



A FEDERATION OF INDIAN EXPORT ORGANISATIONS' MONTHLY

FIEO NEWS

RS 70

भारत मंडपम् BHARAT MANDAPAM

BRICS 2026



“BUILDING FOR RESILIENCE, INNOVATION, COOPERATION AND SUSTAINABILITY”

WEEKLY INTERACTION

FOCUS MARKET

PRODUCT ANALYSIS

TRADE TRENDS



Instant Packing Credit Disbursement



Improved working
capital efficiency



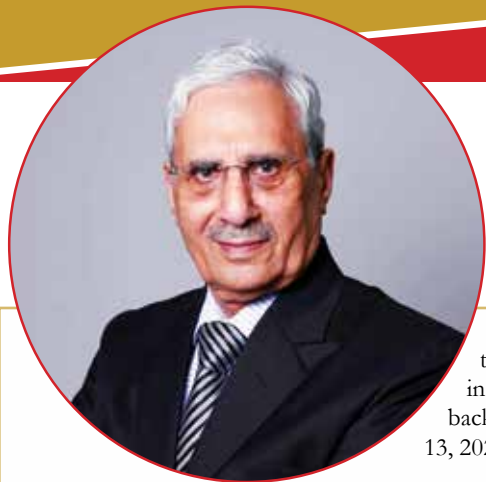
Avail
Online



Access to
special government
incentives

SMS Trade to 5676766

T&Cs.



FROM THE

PRESIDENT'S DESK

DEAR ESTEEMED EXPORTERS,

The global trade landscape continues to undergo significant transformation, with emerging economies seeking a stronger voice in shaping international trade, finance and governance. Against this backdrop, the 18th BRICS Summit, held in New Delhi on September 12–13, 2026 under India's Chairship, assumed particular significance.

Held under the theme “Building for Resilience, Innovation, Cooperation and Sustainability,” the Summit concluded with the adoption of the New Delhi Declaration, outlining priorities across political, economic, financial and people-to-people cooperation. India strongly emphasised the need for a more representative global governance architecture, with Prime Minister Mr Narendra Modi calling upon the Global South to move from being a “rule-taker” to a “rule-shaper.”

For the exporting community, an important takeaway was BRICS' concern over unilateral tariff and non-tariff measures that distort trade and are inconsistent with WTO rules. The grouping reiterated the importance of strengthening the multilateral trading system and making the WTO more responsive to the needs of emerging markets and developing economies. Progress on cross-border payment mechanisms, interoperability of payment and messaging systems, and greater use of local currencies for trade and investment settlements could also assume growing significance for businesses trading within the BRICS economies.

The Summit also provided an important platform for India's bilateral economic engagement. Prime Minister Modi's meeting with Russian President H E Mr Vladimir Putin reviewed cooperation across trade, investment, energy, defence, space, skills and other areas. The leaders also welcomed the first edition of INNOPROM India, held in New Delhi from September 9–11, 2026, as another platform for expanding industrial and commercial partnerships.

In his meeting with Chinese President H E Mr Xi Jinping, Prime Minister Modi highlighted the economic and trade dimensions of the bilateral relationship. The two sides recognised the need to address concerns relating to the structural trade imbalance and supply-chain issues while facilitating meaningful and predictable market access. These are particularly important issues for Indian industry as it seeks greater access to the Chinese market while strengthening the resilience of domestic supply chains.

Closer home, the 4th Uttar Pradesh International Trade Show (UPITS) 2026 provided another major platform for connecting Indian enterprises with global markets. The event generated ₹6,500 crore in signed business commitments, with projected business of around ₹15,500 crore—reflecting the growing potential of state-level trade platforms to connect MSMEs and regional enterprises directly with international buyers.

In this issue of FIEO News, we are also pleased to present a special feature on “Nicaragua–India Trade and Investment Opportunities”, enriched by insights from H E Ms Nadeska Cuthbert, Ambassador of the Republic of Nicaragua to India. The feature explores emerging opportunities for expanding bilateral trade, investment and business partnerships.

India's export performance during the first five months of FY 2026–27 has provided further reason for optimism. Overall exports of merchandise and services during April–August 2026 reached US\$399.27 billion, registering growth of 15.55 per cent over the corresponding period last year. Merchandise exports stood at US\$215.91 billion, recording an impressive growth of 17.85 per cent. Overall imports during the period reached US\$459.65 billion, while merchandise imports stood at about US\$363 billion.

Particularly encouraging was the 26.12 per cent growth in merchandise exports during August. More important than the headline number is the increasingly broad-based nature of this growth. Engineering goods, electronics, chemicals, petroleum products, automobiles and other value-added sectors are contributing to the expansion of India's export basket, while exporters are simultaneously strengthening traditional markets and exploring new destinations.

The emerging import profile, however, also reminds us of the need to deepen domestic manufacturing and strengthen value chains, particularly for critical industrial and technology-intensive inputs. Sustaining the current export momentum will therefore require continued attention to competitive trade finance, efficient logistics and infrastructure, market diversification, ease of doing business and focused support for MSMEs and emerging exporters.

The opportunities before Indian exporters are expanding, but so are the complexities of global trade. Our endeavour at FIEO remains to help exporters navigate these changes, identify emerging opportunities and strengthen India's presence across global markets. ■

S C Ralhan,
President, FIEO

EDITORIAL BOARD

S C Ralhan
PRESIDENT

Ravikant Kapur
VICE PRESIDENT

Dr Ajay Sahai
DIRECTOR GENERAL & CEO

Suvindh Shah
ADDITIONAL DIRECTOR GENERAL

K Unnikrishnan
JT DIRECTOR GENERAL (SR)

Ashish Jain
DY DIRECTOR GENERAL (NR)

Nitesh Mishra
DY DIRECTOR GENERAL
(MEDIA, COMMUNICATION & PR)

Prashant Seth
JT DY DIRECTOR GENERAL
(STUDY CELL & EXIM INFRA)

Rishikant Tiwari
DIRECTOR (WR)

Juin Choudhury
DY DIRECTOR (ER)

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

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

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



FEDERATION OF INDIAN EXPORT ORGANISATIONS

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

HEAD OFFICE & NORTHERN REGION

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

Jaipur Chapter

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

Ludhiana Chapter

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

Kanpur Chapter

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

Amritsar Chapter

DGFT Export Promotion Wing,
Customs Building, 2nd Floor, The Mall, Amritsar-143001
M: +91-9501544337; E: gauravgupta@fio.org

EASTERN REGION

11/1 Sarat Bose Road, Ideal Plaza, Unit S/307 & S/309, 3rd Floor, South Block, Kolkata- 700020;
Telephone: 033-35084690,35499604, M: +91-9836402524; E: fieoer@fio.org, juinchoudhury@fio.org

Guwahati Chapter

1st Floor, H. No.23, N.N. Tower, Dr S.K. Bhuyan
Road, Dighali Pukhuri (East),
Guwahati-781001 (Assam); T:+91-361-2739888;
E: fieonortheast@fio.org, himraj@fio.org
M:7002349936

Bhubaneswar Chapter

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

WESTERN REGION

Times Square, Unit No. 3A B-Wing, 4th Floor, Andheri-Kurla Road, Andheri (East), Mumbai-400059;
T:+91-22-40572222, F: 022-28392334, M: +91-9096296941; E: fieowr@fio.org; rktiware@fio.org

Ahmedabad Chapter

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

Indore Chapter

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

SOUTHERN REGION

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

Hyderabad Chapter

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

Coimbatore Chapter

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

Bengaluru Chapter

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

Kochi Chapter

Marine Building, 1st Floor, Malabar Road, North End, Willingdon
Island, Kochi-682009 (Kerala); T: +91-484-2666116,
F: +91-484-2666117, M:+91-9895598009
E: kerala@fio.org, rajeev@fio.org

Andhra Pradesh Chapter

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

CONTENTS

Key Highlights of New Delhi Summit	6
Prime Minister meets Russian President	8
PM's Meeting with Chinese President	9
UPITS 2026 sets New Trade Benchmarks	10
India's Merchandise Exports Surge	14
Strengthening Exporters through Forex	15
Emerging Export Opportunities	18
Forex Management for Exporters	19
CETA Opportunities for Exporters	20
FIEO Induction for Exporters	21
Deferring Customs Duties	26
Strategic AI for Exporters	27
Eligible Manufacturer Importer Scheme	28
Beginner to Global Exporter Programme	30
Starting the Export Journey	31
Digital Platforms for Exporters	32
Focus on Virudhunagar & Tirunelveli	33
Customs Clearance & Freight Forwarding	34
RBI Guidelines for Exporters	35
GST Audit Readiness	36
Practical UCP 600 Guidance	37
Meeting International Food Standards	38
Certificate in International Trade	39
Focus on Ujjain, MP	40



REGULARS

WEEKLY INTERACTION	22
FOCUS MARKET	24
PRODUCT ANALYSIS	41
TRADE TRENDS	43

ADVERTISE IN FIEO NEWS MAGAZINE



KEY HIGHLIGHTS OF NEW DELHI SUMMIT



PM and BRICS leaders participate in a joint tree plantation at the outside lawns of Bharat Mandapam on the sidelines of the 18th BRICS Summit

The 18th BRICS Summit was held in New Delhi on 12–13 September 2026, marking India's fourth BRICS Chairship. The Summit was conducted under the theme “Building for Resilience, Innovation, Cooperation and Sustainability” and concluded with the adoption of the New Delhi Declaration.

BRICS leaders adopted the New Delhi Declaration, covering cooperation across political and security, economic and financial, and cultural and people-to-people pillars. The declaration contains 140 paragraphs and sets out the group's priorities for the coming period. India placed particular emphasis on making global governance more representative and giving developing countries a greater role in international decision-making. Prime Minister Mr Narendra Modi called for the Global South to move from being a “rule-taker” to a “rule-shaper.”

The declaration reiterated support for reforms of the United Nations and other multilateral institutions, including greater representation for developing countries in global decision-making structures. A particularly relevant outcome for exporters was BRICS' expression of concern over unilateral tariff and non-tariff measures that distort trade and are inconsistent with WTO rules. Members called

for strengthening the WTO and improving its responsiveness to the needs of emerging markets and developing economies.

BRICS continued work on improving cross-border payment mechanisms, including interoperability of payment and messaging systems. Discussions also covered the use of BRICS members' local currencies for trade settlements and investment, while recognising national priorities and the absence of a one-size-fits-all approach.

BRICS leaders adopted the New Delhi Declaration, covering cooperation across political and security, economic and financial, and cultural and people-to-people pillars

India's proposal to establish a BRICS Risk Lab at GIFT City International Financial Services Centre (IFSC), Gujarat, received interest from BRICS members. The initiative is intended to support discussions around financial and insurance-sector cooperation and risk management. India successfully steered progress on the Strategy for

BRICS Economic Partnership 2030, which is intended to provide an overarching framework for deeper economic cooperation through sectoral strategies, programmes and roadmaps.

The Indian Chairship emphasised productive capacity, industrial cooperation, resilient and diversified global value chains, technology and higher-value manufacturing. Earlier ministerial work under India's Chairship also focused on MSMEs, startups, photovoltaics and logistics.

BRICS placed emphasis on improving MSME access to finance and international markets. The Jaipur Consensus and guiding principles for MSME credit were agreed during the BRICS Trade Ministers' Meeting, with the objective of helping address the trade-finance gap.

India's Chairship advanced cooperation around innovation, startups, digital transformation and artificial intelligence. The BRICS Industry Ministers' Meeting supported India's proposals for a BRICS Incubator Network and BRICS Startup Innovation Fund.

The BRICS Growth and Development Task Force addressed resilience, innovation, cooperation and sustainability, including



PM addressing the BRICS leaders during the 18th BRICS Summit

climate finance and development-finance architecture. The Summit also linked economic cooperation with sustainable and inclusive growth. The Summit's economic agenda included cooperation on energy security and strategic resources, relevant to resilient supply chains and the transition toward cleaner technologies.

The BRICS Women's Business Alliance was highlighted for promoting women's entrepreneurship, leadership and economic participation, including better access to finance, markets, technology and skills. The New Delhi Declaration addressed international peace and security, including counter-terrorism and cross-border terrorism, while reaffirming

the importance of international law and multilateral cooperation. The declaration noted that BRICS' expansion reflects its

**Prime Minister
Mr Narendra Modi called
for the Global South
to move from being a
“rule-taker” to a
“rule-shaper”**

influence and appeal as a platform for more inclusive global governance, while stressing the need for outcome-oriented cooperation and

stronger institutional development. For the Indian export community, the most directly relevant outcomes are:

Trade facilitation → Cross-border payments
→ Local-currency settlement → MSME
finance → Supply-chain resilience → Market
diversification → Technology & innovation
→ Investment cooperation.

These areas align particularly closely with India's objective of expanding intra-BRICS trade, improving access to finance for MSMEs and reducing friction in cross-border transactions. The implementation of the various frameworks and initiatives will determine their eventual commercial impact. ■



PM, witnessing 'Bharat Innovates' along with Leaders of BRICS Member Countries, during their visit to the Bharat Innovates exhibition at Bharat Mandapam

PRIME MINISTER MEETS RUSSIAN PRESIDENT



PM meeting with the President of Russia, Mr Vladimir Putin on the sidelines of the 18th BRICS Summit

The Prime Minister, Mr Narendra Modi met with the President of the Russian Federation, H E Mr Vladimir Putin, on the margins of the 18th BRICS Summit in New Delhi September 11, 2026. This was their second meeting this year. The two leaders had met earlier in Bishkek on the sidelines of the 26th SCO Summit on 31st August 2026.

The two leaders reviewed progress in bilateral cooperation in political, economic, defence, energy, space, skill mobility and people-to- people domains. They welcomed Russia's International Industrial Exhibition

"INNOPROM India", which was held for the first time in India from September 9-11, 2026 and underscored its importance in further expanding trade and industrial ties. The two leaders also visited the INNOPROM India exhibition and interacted with the participants.

The leaders exchanged views on India-Russia engagement in the multilateral sphere, in particular in BRICS under India's Chairship for 2026. They also shared perspectives on key regional and global issues of mutual interest, including the conflicts in West Asia and the Black Sea region which have impacted maritime trade and the safety and security of

Indian seafarers. Prime Minister once again reiterated that dialogue and diplomacy was the way forward in resolving conflicts and India stood ready to assist in peace efforts. The two leaders agreed to remain engaged in an effort to strengthen further the Special and Privileged Strategic Partnership between the two countries, which continues to register significant growth and has shown resilience in the backdrop of geopolitical uncertainties.

The two leaders agreed to remain engaged in an effort to strengthen further the Special and Privileged Strategic Partnership between the two countries, which continues to register significant growth and has shown resilience in the backdrop of geopolitical uncertainties

President Putin invited Prime Minister to visit Russia for the 24th India-Russia Annual Summit. Prime Minister accepted the invitation. The dates of the Summit will be decided as per mutual convenience through diplomatic channels. ■



Indian delegation led by PM meeting with the Russian delegation led by the President of Russia, Mr Vladimir Putin on the sidelines of the 18th BRICS Summit

PM'S MEETING WITH CHINESE PRESIDENT



PM meeting with the President of the People Republic of China, Mr Xi Jinping on the sidelines of the 18th BRICS Summit at Bharat Mandapam

The Prime Minister, Mr Narendra Modi met with H E Mr Xi Jinping, President of the People's Republic of China on September 12, 2026, on the sidelines of the BRICS Summit in New Delhi. The two leaders welcomed the steady progress in India-China bilateral relations since their last meeting in Tianjin in August 2025. They reaffirmed that both countries should take a strategic and long-term perspective of their ties. Differences should not become disputes. The Prime Minister highlighted that both sides must be guided

by three mutuals- mutual respect, mutual sensitivity and mutual interest.

The PM emphasized that peace and tranquility in the border areas remains an essential basis for the continued development of bilateral relations. He underlined the need for both sides to observe existing agreements and understandings on border related issues. The two leaders expressed commitment to a fair, reasonable, and mutually acceptable resolution of the boundary question proceeding from the political perspective

of their overall bilateral relations and the long-term interests of the two peoples.

The two leaders took note of the progress in people-to-people ties and underscored the need to further promote cultural exchanges, business linkages and greater mobility between the two countries. On economic and trade relations, they underlined the need to address each other's

On economic and trade relations, the leaders underlined the need to address each other's concerns, including structural trade imbalance and supply chain issues, and facilitation of meaningful and predictable market access.

concerns, including structural trade imbalance and supply chain issues, and facilitation of meaningful and predictable market access.

The two leaders agreed that both sides must continue to expand common ground on regional and global issues, and in addressing challenges. The Prime Minister appreciated China's support for India's BRICS chairship and its contributions towards the success of the BRICS Summit-2026. ■



Indian delegation led by the PM meeting with the Chinese Delegation led by the President of the People Republic of China, Mr Xi Jinping on the sidelines of the 18th BRICS Summit at Bharat Mandapam

UPITS 2026 SETS NEW TRADE BENCHMARKS



Shri Amit Shah addressing the inaugural with other dignitaries on the dais

The 4th Uttar Pradesh International Trade Show (UPITS) 2026 was inaugurated on September 25, 2026 by the Hon'ble Union Home Minister, Mr Amit Shah, along with the Hon'ble Chief Minister of Uttar Pradesh, Yogi Adityanath in the presence of dignitaries at the India Expo Centre & Mart, Greater Noida. The five-day trade show was organised by the Government of Uttar Pradesh in association with the Federation

**4,400 MoUs worth
₹6,500 crore signed;
business worth ₹15,500
crore projected**

of Indian Export Organisations (FIEO). The inaugural ceremony was also attended by Mr Arvind Goenka, Regional Chairman (NR), FIEO, and Dr Ajay Sahai, Director General & CEO, FIEO, besides senior functionaries of



Shri Yogi Adityanath addressing the inaugural

the Government, industry, exporters, overseas buyers and international delegations.

The UPITS 2026 brought together Indian sellers, exporters, manufacturers and MSMEs with over 600 foreign buyers from 90

countries, creating a major platform for global sourcing, trade partnerships and investment. Opening day witnessed five fruitful meetings between the Hon'ble Chief Minister of Uttar Pradesh and representatives of the Partner Countries—Japan, Russia, Vietnam, Singapore and Belarus. Diplomats and leading business representatives from these countries discussed opportunities for strengthening trade, investment, technology collaboration and industrial partnerships with Uttar Pradesh.

