

Guidebook for Exports in Maharashtra

Industries Department,
Government of Maharashtra



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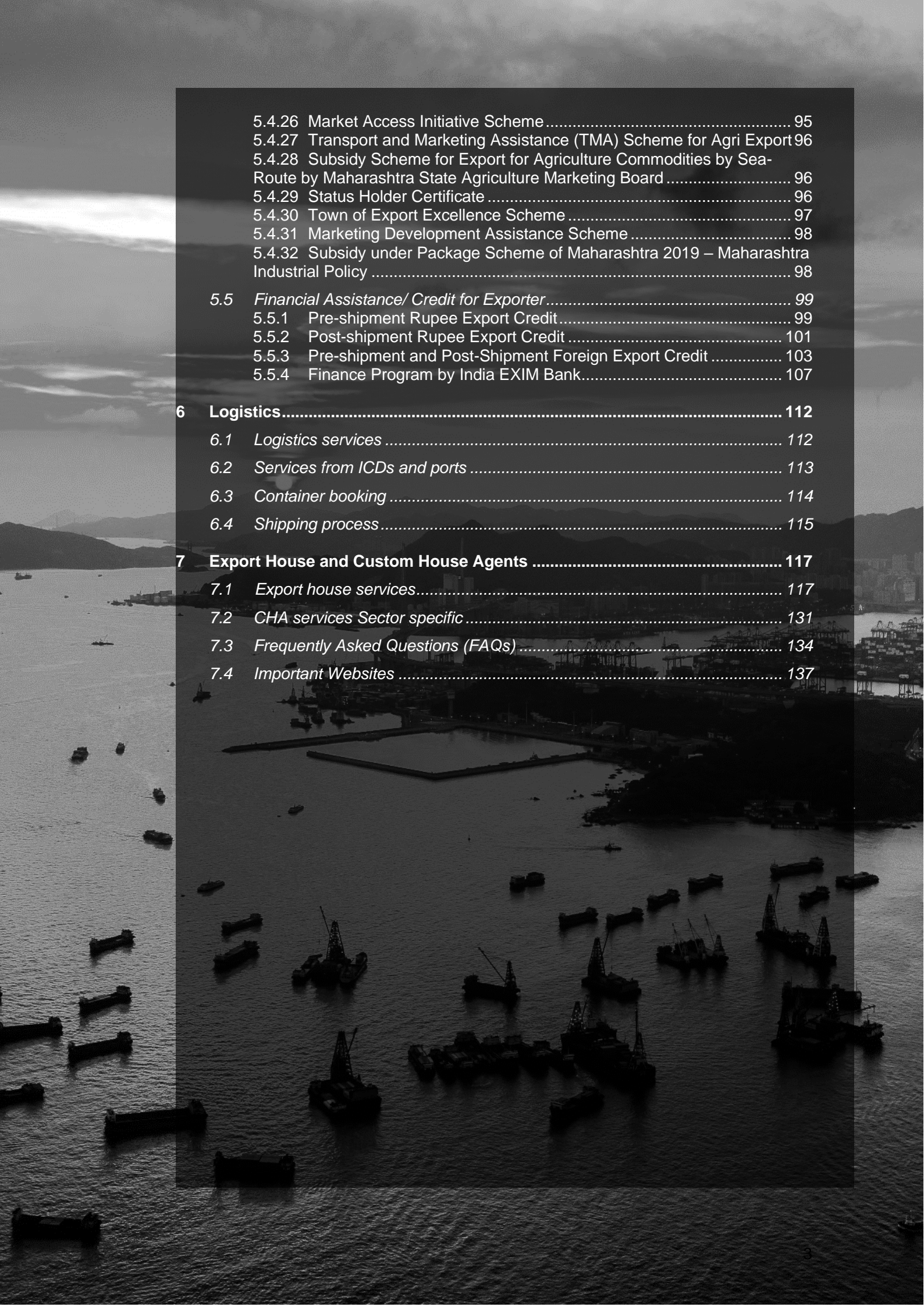
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Preamble

Exports play a major role in the economic development of any country. A developed economy is the one, which exports more than it imports. Higher exports draw more foreign remittances, create more jobs and lower the current account deficit; hence, improve the overall economic growth of the country.

Maharashtra is a state in the western and central peninsular region of India occupying a substantial portion of the Deccan Plateau. It is the second most populous state in India as well as the third-most populous country subdivision in the world. Maharashtra is bordered by the Arabian Sea to the west, the Indian states of Karnataka and Goa to the south, Telangana to the south east, Chhattisgarh to the east, Gujarat and Madhya Pradesh to the north, and the Indian Union Territories of Dadra and Nagar Haveli and Daman and Diu to the northwest.

Maharashtra is the most industrialized state in India and the state's capital, Mumbai is India's financial and commercial hub. The state has played a significant role in the country's economy in the terms of agricultural and industrial production, trade and transportation, and education. The state continues to be the single largest contributor to the national economy with a share of 12% in the country's GDP. The economy of Maharashtra is the largest in India, with a gross state domestic product (GSDP) of US \$ 300 billion and GSDP per capita of US \$2,600 for FY 2019-20.

Maharashtra a leading state for export in India till 2020 and second largest in 2021 which constitutes 22.7% of overall India's export (in 2021 Gujarat was leading state with 3.73% variation in export). The total export value of Maharashtra is USD 58.40 Bn (INR 431699.84) in FY 2020-21. The Annual Growth Rate in export from FY 2019-20 to FY 2020-21 is 37.63%. Maharashtra secured 2nd rank among all States and UTs in Export Preparedness Index (EPI) ranking 2020 published by NITI Aayog. FDI inflow in Maharashtra stood at USD 20,899.10 million between October 2019 and December 2020, the highest among all states in India. During Magnetic Maharashtra 2.0 in June 2020, the state attracted investment proposals of INR 1.13 lakh crore (USD 15.23 Bn) with expected employment of around 2.50 lakh.

The State Government is making consistent efforts towards enhancing exports in the state through initiatives like One District One Product (ODOP), outreach activities to encourage exports at district level, Export Award Scheme, subsidy for participation in international trade fairs, task force committee formation to facilitate export promotion, etc.

Based on the global export trends and in recognition of the importance of exports as an engine of economic growth, the Government of Maharashtra sees exports as a priority area for development of the State. This guideline aims to facilitate and provide guidance support to the new and existing exporters of the State for promoting international trade from Maharashtra.



1 Foreword

Maharashtra being the state with highest contribution to country's exports and maximum investment, domestic as well as FDI, secured 2nd rank among all States and UTs in Export Preparedness Index (EPI) ranking 2020 published by NITI Aayog.

To maintain State's leadership position in export front - awareness generation, export promotion and supporting new businesses oriented towards exports are important considerations for Government of Maharashtra. In this endeavor, this guidebook aims to help and sensitize entrepreneurs and businesses who wish to venture into exports.

The guidebook encompasses all the procedural aspects and answers to queries pertaining to entire export business cycle. Information ranging from how to establish an export-oriented firm, identifying buyers, complying with quality standards, qualifying for incentives under various government schemes, knowing applicable taxes and customs duties, logistics services and support from export houses and custom house agents, is being covered.

Utmost efforts have been put together in compiling this guidebook to address the challenges faced by businesses who wish to up-start in exports due to lack of awareness and information. In anticipation to provide complete information, Government of Maharashtra encourages business community to reach out to us at diexport@maharashtra.gov.in or maitri-mh@gov.in for more information and support.

20% Amongst highest contributor to India's Exports

2nd rank in Export Preparedness Index

1st rank in Policy and administrative setup

1st rank in Export Ecosystem



2 Export Procedure

To start an import export business, the business owner should have a similar business background. He/she should have a basic understanding of global finance and international relations. This shall help the entrepreneur in dealing with suppliers to sell or buy products. There should be thorough research to be performed on import and export business like knowing the tariffs, duties and rules and regulations of countries; to make future export or import relations with.

2.1 Directorate General of Foreign Trade (DGFT)

DGFT, formerly known as the Chief Controller of Imports and Exports (CCI&E), is responsible for facilitation and promotion of foreign trade through regulation. The main objective of DGFT is to promote India's export through formulating and implementing the Foreign Trade Policy.

The functions of DGFT includes –

- ▶ Formulation and implementation of various trade policies, particularly the Foreign Trade Policy.
- ▶ Formulation and implementation of promotional schemes
- ▶ Conducting research and analysis on policies
- ▶ Licensing of imports and exports
- ▶ Regulate, restrict, or prohibit exports and imports
- ▶ Play an advisory role to the Government on policy measures pertaining to national and international economic scenarios.
- ▶ Establish and control the standard norms for input and output
- ▶ To allocate the Tariff Rate Quota
- ▶ Assisting states to develop their infrastructure for exports
- ▶ Identifying towns potential for export and providing them with amenities for growth.

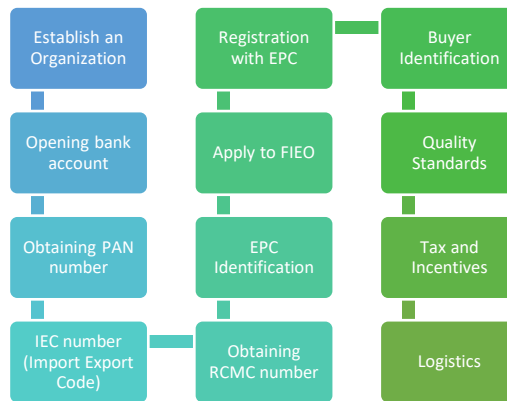
- ▶ Funding export promotion councils, industry and trade associations, agencies of state governments, etc. on their various endeavours.
- ▶ Financial aid for development in marketing and meeting expenses for matters related to trade.
- ▶ Development of Export Oriented Units, Special Economic Zones, Technology and Bio-tech parks for the purpose of importing capital goods and services at a discounted rate of customs duty.

The important roles of DGFT includes –

- ▶ Implement EXIM/ Foreign Trade Policy
- ▶ Implement Foreign Trade Procedures
- ▶ Issue IEC Code to Exporters and Importers
- ▶ Document and maintain Classification of ITC-HS Codes
- ▶ Platform for updating eBRC
- ▶ Inform about goods which can or cannot be exported freely under Export Policy Schedule 2
- ▶ Maintains SCOMET List
- ▶ Grant Export Licenses for Restricted Items
- ▶ Promote Trade
- ▶ Control DEPB Rates
- ▶ Regulate Transit of Goods
- ▶

Below are the basic points required to commence Export in INDIA

Figure 2-1 Process



Once the person has decided the Product and its Production details, he must register on below platforms to be eligible to Export.

2.2 Establish an Organization

The applicant should decide a Catchy Name with an Attractive LOGO for his company. The availability of name must be checked prior to publicity in international market. The fees and minimum valuation of company depends on nature of company decided. The details are available on “India filing “with online registration options.

Documents required for Establishing an Organization:

- ▶ Name

- ▶ Logo
- ▶ Nature of company (Proprietorship, Partnership, LLP, Public/Private limited)
- ▶ Partner details
- ▶ Registered address

Registration link: [Company Registration In India | How to Register a Company in India? - IndiaFilings](#)

2.3 Opening Bank Account

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

You can check for the list of banks you can associate with, following the link - [Reserve Bank of India - Database \(rbi.org.in\)](#)

Once the Bank is finalized, one can apply for a start-up Business Account online on the chosen bank's website. In case the online application doesn't work, it is possible to apply through the bank's branch. Collect the required Know Your Customer (KYC) documents that are required for opening the account.

2.4 Obtain PAN card

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

Step 1: Fill in the **application** form (FORM 49A) on the NSDL website.

Step 2: Select 'Firm' from the '**Application** Type' and fill in details such as company name, date of incorporation etc.

Step 3: Fill in the company registration number and income details, as well as the communication address.

Requirements:

For new PAN applications, Proof of Office Address along with Proof of residential address is to be submitted to NSDL.

Information link: [Apply for PAN \(incometaxindia.gov.in\)](#)

Direct Registration link:

<https://www.onlineservices.nsd.com/paam/endUserRegisterContact.html>

2.5 Obtain IEC number

Import & Export Code is to be obtained by the business entity for import into or export from India. Import & Export Code is popularly known as IEC number. Import & Export Code is issued by Directorate General of Foreign Trade (DGFT). IEC is a 10-digit unique number.

IEC registration certificate is mandatory for businesses who are involved in import and export.

Document Requirement:

Proprietorship

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

Partnership firm

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

LLP or Private Limited Company or Section 8 Company

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

Society or Trust

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

HUF

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

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

For detailed process guidance, you can visit below website

[IE Code Application - IndiaFilings](#)

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

2.6 Obtaining RCMC (Registration cum Membership Certificate)

Registration-Cum-Membership Certificate (RCMC) is a certificate that validates an exporter dealing with products registered with an agency/ organization that are authorized by the Indian Government. The certificate is issued for five years by the Export Promotional Councils or commodity board in India.

An individual applying for the following purposes can apply for this certificate.

- ▶ An authorization to import/ export on restricted items
- ▶ To seek benefits or concession under Foreign Trade Policy (FTP) like duty drawback, duty credit scrips, etc.

An application with the concerned Export Promotional Council (EPC) must be filed using form ANF 2C. Exporters can be registered under two categories namely, the Merchant exporter and the Manufacturing exporter. On opting the Manufacturing exporter, a proof substantiating the same must be submitted.

2.6.1 Application through EPC

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

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

Table 2-1 EPC details

Sr. No.	Name of the Council / Authority	Address	Sector	Website
1.	APEDA (Agricultural and Processed Food Products Export Development Authority)	Head Office: 3rd Floor, NCUI Building 3, Siri Institutional Area, August Kranti Marg, (Opp. Asiad Village), New Delhi-110 016, India. Tel: (91) 11 41486013, 26513204, 26513219, 26514572, 26526196/ 98, 26534186, 26534870, 26850301 Email: headq@apeda.gov.in Regional Office: 4th Floor, Unit No. 3 & 4, Banking Complex Bldg. No. II, Sector 19/A, Vashi, New Mumbai-400705, Maharashtra, India Tel: (91) 22-27840949, 27845442, 27840350 Fax: (91) 22 27842273 Email: ravindra@apeda.gov.in ppwaghmare@apeda.gov.in	Agriculture	https://apeda.gov.in
2.	MPEDA (The Marine Products Export Development Authority)	Head Office: P B No.4272, Panampilly Nagar P O Panampilly Avenue, Kochi-682036 Kerala, India Tel: (91) 484-2315098 Fax: (91) 484-2313361 Email: ho@mpeda.gov.in Regional Office: The Marine Products Export Development Authority, Regional Division, 41, Trifed Tower, 4th Floor, Plot No.3, Sector 17, CIDCO Area, Mumbai – Pune Highway, New Panvel (W), Navi Mumbai – 410206, Maharashtra, India Tel: (91) 22-27481481 Fax: (91) 22-27481482 Email: ro.mum@mpeda.gov.in rc.pan@mpeda.gov.in	Fisheries & Marine	https://mpeda.gov.in/
3.	GJEPC (The Gem and Jewellery Export Promotion Council)	Head Office: Office No. AW 1010, Tower A, G Block, Bharat Diamond Bourse, Next to ICICI Bank, Bandra-Kurla Complex, Bandra - East, Mumbai - 400 051, India Tel: (91) 22-26544600 Fax: (91) 22-26524764 Email: ho@gjepcindia.com	Gems & Jewelry	https://www.gjepc.org
4.	EEPC India (Engineering Export Promotion Council of India)	Head Office: Vanijya Bhawan, 1st Floor, International Trade Facilitation Centre 1/1, Wood Street, Kolkata-700016, West Bengal, India Tel: (91) 33-22890651 /52	Engineering & Electronics	https://www.eepcindia.org

Sr. No.	Name of the Council / Authority	Address	Sector	Website
		E-mail: eepcho@eepcindia.net Regional Office: B-202 & 220, Aurus Chambers, Annex "B", 2nd Floor, Behind Mahindra Tower, S.S. Amrutwar Marg, Worli, Mumbai- 400013 Tel: (91) 22-42125555 Fax: (91) 22-24955486 E-mail: eepcromum@eepcindia.net		
5.	ESC (Electronics & Computer Software Export Promotion Council)	Head Office: ESC House, 155 Okhla Industrial Estate – III, New Delhi 110020, India Tel: (91) 11 47480000	Electronics, Telecom, Computer, Software, and IT Enabled Services	https://www.escindia.in/
6.	EPCH (Export Promotion Council for Handicrafts)	Head Office: EPCH House, Pocket 6&7, Sector 'C', LSC, Vasant Kunj, New Delhi-110070, India. Tel: (91) 11-26135256 Fax: (91) 11-26135518 /19 Email: mails@epch.com Regional Office: C/o, The Council of EU Chambers of Commerce in India, 3rd Floor, Y. B. Chavan Centre, Gen. J. Bhosle Marg, Mumbai-400021, India Tel: (91) 22 22814796 E-Mail: mumbai@epch.com	Handicrafts	https://epch.in/
7.	AEPC (Apparel Export Promotion Council)	Head Office: Apparel House, Institutional Area Sector-44, Gurgaon Haryana-122 003 Tel: (91) 124-2708000/ 1/2/3 Fax: (91) 124- 2708004 E-mail: administrator@aepcindia.com Regional office: Marine Lines, Bajaj Bhavan, 12th Floor, Barrister Rajni Patel Marg, Nariman Point, Mumbai, Maharashtra 400001 Tel: (91) 22 22043183, 22040174 Email: aepcmumbai@aepcindia.com	Apparel	https://www.aepcindia.com
8.	CHEMEXCIL (Chemicals Export Promotion Council)	Head Office: Jhansi Castle, 4th Floor 7 Cooperage Road Mumbai-400 001, Maharashtra, India Tel: (91) 22-22021288/ 22021330 /22825861 Email: info@chemexcil.gov.in	Basic Chemical, Cosmetics & Dyes	https://chemexcil.in/

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Sr. No.	Name of the Council / Authority	Address	Sector	Website
9.	CEPC (Carpet Export Promotion Council)	Working Office: 2nd Floor, Rajiv Gandhi Handicrafts Bhawan, Baba Khark Singh Marg, New Delhi - 110001, India Tel: (91) 11-23364716, Email: info@cepc.co.in	Carpets, all types of Handmade / handmade knotted Carpets, Rugs, Floor Coverings & other allied Products	http://cepc.co.in/
10.	CEPCI (Cashew Export Promotion Council of India)	Head Office: Cashew Bhavan, Mundakkal West, Kollam 691001, Kerala, India Tel: (91) 474-2742704 E-Mail: cepci@cashewindia.org	Cashew	http://www.cashewindia.org/
11.	CAPEXIL (Chemicals and Allied Products Export Promotion Council)	Head Office: Vanijya Bhavan, International Trade Facilitation Center, 3rd Floor, 1/1 Wood Street, Kolkata-700016, West Bengal, India Tel: (91) 33-22891721 /22 /23/25 E-mail: capexil@capexil.in Regional office: Commerce Centre 4th Floor, Block No. D-17, Tardeo Road, Mumbai – 400034, Maharashtra, India. Ph: (91) 22-23523410, 23520084	Chemicals and allied products	http://www.capexil.com
12.	TEXPROCIL (The Cotton Textile Export Promotion Council)	Head Office: Engineering Centre, 5th Floor 9, Mathew Road, Mumbai 400 004, Maharashtra, India. Tel: (91) 22-23632910 /11/12 /49444000 Email: info@texprocil.org	Cotton Yarn & Sewing Thread, Cotton Fabric	www.texprocil.org
13.	CLE (Council for Leather Exports)	Head Office: 3rd Floor, CMDA Tower – II, Gandhi Irwin Bridge Road, Egmore, Chennai – 600 008, India Tel: (91) 44-28594367/ 68/ 69/70/71 E-Mail: cle@cleindia.com Regional Office: STAR HUB, Building 1, Unit No. 102, 1st Floor, Near Hotel Hyatt Regency & ITC Maratha Sahar International Airport Road, Andheri (East) Mumbai-400 099, Maharashtra, India. Tel: - (91) 22-2839 2221 Email: - cleb@cleindia.com	Leather & Leather Products	http://leatherindia.org
14.	Export Promotion Council for EOUs & SEZ Units	Head Office: 8G,8th Floor, Hansalaya Bldg., 15, Barakhamba Road, New Delhi 110001, India Tel: (91) 11-23329766/ 69	Export promotional needs of EOUs & SEZs	https://www.epces.in/

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Sr. No.	Name of the Council / Authority	Address	Sector	Website
		Fax: (91) 11-23329770 Email: epces@vsnl.net		
15.	HEPC (Handloom Export Promotion Council)	Head Office: 34, Cathedral Garden Road, Nungambakkam, Chennai –600034, Tamil Nadu, India. Tel: (91) 44-28278879 /6043 Fax: (91) 44-28271761 E-Mail: hepc@hepcindia.com	Handloom products	http://www.hepcindia.com
16.	IOPEPC (Indian Oilseed and Produce Export Promotion Council)	Head Office: 78/79, Bajaj Bhavan, Nariman Point, Mumbai – 400021, Maharashtra, India. Tel: (91) 22-22023225/ 9295 Fax: (91) 22-22029236 Email: info@iopepc.org	Oilseeds and Oils	http://www.iopepc.org
17.	ISEPC (The Indian Silk Export Promotion Council)	Working Office: The Indian Silk Export Promotion Council, 1302-04, Ansal Tower, 38 Nehru Place, New Delhi –110019, India. Tel: (91) 11-40154181, 26220134 Email: isepc@theindiansilkexportpromotioncouncil.com	Silk Goods	http://www.theindiansilkexportpromotioncouncil.com
18.	JPDEPC (Jute Products Development and Export Promotion Council)	Head Office: DA-149 (Ground Floor) Sector-I, Salt Lake City Kolkata-700064, West Bengal, India Tel: (91) 33 65006816 Fax: (91) 33 40620624 Email: office@jpdepc.org	Jute Goods	http://www.jpdepc.org/
19.	PHARMEXCIL (Pharmaceuticals Export Promotion Council)	Head Office: 201, Aditya Trade Centre, Ameerpet, Hyderabad-500038, Andhra Pradesh, India. Tel: (91) 40-23735462/ 5464/5466 Email: info@pharmexcil.com Regional Office: New India chamber, 306, 3rd Floor, B-wing, MIDC, Andheri (E), Mumbai-400093, Maharashtra, India. Tel: (91) 22-28200593/ 594 Fax: (91) 22-28200595 Email: romumbai@pharmexcil.com		https://pharmexcil.com/
20.	PLEXCONCIL (The Plastics Export Promotion Council)	Head Office: Dynasty Business Park, Ground Floor, B-Wing, Office No. 2, Chakala, Andheri East, Mumbai-400059, Maharashtra, India. Tel: (91) 22-4017 0000 Email: ed@plexconcil.org	Plastics Products	https://plexconcil.org/

Guidebook for Exports in Maharashtra

Sr. No.	Name of the Council / Authority	Address	Sector	Website
21.	PDEXCIL (Power loom Development & Export Promotion Council)	Head Office: GC-2, Ground Floor, Gundecha Onclave, Kherani Road, Saki Naka, Andheri (East), Mumbai-400072, Maharashtra, India Tel: (91) 22 28502050/ 2060 Fax: (91) 22 28504146 Email: pdexcilmumbai@gmail.com	Power loom fabrics and made ups thereof	https://www.pdexcil.org/
22.	PEPC (Project Exports Promotion Council of India)	Head Office: 411, Surya Kiran Building (4th Floor) 19, Kasturba Gandhi Marg New Delhi-110001, India. TEL: (91) 11-41514673, 41563287 Email: info@projectexports.com	Civil Construction, Process and Engineering Consultancy Services	http://www.projectexports.com/
23.	Services Export Promotion Council (SEPC)	Head Office: DPT – 417, 4th Floor, Prime Towers, Plot No. 79 & 80, Pocket – F, Okhla Industrial Area Phase – I, New Delhi – 110020, India. Tel: (91) 11 – 43562656, 45626332,46605216 E-Mail: info@servicesepc.org Regional Office: Services Export Promotion Council B-307, 3rd Floor, Naman Midtown, S B Marg, Prabhadevi (Elphinstone Road), Mumbai – 400018, Maharashtra, India. Email: info@servicesepc.org	Service Exports	https://www.servicesepc.org/
24.	SHEFEXIL (Shellac & Forest Products Export Promotion Council)	Head Office: International Trade Facilitation Centre 1/1 Wood Street, 2nd Floor, Kolkata-700016, West Bengal, India. Tel: (91) 33-22834417 Fax: (91) 33-22834699 E-Mail: sepc@vsnl.net	Shellac and Forest Products	http://www.shellacepc.com
25.	SGEPC (Sports Goods Export Promotion Council)	Head Office: 1-E/6, Swami Ram Tirth Nagar, Jhandewalan Extn, New Delhi – 110055, India. Tel: (91) 11-23516183, 23525695 Fax: (91) 11-23632147 E-Mail: mail@sgepc.in	Sports Goods and Toys	http://www.sportsgoodsindia.org/
26.	SRTEPC (The Synthetic & Rayon Textiles Export Promotion Council)	Head Office: Resham Bhavan, 78, Veer Nariman Road, Mumbai - 400020, Maharashtra, India. Tel: (91) 22-62318282, 22048797, 22048690 Fax: (91) 22-22048358/ 22810091 Email: srтеpc@srтеpc.in	Synthetic and Rayon textiles	http://www.synthetictextiles.org/ http://www.sртеpc.org/

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Sr. No.	Name of the Council / Authority	Address	Sector	Website
27.	TEPC (Telecom Equipment and Services Export Promotion Council)	Head Office: Gate No.- 5, Khurshid Lal Bhawan, Janpath, New Delhi-110001, India. Tel: (91) 11-23314611 Email: tepc@telecomepc.in	Telecom Equipment and Services	https://www.telecomepc.in
28.	WWEPC (Wool and Woolens Export Promotion Council)	Head Office: Flat No. 614, Indra Prakash Building, 21, Barakhamba Road, New Delhi - 110001, India. Tel: (91) 11-23315512, 49538200 Email: headoffice@wwepcindia.com	All type of wool & woolens/ acrylic blended products	https://www.wwepciindia.com
29.	WOOLTEXPRO (Wool Industry Export Promotion Council)	Head Office: Church gate Chamber, 7th Floor, 5, New Marine Lines, Mumbai-400020, Maharashtra, India. Tel: (91) 22-22624372 Fax: (91) 22-22624675	Woolen Textiles	
30.	Coffee Board	Head Office: 1-Dr, Ambedkar Veedhi, Bangalore-560001, India Tel: (91) 80 22266991/ 94 Fax: (91) 80-22255557 Regional Office: India Coffee Depot- Coffee Board 395, B&C, Lamington Road, Mumbai-400004, Maharashtra, India. Tel: (91) 22-23821549	Indian Coffee	http://indiacoffee.org
31.	Coir Board	Head Office: Coir House, M.G. Road, Kochi-682016, Kerala, India. Tel: (91) 484-2351807 /2351788/2351954 Fax: (91) 484-2370034/ 2354397 Email: coirboard@nic.in , info@coirboard.org Regional Office: Coir Board Sub Regional Office, Sindhudurg Room No. 207, 1st Floor, A- Block, District Administrative Complex, Sindhudurnagri Navnagar, Oras, Sindhudurg-416812 Maharashtra, India. Tel: (91) 2362-228092 Email: cbdcindhudurg@yahoo.in	Coir yarn and Coir Products	http://coirboard.gov.in
32.	Rubber Board	Head Office: PB No 1122, Sub Jail Road, Kottayam 686002, Kerala, India Tel: (91) 481-2301231 Fax: (91) 481-2571380 E-mail: info@rubberboard.org.in Regional Office: (Rubber Board Suboffice)	Rubber Products	http://rubberboard.org.in/public

