A meeting was held under the Chairmanship of Hon’ble Commerce & Industry Minister with the Industry Associations on 23rd August, 2021 (Monday) from 04:00 PM to 8:00 PM at Hotel The Ashok, Chanakyapuri, New Delhi, as per agenda to discuss measures to enhance and increase exports. The meeting was held in Hybrid mode wherein some stakeholders participated in the meeting physically and others through Video Conference. Smt. Anupriya Patel Hon’ble MoS and Shri Som Parkash, Hon’ble MoS, also graced the occasion.

2. At the outset, AS (RS), DoC welcomed Hon’ble CIM, and members on the dais and industry representatives presented a plant sapling to each of the members on the dais. She welcomed the industry representatives to the deliberations and informed that the meeting is in the backdrop of the target of USD 400 Bn for merchandise exports set up for this financial year, which is a quantum jump and would be an important milestone in achieving the full export potential of India. All stakeholders need to come together and industry is expected to play a leading role in galvanizing the efforts to achieve this target.

3. Shri Giridhar Aramane, Secretary, Department of Promotion of Internal Trade and Industry (DPIIT) started his address and thanked the industry and Exporters for an excellent sterling performance during the last one year of pandemic especially in terms of supporting the efforts of government and public organizations in the pandemic related efforts. He remarked that industry’s support has been invaluable and has been acknowledged by Hon’ble Prime Minister also. He mentioned that India is expanding its manufacturing and is venturing into several sectors and therefore, it is important that Government supports such sectors, particularly sunrise sectors. He informed that issues related to the manufacturing and service sectors of several ministries have a commonality with DPIIT and the Department strives to ensure that the common policies are facilitative and do not cause unnecessary regulatory burden. He highlighted few projects of on the infrastructure front, including 11 Industrial corridors with 32 projects. With respect to the various cost disabilities being faced, he informed that RoDTEP has already been notified and to compensate the remaining disadvantages Production Link Incentive Scheme has been introduced. The most important element of the scheme is its flexibility. The guidelines of Schemes are very flexible and group of secretaries has been constituted to ensure that the guidelines meet the objectives of the PLI Schemes. He informed the industry that another major program is the reduction in compliance burden and the Government is in the process of eliminating around 20,000 compliances which were either un-necessary, or not legally necessary. The Government was also looking at the remaining compliances and urged the industry to duplication of compliances required by different agencies. The third important program he highlighted was about the investment clearance cell, where in a single window has been designed to ensure that an Industrialist who wants to establish business is not required to run from pillar to post, for which a portal based clearance system is already established will go online in next few weeks. He also flagged the issue related to availability and
correctness of land and to remove this ambiguity and uncertainty regarding land, its extent, its coordinates etc. India Industrial land bank is established, with 5.6 lakh hectare data base mapped on GIS System. He also later highlighted the importance of quality standards which are an important component of “Make In India” initiative. More than 100 technical regulations have been framed to help the industry by preventing import of the low quality products from abroad. He urged the industry to follow these QCOs (Quality Control Orders) and technical regulations to ensure that our products reach a larger market globally also.

4. Shri Amit Yadav, DGFT then made a presentation on “Measures to Increase Exports & Achieve Export Targets of 2021-22”. He mentioned that the target of USD 400 Bn has been set after consultation with all stakeholders and we need to spearhead our efforts to achieve the clarion call given by the Hon’ble PM. DGFT mentioned that performance till July 2021 have been good and for balance 8 months, USD 34 billion per month is required to achieve the target. He emphasized that Industry needs to work closely with Indian missions abroad and Government agencies and suggest relevant areas for suitable intervention so as to identify and capture new markets. They should make full use of Trade conference and share demand related information and handhold other exporters. In this regard, the importance of forward and backward linkages through initiatives such as District as Export Hubs are important. The Associations/ Chambers may provide inputs to prepare District Export Action Plans and mobilize its members to participate and gain from the export promotion events to be organized in collaboration with States/UTs under ‘Azadi Ka Amrit Mahotsav’. It was informed that Department is closely engaging with five countries for early conclusion of an FTA, which are EU, UK, Canada, Australia and UAE and industry was urged to support the department and flag issues/concerns such as NTMs/Market Access (including challenges in investment and services) and provide inputs to better leverage these FTAs. DGFT stressed that the steps taken by the Government and industry together, can achieve the larger aim of USD 2 Trillion contribution of exports in economy by 2030 (1 Trillion US of merchandise exports and 1 Trillion USD of Services Exports).

