, Coordinator, FIEO (WR), Mumbai being feciliated by Mr Ravikant Kapur, Vice President, FIEO

After serving the Federation with dedication and commitment for over 4 decades, Mr Shivphool Tejbhadur Singh, Coordinator, FIEO (Western Region), Mumbai has retired after completion of more than 42 years of continuous service from the Federation. His invaluable contributions, professionalism, and warmth have left a lasting impact on the organisation and his colleagues.

FIEO Management, Officers and Staff wish him a very happy, healthy and cheerful future life. ■

SheTrades Hub Annual Meeting

Dr Ajay Sahai, DG & CEO, FIEO giving presentation

Dr Ajay Sahai, DG & CEO, FIEO presenting a memento to Ms Judith Fessehaie, Head of SheTrades Initiative, ITC

Speaking at the SheTrades Hub Annual Meeting held in London, United Kingdom from October 7 to 9, 2025, Dr Ajay Sahai, DG & CEO, FIEO, mentioned that women entrepreneurship or leadership is not just about empowerment; rather, it is part of a deeper social transformation, rewriting what is possible. The improved confidence, social, and financial status mirrors a large shift in our vision for Viksit Bharat.

Day 1 ••

Sharing the highlights of SheTrades India Hub, launched six months ago, he shared the stupendous journey of the hub on Day 1. Approximately 300 Women-Led Businesses (WLBs) have registered with the India Hub, representing diverse sectors namely Agri & Processed Food, Handicraft and Handloom, Geographical Indicators (GI) products, Jewellery, Marine, Leather, Sustainable goods, logistics & waste management services, etc. The hub, with a strength of four regional coordinators based in Delhi, Mumbai, Chennai, and Kolkata, organised 14 capacity-building sessions with a focus on developing the business skills, digital skills, and export readiness of the WLBs.

Ms Juin Choudhury, Coordinator, SheTades India Hub & Assistant Director, FIEO (ER) sharing the success story of SheTrades India Hub

Dr Sahai in his presentation spoke about the collaborative approach of the India Hub, which is focused on public-private partnerships for enabling WLBs from the MSME sector in finding global audiences.

> "Women entrepreneurship or leadership is not just about empowerment; rather, it is part of a deeper social transformation, rewriting what is possible."

He also stressed the importance of financial literacy and streamlining credit linkages and efficient delivery mechanisms with support from the banks. SheTrades India Hub is partnering with state and central governments, Startup Missions, and MSME departments to connect WLBs to global and regional value chains and use e-commerce platforms. Dr Sahai informed that the Hub has started discussions with the Government of Tamil Nadu for inclusive sustainable growth of WLBs in international trade.

Speaking about the recently concluded India–UK CETA, he said that Chapter 23 of CETA is a standalone chapter on gender equality, a landmark development for India's trade policy. In tandem with CETA and international collaboration, SheTrades India Hub has pushed for inclusion in the Trade & Gender Equality Working Group under Chapter 23. Regarding the Government of India's Public Procurement Policy for the MSME sector, Dr Sahai said institutional buyers (public sector & corporates) reserve a percentage of procurement for women-led enterprises. Currently, 3% is earmarked for procurement from Micro and Small Enterprises owned by women, out of the annual target of 25% procurement from the MSE sector. Aligning with the rising numbers of WLBs in India, as part of policy advocacy, he proposed increasing procurement for WLBs to 10% from 3% in the next five years.

Dr Ajay Sahai, DG & CEO, FIEO presenting a memento to Mr Juhal Ahmed, Head of Aid of Trade, Foreign, Commonwealth and Development Office, UK Government

Representatives of SheTrades Hubs along with the senior officials from ITC and FCDO

Day 1 also entailed bilateral meetings between SheTrades India Hub and the British Standards Institute, British Chamber of Commerce, London Chamber of Commerce and Industry, Embassy, and High Commission of SheTrades Hub countries in the United Kingdom.

Dr Sahai discussed the Mutual Recognition Agreement with senior officials of the British Standards Institute in connection to certification requirements and voluntary standards required by UK buyers. The day also saw presentations shared by different hubs along with leading chambers of commerce of the United Kingdom.

The following hubs gave presentations:

West Africa
- The Gambia Hub, hosted by Ministry of Trade, Industry, Regional Integration and Employment
- Ghana Hub, hosted by Ghana Export Promotion Authority
- Nigeria Hub, hosted by Nigerian Export Promotion Council

East and Southern Africa
- Kenya Hub, hosted by Absa Bank Kenya
- Mauritius Hub, hosted by EDB Mauritius
- Rwanda Hub, hosted by Private Sector Federation, Women Chamber of Entrepreneurs
- South Africa Hub, hosted by Small Enterprise Development and Finance Agency

Asia
- Bangladesh Hub, hosted by SME Foundation
- India Hub, hosted by Federation of Indian Export Organisations
- Indonesia Hub, hosted by Womanpreneur
- MENA Regional Hub, hosted by Dubai Industries and Export
- Mongolia Hub, hosted by Mongolian National Chamber of Commerce and Industry
- Philippines Hub, hosted by Department of Trade and Industry – EMB
- Sri Lanka Hub, hosted by Sri Lanka Export Development Board
- Viet Nam Hub, hosted by Vietrade

Caribbean
- Caribbean Regional Hub, hosted by Caribbean Development Bank
- Dominican Republic Hub, hosted by ProDominicana
- Trinidad & Tobago Hub, hosted by Ministry of Trade and Industry, and ExportTT

Latin America
- Argentina Hub, hosted by Agencia Argentina de Inversiones y Comercio Internacional
- Brazil Hub, hosted by Apex Brasil
- Uruguay Hub, hosted by Unión de Exportadores del Uruguay

Day 2 ••

With an objective of fostering collaboration across SheTrades Hub host institutions and developing a market access strategy leveraging the SheTrades Hubs network in the Global South, a meeting with SheTrades India Hub and senior officials from the Foreign, Commonwealth and Development Office, UK Government, and SheTrades, International Trade Centre was organised on

Day 2. Attendees included Dr Sahai; Ms Juin Choudhury, Coordinator, SheTrades India Hub and Assistant Director, FIEO (ER); Ms Judith Fessehaie, Head of SheTrades Initiative, ITC; Mr Juhal Ahmed, Head of Aid of Trade, Foreign, Commonwealth and Development Office, UK Government; Ms Michelle Kristy, Global Lead, SheTrades Hubs, ITC; and Mr Tanvir Ahmed, Senior Advisor of SheTrades Asia Hub.

The discussions were related to policy advocacy, trade facilitation role of FIEO, and challenges and opportunities for WLBs. Dr Sahai shared his vision of developing gender-responsive trade, involving leading national banks of India, and leveraging Reverse Buyer Seller Meets (RBSMs) to access and source from Indian markets.

Ms Choudhury shared the success story of SheTrades India Hub, which was ranked among the top four hubs selected from 21 hubs on Day 2. She highlighted the Hub's regional-level transnational collaboration, with eight WLBs from Mauritius and one from Ghana participating in RBSMs organised by FIEO Southern and Western Regions.

These RBSMs included well-targeted matchmaking sessions with ongoing negotiations and multiple purchase orders. SheTrades India Hub also held bilateral meetings with South Africa, Philippines, Sri Lanka, Bangladesh, Brazil, Uruguay, Nigeria, and Kenya to develop a market access strategy leveraging the SheTrades Hubs network.

Day 3 ••

The day was earmarked for Monitoring and Evaluation, where effective practices on impact measurement were discussed. ■

International Market Selection Webinar

Dr Rajendra Prasad Sharma, Professor, IIFT, Kolkata interacting with the participants

Dr Rajendra Prasad Sharma, Professor & Head, Management Development Programs, Indian Institute of Foreign Trade, Kolkata, has said that market demand for a product is dynamic and keeps changing in countries from time to time; hence, exporters should be more open to identifying new and unconventional markets. He was speaking at a Webinar on Screening, Identification and Selection of International Markets for Women Led Business organised by SheTrades India Hub and hosted by FIEO on September 23, 2025.

Further, Dr Sharma gave a detailed demonstration of various tools like ITC Trademap, Euromonitor, Hofstede, etc., and how to identify top importers for any product and the total market size of a product in any country. Identifying the country of interest is the first step for an exporter.

An exporter should diversify their risk by targeting multiple countries for their products. Yearly export growth is also an important parameter to be considered. Discussing the risk factors which influence access to a market, these can be broadly categorised into country, currency, commercial, and cultural.

The process of screening, identifying, and selecting the right market for garnering optimum opportunities requires a methodical approach. The market elimination process entails deep diving into tools like Democracy Index, Worldometer, Global Competitiveness Index, and Global Innovation Index.

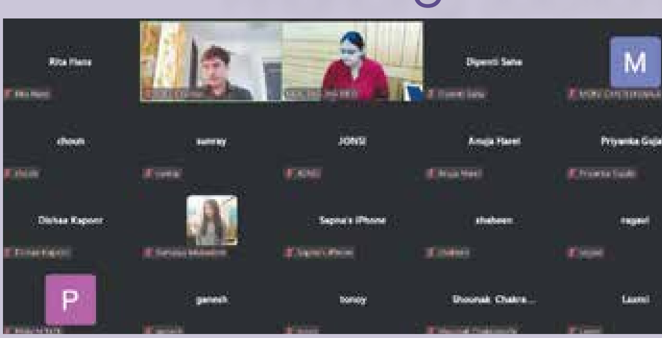
The website of the Directorate General of Commercial Intelligence and Statistics (DGCIS) is an important tool for market selection. Other ITC tools like Market Access Map, Trade Competitiveness Map, and Export Potential Map are also beneficial for identifying markets.

A key factor in any export business is to have a clear understanding and detailed knowledge of the market and products to be exported.

The selected product must be in demand in the countries where it is to be exported. Whether companies are exporting for the first time or have been in export trade for a long time, it is better to be methodical and systematic in identifying the right market, especially during this turbulent time.

This is, however, easier said than done. For a women-led business, the resources for investing in exploring a market are both limited and lacking in proper guidance and assistance. However, this can be overcome with proper planning. The session received an encouraging response from the participants. The interactive session was moderated by Ms Juin Choudhury, Coordinator, SheTrades India Hub and Assistant Director, FIEO (ER). ■

Financing Solutions in International Trade



View of the participants

Mr Satish Kumar, AGM (Forex & Trade Finance), Mid Corporate Raipur, UCO Bank, has elaborated on a wide range of topics, including pre- and post-shipment credit, buyer's and supplier's credit, factoring, forfaiting, and various export finance options available at concessional interest rates. He further discussed risk mitigation tools and credit insurance schemes offered by ECGC to safeguard exporters against commercial and political risks. He was speaking at a Virtual Awareness Session on "Financing Solutions in International Trade for Women-led Businesses" organised by FIEO in association with ITC–SheTrades on September 26, 2025.