Sr. No.	Name of the Council / Authority	Address	Sector	Website
		Asst. Director (Excise) D-401-2, Sahyadri, Plot No. 13, Sector 10, Kamothe, Navi Mumbai Mumbai-410209, Maharashtra, India. Tel: (91) 22-27430963 Email: somum@rubberboard.org.in		
33.	Spices Board	Head Office: Sugandha Bhavan N H By-Pass, P B No.2277, Palarivattom P.O. Cochin-682 025 Tel: (91) 484-2333610/ 16 Fax: (91) 484-2331429/ 2334429 Email: mail.sboard@gov.in	Indian Spices	www.indianspices.com
34.	Tea Board	Head Office: 4, B.T.M. Sarani (Brabourne Road), Kolkata-700001, West Bengal, India. Tel: (91) 33 22351331 Fax: (91) 33 22215715	Indian Tea	http://www.teaboard.gov.in
35.	Tobacco Board	Head Office: P B No.322, Grand Trunk Road, Guntur-522004 Andhra Pradesh, India. Tel: (91) 863-2358399/ 2358499 Fax: (91) 863-2354232 E-mail: info@tobaccoboard.co.in	Tobacco	https://tobaccoboard.com
36.	Coconut Development Board	Head Office: Coconut Development Board, P.B.No.1021, Kera Bhavan, SRVHS Road, Kochi- 682011, Kerala, India Tel: (91) 484-2375216 Fax: (91) 484-2377902 Email: kochi.cdb@gov.in Regional Office: Dy. Director, State Centre, Coconut Development Board, Flat No 203, 2nd Floor, Eucalyptus Building, Ghodbunder Road, Thane (West) – 400610, Maharashtra, India. Tel: (91) 22-65100106 Email: sc-thane@coconutboard.gov.in	Coconut	www.coconutboard.gov.in

2.6.2 Application through FIEO

In case, if the product line of exporter does not come under the category, then he shall apply for RCMC from FIEO. Link for the same is mentioned below:

[FIEO: Application Form for Registration & Membership - Associate Member Category for Exporters](#)

Documents Requirement:

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

2.7 Registering with EPC (Export Promotion Council)

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

Document Requirement:

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

The below mentioned sector wise EPC's brief information of 6 leading export sectors of Maharashtra,

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

2.7.1 Agriculture sector

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

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

Table 2-2 Certification agency

Product	Certification Agency
Floriculture and Fruits & Vegetable Seeds	Department of Horticulture /DIC/SIA/FSSAI
Herbal & Medicinal Plants	Department of Horticulture /DIC/SIA/FSSAI, certificate issued by any Govt. institution of Ayurveda
Fresh Fruits & Vegetables	Department of Horticulture /DIC/SIA/FSSAI
Groundnut/Pulses/Guar gum	FSSAI/ Certificate issued by MSME (Udyam Registration certificate) / NOC issued by Pollution Control Board
Processed Fruits & Vegetables/Other Processed Fruits & Vegetables/ Processed Food Products/Dried and Preserved Vegetables/Cereals preparations/ Misc. Preparations/Non-Alcoholic Beverages/Cocoa Products	FSSAI/ Certificate issued by MSME (Udyam Registration certificate) / NOC issued by Pollution Control Board
Dairy/Poultry/Honey/Meat	FSSAI/MSME (Udyam Registration certificate) / NOC issued by Pollution Control Board
Cereals and Cereal Products:	FSSAI/MSME (Udyam Registration certificate) / NOC issued by Pollution Control Board
Alcoholic Beverages	FSSAI/ Department of Excise Commissioner/ NOC issued by pollution control Board

Application Link : <https://apeda.gov.in>

Membership Fees:

Type of Membership	Fees including 18% GST (INR)	Payment Mode
Membership registration	5900/-	<ul style="list-style-type: none"> ▶ Online (Credit Card/Debit card) ▶ Offline (Demand draft in favour of APEDA payable at respective cities of APEDA offices)

2.7.2 Fisheries & Marine Sector

MPEDA registration is mandatory for exports of Fish and Fishery products from India. With the online registration system, any prospective exporter can apply online for

getting MPEDA Registration. There are four types of Exporter registration for Fisheries & marine products these are as follows:

- ▶ Manufacturer Exporter
- ▶ Merchant Exporter
- ▶ Route through Merchant Exporter
- ▶ Ornamental Fish Exporter

Documents required for Exporter registration

- ▶ Passport size photograph of the applicant
- ▶ Proof of address
- ▶ Copy of written agreement for utilization of surplus capacity of Processing Plant and Handling Facility.
- ▶ Original of the joint undertaking by the owner of the Processing Plant and Handling Facility
- ▶ Original Registration Certificate of Processing Plant and Handling Facility for endorsement
- ▶ Original Registration Certificate of Storage premises for endorsement
- ▶ Fee for endorsement
- ▶ Certificate from Scheduled Bank showing financial soundness
- ▶ Copy of the Certificate of Importer Exporter Code(IEC) issued by DGFT
- ▶ Registration fee of 5000/-
- ▶ Copy of the purchase order

Documents related to Nature of Organization for Manufacturer Exporter registration

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

- ▶ Brand name (s) of products to be exported.

Additional documents required for Merchant Exporter registration

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

Additional documents required for Route through Merchant Exporter registration

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

Application Link: <http://e-mpeda.nic.in>

Membership Fees:

Type of Membership	Fees including 18% GST (INR)	Payment Mode
Membership Fee	5900/-	<ul style="list-style-type: none"> ▶ Online (Credit Card/Debit card) ▶ Offline (Demand draft in favour of MPEDA payable at respective cities of MPEDA offices)

2.7.3 Gems and Jewellery Sector

For registration with an EPC-GPEJC (Gem & Jewellery Export Promotion Council), the process for new membership is as mentioned below:

- ▶ Login to www.giepc.org and click on Registration
- ▶ Fill new Registration form and submit
- ▶ Once user registration is completed; user will receive an email with credentials
- ▶ Login again to www.giepc.org
- ▶ Start filling forms starting from Application form for Associate Membership
- ▶ System will automatically take you through to next form once the current form is saved
- ▶ Payment of fees will be initiated through challan form via net banking/ Debit card/ Credit Card/ NEFT
- ▶ Print all forms from – Print Application/ Challan form

Following documents to be submitted to Head Office or Respective Regional Office of GJEPC

- ▶ Application form for Associate Membership, Application form for (RCMC) and challan form duly signed by Proprietor/Partner/Director as the case may be
- ▶ Signature Slip (Online form) signed by Proprietor/Partner/Director and attested by banker of applicant
- ▶ Self-attested copy of Import Export Code (IEC) issued by O/o Director General of Foreign Trade
- ▶ Self-attested copy of PAN and Partnership Deed / Memorandum & Articles of Association as the case may be
- ▶ Self-attested copy of MSME(UAN)/SSI/IM, if applied under Manufacturer category
- ▶ Self-attested copy GST certificate (for all states if office/branches situated in different states), Not applicable for Micro Associate Membership
- ▶ Self-attested copy of PAN, Passport and Aadhar of Proprietor/Partner/Director as the case may be

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

Membership fees:

Table 2-3 Membership fees for EPC-GPEJC

Type of Membership	Fees including 18% GST (INR)	Payment Mode
Membership Registration - Export & Domestic turnover up to Rs. 40 lakhs (For Associate Micro Membership)	1180/- One-time admission fees of Rs. 5000 + GST is payable for new membership (NA for Associate Micro Membership)	Payment of fees will be initiated through challan form via net banking/Debit card/Credit Card/NEFT
Membership Registration - Export up to Rs. 25 Lakhs	12980/- One-time admission fees of Rs. 5000 + GST is payable for new membership (NA for Associate Micro Membership)	Payment of fees will be initiated through challan form via net banking/Debit card/Credit Card/NEFT
Membership Registration - Export above Rs. 25 lakh & up to Rs. 1 Crore	17700/- One-time admission fees of Rs. 5000 + GST is payable for new membership (NA for Associate Micro Membership)	Payment of fees will be initiated through challan form via net banking/Debit card/Credit Card/NEFT
Membership Registration - Export above Rs. 5 lakh & up to Rs. 15 Crore	41300/- One-time admission fees of Rs. 5000 + GST is payable for new membership (NA for Associate Micro Membership)	Payment of fees will be initiated through challan form via net banking/Debit card/Credit Card/NEFT
Membership Registration - Export above Rs. 15 Crore & up to Rs. 50 Crore	53100/- One-time admission fees of Rs. 5000 + GST is payable for new membership (NA for Associate Micro Membership)	Payment of fees will be initiated through challan form via net banking/Debit card/Credit Card/NEFT
Membership Registration - Export above Rs. 50 Crore & up to Rs. 100 Crore	82600/- One-time admission fees of Rs. 5000 + GST is payable for new membership (NA for Associate Micro Membership)	Payment of fees will be initiated through challan form via net banking/Debit card/Credit Card/NEFT

Type of Membership	Fees including 18% GST (INR)	Payment Mode
Membership Registration - Export above Rs. 100 Crore & up to Rs. 500 Crore	123900/- One-time admission fees of Rs. 5000 + GST is payable for new membership (NA for Associate Micro Membership)	Payment of fees will be initiated through challan form via net banking/Debit card/Credit Card/NEFT
Membership Registration - Export above Rs. 500 Crore & up to Rs. 1000 Crore	182900/- One-time admission fees of Rs. 5000 + GST is payable for new membership (NA for Associate Micro Membership)	Payment of fees will be initiated through challan form via net banking/Debit card/Credit Card/NEFT
Membership Registration - Export above Rs. 1000 Crore	241900 One-time admission fees of Rs. 5000 + GST is payable for new membership (NA for Associate Micro Membership)	Payment of fees will be initiated through challan form via net banking/Debit card/Credit Card/NEFT

2.7.4 Engineering and Electronics Sector

To become a member of EEPIC India, apply ONLINE. Before applying Online kindly ensure that you are having Digital Signature Certificate (DSC) along with the Token.

Following documents are required to be submitted:

- ▶ A self-certified copy of the certificate/document relating the Import-Export Code number granted/allotted by the Licensing authority.
- ▶ A certificate (in original) from a Chartered Accountant, certifying the export turnover figure (FOB value in Rupees) during year before the preceding year. In case there was no export during the preceding year (for new members) a NIL certificate should be obtained from the Chartered Accountant and attached. The CA certificate should not be more than 6 months.
- ▶ A cancelled cheque, which should include bank name, branch, IFSC Code etc. In case, the cheque does not contain any of the above information, applicant will have to provide the same separately.
- ▶ List of partners/Directors with residential address duly certified/authenticated by any one of the partners/directors.
- ▶ In case the application is being made for registration as a Manufacturer, the applicant should also submit
- ▶ Manufacturer-Exporter Registered with DGTD/SIA Textile Commissioner / FIPB, New Delhi (Self-attested Photocopy of Industrial License to be attached) / (Registration Certificate No. & Date of issue)
- ▶ Manufacturer-Exporter Registered under the MSME Act, 2006 with Small Scale Industries Service Institute or Director of Industries as MSME/SSI Unit) (Self-attested Photocopy of the Registration Certificates to be attached)
- ▶ Any other documentary evidence e.g. Certificate from Excise dept. etc. indicating the production figures. Excise duty paid thereon etc. as may be acceptable to the Council to determine that the applicant can be given a status of a Manufacturer.
- ▶ The applicants while applying for the membership & registration shall have to enclose a demand draft/cheque drawn in favour of 'EEPC India' payable at Kolkata - Membership Subscription Account towards the applicable membership fees. [Click Here for the Subscription Charges.](#)

Membership Categories / Eligibility Criteria

▶ **Associate members**

A person shall be eligible for admission to the Council as associate member, on receiving the Import--Export Code Number from the Director General Foreign Trade, Govt of India, in respect of the product with which the Council is concerned.

▶ **Ordinary members**

To be eligible for ordinary membership of the Council, a person must satisfy the following requirements, namely:

- ▶ He, or the entity represented by him, must have been an associate member of the Council for at least three years.
- ▶ He, or the entity represented by him, must have, to his or its credit, during the three financial years immediately preceding, average exports in respect of the product of not less than the amount mentioned below:
 - ▶ MSME Rs. 30 Lakhs
 - ▶ Others Rs. 50 Lakhs
- ▶ On becoming eligible to become an ordinary member, it is incumbent upon the Associate member to apply to the Committee of Administration in the prescribed format expressing his willingness to become an Ordinary member

▶ **Conversion into associate membership**

According to Article 9.2 of the Articles of Association of the Council, the Committee of Administration may, after giving a member reasonable opportunity of hearing, convert the membership of an ordinary member into an associate member, if his performance as an exporter of the product has, during the financial years immediately preceding, been below the average mentioned.

▶ **Affiliate members**

Affiliate Membership accommodates applicants dealing in products particularly which are non-engineering items according to their HS codes but are closely associated with the engineering sector.

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

Membership fees:

Table 2-4 Membership fees for EEPC

Type of Membership	Fees including 18% GST (INR)	Payment Mode
Membership Fee (for existing member)	5,900	One-time admission fees of Rs. 2000 + GST is payable for new members
	9,440	Online (Credit Card/Debit card)
	11,800	
	15,340	
	24,780	
	27,140	
	29,500	
	35,400	
	41,300	
	53,100	
11,800		
Additional panel Charges for (MSME)	1,770	
Additional panel Charges for (Non MSME)	3,540	
Membership Subscription	2,950	New affiliate members are required to pay the Admission fees of Rs. 1500/-along with GST as applicable

2.7.5 IT (Information Technology) Sector

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

- ▶ Electronics Hardware:
 - ▶ Consumer Electronics
 - ▶ Electronics Instruments / Office Equipment / Medical Equipment / Strategic Electronics
 - ▶ Electronic Components & Sub – Assemblies
 - ▶ Computer Hardware and Peripherals
 - ▶ Telecom Equipment's
- ▶ Computer Software and ITES:
 - ▶ Customised Software Development
 - ▶ Software Products
 - ▶ IT Enabled Services
 - ▶ BPO (Business Process Outsourcing)
 - ▶ LPO (Legal Process Outsourcing)
 - ▶ KPO (Knowledge Process Outsourcing)
 - ▶ MBPO (Medical Business Process Outsourcing) etc.
 - ▶ RPO (Research Process Outsourcing)
 - ▶ Call Centers
- ▶ Essential documents required to be submitted with the application:
 - ▶ Copy of Importer – Exporter Code (IEC) Number issued by the office of DGFT (Please attach a self-certified copy)
 - ▶ Copy of the partnership deed/Trust deed/Memorandum and Articles of Association of the Company.
 - ▶ List of Partners / Directors along with their residential addresses & contact numbers duly signed by the authorised signatory.

- ▶ If registration is required as a manufacturer exporter, a photocopy of the evidence indicating that applicant is manufacturer. (Copy of SSI registration certificate/SIA approval acknowledgement 100% EOU or EPZ board approved letter etc.).
- ▶ A certificate (in original) from a Chartered Accountant, certifying the export turnover figure (FOB value in Rupees) during year before the preceding year. In case there was no export during the preceding year (for new members) a NIL certificate should be obtained from the Chartered Accountant and attached.
- ▶ Applicable amount of Annual Membership Fee through a Demand Draft (or a cheque payable at par) drawn in favour of “Electronics and Computer Software Export Promotion Council”, payable at New Delhi. You may make the payment through money transfer. Details of the same are mentioned on the below mentioned website

Application link: <https://www.escindia.in/>

Membership Fees:

Table 2-5 Membership fees for ESC

Type of Membership	Fees including 18% GST (INR)	Payment Mode
Export More than or equal to Rs. 1 crore	30680	Online (Credit Card/Debit card)
Export More than or equal to 50 lakhs and up to Rs. 1 crore	23305	Online (Credit Card/Debit card)
Export More than or equal to 10 lakhs and up to Rs. 50 lakhs	15930	Online (Credit Card/Debit card)
Export Up to Rs. 10 lakhs	10030	Online (Credit Card/Debit card)
Institute, Chamber of Commerce and Industry and Trade Association	23600	Online (Credit Card/Debit card)

2.7.6 Handicraft Sector

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

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

The documents required are as mentioned below,

- ▶ If the Company is a partnership firm,
 - ▶ Partnership Deed should be submitted along with the application form
 - ▶ Self-attested copy of Importer-Exporter code issued by D.G.F.T. (correspondence address must exist in IEC)
 - ▶ In case of manufacturer exporters, a self-attested copy of valid MSME Udyog Aadhar memorandum

- ▶ Self-declaration to be given on letter head of the company stating that “M/s..... is hereby declare that the product mentioned in MSME UAM includes handicrafts products (mention handicrafts products name)& NIC No... (given in MSME)” with signature and stamp)
- ▶ Duly signe code of conduct on minimum Rs.10/- stamp paper should be attested by the signatory
- ▶ signature of the applicant on letter head

- ▶ If the Company is a partnership firm,
 - ▶ Partnership Deed should be submitted along with the application form
 - ▶ Self-attested copy of Importer-Exporter code issued by D.G.F.T. (correspondence address must exist in IEC)
 - ▶ In case of manufacturer exporters, a self-attested copy of valid MSME Udyog Aadhar memorandum
 - ▶ Self-declaration to be given on letter head of the company stating that “M/s..... is hereby declare that the product mentioned in MSME UAM includes handicrafts products (mention handicrafts products name)& NIC No... (given in MSME)” with signature and stamp)
 - ▶ Copy of partnership deed attested by notary
 - ▶ List of partners on letterhead and should be attested by one of the partners
 - ▶ Duly signed code of conduct on minimum Rs.10/- stamp paper should be attested by the signatory

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

- ▶ If an Export House applies for member ship it must furnish a copy of Export House Certificate
- ▶ A copy of GSTIN number is required

- ▶ As a prerequisite, similar or duplicate name not allowed while registering. There is an option in EPC website www.epch.in Member section-Member directory to search the name to avoid duplicacy in name

Application Link: <https://epch.in>

Membership Fees:

Table 2-6 Membership fees for EPCH

Type of Membership	Fees including 18% GST (INR)	Payment Mode
Membership form fees	100	Online (NEFT/RTGS) Offline <ul style="list-style-type: none"> ▶ In Cash ▶ Demand draft drawn in favour of Export Promotion Council for Handicrafts payable at New Delhi
Entrance fees (2500/) + annual membership fees (5000/-) (in the year of enrolment)	8850	Online (NEFT/RTGS) Offline <ul style="list-style-type: none"> ▶ In Cash ▶ Demand draft drawn in favour of Export Promotion Council for Handicrafts payable at New Delhi
Annual Membership fees	5900	Online (NEFT/RTGS) Offline <ul style="list-style-type: none"> ▶ In Cash ▶ Demand draft drawn in favour of Export Promotion Council for Handicrafts payable at New Delhi

2.7.7 Textile Sector

The EPC – TEXPROCIL (The Cotton Textile Export Promotion Council) membership type and eligibility criteria is as mentioned below,

Eligibility Criteria:

- ▶ For Member Exporter - Annual Export Turnover whether by way of direct exports or through exporters of at least INR 2 Crores
 - ▶ Registered Textile Exporter (RTE) - No condition of minimum Export Turnover
- The documents required for registration are as mentioned below,
- ▶ IEC & PAN must. GST Number (if applicable)
 - ▶ For Company:
 - ▶ Memorandum of Association (MOA)
 - ▶ Articles of Association (AOA)
 - ▶ List of directors with their contact details
 - ▶ For Partnership firm:
 - ▶ Partnership deed
 - ▶ List of partners with their contact details
 - ▶ For Co-op Society:
 - ▶ Bye laws
 - ▶ List of Committee members with their contact details
 - ▶ Trust:
 - ▶ Trust deed

- ▶ List of trustees with their contact details
- ▶ Proprietor:
 - ▶ Age Proof of Proprietor i.e. PAN card, Passport, etc.
- ▶ For manufacturer Exporters:
 - ▶ Certificate issued by DIC, SSI, MOC (SIA)
- ▶ Additional document required for Member Exporters:
 - ▶ CAs certificate for export turnover

The Membership form can be downloaded from website <https://www.texprocil.org>

Membership Fees:

Table 2-7 Membership fees for TEXPROCIL

Type of Membership	Fees	Payment Mode
Member Exporter		
Entrance Fees	6,000	▶ Demand Draft/ Pay Order/ Cheque
Membership Fees	11,000	
Fees including 18% GST (INR)	20,060	
Member Exporter		
Renewal Fees	11,000	▶ Demand Draft/ Pay Order/ Cheque
Fees including 18% GST (INR)	12,980	
Registered Textile Exporter		
Entrance Fees	3,000	▶ Demand Draft/Pay Order/ Cheque
Membership Fees	6,000	
Fees including 18% GST (INR)	10,620	
Registered Textile Exporter		
Renewal Fees	6,000	▶ Demand Draft/ Pay Order/ Cheque
Fees including 18% GST (INR)	7,080	

2.7.8 Apparel Sector

As per provisions of the EPC – AEPC (Apparel Export Promotion Council) any person who is an exporter of garments whether manufacturer or merchant exporter or otherwise interested in the actual export of garments shall be eligible to become Member, provided, such person, otherwise, comply with other requirements as below mentioned criteria for registration/conversion as a Member Exporter,

- ▶ The Applicant is a registered firm/company or in case of individual for sole proprietor firm, he/she is more than 21 years of age on the date of application for membership.
- ▶ The applicant or any partner/director/karta of the firm/company has not been adjudicated insolvent by a competent Court of Law.
- ▶ The applicant or any partner/director/karta of the firm/company has not been convicted of an offence involving misconduct or moral turpitude.
- ▶ The aggregate export performance of garments of the firm/company is more than Rs. 1 crore during previous three financial years.

The documents required are as mentioned below,

- ▶ Exporter's turnover of readymade garments during the previous three Financial year duly certified by a Chartered Accountant or from banker.
- ▶ Original Registration cum Membership Certificate of Registered Exporter.

Application Link: <https://www.aepcindia.com>

Membership Fees:

Type of Membership	Fees including 18% GST (INR)	Payment Mode
Entrance fees	1,770	▶ Demand Draft/ Pay Order/ Cheque
Annual Subscription	9,440	▶ Demand Draft/Pay Order/ Cheque

2.8 Geographical Indication (GI)

A geographical indication (GI) is a sign used on products that have a specific geographical origin and possess qualities or a reputation that are due to that origin. To function as a GI, a sign must identify a product as originating in each place. In addition, the qualities, characteristics, or reputation of the product should be essentially due to the place of origin. Since the qualities depend on the geographical place of production, there is a clear link between the product and its original place of production. The concept of GI tag was introduced in the year 2013 and it was given to foods, natural and agricultural produce and handicrafts that gave a region its identity. The tags were given under the act of Geographical Indications of Goods (Registration and Protection) Act, 1999.

Benefits of GI (geographical indications):

- ▶ Confers Legal protection to geographical indications for the specific country
- ▶ Preventing unauthorised use of a registered geographical indication by others
- ▶ Enables market for differentiation and exclusivity
- ▶ Promotes economic prosperity of producers/ farmers/ artisans of goods produced in a geographical territory through global brand recognition and demand
- ▶ Leads to positive local externalities including better employment, rural development, induced tourism, and coalesced local governance
- ▶ Assurance of qualities/characteristic, authenticity, and traceability
- ▶ Authorized users enjoy the right to sue for infringement

Prerequisites:

- ▶ **The application shall be made in the prescribed forms and shall contain the following:**
 - ▶ A statement as to how the geographical indication serves to designate the goods as originating from the concerned territory in respect of specific quality, reputation, or other characteristics.
 - ▶ The three certified copies of class of goods to which the geographical indication relates
 - ▶ The geographical map of the territory.
 - ▶ The particulars of the appearance of the geographical indication words or figurative elements or both.
 - ▶ A statement containing such particulars of the producers of the concerned goods proposed to be initially resisted. Including a collective reference to all the producers of the goods in respect of which the application is made.

- ▶ The statement contained in the application shall also include Affidavit in prescribe format
- ▶ **In perspective principal place of business in India, below mentioned is applicable**
 - ▶ Every application for registration of a G.I shall state the principal place of business in India.
 - ▶ For foreign applicants and persons having principal place of business, in their home country should furnish an address for service in India.
 - ▶ In the case of a body corporate or any organization or authority established by or under any law for the time being in force, the country of incorporation or the nature of registration, if any, shall be given.
- ▶ **W.r.t. Convention Application, it should contain the following:**
 - ▶ A certificate by the Registry or competent authority of the Geographical Indications Office of the convention country.
 - ▶ The particulars of the geographical indication, the country and the date or dates of filing of the first application.
 - ▶ The application must be the applicants' first application in a convention country for the same geographical indications and for all or some of the goods.
 - ▶ The application must include a statement indicating the filing date of the foreign application, the convention country where it was filed, the serial number, if available.
- ▶ **Statement of user in applications**
 - ▶ An application to register a geographical indication shall contain a statement of user along with an affidavit.

Procedure for application of GI product:

STEP 1: Filing of application

- ▶ The applicant should confirm that indication comes within the ambit of the definition of a G.I. under section 2(1)(e).
- ▶ The association of persons or producers or any organization or authority should represent the interest of producers of the concerned goods and should file an affidavit how the applicant claims to represent their interest. Application must be made in triplicate.
- ▶ The application shall be signed by the applicant or his agent and must be accompanied by a statement of case. The applicant must submit three certified copies of the map of the region to which the GI relates.
- ▶ Every application for the registration of a geographical indication shall be made in the prescribed form accompanied by prescribed fees of Rs 5000.
- ▶ The completed application should be sent to the below mentioned address:

Geographical Indications Registry, Intellectual Property Office Building, Industrial Estate, G.S.T Road, Guindy, Chennai – 600 032

STEP 2 and 3: Preliminary scrutiny and examination

- ▶ Further to receipt of application, the examiner will scrutinize the application for any deficiencies. The applicant must submit the response within one month of the communication. The content of statement of case is assessed by a consultative

group of experts well versed on the subject. They will ascertain the correctness of furnished and thereafter an examination report would be issued.

STEP 4: Show cause notice

- ▶ The registrar will review the application and communicate objection if any.
- ▶ The applicant must respond within two months or apply for a hearing. If he wishes to appeal, he may within one month make a request. The Registrar is also empowered to withdraw an application, if it is accepted in error, after giving an opportunity of being heard.

STEP 5: Publication in the geographical indications Journal

- ▶ Every application, within three months of acceptance shall be published in the Geographical Indications Journal.

STEP 6: Opposition to Registration

- ▶ Any person can file a notice of opposition within three months (extendable by another month on request which must be filed before three months) opposing the GI application published in the Journal.
- ▶ The registrar shall serve a copy of the notice on the applicant. Within two months the applicant shall send a copy of the counter statement. If he does not do this he shall be deemed to have abandoned his application.

STEP 7: Registration

- ▶ Where an application for a GI has been accepted, the registrar shall register the geographical indication. If registered the date of filing of the application shall be deemed to be the date of registration.
- ▶ The registrar shall issue to the applicant a certificate with the seal of the Geographical indication's registry.

STEP 8: Renewal

- ▶ A registered GI shall be valid for 10 years and can be renewed on payment of renewal fee.

STEP 9: Additional protection to notified goods

- ▶ Additional protection for notified goods is provided in the Act.

STEP 10: Appeal

- ▶ Any person aggrieved by an order or decision may prefer an appeal to the intellectual property appellate board (IPAB) within three months. The address of the IPAB is as follows:

Intellectual Property Appellate Board, Annex 1, 2nd Floor, Guna Complex,
443, Anna Salai, Chennai – 600 01

References:

1. Application form link:
<https://ipindia.gov.in/forms-gi.htm>
2. Procedure for form filling:
http://ipindia.gov.in/writereaddata/Portal/IPOGuidelinesManuals/1_41_1_procedure-for-filing-gi-application.pdf
3. Fees for applicable services:
<https://www.ipindia.gov.in/writereaddata/images/pdf/gir-fees-22june2011.pdf>

2.9 Buyer Identification

Finding a buyer corresponding to your product of choice is quite a critical job. A buyer who can pay the correct value and being genuine is very necessary to avoid financial losses. Also, a Buyer in compliance with countries policies is very important to set up a legal business relationship.

An exporter should understand the buyer and his origin countries bylaws to authenticate the possibility of trade relations for selected product.