**5-Day Mega Event
concludes with 41,500
B2B meetings and a
footfall of 5.99 lakh**

A separate interaction was also organised under the FIEO umbrella, in which a delegation of 30 leading foreign buyers from the USA, UK, Vietnam, Japan, South Korea, Oman, the Netherlands and other European countries

met the Hon'ble Chief Minister. The interaction focused on sourcing opportunities, investment possibilities and direct trade linkages with Uttar Pradesh-based enterprises. The meetings were highly productive and enabled direct engagement between overseas buyers and Indian sellers across diverse product and service sectors. Speaking on the occasion, Dr Ajay Sahai, Director



Shri Yogi Adityanath meeting the FIEO delegation including Mr Arvind Goenka, Regional Chairman (NR); Dr Ajay Sahai, DG & CEO; Mr T S Ahluwalia, MC Member along with Mr Suvindh Shah, Addl DG and Mr Rohit, Dy Director, FIEO



Shri Yogi Adityanath interacting with diplomats of the partner countries along with FIEO delegation



Shri Yogi Adityanath in a group photograph with B2B delegation of FIEO along with other dignitaries and govt officials

General & CEO, FIEO, said that UPITS 2026 is showcasing the extraordinary capabilities of Uttar Pradesh-based sellers, particularly in agri and food products, textiles, handicrafts, AI and IT, pharmaceuticals and other emerging sectors. He added that the event is creating a strong platform for Uttar Pradesh's MSMEs and exporters to connect directly with international markets and build sustainable business relationships.

A knowledge session was also organised on Unlocking Global Markets: Leveraging India's Free Trade Agreements (FTAs) for Global Business Growth on the third day of the event,

The Show grew across all key business metrics compared to the previous edition: B2B meetings up by 31%, MoUs by 13%, and projected business by 24%

where FIEO brought together policymakers, senior government officials and industry leaders for an important dialogue on maximising the opportunities offered by India's Free Trade

Agreements (FTAs) and strengthening India's global trade footprint during UPITS 2026 on September 27, 2026.

The programme featured Mr Piyush Goyal, Union Minister of Commerce & Industry as the Chief Guest, along with Mr Nand Gopal Gupta Nandi, Cabinet Minister, Government of Uttar Pradesh; Mr Bhupendra Singh Chaudhary, Cabinet Minister, Government of Uttar Pradesh; Mr Hans Raj Vishwakarma, Minister of State, Government of Uttar Pradesh; Mr Shashi Bhushan Lal Sushil, Principal Secretary, MSME &

Export Promotion, GoUP; Dr Rakesh Kumar, Chairman, IEMIL; and Dr Ajay Sahai, Director General & CEO, FIEO; along with senior policymakers, export organisations and industry representatives to explore how India's expanding trade partnerships can translate into tangible market opportunities for Uttar Pradesh's manufacturers, MSMEs and exporters.

In his address, Mr Piyush Goyal highlighted the significance of India's expanding global trade engagement and the opportunities that FTAs are creating for Indian businesses. He emphasised the need for exporters and MSMEs to understand preferential market



L: Mr Shashi Bhushan Lal Susheel, Principal Secretary, MSME & Export Promotion, Govt of Uttar Pradesh felicitating the one of the largest MoU signed between a Buyer and Seller in the B2B area organised by FIEO. Also seen amongst others are Senior officials from Govt of Gujarat and FIEO. R: View of the B2B meetings





Shri Piyush Goyal addressing the knowledge session



Shri Nand Gopal Gupta Nandi addressing the knowledge session

access, improve quality and competitiveness and leverage India's trade agreements to reach new international markets.

The Minister said, "For Uttar Pradesh, with its immense MSME base, manufacturing capacity, ODOP ecosystem and expanding export portfolio, Uttar Pradesh is moving forward with bigger aspirations. The expansion of expressways, airports, infrastructure and industry is creating a stronger foundation for the State's economic growth. The products and enterprises of Uttar Pradesh have immense potential to build a stronger presence in international markets. Platforms such as UPITS are helping take the capabilities and aspirations of the State to the world."

Further adding He said that as India expands its engagement with global markets, Uttar Pradesh's industries and exporters have an opportunity to become an increasingly important part of the country's export growth and its journey towards Viksit Bharat.

The session was followed by the Union

Minister's interaction with industrialists and a visit to the trade fair, providing an opportunity to experience first-hand the breadth of products, enterprises and manufacturing capabilities represented at UPITS 2026.

Mr Nand Gopal Gupta 'Nandi', Hon'ble Cabinet Minister for Industrial Development & Export Promotion, Government of Uttar Pradesh, underlined the state's emergence as an increasingly competitive destination for investment and exports. He highlighted the expanding industrial ecosystem, improved connectivity and infrastructure and the government's efforts to provide businesses with a conducive environment for manufacturing, investment and exports. UPITS, he noted, is bringing this transformation before buyers and businesses from across India and the world.

Mr Bhupendra Singh Chaudhary, Hon'ble Cabinet Minister, MSME Department, Government of Uttar Pradesh, highlighted the opportunities that FTAs can create specifically for Uttar Pradesh's MSMEs. He

**123% surge in
RBSM; participation
of six partner countries
expanded the global
reach of UPITS**

stressed that connecting small enterprises, artisans, ODOP producers and manufacturers with technology, digital marketplaces and international buyers is central to taking local enterprise to global markets.

Director General & CEO, FIEO said, "The Government is looking at export diversification very seriously. Measures such as interest equalisation, collateral-free lending, export credit, factoring, support for testing and certification, overseas warehousing and participation in international trade fairs are creating a strong enabling ecosystem for Indian MSMEs and exporters." The speakers also spoke on market access to export competitiveness. They talked about FTAs, which are an important avenue for Indian businesses to expand their international presence and connect with new markets.

The Mega Event concluded on September 29, 2026, setting new benchmarks in investment, trade, and global partnerships.



Shri Bhupendra Singh Chaudhary addressing the knowledge session



Dr Ajay Sahai addressing the knowledge session

Held at the India Expo Centre & Mart from September 25-29, 2026, this 5-day mega-event established a strong international identity for the state's products, MSMEs, and exporters. During the event, 4,400 Memorandums of Understanding (MoUs) worth approximately USD 680 million (around ₹6,500 crore) were signed. Additionally, based on business inquiries received during the trade show, potential business worth approximately ₹15,500 crore has been projected.

According to official data from the Federation of Indian Export Organisations (FIEO), a total of 41,500 B2B and business meetings were recorded. Of these, 13,500 meetings took place in the Reverse Buyer-Seller Meet organised by FIEO, while around 28,000 business interactions were recorded in the main exhibition area. Through these meetings, buyers from both India and abroad outlined long-term business partnerships directly with the state's entrepreneurs and manufacturers. Over the course of five days, the trade show recorded a total footfall of 598,693 visitors and business buyers, comprising 174,990 domestic business buyers and 423,703 general visitors.



FIEO being felicitated by Shri Giriraj Singh during the valedictory session. Receiving the memento were Mr Suvidh Shah, Addl DG and Mr Rohit Tejpal, Dy Director, FIEO. Also present on the occasion were other dignitaries

Organized in alignment with Chief Minister Yogi Adityanath's vision, this year's UPITS proved to be the largest and most extensive event to date—surpassing the previous three editions in terms of both business volume and participation. Significant growth was observed across every key business metric compared to the previous year.

The number of B2B meetings rose by 31.12 percent, climbing from 31,650 to 41,500. Meetings in the RBSM (Reverse Buyer-Seller Meet) segment involving foreign buyers saw a massive surge of 123.1 percent, increasing from 6,050 to 13,500, while meetings in the main exhibition area grew by 9.38 percent.

The number of signed MoUs increased by 12.82 percent, rising from 3,900 to 4,400. The most remarkable growth was recorded in the estimated value of the MoUs, which surged by 142.54 percent—from ₹2,680 crore (\$425 million) to ₹6,500 crore (\$680 million). Business inquiries also saw a 24 percent rise, with the potential business value estimated to have grown from ₹12,500 crore to ₹15,500 crore. The trade show's international reach was also far more extensive this time than ever before.

While Russia was the sole partner country in the previous edition, this year a total of six nations—Russia, Austria, Japan, Singapore, Belarus, and Vietnam—participated as partner countries. Foreign delegations showed keen interest in the state's manufacturing, IT, electronics, textile, and agri-food processing sectors.

Chief Minister Yogi Adityanath's ambitious 'One District, One Cuisine (ODOC)' initiative remained a major attraction for both foreign and domestic buyers throughout the event. Traditional crafts, handlooms, brass products, carpets, leather goods, and unique agricultural

ODOP emerged as the showstopper of the trade event, connecting products from 75 districts directly to the global market

products from the state's 75 districts gained direct access to the global market.

The event proved to be highly practical and result-oriented, as MSMEs and local artisans secured direct orders from international

companies. Overall, the event has proven to be a concrete and significant milestone in the journey towards making the state's economy a trillion-dollar one.

Responding on the magnitude and scale of the event, FIEO President, Mr S C Ralhan said that the

4th Edition of UPITS has demonstrated the immense potential of Uttar Pradesh's MSMEs, exporters, manufacturers and artisans to connect with global markets. The achievement of 41,500 B2B and business meetings, 4,400 MoUs valued at approximately ₹6,500 crore, and potential business inquiries of around ₹15,500 crore reflects the growing depth of trade opportunities emerging from the state. FIEO's Reverse Buyer-Seller Meet, with 13,500 B2B meetings, has further strengthened direct linkages between international buyers and Indian businesses. Such platforms are instrumental in expanding market access, fostering sustainable international partnerships and accelerating India's export growth.

FIEO, through its Reverse Buyer-Seller Meet at UPITS 2026, played a pivotal role in facilitating meaningful global business connections and creating new avenues for Uttar Pradesh's exporters, MSMEs, manufacturers and artisans. The Federation also further strengthened market linkages and international partnerships, reinforcing its commitment to promoting Indian exports, expanding global market access and supporting India's journey towards sustained export-led growth.

The valedictory session of the fourth Uttar Pradesh International Trade Show (UPITS 2026) took place on September 29, 2026, at the India Expo Centre & Mart in Greater Noida, marking the grand close of the five-day trade event. The session was graced by Union Minister of Textiles, Mr Giriraj Singh alongside senior state ministers including UP Agriculture Minister, Mr Surya Pratap Shahi; Cabinet Minister, Mr Bhupendra Singh Chaudhary; and Minister of State for MSME, Mr Hansraj Vishwakarma along with dignitaries and senior government officials. ■



FIEO felicitating MPs MSME delegation during the B2B meeting

INDIA'S MERCHANDISE EXPORTS SURGE

India's merchandise exports registered a phenomenally strong 26.12% year-on-year growth in August 2026, rising to US\$ 43.81 billion, compared with US\$ 34.74 billion in August 2025.

Overall exports of merchandise and services are estimated at US\$ 82.68 billion, registering a robust 25.41% growth over August 2025. India's merchandise imports stood at US\$ 70.67 billion during August 2026, while the merchandise trade deficit narrowed marginally to US\$ 26.86 billion, compared with US\$ 27.22 billion in August 2025.

Overall imports of merchandise and services were estimated at US\$ 92.09 billion, resulting in an overall trade deficit of US\$ 9.41 billion.

Commenting on the trade data, Mr S C Ralhan, President, FIEO, said "the 26.12 per cent growth in merchandise exports in August is a very encouraging performance and yet again reflects the resilience, competitiveness and adaptability of Indian exporters. Equally significant is the broadening of India's export markets, which indicates that our exporters are increasingly leveraging new and emerging opportunities while strengthening their presence in traditional markets."

Mr Ralhan noted that the April–August 2026–27 period has also maintained strong momentum. Merchandise exports increased by 17.85% to US\$ 215.91 billion, while overall exports of merchandise and services rose 15.55% to US\$ 399.27 billion. Services exports are estimated to have grown 12.95% during the period.

He further said that encouraging export growth across markets such as China, Singapore, Germany, South Africa, Malaysia, Tanzania, Hong Kong, Australia, Spain and Sri Lanka points towards greater diversification of India's export basket.

Exports to BRICS countries grew 13.3%

during April–August 2026, while exports to China increased 38.71%. Shipments to the US grew 6.17%, while exports to the European Union increased 3.84%.

"The diversification of markets is particularly important in the present global environment. Stronger engagement with BRICS, emerging economies and other high-potential markets will help Indian exporters build greater resilience and reduce concentration risks," Mr Ralhan added.

The export performance in August was supported by a broad-based improvement across several key sectors, with engineering

The 26.12 per cent growth in merchandise exports in August is a very encouraging performance and yet again reflects the resilience, competitiveness and adaptability of Indian exporters

goods, petroleum products, electronic goods and chemicals emerging among the important contributors to merchandise export growth.

Automobile exports also recorded a strong 22.2% year-on-year increase, led by two- and three-wheelers, while gems and jewellery exports remained positive, rising 3.14% to US\$ 2.30 billion.

The continued expansion of electronics and engineering exports, along with the resilience of chemicals, pharmaceuticals and other manufacturing-intensive sectors, indicates a strengthening of India's diversified export basket.

Mr Ralhan added that the sectoral performance is particularly encouraging



Mr S C Ralhan, President, FIEO

as growth is not confined to a single export segment. Engineering, electronics, chemicals, petroleum products, automobiles and other value-added sectors are contributing to the expansion of India's export basket. At the same time, the composition of imports underlines the need to further strengthen domestic manufacturing and value chains, particularly in critical industrial and technology-intensive inputs."

Further on the import side, petroleum and energy products, electronic goods and other industrial inputs continued to account for significant import demand, reflecting domestic production and consumption requirements, while gold imports declined sharply to around US\$ 2.3 billion, helping moderate the merchandise trade deficit.

Mr Ralhan emphasised that sustaining the export momentum would require continued focus on competitive trade finance, logistics and infrastructure, market diversification, ease of doing business and targeted support for MSMEs and emerging exporters.

"With merchandise exports already growing 17.85 per cent in the first five months, exporters have demonstrated a strong foundation for further expansion. A coordinated effort to address cost competitiveness, logistics, finance and market-access challenges can help India convert this momentum into sustained export growth during the remainder of FY 2026–27," he said.

STRENGTHENING EXPORTERS THROUGH FOREX



Ms Monisha Chakraborty, ED, Forex Dept, RBI addressing

FIEO, in association with HDFC Bank, organised a Banking Summit on “Strengthening Exporters through Simplified Foreign Exchange Management (Export and Import of Goods and Services) Regulations, 2026” on 04th September 2026 at Mumbai.

The Summit was organised ahead of the implementation of the Foreign Exchange Management (Export and Import of Goods



Mr Ravi Kant Kapur, Vice-President, FIEO addressing

and Services) Regulations, 2026, which are scheduled to come into effect from 1st of October 2026. The programme provided an important platform for exporters to understand the forthcoming regulatory changes and engage directly with senior representatives of the Reserve Bank of India (RBI), leading banks and industry institutions.

The discussions focused on the practical implications of the new framework, the enhanced role of Authorised Dealer (AD) banks, simplification of procedures, foreign exchange realisation, documentation, EDPMS and IDPMS compliance, and the

preparedness required from exporters ahead of the transition.

Ms Monisha Chakraborty, Executive Director, Reserve Bank of India, appreciated the organisation of the Summit and noted the importance of direct engagement between RBI and the stakeholders for whom the regulations have been framed. Feedback from

The broad philosophy behind the FEMA Regulations, 2026, seeks to bring exports and imports of goods and services under a more consolidated architecture, while providing greater operational space to AD banks

exporters, importers and AD banks was an important input in the rationalisation of the existing framework.

The FEMA (Export and Import of Goods and Services) Regulations, 2026, notified in January 2026 and effective from 1 October 2026, seek to respond to these requirements by simplifying the regulatory architecture and providing greater operational flexibility. She explained that the regulatory approach is gradually moving from a prescriptive system towards a more principal-based framework, with greater responsibility delegated to AD banks.

Ms Chakraborty highlighted five areas of

particular importance to exporters including a single integrated framework, simplified export declarations, greater flexibility in export realisation, operational flexibility and Rupee-based trade settlement. The effectiveness of the new framework will depend on its proper implementation by banks and exporters. She also highlighted the need for banks to establish appropriate escalation and appeal mechanisms for customer grievances. Exporters and importers, she added, would need to support



Dr Ajay Sahai, DG & CEO, FIEO delivering welcome address

banks by submitting documents on time and adhering to prescribed timelines.

Dr Ajay Sahai, Director General & CEO, FIEO, earlier welcomed the dignitaries, banking representatives, regulatory authorities and exporters participating in the Summit. In his opening remarks, Dr Sahai highlighted the significance of the new FEMA framework for the exporting community and stressed the need for exporters to familiarise themselves with the revised provisions well in advance of their implementation.

He also emphasised the importance of



Mr Arup Rakshit, Group Head – Treasury, HDFC Bank giving valuable insights

continuous engagement among exporters, banks and regulatory authorities to ensure that practical issues faced by the trade are effectively addressed.

Dr Sahai also referred to the significant foreign currency inflows mobilised by banks under the RBI's swap facility, amounting to over US\$136 billion, and discussed the potential implications for banking liquidity and trade finance. He further highlighted the proposed Inventory-Based Cross-Border E-Commerce Export Model, which could facilitate greater participation of Indian MSMEs, manufacturers and brands in global e-commerce through consolidated export fulfilment mechanisms.

Mr Ravikant Kapur, Vice-President, FIEO, addressing the gathering, emphasised the need to simplify banking processes and ensure that the revised regulatory framework contributes meaningfully to ease of doing business. He particularly highlighted the issue of collateral requirements, stating that banks should sensitise and support exporters, especially those seeking to expand their international business. He also called for greater flexibility



Mr Vivek Wahi, Chief Executive, FEDAI briefing the audience

in the ECGC claim settlement process and requested that the guidelines being developed by FEDAI for harmonising banking practices be shared with FIEO and the trade so that exporters can review them and provide appropriate feedback.

Mr Arup Rakshit, Group Head – Treasury, HDFC Bank, provided an overview of the evolution of India's foreign exchange regulatory framework. Referring to the transition from FERA to FEMA, he explained how the regulatory approach had progressively moved from conservation and control of foreign exchange towards its management and the facilitation of legitimate international trade. He outlined the broad philosophy behind the FEMA Regulations, 2026, which seek to bring exports and imports of goods and services under a more consolidated architecture while providing greater operational space to AD banks. He also highlighted the banking sector's preparations for the transition and HDFC Bank's outreach initiatives, including webinars and physical programmes, aimed at supporting exporters through the implementation process.