5. Ms. Rupa Datta, Sr. Economic Adviser, DPIIT, then detailed other initiatives taken by DPIIT with the help of a power point presentation. She stated that as per the world economic outlook of IMF, after an estimated contraction 3.3% in 2020, we are looking at 6.6% growth in 2021 moderating to 4.4% in 2022, with world trade volume expected to increase by 8%. India’s overall exports merchandise and services in July 2021 is estimated to be 54.95 billion, which is positive growth of 36.19% over the same period of last year and a positive growth of 23.24% over July 2019. Merchandise Exports for July were 35.43 billion as compared to 23.64 billion in July 2020. It was informed that initiatives being taken by the DPIIT are on: Promoting Infrastructure developments, steps taken for attracting investment including foreign direct investment, policy reforms in terms of ease of doing business and reduction of compliance burden. The idea behind the creation of Industrial corridors is to develop green field industrial smart cities with sustainable infrastructure and make available plug and play infrastructure with contiguous aligned passes. Measures have also been taken to attract investment under the Make in India program launched on 25th Sept 2014. 24 focus sub-sectors have been identified ranging from agriculture produce to high value sectors such as medical devices. For investment clearance, a single window system is being on boarded in Phase -1 and will have a soft launch of entire version soon. The other initiative is on PLI schemes with an outlay of 1.97 Lakh Cr. for 13 key sectors. Another step where DoC and DPIIT are working together is the one district one product concept, wherein already products have been identified from 103 districts across the country and idea is to identify 739 products from 739 districts. An industrial park rating system to recognize the best performing parks for decision support system for investors, as a joint exercise has been undertaken with invest India DPIIT and
ADB, and the final report may be released soon. Public procurement is another way of promoting manufacturing and ensuring that the Domestic manufacturers get an edge by serving these orders. This was notified in 2017. GFA Rule 144 has been brought in to check on entities operating from countries sharing land border with India from participating in Government procurement and tenders. And the whole idea is again to have a minimum local content while serving the public procurement requirements. It was informed that first two months of the current year FDI inflow grew by 115% and during the last seven years the total inflows amount to USD 440.27 billion, which is nearly 58% of total FDI inflow in last 21 years. Further, with 54,000 start ups, 1000 jobs are being created each start up, and 20 Lakh jobs are expected to be created by facilitating 50,000 new startups in the next five years. Project monitoring group which is an institutional mechanism focused on removing bottlenecks and expediting large infrastructure products is in place. Till date since 2013 it has monitored 1115 projects worth 45.17 Lakh Cr and during this year itself resolution of 368 issues have been achieved in 155 projects.

6. Thereafter, various Industries/Associations presented their views and made the following suggestions:

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<th>Sl. No.</th>
<th>Name of Industry/Association and Suggestions made</th>
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| 1.      | SCALE (Steering Committee for Advancing Local Value-Add and Exports): Shri Pawan Goenka, Chairman, SCALE, made a presentation on the work being done by the SCALE. He informed that the SCALE was set up by Hon’ble CIM, with members from Government, CII, FICCI, ASSOCHAM and three members of industry. The objective is to facilitate local value addition in manufacturing to achieve the vision of 5 trillion dollar economy of which 1 trillion should be manufacturing. This vision had three essential pillars: double exports of manufacturing goods in 5 years, reducing imports about 2/3 over 5 years and target 9% growth in domestic consumption from current 7% with incremental value added of about 350 to 300 billion dollars. India’s 10% share only for hi tech exports, as compared to other countries, Malaysia, Vietnam etc was an aspect to be noted in the light of how to capitalize on capital intensive manufacturing products India has also started such measures, but it was stressed that we need to increase the pace. SCALE is looking at 24 sectors, with 17 sectors priority sectors and 7 in the balance category. He gave following inputs in some sectors:

i. In Auto and Auto Components, there is the highest level of opportunity and there is a need to incentivize MNC Component manufacturers to set up mother-plants in so that global value chains create scale for India suppliers to move up the value chain. Revisit SAFTA and explore favorable trade agreements with Canada, USA, EU & Mexico. Incentivize investments in Technology, R&D and Innovation to attain global competitiveness. Industry should increase R&D spend. *(Action: DoC, DPIIT, DHI)*

ii. In furniture, the global trade is 240 billion dollar and our target to be 325 billion dollars by 2025, but India’s share is less than 1% and is only 1 billion dollar. There is a need to expand certified source of wood plantation in India through favorable timber policy. India should develop Develop 3-4 integrated mega furniture hubs, in proximity to ports, with end-to-end furniture & wood RM ecosystem. To drive cost competitiveness in RM, import duty on major
raw materials required for export should be zero percent.  
(Action : DoC, DPIIT, DHI)

iii. In Fisheries, India can easily double export to 14 billion dollar with focus on increasing share of higher value added products and brand Indian produce in target markets.  
(Action : DoC, D/o Fisheries)

iv. In Toys, India export is only 0.2%. i.e. 200 million dollars of total market. In toys we need to encourage the multinational small toys manufacturers to consider India as Global Manufacturing Hub along with lowering custom duty on essential raw materials as tooling, packaging, paints, inks, hardware, such a steel balls. We should develop integrated modern toys mega manufacturing clusters and frame a dedicated toy policy with focus on exports.  
(Action : DoC, DPIIT, DoR)

v. In Textiles, our target should be to double the growth in exports from current 37 B$ (4% share) to 80 B$ in 5 years. The Govt. should facilitate setting up of mega clusters to address cost competitiveness, productivity and lead time for sourcing, distribution and logistics. anomaly of existing FTAs like SAFTA and ASEAN should be removed. Sectoral PTA with Canada, UK & EU should be established.  
(Action : DoC, DPIIT, Textile)

vi. Inputs were also shared on some other sectors such as air conditioners, Bicycle & E-cycle, Ceramics & Glass, Leather & Footwear, Agro Produce, EV components & ICs etc.

2. It was informed that the SCALE has identified five specific actionable disabilities, lack of scale in many items, factor cost disadvantage in land, capital and power, infrastructural efficiencies and Logistic costs, labour skill and productivity and competence of MSME Sector, and for which co-operation and targeted effort from Industry and Government is required.  
(Action : DPIIT, DoC, MSME, Labour)

2. CII
Shri Gautam Nair from CII made a presentation to achieve the target of $400 bn merchandise exports in FY21-22. He made following suggestions:–

i. Diversify India’s Export basket by adding value added and high-tech products, besides exploring new markets like Latin America, Africa, Asia-Pacific going beyond US and EU which together have almost 40% share in India’s exports.  
(Action : DPIIT, DoC)

ii. Implement initiatives in the area of Ease of Doing Business like simplification of forms and documents, streamlining the processes across agencies and laying down time limits for giving approvals which would greatly help the exporters in their journey towards competitiveness.  
(Action : DPIIT, DoC)

iii. To improve trade logistics, implement the draft National Logistic Policy with
iv. Expedite programs to provide faceless, contactless, and paperless mechanisms for faster clearance of goods at customs, besides simplifying border procedures and reduce related fees and charges to cut down trade logistic cost.  