Please refer the relevant chapter in guidebook for detailed information.

2.10 Quality Standards

Quality required for exports are termed on 2 major factors

- ▶ Basic quality standards specified by Indian bylaws for various products
- ▶ Buyers requirement

This covers both the quality of product and its packaging requirements.

Please refer the relevant chapter in guidebook for detailed information.

2.11 Tax and Incentives

A buyer must be aware about all the taxations and duties to be paid and reclaimed to conduct to a legal trade and gain benefits for its promotion.

Failure to associate with the schemes may result to financial and material losses

Custom duty remains the prominent when Export is considered. Taxes and duties vary as per the category of products

- ▶ Free
- ▶ Restricted
- ▶ Prohibited
- ▶ State trading enterprises
- ▶ Restriction on country of export

There are various Incentive schemes for export promotion. Following are few of the common schemes which are eligible to major exporters

- ▶ Interest Equalization Scheme (IES)

- ▶ Gold card scheme by RBI
- ▶ NIRVIK scheme
- ▶ Duty drawback scheme
- ▶ Duty exemption scheme
- ▶ Export promotion capital goods scheme
- ▶ Trade infrastructure for export scheme
- ▶ Export promotion credit guarantee

Please refer the relevant chapter in guidebook for detailed information.

2.12 Logistics

Logistics become the backbone of whole Export activity. It is very necessary to choose right mode to avoid material and financial losses. Logistics is a huge sector which controls the transit of export material from seller to buyer, preserving the value of product throughout the transition process

Logistics can be elaborated on below points considering product shelf life and customer demand

- ▶ Selecting a suitable mode of transport
- ▶ Booking an appropriate container
- ▶ Selecting an appropriate INCO term for risk transfer
- ▶ Bills for appropriate records and clearance

Efficient logistics can increase the net profitability of export activity in whole.

Please refer the relevant chapter in guidebook for detailed information.



3 Buyer Identification

3.1 Identification of buyers in the exporting countries

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

3.1.1 Websites (B2B Portals and Directories)

B2B portals and online directories are some of the most popular ways for the businesses to connect with buyers in the foreign market. Many of these portals offer a gateway to multiple countries – so registering with popular B2B portals gives an added advantage.

Companies can register their products on these portals with product specification and other details (such as price, can be delivered to specific location or not, etc.). Many B2B portals and directories offer premium services (premium is charged for these services), in which portal provides contact details of the buyers who are browsing similar products.

Table 3-1 B2B Portal list

Website	Details	Country	Link
Global Spec	Global Spec is technology company that offers search engine services for engineering products. The company showcases products from 24,000 manufacturers.	US (Global)	https://www.globalspec.com/
EC21	EC21 is a leading global B2B marketplace connecting buyers with suppliers all over the world including China, Korea, United States and more.	US (Global)	https://www.ec21.com/
US Importer Directory	Import database helps to identify active US importers and American buyers' directory based on US import shipments and bill of lading filed with US customs.	US	http://usa.importers-directory.net/
eSources	Online directory of wholesale distributors, suppliers, and products.	UK	https://www.esources.co.uk/trade-directory.php
Yellow Pages UAE	Online directory provides details (such as contact details, map, and website link) of local business located in UAE, Dubai, Abu-Dhabi and Sharjah etc.	UAE	https://www.yellowpages-uae.com/
Tradeling	Tradeling is online B2B platform funded by Dubai government through DAFZA (Dubai Airport Freezone Authority).	UAE	https://www.tradeling.com/
Dubai Commercial Directory	Dubai Commercial Directory - operated by the Dubai Chamber of Commerce and Industry.	UAE	https://dcciinfo.ae/
Alibaba	China-based B2B online platform – that also helps Indian MSME in selling products to international buyers.	Global	https://seller.alibaba.com/
Europages	Directory of European companies.	EU	http://www.europages.com/
Agriculture Sector			
Agricultural Marketing Service	Official website of the US Government for Agricultural Marketing Service	US	https://www.ams.usda.gov/
Agro Market 24	International Agricultural Exchange Agro-Market24	Global	https://agro-market24.eu/
The Department for International Trade, UK	The Department for International Trade of the UK government	UK	https://www.great.gov.uk/
Agri Market Place	US based B2B online platform	US	https://agrimp.com/

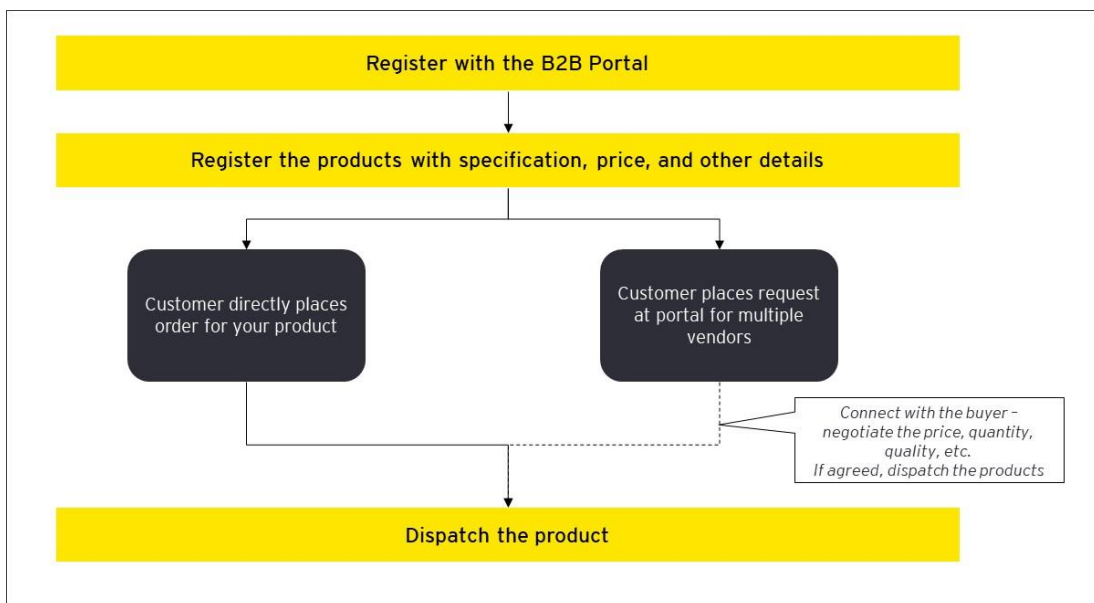
Website	Details	Country	Link
Agriculture Australia	Official website of the Australian Government	Australia	https://www.agriculture.gov.au/
European Union	Official website of the European Union	EU	https://ec.europa.eu/info/index_en
Fisheries and Marine Sector			
JETRO	Japan External Trade Organization	Japan	https://www.eworldtrade.com/japan/
Sea-ex	Trade Sea Food Industry Directory	Singapore	http://www.trade-seafood.com/directory/seafood/country/singapore.htm
Gems and Jewellery Sector			
GlobalBuyersOnline	Global Buyers Online for identification of buyers/ importers for Gems & Jewellery	Global	https://www.globalbuyersonline.com/Gems&Jewellery/
Jeweller to the World	GJEPC is going to launch Jeweller to the World online B2B platform for Gems and Jewellery. The website is under construction	Global	https://jewellertothe.world.com/
Engineering and Electronics Sector			
eWorldTrade	eWorldtrade is a comprehensive B2B marketplace having over 10 years of expertise in digital branding and web development. The B2B Marketplace currently caters over 500,000 registered users and briskly expanding its database of manufacturers, suppliers, and companies from all over the world.	Germany (Global)	https://www.eworldtrade.com/
TradeWheel.com	TradeWheel is the most influential and largest USA based online marketplace that serves the most competitive and fastest growing E-commerce industry. With our efficient and intelligent tools, we cater to the requirements of a multitude of buyers and suppliers across the world in cross-border trade transactions. TradeWheel is a complete B2B online trading platform having extensive experience in the trans-border trade and digital marketing.	US (Global)	https://www.tradewheel.com/
B2BListings.org	Founded in 2009, B2B Listings is (one of the) human edited B2B directories that provide information about quality B2B websites of all industries.	UK	https://www.b2blistings.org/
B2B Quote Ltd	Website helps users to find tenders related to sectors such as automotive, industrial machinery, IT, etc.	UK	https://www.b2bquotetenders.co.uk/
Information Technology Sector			

Website	Details	Country	Link
Eindiabusiness	one of the top 30 global B2B website portals with a wide range of clients from all over the world	Global	India Business B2B Directory Trade Suppliers Portal Yellow Pages (eindiabusiness.com)
Handicrafts Sector			
Amazon	Global B2B online platform	Global	https://www.amazon.com/
Made in China	China-based B2B online platform	Global	https://www.made-in-china.com
Alibaba	China-based B2B online platform	Global	https://www.alibaba.com
Euro pages	Directory of European companies.	EU	http://www.europages.com/
Apparel Sector			
Amazon	Global B2B online platform	Global	https://www.amazon.com/
Alibaba	China-based B2B online platform	Global	https://www.alibaba.com
Flipkart	Global B2B online platform	Global	https://www.flipkart.com/
Tradeling	Global B2B online platform	Global	https://www.tradeling.com/
Efashion	Paris based online platform	Global	https://www.efashion-paris.com/
Textile Sector			
Amazon	Global B2B online platform	Global	https://www.amazon.com/

Website	Details	Country	Link
Fiber2 Fashion	Global B2B online platform	Global	https://www.fibre2fashion.com/
Flipkart	Global B2B online platform	Global	https://www.flipkart.com/
Surati Fabric	B2B online platform	Global	www.suratifabric.com
Textile Market	B2B online platform	Global	http://www.textilemarket.in/

Sellers first need to register with the B2B portal with details such as company name, type of company, address, email id, contact details, certification details, IEC, and GST number. Many B2B portal offers trial and basic service (limited number of products can be registered) with free of cost and provides option to upgrade service based on the requirement of sellers.

If the customer directly orders from the seller, a notification is sent to the seller via email and text message - upon receiving the request, the seller dispatches the product. In some cases, the buyer places a global request where notification is sent to multiple sellers. In this case, a seller needs to connect with the buyers and negotiate (or provide a quotation) the price, quantity, and quality of the product.



3.1.2 Country help desks

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

Table 3-2 Country help desks

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

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

3.1.3 Foreign trade fairs/exhibitions

Trade fairs/exhibitions are another popular way to connect with buyers. Most of these trade fairs/exhibitions are organized in large cities across the globe. Exporters can showcase their product at these events by paying charges for the stall/booth or else they can attend the event by paying the entry fee. Majority of the participants in these events are genuine buyers/sellers (as they pay to participate in the event). Trade fairs/exhibitions organizers provide a contact list of attendees (in some cases it free and in some cases, it is paid).

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

Table 3-3 Foreign trade fairs/exhibitions

Event	Details	Country	Link
Anuga	It is the leading global trade fair for the food and beverage industry.	Germany	https://www.anuga.com/
Natural & Organic Europe	Natural food exhibition in the UK – 700 exhibitors take part in the exhibition	UK	https://www.naturalproducts.co.uk/

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Event	Details	Country	Link
IFE	The International Food & Drink Event in the UK.	UK	https://www.ife.co.uk/
Natexpo	A trade fair for organic products in France.	France	https://natexpo.com/en/
Ecolife Scandinavia	Sustainable living trade show with 500 suppliers of organic food & drink, beauty, and healthy lifestyle products	Sweden	https://www.ecolifeshow.com/
AUTO Shanghai	China's largest auto fare exhibition.	China	https://autoshanghai.auto-fairs.com
Speedy Expo	Speedy Expo is B2B event for hydraulic force.	UK	https://www.speedyexpo.com/
AMTS	AMTS exhibition provides a platform for international companies to enter China's automotive manufacturing market, introduce their product and technology.	China	https://www.shanghaiamts.com/
WESTEC	WESTEC exhibition showcases products from critical industries such as aerospace, medical, industrial machinery, and consumer goods.	US	https://tradefest.io/
Singapore International Jewellery Expo	In this exhibition, more than 200 exhibitors take part.	Singapore	http://www.sije.com.sg/
CES	Consumer Electronics Show is organized by Consumer Technology Association (CTA). In this show, global tech companies and startups in the electronics sector takes part.	US	https://www.ces.tech/
IFA Berlin	Consumer Electronics Show in Germany – leading brands of consumer and electronic goods showcase their products.	Germany	https://b2b.ifa-berlin.com/
Cantonfair	International Handicrafts Trade Fair	China	https://www.cantonfair.net/
MDA	International Handicrafts Trade Fair	France	https://10times.com/art-firenze

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Event	Details	Country	Link
Eventseye	International Handicrafts Trade Fair	Global	https://www.eventseye.com/fairs/st1_trade-shows_handicraft-products.html
India International Aquaculture Expo 2021	International level exhibition and conference on Aquaculture sector	Hyderabad India	https://10times.com/iaa-hyderabad
VOD Dubai International Jewellery Show	It is Middle East's largest jewellery show/exhibition.	UAE	https://www.jewelleryshow.com/
Hong Kong International Jewellery Show	It is Asia's largest jewellery show where all kind of jewellery such as loose diamonds, pearls, and gemstones from about 3,000 exhibitors will be at display.	China	https://event.hktcdc.com/
Japan Jewellery Fair	Organized by Informa Markets Japan Co Ltd, Japan Jewellery Association and Yamanashi Jewellery Association with the support of Ministry of Economy, Trade and Industry, Japan External Trade Organization, Chamber of Commerce of Japan, etc.	Japan	http://www.japanjewelleryfair.com/en/visit/
Gem & Jewellery India International Fair	India's largest B2B exhibition	India	http://www.gjiif.in/
Bangkok Gems & Jewelry Fair (BGJF)	It is one of the world's most renowned trade fair in the industry. Organized on a biannual basis by Thailand's Department of International Trade Promotion (DITP) in February and September.	Thailand	http://bkkgems.com/about_fair/about
E3 - ELECTRONIC ENTERTAINMENT EXPO	Expo dedicated to Showcasing Interactive Entertainment and Educational Software and related Products	US	https://e3expo.com/
Global Summit and Expo on Laser, Optics and Photonics	The GSELOP will present the most recent advances in technology developments and business opportunities in laser, optics and photonics commercialization.	France	
CEDIA EXPO	International Residential Electronic Systems Industry Expo. CEDIA EXPO is a leading tradeshow in the residential electronic systems industry which serves every home technology professional	US	https://cediaexpo.com/

Event	Details	Country	Link
SPIE OPTICS + OPTOELECTRONICS	Exhibition, Conference & Workshops on Optics and Optoelectronics. SPIE Optics + Optoelectronics is a meeting that highlights the technologies that drive Europe's largest optoelectronic infrastructure projects such as HiPER, HiLASE, ELI Beamlines	Czech Republic	https://spie.org/conferences-and-exhibitions/optics-and-optoelectronics?SSO=1
HKTDC Hong Kong Electronics Fair	It is one of the world's largest electronic fair, in which	Hong Kong, China	https://event.hktdc.com/f
Jetro	Trade Fair	Global	https://www.jetro.go.jp/en/database/j-messe/country/asia/in/agriculture/
AgriTechCA	Agriculture Trade Fair	Global	https://www.agritechnica.com/en/
IIPAD	International Poultry Agri & Dairy Expo 2021	India	http://tradeshow.tradeindia.com/poultryagridairyexpo/
IATF	International Apparel & Textile Fair	UAE	https://10times.com/international-textile-fair
India International Garment Fair	India International Garment Fair	India	https://www.indiaapparelfair.com/
MAGIC	MAGIC Las Vegas	USA	https://www.magicfashionevents.com
Texworld	Texworld Evolution	France	https://texworld-paris.fr.messefrankfurt.com/paris/en.html

3.1.4 Other methods

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

Table 3-4 International trade promoting organizations

Name	Details	Country	Link
American Association of Exporters & Importers	American Association of Exporters & Importers (AAEI) Operates as a trade organization. The Organization represents businesses and organization involved in the international trade industry. 13,000 importers are registered with the association.	US	https://aaei.org/
U.S.-India's Importer's Council	U.S.- INDIA IMPORTER'S COUNCIL is a not-for-profit initiative started by a Group of Indian SME (Small & Medium Enterprises) Importers, responsible for imports of over \$1 billion from the USA.	US	http://www.usiic.in/
The British Importers & Distributors Association (BIFDA)	Companies that import canned food in the UK can become a member of the association.	UK	http://www.britisht-food-importers-distributors.org/
India Japan SME Business Council	"INDIA - JAPAN SME BUSINESS COUNCIL" is jointly initiated by Small and Medium Business Development Chamber of India (SME Chamber of India), Maharashtra Industrial and Economic Development Association (MIEDA) and India International Trade Centre (IITCINDIA) and Supported by SME Export Promotion Council, Packaging Industry Association of India (PIAI) SME Technology Development Council and SME Business Management Institute to accomplish the objectives.	Japan	http://www.indiajapanbizcouncil.com/

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

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



4 Quality Standards

4.1 Quality standards

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

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

4.1.1 Types of standards

ISI Standard:

Indian Standards Institute now known as Bureau of Indian Standard (BIS) is a registered society under a Government of India. BIS main functions include the development of technical standards, product quality and management system certifications and consumer affairs

W.r.t. "Electronics and Information Technology Goods (Requirement of Compulsory Registration) Order, 2021": As per the order, no person shall manufacture or store for sale, import, sell or distribute goods which do not conform to the Indian Standard specified in the Order. Manufacturers of

these products are required to apply for registration from Bureau of Indian Standards (BIS) after getting their product tested from BIS recognized labs

AGMARK Standard:

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

ISO 9000 Standard:

ISO 9000 is a series of international standards that has been accepted worldwide as the norm assuring high quality of goods. ISO has till now has brought about 22521 International Standards, covering almost every industry, from technology to food safety, service, to agriculture and healthcare. ISO 9001:2015 is an international standard dedicated to Quality Management Systems (QMS). It outlines a framework for improving quality and a vocabulary of understanding for any organization looking to provide products and services that consistently meet the requirements and expectations of customers and other relevant interested parties in the most efficient manner possible

NABL (National Accreditation Board for Testing and Calibration

Laboratories) Testing and Accreditation:

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

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

- ▶ Testing and Calibration Laboratories (ISO/IEC 17025)
- ▶ Medical Testing Laboratories (ISO 15189)
- ▶ Proficiency Testing Providers (PTP) (ISO/IEC 17043)
- ▶ Reference materials producers (RMP) (ISO 17034)

MRA reduces technical barrier to trade and facilitates acceptance of test/calibration results between countries which MRA partners represent.

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

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

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

FSSAI (Food Safety and Standards Authority of India) has been established for laying down science-based standards for articles of food and to regulate

their manufacture, storage, distribution, sale and import to ensure availability of safe and wholesome food for human consumption

The list of FSSAI notified food laboratories and research institutions, referral food laboratories and national reference laboratory can be viewed /downloaded from the below mentioned link,

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


4.1.2 Types of Inspections

- ▶ **Pre-Production Inspection**
This quality control inspection will assess the quantity and quality of raw material and components, and whether they are in conformity with product specifications
- ▶ **During Production Inspection**
This type of quality control inspection conducted while production is underway, and as a follow-up when quality issues are found prior to manufacturing during a pre-production inspection
- ▶ **Pre-Shipment Inspection**
Pre-shipment inspection ensures that production complies with specifications of the buyer and/or the terms of a purchase order or letter of credit. A Pre-shipment Inspection is performed when goods are 100% completed, packed and ready for shipment. This inspection is done according to standard Acceptable Quality Limits (AQL) specs for the product or based upon customer requirements. Samples are selected and inspected for defects at random, according to these standards and procedures

4.1.3 Quality Landscape

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

Table 4-1 Quality standards benchmarking

Quality Landscape			
Applicable to all products, services, and processes	Criteria	Compliance	 Benchmarking Organizations
	Product Certification	CE Marking, CE-UK Marking, UL Marking, GS Marking, ISI Marking	
	System Certification	ISO 9001, IATF 16949, ISO 45001, ISO 14001,	
	Quality Control and Inspection	Pre-Production Inspection During Production Inspection Pre-Shipment Inspection	

	Testing and Accreditation	Endurance, Life, Fatigue Testing Calibration of Equipment and Reference material Intercomparisons		
	Product Compliance	Customer specific compliance, REACH, RoHS Compliance		

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

Table 4-2 Standards controlling organizations

Name of the organization/body	Scope	Governing Authority
Agricultural and Processed Food Products Export Development Authority (APEDA)	Standards for organic production and Systems	An autonomous body under the Department of Commerce, Ministry of Commerce and Industry, Govt. of India
Automotive Research Association of India (ARAI)	Standards for Automotive Industries	Research Institute of the Automotive Industry with the Ministry of Heavy Industries & Public Enterprises, Govt. of India Standards for Automotive Industries
Bureau of Energy Efficiency (BEE)	Energy performance standards for Appliances, Energy Conservation, Building Code	Agency Ministry of Power, Govt. of India
Central Drugs Standard Control Organization (CDSCO)	Works for the drugs and health care devices or technologies	Directorate General of Health Services, Ministry of Health & Family Welfare, Govt. of India
Central Pollution Control Board (CPCB)	Works for air quality monitoring, water quality, emission norms for vehicles, prepares guidelines, manuals, codes, related to the treatment and disposal of sewage	A statutory organization under the Ministry of Environment, Forest and Climate Change, Govt. of India
Food Safety and Standards Authority of India (FSSAI)	Works for Food articles and regulates their manufacturing, distribution storage, sale	An autonomous body established under the Ministry of Health & Family Welfare, Govt. of India
Telecommunication Engineering Centre (TEC)	Formulate the standards about the Telecom network equipment, services and interoperability	A nodal agency of the Department of telecommunications, Ministry of Communications and Information Technology, Govt. of India
Oil Industry Safety Directorate (OISD)	Safety standards, Product design, Codes of practices, Guidance standards for Oil and Gas sector	A technical advisory body in India was established in the year of 1986 by the Ministry of Petroleum and Natural Gas.
Tea Board of India	Promote the cultivation, processing, and domestic	State agency of the Government of India

Name of the organization/body	Scope	Governing Authority
	trade as well as export of tea from India	
Atomic Energy Regulatory Board	Technical regulation, commissioning, construction, operation, and decommissioning of nuclear and radiation facilities including Medical and Industrial radiography	Regulatory Body, Department of Atomic Energy
The Marine Products Export Development Authority (MPEDA)	MPEDA is given the mandate to promote the marine products industry with special reference to exports from the country	An autonomous body under the Department of Commerce, Ministry of Commerce and Industry, Govt. of India

List of standards (Industry-wise)

Table 4-3 Industry standards

Industry	Standards
Agricultural and Processed Food Products	ISO 22005, ISO 6492, ISO TC34, FSSC 22000, GLOBALG.A. P
Fisheries & Marine Products	ISO 17025, ISO 9001
Gems and Jewellery	ISO 17025, ISO 20121, Kimberley Process Certification, BIS Hallmark
Engineering & Electronics	ISO 9001, TL9000, ANSI/ESD S20.20, ISO 14001, ISO 45001, ISO 50001, ISO 27001,
Information Technology	CMM 5 (Capability Maturity Model), BS ISO/IEC 27001:2013, BS ISO/IEC 27002:2013, ISO/IEC 27001, BS ISO/IEC 27003:2010, BS ISO/IEC 27004:2009, BS ISO/IEC 27005:2011, BS ISO/IEC 27006:2011, BS ISO/IEC 27032:2012, ISO/IEC 27701:2019
Handicrafts	ISO 9000, ISO 9001:2000, TQM, QMS, AS 9100, ISO 13485, TS 16949
Apparel	ISO 9001, ISO 14001, ISO 26000, ISO 45001, (GPSD, REACH, RSL, BRP) Compliance, ISO 3758:2012, GOTS, WRAP Certification, ETI, BSCI, Oeko Tex, Sedex, Fair Trade, SA-8000
Textile	ISO 9001, ISO 14001, ISO 26000, ISO 45001, (GPSD, REACH, RSL, BPR) Compliance, ISO 3758:2012, GOTS, WRAP Certification, ETI, BSCI, Oeko Tex, Sedex, Fair Trade, SA-8000
Pharmaceutical	ISO 9001, CGMP, GLP, ICH Q10, ISO 27001, ISO 14001, ISO 45001
Chemical	ISO 9001, ISO 14001, ISO 45001, ISO 27001
Petrochemical	ISO 29001, ISO 14001, ISO 45001
Automotive & Auto Parts	ISO 9001, IATF 16949, ISO 14001, ISO 45001

4.2 Letter of Credit

A Letter of Credit (LC) is a document that guarantees the buyer's payment to the sellers. It is issued by a bank and ensures timely and full payment to the seller. If the buyer is unable to make such a payment, the bank covers the full or the remaining amount on behalf of the buyer.

A letter of credit is issued against a pledge of securities or cash. Banks typically collect a fee, i.e. a percentage of the size/amount of the letter of credit.

Importance of Letter of Credit

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

Parties to a Letter of Credit

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

Types of a Letter of Credit

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

Sight Credit

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

Acceptance Credit/ Time Credit

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

Revocable and Irrevocable Credit

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

Confirmed Credit

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

Back-to-Back credit

In a back to back credit, the exporter (the beneficiary) requests his banker to issue an LC in favour of his supplier to procure raw materials,

goods on the basis of the export LC received by him. This type of LC is known as Back-to-Back credit.

Transferable Credit

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

Process of Letter of Credit

Step 1: The applicant or the buyer approaches the desired bank for issuance of letter of credit. This bank considered as opening or issuing bank.

Step 2: There will be advising bank (mostly international bank) for beneficiary or seller that will receive the Letter of Credit been issued by the issuing bank of the buyer. Further the advising bank will check the authenticity of the letter of credit by checking the name, product details, etc.

Step 3: Advising bank will share the letter of credit with the seller by confirming him/her rest assured that the money shall be received, as banks are now involved in the process.

Step 4: Post seller assurance, the goods will be shipped as per the details mentioned by the buyer or applicant. The seller will now receive the bill of lading as the seller has already exported the goods.

Step 5: The buyer shall now present the Bill of Lading to the Nominated or the Negotiating bank (International bank) where the bank will check all the shipping documents, whether all goods were shipped as per the instructions. Finally, the nominating bank will do the payment to the seller or exporter.

Step 6: Further the nominating bank will share the shipping documents with the issuing bank and will demand payment.

Step 7: Issuing bank will further share the documents with the buyer, seeking the approval whether all documents the correct, as per the buyer's information and all the products are shipped or not.

Step 8: The buyer now does the payment to the issuing bank and further the issuing bank sends the payment to the nominated or negotiating bank.