Mr Satyendra Kumar Singh, Deputy Managing Director, State Bank of India, appreciated the resilience demonstrated by the Indian export community in the face of uncertain demand, geopolitical developments, tariff pressures and elevated logistics costs. He observed that the resilience of Indian trade has been supported by diversification of products and markets, product development and the ability of Indian enterprises to adapt to changing circumstances. Discussing the new framework, he highlighted that the regulations coming into force from 1st of October 2026 represent a significant shift from transaction-by-transaction permissions towards a principal-based framework administered by AD banks. He also highlighted the importance of Regulation 19, under which AD banks are required to maintain comprehensive policies and standard operating procedures, disclose key features on their websites, and provide appropriate guidance, grievance redressal and appeal mechanisms.

Mr Singh highlighted five important areas that exporters are expected to experience in their day-to-day business are more time for export realisation, a unified declaration framework, a more practical approach towards realisation of export proceeds, import payments aligned



Mr Satyendra Kumar Singh, Dy MD, SBI presenting his views

more closely with commercial realities and greater flexibility for project exports and merchanting trade. He urged exporters to utilise the period up to 30th September 2026 to review and close pending EDPMS and IDPMS entries, reconcile old shipping bills and bills of entry, address unmatched advances and coordinate with their banks on unresolved cases.

Mr Vivek Wahi, Chief Executive, FEDAI, congratulated FIEO and HDFC Bank for organising the Summit at an important juncture. He stated that ease of doing business was one of the foundational objectives behind the new regulatory framework. He also noted that while several large banks had already formulated their policies, other banks were in the process of finalising their internal frameworks, with RBI and FEDAI working towards timely implementation.

He referred to the Government's broader export promotion initiatives, including Niryat Protsahan and Niryat Disha, and emphasised the importance of strengthening India's export ecosystem to support the country's long-term export ambitions. He also noted



Mr Atul Kumar Goel, Chief Executive, IBA providing detailed information



Mr Khushwant Jain, Regional Head (WR), FIEO delivering the important inferences

the encouraging trend in merchanting trade and stressed the need for greater clarity, procedural simplification and coordination between banks and exporters.

Mr Atul Kumar Goel, Chief Executive, Indian Banks' Association (IBA), appreciated FIEO for bringing together key stakeholders on a common platform to discuss the new regulatory framework. He referred to the resilience of the Indian economy and export sector and discussed developments relating to banking liquidity and credit availability. He also highlighted the importance of enabling new exporters and MSMEs to access finance and benefit from the evolving regulatory and trade environment.

Mr Sunil Jain, Head – Trade Product, HDFC Bank, addressed one of the key questions being raised by exporters: What will actually change in day-to-day business from 1st of October 2026? He also made a detailed presentation covering the provisions applicable to exporters and importers, including the export declaration framework and practical aspects of EDPMS and IDPMS.

The presentation provided exporters with an operational understanding of the new provisions and helped translate the regulatory changes into practical transaction-level considerations.

In his concluding remarks, Mr Khushwant Jain, Regional Chairman (WR), FIEO, expressed his appreciation to the Reserve Bank of India, HDFC Bank, State Bank of India, FEDAI, IBA and all participating institutions for their active engagement and valuable contributions to the Summit.

He emphasised that the transition to the new FEMA framework marks an important phase for India's exporting community, particularly as exporters, banks and regulators adapt to a framework that places greater emphasis on principles, institutional judgement and accountability.

He encouraged exporters to make full use of the time available before 1st of October 2026 to familiarise themselves with the revised provisions, review their pending EDPMS and IDPMS matters, reconcile outstanding transactions and engage with their respective banks wherever clarification is required. Mr Jain expressed confidence that sustained dialogue and cooperation among exporters, banks, regulators and industry institutions would contribute to a smoother transition and strengthen the overall trade ecosystem.

The Q&A session was moderated by Mr Rishi Kant Tiwari, Regional Head, FIEO (WR). He highlighted the importance of the Summit in sensitising exporters and importers about the forthcoming regulations and providing a platform for the trade to place its practical feedback before the banking and regulatory authorities ahead of implementation.



Mr Sunil Jain, Head-Trade Product, HDFC Bank giving presentation

Exporters raised several questions relating to the practical implementation of the revised FEMA framework, including export transactions, banking procedures, foreign exchange realisation, documentation and compliance requirements. Representatives from RBI, banks and other participating institutions responded to the queries and provided clarifications, making the interactive session an important component of the Summit.

Mr Debajeet Das, Senior Executive Vice President, Treasury, HDFC Bank, proposed the vote of thanks, expressing his sincere appreciation to Ms Chakraborty, for her presence and for providing valuable insights into the objectives and key provisions of the new regulatory framework. He also thanked the senior representatives of RBI, SBI, FEDAI, IBA, and HDFC Bank for sharing their perspectives and addressing the practical concerns raised by exporters. Mr Das placed on record his appreciation for FIEO and its leadership for providing the platform for an open and meaningful dialogue among exporters, regulators and the banking sector. ■



View of the participants

EMERGING EXPORT OPPORTUNITIES



Dr Ajay Sahai, DG & CEO, FIEO, delivering the welcome address

Dr Ajay Sahai, DG & CEO, FIEO, has highlighted the importance of creating awareness among exporters regarding Government initiatives aimed at facilitating access to finance and opening new avenues for international business. He was speaking at a virtual session on “Support for Emerging Export Opportunities under EPM – Niryat Protsahan” organised by FIEO in association with the DGFT on September 16, 2026. There was participation of 160+ stakeholders from the exporting community. The session sought to facilitate exports to under-served and emerging markets by enhancing confidence in trade settlements, strengthening access to trade finance and encouraging greater participation of banks in cross-border transactions.

The intervention provides risk-sharing support backed by the Government of India through Export-Import Bank of India (Exim Bank). The technical presentation was delivered

by Mr Ramesh Verma, Joint DGFT, DGFT Headquarters, who provided an overview of the intervention and explained its key provisions and implementation framework. The presentation covered the objectives, eligibility requirements, identified markets, supported trade-finance instruments, risk-sharing mechanism, application procedure and the role of participating banks and Exim Bank.

The intervention is particularly intended to support MSME exporters involved in international value chains in accessing trade finance for exports to under-served markets. Under the framework, eligible exporters can submit an application through the DGFT portal and obtain a Unique Identification Number (UIN), which is subsequently used while approaching the eligible lending institution for support.

The session also highlighted that the intervention provides risk-sharing support ranging from 10-80 percent of the transaction

value, depending on the risk score determined under the prescribed risk assessment framework. The support is intended to enable banks to undertake eligible transactions in markets where conventional trade-finance support may be constrained. An interactive Q&A session followed the presentation, with participants raising queries regarding eligibility, application procedure, covered markets, trade-finance instruments, risk coverage and the role of banks under the intervention.

The session provided an opportunity for exporters to seek practical clarifications directly from DGFT. The programme reflected FIEO's continued endeavour to facilitate the exporting community by creating awareness about Government schemes and initiatives and enabling exporters, particularly MSMEs, to understand and effectively utilise available support mechanisms for expanding their international business. Mr Suvindh Shah, ADG, FIEO, was also present during the session and interacted with participants. The session concluded with the Vote of Thanks by Mr P T Srinath, Director-Policy, FIEO, who thanked DGFT for its support and the participants for their active engagement.

KEY QUESTIONS & ANSWERS

Q. Who is eligible to avail support under the “Support for Emerging Export Opportunities” intervention?

CONTINUED ON PAGE 23

INDIA-UK CETA AWARENESS

Mr Unnikrishnan K, Joint Director General, FIEO (SR), has highlighted the opportunities offered by CETA and emphasised the importance of understanding and complying with the Rules of Origin and documentation requirements for effectively availing preferential tariff benefits. He was speaking at an online session on “India-UK Comprehensive Economic and Trade Agreement (CETA)– Practical Understanding of Rules of Origin, Certificate of Origin & Customs Procedures” that was organised by FIEO in Tamil on September 15, 2026. The programme aimed to

create greater awareness among exporters, particularly MSMEs, on the practical aspects of utilising the preferential tariff benefits available under the India-UK CETA. The programme witnessed more than 120 participants including exporters, importers, MSMEs and other stakeholders.

Mr Vijayan Gokul, Deputy Commissioner of Customs (Retd.), provided practical insights into Rules of Origin, Product Specific Rules, Regional Value Content, tariff classification,



Mr Unnikrishnan K, Jt Director General, FIEO (SR) giving welcome address

Certificate of Origin procedures, electronic filing, documentation and record-keeping, CAROTAR provisions, customs verification and preferential tariff claims under the CETA. The session also provided an interactive platform for exporters and trade professionals to seek clarifications on practical issues relating to origin determination, Certificate of Origin and customs procedures. ■

FOREX MANAGEMENT FOR EXPORTERS



Mr Arvind Goenka, Regional Chairman (NR), FIEO addressing the participants. On his right are Mr Ashish Jain, DDG & Regional Head, FIEO (NR); Mr Vinay Jain, Zonal Head-Transaction Banking, ICICI Bank. On his left are Ms Amrita Bedi, Zonal Head-Retail; Mr Kamal Chinda, Zonal Head-Business Banking and Mr Rajneesh Gupta, Zonal Head-Markets Group from ICICI Bank

Mr Arvind Goenka, Regional Chairman (NR), FIEO, has said that India's export sector had demonstrated considerable resilience and continued to be a key driver of the country's economic growth. India's total exports of merchandise and services reached around USD 860.09 billion in FY 2025-26, registering a growth of 4.22%, with merchandise exports at USD 441.78 billion and services exports at USD 418.31 billion. He noted that with India aspiring to achieve the ambitious USD 2 trillion export target by 2030, exporters would need to focus not only on expanding markets and improving product competitiveness, but also on effectively managing financial and foreign exchange risks.

He was speaking at an Interactive Session on "Treasury Solutions and Forex Management for Exporters" organised by FIEO in association with the ICICI Bank on September 9, 2026 at Niryat Bhawan, New Delhi. The session aimed to equip exporters with practical knowledge and effective strategies for managing foreign exchange exposure, mitigating currency risks and strengthening their financial planning.

Further, he emphasised that volatility in currency markets, interest rates, commodity prices and geopolitical developments can have a direct bearing on export margins and cash flows. In this context, understanding instruments such as forward contracts, options and other hedging solutions is increasingly important for exporters. He also stressed the need for exporters to leverage opportunities

emerging from India's expanding network of Free Trade Agreements and new international markets, while ensuring sound financial risk management. He appreciated the collaboration between FIEO and ICICI Bank in bringing practical banking and treasury solutions closer to the exporting community and encouraged exporters to make informed use of such facilities to strengthen their competitiveness in global markets.

Earlier, Mr Ashish Jain, DDG & Regional Head, FIEO (NR), welcomed the participants and highlighted the growing importance of sound treasury and forex management for Indian exporters in an increasingly uncertain global trade environment.

The session assumed particular significance as foreign exchange fluctuations can directly impact the profitability of an export order. A movement in exchange rates between the date of contracting and the date of receipt of export proceeds can substantially alter the realised value of an exporter's receivables. Appropriate hedging strategies can therefore provide greater margin protection, cash-flow certainty, better pricing and earnings stability.

The programme brought together senior representatives from ICICI Bank, including Ms Amrita Bedi, Zonal Head-Retail; Mr Vinay Jain, Zonal Head-Transaction Banking; Mr Kamal Chinda, Zonal Head-Business Banking; and Mr Rajneesh Gupta, Zonal Head-Markets Group.

The technical session on "Foreign Exchange & Hedging Solutions for Exporters and

Importers" was delivered by Mr Manas Batra, Team Lead, Markets Group, ICICI Bank. He provided a detailed overview of foreign exchange exposure and various hedging instruments, including plain vanilla forward contracts, put options, put spreads and call spreads, supported by practical illustrations. He also explained how

exporters can align hedge maturities with their expected payment dates and select instruments according to their exposure and risk appetite.

A second expert session by Mr Bhartesh Chaudhary, Senior Product Manager-Trade, ICICI Bank, focused on "Bank as a Growth Partner for Exporters". He covered the role of banks across the export cycle, including pre-shipment and post-shipment finance, packing credit, foreign currency packing credit, export bill discounting and negotiation, Letters of Credit, LC confirmation, bank guarantees and digital trade platforms. The speakers also highlighted key risks associated with international trade, including foreign exchange fluctuations, payment and credit risks, regulatory changes, country risks and operational risks, and discussed suitable banking solutions for mitigating these risks.

The session also provided exporters with an overview of digital treasury and forex platforms, including online forex dealing, real-time dealable forex quotes, online forward confirmations, treasury research and order management capabilities.

The interactive format enabled exporters to gain practical insights into managing financial risks and strengthening their preparedness to navigate the evolving global trade environment. The programme concluded with an engaging open house discussion, during which participants raised queries relating to forex management, hedging strategies, export finance, trade transactions and banking solutions. ■

CETA OPPORTUNITIES FOR EXPORTERS



Mr Abhishek Poddar, Regional Chairman (ER), FIEO addressing the participants. On his right are Ms Juin Choudhury, Regional Head, FIEO (ER); Mr Mahesh Chandra Keyal, MC Member, FIEO. On his left is Mr Sushil Patwari, Chairman, Nagreeka Group

Mr Himanshu Dhar Pandey, Deputy DGFT, Kolkata, has delivered a presentation on the overview of the India-UK CETA, export opportunities across priority sectors and business strategies to effectively leverage the agreement. The presentation highlighted that India is expected to receive 100% duty-free market access for its exports to the UK, covering 99% of UK tariff lines, with zero-duty concessions taking effect from the entry into force of the agreement. He was speaking at a Knowledge Session on the India-UK Comprehensive Economic and Trade Agreement (CETA) organised by FIEO on August 31, 2026 at Kolkata in conjunction with the Office of the Additional Directorate General of Foreign Trade (DGFT), Kolkata.

The session was aimed at helping exporters understand the opportunities emerging from CETA, including tariff concessions, enhanced market access, Rules of Origin and compliance requirements, priority export sectors and business strategies for effectively leveraging the agreement. The programme commenced with a welcome to the participants by Ms Juin Choudhury, Regional Head, FIEO (ER). Mr Abhishek Poddar, Regional Chairman (ER), FIEO, delivered the welcome address and highlighted the importance of understanding the practical implications of the India-UK CETA for exporters. The participants present at the session were initially requested to share their experiences with regard to the UK and other European markets.

The session underlined the significant



Mr Himanshu Dhar Pandey, Deputy DGFT, Kolkata delivering presentation

opportunities for Indian exporters in labour-intensive sectors such as textiles, leather and footwear, gems and jewellery, as well as in chemicals, engineering goods, machinery, plastics, pharmaceuticals, processed food, marine products, medical devices and other priority sectors. Textiles and clothing were identified as an important area of opportunity, with zero-duty market access against earlier duties of up to 12%. Leather and footwear products, which previously faced duties of up to 16%, would also receive zero-duty access. Similarly, gems and jewellery would benefit from elimination of duties of up to 4%.

The presentation also highlighted opportunities in engineering goods. UK tariffs on relevant engineering products, which could be as high as 18%, are reduced to zero under the agreement. Other highlighted opportunities included chemicals, plastics, marine products, processed foods, agricultural products, pharmaceuticals, medical devices, electronics and telecom products.

Mr Mukesh Kumar Meena, Technical Officer,

EIA, made a presentation on tariff concessions and enhanced market access, Rules of Origin and compliance requirements under the India-UK CETA. The discussion emphasised that exporters need to understand the applicable tariff schedule, product classification, origin criteria and documentary requirements before claiming preferential tariff treatment.

The presentation also drew attention to the importance of the Certificate of Origin and the online Certificate of Origin application process. Exporters were encouraged to maintain proper supporting records and ensure that claims of preferential origin are supported by the prescribed evidence and compliance documentation.

Mr Bharat Majhi, Deputy Director (Tech.), Export Inspection Agency (EIA), Kolkata, along with Mr Meena, interacted with participants on matters relating to technical and compliance aspects. The interaction provided an opportunity for exporters to raise practical concerns concerning conformity, certification and requirements relevant to accessing the UK market.

The presentations were followed by an interactive Q&A session in which participants sought practical clarifications on the utilisation of CETA and also the Export Promotion Mission, both of which the DGFT has recently introduced.

The Knowledge Session provided exporters with a practical overview of the opportunities and implementation considerations associated with the India-UK CETA. The detailed presentations by DGFT and EIA officials, followed by an interactive exchange with participants, helped underline the importance of tariff awareness, Rules of Origin compliance, proper certification and strategic market development.

The session concluded with an emphasis on enabling Indian exporters, particularly MSMEs, to make effective and compliant use of the opportunities available in the UK market and also to utilise the schemes made available for exporters through the recently introduced Export Promotion Mission (EPM) Scheme of DGFT. ■

FIEO INDUCTION FOR EXPORTERS



Mr Ashish Jain, DDG & Regional Head, FIEO (NR) addressing the participants

FIEO organised an Induction Programme in virtual mode on August 20, 2026, aimed at both existing and new exporters. The objective of the programme was to enhance participants' understanding of export opportunities, market trends and trade facilitation measures. It also focused on creating awareness about FIEO's support services, encouraging businesses to explore new international markets and strengthening their preparedness to expand their export operations.

On his part, Mr Ashish Jain, DDG & Regional Head, FIEO (NR), gave an overview of FIEO's role in promoting India's exports and strengthening the global presence of Indian businesses. He highlighted FIEO's efforts in policy advocacy, trade facilitation, market access and addressing challenges faced by exporters.

He also discussed initiatives such as buyer-seller meets, international trade fairs, business delegations and market intelligence

to help exporters explore new markets and build international business connections.

Mr Prashant Seth, Head, FIEO (Indian Trade Portal & Indian Business Portal & Study Division), explained the services and initiatives of the division and highlighted opportunities available through FIEO's digital platforms.

A special briefing was also given on the Indian Trade Portal, Indian Business Portal and Global Tender Services Portal, which provide information on international markets, potential buyers, business opportunities and global tenders.

Mr P T Srinath, Head, FIEO (Policy Division), discussed the key areas of policy support and stakeholder engagement, covering policy analysis and escalation, WTO compliance and banking facilitation, inter-departmental coordination, member support services and stakeholder engagement.