The session aimed to empower women entrepreneurs engaged in export activities by equipping them with practical knowledge on financing opportunities, risk management tools, and government support mechanisms available for women-led enterprises. It also covered important aspects such as government schemes and incentives for women entrepreneurs, the role of banks and financial institutions in evaluating creditworthiness, and the significance of maintaining a strong credit history and rating to access trade finance more efficiently. Mr Kumar also highlighted practical aspects of preparing loan applications, understanding the life cycle of export credit, procedures related to EDPMS reporting, liquidation of packing credit, and managing EEFC accounts.

The session provided insights into regulatory guidelines by RBI, merchanting trade norms, and the importance of Letters of Credit in mitigating payment risks in international trade. The programme concluded with an interactive Q&A session, where participants' queries were addressed comprehensively. The event proved highly informative and enabled women-led businesses to gain valuable understanding of the financial ecosystem supporting exports, thereby encouraging their greater participation in global trade. ■

WEEKLY INTERACTION

#TRADE QUERIES

FIEO offers you opportunity to seek clarification on key issues related to Foreign Trade with Dr Ajay Sahai, Director General & CEO, FIEO on Zoom every Wednesday from 3 pm to 5 pm (IST). Dr Sahai has served many important offices in the Government of India in various capacities. As Jt. DGFT (Policy) from 1996 to 2003, he played an important role in formulating the Exim Policy. All you need to do is to pre-register on www.fieo.org. Excerpts from the previous Weekly Interactions on Trade Queries are reproduced here.

Dr Ajay Sahai, DG & CEO, FIEO

How is RODTEP structured to remain WTO-compliant, unlike MEIS?

RODTEP was designed following India's loss in the WTO dispute concerning MEIS, which was deemed a prohibited export-linked subsidy. To ensure compliance, RODTEP reimburses only actual, unrebated taxes and duties incurred during production and export—such as electricity duty, mandi tax, and fuel levies—rather than rewarding export performance.

The scheme is neutral and data-driven, providing duty credit scrips to offset embedded taxes. Hence, it qualifies as a remission mechanism rather than a subsidy.

What kinds of taxes and duties are covered under RODTEP, and why do they vary across sectors?

RODTEP covers indirect taxes and levies that remain unrefunded even after GST and drawback—such as power duty, VAT on fuel, mandi fees, stamp duty on export documentation, and unrebated GST on inputs from unregistered suppliers.

The extent of these embedded taxes differs across sectors: for instance, textiles and leather attract higher levies on power and logistics, while electronics and pharmaceuticals face fewer unrebated inputs, resulting in lower RODTEP rates.

What are the main limitations of RODTEP in restoring competitiveness after the withdrawal of MEIS?

RODTEP has not fully compensated for the loss of MEIS benefits. Its rates are considerably lower, several sectors were initially excluded, and the overall budget remains capped far below the actual remission requirement. Additionally, procedural complexities and delays in scrip issuance have curtailed liquidity benefits for exporters. Consequently, while the scheme is WTO-compliant, it has provided only partial relief to exporters facing margin pressures.

How do RODTEP and RoSCTL coexist without duplication of benefits?

RODTEP applies to all export sectors except apparel and made-ups, which are covered under the older RoSCTL scheme. Both aim to rebate uncredited taxes, but RoSCTL specifically addresses levies in the textile value chain and was retained for its sector-focused design. To prevent double benefits, products under RoSCTL are excluded from RODTEP coverage, though differences in calculation methods and IT systems occasionally create harmonisation issues.

How does RODTEP influence India's export pricing and trade negotiations?

By reimbursing embedded taxes, RODTEP marginally lowers exporters' cost base, thereby improving price competitiveness in global markets. More importantly, it strengthens India's position in trade negotiations and countervailing duty investigations by ensuring that export benefits are treated as neutral remissions, not subsidies. Although its financial impact is modest, RODTEP enhances India's credibility as a WTO-compliant.

What is the regulatory rationale behind the nine-month realisation period for export proceeds under FEMA, and under what circumstances can it be extended?

Under FEMA, exporters must realise and repatriate full export proceeds to India within nine months from the date of export (reduced from twelve months in normal conditions). The objective is to ensure timely inflow of foreign exchange and maintain external sector stability.

The RBI may extend this period in specific cases—such as exports by SEZ units, status-holder exporters, or transactions affected by defaults, political disruptions, or force majeure. Authorised Dealer (AD) Category-I banks also have delegated powers to grant reasonable extensions if satisfied that the delay is genuine and not indicative of capital account transactions disguised as exports.

What are the FEMA implications if export proceeds are written off by the exporter or remain unrealised beyond the permissible period?

Non-realisation of export proceeds within the prescribed period constitutes a FEMA contravention unless formally written off or condoned. AD Category-I banks may permit a write-off up to specified limits (typically 10–25% of invoice value, depending on the exporter's track record) for reasons such as buyer insolvency, quality disputes, or short-shipment. Beyond this, RBI approval is required. If the exporter neither realises proceeds nor obtains approval, it is treated as a violation, subject to compounding under FEMA's penalty provisions.

Exporters claiming benefits under schemes such as RODTEP or Drawback must proportionately adjust claims in case of any write-off.

Can export proceeds be retained abroad under FEMA, and what are the conditions for maintaining Exchange Earners' Foreign Currency (EEFC) accounts?

Yes. FEMA permits exporters to retain a portion of their export earnings in foreign currency in an EEFC account with an AD bank in India. The current framework allows 100% retention of realised export value in any freely convertible currency. This enables exporters to meet legitimate foreign exchange expenses—such as imports, overseas travel, or office maintenance—without conversion losses.

However, balances cannot be used for speculative or lending purposes, and exporters must report all transactions through their AD bank to ensure compliance with current account regulations under FEMA.

How does FEMA treat advance payments and deferred payments in export transactions, and what safeguards apply to each?

Under FEMA, advance payments from overseas buyers are permitted provided exports are completed within one year of receipt, and funds are utilised strictly for executing the order. If shipment is not made, the exporter must refund the advance immediately through normal banking channels. For deferred payments—where export proceeds are realised after shipment under buyer's credit or instalment terms—AD banks may approve arrangements up to five years, provided the export contract specifies such terms.

In both cases, RBI mandates safeguards such as KYC verification, performance guarantees, and compliance with the Export Data Processing and Monitoring System (EDPMS) to prevent misuse or capital account leakage.

How are exports of services governed under FEMA, and what role does the SOFTEX form play in ensuring compliance?

Exports of services, particularly software and IT-enabled services, fall under FEMA's current account regulations, which mandate realisation and repatriation of proceeds within nine months.

The SOFTEX form—filed electronically through the STPI or SEZ portal—is the key document certifying that an export has occurred and enabling the AD bank to report it in EDPMS. It records invoice value, service description, and client details, ensuring traceability of foreign exchange inflows. Failure to file SOFTEX within the prescribed period can amount to a FEMA contravention, even if payment is received, as the transaction remains unreported.

Can export invoices be raised and settled in Indian Rupees under FEMA, and what conditions apply for such INR invoicing?

Yes. FEMA permits export invoicing and settlement in Indian Rupees under specified conditions. RBI allows such transactions where trade is conducted with countries having special arrangements or bilateral agreements with India, or where settlement occurs through Special Rupee Vostro Accounts (SRVAs) of correspondent banks, as permitted under the July 2022 circular on rupee settlement of international trade.

Exporters must ensure that the INR payment originates from the overseas buyer's SRVA maintained with an AD bank in India and that the transaction is genuine. While such trade supports rupee internationalisation, FEMA continues to treat it as a foreign exchange transaction for compliance and reporting purposes.

How does FEMA regulate third-party payments in export transactions, and what safeguards must AD banks observe?

Third-party payments—where an entity other than the importer remits export proceeds—are permitted under FEMA, subject to specific safeguards. The arrangement must be tripartite, documented in the export contract or an approved addendum, and must not involve capital account transactions. AD Category-I banks must verify the bona fides of all parties through KYC checks, invoice matching, and banking trail verification. Payment must be received in freely convertible currency (or permitted INR settlement) and reported correctly in EDPMS. This provision accommodates complex global trade structures but is closely monitored to prevent money laundering or round-tripping.

What FEMA considerations arise when export receivables are factored or assigned to overseas entities?

Export factoring or assignment of receivables to foreign entities is permitted under FEMA but qualifies as a capital account transaction if ownership of receivables is transferred abroad. Such arrangements must comply with RBI's guidelines on Trade Credit and Export Factoring, and the foreign factor must be regulated by a recognised financial authority.

The exporter must ensure that the factoring transaction is at arm's length, reported through the AD bank, and that export proceeds are realised through approved channels. Unauthorised cross-border factoring without RBI approval could attract FEMA penalties, as it effectively alters ownership of foreign exchange claims.

What are the FEMA implications when exports are made under counter-trade or barter arrangements?

Counter-trade or barter arrangements—where exports are offset against imports without actual foreign exchange inflow—are exceptional under FEMA. The RBI permits such transactions only when covered by inter-governmental agreements or specifically approved by the DGFT and Ministry of Commerce. In such cases, exporters must route documentation through their AD bank and maintain full records demonstrating value parity between exports and imports. As no foreign exchange passes through normal banking channels, these transactions are closely monitored to prevent misinvoicing or value transfer violations under FEMA and the Prevention of Money Laundering framework. ■

Fifth Batch Certified

Mr Vinay Sharma, Deputy Director, FIEO (Ludhiana Chapter); Mr Utpal Kumar Acharya, Joint DGFT, RA Ludhiana and Mr Sarvjit Singh, Past Regional Chairman (NR), FIEO interacting with the participating delegates

The Certification Distribution Ceremony for the Fifth Batch of the Directorate General of Foreign Trade (DGFT) and Federation of Indian Export Organisations (FIEO) Certification Programme on Exports was organised on October 15, 2025, at the Office of the Additional DGFT, Ludhiana. Mr Utpal Kumar Acharya, Joint DGFT (RA) Ludhiana, along with Mr Sarvjit Singh, Regional Chairman (Past) NR, FIEO, joined the ceremony as Chief Guests. Certificates were distributed to around 30 participants who successfully completed this month-long course.

> This is a first-of-its-kind initiative taken across the country with an objective to hand-hold and spread awareness among aspiring entrepreneurs.

While interacting with the participants, Mr Acharya said, "This is a first-of-its-kind initiative undertaken across the country with the objective of hand-holding and spreading awareness among aspiring entrepreneurs, start-ups, and seasoned exporters about various facets of the export process and the support extended by government and other agencies to promote exports. Previously, four batches were successfully conducted, with three held in Ludhiana and one in Amritsar.

Group photo of participants

"Some participants from these batches have already launched their own ventures. Such courses are conducted free of cost through DGFT Offices under the Government of India's Niryat Bandhu Scheme, and I am pleased to share that the DGFT Ludhiana Office was the first in India to lead and start this informative course in association with FIEO. We have received an overwhelming response from participants of the fifth batch, and I am hopeful that some will go on to establish their own start-ups and businesses."