Below mentioned documents are required to apply for a Letter of Credit,

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

Fees and Reimbursements

The different charges/fees payable under import Letter of Credit is briefly as follows,

The issuing bank charges, applicant fees for opening the letter of credit (LC). The fee charged depends on the credit of the applicant, and primarily comprises of,

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

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

4.3 Export Certifications (Agricultural products)

W.r.t. agricultural products export, below mentioned certificates are required as a part of export process,

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

4.3.1 Export Health Certificate

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

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

Table 4-4 EIC fees structure

S. No.	FOB (in Rs.)	Fees (in Rs.)
1.	Up to 5.00 lakhs	1500.00
2.	Above 5.00 lakhs and up to 10.00 lakhs	2500.00
3.	Above 10 lakhs and up to 25 lakhs	5500.00
4.	Above 25 and below 40 lakhs	7500.00
5.	Above 40 lakhs	8000.00

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

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

Documents required:

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

Website: <https://mpeda.gov.in>

4.3.2 Fumigation Certificate:

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

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

Table 4-5 Inspection fees and fumigation charges

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

4.3.3 Phytosanitary Certificate:

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

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

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

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

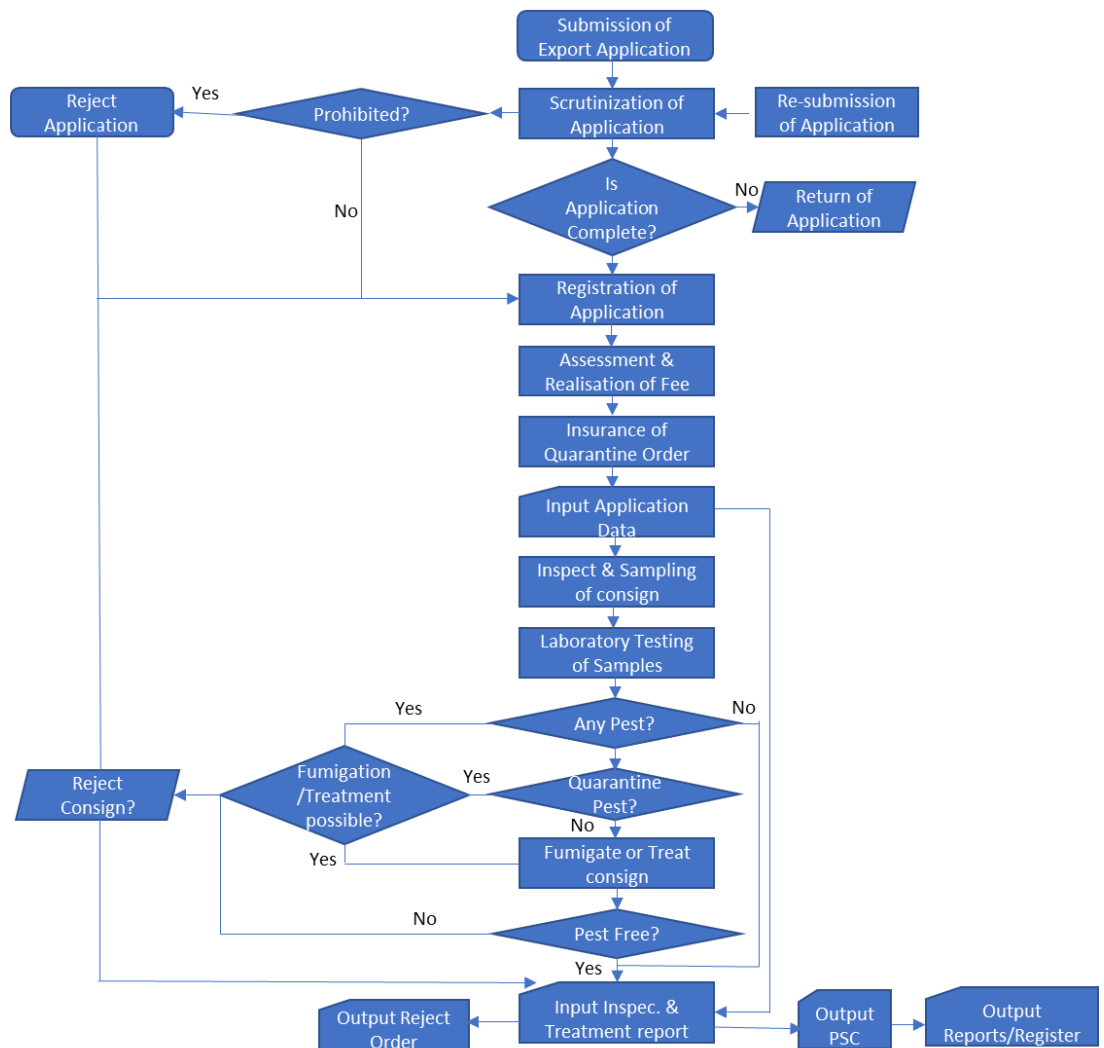
Documents required:

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

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

Phyto-sanitary Certificate Application Process flow:

Figure 4-1 Application process



4.4 Export Certification (Fisheries and Marine Product)

- ▶ Catch Certificate
- ▶ Non-EU Catch Certificate
- ▶ DS 2031 Certificate
- ▶ ICCAT Certificate
- ▶ Non-Radio Certificate
- ▶ Certificate of Legal Origin

4.4.1 Catch Certificate:

Purpose: A catch certificate is required as a key part of Regulation (EU) 1005/2008 which aims to prevent, deter and eliminate Illegal, Unreported and Unregulated fishing activity, with the objective of guaranteeing the legal origin of fisheries products entering the entering the EU Sanitary and Ph A catch certificate provides information, which proves that the fishery product/s have been caught under a legal fishing regime to sanitary (SPS) regulatory zone from third countries, including GB.

Issuing Authority: MPEDA (The Marine Products Export Development Authority) is the nodal agency for validating the catch certificates for the export of seafood to EU countries in accordance with the EU Regulation 1005/2008 started issuing the catch certificates from 01st January 2010 onwards.

Certificate Fees: Certificate fee for frozen goods Rs 3,540 and for Chilled/Dried/Live Rs 1,770.

Documents required:

- ▶ Description of Product
- ▶ Reference of applicable conservation & management measure
- ▶ List of vessels who have provided catches and quantities by each vessel (name, registration number etc. annexed)
- ▶ Name, address, tel and fax of Exporter
- ▶ Flag State authority Validation Transport details like Country of Exportation, Port/airport/, other place of departure, Date of shipment vessel name and flag Flight / airway / Truck /Railway other transport number / bill number Shipped to Container number.
- ▶ Importer declaration
- ▶ Import Control Authority
- ▶ Re- Export Certificate

Website: <https://c-cert.mpeda.gov.in/fa>

4.4.2 Non-EU Catch Certificate:

Purpose: A Non-EU catch certificate is required as a key part of Regulation for non-EU countries which aims to prevent, deter and eliminate Illegal, Unreported and Unregulated fishing activity, with the objective of guaranteeing the legal origin of fisheries products entering the non-EU Sanitary and Ph A catch certificate provides information, which proves that the fishery product/s have been caught under a legal fishing regime to sanitary (SPS) regulatory zone from third countries.

Issuing Authority: MPEDA (The Marine Products Export Development Authority) is the nodal agency for validating the non- EU catch certificates for the export of seafood to Non-EU countries.

Certificate Fees: Certificate fee for frozen goods Rs 3,540 and for Chilled/Dried/Live Rs 1,770.

Documents required:

- ▶ Description of Product
- ▶ List of vessels with catch quantities (name, registration number, Species etc.)
- ▶ Name, address, telephone and fax of Exporter
- ▶ Transport details like Country of Exportation, Port/airport/ , other place of departure , Date of shipment vessel name and flag Flight / airway / Truck /Railway other transport number / bill number Shipped to Container number.

- ▶ Importer declaration
- ▶ Import Control Authority

Website: <https://c-cert.mpeda.gov.in/fa>

4.4.3 DS-2031 Certificate:

Purpose: As per section 609 of P.L. 101-162 of USA requires the shrimp product consignment to USA have to be accompanied by DS 2031 certificate, which certifies that the shrimp in the consignment was harvested in a manner not harmful to sea turtles or harvested by aquaculture. As a part of our e-governance initiatives, MPEDA has developed online software to issue DS 2031 certificate to exporters from 06th April 2020 with digital signature and QR Code for proving the authenticity of the certificates.

Issuing Authority: MPEDA (The Marine Products Export Development Authority) is the nodal agency for validating the DS-2031 certificates for the export of seafood to US and other countries.

Certificate Fees: Certificate fee for frozen goods Rs 3,540 and for Chilled/Dried/Live Rs 1,770.

Documents required:

- ▶ Description of Product
- ▶ List of vessels with catch quantities (name, registration number, Species etc.)
- ▶ Name, address, telephone, and fax of Exporter
- ▶ Transport details like Country of Exportation, Port/airport/ , other place of departure , Date of shipment vessel name and flag Flight / airway / Truck /Railway other transport number / bill number Shipped to Container number.
- ▶ Importer declaration
- ▶ Import Control Authority

Website: http://e-mpeda.nic.in/registration/Reg_login.aspx

4.4.4 International Commission for the Conservation of Atlantic Tunas (ICCAT) Certificate:

Purpose: International Commission for the Conservation of Atlantic Tunas is an inter-governmental fishery organization responsible for the conservation of tunas and tuna like species in the Atlantic Ocean and its adjacent seas. MPEDA has been authorized to validate International Commission for the Conservation of Atlantic Tunas (ICCAT) Swordfish Statistical Document as required for import of fishes like tuna, Marlin and Swordfish to certain countries that border the Atlantic Ocean.

Issuing Authority: MPEDA (The Marine Products Export Development Authority) is the nodal agency for validating the ICCAT certificates for the export of seafood to countries.

Certificate Fees: Certificate fee for frozen goods Rs 3,540 and for Chilled/Dried/Live Rs 1,770.

Documents required:

- ▶ Export Section: Flag country/Entity/Fishing Entity
- ▶ Description of Vessel
- ▶ Point of Export
- ▶ Area of Catch: North Atlantic, South Atlantic, Mediterranean, Pacific, Indian
- ▶ Description of Fish
- ▶ Export Certification
- ▶ Government validation
- ▶ Importer Certification

Website: <https://c-cert.mpeda.gov.in/>

4.4.5 Non-Radio Activity Certificate:

Purpose: As per the importing countries requirement, MPEDA is certifying that the fish and fishery products have been caught in Indian water having radio activity either in traces or within acceptable limits. MPEDA is issuing the Non-Radio Activity Certificate based on the request from exporters.

Issuing Authority: MPEDA (The Marine Products Export Development Authority) is the nodal agency for validating the Non-Radio Activity certificates for the export of seafood to countries.

Certificate Fees: Certificate fee for frozen goods Rs 3,540 and for Chilled/Dried/Live Rs 1,770.

Documents required:

- ▶ Description of Product
- ▶ List of vessels with catch quantities (name, registration number, species etc.)
- ▶ Name, address, telephone, and fax of Exporter
- ▶ Transport details like Country of Exportation, Port/airport/, other place of departure, Date of shipment vessel name and flag Flight / airway / Truck /Railway other transport number / bill number Shipped to Container number.
- ▶ Importer declaration
- ▶ Import Control Authority

Website: <https://c-cert.mpeda.gov.in/>

4.4.6 Certificate of Legal Origin:

Purpose: National Fisheries and Aquaculture Service (SERNAPESCA), Chile has identified MPEDA as an Authority to validate the Certificate of Legal Origin attesting that the goods in a particular export shipment have been produced, manufactured or processing. MPEDA is issuing the Certificate of Legal Origin based on the request from exporters.

Issuing Authority: MPEDA (The Marine Products Export Development Authority) is the nodal agency for validating the Certificate of legal Origin for the export of seafood to countries.

Certificate Fees: Certificate fee for frozen goods Rs 3,540 and for Chilled/Dried/Live Rs 1,770.

Documents required:

- ▶ Description of Product
- ▶ List of vessels with catch quantities (name, registration number, species etc.)
- ▶ Name, address, telephone and fax of Exporter
- ▶ Transport details like Country of Exportation, Port/airport/ , other place of departure , Date of shipment vessel name and flag Flight / airway / Truck /Railway other transport number / bill number Shipped to Container number.
- ▶ Importer details
- ▶ Export Invoice details
- ▶ Commercial documents

Website: <https://c-cert.mpeda.gov.in/>

4.5 Export Certification (Gems & Jewellery)

The following documents are required for Gems Export from India

- ▶ Director-General of Foreign Trade (DGFT) registration certificate
- ▶ Company Incorporation Certificate
- ▶ Import Export Code
- ▶ Kimberly Process Certificate
- ▶ Pollution Certificate from the Pollution Control Board of India
- ▶ Pre-shipment Inspection Certificate
- ▶ Certificate of Origin
- ▶ Bank Certificate
- ▶ Other additional documents required as mentioned below,
 - ▶ Company PAN
 - ▶ ID and Address Proof of the Business Owner/s along with their passport-size photographs

4.5.1 Kimberly Process Certificate

As per DGFT Notification No-21/2002-07 dated 26th December 2002 no import/ export of rough diamonds shall be permitted unless the shipment is accompanied by Kimberley Process Certificate required under the procedure specified by the Gem and Jewellery Export Promotion Council.

The KPC is issued mainly to prevent conflict diamonds by ensuring the purchase of diamonds were financing violence by rebel movements and their allies seeking to undermine legitimate governments. As a part of several key commitments, Kimberly Process Certificate Scheme (KPCS) includes a requirement that all imported and exported rough diamonds be certified. In India, GJEC is the government agency to issue Kimberly Process Certificate.

Application Process –

1. Login on <https://gjepec.org/kp/login.php> - Registered Agent/ Member/ Non-Member needs to do login for import/ export application
2. Post login – User can fill application for import/ export - https://gjepec.org/kp/export_application.php

All exports and imports are also bound for physical checking and inspection as per Customs Act 1962. Hence, Circular No. 53 of 2003-Cus dated 23 June 2003 is to be followed for KPCS.

4.5.2 Pre-shipment Inspection Certificate (PSIC)

The PSIC document accompanies shipments from the factory to certify that the products conform to specifications stated on the sales contract or letter of credit (LC). This certificate usually includes package of reports from the shipment such as the bill of lading (BL), certificate of origin and packing list. The DGFT authorised Pre-shipment Inspection Agency to issue PSIC.

The PSIA Authorised Representative/ Inspector visits the Exporter's yard and physically inspects the material being loaded. Once the containers will be handed over to the Exporter for shipment, the PSIA Authorized Representative subsequently sends the satisfactory inspection report to PSIA Head Office. Based on this, PSIC has been issued. For application for PSIC, visit – www.dgft.gov.in

4.5.3 Pollution Certificate

Pollution Certificate/ Maharashtra Pollution Control Board Consent Certificate is given by Maharashtra Pollution Control Board under the arrangements of Water Act, 1947 and Air Act, 1981. For application, register under MPCB - <https://www.ecmpcb.in/>

► Export through Exhibitions/ Export Promotion tours/ Export of Branded Jewellery

Nominated agencies shall produce to Customs Authorities letter in original or its certified copy, containing Government's approval for holding exhibition/ export of branded jewellery. Any other person shall produce to Asst. Commissioner, customs letter in original or its certified copy containing GJEPC's approval for holding exhibitions/ export promotion tour/ export of branded jewellery.

► Gemstones/ Pearls/ Precious Metals/ Jewellery

All traders must ensure that they comply with the guidelines laid out regarding the handling and transporting of hazardous wastes in India. Moreover, the Ministry of Environment and Forest is responsible for regulating and controlling the import and export of gemstones, jewellery, pearls and precious metals in India.

Gem exporters will also have to submit test and analysis report from laboratories certifying the quality of the products. The list of authorized laboratories by GJEPC is given below:

1. Gemmological Institute of India (Link - <https://giionline.com/>)
2. Gem Testing Laboratory, Jaipur (Link - <http://www.gtljaipur.info/certificates.aspx>)
3. Indian Gemmological Institute – Gem Testing Laboratory, Delhi (Link - <http://www.igi-gtl.org/services>)

4. Indian Diamond Institute (Link - <http://www.diamondinstitute.net/the-institute.html>)

The testing services and certification offered by these labs includes:

1. Gemstone Identification Report
2. Diamond Jewellery Grading Report
3. Diamond Screening Report
4. LOT Identification Report

Table 4-6 Stone testing fees

Sr. No.	Category	Details	Non-Member Charges (Inclusive of GST)	Member Charges (Inclusive of GST)
1	Stone	Normal	900 per stone	810 per stone
		Urgent	1400 per stone	1260 per stone
2	Packet Lot (Stones)	Minimum 5 stones (No re-verification)	600 per stone	540 per stone
3	Bead Strings (Except Corundum & Emerald)	Minimum 10 stones (No re-verification)	650 per 2.50 cm	585 per 2.50 cm
4	Diamond Jewellery Grading	Diamond size up to 0.35 ct.	500 per carat	450 per carat
		Diamond size above 0.35 ct.	600 per carat	540 per carat
5	Verbal Opinion (for loose diamond only)	Minimum 10 pcs. (No re-verification)	300 per stone	270 per stone
6	Diamond Screening	Charges for single lot & single jewellery Colorless to near-colorless analysis precisely by the instrument 'Synthdect' & 'Qcheck' only	Rs. 250 (First Carat) + Rs. 50 (each additional carat, in the multiple of 1 carat) minimum charge per screening report generated is Rs. 250	Rs. 225 (First Carat) + Rs. 45 (each additional carat, in the multiple of 1 carat) minimum charge per screening report generated is Rs. 250

** Table indicates tentative values for testing, it may vary from lab to lab

As per DGFT, to claim benefits under the scheme for export of gold, silver and platinum jewellery and articles. In exercise of the powers conferred by sub-section (1) of section 25 of the Customs Act, 1962 (52 of 1962), and in supersession of the notification of the Government of India in the Ministry of Finance (Department of Revenue) No. 49/97-Customs, dated 23-5-97 [GSR 272(E), dated 23-5-97], except as respects things done or omitted to be done before such supersession, the Central Government, being satisfied that it is necessary in the public interest so to do, hereby exempts -

1. Gold of fineness not less than 0.0995
2. Platinum of fineness not less than 0.900
3. Silver of fineness not less than 0.999

4. Gold findings, gold mountings or gold solders up to 0.920 fineness
5. Platinum findings, platinum mountings or platinum solders up to 0.920 fineness
6. Silver findings, silver mountings or silver solders up to 0.925 fineness

4.6 Export Certification (Engineering & Electronics)

▶ **Certificates of Origin.**

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

▶ **Registering chemicals (REACH) (For EU export)**

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

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

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

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

As mentioned, the DoC must be issued by the importer or manufacturing placing the product on the EU market. The DoC is not issued by a third-party, or government body.

The DoC may need to be presented upon arrival to the customs authorities, or whenever requested by market surveillance authorities or customers.

Required Information

- ▶ Product identification/SKU
- ▶ Product features
- ▶ Name and address of the manufacturer/importer

- ▶ List of EN standards and/or EU directives
- ▶ Location
- ▶ Responsible individual

4.7 Export Certification (Information Technology)

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

▶ Non STPI Registration

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

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

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

Procedure can be referred on below link

[Non STPI Registration – Procedure and Guidelines \(enterslice.com\)](#)

▶ SOFTEX form

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

SOFTEX is filed after the software export has already taken place.

Procedure for form filling can be assessed from below link

[SOFTEX Form Filing - Procedure \(indiafilings.com\)](#)

4.8 Export Certification (Handicrafts)

W.r.t exports of toys, Department for Promotion of Industry, and Internal Trade (DPIIT), Ministry of Commerce and Industry has devised a comprehensive action plan with steps being taken to boost production & sale of indigenous toys across the country. Quality Control order has been issued by the Department for standardization and quality adherence of Toys. The order will come into effect from 1st January 2021. This order aims to bring forward the synergized efforts of the GoI, states and the stakeholders to promote 'Team up for toys' vision keeping quality standards of the indigenous toys as the priority. Now, as a part of the initiatives being taken to provide

impetus to the medium, small, and micro toy production units in the country, DPIIT has released Toys (Quality Control) Second Amendment Order, 2020. It exempts goods manufactured & sold by artisans registered with Development Commissioner (Handicrafts), from use of Standard Mark under licence from Bureau of Indian Standards, as per Scheme1 of Schedule-II of BIS (Conformity Assessment) Regulations, 2018.

The Amendment Order 2020 also exempts products registered as Geographical Indications from following Indian Toy Standards & compulsory use of Standard Mark licence from Bureau as per Scheme 1 of Schedule-II of BIS(CA)Regulations,2018. The Gazette notification issued by the department says that “nothing in this Order shall apply to goods or articles manufactured and sold by Registered proprietor and Authorised user of a product registered as Geographical Indication by the Registrar of Geographical Indications, Office of Controller General of Patents, Designs and Trademarks (CGPDTM)”

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

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

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

W.r.t. Metal handicrafts, type of Inspections are as mentioned below,

- ▶ Inspection of incoming material
- ▶ Inspection of production process,
 - ▶ **Preproduction:** To inspect the quality of raw material
 - ▶ **During production (DUPRO) Inspection:** This type of inspection allows the buyer to have idea of average product Quality
- ▶ Inspection of finish goods
 - ▶ Internal - Quality Control
 - ▶ External - Quality Assurance
- ▶ **Random inspection:** It takes place once production process of 100% of shipment is complete and nearly 80% of product packed. This objective is restyled to confirm a shipment quickly
- ▶ **Final loading inspection:** This inspection is performed when 100% production is packed. Aim of this inspection is to identify that correct quality is packed labelling & marketing is correct. Check order quantity
- ▶ **Floor inspection:** It suggests the checking of material in process at the machine or in the production time by inspector. These inspection moves from machine to machine and from one to other workstation to check the ongoing process of production. These inspectors are highly skilled and trained to use the method of inspection for minimizing. The material handling does not disturb the line layout of machinery and quickly check the defect and readily offs field and correction

4.9 Export Quality Assurance (Textile and Apparel)

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

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

This inspection is carried out when the production of the total quantity of an order or partial delivery is completed. A sample lot will be selected from the order and a percentage of the apparel will be inspected. The AQL sampling inspection may be applied

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

- ▶ **Final Inspection**

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

- ▶ **Critical Defect**

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

- ▶ **Major Defects:** Some of the common major defects are,

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

- ▶ **Minor Defect**

Minor defects are generally due to workmanship and can be repaired

4.10 Export Certification (Textile and Apparel)

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

Certificate of Origin for textiles & made ups meant for export under different Trade Agreements

The Textiles Committee is authorized to issue Certificate of Origin under 12 different Trade Agreements. This certificate enables the importers to claim duty

preferences at the importing end. The first consignment for each product of an exporter shall be certified after Pre-export Verification to ensure that the origin criteria described in the certificate is met.

- ▶ Indo-Japan Comprehensive Economic Partnership Agreement (IJCEPA)
- ▶ Global System of Trade Preferences (GSTP)
- ▶ Indo-Sri Lanka Free Trade Agreement (ISLFTA)
- ▶ ASEAN-India Free Trade Agreement (ASEAN-India FTA)
- ▶ India-Korea Comprehensive Economic Partnership Agreement (IKCEPA)
- ▶ India-Malaysia Comprehensive Economic Cooperation Agreement (IMCECA)
- ▶ South Asia Free Trade Area (SAFTA)
- ▶ India-Chile Preferential Trading Agreement (INDIA-Chile PTA)
- ▶ India-Mercosur Preferential Trading Agreement (India-Mercosur PTA)
- ▶ Asia-Pacific Trade Agreement (APTA)
- ▶ SAARC Preferential Trading Agreement (SAPTA)
- ▶ India-Singapore Comprehensive Economic Co-operation Agreement (ISCECA)

These certificates are digitally issued on the below mentioned link,

<https://coo.dgft.gov.in/>

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

The certificate is digitally issued on the below mentioned link,

<https://coo.dgft.gov.in/>

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

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

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

Quality Testing and Inspection

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

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

▶ For Yarn

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

▶ Garments

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

▶ For Woven fabrics

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

▶ For Made ups

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



5 Tax and Incentives

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

5.1 Foreign Trade Policy

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

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

The FTP of 2015-20 seeks to provide a stable and sustainable policy environment for foreign trade in merchandise and services, link rules, procedures and incentives for exports and imports with other initiatives such as "Make in India", "Digital India", and "Skill India" to create an "Export Promotion Mission". The existing FTP for 2015-20 which is valid up to 31 March 2020 has been extended 30 September 2021 due to on-going Novel COVID-19 pandemic outbreak. (Source: <https://pib.gov.in/PressReleaseframePage.aspx?PRID=1708765>)

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

5.1.1 Classifications of goods for exports

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

Figure 5-1: Types of export goods as classified in FTP

Free	Products categorised as free can be exported without any permission from DGFT subject to condition, if any mentioned against the product in the ITC (HS) book and any other law of the country governing their exports
Restricted	The restricted items can be permitted for export under licence. The procedures/conditions wherever specified against the restricted items may be required to be complied with, in addition to the general requirement of licence in all cases of restricted items.
Prohibited	Prohibited items are not permitted to be exported. An export licence will not be given in the normal course for goods in the prohibited category. Some of the prohibited items of exports are all forms of wild animals, exotic birds, beef, seashells, human skeleton, peacock feathers, etc.
State Trading Enterprises	Export through State Trading Enterprises STE(s) is permitted without an Export Licence through designated STEs only as mentioned against an item and is subject to conditions of FTP.
Restrictions on Countries of export	Export to Iraq is subject to conditions as specified in Exim Policy and other conditions which may be listed in the title ITC (HS) Classification of Export and Import items

5.2 Customs Duties in India

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

5.2.1 Duties and Taxes on Import

Import through sea – Territorial water extends up to 12 nautical miles into the sea from the coast of India and so the liability to pay import duty commences as soon as goods enter the territorial waters of India. No duty is leviable on goods which are in transit in the same ship or if goods are in transit from one ship to another.

Customs duties are calculated on the value of goods. Such value is determined as per the rules laid down in the Customs Valuation (Determination of Value of Imported

Goods) rules, 2007. The customs duty for import of goods are divided into the following:

Table 5-1: Types of Customs Duty on import of goods

Type of Duty	Details
Basic Customs Duty (BCD)	It is applicable on imported items that falls under the ambit of Section 12 of the Customs Act, 1962. These duties are levied at the rates prescribed in Schedule I to Customs Act, 1975 under the terms specified in Section 2 of the act. The levied rates (5% to 40%) may be standard or preferential as per the country of import.
Countervailing Duty (CVD)	This duty is levied on imported items under Section 3 (1) of Customs Tariff Act, 1975. It is equal to the Central Excise Duty that is levied on similar goods produced within India. This duty is calculated on the aggregate value of goods including landing charges.
Additional Customs Duty or Special CVD	Under Section 3(5) of Customs Tariff Act, 1975 imported goods in addition to BSD and CD shall also be liable to special CVD at the rate notified by Central Government (at present 4%). Some goods are fully exempt from Special CVD including goods packed for retail sales covered under Standards of Weight & Measurement Act, Wrist watches & pocket watches, telephone for cellular networks, articles of apparel excluding parts of made-up clothing accessories.
Protective Duty	Protective duty may be imposed to shield the domestic industry against imports at a rate recommended by the Tariff Commissioner.
Anti-dumping Duty	It may be imposed if the good being imported is at below fair market price and is limited to the difference between export and normal price (dumping margin).
Education Cess	This duty is levied at 2% and higher education cess at another 1% of aggregate of custom duties.
Social Welfare Surcharge	10% SWS. The levy of SWS on imports made and present practice regarding its debit through duty credit scrips such as MEIS, SEIS etc. of FTP.
Custom Health Cess	The Schedule IV of the Finance Bill provides for the levy of health cess for the goods falling under headings 9018, 9019, 9020, 9021 and 9022 of the First Schedule of the Customs Tariff Act, 1975 shall be liable for health cess leviable @5%.
Preferential rate of duty	Preferential rate of duty for import of specified goods may be applicable for imports from China as per the notification no. 040/2017 dated 01.07.2017
IGST Levy	The GST rate structure for goods have been notified. For convenience, goods have been organised rate-wise in schedules I to VII.

Type of Duty	Details
GST Compensation Cess	Levied on supply of certain notified goods mostly belonging to luxury and demerit category.

The step-by-step process for checking the import duties and taxes of product with ITC HS Code are given below¹:

Figure 5-2: ICEGATE Webpage

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



Step 2: Enter CTH Code and Country of Origin



¹ Source: Central Board of Indirect Taxes & Customs

Step 3: Select the tariff item

The screenshot shows the 'Tariff-head-details' page on the ICEGATE portal. It displays the classification hierarchy: SECTION XVI, CHAPTER 85, and the specific tariff item 85171211. The table below lists various sub-items under this heading with their respective units and duty rates.

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

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

The screenshot displays the 'Structure of Duty for CTH :73261990' page. It provides a detailed breakdown of various duties and their effective rates for a value of INR 1 Lakh. The table includes columns for Customs Duty, Rate of Duty (Tariff)%, Spec Duty, Unit, Notification -S/no, Rate of Duty (Effective)%, Spec Duty, Unit, and Duty Amount.