CONTINUED ON PAGE 25

HIGHLIGHTS OF EMI SCHEME

Dr Tiju T, Commissioner of Customs, Cochin, has pointed out that India is showing strong economic performance, which is considered significant against the backdrop of an uncertain global economic environment and was higher than market expectations. Strong investment activity, robust manufacturing and services performance, and positive external trade indicators have been identified as key contributors to growth. Also, various initiatives implemented by Government departments, such as Digitisation of Customs Duty Payment Records by Customs, Automated Free Sale

and Commerce Certificates by DGFT, Automatic Extension of Export Obligation, Realisation of Export Proceeds in Indian Rupees, Export Promotion Mission, will make India's EXIM trade more flexible to explore more potential markets.

He was speaking at an Outreach Programme on the Eligible Manufacturers Importers (EMI) Scheme organised by FIEO in association with the Directorate of International Customs (DIC) and CBIC at Kochi on September 8, 2026. It has been



Dr Tiju T, Commissioner of Customs, Cochin addressing the participants. Sitting on dais are Mr Rajeev M C, Asst Director & Head, FIEO (Kerala Chapter); Ms Bhanu Priya, Joint Commissioner, DIC and Ms Rani C R, Addl Commissioner of Customs, Cochin

introduced to support the Make in India initiative. Nearly 50 participants from the EXIM community attended the session.

Ms Rani C R, Additional Commissioner of Customs; Ms Bhanu Priya, Joint Commissioner, DIC; Mr Ashwani Dhankhar, Inspector, DIC; Mr Jubin, Inspector, Cochin Customs; and Mr Rajeev M C, Assistant Director & Head, FIEO (Kerala Chapter), also interacted with the participants. ■



WEEKLY

INTERACTION

#TRADE QUERIES

FIEO OFFERS YOU OPPORTUNITY TO SEEK CLARIFICATION ON KEY ISSUES RELATED TO FOREIGN TRADE WITH DR AJAY SAHAI, DIRECTOR GENERAL & CEO, FIEO ON ZOOM EVERY WEDNESDAY FROM 3 PM TO 5 PM (IST). DR SAHAI HAS SERVED MANY IMPORTANT OFFICES IN THE GOVERNMENT OF INDIA IN VARIOUS CAPACITIES. AS JT. DGFT (POLICY) FROM 1996 TO 2003, HE PLAYED AN IMPORTANT ROLE IN FORMULATING THE EXIM POLICY. ALL YOU NEED TO DO IS TO PRE-REGISTER ON WWW.FIEO.ORG. EXCERPTS FROM THE PREVIOUS WEEKLY INTERACTIONS ON TRADE QUERIES ARE REPRODUCED HERE.

Dr Ajay Sahai, DG & CEO, FIEO

Has DGFT extended the timeline under the RELIEF initiative?

Yes. Under Notification 37/2026-27, the relevant eligibility/validity timeline for Component II of the Resilience & Logistics Intervention for Export Facilitation (RELIEF) under the Export Promotion Mission has been extended to 31 March 2027. Eligible exporters should therefore revisit pending or proposed participation/claims.

Can exporters integrate their systems directly with the Certificate of Origin platform?

Yes. DGFT Trade Notice 25/2026-27 introduces Open API integration for Certificate of Origin through the Trade Connect e-Platform. The objective is system-to-system integration and reduction of repetitive manual data entry.

Is RCMC required for every export consignment?

No. DGFT Notification 36/2026-27 provides a de minimis exemption for export consignments having an FOB value of up to INR 3 lakh from the RCMC/Certificate of Registration requirement, wherever such a requirement would otherwise apply. This is particularly useful for small, trial, courier and e-commerce shipments. For consignments above INR 3 lakh, the normal requirement continues.

What should exporters know about DGFT's proposed suspension of 544 SIONs?

DGFT has invited comments on the proposed suspension of 544 Standard Input Output Norms (SIONs) that remained

unutilised during the preceding three financial years. Exporters who still genuinely require any of these norms should check the list and flag their continued requirement. This is a consultation exercise, so affected exporters should respond rather than wait until the norms are suspended.

Have India's Non-Preferential Rules of Origin changed?

Not yet. Trade Notice 27/2026-27 contains a proposal for comprehensive Non-Preferential Rules of Origin under Para 2.93 of HBP 2023, covering origin criteria, CoO procedures, self-certification and import-origin declarations. It is presently a consultation and not a final rule.

What is the new timeline for issuance of Pre-Shipment Inspection Certificates (PSIC)?

Under Trade Notice 28/2026-27, a PSIC is to be generated and issued within two days of inspection. The uploading process is linked to the inspection location/country. A one-time seven-day relaxation was also given to recognised PSIAs for eligible backlog relating to inspections conducted before August 25, 2026.

What should exporters and logistics operators do about SCMTR?

CBIC is operationalising the Sea Cargo Manifest and Transshipment Regulations (SCMTR), 2018 in phases. Shipping lines, agents, custodians, terminal operators, SEZ stakeholders and other concerned entities should ensure readiness for the prescribed electronic messages and test their filing workflows. The relevant transition date was substituted with October 31, 2026.

What important change will affect textile exporters from 1 November 2026?

For specified textile tariff items, additional qualifiers in export declarations become mandatory from 1 November 2026. Exporters will have to identify Flame Retardant Fabric versus other fabric through the prescribed CHR qualifiers. Textile exporters should therefore modify ERP/product master and shipping-bill data and coordinate with their customs brokers before the effective date.

Under an FTA, which prevails, CAROTAR requirements or the Rules of Origin contained in the trade agreement?

CBIC Circular 43/2026 clarifies that Section 28DA/CAROTAR is to be applied consistently with the Rules of Origin under the relevant trade agreement. Where there is inconsistency, the agreement-specific Rules of Origin prevail. This is an important procedural clarification for importers claiming preferential tariff treatment.

Is Form-I compulsory at the time of filing a Bill of Entry for claiming preference under India-UK CETA?

No, not as a general precondition. Circular 43/2026 clarifies that under the India-UK CETA, a valid Origin Declaration constitutes proof of origin, and Form-I is not required routinely at the Bill of Entry filing stage. Importers should, however, maintain the required origin and supporting commercial documentation.

Has Customs duty on edible oils changed?

Yes. Notification 31/2026-Customs reduced specified Basic Customs Duty rates on

crude and refined edible oils with effect from 24 September 2026. Depending upon the product/entry, rates were reduced from 10% to 5% / Nil and from 32.5% to 27.5% / 22.5%. Importers should check the precise tariff entry applicable to their product.

What new export opportunity has emerged through the Exim Bank Line of Credit to Maldives?

RBI has notified an Exim Bank, Government

of India-supported Line of Credit of INR 4,850 crore to the Government of Maldives for financing developmental projects. This can create opportunities for Indian project exporters, EPC contractors, engineering-goods suppliers and service providers, subject to the financing agreement, procurement rules and eligible goods/services conditions.

What is now the time limit for realisation

and repatriation of export proceeds under the new FEMA framework?

From October 1, 2026, the general period is nine months, not the 15 months originally provided in the January 2026 regulations. For the specified INR invoicing/settlement case covered by the first proviso, the period is 12 months instead of 18 months. Exporters should accordingly reset their receivable ageing/ERP systems and review overdue export bills. ■

CONTINUED FROM PAGE 18

Ans. The intervention is intended to support eligible MSME exporters involved in international value chains, subject to the eligibility conditions prescribed under the notified guidelines.

Q. How can an exporter apply for support under the intervention?

Ans. The applicant is required to submit an online application through the DGFT portal indicating the intent to avail support. A Unique Identification Number (UIN) is generated upon submission, which is then used while approaching the eligible lending institution for the required trade-finance support.

Q. What is the purpose of the risk-sharing support?

Ans. The risk-sharing mechanism is intended

to enhance the confidence of banks in financing eligible export transactions in under-served markets, where access to conventional trade finance may be constrained. The support is backed by the Government of India through Exim Bank.

Q. What level of risk-sharing support is available under the intervention?

Ans. The notified framework provides risk-sharing support in the range of 10% to 80% of the transaction value, depending on the risk score determined under the prescribed comprehensive risk assessment model. Transactions with a score below the prescribed eligibility threshold are not covered.

Q. What happens after the exporter receives the UIN?

Ans. The exporter approaches the preferred/ eligible lending institution with the UIN. The

lending institution assesses the transaction and processes the proposal in accordance with the applicable guidelines and its internal assessment procedures.

Q. Which types of trade-finance instruments are covered?

Ans. The intervention provides support for specified trade-finance instruments, including Letter of Credit (LC) confirmation, LC negotiation, UPAS LC and Irrevocable Reimbursement Undertaking (IRU), subject to the notified conditions.

Q. Is the intervention applicable to all export markets?

Ans. The intervention is intended for exports to under-served markets, with the countries covered under the intervention specified in the notified framework. Exporters are required to check the applicable country list and other conditions before seeking support. ■

ATTENTION MEMBERS! HELP US TO SERVE YOU BETTER

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

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

FOCUS

MARKET



With Inputs from H E Ms Nadeska Cuthbert, Ambassador of the Republic of Nicaragua to India



Located in the heart of Central America, Nicaragua is a country of remarkable natural beauty, rich cultural heritage and diverse economic potential. Known as the Land of Lakes and Volcanoes, it is home to fertile volcanic soils, freshwater resources, tropical forests, extensive coastlines, and a unique geographical position between the Pacific Ocean and the Caribbean Sea. From its Pacific beaches and volcanic landscapes to its Caribbean coast and tropical ecosystems, Nicaragua offers a remarkable combination of natural resources and productive opportunities. Its geography and climate support agriculture, tourism, fisheries, renewable energy and a variety of economic activities that contribute to the country's development. Situated between North and South America, Nicaragua also provides a foundation for international trade and commercial cooperation. Its location, productive resources and growing economic diversification make it a country of interest for businesses seeking new markets, investment opportunities and long-term partnerships.

As the global economy continues to evolve, companies are increasingly looking beyond market size alone. Productive capacity, connectivity, sustainability and the ability to establish reliable commercial relationships have become important considerations. In this context, Nicaragua offers opportunities for businesses interested in exploring the Americas and participating in the development of a diversified economy.

A DIVERSE PRODUCTIVE ECONOMY

Agriculture remains an important pillar of Nicaragua's economy, supported by fertile

lands, varied climatic conditions and a broad agricultural tradition.

The country produces and exports a diverse range of products, including coffee, beef, dairy products, sugar, tobacco, rum, cocoa, peanuts, seafood, tropical fruits, beans, maize and vegetables. This diversity creates opportunities beyond primary production. Investment in processing, packaging, food manufacturing, quality certification, storage, logistics and international distribution can contribute to the development of value-added industries and strengthen connections with global markets. Nicaragua's coffee industry benefits from its varied geography and volcanic soils, contributing to the production of distinctive coffees. Its tobacco sector has established an international presence in premium cigar production, while the sugar industry combines agricultural production with industrial processing and renewable energy generation. The livestock and dairy sectors also contribute to the country's productive base, supporting food-processing industries and commercial opportunities.

Alongside agriculture, Nicaragua's manufacturing sector includes textiles and apparel, processed foods, seafood products and other industrial goods. These activities contribute to economic diversification and create opportunities for companies interested in industrial cooperation, technology, equipment and value-added production. For international businesses, Nicaragua's productive economy offers several avenues for engagement, from sourcing agricultural and manufactured products to exploring investment, joint ventures, distribution agreements and technology partnerships.

SUSTAINABLE DEVELOPMENT AND RENEWABLE ENERGY

Nicaragua's natural wealth provides a foundation for investment in sectors where economic development and environmental responsibility can advance together. The country has developed electricity generation from geothermal, hydropower, wind and solar resources, creating opportunities for continued cooperation in renewable energy, energy efficiency and technologies that support productive development. Sustainable investment also offers possibilities in agriculture, agro-industry, tourism and environmental services. Responsible resource management, efficient production methods and innovation can strengthen productive capacity while preserving the natural assets that distinguish Nicaragua.

Tourism represents another area of opportunity. The country's beaches, volcanoes, lakes, forests and Caribbean landscapes provide a diverse range of destinations and experiences. Investment in hospitality, tourism infrastructure, transportation, and cultural and nature-based activities can contribute to local economic development and international cooperation. Together, these sectors demonstrate the potential for investment that combines commercial objectives with long-term productive and sustainable development.

STRATEGIC LOCATION AND INTERNATIONAL CONNECTIVITY

Nicaragua's geographical position is an important asset for international business. Located in Central America, between North and South America, and with access to both the Pacific and Caribbean coasts, the

country offers opportunities for commercial connections across the region. Infrastructure and logistics play an important role in this potential. Roads, bridges, airports, ports and other transport facilities support the movement of goods and people, while continued development in connectivity contributes to productive efficiency and trade.

For companies, access to markets involves more than geographical proximity. It also depends on the ability to connect with suppliers, develop distribution networks, establish partnerships and participate in regional value chains. Nicaragua's location, together with its productive resources and diverse economic sectors, provides a foundation for businesses seeking to explore opportunities in agriculture, manufacturing, logistics, tourism and international trade.

INVESTMENT AND BUSINESS PARTNERSHIPS

International investment can contribute to productive development through the creation of employment, the introduction of technology, the expansion of infrastructure and the strengthening of commercial relationships. Nicaragua's investment framework provides a basis for companies to explore opportunities and establish operations in accordance with national legislation. Businesses interested in investing can consult the relevant institutions regarding applicable procedures, sectoral conditions and available opportunities.

The Secretariat for the Promotion of Investments and Exports (SPIEX) serves as a point of contact for investors interested in exploring business opportunities in Nicaragua. It provides information, facilitates coordination with public institutions and supports investors in the process of evaluating and developing projects. Depending on the nature of an investment, companies may

also explore incentive regimes established under Nicaraguan legislation, including those applicable to free trade zones, tourism, renewable energy, forestry, agro-industry and other productive activities.

For international companies, establishing relationships with local businesses and relevant institutions can be an important first step towards understanding the country's productive potential and identifying areas of mutual interest. Commercial cooperation can take many forms, including direct investment, joint ventures, distribution agreements, supplier relationships, technology partnerships and business-to-business exchanges. These relationships can contribute to the development of productive capacity while opening new opportunities for companies seeking to expand their international networks.

NICARAGUA EXPORTA 2026

The development of international trade depends on the ability of businesses to connect, exchange information, discover products and establish lasting commercial relationships. Trade fairs and export promotion platforms provide valuable spaces for these connections, bringing together producers, exporters, investors, importers and business organisations. In this spirit, Nicaragua Exporta 2026, under the slogan "Productos de calidad para el mundo" or "Quality Products for the World", will take place on 15 and 16 October 2026 at the Olof Palme Convention Center in Managua, Nicaragua.

"Nicaragua Exporta" is a platform aimed at promoting exports, attracting investment, strengthening business networks and establishing strategic alliances that contribute to the competitiveness and economic and social development of the Nicaraguan people. The event provides an opportunity to

discover Nicaragua's productive and export offering, connect with Nicaraguan producers and companies, and explore possibilities for commercial cooperation and investment. For chambers of commerce, business associations, importers, exporters and companies interested in international trade, Nicaragua Exporta 2026 offers a space to learn more about Nicaragua's products, explore business opportunities and establish connections with potential commercial partners.

The Embassy of the Republic of Nicaragua in New Delhi encourages business organisations and private-sector representatives to participate in this important platform and discover the opportunities that Nicaragua offers for trade, investment and international cooperation.

LOOKING TOWARDS THE FUTURE

Nicaragua's natural wealth, productive diversity, strategic location and opportunities for international cooperation provide a foundation for businesses seeking to explore new markets and develop long-term partnerships. From agriculture and agro-industry to manufacturing, renewable energy, tourism and logistics, the country offers opportunities for companies interested in productive investment and commercial exchange.

The path towards cooperation begins with connection: discovering Nicaragua, learning about its products, meeting its businesses and identifying shared interests. Through platforms such as Nicaragua Exporta 2026, Nicaragua continues to open spaces for dialogue, trade, investment and international business relationships. Nicaragua invites the world to discover its products, explore its opportunities and build partnerships for the future. ■

CONTINUED FROM PAGE 21

He informed that the division's key role is to resolve industry issues, facilitate exporter operations, coordinate with relevant Government and banking authorities, address member queries and undertake advocacy through strategic representations and high-level meetings.

Mr Dhananjay Sharma, Head, FIEO (IT Division), discussed the Certificate of Origin

as an important international trade document that certifies the country of origin of exported goods. It is required by importing-country customs authorities and supports trade statistics, preferential tariff benefits and origin-based regulations. It serves as a passport for goods, confirming where they originated rather than where they were shipped from.

The entire session was moderated by Ms Rita Hans, FIEO (NR), who welcomed the participants and distinguished speakers. She

briefed them on the programme objectives and highlighted the importance of leveraging FIEO's services and initiatives to expand export business and explore new international markets.

The programme was followed by a Question & Answer Session, during which participants interacted with FIEO officials and sought clarification on export-related matters and FIEO services. It concluded with a Vote of Thanks proposed by Ms Sunita Tatwal, Joint Director, FIEO. ■

DEFERRING CUSTOMS DUTIES

Mr Ishendra Kashyap, Joint Commissioner, Directorate of International Customs, has stated that the EMI Scheme was introduced to further strengthen India's manufacturing sector and facilitate ease of doing business for eligible manufacturer-importers. It allows eligible manufacturer-importers to defer payment of

Customs import duty, rather than paying the duty immediately at the time of clearance.