Addressing the participants, Mr Singh said, "Exports play a pivotal role in driving global economic growth. They empower individuals and businesses to explore and serve diverse international markets. Every country offers incentives to its exporters to increase its share in global trade and become a key player in the global supply chain. Exports also generate employment through the industrialisation needed to meet the growing demand of global consumers.

> FIEO has been working tirelessly to bridge the gap between the export community and the government.

"The Government of India is focusing on increasing India's share in the global value chain by introducing new schemes such as One District One Product (ODOP) and the Production Linked Incentive (PLI) Scheme, which may act as game changers for Indian exports. FIEO continues to promote exports by creating a supportive ecosystem, bridging the gap between exporters and the government, and ensuring awareness of policy initiatives.

Through capacity-building programmes, trade delegations, and buyer-seller meets, FIEO enables exporters to explore global markets effectively. This DGFT Export Programme is highly commendable, as it will not only spread awareness of government schemes but also encourage more people to enter the export business, thereby contributing to India's economic growth and employment generation." ■

FOCUS MARKET

CZECHIA

With Inputs from Mr Raveesh Kumar, Ambassador of India to Czech Republic

India's relationship with Czechoslovakia and the present-day Czech Republic is rooted in centuries-old connections, beginning with medieval trade between the Kingdom of Bohemia and India in precious goods and spices. Key historical milestones include the opening of the Czechoslovak consulate in Bombay in 1920, visits by luminaries such as Rabindranath Tagore, Netaji Subhash Chandra Bose, and the establishment of Czech Bata Works in India during the 1930s. Formal diplomatic relations were established on 18 November 1947. After Czechoslovakia's dissolution in 1993, India quickly recognised the Czech Republic, marking the continuity of warm ties. The two countries have maintained robust engagement through frequent high-level visits and signing of numerous agreements spanning trade, defence, culture, and education.

The visit of the Czech Prime Minister, Mr Petr Fiala, to India in January 2024 imparted momentum in our bilateral relations. During the visit, a new dimension to our strong bilateral ties opened with the adoption of a statement on "Strategic Partnership on Innovation" in advancing shared interests through partnerships and joint projects in scientific research, technology development, sustainable economy, defence and security and innovative industries, including, inter alia, cooperation in the environment, energy, transport, agriculture, health and people-to-people contacts.

India–Czechia Strategic Trade and Investment Partnerships

The Indo-Czech commercial relationship stands on shared priorities in innovation, sustainability, and diversification across both mature and emerging sectors, and continues to deepen through institutional frameworks and mutual investments. The Joint Commission on Economic Cooperation (JCEC),

"In recent years, trade between India and the Czech Republic has doubled from US $2.1 billion in 2021 USD 4.1 billion in 2024."

created in 2010, acts as the central bilateral mechanism for trade development. The 12th JCEC meeting in 2023 renewed both nations' commitment to expanding cooperation in sustainability and digital innovation.

In recent years, trade between India and the Czech Republic has doubled from US $2.1 billion in 2021 USD 4.1 billion in 2024.

Year	India's Exports to CR (Million USD)	India's Imports from CR (Million USD)	Bilateral Trade (Million USD)	Growth Percentage
2020	994	562	1556	-
2021	1218	896	2114	35.86%
2022	2084	1078	3163	103.28%
2023	2510	1161	3671	135.93%
2024	3060	1126	4186	169.02%

India's exports to the Czech Republic have grown sharply, including smartphones and electronic components, medicaments (including corticosteroids), data transmission and communication equipment, air/gas guns and related instruments. Meanwhile, Czech exports to India have remained strong, led by power-driven pumps and industrial machinery, gearboxes and mechanical drive components, engine parts and spark-ignition piston engines, electrical equipment for manufacturing and transportation sectors, with significant collaboration in technology and defence sectors.

This upward trend reflects strategic efforts by both countries to diversify trade. However, there are opportunities to deepen and further diversify trade in areas of artificial intelligence, aerospace, power and renewable energy, defence and healthcare products, ICT, emerging and smart technologies, environmental protection, transport infrastructure, food processing. The EU–India free trade agreement is set to herald a new beginning in economic partnership between India and the Czech Republic.

Investment Opportunities between India-Czechia

Investment between India and Czechia has been expanding dynamically, underscored by steady growth in bilateral investment flows. Over 37 Czech companies, including Škoda Auto, Doosan Škoda Power, and Bonatrans, operate in India with investments exceeding US$283 million, focusing on automotive, engineering, and infrastructure sectors. A notable joint venture was launched in July 2025 between Tata AutoComp and the

Škoda Group for urban and high-speed rail components, contributing to India's flagship Vande Bharat project. Conversely, Indian investments in Czechia surpass US$160 million from 15 companies, generating over 3,000 jobs across sectors such as IT, life sciences, and industrial manufacturing. Prominent Indian firms like Infosys, Glenmark Pharmaceuticals, and Tata Consultancy Services have established a strong foothold. The acquisition of Vítkovice Steel by Jindal Steel International in 2025 exemplifies India's strategic investments, aiming to enhance steel production with technology upgrades and environmental sustainability.

Indian companies have significant opportunities to invest in Czechia's advanced industrial and technology-driven sectors. Key areas include automotive and electric vehicles, renewable energy, pharmaceuticals and healthcare, information technology, smart manufacturing, defence and aerospace, transport infrastructure, food processing, and environmental management. Indian firms can leverage Czechia's strategic location in Central Europe, skilled workforce, and innovation ecosystem while accessing the broader European market.

Czech companies can also explore a diverse array of investment opportunities in India's rapidly growing economy. Sectors with high potential include automotive and electric mobility, renewable energy, pharmaceuticals, information and communication technology, smart manufacturing, defence and aerospace, infrastructure, and clean technologies. India's large consumer base, expanding industrial sector, supportive government initiatives such as "Make in India," and focus on innovation and sustainability provide an attractive environment for Czech investors. In the present geo-political and geo-economic situation, both nations have the potential to attract long-term, sustainable investments that reinforce economic resilience and technological innovation.

Sectoral Opportunities for Bilateral Trade and Investment

Following sectors offer strong potential for joint ventures, technology partnerships, and sustainable investment, leveraging India's large industrial base and Czechia's advanced technological expertise:

1. Automotive & EVs: Joint development of EV platforms, batteries, and components.
2. Pharmaceuticals & Healthcare: R&D, generic drugs, medical devices.
3. IT & Digital Solutions: AI, data analytics, cybersecurity, and digital transformation.
4. Green Energy & Sustainability: Solar, wind, hydrogen, smart cities, environmental management.
5. Engineering & Smart Manufacturing: Industry 4.0, automation, precision machinery.
6. Defence & Aerospace: Co-production, technology exchange, civil and defence aviation.
7. Infrastructure & Transport: Smart mobility, logistics, and transport networks.
8. Emerging Technologies: Nanotech, biotech, and smart technologies.

The Embassy of India has shown strong commitment to deepening trade and investment relations with the Czech Republic

> "Our strategic partnerships are strengthening economic resilience and innovation between India and Czechia," said a senior Embassy official.

through dynamic initiatives and institutional collaboration. "India Meets Czechia – Let's Talk Business" a flagship platform was launched to promote sector-specific economic engagement, with the first edition in May 2025 focusing on India's fast-growing aerospace sector, followed by the second edition in October 2025 highlighting defence industry cooperation with participation from over 60 Indian and Czech companies. The upcoming third edition in November 2025 will expand the dialogue to sectors such as smart transport, smart cities, clean environment, and green energy, reflecting a forward-looking approach to bilateral growth.

Complementing this, the Indian Professionals and Entrepreneurs Forum (IPEF), established in 2024 and inaugurated at the Czech Parliament, serves as a vital networking and dialogue platform connecting Indian entrepreneurs and professionals with Czech ministries, chambers of commerce, and industry leaders. Through such initiatives, India is actively fostering stronger economic partnerships, innovation linkages, and sustainable investment opportunities with Czechia.

Exploring Business Opportunities through Trade Fairs and Delegation Visits

Between 2022 and 2025, India and the Czech Republic witnessed a surge in bilateral engagement marked by numerous high-level trade, industrial, and sectoral delegations. From the Indian side, multiple industry bodies such as ASSOCHAM, CII, EEPC India, PHDCCI, and FICCI FLO organised large-scale delegations across engineering, defence, tourism, space, hydrogen, and leather sectors. Indian representation at major Czech trade fairs—such as AMPER Expo, MSV International Engineering Fair, IDET Defence Fair, and Czech Space Week—strengthened commercial and technological collaboration. Notably, Tamil Nadu ministers led missions in MSME and tourism, ISRO and defence representatives explored aerospace and security cooperation, and India's participation in flagship expos in Brno and Prague showcased its growing industrial and innovation footprint in Central Europe. From the Czech side, several high-level business delegations, often accompanying senior officials including Foreign Minister Jan Lipavský and Minister of Industry and Trade Jozef Síkela, visited India.

These visits focused on cooperation in railways, mining, industrial technologies, environmental protection, and water management, highlighting Czechia's interest in India's growing infrastructure and manufacturing sectors. Together, these reciprocal visits reflect deepening bilateral economic engagement, expanding opportunities for trade, investment, and technology partnerships across diverse sectors.

Conclusion

India and the Czech Republic continue to build a robust economic partnership grounded in shared industrial capabilities, innovation-driven growth, and sustainability. Institutional collaboration through JCEC and cross-sector investments are fostering an ecosystem of long-term trade confidence.

Contact: Embassy of India, Commercial Wing, E-mail: fscom.prague@mea.gov.in, com2.prague@mea.gov.in, https://www.eoiprague.gov.in/ ■

Certificate in International Trade

L-R: Mr Sunil Dutt, Dy Director, FIEO; Mr Ashish Jain, DDG & Regional Head (North), FIEO; Dr Ajay Sahai, DG & CEO, FIEO; and Dr Preeti Tak, Faculty from IIFT Delhi seen during inaugural session of the certificate programme

Dr Ajay Sahai, DG & CEO, FIEO, has highlighted that international trade is undergoing unprecedented changes due to global events such as the Russia–Ukraine conflict, Israel–Hamas crisis, and rising protectionism. He noted that reciprocal tariffs of up to 50% imposed by the US are affecting Indian exporters, whereas countries like Bangladesh, Pakistan, and ASEAN members enjoy a tariff advantage of 15–20%, outpricing Indian products in the US market. He was speaking during the inaugural of a Comprehensive 5-Day Certificate Programme on International Trade that was organised by FIEO from September 8–12, 2025, at Niryat Bhawan, New Delhi. The programme hosted over 31 entrepreneurs and budding exporters from multiple states of India.