Customs Duty	Rate of Duty (Tariff)%	Spec Duty	Unit	Notification -S/no	Rate of Duty (Effective)%	Spec Duty	Unit	Duty Amount
Basic Customs Duty(BCD)	25			024/2005-13R Select Exemption Notn. (if any)	0			0
Preferential Notification				050/2018-A206 Select Exemption Notn. (if any)	14			0
Additional Duty Of customs(ADC(M))	0	0		Select Exemption Notn. (if any)	0	0		0
Customs AIDC	25			Select Exemption Notn. (if any)	0			0
Custom Health CESS(CHCESS)	5	0		Select Exemption Notn. (if any)	5	0		5000
Other Duties								
Excise AIDC(EAIDC)	0	4	LTR	Select Exemption Notn. (if any)				0
Social Welfare Surcharge(SWC)	10			Select Exemption Notn. (if any)	10			0.5
Antidumping Duty(ADD)	54.09	0		015/2016-1	54.09	0		54090

Safeguard Duty(SG)	14.5		002/2020-(b)	14.5		14500
Countervailing Duty(CD)	13.44	0	001/2016-1	13.44	0	13440
GST Duty						
IGST Levy	18		001/2017-III111 Select Exemption Notn. (if any) ▼	18		33665
Compensation Cess(CC)	22	0	001/2017-52B Select Exemption Notn. (if any) ▼	22	0	41147
Duty Calculator						
Total Duty	121.2			161.842		162542
Total Duty (Preferential)				0.0		161843
Sample calculation for Assessable value Rs. 100000	121200		Enter your Assessable value and press Enter	162542	Enter Qty if Applicable	
Enter your Assessable value in INR			100000	162542	100	-> Show Duty Bifurcation
Spec duty Flag	H=Rate or Specific duty whichever is higher; L=Rate or Specific duty whichever is lower ; += Rate of duty plus Specific duty					
Compulsory compliance Requirements (CCRs)						
Preferential rate of duty for import of specified goods	Preferential rate of Duty may be applicable for imports from CHINA refer Notification 040/2017 Dated 01/07/2017					
SWIFT PGA Filing	PGA Cd	PGA Name	Info Cd	Info Desc	QFR Cd	QFR Desc
Antidumping Duty may be applicable	refer Notification 015/2016 Dated 26/04/2016					
Safeguard Duty may be applicable	Refer Notification 002/2020 Dated 30/01/2021					
<small>Disclaimer: The contents of this web site do not constitute legal or professional advice and carry no legal force. The purpose of the web site is to enhance public access to information on rates of duties and other compliance requirements for Customs clearance of goods. The web site is strictly meant for general guidance. While all efforts are made to ensure correct, complete and current information on the web site, Central Board of Indirect Taxes and Customs (CBIC)</small>						

5.2.2 Duties and Taxes on Export

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

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

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

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

5.3 Most Favoured Nation

In International Economic Relations and International Politics, the most favored nation (MFN) is a status or level of treatment accorded by one state to another in international trade. The term means the country which is the recipient of this treatment must nominally receive equal trade advantages as the “Most Favored Nation” by the country granting such treatment.

Under rules of the World Trade Organization (WTO), a member country is not allowed to discriminate between trade partners and if a special status is granted to one trade partner, the country is required to extend it to all members of the WTO. In a nutshell, MFN is a non-discriminatory trade policy as it ensures equal trading among all WTO member nations rather than exclusive trading privileges.

The advantages of the most favored nations are:

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

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

In India Africa Trade Agreement, both the countries parties grant MFN status to both the countries

5.4 India's Free Trade Agreements

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

Table 5-2: List of India's Free Trade Agreements

Sr. No.	Agreement	Member Countries	Conditions
1	Preferential Trade Agreement between India and Afghanistan	India and Afghanistan	Free movement of goods between their countries through reduction of tariffs on the movement of goods in accordance with the provisions of Annexures A & B (Link – India Afghanistan Free Trade Agreement. Indo-Afghanistan Preferential Trade Agreement. (eximguru.com)) The preference tariff granted by the Government of Afghanistan include the following HS Code – 090230, 090240, 300210, 300390, 300490, 170199, 252310, 252321
2	Comprehensive Economic Cooperation and Partnership Agreement (CECPA) between The Republic of India and The Republic of Mauritius	India and Mauritius	The CECPA between India and Mauritius covers 310 export items for India, including food stuff and beverages (80 lines), agricultural products (25 lines), textile and textile articles (27 lines), base metals and articles thereof (32lines), electricals

Sr. No.	Agreement	Member Countries	Conditions
			and electronic item (13 lines), plastics and chemicals (20 lines), wood and articles thereof (15 lines), and others. (Link – Comprehensive Economic Cooperation and Partnership Agreement (CECPA) between The Republic of India and The Republic of Mauritius (indiantradeportal.in))
3	India Africa Trade Agreement	India and African Countries – Botswana, Cota D Ivory, Liberia, Mozambique, Rwanda, South Africa, Seychelles, Uganda, Angola, Cameroon, Ghana, Mauritius, Nigeria, Senegal, Swaziland, Tanzania, Zaire, Zambia and Zimbabwe	The agreement grants each other the most favored nation treatment in respect of the following: <ol style="list-style-type: none"> 1. Custom duty and other duties and taxes applicable for import, export, and transit of commodities 2. Custom formalities and all dues and charges in relation to import, export, transit storage and 77 transshipment of commodities 3. Issue of import and export license The list of products from each countries can be access through the link – India Africa Trade Agreement (indiantradeportal.in)
4	Asia Pacific Trade Agreement (APTA)	India, Bangladesh, China, Republic of Korea, Lao People's Democratic Republic and Sri Lanka	Preferential Trade arrangement that aims at promoting intra-regional trade. The standing Committee initiated negotiations in the areas of tariff concessions with an average of 50% MOP on 50% of tariff lines along with framework agreements on i. trade facilitation ii. Trade in services iii. Investments and iv. Non-tariff measures. The list of preferential tariff items - Asia Pacific Trade Agreement (APTA) (indiantradeportal.in)
5	Comprehensive Economic Cooperation Agreement between India and Association of Southeast Asian Nations (ASEAN)	India, Cambodia, Indonesia, Lao People's Democratic Republic, Malaysia, Myanmar, Philippines, Singapore, Thailand, Vietnam	Preferential Trade Agreement, where the applied MFN tariff rates at 0%, they shall remain at 0%, applied MFN tariff rates of 5% can be maintained for up to 50 tariff lines and for remaining reduced to 4.5%. Special products refer to India's crude and refined palm oil, coffee, black tea and pepper. The tariff of these special products reduced by almost 40-50%. The list of other countries products has been listed in the agreement - Comprehensive Economic Cooperation Agreement Between India And Association of Southeast Asian Nations (ASEAN) (indiantradeportal.in)

Sr. No.	Agreement	Member Countries	Conditions
6	Agreement on Trade, Commerce and Transit between India and Bhutan	India and Bhutan	All exports and imports of Bhutan to and from countries other than India will be free from and not subject to customs duties and trade restrictions of the Government of India. The procedure for such exports and imports and the documentation which are detailed in the Protocol to this Agreement, may be modified by mutual agreement from time to time. View of the free movement of goods flowing between the two countries and of the possibility of the flow from one to the other of goods of third country origin
7	Preferential Trade Agreement between India and Chile	India and Chile	Under this agreement, Chile has offered concession to India on 1798 tariff lines with Margin of Preference (MOP) ranging from 30% - 100% and India offered concession on 1071 tariff lines ranging from 10-100%. Under this, India's 86% of exports to chile gets covered. Link - Preferential Trade Agreement Between India And Chile (PTA) (indiantradeportal.in)
8	Comprehensive Economic Partnership Agreement between the Republic of India and Japan	India and Japan	The agreement seeks to eliminate tariffs on 90% of Japanese exports to India such as auto parts and electric appliances and 97% of imports from India, including agriculture and fisheries products. The list is given in the agreement - Comprehensive Economic Partnership Agreement Between India And Japan (CEPA) (indiantradeportal.in)
9	Comprehensive Economic Partnership Agreement between the Republic of Korea and India	India and Korea	The agreement seeks to eliminate tariff on 90% of India exports to Korea and 85% of Korea exports to India. India also getting benefitted, which allows temporary movement of professional workers to Korea. Around, 163 professions would be allowed access to Korean service market. Link - Comprehensive Economic Partnership Agreement Between India And Republic of Korea (CEPA) (indiantradeportal.in)
10	Comprehensive Economic Cooperation Agreement between India and Malaysia	India and Malaysia	Under CECA, the items on which India has obtained market access from Malaysia include basmati rice, mangoes, eggs, trucks, motorcycles and cotton garments. Also, adequate protection has been provided by the Indian side for sensitive sectors such as agriculture, fisheries, textiles, chemicals, auto, etc. This agreement also facilitates the temporary

Sr. No.	Agreement	Member Countries	Conditions
			movement of businesspeople including contractual service suppliers and independent professionals. Link - Comprehensive Economic Cooperation Agreement between India and Malaysia (CECA) (indiantradeportal.in)
11	Preferential Trade Agreement between India and MERCOSUR	India, Brazil, Argentina, Uruguay and Paraguay	The agreement aims to expand and strengthen the existing relations and promote the expansion of trade by granting reciprocal fixed tariff preferences with the ultimate objective of creating a free trade area between the parties. The major products covered in Indian offer list are meat and meat products, organic & inorganic chemicals, dyes & pigments, raw hides and skins, leather articles, wool, cotton yarn, glass and glassware, articles of iron and steel, machinery items, electrical machinery and equipment, optical, photographic & cinematographic apparatus. The major product groups covered in the offer list of MERCOSUR are food preparations, organic chemicals, pharmaceuticals, essential oils, plastics & articles, rubber and rubber products, tools and implements, machinery items, electrical machinery and equipment. Link - Preferential Trade Agreement Between India And MERCOSUR (PTA) (indiantradeportal.in)
12	Agreement of Cooperation with Nepal to Control Unauthorized Trade	India and Nepal	Open border between the two counties for free movement of persons and goods across the border No restriction on re-export from the territory of a Contracting Party to third countries of the goods imported from the other party without manufacturing activity. Link - Agreement of Cooperation with Nepal to Control Unauthorized Trade (eximguru.com)
13	Treaty of Transit between Government of India and Government of Nepal	India and Nepal	Warehouses, sheds and open spaces shall be made available on lease for the storage of transit cargo (other than hazardous goods) meant for transit to and from Nepal through India (Port of Calcutta) Traffic-in transit via Calcutta shall pass only through mutually agreed routes. Product specific usage of transit mode is given in the agreement. Treaty of Transit Between

Sr. No.	Agreement	Member Countries	Conditions
			Government of India and Government of Nepal (indiantradeportal.in)
14	Agreement on South Africa Free Trade Area (SAFTA)	Afghanistan, Bangladesh, Bhutan, Maldives, Nepal, Pakistan, Sri Lanka, and India	There should be a fall to 20% tariff from the existing tariff by the non-Least Developing Countries and 30% reduction from the existing tariff by the Least Developing Countries. The list of the products is given in the agreement - <u>Agreement On South Asia Free Trade Area (SAFTA)</u> (indiantradeportal.in)
15	Agreement on SAARC Preferential Trading Arrangement	Bangladesh, Bhutan, Maldives, Nepal, India, and Sri Lanka. Pakistan has been removed from the list.	There should be a fall to 20% tariff from the existing tariff by the non-Least Developing Countries and 30% reduction from the existing tariff by the Least Developing Countries. If LTA is having tariff listed under SAFTA, they should follow SAFTA tariff. Link - <u>Comprehensive Economic Cooperation Agreement between The Republic of India and the Republic of Singapore (CECA)</u> (indiantradeportal.in)
16	Comprehensive Economic Cooperation Agreement between the Republic of India and the Republic of Singapore	India and Singapore	It is a free trade agreement between Singapore and India to strengthen bilateral trade. The CECA eliminated tariff barrier, double taxation, duplicate processes and regulations and provided unhindered access and collaboration between two countries. Singapore invested in India for upgradation of ports, airports, STPs and SEZ. The list of products for phased elimination in duty is given - https://commerce.gov.in/international-trade/trade-agreements/comprehensive-economic-cooperation-agreement-between-the-republic-of-india-and-the-republic-of-singapore/
17	Free Trade Agreement between the Republic of India and The Democratic Socialist Republic of Sri Lanka	India and Sri Lanka	The Contracting Parties hereby agree to establish a Free Trade Area for the purpose of free movement of goods between their countries through elimination of tariffs on the movement of goods in accordance with the provisions of Annexures A & B which shall form an integral part of this Agreement. The list is given - <u>Free Trade Agreement Between The Republic of India And The Democratic Socialist Republic of Sri Lanka (FTA)</u> (indiantradeportal.in)

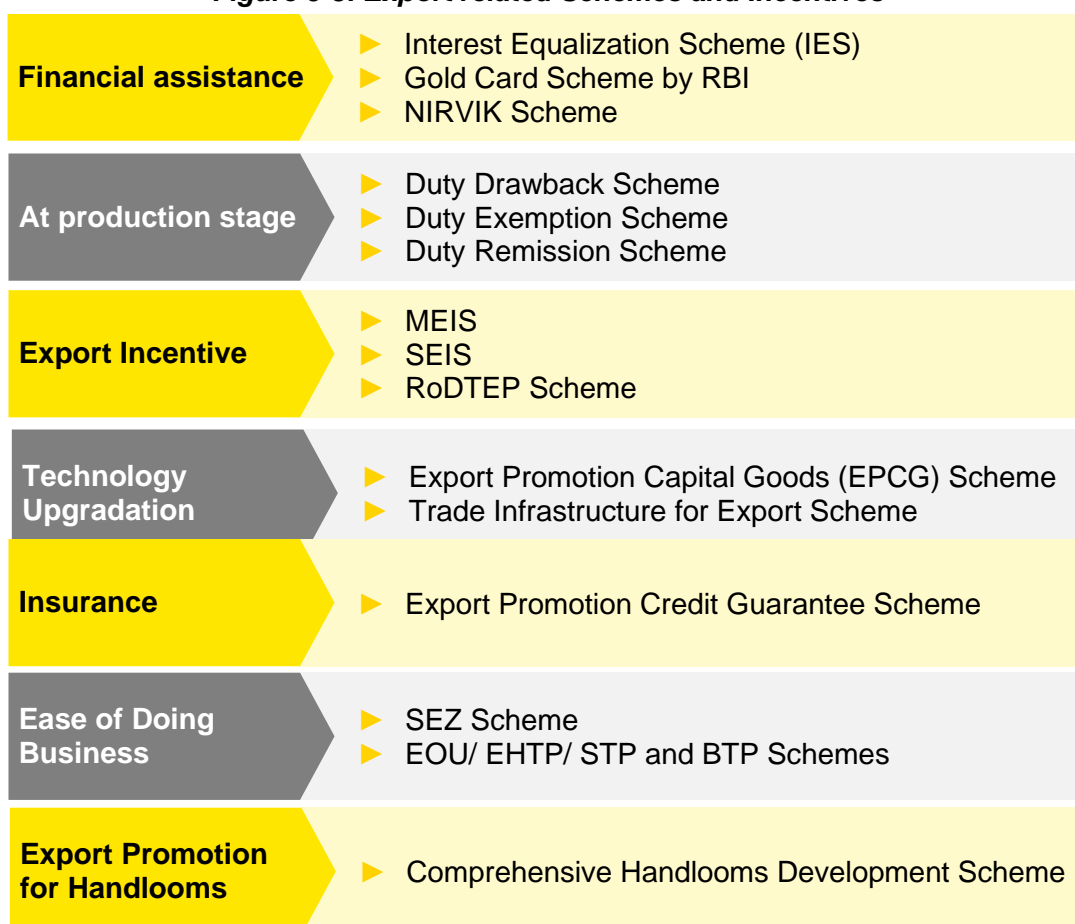
Sr. No.	Agreement	Member Countries	Conditions
18	India – Thailand Free Trade Agreement (EHS)	India and Thailand	Amendment to the Early Harvest Scheme. The Tariff reduction on applied MFN rates has been reduced up to 100%. The tariff items list - India-Thailand Free Trade Agreement (EHS) (indiantradeportal.in)

5.4 Incentives and Schemes by Central and State Government

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

To provide promotional measures to boost India’s and State of Maharashtra exports with the objective to offset infrastructural inefficiencies and associated costs involved to provide exporters a level playing field, the following schemes has been introduced.

Figure 5-3: Export related Schemes and Incentives



Export Promotion for Agri products	<ul style="list-style-type: none"> ▶ Export Promotion Program by Maharashtra State Agriculture Marketing Board ▶ Financial Assistance Scheme for Exporters by APEDA ▶ One District One Focus Product Scheme 2021
Schemes for Gem and Jewellery Sector	<ul style="list-style-type: none"> ▶ Advance Procurement/ Replenishment of Precious Metals from Nominated Agencies ▶ Replenish Authorisation for Gems ▶ Replenishment Authorisation for Consumables ▶ Advance Authorisation for Precious Metals
GST Concessions	<ul style="list-style-type: none"> ▶ LUT and Bond under GST for export ▶ IST Refund (Shipping bills and other export related documents should be filed at ICEGATE for claiming GST refund)
Capacity Building and R&D	<ul style="list-style-type: none"> ▶ Niryat Bandhu Scheme ▶ Market Access Initiative Scheme
Transport Assistance	<ul style="list-style-type: none"> ▶ Transport and Marketing Assistance (TMA) Scheme for Agri-Export ▶ Subsidy Scheme for Export of Agriculture Commodities by Sea-route by Maharashtra State Agriculture Marketing Board
Acknowledgement/ Achievement	<ul style="list-style-type: none"> ▶ Status Holder Certificate ▶ Town of Export Excellence (TEE) Scheme
Participation in International Fair	<ul style="list-style-type: none"> ▶ Marketing Development Assistance (MDA) Scheme ▶ Subsidy for Participation in International Trade fair/ exhibition under Package Scheme of Maharashtra 2019

5.4.1 Production Linked Incentive (PLI) Schemes

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

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

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

The first three PLI schemes were approved earlier in March 2020 and these were followed by another 10 new PLI schemes in November 2020. Of these, the following schemes have been approved by the Cabinet:

- ▶ Mobile Manufacturing and Specified Electronic Components – MeitY
- ▶ Critical Key Starting Materials (KSMs)/ Drug Intermediates and Active Pharmaceutical Ingredients (APIs) – D/o Pharmaceuticals
- ▶ Manufacturing of Medical Devices – D/o Pharmaceuticals
- ▶ Electronic/ Technology Products – MeitY
- ▶ Pharmaceuticals drugs – D/o Pharmaceuticals
- ▶ Telecom & Networking Products – D/o Telecommunications
- ▶ Food Products – Ministry of Food Processing Industries
- ▶ White Goods (ACs & LED) – DPIIT
- ▶ High Efficiency Solar PV Modules – MNRE
- ▶ Automobiles & Auto Components – D/o Heavy Industry
- ▶ Advance Chemistry Cell (ACC) Battery – D/o Heavy Industry
- ▶ Specialty Steel – M/o Steel

Another one scheme is in process of obtaining Cabinet approval:

Textile Products: MMF segment and technical textiles – M/o Textiles

The application must be submitted online to the Ministry of Department, and then the disbursement process, which includes claim verification, approval and distribution must be completed.

To be eligible for distribution of incentive for the year under consideration, an applicant must achieve threshold conditions (i.e., incremental investment) of minimum of INR 10 crore (MSME) or INR 100 crore (Others) and maximum of INR 1000 Crore.

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

5.4.2 Interest Equalisation Scheme (IES)

	Description
About the scheme	<ul style="list-style-type: none"> ▶ Rebate of interest provided on pre and post shipment export credit like packing credit. ▶ Banks provide this benefit to the eligible exporters and claim a reimbursement of same from RBI based on certification by an external auditor. Eligible exporter must submit a certification by external auditor to claim this benefit. ▶ Eligible for manufacturing exporters and for exports in the identified 416 four-digit tariff line and all MSME exporters.
Rate of equalisation	<ul style="list-style-type: none"> ▶ MSME sector manufacturers – 5% per annum (w.e.f. 2nd Nov 2018) ▶ Large sector manufacturers and merchant exporters – 3% per annum
How to Apply	<ul style="list-style-type: none"> ▶ MSME/ Exporters can directly contact the respective banks/ financial institutions as listed in the scheme guidelines

5.4.3 Gold Card Scheme by Reserve Bank of India

	Description
About the scheme	This Scheme provides for a credit limit for three years, automatic renewal of credit limit, additional 20% limit to meet sudden need of exports on account of additional orders, priority in PCFC, lower charge schedule and fee structure in respect of services provided by Banks, remeislaxed norms for security and collateral etc. A Gold Card under the Scheme may be issued to all eligible exporters including those in the small and medium sectors who satisfy the pre-requisite conditions laid by individual Banks.
How to apply	MSME/ Exporters can directly contact the respective banks/ financial institutions as listed in the scheme guidelines

5.4.4 NIRVIK Scheme

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

5.4.5 Duty Drawback Scheme

	Description
About the scheme	<ul style="list-style-type: none"> ▶ Duty drawback scheme aims to provide the refund/ recoupment of custom and excise duties paid on import or raw materials and service tax paid on the import services used in the manufacturing of export goods. Duty Drawback under Section 74 and 75 of Custom Act. ▶ Section 74 grants duty drawback of the import duty paid on goods if the goods are re-exported in as such condition. Section 75 grants duty drawback where the imported materials are used in the manufacturing of exported goods. ▶ For opting for duty drawback – Goods are imported into India by paying Import Duty, goods satisfaction by Custom and goods to be exported within 2 years from the date of payment of import duty.
Drawback rate	Duty Drawback rates varies based on the period between the date of clearance and the date when the goods are placed under the customs control for export (from for not more than 3 months 95% to 0% more than 18 months)
How to apply	The procedure for claiming duty drawback on export goods (whether AIR or Brand Rate) to be claimed at the time of export and requisite particulars filled in the prescribed format of Shipping Bill/Bill of Export under Drawback. If the processing of documents has been computerized, then

	<p>the exporter is not required to file any separate application for claiming duty drawback. In the case of manual export, a separate application is to be submitted for claiming duty drawback. The claim is to be accompanied by certain documents as laid down in the Drawback Rules 1995. Triplicate copy of the shipping bill becomes the application only after the Export General Manifest is filed.</p>
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5.4.6 Duty Exemption Scheme

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

5.4.7 Duty Exemption Scheme

	Description
About the scheme	<ul style="list-style-type: none"> ▶ Duty Remission Scheme enables post export replenishment/ remission of duty on inputs used in the export. It consists of – Duty Free Replenishment Certificate (DFRC) and Duty Entitlement Passbook Scheme (DEPB) ▶ DFRC permits duty free replenishment of inputs used in the export product. DEPC allows drawback of import charges on inputs used in the export product ▶ DFRC is issued to a manufacturer or exporter for the import of inputs used in the manufacturing of goods without payment of basic customs duty. However, additional customs duty/ excise duty payment shall be made at the time of import. DGRC shall be issued as per SION product standard. DFRC shall be issued on minimum value addition of 25% except for gems and jewellery sector. ▶ Under DEPC, an exporter may apply for credit, as a specified percentage of FOB value of exports, made in freely convertible currency. The credit shall be available for export products as per rates specified by DGFT. However, holder of DEPB shall have to pay additional customs duty.

5.4.8 Merchandise Exports from India Scheme (MEIS)

	Description
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<p>About the scheme</p>	<ul style="list-style-type: none"> ▶ Exports of notified goods/ products with ITC(HS) code, to notified markets as listed in Appendix 3B, shall be rewarded under MEIS (2% to 5%). ▶ The basis of calculation of reward would be on realised FOB value of exports in free foreign exchange, or on FOB value exports as given in the shipping bills in freely convertible foreign currencies. ▶ Exports of goods through courier or foreign post office using ecommerce (value limit of Rs. 5,00,000 per consignment), as notified in Appendix 3C, of FOB value upto Rs. 25,000 per consignment shall be entitled for rewards under MEIS.
<p>How to apply</p>	<p>Step 1: Open DGFT Homepage – http://dgft.gov.in Step 2: On left side – Quick links – Menu Panel – select Merchandise Exports from India Scheme Step 3: Login with digital signature certificate Step 4: Add shipping bills to repository and attach eBRC to shipping bill Step 5: Update freight, insurance and commission values, if any, in eBRC Step 6: Create MEIS Application. An Ecom Reference No will be generated. Click Ok Step 7: MEIS application main screen will be open – select the export license period based on LEO date from the drop down menu Step 8: Select the port of registration from the drop down menu – Click Add Button Step 9: Click the SB Repository button to select and attach the shipping bills to this application (Max 50 bills allowed) Step 10: Click on Pay online button and make payment – Click to verify pay and verify your payment – Click the submit button – Application submitted to DGFT</p>

5.4.9 Service Exports from India Scheme (SEIS)

	Description
<p>About the scheme</p>	<ul style="list-style-type: none"> ▶ Services covered under this scheme are Business Services, Research and Development Services and other services as laid out in <u>Appendix 3D</u> of FTP. ▶ Under this scheme, once you export services, you are eligible for rewards (5% to 7%) in terms of duty credit scrips, which can be used for the followings – <ul style="list-style-type: none"> ▶ Payment of Customs Duties for import of inputs of goods, except items listed in Appendix 3A. ▶ Payment of excise duties on domestic procurement of inputs or goods, including capital goods as per DoR notification ▶ Payment of service tax on procurement of services as per DoR notification ▶ Payment of Customs Duty and fee
<p>How to apply</p>	<p>Step 1: Open DGFT Homepage – http://dgft.gov.in Step 2: On left side – Quick links – Menu Panel – select Service Exports from India Scheme Step 3: Fill the online Ecom Application Step 4: Select the year for which application for SEIS to be filed Step 5: Upload the signed copy of the following documents:</p> <ol style="list-style-type: none"> 1. IEC 2. Application form for SES in form ANF 3B 3. Write up of services as per Form ANF 3B 4. Invoices 5. RCMC Certificate

6. Certificate of CA in Annexure to ANF 3B

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

	Description
About the scheme	<ul style="list-style-type: none"> ▶ This new scheme is applicable with effect from 1 January 2021. It will replace MEIS and Rebate of State and Central Taxes and Levies (ROSTCL) and all the items are now under the purview of the RODTEP Scheme. ▶ The scheme will ensure that the exporters received the refunds on the embedded taxes and duties including Mandi Tax, VAT, Coal cess, Central Excise duty on fuel, etc. ▶ There is no particular turnover threshold to claim the RODTEP. Re-exported products are not eligible under this scheme. ▶ SEZ units and Export Oriented units are also eligible to claim the benefits under this scheme. ▶ Product based % is yet to be identified. Therefore, MEIS and other schemes are being extended till September 2021.
How to apply	<p>Step 1: Creation of RoDTEP Credit ledger – visit to https://www.icegate.gov.in and click on RoDTEP tab under Our Services</p> <p>Step 2: Login using valid credentials</p> <p>Step 3: Declarations in shipping bills (w.e.f. 01 January 2021) – Exporters will have to make the following declarations in the SW_INFO_TYPE</p> <p>Step 4: Relevant shipping bills shall be linked with the online application</p> <p>Step 5: The refund under RoDTEP scheme would be in form of duty credit</p>

5.4.11 Export Promotion Capital Goods Scheme

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

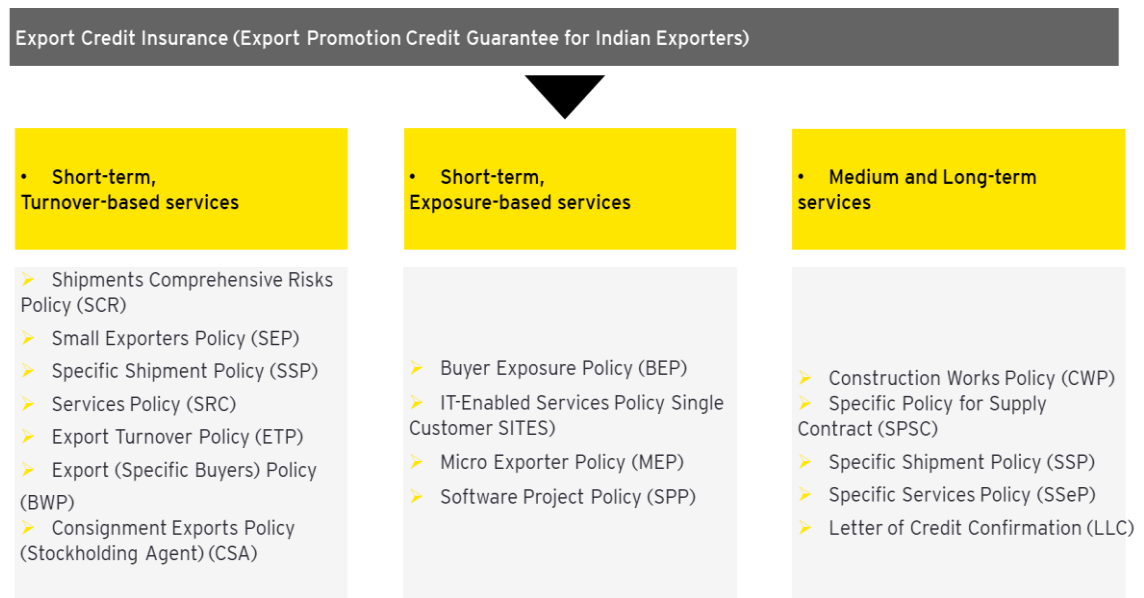
	<ul style="list-style-type: none"> ▶ Such other documents as may be prescribed by DGFT from time to time
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5.4.12 Trade Infrastructure for Export Scheme

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

5.4.13 Export Promotion Credit Guarantee

Figure 5-4: Types of Insurance schemes by ECGC



A. Short-term, Turnover-based services	
Shipments Comprehensive Risks Policy (SCR)	<p><u>SCR</u> is a 12-month policy available to exporters with a turnover of over Rs. 500 crores. Protected risk includes – Commercial/ Buyer risk, Political risk, and Risk of bank opening letter of credit. The percentage of defence is 90%. The minimum premium of Rs. 10,000 (non-refundable and will be readjusted on the shipments)</p>

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

B. Short-term, Exposure-based services

Buyer Exposure Policy (BEP)	BEP is 12-month policy for large number of shipments sent to a specific buyer with a simplified process and rationalized premium. 90% coverage for Standard policy holder and 80% for others
IT-Enabled Services Policy Single Customer (SITES)	<u>SITES</u> is available against billings made to a single customer for IT services rendered (for period – week, month or quarter). One policy for one buyer shall be issued. 80% coverage.
Micro Exporter Policy (MEP) / Small and Medium Enterprise (SME)	<u>MEP</u> is a 12-month exposure policy for exporters with a turnover that costs below Rs. 100 lakh and offers up to 90% cover. With Minimum premium of Rs. 25,000 and Maximum loss limit – Rs. 15 lacs and single loss limit – Rs. 5 lacs. All exporters including traders, manufacturers, and service providers, irrespective of MSME certificate shall be eligible for policy subject to their turnover up to Rs. 100 lakhs.
Software Project Policy (SPP)	<u>SPP</u> is for exporters of software and related services where payment will be received in foreign exchange. Under SPP, supply of software products and packages, or staffing and programming services or both offshore and on-site development is covered. Up to 80% coverage.