The facility is intended to improve working capital and cash flow for manufacturing companies. Existing AEO-T1 entities, including MSMEs, can also qualify if they meet the prescribed conditions. The



Mr Ishendra Kashyap, Joint Commissioner, Directorate of International Customs, CBIC addressing the participants. Also seen are Mr T Rajiv, Additional Commissioner of Customs, Hyderabad and Mr R Kulkarni, Head, FIEO (Telangana Chapter)

facility is available to eligible importers for the period from April 1, 2026 to March 31, 2028

CONTINUED ON PAGE 27

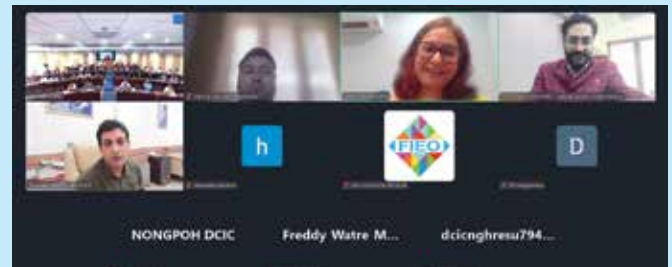
EXPLORING EXPORT OPPORTUNITIES

Mr Ramesh Verma, Joint DGFT, New Delhi, has said that the Export Promotion Mission (EPM) covers 11 dedicated interventions addressing key export requirements, including documentation, certification, collateral-free finance, branding and emerging export markets. He particularly emphasised collateral-free pre-shipment and post-shipment credit, support for emerging markets and overseas warehousing to strengthen supply chains and market access. Further, he stressed the need to sensitise MSMEs, existing exporters and budding entrepreneurs about these facilities and expressed confidence that EPM and continued stakeholder consultations would further strengthen India's export performance despite global economic challenges. His observations came at a Webinar on "Exploring Export Opportunities through DGFT Schemes, LIFT & FTAs" that was organised by FIEO in association with the Directorate of Commerce & Industries, Government of Meghalaya, and the Directorate General of Foreign Trade (DGFT) on September 2, 2026.

The programme focused on empowering entrepreneurs and prospective exporters from Meghalaya and to create awareness about export opportunities, Government schemes and support available for expanding their businesses in international markets. The webinar also aimed to familiarise entrepreneurs

with DGFT export promotion schemes, the Export Promotion Mission (EPM), LIFT, Free Trade Agreements (FTAs), market access opportunities and other facilities available to exporters and MSMEs.

Mr Aakash Arora, O/o DGFT, New Delhi, delivered the keynote address and briefed participants on the Export Promotion Mission (EPM), which has a budgetary outlay of INR 25,060 crore for six years from FY 2025-26 and is being implemented through Niryat Protsahan and Niryat Disha. He highlighted key interventions covering export finance, collateral support, pre- and post-shipment credit, export factoring, e-commerce exports and emerging export opportunities. Under Niryat Disha, he outlined Market Access Support (MAS), LIFT, overseas warehousing and fulfilment support, trade intelligence, testing and certification, and branding and export packaging assistance. Focusing on the Northeast, he explained that LIFT provides support of up to 30% of eligible transport costs, subject to INR 20 lakh per exporter per financial year, for eligible products and export cargo from Meghalaya and other Northeastern states. He also briefed participants on TRACE for international testing, inspection and certification, INSIGHT



On screen: Participants from IIM Shillong; Mr Himraj Das, Head, FIEO (North East Chapter); Ms Juin Choudhury, Regional Head, FIEO (ER); Mr Aakash Arora, O/o DGFT HQ and Mr Ramesh Verma, Joint DGFT, New Delhi

for trade intelligence and export facilitation, and GOBLET for international branding, labelling and packaging support.

Ms Juin Choudhury, Regional Head, FIEO (ER), stated that the webinar was organised to prepare Meghalaya entrepreneurs for the upcoming Reverse Buyers Sellers Meet (RBSM) in Shillong on October 8-9, 2026. She emphasised the need for entrepreneurs to be export-ready, particularly in understanding buyer interactions, international standards and export compliances. She stressed the importance of obtaining an IEC to undertake exports and avail Government schemes. She also informed that an IEC registration camp would be organised during the RBSM, along with an opportunity to interact with DGFT officials. She encouraged new entrepreneurs to explore e-commerce platforms and highlighted FIEO's support for participation in international trade fairs at subsidised rates. Later she delivered the vote of thanks. ■

STRATEGIC AI FOR EXPORTERS

Mr Ashish Jain, DDG & Regional Head (Northern Region), FIEO, has said that there is a growing importance of AI as a business tool for exporters and emphasised the need for Indian exporters to leverage technology to improve productivity, speed, efficiency and data-driven decision-making.

As the global export environment becomes increasingly competitive, AI can support exporters in identifying markets and buyers, undertaking due diligence, responding to enquiries, managing documentation, complying with evolving regulations and making informed business decisions. His observations were made at a webinar on “Strategic AI for Exporters” organised by FIEO Northern Region in collaboration with IILM Executive Education on September 23, 2026.

Mr Jain further stated that the objective was to help exporters move from AI awareness to AI adoption and encouraged participants to actively engage with the subject and understand how AI could be integrated into their businesses. He had earlier welcomed the distinguished faculty, industry experts, exporters and participants.

The objective of the webinar was to create awareness among exporters about the strategic and practical applications of Artificial Intelligence (AI) across the export business lifecycle. The webinar witnessed enthusiastic participation from more than 230 exporters and industry participants.

The session featured Prof (Dr) Sanjiva



A view of the session

Shankar Dubey, Executive Dean, IILM Lodhi Road, and Prof Chanchal Kushwaha, Chairperson & Associate Professor, IILM, along with experts from IILM and the field of international business and Artificial Intelligence.

The webinar highlighted how AI is transforming international trade by enabling exporters to improve buyer discovery, market intelligence, export documentation, compliance, business communication, risk assessment and decision-making.

The speakers also discussed the seven key AI capabilities relevant for exporters: Writing, Research, Document Analysis, Translation, Data Analysis, Automation and Decision Support.

Participants were introduced to AI platforms including ChatGPT, Claude, Perplexity AI, Google Gemini and NotebookLM, and their potential applications in export-related activities. The session included

practical examples of using AI for overseas buyer identification and verification, market selection, documentation, document comparison, compliance checks and drafting professional buyer communications.

The programme reinforced FIEO's continued efforts to equip Indian exporters, particularly MSMEs, with practical knowledge and digital capabilities to enhance efficiency, competitiveness and preparedness for the evolving global trade environment.

The webinar also addressed key questions from exporters regarding finding and verifying overseas buyers, selecting target markets, reducing documentation time, checking compliance requirements, improving buyer communication and safeguarding business data while using AI tools. Participants were also advised on the importance of independently verifying AI-generated information against authoritative sources before using it for business decisions. ■

CONTINUED FROM PAGE 26

and is expected to facilitate faster Customs clearance of imported goods. He gave a detailed presentation on eligibility, benefits, documents required, application procedure, FAQs and DIC contact details.

He was speaking at an Outreach Programme on the Eligible Manufacturer Importer (EMI) Scheme organised by FIEO in association with the Directorate of International

Customs, CBIC and Hyderabad Customs on September 7, 2026 at Hyderabad.

On his part, Mr T Rajiv, Additional Commissioner of Customs, Hyderabad Customs, stated that the EMI Scheme is an important initiative for eligible manufacturers engaged in imports and has the potential to facilitate smoother Customs procedures, improve cash-flow management through deferred duty payment, and make the overall import process more efficient and

predictable. He advised entrepreneurs to utilise the Scheme.

Mr R Kulkarni, Head, FIEO (Telangana Chapter), briefed participants on FIEO services and benefits. He also mentioned that the programme was intended to provide participants with a practical and comprehensive understanding of the EMI Scheme, as well as help eligible importers understand the pathway towards achieving AEO status. ■

ELIGIBLE MANUFACTURER IMPORTER SCHEME



View of the speakers – Mr Ashish Jain, DDG & RH, FIEO, NR; and Mr Rajesh Kumar Meena, Joint Commissioner, DIC, CBIC

Mr Rajesh Kumar Meena, Joint Commissioner, DIC, has spoken in detail about the Eligible Manufacturer Importer Scheme (EMI) and made a presentation covering the application procedure, eligibility criteria, scope and benefits available to importers under it. Mr Ishendra Kashyap, Joint Commissioner, also provided inputs on the broader policy and framework of the EMI scheme. They made their presentations at an Outreach Session in hybrid mode on the “Eligible Manufacturer Importer Scheme (EMI)” that was organised FIEO (NR) in collaboration with Delhi Customs Zone and the Directorate of International Customs (DIC), CBIC, on September 2, 2026, in New Delhi.

The interaction was attended also by Mr Ashish Jain, DDG & RH, FIEO, NR; Mr Ankit Agarwal, Joint Commissioner, Delhi Customs Zone; Dr Garima Mall, Deputy Commissioner (Imports), Delhi Customs Zone; Ms Pallabika Dutta, Additional Commissioner, Patparganj Commissionerate, Delhi Customs; Mr Ravi Prakash, Additional Commissioner, ICD-Tughlakabad, Delhi Customs; and other senior officials from FIEO and Delhi Customs Zone.

Ms Dutta initiated the discussions by outlining the background to the interaction and the significance of the scheme for importers seeking to avail its benefits. She noted that, in the long run, the scheme could prove beneficial in terms of timely clearance of goods and trade facilitation. The session highlighted the key conditions and features of the scheme.

Applicants must meet CBIC-prescribed requirements relating to turnover, compliance and legal record, be registered as a manufacturer under the CGST Act, 2017, or supply as a job worker, and be registered as an importer under the Customs Act, 1962 with a valid IEC.

A brief Q&A session followed, with participants raising queries mainly on eligibility conditions and regulatory and legal compliance, including possible relaxations to enable more MSMEs and other importers to apply and benefit from the scheme. Clarifications were also provided on AEO holders coming separately under the scheme over and above the existing benchmark. Officials assured participants that other policy aspects would be examined, particularly as implementation was at an early stage, with industry feedback being considered for possible exemptions and simplification without compromising trade facilitation, compliance and regulations.

Mr Jain delivered the concluding remarks and vote of thanks, appreciating the officials from

the Directorate of International Customs, CBIC and Delhi Customs for their detailed deliberations on the guidelines and scope of the scheme. He also thanked the participants for making the interaction insightful and informative.

He noted that CBIC, Customs field formations and various attached offices have undertaken numerous reforms over the years, transforming the EXIM ecosystem by streamlining and simplifying procedures, reducing paperwork, costs and transit time, and focusing on ease of doing business, electronic interfaces and data integration. The EMI scheme is another such measure aimed at bringing more eligible players within the ambit of such initiatives.

ABOUT EMI SCHEME

EMI is a duty deferment scheme based on a “Clear First, Pay Later” approach, allowing manufacturer-importers to clear imported goods before paying the applicable Customs duty, which is settled subsequently on a monthly basis. Eligibility is assessed through GST/IEC records and documentary compliance, with no physical verification of premises required. The scheme also provides for AEO facilitation in port processes and deferred duty for imports outside the AEO scope.

The scheme is operational from April 1, 2026, to March 31, 2028, supporting transition towards AEO status and faster clearance while reducing dwell time at ports. It shifts the system from transaction-based duty payments to monthly duty payment, with default in payment more than once in 90 days leading to suspension of the facility. Manufacturers must have at least one active GSTIN declaring



A view of the audience

“factory/manufacturing” activity in REG-01, the GST Registration Form. Applicants must also have filed a minimum of 25 import/export documents in the previous financial year preceding the application. MSMEs have been given a relaxation and may apply with 10 EXIM documents. Aggregate turnover across all GSTINs linked to the same PAN must be Rs 5 crore or above in the previous financial year, and the business must have been operational for at least two financial years.

On legal compliance, applicants must have no arrests, convictions or pending prosecution cases under Customs, GST, Excise, Service Tax or other laws. There should also be no pending cases involving GST, Central Excise

or Service Tax collected but not deposited. Rejection or suspension of a previous application due to false declarations or forged documents would disqualify an applicant.

A manufacturer-importer registers and submits the EMI application online through the AEO portal, along with the prescribed documents. The DIC verifies the registration details, examines eligibility and approves accreditation under the EMI scheme. Once approved, EMI status is enabled in the Customs Automated System and becomes valid at all Customs locations without separate approvals.

While filing the Bill of Entry, the manufacturer-importer selects Payment Flag

“D” to opt for deferred payment. The Nodal Person authenticates the request, enabling the goods to be cleared without payment of duty upfront. Missing payment deadlines more than once in three consecutive months can lead to suspension of the deferred payment facility, while EMI approval would continue only if GST filings, solvency conditions and legal compliance requirements are consistently maintained.

Proper use of the scheme, along with procedural and legal compliance, would enable eligible importers to defer Customs duty payment while clearing goods, achieve faster clearance and move towards long-term transition to AEO entitlement. ■

BOOSTING EXPORT COMPETITIVENESS



View of the participants

At a seminar on “Leveraging DGFT Schemes, LIFT & Export Finance for Enhanced Export Competitiveness” on August 31, 2026 at Guwahati, Mr Ajai Kumar Srivastava, Assistant DGFT, provided an overview of key export promotion schemes, recent export-import policy updates and initiatives aimed at enhancing export competitiveness. The seminar was organised FIEO in association with IDBI Bank and attended by exporters, aspiring exporters, MSMEs, entrepreneurs, bankers and industry representatives from across the Northeastern Region.

It aimed to familiarise participants with Government export promotion schemes, trade facilitation initiatives, the newly launched LIFT intervention under the Export Promotion Mission, Free Trade Agreements (FTAs), and available export and trade finance

facilities. Earlier, Mr Himraj Das, Head, FIEO (North East Chapter), said the programme was organised to help exporters, MSMEs and aspiring entrepreneurs make better use of Government schemes, logistics support and banking facilities. He encouraged participants to actively engage with the resource persons and make use of the practical insights shared during the programme.

A detailed presentation was made on Support for Logistics Interventions for Freight & Transport (LIFT), launched under the Export Promotion Mission (EPM) – NIRYAT DISHA. Participants were informed that LIFT seeks to address logistics challenges faced by exporters in low export-intensity and hinterland areas, including all districts of the Northeastern States, through partial reimbursement of eligible freight costs for movement of export cargo to ports, ICDs, CFSs and Air Cargo Complexes.

The session covered the reimbursement framework, including support of up to 30% of eligible freight expenditure, subject to a freight value cap of 20% of FOB value and an overall ceiling of ₹20 lakh per IEC per financial year. The additional support available for air freight for exporters in the Northeast, eligibility conditions, the two-stage online claim process, required documentation and eligible products were also explained. The DGFT session further covered Free Trade Agreements (FTAs), including preferential market access, tariff benefits, Certificate of Origin requirements and opportunities for exporters to leverage FTA partner markets.

Mr Jagan Mohan Sahoo, AGM – Treasury, IDBI Bank, made a detailed presentation on export and trade finance facilities available to exporters and MSMEs. The session covered Pre-shipment and Post-shipment Rupee Export Credit, Export Credit in Foreign Currency, Packing Credit, Post-shipment finance, Letter of Credit Bill Discounting (LCBD) and Bank Guarantee facilities.

Participants were briefed on eligibility requirements, documentation, tenure and financing structures, along with the distinction between order-based Packing Credit and the Running Account facility. The presentation also explained the role of ECGC in supporting banks against export credit risks. ■

BEGINNER TO GLOBAL EXPORTER PROGRAMME

Ms Soma Chaudhury, Joint Director & Head, FIEO (Karnataka Chapter), spoke on an export training programme that would provide participants with a structured understanding of the export process and an opportunity to directly interact with experts in the field, enabling them to seek clarifications, clear their doubts and progress in the export field. She spoke during a 10-Day Webinar on “Export Training Programme for Entrepreneurs, Start-Ups & MSMEs – From Beginner to Global Exporter” that was organised by FIEO from August 3-13, 2026. The objective of the programme was to equip aspiring exporters, entrepreneurs, MSMEs and existing exporters with the practical knowledge and skills required to successfully enter and expand in international markets. A total of 41 participants attended the training programme.

The sessions were delivered by expert speakers from Government departments and industry. The following subjects were covered:

- Finding Global Buyers and Entering the Right Markets

- Maximising Export Opportunities through FIEO services & Selling Globally through FIEO's Indian Business Portal
- Incentives, Schemes & DGFT Portal and Indian Trade Portal (Using Trade Data to Identify Export Opportunities)
- Export Documentation, Logistics & Pricing
- Customs Process, Digital System & Incentives
- Certificate of Origin, Post-verification and REX Registration
- Pre-Shipment & Post-Shipment Funding and INCOTERMS
- Export Payments & Forex Management
- Managing GST in Exports: LUT, Refunds & Returns Made Simple
- ECGC for Exporters: Protecting Payments and Managing Credit Risk
- Export Packaging & Compliance: Protecting Your Product for Global Markets
- Dak Ghar Niryat Kendra initiative of India



Ms Soma Chaudhury, Jt Director & Head, FIEO (Karnataka Chapter) delivering welcome address. Also seen are Mr Sivaraman Selvaraj, Advocate & Foreign Trade Advisor with other participants

Post

- Step-by-Step Order Process – From Product Selection to Payment Realisation

The sessions were supported by presentations and case studies, with each session followed by a Q&A session. Expert speakers from the Office of the Additional DGFT, Office of Bangalore Customs, ICICI Bank, ECGC Ltd, Bangalore Custom House Agent's Association, Export Inspection Agency, Indian Institute of Packaging, Chartered Accountants, India Post (Foreign Post Office), industry experts and FIEO delivered the sessions and interacted with the participants. The programme concluded with the awarding of certificates to participants for successful completion. ■

EXPLORING UAE MARKETS

FIEO, jointly with Hamriyah Free Zone Authority, organised B2B Sessions on “Explore Global Opportunities with UAE-Take your Business Globally” at Trivandrum on August 7 and 8, 2026. Nearly 100 participants attended the B2B Sessions. The India-UAE FTA, “CEPA”, is a full and deep Agreement which covers Trade in Goods, Rules of Origin, Trade in Services, Technical Barriers to Trade (TBT), Sanitary and Phytosanitary (SPS) measures, Dispute Settlement, Movement of Natural Persons, Telecom, Customs Procedures, Pharmaceutical products, Government Procurement, IPR, Investment, Digital Trade and Cooperation in other Areas. It accounts for 90% of India's exports in value terms to the UAE, covering all labour-

intensive sectors such as Gems and Jewellery, Textiles, Leather, Footwear, Sports goods, Plastics, Furniture, Agricultural and wood products, Engineering products, Pharmaceuticals & medical devices, and Automobiles.

The CEPA will not only help Indian exporters gain market access in the UAE but also provide wider access to the much larger Arab and African markets. It is projected that bilateral trade will increase to US\$100 billion for goods and US\$15 billion for services, almost doubling over the next five years.