Further, Dr Sahai emphasised the need for market diversification, citing Government of India initiatives on FTAs and possible Bilateral Trade Agreements (BTAs), while underlining financial support schemes to strengthen MSMEs. He observed that recalibration of global value chains presents significant opportunities for India in sectors including pharmaceuticals, gems and jewellery, and automobiles. On his part, Mr Ashish Jain, Deputy Director General and Regional Head (North), FIEO, stated that the programme's key objective was to equip entrepreneurs and managers with a practical approach to international trade, enabling them to navigate competitive global markets and capitalise on emerging opportunities.

The programme covered more than 25 critical topics including product identification, trade finance, trade documentation, INCOTERMS, packaging and barcoding, logistics, digital marketing, e-commerce, export finance, supply chain management, currency risk management, letter of credit, export documentation, processing export orders, and government schemes and MSME initiatives for trade promotion. Leading faculty from Government Bodies such as IIFT, ECGC, Ministry of MSME, banks, and FIEO delivered practical insights and knowledge.

Dr Ajay Sahai, DG & CEO, FIEO distributing certificate to a participant. Also seen are Mr Ashish Jain, DDG & Regional Head (North), FIEO and Mr Sunil Dutt, Dy Director, FIEO

Day 1 ••

Dr Preeti Tak from IIFT explained the need to understand cultural differences between India and target markets, conduct sample surveys, and incorporate local feedback before exporting. She discussed branding as a means of showcasing product and company qualities. Dr Ashish Gupta, IIFT, elaborated on Segmentation, Targeting, and Positioning (STP) strategies for global marketing. Mr Aaqib Choudhary, IIFT, updated participants on INCOTERMS 2020 rules and trade complexities, distinguishing rules applicable for all transport versus sea/inland waterways. Mr Chirag, FIEO, presented the Indian Trade Portal (ITP) and Indian Business Portal (IBP) as digital tools to support exporters in market decisions, trade agreements, subsidies, and buyer interactions.

Day 2 ••

Dr Ram Singh, IIFT, detailed Supply Chain Management, trade logistics, containerisation, customs clearance, packing, labelling, and marking. Flt Lt Malayendu Mukherji (Retd) emphasised the critical role of CHAs in export operations. Ms Sabaha Khan, ECGC, discussed risk protection against political, commercial, and economic uncertainties. Mr Dhanajay Sharma, Joint Director, FIEO, elaborated on Certificate of Origin (CoO), preferential vs non-preferential CoOs, Rules of Origin (RoO), and methods such as CTC, RVC, cumulation, and back-to-back CoOs, including procedural steps on Trade Connect Portal.

Day 3 ••

Mr Narendra Kalra, Consultant (Retd), presented International Trade Payment Management, focusing on L/C transactions, Bank Payment Obligations (BPO), currency risk, and hedging strategies. Ms Dhriti M Pipil, IIFT,

Group photo with the participants

covered factors for export finance, eligibility, risk assessment, and operational efficiency. Ms Manisha Jha, Deputy Director, FIEO, outlined FIEO services. Dr Madhab Chakraborty from IIP discussed packaging types, international standards, and product appeal enhancement.

Day 4

Dr Pritam Banerjee, IIFT, explained Free Trade Agreements, Rules of Origin, eligibility checks, India-UAE CEPA, India-Australia ECTA, duty eliminations, market access, and case studies. Mr Yogesh Vyas, Exhibetter Worldwide, shared exhibition strategy for global marketing and lead generation. Mr Purato Dey, GS1 India, discussed global product identification standards. Mrs Sakthi S Rani, MSME-DFO, Okhla, briefed on Udyam Registration and benefits. Dr O P Wali, IIFT, highlighted the role of digital marketing in global export reach. Dr Jaspreet Kaur, Delhi School of Business, discussed e-commerce advantages for exporters, including reduced infrastructure and marketing costs.

Day 5

Dr Namita Dixit, IILM University, Gurugram briefed on Foreign Trade Policy 2023, Duty Exemption Schemes, Duty Drawback, EPCG, RoDTEP, and merchanting trade. Professor H P Singh, Expert Faculty, explained export documentation and order processing methods.

The programme concluded with participant feedback, certificate distribution, and a valedictory session addressed by Dr Sahai, who congratulated participants and encouraged ongoing engagement with FIEO. Participants hailed from Mumbai, Pune, Ahmedabad, Kaccha (Gujarat), Hyderabad, Visakhapatnam, Delhi, and Delhi NCR. Mr Sunil Dutt, Deputy Director, FIEO, coordinated the programme. ■

Focus on HFZA

Mr Ali Al Jarwan, Commercial Director, Hamriyah Free Zone; Mr Omar Al Leem, Manager (Sales), Hamriyah Free Zone Authority; Mr Habish Khalid, Head (Customer Support), Hamriyah Free Zone Authority; and Mr Rajeev M C, Asst Director, FIEO interacting with the participants

The India-UAE FTA, "CEPA", is a full and deep agreement covering Trade in Goods, Rules of Origin, Trade in Services, Technical Barriers to Trade (TBT), Sanitary and Phytosanitary (SPS) measures, Dispute Settlement, Movement of Natural Persons, Telecom, Customs Procedures, Pharmaceutical Products, Government Procurement, IPR, Investment, Digital Trade, and Cooperation in other Areas, accounting for 90% of India's exports in value terms to UAE, covering all labour-intensive sectors such as Gems and Jewellery, Textiles, Leather, Footwear, Sports Goods, Plastics, Furniture, Agricultural and Wood Products, Engineering Products, Pharmaceuticals & Medical Devices, and Automobiles. CEPA will not only help Indian exporters gain market access in the UAE but also provide wider access to the much larger Arab and African markets. Bilateral trade is projected to increase to US$ 100 billion (goods) and US$ 15 billion (services), almost doubling over the next five years.

In order to provide detailed inputs on the benefits of utilising the FTA and the facilities available at Hamriyah Free Zone (HFZ) for Indian exporters, FIEO, jointly with the HFZ Authority (HFZA), organised B2B sessions on "Explore Global Opportunities with UAE – Take your Business Globally" at Kochi on October 6–7, 2025. Mr Ali Al Jarwan, Commercial Director, HFZA; Mr Omar Al Leem, Manager Sales, HFZA; Mr Habish Khalid, Head of Customer Support, HFZA; and Mr Rajeev MC, Assistant Director, FIEO, interacted with participants and provided insights on utilising the FTA, navigating HFZ facilities, and connecting with UAE buyers. Nearly 80 participants attended the B2B sessions, representing exporters, entrepreneurs, and business leaders eager to expand their international presence. ■

Bharat Mart in Dubai

Mr Ankit Choudhary, Junior Assistant, FIEO (Ludhiana Chapter); Mr Vinay Sharma, Deputy Director, FIEO (Ludhiana Chapter); Mr Sarvjit Singh, Regional Chairman (Past) NR, FIEO; Mr Amitesh Mishra, Director (Business Development Parks & Zones), Jebel Ali Free Zone (JAFZA), Dubai and Mr Deon D'Mello, Senior Manager (Business Development), Jebel Ali Free Zone (JAFZA), Dubai

Jebel Ali Free Zone (JAFZA) in association with FIEO organised a session on "Bharat Mart at Dubai: India's gateway to the World" at Ludhiana on October 3, 2025. The session was conducted by experts from JAFZA and FIEO and attended by close to 80 delegates representing prominent business houses across Punjab State.

Mr Amitesh Mishra, Director (Business Development Parks & Zones), JAFZA, said, "The objective for organising the session is to sensitise Indian businesses about the strategic location of 'Bharat Mart', which is being managed and constructed by DP World at JAFZA. It will be a world-class trading platform for Indian companies looking for expansion in the Middle East, Europe, Africa and other regions. "Bharat Mart will offer warehousing facilities in the United Arab Emirates at very nominal charges, helping Indian exports showcase their products under one roof to target audiences. Further, the India-UAE Comprehensive Economic Partnership Agreement (CEPA) will also play a catalytic role for Indian companies looking to expand in Middle Eastern regions and integrate into a global value chain."

Continued on Page 32

Hamriyah Zone Outreach

Overview of the B2B meeting

Mr Habish Khalid, Head of Customer Support, Hamriyah Free Zone (HFZ), has highlighted that the zone offers cost-effective office and licensing solutions tailored to support aspiring entrepreneurs, noting that HFZ provides a comprehensive suite of services—from contract signing to international expansion—designed to help businesses achieve their growth objectives.

He was speaking at a B2B meeting organised by FIEO jointly with the HFZ on October 9 and 10, 2025 in Coimbatore, which was attended by participants from around 45 companies.

Other senior officials from the HFZ, including Mr Ali Al Jarwan, Commercial Director and Mr Omar Al Leem, Sales Manager participated in the event to engage directly with potential investors and exporters, showcasing the world-class infrastructure and business support systems available within the zone.

Recognised as one of the largest and fastest-growing industrial free zones in the Middle East, HFZ offers a range of facilities to suit diverse business needs. Modular warehouse units come equipped with easily accessible truck-loading docks, dedicated loading yards, forklift ramps, and ample on-site parking. The MB Zone within the area provides levelled, fenced, and gated plots of land, ideal for businesses with smaller operational footprints. All plots are ready for immediate use, allowing investors to commence operations as soon as leasing is finalised.

The HFZ officials also underlined the resilience of the UAE's economic zones, emphasising that their robust infrastructure, investor-friendly environment, and diversified commercial activities ensure long-term sustainability and business flexibility, even in the face of external challenges.

The interactive B2B meeting offered Indian exporters and businesses a valuable opportunity to explore the infrastructural advantages, regulatory support, and investment prospects available within Hamriyah Free Zone. Participants engaged in meaningful discussions, gaining practical insights into establishing and expanding operations in the UAE. ■

RAMP Export Workshop

Mr Narendra Babu, Jt Director, DIC Bengaluru Rural delivering special address. On his right are Mr Muniyappa, Executive Officer, Taluk Panchayat, Hoskote; Ms Soma Chaudhury, Head, FIEO (Karnataka Chapter); Mr Chandrappa, Asst. Director, Dept. of Agriculture, Hoskote. On his left is Mr Krishnappa B P, President, Hoskote Industries Welfare Association

Ms Soma Chaudhury, Joint Director & Head, FIEO (Karnataka Chapter), has said that the RAMP (Raising & Accelerating MSME Performance) scheme aims at addressing bottlenecks in exporting, supporting local exporters, manufacturers, farmers, FPOs, growers, planters, artisans, and others to find potential buyers outside India and promote exports. Bengaluru Rural is one of the five districts which did maximum exports in 2024–25 and has emerged as a new growth engine.

The five main products exported are electrical machinery and equipment, mineral fuels, mineral oils and products, machinery and mechanical appliances, apparel and clothing accessories, and organic chemicals. The top five countries exported to are the USA, UAE, Netherlands, UK, and Italy.

She was delivering the welcome address at the first One Day Awareness Workshop for Export Promotion and Facilitation under RAMP Scheme on October 16, 2025 at the Taluk Panchayat Office, Hoskote, that was attended by around 75 participants who included exporters, manufacturers, FPOs, and entrepreneurs.