C. Medium and Long-term services	
Construction Works Policy (CWP)	<u>CWP</u> is designed for an Indian contractor who is carrying out an overseas civil construction contract. The risks covered – Insolvency of the employer (Non-government entity), failure of bill payment, failure of payment transfer from employer’s country to India, failure due to civil war, rebellion etc., failure of payable payment due to termination/ frustration of contract, restrictions imposition on imports of goods, diversion of voyage outside India. Up to 85% coverage.
Construction Works Policy (CWP)	Specific Policy for Supply Contract (SPSC) : <u>SPSC</u> is meant for exporters who have a credit period of fewer than 180 days and want continuing insurance on the shipments. Contracts for export of capital goods or turnkey projects or construction works or rendering services abroad are not of a repetitive nature and they involve medium/long-term credits. Such transactions are, therefore, insured by ECGC on a case-to-case basis under Specific Contract Policies. Coverage up to 90%
Specific Shipment Policy (SSP)	<u>SSP</u> like the namesake policy offered for short terms, is intended for exporters who have agreed to supply capital goods to overseas buyers on deferred terms of payment. The cover provides protection against non-receipt of payments due to commercial/ political risks. Loss coverage – 80%.
Specific Services Policy (SRC)	<u>SRC</u> is designed to cover payment risk emerging out of various overseas service contracts like technical requirements, professional hiring, leasing, etc.

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

5.4.14 Special Economic Zone (SEZ)

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

5.4.15 Export Oriented Schemes

	Description
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<p>About the scheme</p>	<ul style="list-style-type: none"> ▶ Export Oriented Unit (EOU), Electronic Hardware Technology Park (EHTP), Software Technology Park (STP) and Biotechnology Park (BTP) schemes has been created to promote export and enhance foreign exchange earning, attract investment for foreign production and employment generation. ▶ These units are treated differently than units established in Domestic Tariff Area (DTA) for taxation purposes. ▶ These units can bring in capital goods and raw materials without payment of duties and use them for manufacturing of export goods. Due to this, the export goods don't have to suffer multiple domestic. These units are expected to generate net positive foreign exchange earnings over a period. ▶ An EOU / EHTP / STP / BTP unit may import and/ or procure, from DTA or bonded warehouses in DTA / international exhibition held in India, without payment of duty, all types of goods, including capital goods, required for its activities, provided they are not prohibited items of import in the ITC (HS). ▶ Gems and jewellery EOUs may source gold / silver/ platinum through nominated agencies on loan / outright purchase basis. Units obtaining gold/ silver/ platinum from nominated agencies, either on loan basis or outright purchase basis shall export gold/ silver / platinum within 90 days from date of release. ▶ Only projects having a minimum investment of Rs. 1 Crore in plant & machinery shall be considered for establishment as EOUs. However, this shall not apply to existing units and units in EHTP / STP / BTP, Handicrafts / Agriculture / Floriculture / Aquaculture/ Animal Husbandry / Information Technology, Services, Brass Hardware and Handmade jewellery sectors. BoA may also allow establishment of EOUs with a lower investment criterion.
<p>How to apply</p>	<p>For EOU, approach Development Commissioner of SEZ and EOU. For EHTP and STP, approach concerned officer of Department of Electronics and Information Technology. For setting up BTP, approach concerned officer of Department of Biotechnology</p>

5.4.16 Comprehensive Handlooms Development Scheme (CHDS)

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

How to apply	<ul style="list-style-type: none"> ▶ Visit to Office of Development Commissioner for Handlooms, Ministry of Textiles, Government of India
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5.4.17 Export Promotion Program of Maharashtra State Agriculture Marketing Board

	Description
About the scheme	<ul style="list-style-type: none"> ▶ MSAMB has the program to promote exports of fresh fruits, vegetables & flowers from Maharashtra to the various countries of world with the help of farmers & their organizations. The main products handled are grapes, mangoes, pomegranate, mandarin, banana, rice, mango pulp, cashew nut, cut flowers (from polyhouse) etc. ▶ Regular guidance to the farmers and their cooperative societies is given in terms of pre-harvest, post-harvest, packaging, pre-cooling, cold storage, and transportation. MSAMB has developed 44 export facility centers by inclusion of latest technology, fulfilling international standards, and specialized centers as vapour heat treatment facility, Irradiation Facility at Mumbai; these facilities are beneficial in promoting domestic as well as export markets and are generating employment. ▶ These facilities can be useful for farmers/growers and exporters in the state. Trial exports are being conducted for certain commodities by the MSAMB with the help of APEDA, New Delhi.
How to apply	<ul style="list-style-type: none"> ▶ Visit to Division Office of Maharashtra State Agricultural Marketing Board

5.4.18 Financial Assistance Scheme for Exporters by APEDA

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

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

Application should be accompanied with self-certified copies of –

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

Figure 5-5: Financial Assistance Scheme under APEDA



5.4.19 One District One Focus Product Scheme 2021

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

5.4.20 Advance Procurement/Replenishment of Precious Metals from Nominated Agencies

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

5.4.21 Replenishment Authorisation for Gems

	Description
About the scheme	<ul style="list-style-type: none"> ▶ Exporter may obtain Replenishment Authorisation for Gems from Regional Authority in accordance with procedure specified in Handbook of Procedures. ▶ Replenishment Authorisation for Gems may be issued against export including that made against supply by Nominated Agency (paragraph 4.41 of FTP) and against supply by foreign buyer (paragraph 4.45 of FTP). ▶ In case of plain or studded gold / silver / platinum jewellery and articles, value of such Authorisation shall be determined with reference to realization in excess of prescribed minimum value addition. Replenishment Authorisation for Gems shall be freely transferable.

5.4.22 Replenishment Authorisation for Consumables

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

5.4.23 Replenishment Authorisation for Consumables

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

5.4.24 LUT and Bond Under GST for Export

	Description
About the scheme	<ul style="list-style-type: none"> ▶ Any person having valid GSTN can furnish the LUT (Letter of Undertaking as per form RFD 11) if they have not been prosecuted for an offence involving evasion of tax exceeding INR 2.50 crore. ▶ LUT should be accepted within 3 working days of its receipt along with self-declaration. The validity of LUT is for whole financial year. ▶ Export of goods and services by EOU and SEZ units are allowed under LUT. The export services are only valid in foreign currency ▶ Bond (ledger with debit and credit facility) to be furnished with GST officer judicial stamp on prescribed format RFD-11 and entry to be maintained by exporter and shown to officer whenever asked. ▶ Amount of bond is based on self-assessed tax liability by the exporter, bond amount should not be less than that of IGST liability on account of export of goods/ services. In all cases bond is supported by bank guarantee at the rate of 15%.
How to apply	<p>Login to https:// services/gts.gov.in/services/login Click on the services tab and under that select the User services and select Furnish LUT Under LUT applied for Financial year select the financial year you want to file your LUT for Fill the form and mention witness for generating LUT Preview LUT and signing of LUT Getting LUT Confirmation and download your GST LUT</p>

5.4.25 Niryat Bandhu Scheme

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

5.4.26 Market Access Initiative Scheme

	Description
About the scheme	<ul style="list-style-type: none"> ▶ MAI scheme is formulated on focus product-focus country approach to evolve specific market and specific product through market studies/survey. Assistance would be provided to Export Promotion Organizations/Trade Promotion Organizations/National Level Institutions/ Research Institutions/Universities/Laboratories, Exporters etc., for enhancement of exports through accessing new markets or through increasing the share in the existing markets. Under the

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

	Description
About the scheme	<ul style="list-style-type: none"> ▶ TMA for specified agriculture products scheme aims to provide assistance for the international component of freight and marketing of agricultural produce which is likely to mitigate disadvantage of higher cost of transportation of export of specified agriculture products due to trans-shipment and to promote brand recognition for Indian agricultural products in the specified overseas markets. ▶ All exporters, duly registered with relevant Export Promotion Council as per Foreign Trade Policy, of eligible agriculture products shall be covered under this scheme. ▶ Assistance will be provided for all agri products covered in HSN Chapter 1 to 23 including marine and plantation products. ▶ Assistance under TMA would be provided in cash through direct bank transfer as part of reimbursement of freight paid. FOB supplies where no freight is paid by Indian exporters are not covered under this scheme. Applicable only if payments for exports are received in free foreign exchange through normal banking channel and exports made through EDI ports only.

5.4.28 Subsidy Scheme for Export for Agriculture Commodities by Sea-Route by Maharashtra State Agriculture Marketing Board

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

5.4.29 Status Holder Certificate

	Description

<p>About the scheme</p>	<ul style="list-style-type: none"> ▶ Status Holders are business leaders who have excelled in international trade and have successfully contributed to country's foreign trade. Status Holders are expected to not only contribute towards India's exports but also provide guidance and handholding to new entrepreneurs. For becoming a Status Holder by applying for a Status Holder Certificate. ▶ All exporters of goods, services and technology having an import-export code (IEC) number shall be eligible for recognition as a status holder. Status recognition will depend on export performance. An applicant shall be categorized as status holder on achieving export performance during the current and previous three financial years (for Gems& Jewelry Sector the performance during the current and previous two financial years shall be considered for recognition as status holder. ▶ For granting status, export performance is necessary in at least two out of four years. Status Holder Certificate is valid for a period of 5 years from the date of issuance of the Status Holder Certificate or until the validity of the Foreign Trade Policy, whichever is earlier. 												
<p>How to apply</p>	<p>Application form AND 3C to be submitted to DGFT</p>												
<p>Status Category</p>	<table border="1"> <thead> <tr> <th>Category</th> <th>Export Performance FOB (in US \$ million)</th> </tr> </thead> <tbody> <tr> <td>One Star Export House</td> <td>3</td> </tr> <tr> <td>Two Star Export House</td> <td>25</td> </tr> <tr> <td>Three Star Export House</td> <td>100</td> </tr> <tr> <td>Four Star Export House</td> <td>500</td> </tr> <tr> <td>Five Star Export House</td> <td>2000</td> </tr> </tbody> </table> <p>Source: DGFT</p>	Category	Export Performance FOB (in US \$ million)	One Star Export House	3	Two Star Export House	25	Three Star Export House	100	Four Star Export House	500	Five Star Export House	2000
Category	Export Performance FOB (in US \$ million)												
One Star Export House	3												
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5.4.30 Town of Export Excellence Scheme

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

5.4.31 Marketing Development Assistance Scheme

	Description
About the scheme	<ul style="list-style-type: none"> ▶ MDA is a government grant available to exporters for their export promotion activities like participation in EPC led international Trade Fairs/Exhibitions/ trade delegations / BSMs abroad to explore new markets for export of their specific product(s) and commodities from India in the initial phase. ▶ Exporting companies (registered member of EPCH – if applying for the grant through the council) with a FOB value of exports of Rs. 5 lacs (minimum requirement) and up to Rs. 30 crores (maximum limit) in the preceding year will be eligible for MDA assistance. If a company completes 12 months of membership on the date of departure, it shall be eligible for MDA grant ▶ Assistance would be permissible on travel expenses by air, in economy excursion class fair and/or charges of the built-up furnished stall. This would, however, be subject to an upper ceiling mentioned in the table per tour.

5.4.32 Subsidy under Package Scheme of Maharashtra 2019 – Maharashtra Industrial Policy

5.4.32.1 Subsidy for participation in international trade fairs/ exhibitions

- ▶ Small scale unit participated in international trade fairs/exhibitions should submit certificate from concerned Indian Trade Promotion Organization (ITPO), New Delhi related Export Promotion Councils/ Agencies.
- ▶ Subsidy limited to 50% of actual space rent or INR 1,00,000 whichever is less will be granted to Small Scale Unit in a financial year.
- ▶ Benefits to Small scale unit is limited to 5 times participation in international trade fairs/ exhibitions or 5 years only.
- ▶ Priority given to Small Scale Unit – Agro Industry, Village Industry, Fisheries/ Marine Products Industry.

5.4.32.2 Exemption from Electricity Duty

- ▶ All eligible new units in Group C, D and D+ areas, no-industry district(s), Aspirational Districts and Naxalism affected area will be exempted from payment of Electricity Duty during applicable eligible period. In Group A and B areas, only eligible 100% EOUs, STPs and BTPs units will be exempted from payment of Electricity duty for a period of 7 years.

5.4.32.3 Waiver of Stamp Duty

New units as well as units undertaking expansion/ diversification will be exempted from payment of Stamp duty during the investment period in Group C, D, D+ Talukas, No Industry Districts, Aspiration

Districts and Naxalism affected areas for acquiring land and for term loan purpose. However, in Group A and B area, stamp duty exemption for – BT/ ST units in Public BTP/ STP (100%) and BT/ST units in Private BTP/STP (75%)

Group A: Industries in developed areas; Group B: Areas where some industrial development has taken place but less development than Group A; Group C: Areas less development than those covered in Group D: Lesser developed areas of the state and not covered in Group A/B/ C; Group D+: Least developed areas and not covered under Group A/B/C/D; No Industry District: District having no industries; Naxalism Affected Area: Area affected by naxalism, as described in GR No NAVIKA-2008/CR 209/Ka. 1416 dated 31.05.2009 (Annexure II); Aspiration Districts: defined by Government of India

5.5 Financial Assistance/ Credit for Exporter

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

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

5.5.1 Pre-shipment Rupee Export Credit

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

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

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

Pre-shipment credit to exporters is normally provided on lodgement of LCs or firm export orders. It is observed that the availability of raw materials is seasonal in some cases. In some other cases, the time taken for manufacture and shipment of goods is more than the delivery schedule as per export contracts. In many cases, the exporters must procure raw material, manufacture the export product and keep the same ready for shipment, in anticipation of receipt of letters of credit / firm export orders from the overseas buyers. Having regard to difficulties being faced by the

exporters in availing of adequate pre-shipment credit in such cases, banks have been authorized to extend Pre-shipment Credit '**Running Account**' facility in respect of any commodity, without insisting on prior lodgement of letters of credit / firm export orders, depending on the bank's judgement regarding the need to extend such a facility.

1. Export Credit against proceeds of cheques, drafts, etc. representing advance payment for exports

Where exporters receive direct remittances from abroad by means of cheques, drafts, etc. In payment for exports, banks may grant export credit to exporters of good track record till the realisation of proceeds of the cheque, draft, etc. received from abroad, after satisfying themselves that it is against an export order.

2. Rupee Export Packing Credit to manufacturing suppliers for export through STC/ MMTC/ Other Export House

Banks may grant export packing credit to manufacturing suppliers who do not have export orders/ letters/ of credit in their own name and goods are exported through the State Trading Corporation/ Minerals and Metal Trading Corporation or other export houses, agencies, etc.

3. Rupee Export Packing Credit to Sub-Suppliers

- ▶ Packing credit can be shared between an Export Order Holder (EOH) and sub-supplier of raw materials components, etc. of the exported goods as in case of EOH and manufacturing suppliers.
- ▶ The scheme will cover the LC or export order received in favour of export house/ trading house/ star trading house, etc. or manufacturing exporters only. The scheme should be made available to the exporters with good track record.
- ▶ EOU/ EPZ/SEZ units supplying goods to other EOU/EPZ/SEZ unit for export purposes are also eligible under the scheme.

4. Rupee Pre-shipment Credit to Construction Contractors

The packing credit advances to the construction contractors to meet their initial working capital requirements for execution of contracts abroad may be made based on a firm contract secured from abroad. In a separate account, on an undertaking obtained from them that the finance is required by them for incurring preliminary expenses in connection with the execution of the contract e.g., for transporting the necessary technical staff and purchase of consumable articles for the purpose of executing the contract abroad, etc. The advances should be adjusted within 365 days from the date of advance by negotiation of bills relating to the contract or by remittances received from abroad in respect of the contract executed abroad.

5. Pre-shipment Credit to Floriculture, Grapes and Other Agro-based Products

Credit being provided for working capital purposed in respect of export-related activities of all agro-based products including purchase of fertilizers, pesticides and other inputs for growing of flowers, grapes, etc. This will not be extended for investments such as import of technology, equipment, land development, etc.

6. Export Credit to Processors/Exporters – Agri-Export Zones

EOUs may be provided packing credit under the extant guidelines for the purpose of procuring and supplying inputs to the farmers so that quality inputs are available to them which in turn will ensure that only good quality crops are raised. The exporters will be able to purchase/ import such inputs in bulk, which will have the advantages of economies of scale.

5.5.2 Post-shipment Rupee Export Credit

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

1. Export bills negotiated under LC

It refers to post shipment advance made to an exporter against export bills. Bank will pay the amount of export bill under LC to the customer and will rely on the reimbursement by the issuing bank to a later date. When the shipment is made by the exporter under LC terms, the bank verifies and negotiate export bills.

2. Purchase/Discount of export bills

When post-shipment finance gets increased either through purchasing or giving a discount on the export bill. If the LC is not available as security, the bank is dependent upon the creditworthiness of the exporter.

3. Advances against undrawn balances on export bills

4. Advances against retention money

- ▶ In respect of export of certain commodities where exporters are required to draw the bills on the overseas buyer up to 90 to 98 per cent of the FOB value of the contract, the residuary amount being 'undrawn balance' is payable by the overseas buyer after satisfying himself about the quality/ quantity of goods.
- ▶ Banks grants advances against undrawn balances based on their commercial judgement and the track record of the buyer.

In case of turnkey projects/ construction contracts, progressive payment are made by the overseas employer in respect of services segment of the contract, retaining a small percentage of the progressive payments as retention money which is payable after expiry of the stipulated period from the date of completion of the contract. Here banks offer post-shipment finance against the amount like these for a period of 90 days

5. Export on consignment basis

Export on consignment basis including export of precious and semi-precious stones and the exporter are not in position to liquidate with remittances received from abroad within a period of 365 days from the date of advance. Therefore, banks adjust packing credit advances as soon as export takes place, by transfer of the outstanding balance to a special account, should be adjusted as soon as relative proceeds are received from abroad within 365 days.

6. Export of goods for exhibition and sale

Banks may provide finance to exporters against good sent for exhibition and sale abroad in the normal course in the first instance, and after the sale is completed, allow the benefit of the prescribed rate of interest on such advances, both at the pre-shipment stage and at the post-shipment stage, up to the stipulated periods, by way of a rebate. Such advances should be given in separate accounts.

7. Post-shipment Advances against Duty Drawback Entitlements

Banks may grant post-shipment advances to exporters against their duty drawback entitlements and covered by ECGC guarantee as provisionally certified by Customs

8. ECGC Whole Turnover Post-shipment Guarantee Scheme

The Whole Turnover Post-shipment Guarantee Scheme of the (ECGC) Ltd provides protection to banks against non-payment of post-shipment credit by exporters. Banks may, in the interest of export

Authorities pending final section and payment

promotion, consider opting for the Whole Turnover Post-Shipment Policy.

9. Export Credit – DTA to SEZ units

EXIM Policy announced on March 31, 2003 goods and services going in to SEZ from DTA shall be treated as export. It has therefore, been decided that supply of goods and services from DTA to SEZ area eligible for export credit facilities.

10. Deemed Exports

- ▶ Banks are permitted to extend rupee pre-shipment and post-shipment rupee export credit to parties against orders for supplies in respect of projects aided/financed by bilateral or multilateral agencies/funds (including World Bank, IBRD, IDA).
- ▶ Packing Credit provided should be adjusted from free foreign exchange representing payment for the suppliers of goods to these agencies. It can also be repaid/prepaid out of balances in Exchange Earners Foreign Currency account (EEFC A/c), as also from the rupee resources of the exporter to the extent supplies have been made.

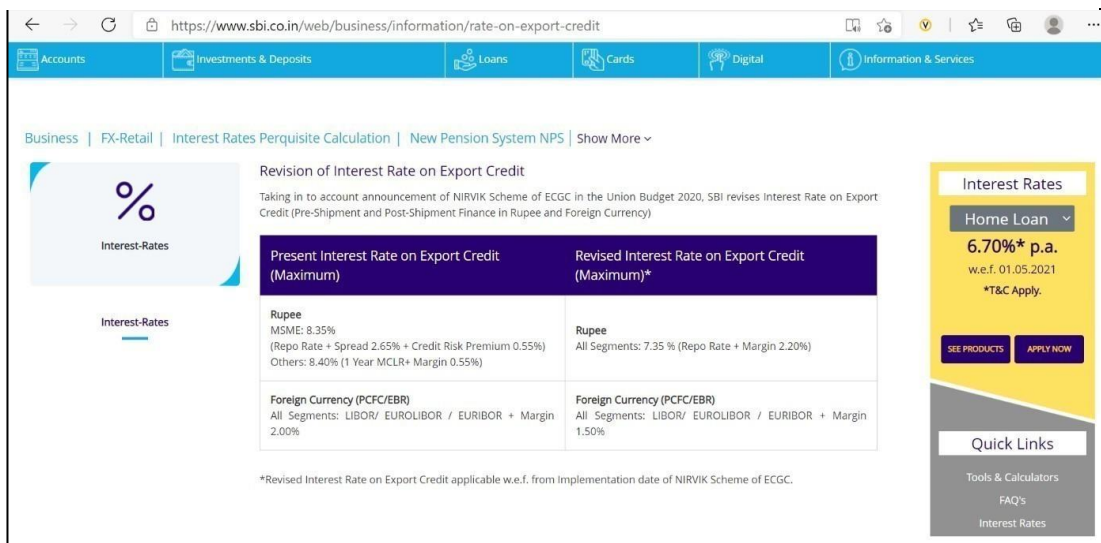
5.5.3 Pre-shipment and Post-Shipment Foreign Export Credit

- ▶ **Pre-shipment Credit in Foreign Currency (PCFC)** – To make the credit available to the exporter at internal competitive price. It is provided to facilitate the purchase of raw material after fulfilling the basic export order. The rate of interest on PCFC is linked to London Interbank Offered Rate (LIBOR). According to guidelines, the final cost of exporter must not exceed 0.75% over 6-month LIBOR, excluding the tax.
- ▶ **Diamond Dollar Account (DDA) Scheme** - Firms/companies dealing in purchase/sale of rough or cut and polished diamonds, diamond studded jewellery, with good track record of at least two years in import or export of diamonds with an annual average turnover of Rs. 3 crore or above during the preceding three licensing years (from April to March) are permitted to carry out their business through designated Diamond Dollar Accounts (DDAs). Under the DDA Scheme, it would be for banks to

liquidate PCFC granted to a DDA holder by dollar proceeds from sale of rough, cut, and polished diamonds by him to another DDA holder.

- ▶ **Rediscounting of Export Bills Abroad Scheme** – EBRD is provided to exporters for discounting of export bills at rates linked to internationally competitive interest rates at post shipment stage. It provided to exporters for discounting of export bills at rates linked to internationally competitive interest rates at post shipment stage. Rate of interest is linked to LIBOR. No margin generally for bills under LCs. Period of the facility is up to 12 months.

Figure 5-6: SBI Pre and Post Credit Interest Rates



To apply for pre and post shipment credit facilities, visit to the bank’s website. The list of the banks provide export credit are given here -

https://m.rbi.org.in/scripts/bs_viewcontent.aspx?id=3657

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

Figure 5-7: Union Bank of India - Pre and Post Credit Form



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

Enter the code as shown below



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



MSME Loan Form 2

Fields marked with * are mandatory

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

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

12. Activity

* Existing Since * Proposed (#)

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

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

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

14. Names of Associate Concerns and Nature of Association:

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

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

16. Banking/Credit Facilities (Existing) (Rs.In Lakhs):						
Type of Facilities	Limit (in lakh)	Outstanding as on Date 21/05/2021	Presently Banking With	Security Lodged	Rate of Interest (%)	Repayment Terms
Current Account						
Cash Credit						
Term Loan						
LC/BG						
Other						
Total						
If Banking with this Bank, Customer NO. be given here.						
It is certified that our unit has not availed any loan from any other Bank/ Financial Institution in the past and I am not indebted to any other Bank/Financial Institution other than those mentioned in the above columns.						