Mr Ali Al Jarwan, Commercial Director,



Mr Ali Al Jarwan, Commercial Director, Hamriyah Free Zone; Mr Omar Al Leem, Manager Sales, Hamriyah Free Zone Authority; Mr Rohan Pai, Business Development Executive, Hamriyah Free Zone Authority and Mr Rajeev M C, Asst Director FIEO (Kerala Chapter) interacting with the participants

Hamriyah Free Zone; Mr Omar Al Leem, Manager Sales, Hamriyah Free Zone Authority; Mr Rohan Pai, Business Development Executive, Hamriyah Free Zone Authority; and Mr Rajeev M C, Assistant Director, FIEO (Kerala Chapter), also interacted with the participants. ■

STARTING THE EXPORT JOURNEY



Ms Manisha Jha, Deputy Director, FIEO (NR) addressing the participants

Ms Manisha Jha, Deputy Director, FIEO (NR), has provided practical guidance on the essential steps involved in starting an export business. She covered key aspects such as understanding export opportunities, identifying suitable international markets, undertaking the necessary registrations and documentation, understanding export procedures, and building the requisite capabilities for entering and expanding in overseas markets. Her

presentation was made at a session on “How to Start Exports & Schemes under the Export Promotion Mission”, aimed at industry representatives, entrepreneurs and prospective exporters during India Export Expo 2026 at Haridwar, Uttarakhand, from August 21–23, 2026. It was a part of the Industry Awareness Outreach Programme that was organised by FIEO. The session also provided an overview of the Government initiatives under the Export Promotion Mission (EPM) aimed at supporting exporters and strengthening India’s export

competitiveness. Particular emphasis was placed on the LIFT – Logistics Interventions for Freight & Transport Scheme, considering its importance for exporters operating from hinterland and geographically challenging regions such as Uttarakhand. Participants were apprised that the LIFT Scheme seeks to address logistics and freight-related challenges faced by eligible exporters by providing assistance towards eligible freight and transportation costs.

The scheme provides freight assistance of up to 30% of eligible freight costs, subject to a ceiling of ₹20 lakh per IEC per financial year, and includes an applicable minimum distance criterion. Uttarakhand is covered under the scheme, making it particularly relevant for exporters from the State who may face higher logistics costs owing to geographical terrain and the distance from major ports and logistics hubs.

The session highlighted that the scheme is particularly significant for eligible MSME

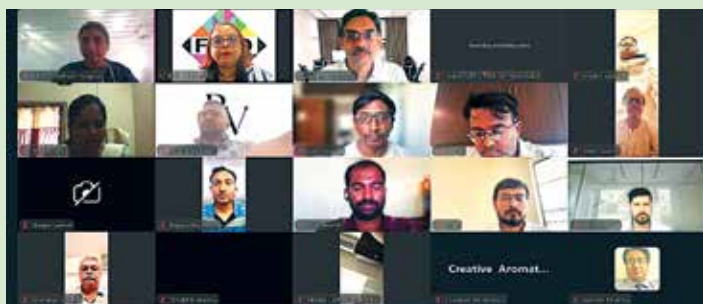
CONTINUED ON PAGE 32

RESOLVING EDPMS CLOSURES

Mr Gaurang Vasavada, Former ICICI Bank official and Trainer & Consultant-Forex, Trade and International Banking, has made a detailed presentation on the export bill cycle and EDPMS procedures. He has explained the linkage between Shipping Bills, ICEGATE, Customs, RBI-EDPMS, AD Banks and DGFT, and stressed the importance of matching the Inward Remittance Message (IRM) with the corresponding Shipping Bill for closure in EDPMS. He made the presentation during a webinar on “Export Bills and Payments–Resolving EDPMS Closures within RBI Guidelines” that was organised by FIEO with the support of ICICI Bank Ltd. on September 10, 2026. The webinar was attended by around 57 exporters and participants. He also explained the procedures relating to delayed realisation, extension of export bills, short realisation, write-off of export proceeds, caution listing and various permitted modes

of receiving export payments, including INR settlement and Special Rupee Vostro Accounts (SRVA). He highlighted the importance of timely updating of AD Code/bank details and proper documentation when there is a change of AD Bank.

In her welcome address, Ms Soma Chaudhury, Joint Director & Head, FIEO (Karnataka Chapter), emphasised that an export transaction is complete only when export proceeds are duly realised, reported and the corresponding export bill is closed in accordance with the RBI and FEMA framework. She highlighted the practical difficulties faced by exporters in EDPMS closure, including delayed payments, short realisation, buyer disputes, write-offs, advances and documentation issues. The session also covered the recent changes under FEMA Regulation 23(R) and the increased



Ms Soma Chaudhury, Jt Director & Head, FIEO (Karnataka Chapter) delivering welcome address. Also seen on screen are Mr Gaurang Vasavada, Trainer and Consultant of Foerx, Trade & Intl. Banking and Ms Malini Swamy, Branch Manager and Branch Operations Manager, ICICI Bank with other participants

responsibility of Authorised Dealer (AD) Banks in framing their own policies and SOPs for export, import and merchanting trade transactions. Participants were briefed on the revised framework relating to the period of realisation, export advances, short realisation, caution listing, small-value exports and monitoring of EDPMS entries.

The programme concluded with an interactive Q&A session, during which participants raised practical issues relating to EDPMS closure, delayed payments, write-offs, short realisation and export documentation but not before Ms Malini Swamy, Branch Manager, ICICI Bank, briefly highlighted the bank’s trade and forex-related products and services available to exporters. ■

DIGITAL PLATFORMS FOR EXPORTERS



Mr Amit Kumar, AGM & Branch Head, ECGC Limited addressing the program. Sitting on dias are Mr R Kulkarni, Head, FIEO (Telangana Chapter); CA Phani Kiran MVS, Founder & CEO, Akira Advisors LLP; Mr Sudeep Dakua, Zonal Head & Deputy General Manager and Mr Fahim Ahmed, Asst. General Manager of UCO Bank

Mr Amit Kumar, AGM & Branch Head, ECGC Limited, has stated that the ECGC provides export credit insurance and related services to protect exporters against non-realisation of export payments arising from commercial and political risks. It also helps exporters obtain better access to bank finance. ECGC also provides Export Factoring for the MSME sector, combining working-capital financing, credit-risk protection, sales-ledger maintenance and collection of export receivables. He made his observations at a special programme on “Digital Platforms for Exporters (DGFT, GST & Customs, RBI & ECGC)” that was organised by FIEO on September 11, 2026 at Hyderabad, with the support of UCO Bank. The programme aimed to help exporters leverage digital platforms to streamline operations, drive innovation, strengthen their international business, reach new markets and enhance global competitiveness.

Mr Kumar also made a detailed presentation on ECGC Services for Exporters, covering products, eligibility, benefits, premium, claim procedure, MSME support and practical examples. He advised entrepreneurs to avail themselves of the customised insurance services offered by ECGC and benefit from risk coverage. Exporters can explore new buyers from different countries to increase

their turnover after protecting against non-payment risk from overseas buyers. CA Phani Kiran MVS, Founder & CEO, Akira Advisors LLP, highlighted the growing importance of digitalisation in international trade and provided exporters with practical insights into using digital platforms to streamline processes and strengthen their international business. He mentioned that digital platforms are transforming the traditional export ecosystem by enabling businesses, particularly MSMEs and first-time exporters, to streamline processes, documentation and compliances, access export incentives and financial opportunities, protect against credit risks and explore international markets with greater efficiency and lower costs. CA Suresh Vadluri and CA Sravan Sankaramanchi of Akira Advisors LLP also participated and addressed the participants.

Mr Sudeep Dakua, Zonal Head & Deputy General Manager, UCO Bank, stated that UCO Bank offers several banking and trade-finance facilities that can support exporters with working capital, pre-shipment finance, post-shipment finance, foreign-exchange transactions and trade guarantees. UCO Bank's own MSME policy specifically lists export credit facilities such as Packing Credit and FBP/UFBP. FIEO, being a premier exporter organisation, would be a valued partner for UCO Bank in its activities and in showcasing the financial opportunities offered by banks and institutions. Mr Fahim

Ahmed, Asst General Manager, UCO Bank, gave a detailed presentation specifically on UCO Bank's financial opportunities for exporters, including Packing Credit, Post-Shipment Finance, ECGC linkage, LC/BG, export bill discounting, interest/finance-cost considerations, eligibility, documents and the application process. The participants were briefed on various Government digital platforms and services that can support exporters with export-import procedures, managing export documentation and Customs procedures, GST compliance, banking transactions, export incentives and credit-risk protection. Live demonstrations helped exporters, particularly new entrepreneurs and businesses entering international trade, navigate digital processes more efficiently and comply with regulatory requirements.

Mr R Kulkarni, Head, FIEO (Telangana Chapter), stated that digital platforms offer tremendous opportunities; however, many exporters, particularly new and aspiring exporters and MSMEs, often face difficulties in understanding the procedures, navigating the portals and making effective use of the services available to them. The programme aims to familiarise new and existing exporters with various Government digital platforms and services used for export-import procedures and would contribute towards creating a digitally enabled export community and support exporters in achieving greater visibility and access in international markets. The programme concluded with an interactive session in which participants discussed their challenges and explored opportunities for using digital platforms to increase exports and build sustainable global business relationships. It witnessed participation from exporters, manufacturers, MSMEs, entrepreneurs, trade professionals and other stakeholders interested in expanding their businesses internationally. ■

CONTINUED FROM PAGE 31

exporters having a valid Udyam Registration and Importer Exporter Code (IEC). It generated considerable interest among participants from sectors such as food and FMCG, horticulture, agriculture, organic products, Ayurveda, pharmaceuticals,

handicrafts, solar, electric vehicles and IT, with entrepreneurs and prospective exporters seeking clarification on export procedures, Government support measures and the practical aspects of commencing international trade.

Participants were sensitised to the eligibility

requirements, applicable conditions, eligible products and the process involved in availing assistance under the scheme. The discussion also emphasised the importance of maintaining proper export and logistics documentation and complying with the prescribed requirements for submitting claims. ■

FOCUS ON VIRUDHUNAGAR & TIRUNELVELI



At Virudhunagar: Mr S Sivagnanam, FTDO, DGFT, Coimbatore addressing the participants. Sitting on dais are Mr Jaikumar, Deputy Director, FIEO (SR); Mr Renganathan R, Programme Associate-CBT, Walmart; Mr P Subramaniam Pandian, Superintendent of Posts, India Post, Virudhunagar and Mr Jagan Babu, Deputy Commissioner of Customs, Tuticorin

Mr S Sivagnanam, Foreign Trade Development Officer, DGFT, Coimbatore, delivered an informative session on the fundamentals of international trade, and explained the process of obtaining an Import Export Code (IEC), key provisions of the Foreign Trade Policy (FTP), various export promotion schemes and the benefits of Free Trade Agreements (FTAs). The session provided participants with practical guidance on initiating export business and effectively utilising Government policies and global trade opportunities. His presentation was made at a Capacity Building Programmes for New Exporters with Specific Focus on Districts as Export Hubs (DEH) Products covering Virudhunagar and Tirunelveli that was organised under Niryat Bandhu by FIEO, jointly with the Office of the Additional DGFT, Coimbatore on August 27 and 28, 2026.

The programmes witnessed an enthusiastic response from aspiring entrepreneurs, MSMEs, start-ups and existing exporters from the region. More than 165 participants attended the

programmes across the two locations, reflecting the growing interest in international trade, export opportunities and the benefits of Free Trade Agreements (FTAs). The programmes commenced with a welcome address by Mr J Jay Kumar, Deputy Director, FIEO (SR), who highlighted FIEO's commitment to promoting exports by providing guidance and talked about FIEO's services.

Mr Jagan Babu, Deputy Commissioner of Customs, Tuticorin, and Mr A Siva, Superintendent of Customs, Tuticorin, delivered a comprehensive session on export procedures and customs compliance. They explained the documentation required for exports, customs clearance procedures and key trade facilitation measures designed to support MSMEs. The session provided practical insights into ensuring smooth and compliant export operations while reducing procedural bottlenecks.

Representatives from India Post delivered informative sessions on export logistics through the postal channel. Mr P Subramaniam Pandian, Superintendent of Posts, India Post,

Virudhunagar, and Mr G Rajesh Kumar, Deputy Superintendent of Post, India Post, Tirunelveli Division, highlighted the postal export framework, international parcel services, customs procedures for postal exports and cost-effective logistics solutions available to MSMEs and small exporters. The sessions demonstrated how India Post can serve as a reliable channel for reaching international markets, particularly for e-commerce and small consignments.

Mr Renganathan R, Programme Associate-CBT, Walmart, New Delhi, conducted an engaging session on opportunities available through cross-border e-commerce via the Walmart Marketplace. He explained the onboarding process, seller requirements, product listing and global market access available to Indian exporters. The session encouraged MSMEs and aspiring exporters to leverage digital platforms to expand their international business and reach global consumers.

Representing the District Industries Centers (DIC), Mr Saravana Ganesh, Deputy Director, DIC, Virudhunagar, and Mr D Nagarajan, General Manager, DIC, Tirunelveli, provided an overview of the support available to entrepreneurs through DICs. They explained the assistance provided in identifying viable business opportunities, preparing project proposals, accessing financial assistance and availing various Government schemes and incentives.

The DIC representatives also highlighted entrepreneurship development and skill development initiatives, as well as schemes such as PMEGP, UYEGP and NEEDS. They explained the availability of subsidies, capital assistance and other incentives for eligible enterprises to address operational issues. The interactive Question and Answer session provided participants with an opportunity to clarify practical issues relating to export documentation, Government schemes and incentives, logistics, customs compliance and international market entry strategies. The strong participation and interaction demonstrated the growing interest among entrepreneurs and MSMEs in Virudhunagar and Tirunelveli to explore international markets. The programmes concluded with a vote of thanks.



At Tirunelveli: Mr Sanjay Gunasingh, Secretary, Tirunelveli Small Scale Industries addressing the participants. Sitting on dais are Mr Jaikumar, Deputy Director, FIEO (SR); Mr S Sivagnanam, FTDO, DGFT, Coimbatore; Mr A Siva, Superintendent of Customs, Tuticorin; Mr G Rajesh Kumar, Deputy Supt of Post office, Tirunelveli Division and Mr Renganathan R, Programme Associate-CBT, Walmart

CUSTOMS CLEARANCE & FREIGHT FORWARDING



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

Mr Unnikrishnan K, Joint DG, FIEO (SR), has highlighted issues faced by the trade due to the geo-political situation, escalating freight rates and uncertainty in delivery schedules. While outlining emerging opportunities, he advised participants on managing costs through well-informed and transparent processes. He was speaking during a Two-Day Hands-on Training-cum-Certification Programme on Customs Clearance and Freight Forwarding, followed by a one-day field visit that was organised by FIEO on August 11, 12 and 13, 2026, at Chennai. The programme was designed to equip exporters, importers, logistics professionals and trade practitioners with practical, end-to-end knowledge of Customs procedures, export-import

documentation, freight operations and supply-chain management. It combined classroom-based training with field-level exposure to help participants understand the operational aspects of international trade. A total of 41 entrepreneurs participated in the session.

The sessions covered export and import documentation, filing and processing of Shipping Bills and Bills of Entry, Customs assessment and examination, Let Export Order, Out of Charge procedures, and common documentation errors. Participants were also familiarised with the Customs Act, 1962; Foreign Trade Policy; DGFT procedures; and the roles of various regulatory agencies, including Customs, Ports, FSSAI, Plant Quarantine and the Drug Controller. The training also provided practical insights into

freight booking and documentation, air and sea freight, FCL and LCL shipments, Incoterms 2020, cargo routing, transit planning, transport-mode selection and coordination among stakeholders. The role and functioning of Inland Container Depots and Container Freight Stations were also explained. Special emphasis was placed on digital trade-facilitation platforms and initiatives, including ICEGATE, e-Sanchit, SWIFT, PCS 1x, ULIP, PM Gati Shakti and the National Logistics Portal.

As part of the programme, participants received field-level exposure to container receiving, stuffing and de-stuffing, Customs examination, bonded warehousing, container tracking, yard operations, cargo handling and export-import cargo movement through visits to Chennai Port and SATTVA ICD. Mr Padmanabhan, Director, Sattva Group, welcomed the FIEO delegation and explained the entire operation of the ICD, including the Customs process. The programme enabled participants to gain a comprehensive understanding of Customs clearance, logistics and regulatory compliance, helping them handle international trade transactions with greater confidence and efficiency. Certificates of participation were presented to the participants. Ms Selvanayagi, Joint Director, FIEO (SR), proposed the vote of thanks. ■

FOREIGN TRADE MANAGEMENT



Group photo of the participants and officials

FIEO in collaboration with Welinkar Institute of Management Development and Research (WeSchool), launched the 9th Batch of the 11-month Post Graduate Programme in Foreign Trade

Management (PGP-FTM) in Mumbai on September 6, 2026. The programme comprises 55 participants from various states across India.

During the 11-month programme, participants will receive intensive training in key areas of

international business, including Foreign Trade Policy, Customs Compliance, EXIM Finance and Banking Operations, International Logistics and Supply Chain Management (SCM), GST Regulations pertaining to EXIM, International Economics, International Marketing and Communication Skills.

The primary objectives of the programme are to develop industry-ready skilled manpower, encourage new entrepreneurs in the field of exports and foster the spirit of entrepreneurship. The programme has been operational since 2019 and has completed eight batches, training more than 400 professionals.

During the orientation session of the 9th Batch, Mr Vinod Yeole, Assistant Manager (Business Development), WeSchool, and Mr Ankit Dewlekar, Assistant Director, FIEO, Western Region, interacted with the participants. ■

UNDERSTANDING CHANGES IN FEMA

RBI GUIDELINES FOR EXPORTERS

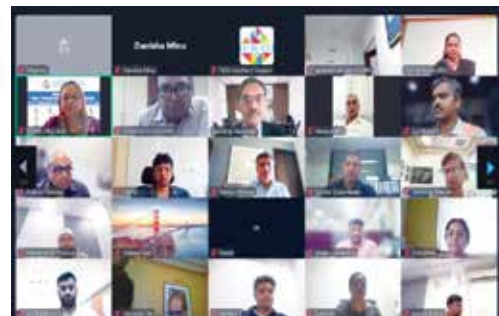
Ms Shailaja P Kademani, Deputy General Manager (FED), RBI Bengaluru, has outlined the major regulatory changes scheduled to take effect from October 1, 2026. She has explained that AD banks would have greater authority to evaluate and approve extensions, write-offs, set-offs, third-party payments and other trade-related matters. She has advised exporters to engage with their respective banks well before the implementation date, as each bank would formulate its own policy, standard operating procedures and compliance framework. She was speaking at a webinar on “RBI Guidelines for Exporters – What is Changing in FEMA 23(R) w.e.f. 01.10.2026” that was organised by FIEO on August 27, 2026, and attended by 70 participants.

