About FIEO

- Apex body of the export promotion councils, commodity boards and export development authorities in India;
- Set up in 1965;
- Provides the crucial interface between international trading community of India & the Central and State Governments, financial institutions, ports, railways, surface transport and all engaged in export trade facilitation
- Directly and indirectly serves the interests of over 200,000 exporters from every goods and services sector in the country
- ISO 9001:2015 certified organization and ensures uniform and high quality service to its members and associates

Programme & Activities

A CLOSE PARTNER OF THE INTERNATIONAL TRADING COMMUNITY

- Facilitates redressal of exporters’ problems by taking them up with the concerned authorities
- Through the FIEO website (www.fieo.org) provides opportunity to the exporters to discuss online with FIEO experts their issues on international trade, seek clarification on policy matters etc.
- Through the FIEO website provides access to updated trade policies, links to global trade promotion organizations, and many more....
- Organizes open house meets with the highest authorities to draw the attention of the Government on important trade issues and help speedy resolution.

FIEO’S MOBILE APP – NIRYAT MITRA

- Launched by then Hon’ble Commerce & Industry Minister Shri Suresh Prabhu in the month of August 2018. Following services are available through the app:
  - Daily update/alert on business opportunity, policy, SPS/TBT measures, MFN/Preferential tariff, FIEO’s events etc.
  - Access to FIEO’s event calendar and option to register online in FIEO’s events
  - Option for members to upload product photographs, company logo and company profile on FIEO website
  - Access to FIEO’s monthly and weekly publications, reports, articles, press releases etc.
  - Tool to Identify export/import policy at tariff line, GST rate, export incentives, MFN/preferential tariff for 87 countries, rules of origin, SPS/TBT measures etc.

THE INDIAN TRADE PORTAL – WWW.INDIANTRADEPORTAL.IN

- Developed and maintains the Indian Trade Portal – www.indiantradeportal.in on behalf of the Department of Commerce, Govt. of India, providing key information about the MFN tariff/Preferential tariff of 87 countries, Rules of origin to avail preferential tariff, SPS/TBT measures mapped at tariff line of 87 countries, import statistics of 87 countries and India’s share in their imports, item-wise export and import policy of the Government of India, Duty drawback, MEIS, Interest Equalization rates, GST and other levies are all available in one page.
- Daily updation of policy matters at item level
- Free alerts over SMS and email on the updates
- Trade/Tender Queries uploaded by the Indian missions abroad
- FAQs on basic topics like “How to Export” to operational matters pertaining to Policy, Banking, Customs, Trade Agreements, GST etc.
RECOGNITION AND ENCOURAGEMENT TO EXPORTERS AND EXPORT FACILITATORS

- FIEO confers “Niryat Shree” and “Niryat Bandhu” Awards to its exporters and export facilitators respectively for their outstanding performance in exports.
- FIEO also confers State Export Excellence Awards to the members of the respective regions

INTERNATIONAL MARKETING INITIATIVES

- Provides platform to the exporters to create their own free online store and extend their reach to new and existing customers globally
- Exchanges business delegations, establishes MoUs with counterpart organizations overseas, and arranges exhibitions, catalogue shows abroad.
- FIEO is the India partner of the Enterprise Europe Network and assists MSMEs in internationalization
- Provides 24x7 exposure to FIEO members across the globe through the FIEO website
- The website provides unique platform to buyers abroad to search, identify and communicate with FIEO members at no cost;
- Helps members with online recognition by giving them option to download FIEO logo (with “Registered Member” message), from FIEO website, and place it on their website. Visitors upon clicking the FIEO logo on member’s website can see the member’s particulars under FIEO banner thus adding value to a member’s website;
- Organizes buyer-seller meets both with incoming delegations and also by sponsoring delegations abroad etc.

DISSEMINATION OF INFORMATION

- Publishes FIEO News - monthly bulletin, with worldwide readership amongst exporters and importers, chambers of commerce and industry, commercial and economic agencies, policy makers, mission in India and abroad.
- Publishes weekly e-bulletin – INTRADE Update, giving latest information on WTO, Banking, Taxation, Policy etc.
- Publishes monthly e-bulletin – Global Business Opportunities, covering Business offers and requests, Technology offers and requests and also Research and Development collaboration opportunities
- Updated, searchable directory of exporters on FIEO website
- Keeps members posted early with latest development in the international trade sector through continuous e-mailers and also through the Members Area of FIEO website.

HR INITIATIVES

- FIEO works in partnership with various academic institutions across the country to forge better academia-industry understanding to develop quality Human Resource to match the requirement of international trade.
- Organizes specialized training /awareness programmes, seminars, workshops for export executives and entrepreneurs with the objective to develop entrepreneurship in international trade
- Provides option to professionals and freshers to upload their resume on FIEO website
- Provides free access to members to this niche database of professionals and freshers with knowledge of international trade for recruitment purposes
- Provides free option to members to upload, on FIEO website, the job vacancies arising in their companies.
Membership Growth

<table>
<thead>
<tr>
<th>Total Members:</th>
<th>2017-18</th>
<th>2018-19</th>
<th>2019-20</th>
</tr>
</thead>
<tbody>
<tr>
<td>2017-18</td>
<td>26289</td>
<td>28812</td>
<td>31656</td>
</tr>
<tr>
<td>2018-19</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>2019-20</td>
<td></td>
<td></td>
<td></td>
</tr>
</tbody>
</table>

Three, Four & Five Star Export Houses:
- 2017-18: 398
- 2018-19: 383
- 2019-20: 377

One & Two Star Export Houses:
- 2017-18: 2822
- 2018-19: 2867
- 2019-20: 2943

Others:
- 2017-18: 1927
- 2018-19: 1943
- 2019-20: 2226

Multi Product Groups:
- 2017-18: 21142
- 2018-19: 23619
- 2019-20: 26114
India’s Trade Trend

According to the Ministry of Statistics & Programme Implementation (MoSPI), India has retained its position as the third-largest economy in the world in terms of purchasing power parity (PPP), behind the US and China. India accounts for 6.7% or $8,051 billion, out of the world’s total of $119,547 billion of global Gross Domestic Product (GDP) in terms of PPP compared to 16.4% in case of China and 16.3% for the US, as per World Bank data for reference year 2017.