The workshop had been organised by FIEO in association with the District Industries Centre, Bengaluru Rural and Hoskote Industries Welfare Association in the background of Chapter 3 of FTP 2023, which is Developing Districts as Export Hub, and the RAMP scheme supporting MSMEs.

FIEO has been entrusted by the Karnataka State Government to organise Export Promotion programmes in districts under the RAMP scheme for MSMEs. RAMP scheme enhances the performance of MSMEs by promoting technology upgradation, innovation, digitisation, market access, credit, greening initiatives, etc. through active participation of the State Governments.

View of the participants

Apart from Ms Chaudhury, Mr Narendra Babu, Joint Director, DIC Bengaluru Rural; Mr Krishnappa B.P, President, Hoskote Industries Welfare Association; Mr Muniyappa, Executive Officer, Taluk Panchayat, Hoskote, were on the dais. Speakers from O/o Additional DGFT, Bangalore, ECGC, Bangalore Custom House Agents Association Ltd (BCHAAL), GST Department, also gave presentations and interacted with the participants.

On his part, Mr Girish Narayan, Hon. Secretary, BCHAAL, in his presentation on Export Documentation and Logistics, explained that export documentation ensures compliance with trade regulations, facilitates smooth customs clearance, reduces risks of penalties and delays, helps in availing duty benefits and schemes, and strengthens trade transparency and accountability.

He also explained the different documents and the importance of logistics in exports. He stated that logistics represents the entire supply chain, including order handling, transportation, inventory management, handling, storage, packaging, and customs clearance. Efficient logistics management gives firms a competitive advantage through better order handling and improved cash flows.

Mr Dharmateja GP, Young Professional, O/o Additional DGFT Bangalore, said that the main role of the FTP is to provide development and regulation of foreign trade by facilitating imports into, and augmenting exports from India. He explained the role of IEC, ITC HS codes, Certificate of Origin, Free Sale and Commerce Certificates, Developing Districts as Export Hub initiatives, and incentive schemes such as Advance Authorisation, EPCD, and Status Holder Scheme. He also spoke of DGFT's role in quality complaints, trade disputes, Niryat Bandhu Scheme, and e-initiatives like e-BRC and CoO, and highlighted salient features of India–UK FTA (CETA).

Mr Rajesh K.S., Commercial Tax Officer, Commercial Tax Department, Government of Karnataka, spoke on recent GST updates and deliberations post 56th GST Council meeting, and export promotion facilitation under RAMP Scheme. He discussed GSTN initiatives and facilities for small and regular taxpayers, including E-way Bill. Mr Pawan Kumar Burman, AGM, ECGC, Bangalore, said that credit risk is the probability of financial loss due to a buyer's failure to repay dues or meet contractual obligations on time.

He explained causes of credit risk, including buyer default, business failure, death of owner, bankruptcy, insolvency, political risk, or country risk due to foreign exchange crises, war, or political turmoil. The scope of credit risk management includes identification, assessment, measurement, monitoring, control, and mitigation of potential losses, including establishing credit policies, assessing creditworthiness, monitoring profiles, and implementing strategies to reduce impact. He added that credit risk management minimises losses, enhances financial health, optimises focus on growth, builds confidence with bankers and stakeholders, and attracts investors. He further explained ECGC tools to mitigate risks.

Ms Danisha Minu DM, Deputy Director, FIEO (Karnataka Chapter), gave a presentation on Introduction to Exports, FIEO Services and India Trade Portal, and Indian Business Portal. ■

Continued from Page 30

He also added, "Bharat Mart will be a key trading hub for Indian businesses. Strategically located in Jebel Ali Free Zone (JAFZA), the facility will feature 1,500 showrooms and over 700,000 square feet of warehousing, industrial units, office spaces, and meeting facilities dedicated for women-led businesses from India. Just 11 km from Jebel Ali Port, 15 km from Al Maktoum International Airport, and with convenient access to Etihad Rail, Bharat Mart promises seamless access to the multimodal logistics network. JAFZA continues to play a key role in India-UAE bilateral trade, hosting over 2,300 Indian companies. Indian businesses can leverage JAFZA's connectivity, DP World's global network of ports, economic zones, logistics, and digital trade platforms to strengthen their international presence."

Mr Sarvjit Singh, Regional Chairman (Past) NR, FIEO, while interacting with participants, said, "Bharat Mart will act as a gateway for Indian exporters to connect with international buyers and will also offer a 'Ready-To-Use' warehousing facility, display and distribution chambers at Dubai's Jebel Ali Free Zone."

Mr Deon D'Mello, Senior Manager (Business Development), JAFZA, shared the unique value proposition of Bharat Mart as a dedicated marketplace for Indian goods, eliminating the need for exporters to set up expensive overseas offices, reducing logistics, and enabling faster access to consumers across Africa, Middle East, and Europe.

He further said, "DP World remains committed to enhancing trade by developing world-class logistics infrastructure, unlocking new markets, and supporting sustainable economic growth."

Mr Vinay Sharma, Deputy Director, FIEO (Ludhiana Chapter), shared key initiatives taken by FIEO for the promotion of exports from India. FIEO works closely with the Government of India, from the constitution of Foreign Trade Policy (FTP) plans to other initiatives enhancing India's exports by sensitising aspiring entrepreneurs and start-ups, helping them venture into exports, hand holding them, and addressing key issues via consultative processes with various agencies. FIEO collaborates with Customs, GST Department, DGFT, Banks, and State Governments through Joint Working Groups or Committees at state and national levels to address exporters' issues. ■

Intensive Trade Programme

Group photo of participants

To support capacity-building among emerging entrepreneurs and active exporters, FIEO conducted a comprehensive three-day training programme on International Trade from October 8–10, 2025.

The initiative focused on translating theoretical concepts into actionable strategies, enabling participants to gain hands-on knowledge essential for managing export-import operations in a dynamic global trade environment.

The programme offered in-depth exposure to a wide range of subjects critical to international trade, such as market and product identification, leveraging preferential trade agreements, formulating pricing structures with due consideration to cost components and margins, and understanding FEMA regulations. Sessions also covered trade finance including INCOTERMS, documentary compliance, customs clearance processes, GST-related formalities, Free Trade Agreements, FTP, and the rising potential of cross-border e-commerce.

The training was particularly beneficial for those who sought to strengthen their fundamentals while also staying abreast of current trade practices, documentation protocols, and government incentives available to Indian exporters. ■

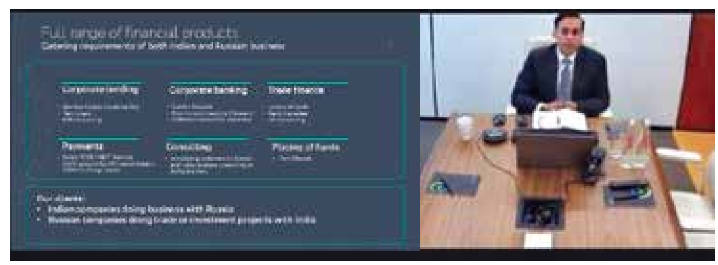
Smooth Russia Transactions

Mr Rishi Kant Tiwari, Regional Head, FIEO (WR) giving welcome address

Mr Deepankar Mehta, Director, Sberbank Mumbai, has pointed out that SberBank (Sber means Savings), founded in 1841, has a legacy of 180 years. It has the shareholding of the Government of Russia through its Ministry of Finance. Sberbank Group has more than 12,600 branches across Russia and is among the strongest brands in the world. Sberbank is not only a financial institution but also engages in technology, consultancy, information technology, and electronics. It has a corporate customer base of 3.2 million and 108.3 million retail customers in Russia, with 33% corporate loans, 45% retail funds, 56% mortgage loans, and 47% retail funds. He was speaking at a Webinar on Hassle Free Export/Import Payment from/to Russia that was organised by FIEO jointly with Sberbank on September 30, 2025.

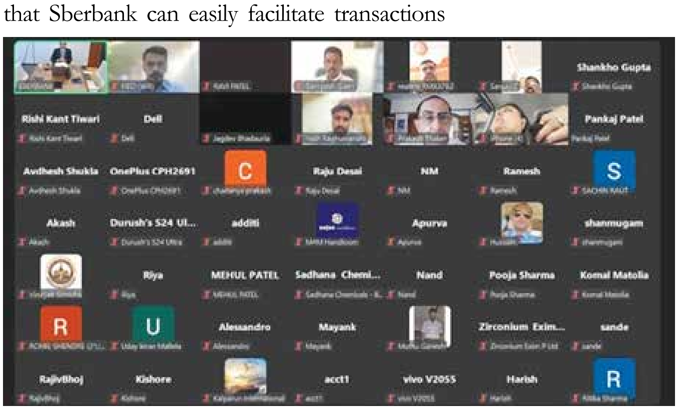
Mr Mehta further stated that Sberbank's branch in India is an RBI-regulated category one branch and a scheduled commercial bank with a full banking licence. Established in 2010, Sberbank has been in India for 14 years and recently opened its Mumbai branch. The bank acts as a guarantor of transparency and reliability in bilateral economic relations. He mentioned that Sberbank can easily facilitate transactions in INR and Rouble, supporting clients through corporate lending, corporate banking, letters of credit, trade finance, settlements, advisory, and fund deposits.

He informed that the main products exported from India to Russia include pharmaceuticals, auto parts, special machinery, chemical products, aircraft spare parts, food and alcohol, organic fertiliser components, and tourism. He also noted that trade growth between Indian and Russian businesses remains strong with no negative impact, offering multiple opportunities in logistics for imports and exports. He highlighted the benefits of the Rouble–Rupee and Rupee–Rouble payment mechanisms provided by Sberbank.



Mr Deepankar Mehta, Director, Sberbank India giving presentation

Earlier, welcoming the participants, Mr Rishi Kant Tiwari, Regional Head, FIEO (WR), stated that India has performed quite well in the first five months of this financial year and there is a growth of around 6% by scaling up the total exports to USD 349 Billion in 2025–26 from USD 329 Billion during the same period in 2024–25. Merchandise exports have also done well with a growth of around 2.5%, reaching USD 184 Billion against USD 180 Billion.



View of the participants

There is a growth of around 11% for exports from India to Russia in FY 2024–25 as India achieved exports of USD 4.8 Billion against USD 4.3 Billion in FY 2023–24. Imports have also increased from USD 61 Billion to USD 65 Billion in 2023–24. India's exports are performing well despite several challenges.

Mr Tiwari mentioned that there is a need to diversify into potential markets, and one of the very important markets is Russia. Sberbank, the largest bank from Russia operating in India, has received a Special Rupee Vostro Account from the Reserve Bank of India and also has an AD licence to operate in India. It facilitates Indian exporters in handling transactions to Russia smoothly.

There were some challenges raised by exporters and importers regarding RBI stipulations on opening current accounts, especially where any exporter or importer is availing CC/OD facility from their current bank. Realising such challenges, the Reserve Bank of India on November 17, 2023 made it more flexible, allowing maintenance of an additional current account for exports over and above the existing one to avail Special Rupee Vostro Account services.