(v) Implement a Fast-Track system for expediting clearance of perishable cargo and expand the definition of perishable to include time sensitive products such as apparel, leather, handicrafts.  

vi. In alignment with the central policy and schemes, States may create export policy and incentives focusing on the industries present in States.  

vii. Follow time-bound conclusion of FTAs negotiations to avoid losing the market to competitors. FTAs should not only cover tariff liberalisation, but also address the Non-Tariff Measures in partner countries.  

viii. Integrate Indian exporters to the Global Value Chains to provide dynamic opportunities to diversify their exports and intensify their integration into the international economy, which would be especially beneficial for the MSMEs.  

ix. Include organic & inorganic Chemicals, pharmaceuticals, iron and steel and articles of iron and steel under the purview of RoDTEP as they are important contributors to export revenue.  

x. Since RoDTEP is not an incentive scheme, the Government may come up with a WTO compatible scheme for at least select employment intensive industries such as apparel, leather, handicrafts, carpets which are at disadvantage as many competing countries have incentivized their exports.

3. FICCI  
Shri OP Hisaria from FICCI gave a presentation covering analysis of India’s export performance, recent efforts taken by government, opportunities for exports from North-east India and suggestions for achieving higher exports. Exports in April-July 2021 at $131 Bn presented a 22% growth compared to pre-covid period which reflects strength and resilience of our exporters. FICCI complimented the government for key initiatives like introduction of RoDTEP, PLI, RoSCTL for exports etc. and improving ease of doing business. He made following suggestions:

i. Inclusion of Iron & Steel, Organic & Inorganic Chemicals, Pharmaceuticals and Fertiliser and exports against Advance Authorisation, exports from SEZs/EOUs in RoDTEP Scheme.  

iii. Extension in export obligation period and Refund of CVD / SAD paid post 1 July 2017 on regularisation of Advance Licenses and EPCG licenses.  
   (Action : DGFT PC-4 and PC-5)

iv. Reinstating R&D incentive of weighted tax deduction of 200% for the next 5 years would be helpful for Chemical and Pharmaceutical industry  
   (Action : CBDT)

v. Exemption from GST Compensation Cess on Imports made by SEZ Units / Developer.  
   (Action : DoR)

vi. Release of pending MEIS/SEIS funds.  
   (Action : DGFT PC-3)

vii. Issue of higher shipping costs and lower availability of containers.  
   (Action : Shipping, CCI)

viii. Major issue for South America and Caribbean bound Cargo – shipping lines are declining bookings for Latam& Caribbean ports  
   (Action : DoC)

ix. To promote exports from the North-east India, a new North East Industrial Development Scheme (NEIDS) with focus on export promotion and assistance on infrastructure development for promoting exports from Northeast should be considered. A number of suggestions for improving Inland water transport, rail connectivity and air connectivity of the Northeast region were also made. A scheme for assistance on Transport, promoting tourism including medical tourism was suggested.  
   (Action : DPIIT, DoNER)

x. To create an “Africa Growth Fund” (AGF) to enable a pull for India’s exports to Africa.  
   (Action : DoC)

xi. Current industrial policy does not provide for transport subsidy, except for transportation by Inland Water Transport (IWT). North-East region still suffers from many transportation bottlenecks particularly for export of goods. Government may consider reinstituting the transport subsidy scheme for export.  
   (Action : DoC, DoNER)

4. ASSOCHAM

Representative of ASSOCHAM gave a presentation covering measures to boost exports from India. He raised following issues:

i. Remove export & mining restrictions and export duty of 30% on iron ore >58% Fe.  
   (Action : M/o Mines, DoR)

ii. The Government, both at the Central and State levels should work closely with Indian businesses and foreign missions to identify more destinations for Indian products, along with new product lines. This will include a focus on existing and new markets, existing and new products, and also on lost market shares in the past few years, both in countries and in products.
iii. India should facilitate its exporters in exploring under-tapped markets, such as Africa, Americas, Latin America and CIS countries through trade and investment. Additionally, the country should work towards enhancing trade relations with neighboring countries such as Bangladesh and Sri Lanka and strengthen the ‘Act East’ Policy.