In the Asia-Pacific Region, India retained its regional position, as the second largest economy, accounted for 20.83% in terms of PPPs where China was first at 50.76% and Indonesia at 7.49% was third. India is also the second largest economy in terms of its PPP-based share in regional Actual Individual Consumption and regional Gross Capital Formation.

In 2019, India stood as the 18th largest exporting country in the world with 1.72 per cent share in global exports.

In 2019-20, India recorded an export value worth US$ 313.22 billion against an import value worth US$ 473.99 billion. During 2015-16 to 2019-20, India’s exports recorded a positive compounded annual growth rate of 4.54 per cent along with a positive growth of 5.61 per cent in India’s Imports in the same period.
In 2019-20, India witnessed an annual decline of 13 per cent in its trade deficit, widening by US$ 42.05 billion in the last 5 years.

**MAJOR EXPORT DESTINATIONS FOR INDIA**

<table>
<thead>
<tr>
<th>Destination</th>
<th>2018-19</th>
<th>2019-20</th>
</tr>
</thead>
<tbody>
<tr>
<td>USA</td>
<td>52.41</td>
<td>55.08</td>
</tr>
<tr>
<td>UAE</td>
<td>30.13</td>
<td>28.85</td>
</tr>
<tr>
<td>China</td>
<td>16.75</td>
<td>16.61</td>
</tr>
<tr>
<td>Hong Kong</td>
<td>13.00</td>
<td>10.97</td>
</tr>
<tr>
<td>Singapore</td>
<td>11.57</td>
<td>8.92</td>
</tr>
<tr>
<td>UK</td>
<td>9.31</td>
<td>8.74</td>
</tr>
<tr>
<td>Netherlands</td>
<td>8.81</td>
<td>8.37</td>
</tr>
<tr>
<td>Germany</td>
<td>9.21</td>
<td>8.19</td>
</tr>
<tr>
<td>Bangladesh</td>
<td>7.77</td>
<td>7.15</td>
</tr>
</tbody>
</table>

The top 10 export destinations for India occupied an around share of 50.82 per cent in India’s overall exports in 2019-20. USA stood as the largest importer of Indian goods. Except for USA, India witnessed a negative export growth with rest of the major markets.

**INDIA’S EXPORTS- REGION WISE**

The top 5 exporting regions for India comprised of over 71.48 per cent share in India’s global exports in 2019-20. North America stood as the largest receiver of India’s merchandise exports. Except for North America, India witnessed a negative export growth with rest of the major regions.
EASE OF DOING BUSINESS

India, witnessing a jump of 14 positions, was placed at 63rd rank among 190 economies in World Bank’s Doing Business Report 2020, making it the one of world’s top 10 most improved countries for the third consecutive time. India saw the biggest jump in ranking in “resolving insolvency” category, to 52nd rank from 108th, on the back of implementation of the Insolvency and Bankruptcy Code, while its ranking improved substantially in Dealing with Construction Permits (to 27th from 52nd) and “Trading across Borders” (to 68th from 80th).

The World Bank said India conducted four reforms in the 12-month period to May 1. Among other improvements, India made the process of obtaining a building permit more efficient. Obtaining all permits and authorizations to build a warehouse now costs 4% of the warehouse value, down from 5.7% the previous year. In addition, authorities enhanced building quality control in Delhi by strengthening professional certification requirements. Importing and exporting also became easier for companies with the creation of a single electronic platform for trade stakeholders, upgrades to port infrastructure and improvements to electronic submission of documents.

COMPETITIVENESS

India slipped down ten places to be ranked 68th in the annual Global Competitiveness Index 2019. India was ranked at the 58th position in the 2018 edition. Singapore topped the index this year, toppling the United States and pushing it to the second place.

According to the World Economic Forum, the major reason for the fall in India’s rank is due to improvements witnessed by several other economies. India was ranked second in shareholder governance and third in terms of market size and renewable energy regulation. In corporate governance also, India was ranked considerably higher at the 15th position. In macroeconomic stability also, India was ranked high at the 43rd rank.

However, India was performed poorly in pillars including Information, communication and technology adoption (120 rank), health (110), skills (107), product market (101), labour market (103) and stability (103).

In terms of healthy life expectancy, India was ranked 109 out of 141 countries. In meritocratic and incentivization also, India was ranked at the 118th position, largely due to its low ratio of wage and salaried female workers to male workers, in which it was ranked 128th.

Among its neighbours, India was ranked ahead of Sri Lanka, Pakistan, Bangladesh and Nepal. Only China ranked better at the 28th position.
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CO-OPTED MEMBERS

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Ms Kaksha Parekh  
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IMMEDIATE PAST PRESIDENT

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