On her part, Ms Bhavana P J, Manager (FED), RBI Bengaluru, in her presentation on the internationalisation of the Indian Rupee, explained the Special Rupee Vostro Account mechanism, INR invoicing and settlement,

permissible transactions under FEMA and EDPMS requirements. She highlighted that settlement in INR could reduce exchange-rate risk, transaction costs and dependence on nostro balances, while supporting wider use of the Rupee in international trade.

Earlier in her welcome note, Ms Soma Chaudhury, Joint Director and Head, FIEO (Karnataka Chapter), appreciated RBI's proactive and facilitative approach towards international trade. She observed that the amended FEMA framework marks a significant transition from rule-based regulation to principle-based governance, with greater operational authority being delegated to Authorised Dealer (AD) banks.

Mr Gaurang Vasavada, former banker, trainer and consultant in forex, trade and international banking, explained the practical implications of FEMA 23(R), including expanded export-realisation periods, automated caution-listing, reduction in invoice value, set-off between export receivables and import



Ms Soma Chaudhury, Jt Director & Head, FIEO (Karnataka Chapter) delivering welcome address. Also seen are Ms Shailaja P Kademani, Deputy GM (FED), RBI Bengaluru; Ms Bhavana P J, Manager (FED), RBI Bengaluru; Mr Gaurang Vasavada, Trainer and Consultant Forex, Trade & Intl. Banking with other participants

payables, declaration-based closure of small-value shipping bills, mandatory reporting of service exports and liberalisation of Merchanting Trade Transactions. He noted that the new framework would promote ease of doing business while placing greater responsibility on exporters to maintain proper documentation and on banks to undertake informed, judgement-based assessments. He also clarified participants' queries during an interactive question-and-answer session.

Ms Danisha Minu D M, Deputy Director, FIEO (Karnataka Chapter), delivered the vote of thanks.

HQTS

Export to the Middle East with Confidence

Your Trusted Partner for Regulatory Compliance, Product Testing & Market Access

— About HQTS —

HQTS has supported growth across the Middle East for decades, evolving our testing, inspection, and certification services to meet the region's changing demands—helping businesses navigate compliance efficiently and enter new markets with confidence.

30+
YEARS

40+
COUNTRIES

50,000+
BRANDS

CONTACT US

+91 9599285503

www.hqts.com

Inquiry@hqts.com

QUALITY BEYOND BORDERS | TRUST BUILDS TOMORROW



GULF CONFORMITY MARK

The Gulf Conformity Mark (GCM) is mandatory for low-voltage electrical equipment, children's toys, and water-consumption conservation products sold in GCC member states: Bahrain, Kuwait, Oman, Qatar, Saudi Arabia, the UAE, and Yemen.



SAUDI QUALITY MARK (SQM)

The Saudi Quality Mark is a conformity mark granted by the Saudi Standards, Metrology, and Quality Organization (SASO). The mark is issued to factories that have an efficient management system and continually adhere to applicable technical regulations in the Kingdom of Saudi Arabia.



SAUDI ARABIA SHIPMENT CERTIFICATE OF CONFORMITY (SCOC) PRODUCT CERTIFICATE OF CONFORMITY (PCOC)

Regulated products entering the Saudi market must meet SASO's technical regulations and pass the national conformity assessment program.



SAUDI IECEE RECOGNITION CERTIFICATE

Required for many electrical and electronic products before SABER certification.

GST AUDIT READINESS



Mr Ishan Tulsian delivering the presentation and interacting with participants at the GST session

Mr Ishan Tulsian, CA and Advocate (GST/Taxation) and Managing Committee Member, FIEO, has made an insightful presentation covering the review of FY 2025-26 GST processes, regulations and audits, with a focus on inward and outward liability and the Reverse Charge Mechanism. He discussed the 30-day mandate and e-invoice applicability from April 1, 2025, under which businesses with AATO above INR 10 crore must upload invoices and credit notes to the IRP within 30 days. Non-compliance can lead to rejection by the IRP and loss of ITC for the buyer.

He was speaking at a virtual session on “GST Audit Readiness, Rules, Regulations, Recent Developments & Key Issues for the EXIM Industry” that was organised by FIEO on August 25, 2026, for its member exporters. Ms Sunita Tatwal, Joint Director, FIEO, and Mr Arnab Chakraborty, Management Executive, FIEO, NR, was also present. Around 70 participants joined the session online from various Regional and Chapter offices of FIEO.

Mr Tulsian also explained the e-invoice mechanism and penalty matrix, including penalties of Rs 10,000 or 100 per cent of tax, whichever is higher, for non-compliance, Rs 25,000 for an incorrect invoice, and the implications of invalid IRNs for buyer ITC.

Other key areas included the statutory requirements under Section 16(2)(b) of the CGST Act, 2017; evidence required to substantiate underlying goods and eligibility to claim ITC; withdrawal of ITC due to incorrect declaration of place of supply in GSTR1; and practical compliance under

Chapter XIV relating to inspection, search, confiscation and arrest, along with the powers of jurisdictional GST officers and the do's and don'ts for taxpayers.

On her part, Ms Tatwal gave an overview of the GST scenario since its implementation nine years ago and how it has evolved, making the multi-taxation regime more simplified, with a focus on easing the compliance burden on taxpayers through digitisation, data integration and the way forward with AI being embraced to reduce time lags, gaps in data integration, delays in refund processing and to identify non-compliance. She also highlighted the need to address common mistakes, departmental compliance, show cause notices, audits and legal recourse. Such knowledge-sharing and interactive programmes help keep FIEO members updated on policy changes, address practical concerns and facilitate smoother and more compliant export operations.

Mr Chakraborty had earlier initiated the discussions by explaining the background and need for such interactions to sensitise the trade and provide an overview of key checkpoints and recent GST developments, ensuring regulatory compliance while focusing on export endeavours.

The session also examined outward supply and turnover reconciliation, including transactions relating to the current and previous financial years, exempted transactions, credit notes and discounts, valuation variances and incorrectly declared purchase returns. The ITC reversal framework under Section 18(6), relevant sub-rules and Sections 40(2) and 44(6), read with Section 44(1), was also discussed.

Further discussions covered outward supplies

with credits on the expenditure side, cross-charge transactions, scrutiny of indirect income, job-work compliance, reconciliation and report segregation, and ITC claim procedures and timelines under Rules 37 and 37A. Key GST amendments and litigated issues affecting the EXIM sector were also addressed, including RCM on expenses involving unregistered suppliers/dealers and import of services; restrictions on IGST refunds under Rule 96(10); subsequent developments and appeals; and the removal of the Rs 1,000 threshold for sanction of refunds.

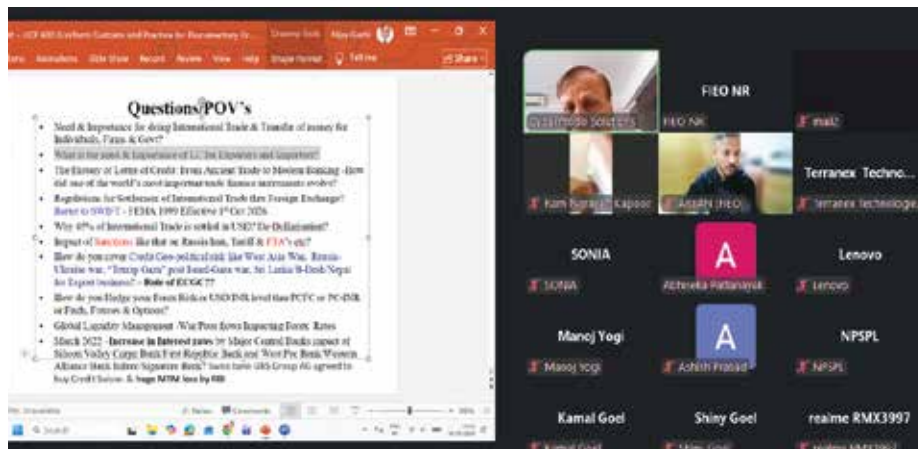
The session covered SEZ exports and refunds, challenges relating to show cause notices and appeals, defences under Section 54(3) of the CGST Act, 2017, and the course of action for obtaining refunds. Participants were also briefed on the ICEGATE and IGST refund system under Rule 96 and verification of GSTR1 for RoDTEP claims/scripts, including error codes and solutions.

Other major discussion points included fake invoicing and practical challenges, handling litigation, ITC reversal reconciliation under Rules 42 and 43, adjustment of credit notes, ineligible ITC under Section 17, CBIC Circular 25/08/2025, major RCM liability expenses and the operational framework and guidelines for Goods Transport Agencies.

Restrictions on Electronic Credit Ledger usage under Rule 86B and exemptions relating to certain income-tax and other refund conditions were also discussed. Audit and litigation preparedness covered GST audit documentation and checklists relating to returns and filings, invoice records, ITC/payment records and compliance documents, along with common errors, ways to avoid them, finalisation of account books and key areas for the EXIM sector. Real instances and court judgments were cited to guide participants on best practices relating to filing claims, show cause notices and appeals. The presentation was interspersed with topic-wise Q&A on export/import compliance, input tax claims, reverse charge mechanism, goods transport agencies, inverted duty structure and e-way bills.

The session concluded with remarks and a vote of thanks by Mr Chakraborty. He thanked the faculty for an engaging and information session that enhanced knowledge sharing. He also thanked the participants. ■

PRACTICAL UCP 600 GUIDANCE



A view of the session

Mr Nijay Gupta, Guest Speaker, has delivered a practical presentation covering the fundamentals and application of Letters of Credit. He has explained the key parties involved in an LC transaction, including the applicant, beneficiary, issuing bank, advising bank, nominated bank and confirming bank, along with their respective roles and responsibilities. He also discussed the practical flow of an LC transaction and the distinction between sight and usance/deferred payment credits.

Mr Gupta is a Forex, Treasury and Trade Finance Consultant, Trainer and Practising Cost Accountant, who has extensive experience in banking, treasury, trade finance and international financial management.

He made his presentation at a virtual session on “Letter of Credit – UCP 600 (Uniform Customs and Practice for Documentary Credits)” that was organised by FIEO NR on September 18, 2026. It aimed at providing exporters with practical insights into the effective use of Letters of Credit (LCs) and key requirements under UCP 600. The session was attended by over 30 exporters and representatives of local trade bodies.

Mr Gupta also highlighted critical mistakes commonly made by exporters, including failure to review the LC at an early stage, mismatched product descriptions,

typographical errors, missed shipment and presentation deadlines, contradictory document details and shipment before receiving a workable LC. Participants were advised to carefully review the LC against the sales contract or proforma invoice and seek amendments wherever any condition was not workable before shipment.

Key parties involved in an LC transaction include applicant, beneficiary, issuing bank, advising bank, nominated bank and confirming bank

Another important area covered was Letters of Credit issued by non-banking entities. He discussed the associated credit, legal, regulatory and liquidity risks and highlighted the importance of conducting due diligence, obtaining appropriate bank confirmation or alternative security, and carefully reviewing the terms and conditions before accepting such instruments.

Earlier, in his welcome address, Mr Arpan, FIEO, welcomed the participants and highlighted the importance of understanding UCP 600 to ensure proper documentation, minimise discrepancies and reduce payment-related risks.

The session focused on the role of Letters

of Credit as an important payment and risk-mitigation instrument in international trade. Participants were given an overview of international payment methods, including advance payment, open account, documentary collections and documentary credits, along with the benefits and risks associated with each.

It was highlighted that under a Documentary Credit, banks deal with documents and payment is subject to compliance with the terms and conditions of the credit. It provided participants with practical guidance on improving documentary compliance and managing payment risks while undertaking international trade.

Further, it covered the regulatory and documentary framework governing Letters of Credit, including UCP 600 and ISBP, as well as the importance of proper document preparation and presentation.

Participants were guided on reviewing LC terms before shipment, ensuring that all required documents are submitted in the prescribed form and number, checking dates and signatures, complying with shipment and presentation timelines, and ensuring consistency of information across documents.

A significant part of the session focused on common discrepancies under LCs, including late shipment or presentation, inconsistencies in data, incorrect descriptions of goods, missing documents, incorrect transport details, unsigned or undated documents, and insurance-related discrepancies.

Mr Gupta also explained options available to exporters in cases of discrepant documents, including correction and re-presentation, seeking a waiver from the buyer, forwarding documents for settlement subject to approval, and exploring other commercial solutions.

The session concluded with an interactive Q&A, during which exporters raised queries relating to documentation, shipping, discrepancies, payment security, trade finance and practical challenges faced during export transactions. ■

MEETING INTERNATIONAL FOOD STANDARDS

Mr A Sudhakar, Executive Director, AP MSME Development Corporation, Government of Andhra Pradesh, has emphasised the critical role of food safety and regulatory compliance in successfully entering and sustaining a presence in international markets. He highlighted that different countries have specific requirements relating to food safety standards, testing and certification, labelling, packaging, traceability and other regulatory compliances. Understanding and adhering to these requirements is essential for exporters to access global markets, maintain product quality and minimise the risk of export rejections.

His observations were made at a webinar on “Food Safety Requirements for International Markets” organised by FIEO, Andhra Pradesh Chapter, in collaboration with SGS India Pvt. Ltd., on September 18, 2026, to sensitise exporters, manufacturers, processors and MSMEs to evolving food safety and regulatory requirements in international markets.

Earlier, Mr G Raghunadha Babu, Deputy Director, FIEO Andhra Pradesh Chapter, provided an overview of the programme and highlighted the growing importance of understanding international food safety standards and regulatory requirements for

exporters seeking to expand their global market presence.

On his part, Mr Soumik Mondal, Technical Head, and Shri Mujibar Rahman, SGS India Pvt Ltd, delivered an informative presentation on “Food Safety Requirements for International Markets”.

The experts shared practical insights on international food safety standards, HACCP, food testing and certification, labelling and packaging requirements, traceability and country-

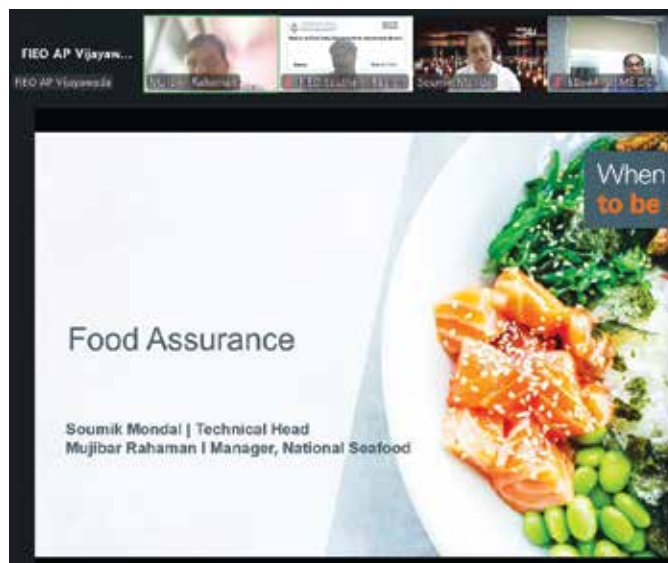
Different countries have specific requirements relating to food safety standards

specific regulatory compliances. They also explained measures exporters can adopt to strengthen compliance, maintain product quality and minimise the possibility of export rejections. The webinar provided practical and industry-oriented guidance on these critical aspects, enabling participants to gain a better

understanding of food safety and regulatory compliances applicable across various international markets. It witnessed active participation from exporters, manufacturers, processors and MSMEs.

An interactive Question-and-Answer session was also conducted, during which participants sought clarifications on various food safety and regulatory requirements and received practical guidance from the expert speakers.

Mr Babu proposed the vote of thanks and expressed appreciation to the distinguished speakers from SGS India Pvt. Ltd. for sharing their expertise and practical insights. ■



A view of the session

DISTRICT AS EXPORT HUB

With a view to sensitise the trade about Foreign Trade Policy, Incentive Schemes, various Export Trade Facilitation Measures by Customs, Free Trade Agreements for promotion of exports, Export Promotion Mission, Credit Risk Management in International Trade, etc., FIEO jointly with the Office of the Joint Director General of Foreign Trade, Kochi, in association with DGFT-RA, Kochi; ECGC; Malabar Chamber of

Commerce, etc., organised a session for IEC holders and exporters at Calicut on August 21, 2026, under the District as Export Hub initiative of the Ministry of Commerce.

Mr Hassan Usaid, Deputy DGFT, inaugurated the session. Mr Nityanand Kamath, President, Malabar Chamber of Commerce; Mr Anand K S, Executive Officer, ECGC Kochi; and



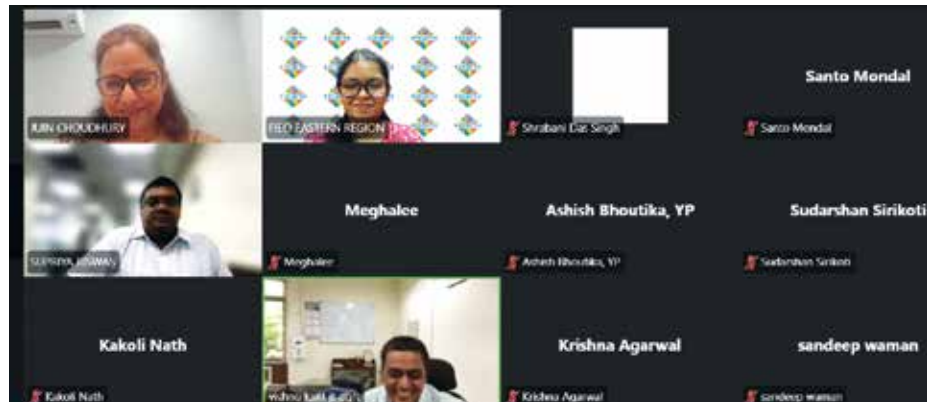
Mr Hassan Usaid, Deputy DGFT addressing the session. Sitting on dais are Mr Manu Mohan Junior Executive Assistant, FIEO; Mr Nityanand Kamath President, Malabar Chamber of Commerce and Mr Anand K S, Executive Officer, ECGC Kochi

Mr Manu Mohan, Junior Executive Assistant, FIEO (Kerala Chapter), interacted with the participants. ■

CERTIFICATE IN INTERNATIONAL TRADE

FIEO organised Batch II of FY 2026-27 of the “Comprehensive Certificate Course in International Trade” in virtual mode from August 24 to September 18, 2026, from Monday to Friday, with the objective of facilitating upskilling and enhancing knowledge of international trade. The course adopted a practical approach and covered important aspects of international trade, including export procedures, documentation, finance, logistics, market access and recent policy developments. Topics included Foreign Trade Policy and Export Incentives, Customs Rules and Procedures, GST Procedures and Documentation, Certificate of Origin, Export Logistics, Export Finance and Banking, Credit Risk Management, E-Commerce and Digital Marketing, International Product Standards and Certification, Market Access and Free Trade Agreements, Export Packaging, Branding, and Identification of Focus International Markets.