iv. To make India a global export hub, from where high value-added technology-intensive products are exported, the interlinking of FTP with FDI and industrial policies is required. This would help India become a part of Global Value Chain (GVC), which is dominated by intra-firm trade at the global level.

v. RoDTEP scheme needs to be broad based to other segments such as Iron & steel, chemicals, pharmaceuticals, etc. Include RoDTEP for exports happening from SEZ and exports happening under advance authorization scheme.

vi. FTAs (Free Trade Agreements) need to be executed/re-negotiated very prudently with target countries like Central Asia, France, United Kingdom, Italy, Israel, Saudi, Russia, Singapore, etc. and not with top manufacturing superpowers like China, Japan, USA, so that it augments both Export Potential and Imported products (preferably capital goods) add on to manufacturing capability. Additionally, to enable better technology transfers and trade of high value-added exports, India should pave the path for meaningful negotiation with the EU for an FTA.

vii. Government should also strengthen multi-modal logistics to replace the burden on Indian roads, by enhancing inland waterways, railways, etc.

viii. Standardization is critical for promoting “Make in India” by making “One Nation, One Standard” (BIS Standard) mandatory. Monitoring & Compliance have to be strengthened through digital platforms. Strengthen the definition and implementation of quality standards in line with global standards, which can help Indian players export to various markets.

ix. Contrary to India, the government of USA has imposed ADD and CVD on commodities imported from several countries, including India for several years now to protect the interest of its domestic manufacturers. Similarly, other strategically important markets like Gulf Cooperation Council (GCC) have also decided to impose various duties on products imported from India.

x. Melted and Manufactured steel concept to be enforced across all steel requirements for projects, programs and schemes promoted by Central Govt.
xi. The Government should enable the use of technology to reduce post-harvest losses (from current 20–25 per cent to less than 10 per cent) and maintain the quality of processed fish and fish products and traceability.  
*(Action: D/o Fisheries)*

xii. Enable MSMEs to cater to the food processing segment by facilitating quality testing and certification, to help them meet the global standards of Codex. *(Action: MSME)*

xiii. Trade negotiations to sign Free trade agreements (FTAs) with USA, Canada, Australia, and UAE, along with reduction of import duty on gold, to boost exports in the segment. Reinstate GSP benefits by USA for exports from India and work towards mutual adoption of digitalized Certificate of Origin with other countries. *(Action: DoC)*

xiv. Improve cost competitiveness of domestic industries by taking certain measures like by Reducing GST Compensation Cess of Coal for highly energy-depending industries like Aluminium & Steel, by Removal of differential coal prices, by removing customs duty on raw material which India does not produce much like coking coal and copper concentrate, fixing Bauxite average selling price issue, by removing the RPO obligation on strategic sectors like Aluminium and by giving discounted Railway freight for export movements – for both empty and loaded container movements in land locked area. *(Action: DoR, DoC)*

xv. Incentivize investments in R&D to improve product quality. *(Action: DoC, DPIIT)*

5. **Indian Chamber of Commerce (Eastern Region)**

i. There is huge potential for increasing the exports from North-East/West Bengal. For increasing exports, there is a need of proper infrastructure. With the requisite support, the exports from West Bengal can be doubled. *(Action: DoC, DPIIT)*

ii. Need to develop Export Competitiveness Index. *(Action: DoC)*

iii. North East Transport subsidy should be given to Railway, Airlines and IWAI for movement of Industrial goods. Not to Companies. *(Action: DoC)*

iv. Petrapole ICD needs connectivity, equipments and amenities for Trucks. Trade thru this route can double. Need to introduce Digital token and a time slot to Trucks to avoid parking issues. Multiple agency coordination is an issue. *(Action: DPIIT)*