Further, he mentioned that importers also had similar challenges, so on June 11, 2024, RBI rolled out another circular making it more liberal and convenient for importers, similar to the earlier one dated November 17, 2023. There may be several queries in the minds of participants such as how to realise export proceeds smoothly from Russia, what compliances are required, how to regularise export bills, close shipping on EDPMS, or generate e-BRCs through the new DGFT system.

The objective behind organising the session was to address such queries. For Russia, RBI has granted more than 19 approvals to different AD Banks operating in India, including Sberbank New Delhi Branch.

During the Q&A session, officials from FIEO and Sberbank answered various queries raised by exporters. The webinar concluded with a vote of thanks. ■

Export Awareness Workshop

View of the session at Samba

View of the session at Jammu

Mr Vinay Sharma, Deputy Director, FIEO (Ludhiana Chapter), provided a detailed presentation on "How to Start Export Business" during the course of "Export Awareness Workshops" that were organised across four locations—Samba, Jammu, Kathua, and Udhampur—by FIEO in association with the Jammu Kashmir Trade Promotion Organization (JKTPO) and the District Administration on October 7, 8, 9, and 10, 2025. The workshops were conducted for aspiring entrepreneurs and existing exporters from the state of Jammu & Kashmir. He discussed the economic benefits of venturing into exports and highlighted key aspects such as obtaining necessary registrations, finding overseas buyers, and utilising government support schemes like EPCG and Advance Authorisation. He also detailed strategies for finding buyers, including exhibitions, B2B delegations' overseas visits, and leveraging overseas Indian embassies. His session was well attended by close to 70 delegates from the State of Jammu and Kashmir.

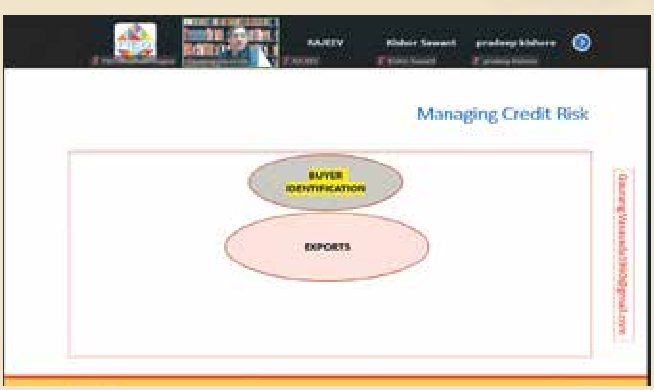
Overall, FIEO organises more than 50 international trade exhibitions worldwide every year, covering almost all kinds of products. Additionally, FIEO conducts business delegation visits to trading blocks or countries to promote India's exports, buyer-seller meets, certification programmes, export awareness sessions, and skill-development workshops for entrepreneurs wishing to venture into international trade. To address exporters' issues, FIEO works closely with departments like Customs, GST, DGFT, and Banks through various Joint Working Groups or Committees at state and national levels. The session also included live demonstrations of important websites and portals related to exports from India.

The objective of the workshops was to sensitise the participating delegates from J&K on the importance of venturing into exports and various key aspects involved in the overall export process. ■

View of the session at Kathua

View of the session at Udhampur

Credit Risk Webinar



Mr Gaurang Vasavada, Trainer and Consultant giving presentation

FIEO jointly with the ICICI Bank organised an Online Training Session on "Credit-Risk for Exporters, handling follow-up and recovery of export receivables" with required documentation on September 29, 2025.

The webinar helped participants to understand the procedures and guidelines on recovery of export receivables with required documentation in international trade. The session also guided exporters on regulatory compliances. Additionally, the webinar assisted participants in understanding tools to manage export receivables through various modes and guidelines. During the session, topics such as understanding credit risk in export trade, tools to minimise payment defaults (advance payment, Letter of Credit, insurance credit, etc.), step-by-step follow-up procedure for unpaid invoices, and proper documentation for legal recovery or insurance claims were discussed in detail.

Mr Rajeev MC, Assistant Director & Head, FIEO (Kerala Chapter), updated participants on various trade-friendly initiatives of FIEO. Mr Gaurang Vasavada, Trainer and Consultant, Forex Trade and International Banking, was the faculty for the session. Ms Linata Joshi, Subject Matter Expert (SME) – Trade Finance at ICICI Bank, also interacted with the participants. ■

Training in International Trade

View of the participants

To raise awareness and support new entrepreneurs, start-ups, and MSMEs in understanding key aspects of international trade, FIEO organised a comprehensive Online Management Training Programme on International Trade from September 15 to 24, 2025.

A total of 68 participants attended the programme, comprising entrepreneurs, MSMEs, and exporters. The training sessions were conducted by domain experts from various government departments and industry bodies. Distinguished faculty were drawn from: Office of the Additional DGFT, Bengaluru, Bengaluru Customs, ECGC, Indian Institute of Packaging, ICICI Bank, Bangalore Customs House Agents Association Ltd. (BACHAAL), Amazon, GlobalLinker, practising Chartered Accountants, International Trade Experts, FIEO.

Topics covered during the programme included: Strategies for identifying potential markets and buyers/importers, Overview of the Foreign Trade Policy 2023, incentives, DGFT portal, and Trade Connect, Role of Customs in trade facilitation, Export documentation, logistics, and export pricing, GST compliance: return filing, refund process, and LUT, Export finance, INCOTERMS, modes of payment, and managing foreign exchange risk, Credit risk management in exports, Types and standards of export packaging, Starting global exports through e-commerce platforms (with inputs from Amazon), FIEO's role in the Indian Business Portal and promotion of MSMEs, as well as the Indian Trade Portal.

Each session was supported by detailed presentations and practical case studies, followed by interactive Q&A sessions that enabled participants to clarify doubts and share insights.

The programme concluded with the distribution of certificates to all participants upon successful completion. Certificates were issued both in digital and written formats. Ms Soma Chaudhury, Joint Director & Head, Karnataka, FIEO (Karnataka Chapter), coordinated the programme and facilitated its successful execution. ■

Managing Currency Flows

View of the participants

Mr Gaurang Vasavada, Trade Finance Expert, delivered practical insights on managing currency flows and overcoming payment challenges in international trade, outlining strategies to mitigate currency and payment risks including the use of forward contracts, letters of credit, and other financial instruments. He emphasised tools to hedge against exchange rate volatility and ensure secure international transactions. He was speaking at a webinar on "Managing Currency Flows and Forex Risks by Exporters" organised by FIEO in collaboration with ICICI Bank on September 25, attended by over 150 exporters.

Ms Linata Joshi, Associate Leadership Team member at ICICI Bank, showcased financial solutions offered by the bank for the export-import sector, demonstrating ICICI Bank's Trade Online, FX Online, and Trade Emerge platforms, which enable exporters and importers to digitally track and close export bills while accessing a suite of trade finance products, supporting exporters to manage transactions more effectively in a dynamic trade environment.

Ms Selvanayagi, Joint Director, FIEO (SR), welcomed the participants and emphasised the growing importance for exporters to shield themselves against currency fluctuations and forex risks in international trade, highlighting the challenges faced by exporters in global markets due to constant currency volatility and payment uncertainties.

The session also covered regulatory and compliance navigation, counterparty risk assessment, and effective hedging strategies adapted to market dynamics, guiding exporters on monitoring currency movements and using banking solutions to streamline payment cycles in cross-border trade. Mr Vasavada further highlighted the integration of financial technology with traditional trade finance to improve efficiency and minimise exposure.

The webinar concluded with an interactive discussion during which participants posed questions related to forex hedging, banking instruments, and global payment strategies, with attendees appreciating the practical relevance of the discussions and tools demonstrated. ■

Sustainable Export Practices

Ms Harpreet Makol, Asst Dir, FIEO (WR) and Dr Shilpi Kapur, Sr VP, Environment Management Center LLP (EMC) seen

Dr Shilpi Kapur, Senior Vice President of Environment Management Center LLP (EMC), outlined how global trade dynamics are shifting in response to environmental concerns, highlighting that key international markets are implementing sustainability-linked regulations which increasingly act as non-tariff barriers. She stressed the urgent need for Indian exporters to align with these expectations to remain competitive and market-relevant.

> Key international markets are implementing sustainability-linked regulations, increasingly becoming non-tariff barriers.

Dr Kapur was speaking at a seminar on "Sustainable Export Practices & Environmental Compliance" organised by FIEO in association with EMC on October 8, 2025 in Mumbai, which was attended by 80 participants.

The session was formally initiated by Ms Harpreet Makol, Assistant Director, FIEO (WR), who welcomed the speakers and attendees, emphasising the growing significance of sustainability in global trade and noting that environmental compliance can no longer be viewed as peripheral.

She underlined FIEO's ongoing efforts to spread awareness and urged participants to engage actively with the expert panel.

Dr Ashwini Pai Panandiker, Associate Vice President, EMC, provided a detailed overview of frameworks such as Extended Producer Responsibility (EPR), carbon disclosure norms, and eco-labelling practices, noting that these are now essential compliance components across the EU, USA, and Australia. She highlighted that certifications like ISO 14001 not only enhance compliance but also build brand trust.

Both EMC speakers offered actionable insights on adopting sustainable export practices by reducing environmental impact across production, packaging, and logistics. Case studies illustrated how exporters from various sectors have maintained competitiveness while implementing greener methods. Carbon footprint management was also discussed, with Dr Pai introducing tools to calculate and minimise emissions throughout export processes.

Dr Kapur encouraged embracing circular economy models such as waste reduction, reuse, and life-cycle thinking to drive long-term sustainability in trade.

The seminar concluded with an interactive Q&A session, during which exporters raised sector-specific concerns about compliance, buyer expectations, and environmental audits. The experts responded with clarity, addressing supply chain traceability and codes of conduct in global procurement.

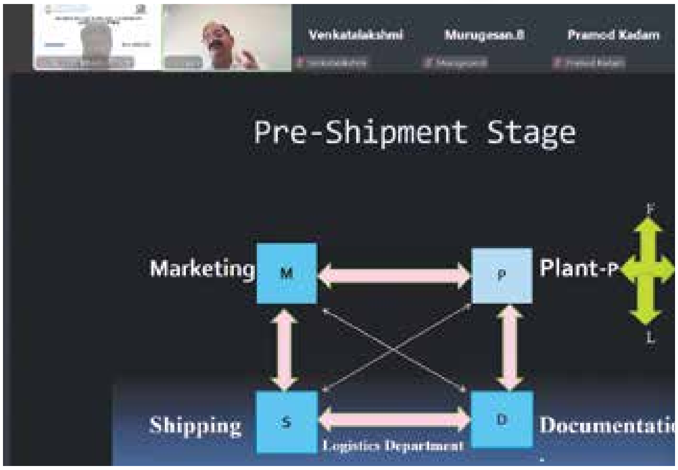
The seminar aimed to equip Indian exporters with insights into emerging international environmental regulations and practical strategies to enhance sustainability in export operations. Attendees represented sectors including Engineering Goods, Electronics, Chemicals, Pharmaceuticals, and Gems & Jewellery. Exporters appreciated the relevance of the discussion, especially given global mandates such as the EU Green Deal and Carbon Border Adjustment Mechanism (CBAM).