17. Credit Facilities (Proposed) :					
Sr. No.	Types of Facilities	Amount (in Lakhs)	Purpose for which required	Primary Security (Details with approx. Value to be mentioned)	Whether Collateral Security offered (Please mention yes or no) (If Yes ,then provide details in column 19)
1	Sel				
					Add Row
					Delete Row
			Proceed		
			Reset		

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

5.5.4 Finance Program by India EXIM Bank

Role of EXIM Bank

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

- ▶ Direct financial assistance
- ▶ Foreign investment finance for equity contribution to the Indian companies to form Joint Venture with the foreign companies.
- ▶ Term loaning options for export production and export development
- ▶ Pre-shipping credit
- ▶ Buyer’s credit
- ▶ Lines of credit
- ▶ Reloaning facility
- ▶ Export bills rediscounting
- ▶ Refinance to Commercial banks

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

- ▶ Development of export makers
- ▶ Expansion of export production capacity
- ▶ Production for exports
- ▶ Financing post-shipment activities

- ▶ Export of manufactured goods
- ▶ Export of projects
- ▶ Export of technology and software's

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

Research & Development Finance for Export Oriented Units	
About the programme:	The objective is to encourage Indian exporters to invest more in their R&D spend to develop new products and processes that will enhance export capabilities. Under this programme, financing can be extended to any export-oriented company. Alternatively, a special purpose vehicle promoted by the company can be created irrespective of the nature of the industry.
Eligibility:	<ul style="list-style-type: none"> ▶ Export oriented firms with exports (actual or projected) of at least 20% of annual turnover. ▶ R&D finance is generally extended up to 7 years. However, longer tenors with suitable interest rates are considered on a case-to-case basis. A company can opt for our structured repayment option to match its cash flow. ▶ Up to 80% of the total project cost can be funded. ▶ Security to include, appropriate charge on the assets, Corporate Guarantee, charge/assignment on the regulatory approval/IPR, personal guarantee etc.
How to apply:	<p>Head Office: Centre One Building, Floor 21, World Trade Centre Complex, Cuffe Parade, Mumbai-400005 Email: ccq@eximbankindia.in Contact: (91) 22-22172600</p> <p>Mumbai Office Concern Person: Mr. Sailesh Prasad Address: 8th Floor, Maker Chamber IV, Nariman Point, Mumbai 400 021 Email: eximmro@eximbankindia.in Contact: 022 22861300</p> <p>Pune Office Concern Person: Ms. Chitra Raste Address: No.402 & 402(B) 4th floor Signature Building, Bhandarkar Rd, Shivajinagar, Pune-411004 Email: eximpro@eximbankindia.in Contact: (91) 20-26458846</p>

Lending Programme for Export Oriented Units	
About the programme:	To enhance international competitiveness and the capabilities of export-oriented Indian companies, the bank term loans to finance various capital expenditures including certain soft expenditures of such companies. Loans or guarantees are extended for the expansion, modernization, upgradation, or diversification projects. This includes acquisition of equipment, technology export marketing, export product development and setting up of Software Technology Parks.

	<p>▶ Import Finance Programme: The Companies involved in manufacturing/services, having only domestic operation and no exports, are eligible for financing from Exim Bank for import of equipment/machineries for domestic projects. Financing is done towards bulk import of machineries, services for capacity expansion, modernization, and infrastructure projects.</p> <p>▶ Production Equipment Finance Programme: The loan offer for acquisition of plant and machinery, purchase of ancillary equipment including equipment for packaging, pollution control, utilities, quality assurance etc. The loans are flexible and can be extended for equipment procurement for balancing, replacement, modernization and capacity up-gradation.</p>
Eligibility:	<p>▶ Companies with a minimum export orientation (actual/projected) of 10% of their annual turnover, or exports of ₹5 crore p.a., whichever is lower (inclusive of exports through Export/Trading Houses)</p> <p>▶ Available in Indian Rupees and in foreign currency (as per extant RBI guidelines)</p> <p>▶ Commercial interest rates are charged on the term finance</p> <p>▶ The tenor range is usually 7-10 years with a suitable moratorium, and repayments in suitable monthly/quarterly instalments</p> <p>▶ Promoter margin is a minimum 20% and appropriate charge on the fixed assets of the company/project plus any other acceptable security including personal guarantees may be stipulated</p>
How to apply:	<p>Head Office: Centre One Building, Floor 21, World Trade Centre Complex, Cuffe Parade, Mumbai-400005 Email: ccg@eximbankindia.in Contact: (91) 22-22172600</p> <p>Mumbai Office Concern Person: Mr. Sailesh Prasad Address: 8th Floor, Maker Chamber IV, Nariman Point, Mumbai-400021 Email: eximmro@eximbankindia.in Contact: (91) 22-22861300</p> <p>Pune Office Concern Person: Ms. Chitra Raste Address: No.402 & 402(B) 4th floor Signature Building, Bhamburda, Bhandarkar Rd, Shivajinagar, Pune-411004 Email: eximpro@eximbankindia.in Contact: (91) 20-26458846</p>

Ubharte Sitaare Programme

About the programme:	The Ubharte Sitaare Programme (USP) identifies Indian companies that are future champions with good export potential. An identified company should have potential
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	<p>advantages by way of technology, product, or process. It can be supported even if it is currently underperforming or may be unable to tap its latent potential to grow. The Programme diagnoses such challenges and provides support through a mix of structured support covering equity, debt and technical assistance.</p>
Objectives of the Programme	<ul style="list-style-type: none"> ▶ To enhance India's competitiveness in select sectors through finance and extensive handholding support. ▶ To identify and nurture companies having differentiated technology, products, or processes, and enhance their export business. ▶ To assist units with export potential, which are unable to scale up their operations for want of finance. ▶ To identify and mitigate challenges faced by successful companies which hinder their exports. ▶ To assist existing exporters in widening their basket of products and target new markets through a strategic and structured export market development initiative.
Nature of assistance	<p>The Bank can support eligible companies by both financial and advisory services through:</p> <ul style="list-style-type: none"> ▶ Support by way of equity / equity-like instruments. <p>b) Debt (funded / non-funded): Term loans for modernisation, technology / capacity upgradation, R&D and balancing of production facilities by investment in activities such as:</p> <p>Machinery and equipment.</p> <p>Tools, jigs, and fixtures.</p> <p>Testing / quality control equipment.</p> <p>Land and building.</p> <ul style="list-style-type: none"> ▶ Technical Assistance (TA) for product adaptation and improvement, cost of certifications, training expenses, market development activities including overseas travel for product/market development, studies relating to sectors, markets, regulations, Techno Economic Viability (TEV) study, etc.
Eligibility:	<p>Companies with unique value proposition in technology, products or processes that match global requirements.</p> <ul style="list-style-type: none"> ▶ Fundamentally strong companies with acceptable financials, and outward orientation. ▶ Small and mid-sized companies with ability to penetrate global markets, with an annual turnover of up to approx. INR 500 crore. ▶ Companies with a good business model, strong management capabilities, and focus on product quality. ▶ Indicative Sectors: Automobiles and Auto components, Aerospace, Capital Goods, Chemicals, Defence, Food Processing, IT & ITeS, Machinery, Pharmaceuticals, Precision engineering, Textiles, and allied sectors.

How to apply:	Interested companies may write to seed@eximbankindia.in Telephone: (91) 22-22172600 / (91) 11-24607700
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6 Logistics

6.1 Logistics services

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

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

- ▶ In India, road freight constitutes around 63 percent of the total freight movement consisting of 2.2 million heavy-duty trucks and about 600,000 light-duty trucks annually. In cases, where the exporter wants to export his goods via road the transport company will provide a lorry receipt.
- ▶ Sea freight consists of around nine percent of the total freight market and is mainly used as a major mode for imports and exports. In case the exporter wants to send its goods by sea than shipping company will provide shipping bill or Bill of lading.
- ▶ Air freight comprises about one percent of the total freight market in . In case were the exporter wants to export through air route than the airline cargo company will provide a Airway Bill.

- ▶ These logistic firms provide almost seamless service despite facing various odds such as poor road conditions, climatic aberrations, staff attrition and a plethora of licensing and tax laws.

Procedure to avail logistics services:

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

Top Logistics companies of India:

1. Indian Railway
2. House of Patels
3. VRL Group
4. Transport Corporation of India Ltd (TCI)
5. Container Corporation of India Ltd
6. Gati

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

1. India Railways
2. Coldrush Logistics
3. Brring Integrated Logistics
4. Snowman Logistics
5. Sheetal Parivaha

6.2 Services from ICDs and ports

ICD means Inland Container Depot situated at inland points away from seaports used in India in the field of Imports and Export of sea shipments. ICD is formed to help importers and exporters to handle their shipments near their place of location. If the seaport is away from the places of importers and exporters Inland Container Depot (ICD) helps them to save time and money in the procedures and formalities. In Inland

Container Depot (ICD), a combination of services of sea custodian, customs department, carriers, freight forwarders, customs brokers etc. are carried out to facilitate exporters and importers for smooth handling of cargo. ICD also acts as Dry port or CFS in many countries.

Other services from ICDs are mentioned below:

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

Types of Ports:

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

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

List of Top Sea ports in India:

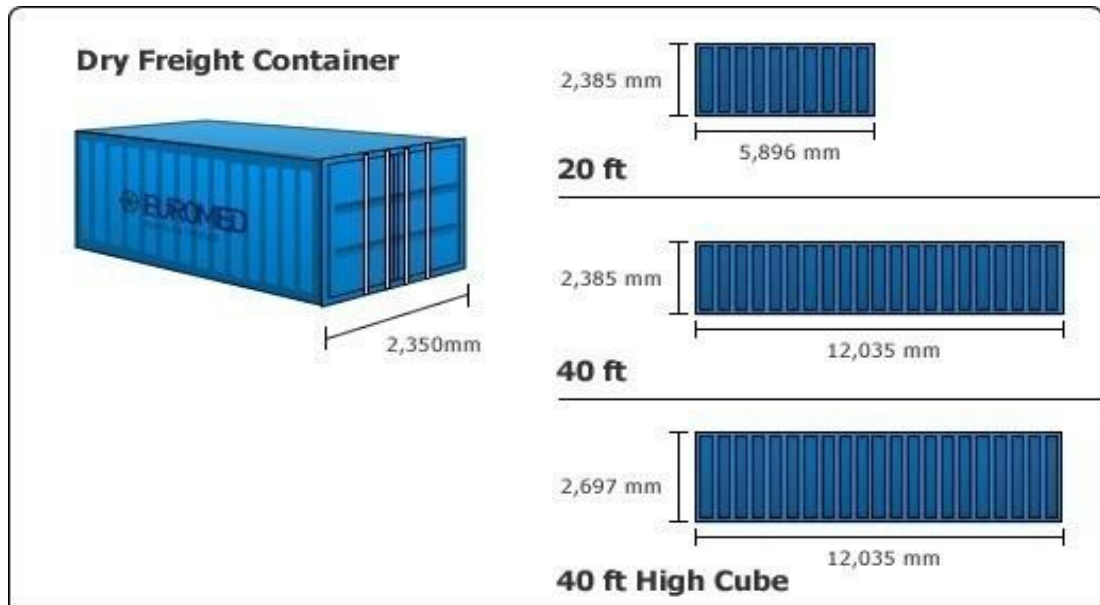
Table 6-1 List of top seaports

Sr No.	Name of State	Name of Port
1	Maharashtra	Jawaharlal Nehru Port Trust
		Mumbai Port Trust
2	Gujrat	Deendayal Port Trust
3	Odisha	Pradip Port Trust
4	Andhra Pradesh	Visakhapatnam Port Trust
5	West Bengal	Shyama Prasad Mukherjee Port Trust
6	Tamil Nadu	Chennai Port Trust
		V.O. Chidambaram Port Trust
		Kamarajar Port Limited
7	Karnataka	New Manglore Port Trust
8	Kerala	Kochi Port Trust
9	Goa	Mormugao Port Trust

6.3 Container booking

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

Figure 6-1 Freight Container dimensions



There are two popular methods to book the container:

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

Types of Containers:

- ▶ Dry container
- ▶ Refrigerated Container (Fruits, Vegetable, Meat & Sea Food)
- ▶ Open Top Container
- ▶ Tunnel container
- ▶ Flat rack container
- ▶ Open Side container
- ▶ Double Door Container
- ▶ Thermal Container
- ▶ Tank Container
- ▶ Half Height Container
- ▶ Swap Body container
- ▶ Car carrier container

6.4 Shipping process

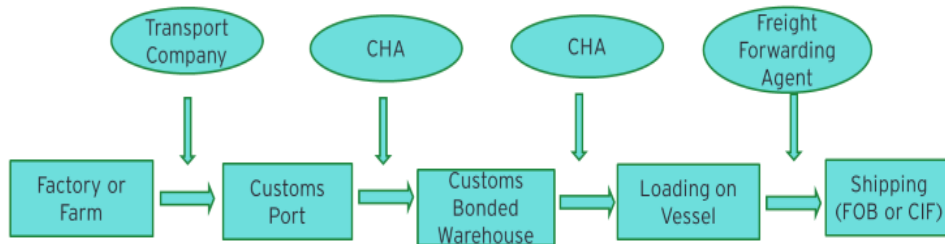
Following is the procedure for export from factory or farm to a shipping port:

- ▶ After receiving order from importer, goods are produced as per the requirements and packed

- ▶ Transport company is hired to help move goods from factory to customs port
- ▶ After the goods reach the customs port, CHA supports in shifting goods to bonded warehouse
- ▶ CHA then helps in loading the goods on the ship post customs clearance
- ▶ The freight forwarding agent or CHA now files a shipping bill on the IceGate portal for the goods

Product supply chain and service providers for each process:

Figure 6-2 Supply chain process





7 Export House and Custom House Agents

7.1 Export house services

Introduction

- ▶ Export as a business is growing across multiple sectors. There are always a few countries which are under developing stages and a lot of material to these countries goes from developed nations. At the same time, agriculture and other such produce is exported from developing nations to developed nations. In short, there is always import and export happening. At such junctures, Export houses play an important role.
- ▶ Export house is mostly home-based organization, located in the manufacturer's country, which is involved in the export of products that the manufacturer has produced. These export houses carry out most of the export-related activities overseas, via their own agents and distributors who are in place in the country where the product is being exported.
- ▶ Link for list of export houses in case the manufacturer or any other person wants to export their goods through export houses [Export House list \(dgftcom.nic.in\)](http://dgftcom.nic.in)

Support provided by Export House:

- ▶ In overseas market, the manufacturing company might not have any sales presence or market presence. The export house takes care of all that via representing itself as the main contact point for the manufacturer.

- ▶ An export house not only carries out sales work or representations for the manufacturer, gathering market intelligence, competitive intelligence and the work of other competitors in the market is also a task carried out by the export house.
- ▶ In the export business, there are many procedures and documentation involved. Export is the interaction point of 2 different countries with 2 different laws and procedures. As a result, both laws and both procedures must be followed by exports. In fact, more than focus on export, many exporters complain that their core focus is on documentation so that the export is not rejected or any problems do not arise in the target country. Also, export happens in large containers and the volume is huge. Thus, any export house which is improper with its document handling or procedure handling will not receive many orders from manufacturers.
- ▶ Collecting orders, ensuring the papers are in place, arranging finance or taking care of credit, shipping, docking, and undocking, labour and law issues – There are many things which take place in a single order when export is ordered. It runs like a well-oiled machine and for this you require huge manpower. This manpower is provided by the export house in each stage of the export.

Advantages of using Export houses:

Export houses are most important in the following conditions:

- ▶ **Lack of resources** – When the parent company has a lack of resources which includes manpower, finance or know how to establish in the new country, then it will most likely use Export houses to do its work.
- ▶ **Small-scale operations** – If a large company wants to set up small-scale operations in a new country, then instead of training and recruiting a local team in the target country, it can simply outsource the task to an experienced export house in the target country.
- ▶ **Expertise** – Many a times, even if the manufacturer has an in-house team overseas, still export houses might be used because of their expertise in this segment. This is very true for products which are highly technical in nature or which are controlled substances.
- ▶ **Marketing** – Manufacturers who are product oriented and don't have the willingness or the desire to market themselves in a new territory might outsource the work to export houses so that they can in turn expand.

Types of Export Houses:

Table 7-1 Types of export houses

Sr No.	Type of Export House	Description
1	Manufacturer Exporters	Manufactures the goods and is engaged in direct export without the use of middleman.

Sr No.	Type of Export House	Description
2	Merchant Exporters	Not the manufacturer of goods but export with the use of middleman.
3	Export Houses	Specialisation in selling goods to foreign country, an export house may act: 1) As a merchant. 2) As a manufacturer. 3) As an agent for a foreign buyer.
4	Star Export Houses	The exporter must give FOB performance of Rs. 2500 crore during the four years.
5	Trading Houses	To qualify for trading house, the exporter must give FOB performance of Rs. 500 crores during the four years.
6	Star Trading Houses	The exporter must give FOB performance of Rs. 2500 crore during the four years.
7	Premier Trading Houses	The exporter must give FOB performance of Rs. 7500 crores during the four years.
8	Service Export Houses	In the EXIM policy 2002-2007 the government introduced the concept of service export house to meet the growing demand for services from overseas.
9	Canalising Agencies	In India, export of certain commodities/items is undertaken only by certain canalising agencies decided by the government under Exim Policy. For example, minerals are canalised through MMTC or NAFED undertakes the export of agricultural commodities.
10	State Export Corporations	In India, some State Governments have established their own export organisations for the promotion of exports of certain items at the state level. Such states include Gujarat, U.P. and Bihar. In these states, export corporations are established for the promotion of exports of cottage industries and small-scale units.
11	Export Consortia	Manufacturers from the small-scale sector find it difficult to export on their own due to financial, marketing, and other difficulties. They form co-operative marketing groups for joint export marketing.
12	Government Public Sector Trading Corporations	The State Trading Corporations of India (STC) & The Minerals and Metals Trading Corporation (MMTC) are examples of Government Public sector corporation.

Top Export Houses of Mumbai:

Table 7-2 Top export houses in Mumbai

Sr No.	Name of Export House	HQ
1	Hari Krishna Exports Pvt Ltd	Mumbai
2	Renaissance Global Ltd	Mumbai

3	Sakuma Exports Ltd	Mumbai
4	Maersk Global Service Centres INDIA Pvt Ltd	Mumbai
5	Accenture Services Pvt Ltd	Mumbai
6	Allanasons Pvt Ltd	Mumbai
7	Aws Shipping and Logistics Pvt Ltd	Mumbai
8	Aarti Drugs Limited	Mumbai
9	Aarti Industries Limited	Mumbai
10	Blue Star Diamonds Pvt Ltd	Mumbai

Export Houses list for Agriculture sector in Maharashtra:

Table 7-3 Agricultural export houses

Sr. No.	Name of the Export House	Type
1	Agri Trade India Services Pvt. Ltd. Trimurti Grandeur 2nd Fl Plot No 88 19/C Opp APMC Market li Vashi Navi Mumbai, Maharashtra 32466999 Ashok@Agritrade.Net.In	Export House (EH)
2	Agricore Commodities Pvt. Ltd. Cnergy, Unit B, 4th Floor, Appa Saheb Marathe Marg, Prabhadevi, Mumbai 66515000 Anujan.Cheriya@Glencoreindia.Com	Star Export House (Seh)
3	AGRO CHEM INTERNATIONAL 101, NEW ANANT BHUVAN, 257/265 N.N. STREET, MUMBAI 66390507 / 508 FAX NO.66390506 Snehal@Addvalue.In	One Star Export House
4	AISHWARYA AGRI PRODUCTS SHOP NO.30, OLD MIDC COOPERATIVE BUILDING, MIDC, JALGAON, MAHARASHTRA 025722-70376 Aniljain_Jal@Hotmail.Com	Export House (EH)
5	B J Agri Comm Mandvi Navjivan Bldg, Suite No 303 121/127, Kazi Sayed Street, Masjid Bunder West, Mumbai. 02223444403 Www.Bjint.Com.	One Star Export House
6	Devesh Agriexim Llp Royal I Estate Unit No. B 34,4th Flr Naigaon Cross Road, Wadala, Mumbai, Maharashtra 66608223/24, Fax.66608997 Info@Deveshagriexim.In	One Star Export House
7	Farmers fortune (India) Private Limited Exchange Plaza, Nse Bldg. Plot No. C/1,3rd Fl. Wing B-1, Bandra Kurla Complex, Mumbai 02242368652 Nilofer.Shaikh@Staragri.Com	One Star Export House
8	Mac Agri Exports Satya Niwas Chs.2nd Floor, Tejpal	One Star Export House

Sr. No.	Name of the Export House	Type
	Scheme Main Road, Vile Parle(E), Mumbai, Maharashtra 8346150 Vinaykhetan@Hotmail.Com	
9	Mahesh Agri Exim Pvt. Ltd. 360 Degree Business Park Off No. 1006,10th Flr, Lbs Marg, Nr R Mall, Mulund West, Mumbai 21641067/68 Fax 21642839 Mahesht@Vsnl.Com	One Star Export House
10	Merchant Agri Global Private Limited. 74, Krishna Niwas, 5th Flr, 496, Kalbadevi Rd, Mumbai- Maharashtra 0731-2578388 Info@Merchantagrimart.Com	Export House (Eh)

Source: DGFT

Export Houses for Gems and Jewellery in Maharashtra:

Table 7-4 Export houses for Gems and Jewellery

Sr. No.	Name of the Export House	Type
1	Aashni Gems AW – 4130, Bharat Diamond Bourse, Bandra Kurla Complex, Bandra East, Mumbai Tel: 3690689 Email: aashni36@gmail.com	One Star Export House
2	Adinath Jewellery Exports G-38, Gems & Jewellery Complex-III, Seepz-SEZ, Andheri (East), Mumbai Tel: 22812958 Email: adinathjewelleryexports@yahoo.com	Two Star Export House
3	Amrut Gems EC-6070, Bharat Diamond Bourse, Bandra-Kurla Complex, Bandra East, Mumbai Tel: 02240543434/ 40543454	Two Star Export House
4	Ankit Gems Private Limited G Block Office No. DW 6251 DW 6252, BDB BKC Bandra East, Mumbai Tel: 9619495960 Email: accounts@ankitgems.com	Three Start Export House
5	Arvind Gems G-14, Tarabaug Estate, 1 st Floor, Raja Ram Mohanroy Road, Charni Road, Mumbai Tel: 3892052	Export House
6	Atmanand Gems D-41, Tarabaug Estate, 3 rd Floor, Charni Road, Mumbai Tel: 2519720/ 3209720 Email: atmanandgems@yahoo.com	Export House
7	Bhadiyadra Gems 1 st Floor, 1-Shirji Plaza, Tata Road, Opera House, Mumbai Tel: 23694461 Email: dhiren_2002@yahoo.com	One Star Export House

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Sr. No.	Name of the Export House	Type
8	Bhargovi Gems Pvt. Ltd. EC-6051, Bharat Diamond Bourse, BKC, Bandra East, Mumbai Tel: 40304030 Email: accounts_mumbai@bhargovigems.com	Two Star Export House
9	Bhavani Gems Pvt. Ltd. DC-3100, Bharat Diamond Bourse, G-Block, BKC, Bandra East, Mumbai Tel: 40995555 Email: info@bharvanigems.com	Star Trading House
10	Bhavya Gems EW-5120, Bharat Diamond Bourse, G-Block, BKC, Bandra East, Mumbai Tel: 3677826 Email: bhavyagems1995@yahoo.com	Export House
11	Bhumika Gems DC-8131 D Tower, Bharat Diamond Bourse, BKC, Bandra East, Mumbai Tel: 42745133 Email: bhumikagems@gmail.com	One Star Export House
12	Centur Gems GE-5021 A, G-Tower, Bharat Diamond Bourse, BKC, Bandra East, Mumbai Tel: 3619030/ 3640185/ 23619030 Email: cengems@rediffmail.com	One Star Export House
13	Competent Exports 1315, Prasad Chambers, Opera House, Mumbai Tel: 66396537 Email: sheelgems@hotmail.com	One Star Export House
14	Dhiren Diamonds 109, 109-A, Panchratna, Opera House, Mumbai Tel: 23682795 Email: pramukhgems@rediffmail.com	One Star Export House
15	Gitanjali Gems Ltd. A-1, 7 th Floor, Laxmi Tower, BKC, Bandra East, Mumbai Tel: 40354600 Email: dhaneshsheth@rediffmail.com	Four Star Export House
16	Gopal Gems 302, Arambh Building, Dadabhai Cross Road No.2, Opp. Gokalibai School, Vile Parle, Mumbai Tel: 26715650	Star Export House
17	Harikrishna Gems D-41, Tarabaug Estate, New Charni Road, Mumbai Tel: 3877514 Email: harikrishnagems@yahoo.co.in	Export House
18	K B Gems Tower DW-4200, 4 th Floor, G Block, Bharat Diamond Bourse, BKC, Bandra, Mumbai Tel: 40796969 Email: info@kbgems.com	One Star Export House
19	Kabir Gems DE-3040, D-Tower, East Wing, Bharat Diamond Bourse, BKC, Bandra East, Mumbai Tel: 23669518/19 Email: riteshhk@yahoo.com	One Star Export House
20	Kapu Gems Ec-3021/3022/3031/3032, Bharat	Three Star Export House

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Sr. No.	Name of the Export House	Type
	Diamond Bourse, Bandra-Kurla Complex, Bandra East, Mumbai, Tel: 02243112233 Email: accounts@kapugems.Com	
21	Karan Gems AW-6200, A-Block, Bharat Diamond Bourse, Bandra Kurla Complex, Bandra East, Mumbai, Maharashtra Tel: 42664201 Email: karangems02@gmail.com	Export House
22	Kay Vee Gems DW 5130, Bharat Diamond Bourse, BKC, Bandra East, Mumbai Tel: 23684354 Email: kayveegems@rediffmail.com	One Star Export House
23	Ketval Gems 5-67, Adarsh Nagar, Dr Nariman Road, Mumbai Tel: 23695321 Email: ketvalgems@yahoo.in	One Star Export House
24	Khodal Gems AE-3071-3072, Bharat Diamond Bourse, BKC Bandra, East Mumbai- Tel:022-23620236/022-23645348 Email: bharat.koradia@rediffmail.com	One Star Export House
25	Kiran Gems Private Limited Fe-5011, Bharat Diamond Bourse, G Block, Bandra-Kurla Complex, Bandra (E) Mumbai, (Maharashtra) Tel: 022-40504444/ 02226753355 Email: info@kirangems.com	Four Star Export House
26	Krishna Gems FC-4010 Bharat Diamond Bourse Bandra Kurla Complex Bandra East Mumbai Maharashtra Tel: 23692319 Email: krishnagems@vsnl.net	One Star Export House
27	Mahima Gems CW 5120 Bharat Diamond Bourse Bandra Kurla Complex Bandra(E) Mumbai, Maharashtra Tel: 022-40901111 Email: mahimagems@gmail.Com	Two Star Export House
28	Manav Gems The Capital, 910, 9th Flr, C-70, G-Block, Bandra Kurla Complex, Bandra East, Mumbai, Maharashtra Tel: 23640971 Email: boza@vsnl.Com	Export House
29	Meet Gems A-702, Sai Sargam, Nr Gaurav Galaxy Phase-Ii, Higness Park, Mira Road-E Thane Tel: 9825254953 Email: brk826@gmail.Com	Export House
30	Mihir Gems BC 2071/72, Bharat Diamond Bourse, G-Block, Bandra Kurla Complex, Bandra-E Mumbai - Maharashtra	One Star Export House

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Sr. No.	Name of the Export House	Type
	Tel: 23635508	
31	Mit Dix Gems DC-7010, D Tower, G Block, Bharat Diamond Bourse, Bandra Kurla Complex Bandra (E), Mumbai-Maharashtra Tel: 23668257 Email: mitdixgems@vsnp.net	One Star Export House
32	Mitul Gems 203, The Jewels, Opera House, Mumbai, Maharashtra Tel: 23643858/23636490/ Email: mitulgems05@yahoo.co.in	One Star Export House
33	Monarch Gems DW-5140/50 5th Flr D Block Bharat Diamond Bourse B.K.C. Bandra(E) Mumbai, Maharashtra Tel: 23611237 Email: rajni@monarchgems.com	Two Star Export House
34	Mother Gems & Co. JE-4160, Bharat Diamond Bourse, Bandra Kurla Complex, Bandra-East, Mumbai, Maharashtra Tel: 23638301/02 Email: mothergemskbs@gmail.com	One Star Export House
35	Narola Gems 15/B, Sopariwala Estate, Office # 4, 1st Floor, Mumbai, Maharashtra Tel: +91 9913233000,022 23665499 Email: narolagems@yahoo.com	Three Star Export House
36	Neelkanth Gems 605, Vastu Shilp Apts., Near Parsi Colony, Pump House, Andheri East Mumbai, Maharashtra Email: hariexpol1994@yahoo.co.in	One Star Export House
37	Nikas Gems DC 7131/32, Bharat Diamond Bourse Bandra Kurla Complex, Bandra East, Mumbai, Maharashtra Tel: 23678311 Email: swamy_remain@hotmail.com	One Star Export House
38	Osi Gems Pvt. Ltd EC-2131-2133, Bharat Diamond Bourse, Bandra Kurla Complex, Bandra (East), Mumbai Tel: 022-40048989 Email: info@osiagems.com	Two Star Export House
39	Padma Gems Off. No. DW-4051, 4th Flr, D-Tower West Wing, G-Block, Bharat Diamond Bourse, Bandra East, Mumbai Tel: 02240223232/34 Email: info@padmagems.com	Star Export House
40	Pramukh Gems CW 5090 Tower C Bharat Diamond Bourse, G-Block, Bandra Kurla Complex Bandra, Mumbai Tel:022 23684351	Two Star Export House