The sessions were delivered by experienced exporters, senior officials, bankers, government representatives and industry experts, who shared practical insights and experiences with participants. The programme witnessed participation from aspiring entrepreneurs, exporters, working professionals and students from different parts of the country, providing them with an opportunity to enhance their understanding of various aspects of



A view of the session

international trade. Participants appreciated the practical nature of the course and the wide range of topics covered. They also expressed interest in attending further programmes on export compliance, international logistics, FTAs, export finance, e-commerce and overseas market development.

INTERACTIVE SESSIONS

During the interactive sessions, experts highlighted the importance of studying market demand, competition, tariffs, regulations, logistics costs and trade agreements before selecting a target international market. Participants were informed that exporters must understand applicable Rules of Origin and meet prescribed conditions to avail themselves of preferential tariff benefits under FTAs. Speakers also explained that accurate export

documentation helps ensure smooth customs clearance, timely payments and compliance with the importing country's requirements.

On payment and credit risks, experts discussed options including Advance Payment and Letters of Credit, along with Export Credit Insurance, and highlighted the importance of assessing buyer and country risks. Digital platforms and tools were also introduced to help exporters identify overseas markets, understand trade requirements and connect with potential buyers.

The sessions also highlighted the importance of export packaging in protecting products during transportation and complying with the packaging, labelling and environmental requirements of the destination market. ■

FINANCE FOR MSME EXPORTERS

India's export ecosystem is evolving rapidly. From textiles and engineering goods to pharmaceuticals and digital services, Indian businesses are expanding their footprint across global markets. Yet, for thousands of exporters, especially MSMEs, entering new international markets has always come with one major challenge: access to trade finance. Delayed payments, political instability and lack of credit confidence often prevent exporters from exploring promising markets and emerging regions. To unlock liquidity, strengthen trade relationships and improve export competitiveness for Indian MSMEs, FIEO and

ICICI Bank jointly organised a webinar on September 15, 2026 on “Finance for MSME Exporters”.

The webinar aimed to sensitise the EXIM community to various financial schemes for MSME exporters, pre-shipment and post-shipment finance and monitoring, financing of bills under Export LC, important aspects of using factoring and Letters of Credit to finance export bills, covering credit risk, and interest subvention rules and procedures. Around 85 participants attended the session.



Mr Gaurang Vasavada, Ex-Banker & Expert Trainer in International Banking interacting with the participants

Mr Gaurang Vasavada, Ex-Banker and Expert Trainer in International Banking; Ms Malini Swamy, Senior Manager, ETRG, ICICI Bank; and Mr Rajeev M C, Asst Director & Head, FIEO (Kerala Chapter), also interacted with the participants. ■

FOCUS ON UJJAIN, MP



Sitting on dais: Mr Amit Kumar Baretha, Head, FIEO (M P Chapter); Mr Anurag Jain, Exim Expert, EXIM INDO; Mr Niwas Joshi, Assistant Superintendent of Post Offices (Tour), Ujjain Division; Mr Aashutosh Chaubey, Section Head, DGFT; Ms Pranjali Pillai, CBT Walmart Vriddhi; Mr Vinay Tomar, General Manager, MPIDC, RO, Ujjain and Mr Saurabh Faujdar, Area Sales Manager (WR) DHL Express (I) Ltd

Mr Aashutosh Chaubey, Section Head, Directorate General of Foreign Trade (DGFT), has shared valuable insights into DGFT's vision for developing Districts as Export Hubs (DEH), particularly with regard to supporting MSMEs and prospective exporters. He also highlighted export opportunities available under various Free Trade Agreements (FTAs) and explained the importance of leveraging these agreements to enhance the competitiveness of Indian products in international markets. His observations were made at a District as Export Hub: Capacity Building Export Awareness Programme on FTAs & E-Commerce Exports under the Niryat Bandhu Scheme that was organised by FIEO in collaboration with the Directorate General of Foreign Trade (DGFT) on September 11, 2026 at Ujjain, Madhya Pradesh.

The programme aimed to create awareness among MSMEs and prospective exporters regarding export procedures, Free Trade Agreements (FTAs), e-commerce exports, export logistics, Government support initiatives and market-linkage opportunities. There were 65 participants who joined the session. It brought together representatives from DGFT, MPIDC, India Post, Walmart Vriddhi, DHL Express and the private export consultancy sector, providing participants with practical information and guidance to facilitate their transition towards international markets.

Mr Vinay Tomar, General Manager, MPIDC, Ujjain Regional Office, briefed the participants on the role of MPIDC

in promoting industrial development and exports. He highlighted major opportunities available to first-time exporters within the district and shared information on relevant Government of Madhya Pradesh policies and initiatives supporting exports, industrial development and business facilitation.

Mr Niwas Joshi, Assistant Superintendent of Post Offices (Tour), Ujjain Division, delivered a detailed presentation on Dak Niryat Kendra, international parcel services, cross-border e-commerce and export logistics. He explained how India Post's export-related services can facilitate international shipments, particularly for MSMEs, artisans, small businesses and first-time exporters, by providing accessible logistics solutions for reaching overseas markets.

Ms Pranjali Pillai, CBT, Walmart Vriddhi, delivered a presentation on e-commerce exports and explained the services and opportunities available through Walmart's ecosystem. She encouraged participants to explore e-commerce as an additional channel for accessing international customers and also highlighted the importance of utilising other established e-commerce platforms for expanding global market reach.

Mr Saurabh Faujdar, Area Sales Manager (WR), DHL Express (I) Ltd., provided valuable insights into e-commerce logistics and international express shipments. He briefed the participants on product verification, documentation and certification requirements relevant to international logistics, as well as the process for onboarding exporters and using DHL's platforms and

services for international shipments.

Mr Anurag Jain, EXIM Expert, EXIM INDO, delivered a detailed technical session on Free Trade Agreements (FTAs), tariff and duty benefits, and major sectors covered under India's FTA engagements. Using the Indian Trade Portal, he demonstrated how exporters can identify relevant market opportunities and understand applicable tariff benefits. He also discussed the evolving e-commerce export ecosystem, relevant policies and practical considerations for exporters. The session was highly interactive, and Mr Jain addressed the queries and practical concerns raised by the participants.

Mr Amit Kumar Baretha, Head, FIEO (M P Chapter), addressed the participants on the usability and practical application of the Indian Business Portal and Indian Trade Portal. He explained how these digital platforms can assist exporters and prospective exporters in identifying business opportunities, accessing trade-related information and exploring international market-linkage avenues.

HELPPDESK

As part of the programme, two dedicated helpdesk kiosks were established to provide practical assistance to participants. The IEC Registration Helpdesk was set up to guide prospective exporters regarding Importer Exporter Code (IEC) registration and related DGFT requirements. The Walmart Helpdesk was established to provide information and guidance on e-commerce export opportunities and the onboarding process. The programme received an encouraging response from MSMEs, entrepreneurs, exporters, industry representatives and Government officials. Participants actively interacted with the speakers and gained valuable insights into export procedures, market access opportunities, institutional support and various Government initiatives designed to strengthen the export ecosystem under the Districts as Export Hubs initiative.

It concluded with a vote of thanks, reaffirming the commitment of FIEO and DGFT to continue organising such capacity-building initiatives to promote export-led growth and enhance the global competitiveness of MSMEs in Madhya Pradesh. Various questions relating to the session, along with general queries from participants, were answered by the dignitaries. ■

PRODUCT ANALYSIS

PRODUCT: 210690 (FOOD PREPARATIONS, N.E.S.)

- India's export of this item grew at a CAGR of 12.89% in the last 5 years, alongside a positive growth of 5.75% in global imports during the same period.
- India's exports occupied an average share of around 1.10% in global imports of the item over the last 5 years.
- It is the largest exported item under the category of 2106 (Food preparations, n.e.s.).
- India has around 76.42% market penetration for this item from 2021-2025.



PRESENT MARKETS

USA
Netherlands
United Kingdom
Canada
Australia

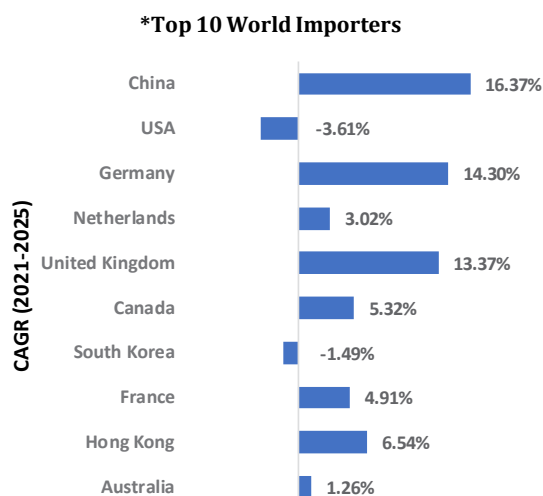
POTENTIAL MARKETS

China
Germany
South Korea
France
Hong Kong

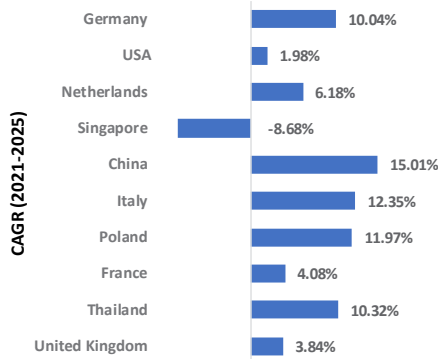


POTENTIAL OF MARKETS (Based purely on their import as reported on ITC trade map)			
COUNTRY	IMPORTS IN USD MILLION 2025		INDIA'S RANK AS SUPPLIER
	FROM WORLD	FROM INDIA	
China	7464.93	9.11	30 th
Germany	4010.98	17.13	30 th
South Korea	2040.37	9.02	21 st
France	1897.28	5.75	32 nd
Hong Kong	1654.79	2.09	24 th

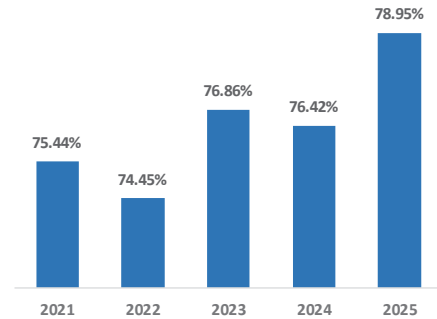
* The countries are placed in descending order in terms of their export/import value



*Top 10 World Exporters



Index of Market Penetration (%)



TARIFF IN POTENTIAL MARKETS

COUNTRY	HS CODE	MFN (in % unless specified)	Trade Agreement Tariff
China	2106904000	10	APTA: 9% (45% RVC)
	2106905010; 2106905090	5	APTA: 4.6% (45% RVC)
	2106906100; 2106906200	20	APTA: 18.4% (45% RVC)
	2106909001; 2106909011; 2106909019; 2106909090	12	APTA: 11% (45% RVC)
	2106901000; 2106902000	12	-
	2106903010; 2106903090	3	-
Germany, France	2106902010; 2106902090	17.3% Min 1 EUR/ASV X	GSP: 12.1% (General)
	2106909240; 2106909250; 2106909255; 2106909265; 2106909275; 2106909285	12.8	GSP: 8.9% (General)
	2106909815; 2106909826; 2106909828; 2106909830; 2106909833; 2106909834; 2106909835; 2106909836; 2106909838; 2106909842; 2106909843; 2106909849; 2106909853; 2106909860; 2106909869	9% + EA	GSP: 5.5% + EA (General)
	2106903010; 2106903090	42.7 EUR DTN M	-
	2106905110; 2106905190	14 EUR DTN	-
	2106905510; 2106905590	20 EUR DTN	-
	2106905910; 2106905992; 2106905999	0.4 EUR DTN Z	-
	21069010; 21069020; 21069030; 21069040; 21069050; 21069070; 21069080; 21069090	0	-
	2106901010; 2106901020; 2106901090; 2106902000; 2106909010; 2106909030; 2106909040; 2106909060; 2106909070	8	CEPA: 4% (CTSH + 35% RVC)
	2106903011; 2106903019; 2106903021; 2106903029; 2106909021; 2106909022; 2106909023; 2106909050; 2106909080; 2106909091; 2106909099	8	-

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

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

इस परिवर्तनशील समय में निर्यात के लिए दोहरा बीमा
Double assurance for exports in these volatile times.



निर्यातकों के लिए ऋण जोखिम बीमा
Credit Risk Insurance for Exporters

एवं /&

बैंकों के लिए ऋण जोखिम बीमा
Credit Risk Insurance for Banks

आर्थिक अस्थिरता के इस समय में निर्यात के
अनुकूल ईसीजीसी के साथ ऋण जोखिम का बीमा कराएं।

In these times of economic instability, insure
against credit risk with ECGC's export-friendly
credit risk covers.

अधिक जानकारी के लिए ईसीजीसी के निकटतम कार्यालय से संपर्क करें
For more information contact your nearest ECGC office.

ई सी जी सी लिमिटेड
(भारत सरकार का उद्यम)
ECGC Limited
(A Government of India Enterprise)

पंजीकृत कार्यालय: इंदिराजी की गल्ल, इंदिराजी रो. 393, 393/1 से 45, एन.वी. रोड, अंधेरी (ईस्ट), मुंबई - 400099, महाराष्ट्र, भारत
हॉट: 8659 0500 / 8659 0510 • टोल फ्री: 1800-22-4530 ईमेल: marketing@ecgc.in • वेबसाइट: www.ecgc.in

Registered Office: ECGC Bhawan, CTS No. 393, 393/1 to 45, M. V. Road, Andheri (East), Mumbai - 400099, Maharashtra, India
Tel: 8659 0500 / 8659 0510 • Toll Free: 1800-22-4530 Email: marketing@ecgc.in • Website: www.ecgc.in

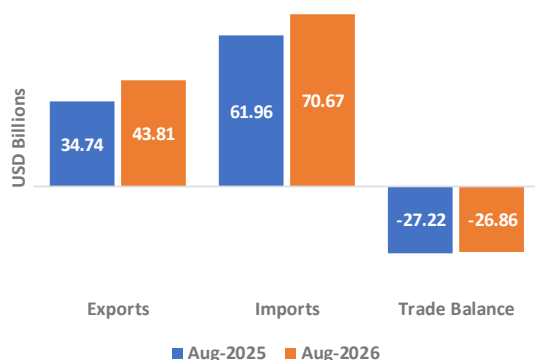
IRDAI Regn. No. 124 | CIN No. U74999MH1957GOI010918 | [@ecgclimited](https://twitter.com/ecgclimited)

आप निर्यात पर ध्यान केंद्रित करें, हम जोखिम से रक्षा प्रदान करेंगे. You focus on exports. We cover the risks.

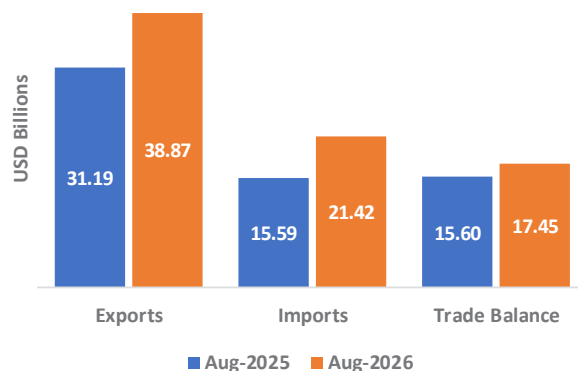
TRADE TRENDS

AUGUST 2026

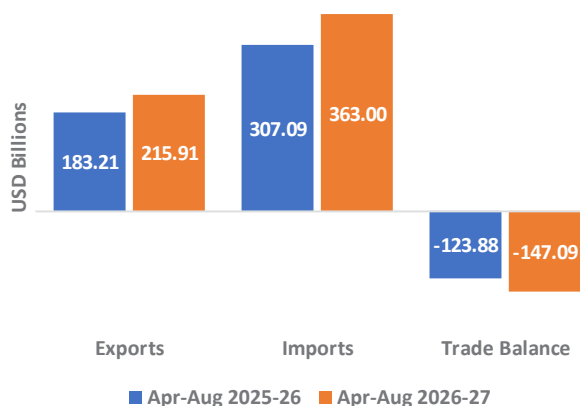
Merchandise Trade - Aug



Services Trade - Aug



Merchandise Trade - Apr to Aug



Services Trade - Apr to Aug



Major commodities with export growth/decline in Aug 2026 (YoY%)



- (1) Engineering Goods (24.86%)
- (2) Petroleum Products (63.27%)
- (3) Electronic Goods (89.82%)
- (4) Organic & Inorganic Chemicals (16.38%)
- (5) Drugs & Pharmaceuticals (3.84%)



- (1) RMG of all Textiles (-2.74%)
- (2) Mica, Coal & Other Ores, Minerals including processed minerals (-1.25%)
- (3) Leather & leather products (-1.81%)
- (4) Ceramic products & glassware (-15.65%)
- (5) Spices (-13.34%)

Out of 30 major export commodities, 18 such commodities witnessed positive growth, which, in addition to the above, Gems & Jewellery; Cotton Yarn/Fabs./made-ups, Handloom Products etc.; Rice; Plastic & Linoleum; Marine Products; Meat, dairy & poultry products; Man-made Yarn/Fabs./made-ups etc.; Cereal preparations & miscellaneous processed items; Handicrafts excl. hand-made carpet; Coffee; Iron Ore; Carpet; and Cashew.

**NO MORE BRANCH
VISITS FOR FOREIGN
TRADE TRANSACTIONS**



**Export Import
Banking Solutions**



Experience ICICI Bank Trade Online

**A digital banking platform for all your
foreign trade transactions**

Services offered



**Export Remittance
& Import Payments**



**Export & Import
Bill Regularisation**



**Bank Guarantee
& Letter of Credit**



**Trade Finance
& More**

T&Cs



**Give a missed call on
92 0548 0548**



**SMS 'TRADE' to
5676766**

TOTAL 44 PAGES INCLUDING COVER