> EPR frameworks are now essential compliance components across the EU, USA, and Australia

Ms Rishu Mishra, Management Executive, FIEO (WR), reiterated FIEO's commitment to enabling sustainable and compliant trade and assured ongoing support through similar informative engagements. ■

View of the participants

Logistics and Shipping



Mr Shailendra Radhakrishna Binju, Faculty–International Logistics giving presentation

Mr Shailendra Radhakrishna Binju, Faculty – International Logistics, delivered a detailed presentation on "Cost Reduction Techniques in Logistics & Shipping" and emphasised the critical role of logistics in ensuring smooth supply chain functioning. He was speaking at a webinar organised by FIEO in association with AP MSME Development Commissionerate on September 25, 2025. The event aimed to equip participants with practical strategies to identify cost-saving opportunities and improve efficiency in their logistics and shipping operations. Earlier, Mr G Raghunadha Babu, Assistant Director, FIEO (AP Chapter), welcomed the speaker and participants, setting the tone for a productive and insightful session.

Mr Binju explored key elements of inbound logistics, including procurement planning, inventory management, and transport optimisation, stressing that improving management in these areas can significantly boost operational performance and contribute to measurable cost savings. His presentation offered techniques to optimise shipping and logistics expenses, such as route planning, digital integration, and regulatory compliance. He also discussed the relevance of Incoterms in international contracts, explaining how they help assign responsibilities and risks between sellers and buyers, reducing operational ambiguity, preventing disputes, and supporting cost reduction.

Participants gained practical insights into different types of ships—container vessels, bulk carriers, and tankers—and container types such as standard dry containers, reefers, and open-top containers, learning about their suitability for various cargoes and how choosing the right mode impacts cost and efficiency. The session concluded with an interactive Q&A where Mr Binju addressed participant queries and offered additional recommendations for applying cost reduction practices in real-world logistics and shipping scenarios. Mr Babu then gave a vote of thanks, expressing appreciation to the speaker and attendees for their valuable participation and contributions to the event's success. ■

Export Bills & Payments

Ms Soma Chaudhary, Jt Director & Head, FIEO (Karnataka Chapter) delivering her welcome address. Also seen are Mr Gaurang Vasavada, Trainer and Consultant, Forex, Trade and Intl. Banking and Ms Linata Joshi, Subject Matter Expert (SME)-Trade Finance, ICICI Ltd

FIEO, with support from ICICI Bank Ltd, organised a webinar on "E-commerce – Export Bills and Payments: Challenges and Resolutions within RBI Guidelines" on October 8, which saw participation from over 120 exporters and professionals from the trade community.Ms Soma Chaudhary, Joint Director & Head, FIEO (Karnataka Chapter), delivered the welcome address, highlighting various initiatives undertaken by FIEO to support e-commerce exporters and strengthen digital trade enablement through increased policy awareness and targeted capacity-building efforts.

Mr Gaurang Vasavada, Trainer and Consultant in Forex, Trade and International Banking, set the tone for the session with an insightful keynote, emphasising the expanding scope of e-commerce in international trade and the growing need to integrate digital exports with robust financial compliance frameworks. He outlined the challenges faced by exporters in managing payments within the regulatory purview of the RBI, while also touching upon opportunities to scale exports through digital platforms.

This was followed by a detailed presentation from Ms Linata Joshi, SME – Trade Finance, ICICI Bank Ltd, who showcased the range of trade-related financial solutions offered by the bank. She demonstrated how platforms like Trade Online, FX Online, and Trade Emerge enable exporters and importers to seamlessly track and close export bills, while also providing access to a comprehensive suite of trade finance tools, all integrated within a digital environment tailored for the evolving needs of the exim community. The session concluded with an engaging Q&A segment where Mr Vasavada addressed a wide array of participant queries, offering in-depth responses that helped clarify key regulatory concerns around export payments, forex management, and RBI compliance. His explanations were well received and praised for their practical relevance and clarity. The webinar ended with a vote of thanks, with participants expressing appreciation for the valuable insights shared during the session and the actionable guidance provided to help navigate the evolving landscape of digital trade and export finance. ■

RODTEP Filing & Compliance

View of the session

FIEO organised an Online Session on "Mandatory RoDTEP Filing & Compliance" on September 18, 2025. The session featured Chartered Accountants Mr Kunal Soni and Ms Amrin Alwani, Guest Speakers and Partners at Mistry & Shah LLP, along with Mr Arnab Chakraborty, Management Executive, FIEO (NR). Over 50 exporters and officials from local trade bodies participated in the session.

The session aimed to provide exporters and trade professionals with a thorough understanding of the Annual RoDTEP Return (ARR) filing process, ensuring accurate reporting of unrebated taxes and duties while preserving eligibility for RoDTEP benefits.

The experts gave a detailed overview of Mandatory RoDTEP Filing and Compliance, explaining the objective and scope of the RoDTEP Scheme, its differences from the earlier MEIS scheme, and how the rebate on duties and taxes helps enhance export competitiveness.

They provided a step-by-step demonstration of filing the Annual RoDTEP Return on the ICEGATE portal, explaining login procedures, digital signature usage, data upload formats, and validation checks. The session also covered eligibility criteria for RoDTEP benefits, treatment of shipping bills (manual and EDI), and the process for verifying RoDTEP credit scrolls and scrip generation.

The experts elaborated on data reconciliation between EDI and DGFT systems, handling error codes, and resubmission of rejected claims. Special focus was given to record maintenance and audit preparedness, along with compliance with Customs notifications, DGFT trade notices, and audit requirements. They emphasized the importance of HS code mapping accuracy, correct declaration of RoDTEP codes at the time of shipping bill filing, and timely submission within prescribed deadlines to avoid loss of benefits.

The session further covered reporting procedures for manual shipping bills,

Continued on Page 40

ATTENTION MEMBERS! HELP US TO SERVE YOU BETTER

Please let us know the changes in your contact information immediately, to help us remain in touch with you. In case of any changes, fill in the following and send it to FIEO:

1. Name of the Company: ....
2. Address: ....
3. City: ....
4. Telephone: ....
5. Fax: ....
6. E-mail: ....
7. Name of the Chief Executive: ....
8. Designation: ....
9. Name of Contact Person: ....
10. Designation: ....

Payment in International Trade

Mr Isaac Tudu, Guest Speaker giving presentation

FIEO organised the 2nd batch of its Two-Day Online Training Programme on "Terms of Payment in International Trade" on October 9–10, 2025, aimed at equipping exporters with an in-depth understanding of key international payment methods, associated risks, and best practices to safeguard financial transactions while maintaining liquidity in global trade. The session featured Mr Isaac Tudu, Guest Speaker from Tudu Financial Services, alongside Mr Arpan from FIEO, and was attended by over 45 exporters and representatives from local trade bodies.

In his welcome address, Mr Arpan extended a warm greeting to all participants, expressing appreciation for their active participation, and offered a special welcome to Mr Isaac Tudu. He introduced the speaker by highlighting his extensive experience and contributions in the field of international trade finance, setting the stage for a knowledge-rich session.

Day 1

Mr Tudu opened the session by emphasising the critical importance of selecting appropriate payment terms based on factors such as the strength of the trade relationship, working capital needs, and the country-specific risk landscape. He delivered a detailed explanation of Advance Payment and Documentary Credit (Letter of Credit – LC) transactions, guided by UCP 600 provisions.

He explained the respective roles of issuing, advising, confirming, and negotiating banks, and outlined key responsibilities of exporters and importers under LCs. Participants were guided through real-world examples of discrepancies in LC documentation and educated on common pitfalls, risk mitigation strategies, and essential pre-shipment checks, including verification of LC authenticity and the issuing bank's credibility through SWIFT MT700 message analysis.

Day 2

The second day focused on Documentary Collections—specifically Documents against Payment (DP) and Documents against Acceptance (DA)—within the framework of URC 522. Mr Tudu explained how exporters can protect their interests through precise collection instructions.

> There is a critical importance of selecting appropriate payment terms based on factors such as the strength of the trade relationship, working capital needs, and the country-specific risk landscape.

He moved on to Open Account transactions, discussing their growing preference in international trade and the risk exposure they bring. To address these risks, he introduced mitigation tools such as Standby Letters of Credit (SBLC) and ECGC export credit insurance. Additionally, the session addressed LCs issued by non-banking financial institutions and referred participants to the ICC India–FEDAI Guidance Note for safe handling of such cases.

Participants were sensitised to the risks associated with LCs issued by non-banking entities and encouraged to refer to the ICC India–FEDAI Guidance Note for safe practices. The training concluded with discussions on Open Account transactions and SBLC-backed open account arrangements, illustrating how exporters can mitigate payment risks using standby LCs and ECGC cover.

Mr Tudu also explained practical scenarios combining multiple payment terms—such as part advance, part LC or DA—to help exporters balance trust, security, and competitiveness between trading partners.The programme concluded with an engaging Q&A session, where participants raised queries related to payment delays, shipping documentation, banking practices, discrepancies in LCs, the role of freight forwarders, and how to navigate evolving policy frameworks. Mr Tudu provided detailed responses and actionable guidance, ensuring that participants left with enhanced clarity and practical knowledge. Through this focused and interactive training, exporters gained a stronger grasp of payment structuring in international trade, improved their ability to assess counterparty risk, and reinforced their compliance with global banking and regulatory standards—ultimately supporting more secure and sustainable export operations. ■

ATTENTION MEMBERS!!!

Please update your correct e-mail address with FIEO's Regional Office. Also, please include the following e-mail addresses on your mailing safelist to ensure that you receive all email communications from FIEO

fieo@fieo.org
fieonr@fieo.org
rajasthan@fieo.org
fieokanpur@fieo.org
punjab@fieo.org
fieoer@fieo.org
fieonortheast@fieo.org
fieobbsr@fieo.org
fieowr@fieo.org
fieoahd@fieo.org
indore@fieo.org
fieosr@fieo.org
fieohyd@fieo.org
fieokovai@fieo.org
fieoblr@fieo.org
kerala@fieo.org
fieoap@fieo.org
fieo@fieomail.org

Export Bills and Payments

View of the session

Mr Gaurang Vasavada, Trainer and Consultant, Forex, Trade and International Banking, outlined the flow of export documentation, from shipment to payment realization, and introduced key terms such as Bill of Exchange, Bill of Lading, Shipping Bill, and Bank Realisation Certificate (BRC) at a session on "Understanding Export Bills and Payments, EDPMS – Issues and Resolutions". It was organised by FIEO in association with ICICI Bank in virtual mode on October 9, 2025.