Sr. No.	Name of the Export House	Type
	Email: pankajpramukh@gmail.com	
41	Prisha Gems Pvt. Ltd., Tanvis Diamoda Industrial Premises- Co. Op. Soc, Gala No. 601/602/610, Silk Mills Comd, Dahisar-E, Mumbai. Tel:022-40143637 ,28971947 Email: prishagems@gmail.com	Two Star Export House
42	R.C. Gems B-603, Charmee Enclave, B Wing Sharadhanand Service Road, Vile Parle (E), Mumbai, Maharashtra Tel: 23675192 Email: rcgems@ymail.com	One Star Export House
43	Raj Gems CE-2020, Bharat Diamond Bourse Bandra Kurla Complex, Bandra East, Mumbai Tel: 02261344500 Email: rejgms9@yahoo.co.in	Two Star Export House
44	Ratnaraj Gems 101 ,1st Fl 431 Sanghrajka House Dr D B Marg Opera House, Mumbai, Maharashtra Tel: 02240041849 Email: ratanrajgems@hotmail.com	Star Export House
45	Rijiya Gems EC-2090, 2nd Flr, Tower-E, Centre Core, Bharat Diamond Bourse, BKC, Bandra East, Mumbai. Tel:9820077378 Email: udayrwl@gmail.com	One Star Export House
46	Rose Gems 15, Shreeji Arcade, Shreeji Chambers, Tata Road No 1&2, Opera House, Mumbai Tel: 23697751	One Star Export House
47	Samrat Gems Impex Pvt Ltd Unit No.13, Plot No.17, Marol Co-Op. Industrial Estate, M.V. Road, Marol, Andheri[E], Mumbai, Maharashtra Tel: 67683777 Email: samratgems@hotmail.com	Star Export House
48	SBS Gems, Hw-4060, Bharat Diamond Bourse, Bandra Kurla Complex, Bandra East, Mumbai Tel: 022233928858	One Star Export House
49	Shakti Gems DW-4101/02, Bharat Diamond Bourse, BKC, Bandra East, Mumbai Tel: 23666362 Email: shaktigemsnum.4@yahoo.com	Star Export House
50	Sharda Gems FW 2080 Bharat Diamond Bourse Bandra Kurla Complex Bandra East, Mumbai Tel: 02233926890,02233928115 Email: shardgems@gmail.com	One Star Export House
51	Sheel Gems 1315 Prasad Chambers,	Two Star Export House

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Sr. No.	Name of the Export House	Type
	Opera House, Mumbai, Maharashtra Tel: 40868888 Email: contact@sheelgems.com	
52	Shraddha Gems Aradhana Co-Op. Hsg. Society Ltd.,10, 5th Floor, 273-Raja Ram Mochan Roy Road., Mumbai, Maharashtra Tel: +91 22 23636927, 91 22 23631548, Email: samkitdiamond@yahoo.co.in	One Star Export House
53	Shri Hari Gems CW 5040/30, C, Wing, Bharat Diamond Bourse, G Block, BKC, Bandra, East, Mumbai, Maharashtra Tel: 23693190/40231284 Email: shrgems@yahoo.co.in	Star Export House
54	Supergems (India) Pvt. Ltd., Office No. FC-5041-5042-5043, Bharat Diamond Bourse, G Block, Bandra Kurla Complex, Bandra (East)Mumbai Tel: 02267222555 Email: mumbai.accounts@supergemsgroup.com	Trading House
55	Sutariya Gems Pvt Ltd EW 8011, Bharat Diamond Bourse Bandra Kurla Complex, Bandra, East, Mumbai Tel: 33926372 Email: sutariyagems@yahoo.in	One Star Export House
56	Swet Gems DE-3090, Tower-D, Bharat Diamond Bourse, B.K.C. Bandra East Mumbai, Maharashtra Tel: 23886438 Email: swetgems@gmail.com	Export House
57	Unique Gems, EC 6060, Bharat Diamond Bourse Bandra Kurla Complex, Bandra East Mumbai Tel: 9819306364 Email: piyushkevadiya@gmail.com	One Star Export House
58	Vaibhav Gems Dw-3030 Bharat Diamond Bourse, Bandra Kurla Complex, Bandra (E) Mumbai, (Maharashtra) Tel: 02223629218 Email: vaibhai1402@hotmail/com	Export House
59	Vaishali Gems 1201, 12th Flr., Shree Jayant Darshan Bldg., Sleather Road, Nana Chowk, Grant Road (W), Mumbai Email: vaishaligems2003@yahoo.co.in	Export House
60	Varni Gems Ee-1011, Tower -E, Bharat Diamond Bourse, Bandra Kurla Complex, Mumbai, Maharashtra Tel: 23697883 varnigems@gmail.com	One Star Export House
61	Vavisha Gems	One Star Export House

Sr. No.	Name of the Export House	Type
	GW-6110, G-Tower, Bharat Diamond Bourse, Bandra Kurla Complex, Bandra C, Mumbai Tel: 022 40220051 Email: vavishagems@yahoo.in	
62	Vidya Gems 135/B, Panchratna Bldg., Opera House, Mumbai, Maharashtra Tel: 022 26254976 Email: vidyagems@hotmail.com	Export House

Source: DGFT

Export Houses list for Engineering & Electronics sector in Maharashtra:

Table 7-5 Export Houses list for Engineering & Electronics sector in Maharashtra

Sr. No.	Name of the Export House	Type
1	Allied electronics corpn 12-d vikas centre, s.v. Road santacruz(w) mumbai 26616619/26616620 allied@vsnl.com	One Star Export House
2	Sa electro power system pvt. Ltd. 39/1, the arcade, world trade centre complex, cuffes parade, mumbai, maharashtra 40947373/22151915 agroindia@gmail.com	Export House (EH)
3	Ashida electronics(p) ltd., plot no. A-308, road no. 21, wagle indl. Estate, thane. Maharashtra 25827524/25/26 fax 25804262 sales@ashidaelectronics.com , ashida@vsnl.com	Export House (EH)
4	Axis electrical components (india) pvt. Ltd., plot no.104-c, govt. Indl. Estate, kandivali (w), mumbai, maharashtra 8686134fax8683561/8738280 ymorey@axis-india.com	One Star Export House
5	Bajaj Electricals Ltd 45-47 Veer Nariman Road Mumbai Maharashtra 02222043841/Fax No.02222851279 Legal@Bajajelectricals.Com	Export House (EH)
6	Bharat Bijlee Limited Electric Mansion 6th Floor, Appasaheb Marathe Marg Prabhadevi, Mumbai 27637313 Trafommd@Gnbom-Bb1.Globalnet.Ems.Vsnl.Net.In	Star Export House (SHE)
7	Biax electric & controls pvt. Ltd., a-55, new empire indl. Kondivita	Export House (EH)

Sr. No.	Name of the Export House	Type
	road, andheri east, mumbai 022 42868000 info@biaxgroup.com/mumbai@biaxgroup.com	
8	Electrofocus electricals pvt.ltd 11, shubh industrial estate chinchpada, gokhivare, valiv road, vasai-east, dist-thane, m. S 2506456100 electroa@electrofocus.com	One Star Export House
9	Federal engineers 54, mahape village, central south road, opp. Electronic zone, ttc indl. Area, navi mumbai 7670664/7670658 fax no. 7682174 fedsoft@bom 3. Vsnl.net.in	Two Star Export house
10	Nature efficient electronics pvt. Ltd., crescenzo, c/38-39, g block, behind mca ground, bandra kurla complex, bandra-east. Mumbai 022-61113923 shreeramgroup@gmail.com	One Star Export House
11	Posco electrical steel india pvt. Ltd., plot no.c1/1, vile-bhagad, midc indl. Area, taluka-mangaon, dist.raigad, mumbai, maharashtra 40661162 james.lee@posco.net	One Star Export House
12	Rexnord electronics & controls ltd. 92-d government industrial estate charkop, kandivali(w) mumbai, maharashtra 2868 6275/4715 fax:2868 7784 rexnord@bom3.vsnl.net.in	One Star Export House
13	Royal arc electrodes ltd. 203 to 205, business classic, chincholi bunder road, malad west, mumbai, maharashtra 28822374/28820328 royalarc@vsnl.com	Export House (EH)
14	Thyssenkrupp electrical steel india pvt. Ltd. Village: wadivarhe, taluka: igatpur dist-nashik, maharashtra 952553-225182-88 fax no.952553225181 dilip.sonar@tk-es.thyssenkrupp.com	One Star Export House
15	Agra engineering co. C-5, laxmi towers, bandra kurla- complex, bandra-(east), mumbai, maharashtra. 022 67544555 fax. -67544544 documentation@agraeng.com	One Star Export House
16	Auditra engineering co.pvt.ltd., c-5, laxmi towers, bandra kurla complex, bandra[e], mumbai 022-67544555 fax no.022 67544544 documentation@auditra.com	One Star Export House

Sr. No.	Name of the Export House	Type
17	Bright engineering works, gala no.5/32, 2nd panjrapose lane c.p. Tank road, mumbai 91 22 2242 6080 fax 91 22 2242 3376 mitkrupa@giasbm01.vsnl.net.in	Export House (EH)
18	Chemithon engineers pvt. Ltd. Shiv anand-a,372/374, s.v. Rd, goregaon (w) mumbai , maharashtra 02228741188/fax 02228789755 info@trivedigroupe.com	Export House (EH)
19	Federal engineers 54, mahape village, central south road, opp. Electronic zone, ttc indl. Area, navi mumbai 7670664/7670658 fax no. 7682174 fedsoft@bom 3. Vsnl.net.in	Two Star Export house
20	Fitch metals engineering india pvt. Ltd 56, udyog, bhavan, sonawala road, goregaon (e), mumbai, maharashtra 26855955 s.nayak@fitchmetalseng.com	Export House (EH)
21	Gala precision engineering pvt ltd. A-59, road no. 10, wagle industrial estate thane 22-25821232/41410424 fax-22-25820771 va.ves@galaprecision.com	Export House (EH)
22	Goma engineering private limited plot no.214/2, village khupari off.bhiwandi-wada road tal. Wada, dist. Thane, maharashtra 5340875/5343336fax5333634 goma@vsnl.com	One Star Export House
23	Hy-tech engineers pvt ltd plot no. A-160, main road, wagle industrial estate thane. Maharashtra 5821115/7964 fax no. 5825119 htm@vsnl.com	One Star Export House
24	Icem Engineering Company Private Limited, Mohanji Sunderji Road, Raghunathnagar Thane, Maharashtra 5823215 Procedural@Rediffmail.Com	Star Export House (SEH)
25	Jasma Engineering 1201-02, Floor Kamla Hub, Ns Road No.1, Jvpd Scheme, Vile Parle West, Mumbai 022-26209191, 02226201394 Paresh@Jasma.Com	One Star Export House
26	Karamtara engineering pvt. Ltd. 705, morya landmark ii, new link road, andheri west mumbai, maharashtra	One Star Export House

Sr. No.	Name of the Export House	Type
	022-2673100 rsing @karamtar.com	
27	Meltroll Engineering Private Limited R-459, T.T.C. Midc Area Thane Belapur Rd, Rabale, Thane Mumbai, Maharashtra Meltroll@Vsnl.Com	Star Export House (SEH)
28	Mka engineers and exporters pvt. Ltd 59-a t-1, revati, shivaji nagar, akash ganga hsg. Complex, thane (w) maharashtra 022227689255 anup@mkprecision.in/sanjay@mkprecision.in	One Star Export House
29	Nr hytech engineers private limited plot no. A 319, road no. 22, wagle estate, thane, maharashtra 25821919 mail@nrhytech.com	One Star Export House
30	Pakona engineers(india)pvt.ltd., 22/d, wadia charities bldg., 1st.f s.a. Brelvi rd., fort, mumbai, maharashtra 22854138/22826751 info@pakona.com	One Star Export House
31	Paras flowform engineering ltd. Plot no-m-6, m.i.d.c. Additional ambarnath, dist. Thane, maharashtra 0251-2620333/2620555 munjalshah@shahgroup.biz	Export House (EH)
32	Prabha engineering pvt. Ltd. 36, midc. Central rd, andheri(e) mumbai, maharashtra 22-836 6200 / 837 1133. Prabha3@vsnl.com	One Star Export House
33	Rahul ferromet & engineering pvt. Ltd. 43, alankar building, 1st khetwadi lane, mumbai, maharashtra. 23824855 23855957 info@rahulgroup.com	Export House (EH)
34	Rational engineers ltd. No.103, 1st floor, dhan laxmi residency near tiptop plaza, lbs marg, naupada, thane, m.s. 28729970/28764076fax28728787 accounts.repl@gmail.com	One Star Export House
35	Rotex manufacturers & engineers pvt. Ltd. 703-704, b-wing, western edge-ii, off. Western express highway, borivali east, mumbai 02512871033/191, skshah@rotexautomation.com	One Star Export House
36	Savera auto comps pvt.ltd. K-88, m.i.d.c. Waluj,	Star Export House (SEH)

Sr. No.	Name of the Export House	Type
	aurangabad, maharashtra 0240-2244240 account@saveraengineering.com	
37	Shrijee engineering works (exports) 404/405, kamlakar sadan, swami samarth mandir complex, s.s. Nagar, andheri(w), mumbai. M.s. 02240501000 shrijee@bom3.vsnl.net.in	Export House (EH)
38	Shrijee process engineering works ltd. A-504/505, dynanty business parks, andheri kurla rd, near kohinoorcontinental, j.b. Nagar, andheri-e, mumbai 40501003 info@shrijee.com	Export House (EH)
39	Toyop relief pvt ltd. Kanti engineering works, harichand mill compound, l.b.s. Marg vikhroli (w) mumbai, maharashtra 67590000 info@toyop.com	One Star Export House
40	Tula engineering pvt. Ltd. 26, bazar road, bandra (w) mumbai, maharashtra 022-6920057 fax-022 -8381248 tulainvestment@yahoo.co.in`	One Star Export House
41	Varroc engineering private limited l-4, midc area, waluj, aurangabad maharashtra. 02406653600/53700/2564540 ghatiya.anil@varrocgrou.com	One Star Export House
42	Zen engineering plot no. A 269, road no.33a, wagle industrial estate, opp. Esis hospital thane west 022-25837431 zenengineering@vsnl.net zenengineering@rediffmail.com .	Export House (EH)

Source: DGFT

7.2 CHA services Sector specific

"Custom House Agent" means a person licensed, temporarily or otherwise, under the regulations made under sub-section (2) of Section 146 of the Customs Act, 1962 (52 of 1962), [Section 65(35)]. The services rendered by the custom house agent are not merely limited to the clearing of the import and export consignment.

Services provided by CHA:

- ▶ The CHA renders the service of loading/unloading of import or export goods from/at the premises of the exporter/importer, the packing, weighing, measurement of the export goods, the transportation of the export goods to the customs station or the import goods from the custom station to the importers premises, carrying out of various statutory and other formalities

such as payment of expenses on account of octroi, destuffing/pelletisation terminal handling, fumigation, drawback/DEEC processing, survey /amendment fees, dock fees, repairing and examination charges, landing and container charges, statutory labour charges, testing fees, drug control formalities, sorting /marking/stamping/sealing on behalf of the exporter/importer.

- ▶ The custom house agent incur various other expenses such as crane/fork lift charges, taxi charges, Photostat and fax charges, bank collection charges, courier service charges, and miscellaneous other expenses on account of the importer /exporter.
- ▶ For all the above charges, the CHA is ordinarily reimbursed by the importer/exporter for whom the above services are rendered. Apart from the above charges, the CHA also charges the client for his services under the head /nomenclature of “agency and attendance charges “ or similar kind of heads which is purported to be his service charge in respect of the services rendered in relation to the import/export goods.
- ▶ There are various Custom House Agent Associations which are currently running down their exertion in India. Indian Agri Trade portal provide extensive list of almost all CHA’s around various location of India. One can get their contact details by searching CHA’s name or by state.

Importance of CHA:

- ▶ Custom house agent is like a legal adviser or lawyer, they will suggest you the correct classification of goods.
- ▶ CHA helps you to get out of your goods from customs.
- ▶ Whenever your CHA will file your bill of entry/shipping bill, custom officer may raise the query on Bill of entry/Shipping bill. The CHA will meet the custom authority and resolve the issue.
- ▶ The CHA helps in whole custom clearance process.
- ▶ Appointing a CHA is good idea for smoother custom clearance of goods.

Case study: How to connect with a CHA for agricultural Export

CHA service can be availed from the following site of APEDA [Custom House Agents Associations in India. \(apeda.gov.in\)](http://www.apeda.gov.in)

Benefits to Exporters from using the portal:

- ▶ Indian Agri Exchange portal is a **single window solution** for Agriculture products exported from India.
- ▶ Portal provides the **details about the importing countries** interesting in Import from India, **International Agricultural production, Export & Import statistics, International Prices, Importing Countries Regulations and Tariffs details etc.**
- ▶ Agri Exchange portal provides **step by step details** which are required for the export such as **pre-shipment process** starting from **quality and hygiene aspect, Packing, Labelling, Warehousing & Cold Storage's facilities, Logistics, Export Documentation Process, Subsidies & incentives** extended by different Govt. Organizations, Drawing Sales Proceeds through Letter of Credit along with buy / sell leads etc.
- ▶ Also, there certain apps and features present in the website which are very much useful for exporting like **APEDA members App, Farmer connected portal & Single window interface for facilitating trade Swift.**
- ▶ List of CHA's who are operating at JNPT port are as follows <http://www.jawaharcustoms.gov.in/pdf/cha-list.pdf>

Major CHA's in Mumbai:

1. Swarex Shipping & Aviation Pvt Ltd
2. Forum Shipping Agency
3. Shams Logistics
4. Aws Shipping and Logistics Pvt Ltd
5. Anshika Logistics Solutions
6. The Shipping Corporation of INDIA Ltd
7. V Ships India Pvt Ltd
8. Maersk Global Service Centres INDIA Pvt Ltd
9. The Great Eastern Shipping Company Ltd
10. Scorpio Marine Management India Pvt Ltd

All the companies have their personal websites from where the exporter can get the quote for services online or one can contact them on their dedicated phone numbers to get the quotes.

CHA charges for Export:

Export Rate – Sea Cargo

Container Description	Mode of Stuffing	Container Size (Ft.)	Documentation Charges (Rs.)	Service Charges
FCL		20	1500	4000
FCL		40	1500	5000

Export Rate – Air Cargo

Container Description	Nature of Cargo	Documentation Charges (Rs.)	Service Charges
LCL	Perishable Cargo (Agro, food, fisheries & marine products)	1500	1500
LCL	General Cargo	1500	1500
LCL	Gems & Jewellery	1500	10000

7.3 Frequently Asked Questions (FAQs)

Q . What are the major steps in starting Exports business in India?

- ▶ Please click the link to know steps to start export from India <https://www.youtube.com/watch?v=y0mSoxNL4Vg>
- ▶ **Establishment of Organisation** : The applicant should decide a Catchy Name with an Attractive LOGO for his company.
- ▶ **Open Bank Account**: After obtaining PAN no apply for opening bank account in banks listed under AD (Authorized Dealer) Category 1 / Export Import Bank of India (EXIM) banks are eligible to support and process transactions with foreign parties.
- ▶ **Obtain IEC number**: Import and Export Code is to be obtained by the business entity for import into or export from India. Import and Export Code is popularly known as IEC number. Import and Export Code is issued by Directorate General of Foreign Trade (DGFT). IEC is a 10-digit unique number.
- ▶ **Obtaining RCMC (Registration cum Membership Certificate): Registration-Cum-Membership Certificate (RCMC)** is a certificate that validates an exporter dealing with products registered with an Export Promotion Council that are authorized by the Indian Government.
- ▶ After getting IEC and RCMC import-export business can be started in India.

Q. How to identify buyers in the exporting countries?

- ▶ Buyer identification can be done using various sources such as B2B portals, web browsing (to find importers in the foreign market), participation in trade fairs, buyer-seller meets, exhibitions. Apart from these conventional/popular methods, buyers can be identified with the help of Export Promotional Councils (EPC), Indian Missions abroad, overseas chambers of commerce, and friends and family.
- ▶ Companies can explore other methods for connecting with buyers from the foreign market. Other methods can be becoming a member (avail subscription) of trade associations, councils, and non-profit organization. Micro, Small and Medium Enterprises (MSMEs) can also connect with Indian Embassy to explore more opportunity.

Q. How are Exports treated under GST?

- ▶ All exports are deemed as inter-State supplies.
- ▶ Exports of goods and services are treated as zero rated supplies.

- ▶ The exporter has the option either to export under bond/Letter of Undertaking without payment of tax and claim refund of Input Tax Credit (ITC) or pay Integrated Goods and service tax (IGST) by utilizing ITC or in cash at the time of export and claim refund of IGST paid.

Q. What are the mandatory Documents for Export and Imports ?

- ▶ Bill of Lading / Airway Bill
- ▶ Commercial Invoice cum Packing List
- ▶ Shipping Bill
- ▶ Additional documents : For specific items of export and import NOC/License or any other documents like Phytosanitary Certificate, Health Certificate, Drug License, etc.

Q. What are the Quality Standards for Exporting products?

- ▶ An important aspect about the goods to be exported is compulsory quality control and inspection. For this purpose, Export Inspection Council (EIC) was set up by the Government of India under Section 3 of the Export (Quality Control and Inspection) Act, 1963.
- ▶ Indicative Quality Standard for exports:
 - ▶ ISI Standard
 - ▶ AGMARK Standard
 - ▶ ISO 9000 Standard
 - ▶ BIS Hallmark

Q. What are the benefits that can be availed by Exporters in Export oriented unit?

- ▶ EOUs has a permit to procure raw material or capital goods duty-free, either through import or through domestic sources.
- ▶ EOUs are eligible for reimbursement of GST.
- ▶ EOUs are eligible for reimbursement of duty paid on fuels procured from domestic oil companies.
- ▶ EOUs are eligible for claiming input tax credit on the goods and services and refund thereof.
- ▶ Fast track clearance facilities.
- ▶ Exemption from industrial licensing for the manufacture of items reserved for SSI sector.

Q. What is foreign trade policy in India?

- ▶ India's Foreign Trade Policy (FTP) provides the basic framework of policy and strategy for promoting exports and trade. It is periodically reviewed to adapt to the changing domestic and international scenario.
- ▶ The current Foreign Trade Policy (2015-20) focusses on improving India's market share in existing markets and products as well as exploring new products and new markets.
- ▶ India's Foreign Trade Policy also envisages helping exporters leverage benefits of Goods and Service Tax (GST), closely monitoring export

performances, improving ease of trading across borders, increasing realization from India's agriculture-based exports and promoting exports from Micro, Small and Medium Enterprises (MSMEs) and labour-intensive sectors.

Q. What is Custom Duty in India and its types?

- ▶ Customs Duty refers to the tax imposed on the goods when they are transported across the international borders.
- ▶ The objective behind levying customs duty is to safeguard each nation's economy, jobs, environment, residents, etc., by regulating the movement of goods, especially prohibited and restrictive goods, in and out of any country.
- ▶ Types of Custom Duty:
 - ▶ Basic Customs Duty (BCD)
 - ▶ Countervailing Duty (CVD)
 - ▶ Additional Customs Duty or Special CVD
 - ▶ Protective Duty,
 - ▶ Anti-dumping Duty
 - ▶ Education Cess on Custom Duty

Q. What is most favoured nation and its advantages?

- ▶ In International Economic Relations and International Politics, the most favoured nation (MFN) is a status or level of treatment accorded by one state to another in international trade.
- ▶ The term means the country which is the recipient of this treatment must nominally receive equal trade advantages as the "Most Favoured Nation" by the country granting such treatment.
- ▶ Most favoured nations for India are Bangladesh, Maldives, Nepal and Sri Lanka.
- ▶ Advantages of most favoured nation:
 - ▶ These nations get access to a wider market for better trade.
 - ▶ They pay a lesser cost on their exports due to the reduction in trade barriers
 - ▶ Due to the above opportunities, they get better options in terms of growth in business and competitiveness

Q. What are the incentive schemes by Central and State Government for Exports?

- ▶ To provide promotional measures to boost India's and State of Maharashtra exports with the objective to offset infrastructural inefficiencies and associated costs involved to provide exporters a level playing field, the following schemes has been introduced:
 - ▶ Financial Assistance
 - ▶ Interest Equalisation Scheme (IES)
 - ▶ Gold Card Scheme by RBI
 - ▶ Niryat Rin Vikas Yojana (NIRVIK) Scheme
 - ▶ At production stage
 - ▶ Duty Drawback Scheme
 - ▶ Duty Exemption Scheme

- ▶ Duty Remission Scheme
- ▶ Export Incentive
 - ▶ Merchandise Exports from India Scheme (MEIS)
 - ▶ Service Exports from India Scheme (SEIS)
 - ▶ Remission of Duties and Taxes on Export Product (RoDTEP) Scheme
- ▶ Technology Upgradation
 - ▶ Export Promotion Capital Goods (EPCG) Scheme
 - ▶ Trade Infrastructure for Export Scheme
- ▶ Insurance
 - ▶ Export Promotion Credit Guarantee Scheme

Q. What are important aspects that need to be kept in mind while exporting?

- ▶ **Sampling:** Providing customized samples as per the demands of Foreign buyers help in getting export orders. As per FTP 2015-2020, exports of Bonafede trade and technical samples of freely exportable items shall be allowed without any limit.
- ▶ **Denomination of Exports Contracts:** All export contracts and invoices shall be denominated either in freely convertible currency or Indian rupees, but the export proceeds shall be realized in freely convertible currency.
- ▶ **Pricing/Costing:** The price should be worked out taking into consideration all expenses from sampling to realization of export proceeds on the basis of terms of sale i.e. Free on Board (FOB), Cost, Insurance and Freight (CIF), Cost and Freight (C&F), etc. Goal of establishing export costing should be to sell maximum quantity at competitive price with maximum profit margin.
- ▶ **Customs House Agents:** Exporters may avail services of Customs House Agents licensed by the Commissioner of Customs. They are professionals and facilitate work connected with clearance of cargo from Customs.
- ▶ **Export Inspection Agencies:** They promote manufacturer exporters to implement best quality management system to produce a consistent quality product to meet buyer’s specification and gain confidence of the buyer by pre-shipment inspection, quality control and certification with many laboratories countrywide.

7.4 Important Websites

Industries, Energy and Labour Department, Government of Maharashtra <https://industry.maharashtra.gov.in/en>

Maharashtra Industry, Trade and Investment Facilitation Cell <https://maitri.mahaonline.gov.in/Home/Home>

Directorate General of Foreign Trade <https://www.dgft.gov.in/CP/>

Department of Commerce, Ministry of Commerce and Industry, GoI	https://commerce.gov.in/useful-links/export-promotion-councils/
Federation of Indian Export Organisation	https://www.fieo.org/
Indian Trade Portal, Government of India	https://www.indiantradeportal.in/
Ease of Logistics Portal	https://www.easeoflogistics.com/
Indian Business Portal	https://www.indianbusinessportal.in/
Exim Bank India	https://www.eximbankindia.in/
Maharashtra State Agriculture Marketing Board	https://www.msamb.com/
Agriculture and Processed Food Products Development Authority	http://apeda.gov.in/APEDAWEBSITE/
The Marine Products Export Development Authority	http://mpeda.gov.in/
Indian Customs Electronic Gateway (ICEGATE)	https://icegate.gov.in/