Mr Vasavada emphasised the importance of timely submission of export documents to AD banks as they report transactions to EDPMS maintained by the Reserve Bank of India (RBI). He further elaborated on how EDPMS enables monitoring of outstanding export proceeds, ensuring compliance with FEMA guidelines. Typical reasons for non-reconciliation, such as mismatches between shipping bills and bank entries, delayed payments, or incorrect IEC details, were discussed in depth. Participants were guided on rectification processes, including approaching AD banks for manual updates and procedures for closing unrealised cases with proper documentation. He also described integration of EDPMS with the Indian Customs EDI System (ICES) and stressed the importance of maintaining consistency across invoice values, currency, and shipping details. Several case studies were shared where exporters successfully resolved EDPMS discrepancies through proactive communication and timely submissions.

> "It is important to make timely submission of export documents to AD banks as they report transactions to EDPMS maintained by the RBI."

Mr Bhavin Joshi from ICICI Bank delivered a presentation on export and import banking solutions, notably elaborating on the Trade Online, Trade One View, and Trade Emerge platforms of the bank.

Excerpts from the interactive session highlighted the role of EDPMS in tracking export proceeds, the nine-month realisation timeline under FEMA, common mismatches, resolution through AD banks, and the linkage between EDPMS and BRC issuance. Participants gained clarity on documentation, compliance, and digital transparency to ensure smooth export payment realisation.

The session provided exporters with a holistic understanding of export bill management and EDPMS compliance. It emphasised maintaining accurate documentation, proactive coordination with AD banks, timely reporting, regular review of EDPMS data, and understanding linkages between EDPMS, Customs, and DGFT for end-to-end compliance.

The session aimed to provide exporter members with comprehensive insights into the export billing process, the role of Authorized Dealer (AD) banks, and the management of export payments through the Export Data Processing and Monitoring System (EDPMS). Discussions covered regulatory frameworks, procedural workflows, documentation requirements, and common challenges faced during settlement of export bills, understanding the lifecycle of export bills, EDPMS functionalities, and practical solutions for compliance. ■

Continued from Page 38

rectification of data mismatches, and handling discrepancies in port-wise and IEC-wise reports. Participants were also guided on the utilization of RoDTEP credits for duty payments, revalidation of expired scrips, and the impact of policy amendments and ICEGATE circulars on exporters. The session included live demonstrations, case-based examples, and best practices for ensuring error-free filing and compliance.

Earlier, in his welcome address, Mr Chakraborty introduced the speakers by highlighting their professional achievements and expertise, setting the stage for an insightful and informative session. He mentioned that, since the introduction of RoDTEP and the filing of ARR, the exporting community has faced several issues at various stages which have been flagged by FIEO at various forums including DGFT and the Ministry of Commerce.

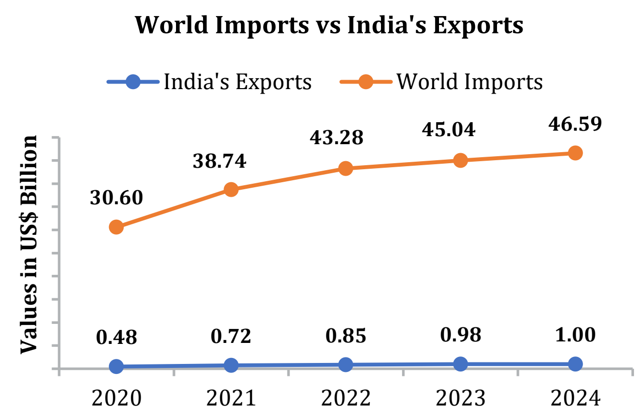
Some of FIEO's points were duly considered and addressed by Government authorities. He added that collecting and computing data for filing ARR has been challenging for many exporters and FIEO has brought these issues to the attention of DGFT, resulting in some clarifications. The FIEO policy team had also held earlier sessions to provide step-by-step guidance on the procedures. The interactive session concluded with an engaging Q&A round, where participants raised queries related to pending RoDTEP claims, system-generated errors, shipping bill revalidation, EDI data corrections, and coordination with Customs authorities for timely disbursal.

The training was highly appreciated by participants for its practical approach and clarity on operational procedures, enabling exporters to streamline their RoDTEP claim filing process and ensure smooth compliance with the latest DGFT and Customs guidelines. ■

PRODUCT ANALYSIS

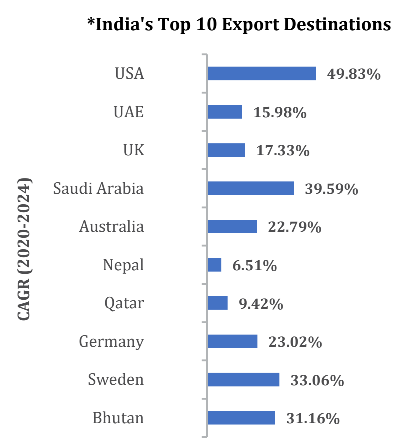
HS CODE: 730890 (STRUCTURES AND PARTS OF STRUCTURES, OF IRON OR STEEL, N.E.S. (EXCL. BRIDGES AND BRIDGE-SECTIONS, TOWERS AND LATTICE MASTS, DOORS AND WINDOWS AND THEIR FRAMES, THRESHOLDS FOR DOORS, PROPS AND SIMILAR EQUIPMENT FOR SCAFFOLDING, SHUTTERING, PROPPING OR PIT-PROPPING))

- India's export of this item grew at a CAGR of 20.52% in the last 5 years alongside a positive growth of 11.08% of global imports during the same period.
- India's exports occupied an average share of around 1.94% in global imports of the item over the last 5 years.
- It is the largest exported item under the category of 7308 (Structures and parts of structures "e.g., bridges and bridge-sections, lock-gates, towers, lattice masts, roofs, roofing frameworks, doors and windows and their frames and thresholds for doors, shutters, balustrades, pillars and columns", of iron or steel; plates, rods, angles, shapes, sections, tubes and the like, prepared for use in structures, of iron or steel (excl. prefabricated buildings of heading 9406)).
- India has around 65.77% market penetration for this item from 2020-2024.



PRESENT MARKETS
USA
Germany
UK
Australia

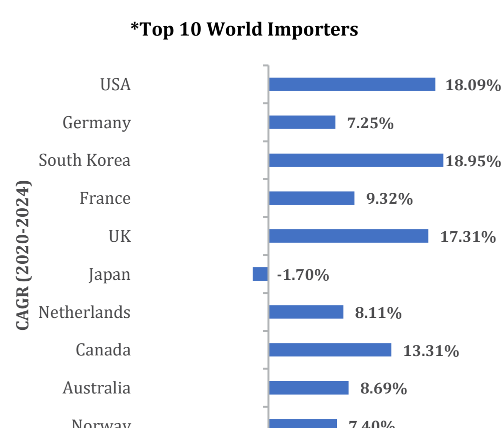
POTENTIAL MARKETS
South Korea
France
Japan
Netherlands
Canada
Norway



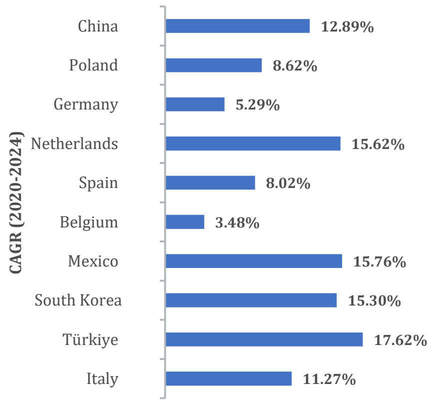
POTENTIAL OF MARKETS
(Based purely on their import as reported on ITC trade map)

COUNTRY	IMPORTS IN USD MILLION 2024		INDIA'S RANK AS SUPPLIER
	FROM WORLD	FROM INDIA	
South Korea	2105.75	0.52	18th
France	1846.83	6.67	24th
Japan	1568.99	1.86	13th
Netherlands	1468.20	3.00	27th
Canada	1083.75	7.51	13th
Norway	1036.33	3.37	26th

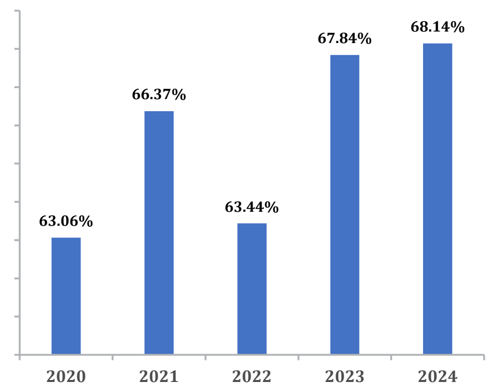
** The countries are placed in descending order in terms of their export/import value*



***Top 10 World Exporters**



Index of Market Penetration (%)



TARIFF IN POTENTIAL MARKETS

COUNTRY	HS CODE	MFN	TRADE AGREEMENT TARIFF
South Korea	7308901000, 7308909000	0%	-
France, Netherlands	7308905100, 7308905900, 7308909811, 7308909890	0%	-
Japan	730890010, 730890090	0%	-
Canada	7308900010, 7308900020, 7308900030, 7308900040, 7308900050, 7308900060, 7308900095, 7308900096, 7308900099	0%	-
Norway	73089001, 73089002, 73089003, 73089004, 73089005, 73089006, 73089007, 73089008	0 Krone per kg	India-EFTA TEPA: 0% (CTH or VNM 50%) GSP: 0% (General)

For feedback or product analysis for your product, please write at prashantseth@fieo.org

For checking country-specific corresponding product tariff data, please visit www.indiantradeportal.in

TRADE TRENDS

SEPTEMBER 2025

Major commodities with export growth/decline in September 2025 (YoY%)

(1) Engineering Goods (2.93%)
(2) Petroleum Products (15.22%)
(3) Electronic Goods (50.54%)
(4) Gems & Jewellery (0.4%)
(5) Drugs & Pharmaceuticals (2.56%)

(1) RMG of all Textiles (-10.14%)
(2) Cotton Yarn/Fabs./made-ups, Handloom Products etc. (-11.66%)
(3) Plastic & Linoleum (-11.98%)
(4) Man-made Yarn/Fabs./made-ups etc. (-2.34%)
(5) Leather & leather products (-6.11%)

Out of 30 major export commodities, 17 such commodities witnessed a positive growth which, in addition to the above Organic & Inorganic Chemicals; Rice; Marine Products; Meat, dairy & poultry products; Mica, Coal & Other Ores, Minerals including processed minerals; Ceramic products & glassware; Fruits & Vegetables; Cereal preparations & miscellaneous processed items; Iron Ore; Tea; Cashew; and Other cereals

Date of Posting 07-08/11/2025
Date of Publication: 06-07/11/2025

Delhi Postal Registration number: DL-SW-01/4083/2024-26
POSTED AT LPC DELHI RMS, DELHI-110006
RNI No. 37105/1981

TOTAL 44 PAGES INCLUDING COVER