v. Indian Missions should have Annual Export Plan. *(Action: DoC, MEA)*
vi. FTAs can drive FDIs. Need to focus on FTAs with Countries which offer Market for Foreign Investors manufacturing in India. (Action: DoC)

vii. A Hosiery Park is being developed in West Bengal with Ministry funding under Infra development scheme. Due to Covid-19, the Park needs more Financial support. (Action: DPIIT)

viii. MSME Exporters should be given volume/slab based multiple incentives. This would put Millions of MSMEs on the Job to achieve PM’s mission of enhancing Exports. (Action: DoC, MSME)

ix. Rebates are required for textile industry. The emphasis should be on Knitwear industry. (Action: M/o Textile)

6. PHD Chamber of Commerce and Industry (Northern Region)

i. Sectors of pharmaceutical, organic, inorganic chemicals, iron and steel and downstream MSME industry are left out in RoDTEP announcement which are very essential to achieve the target of USD 400 billion exports in FY 2021-22. Consider these sectors in RoDTEP scheme. Also, RoDTEP rates are much lower than expected and with several constraints and value caps. These rates should be revised to reflect the actual duty and taxes suffered by the industry and to cover more and more sectors along with exports made under Duty Exemption Schemes, EOU, SEZs, bonded warehouses etc. who all suffer the hidden and unutilized duties. (Action: DGFT PC-3)

ii. Increase the Budget for RoDTEP Scheme: The government has budgeted only Rs 17,000 crore for a scheme that is supposed to reimburse embedded levies paid on inputs consumed in exports in FY22. It is far less than the government's initial estimate of Rs. 50,000 crore each year. The budget for the RoDTEP scheme, including all tariff lines, needed to be increased. (Action: DGFT PC-3, B&A)

iii. The exporters are currently required to use Advance Authorisation Licences (AAL) to import the required inputs for exports at nil customs duty, which is a very cumbersome and complicated process where the manufacturer-exporter needs to deal with 3 separate Government authorities: Customs, Excise/GST and DGFT. Hence, replacement of Advance Authorisation Scheme by Existing Duty Free Import Procedures under Customs Notification 24 and 25 dated 1st March 2005 for Duty Free Import of Inputs for Exports & Deemed Exports. (Action: DGFT PC-4, DoR)

iv. A very simple procedure already exists for duty free import of goods used in the manufacturing of Telecom Products at zero custom duty under ITA - Information Technology Agreement w.e.f. 1st March 2005 (vide Notifications No. 25 and 24 both dated 1st March 2005 as amended). A similar kind of method with safe guards to ensure that the inputs / raw materials are going into production only for exports of products may help the country’s manufacturers
immensely in being internationally competitive.

(Action : DGFT PC-4, DoR)

v. SEIS is not available to those who execute turnkey or EPC or onsite services contracts on-site like Railways, Construction etc. in the host countries against tough international competition. The scheme should be open to all service providers whether they provide services from India or through their presence in the host country. SEIS Scheme has not been extended for the year 2019-20, despite being announced. This has been blocking funds of many service export organisations. It is being therefore requested to open for the year 2020-21.

(Action : DGFT PC-3)

vi. BIS certification has been made mandatory for many important industrial raw-materials including those which are not manufactured in India at all at present. These include Polyethylene- LDPE, HDPE, XLPE, LLDPE etc. for Wires & Cables, tinplate and tin-free steel for packaging food, beverages, and pharmaceuticals among others. We agree that it is important to achieve AatmaNirbhar Bharat's goal of minimizing imports and increasing domestic production. However, international suppliers have been unable to obtain BIS certification due to Covid-related difficulties and most of the supplies for such items would be stopped to enter India. Therefore, we humbly request you to please extend the compulsory BIS certification at least till 30th September 2022 and at the same time to streamline the BIS certification procedure.

(Action : DoC, M/o Chemical & Fertilizers)

vii. The services of Buying agents/Consultants of foreign buyers are made taxable under GST Act @ 18%, which is adversely affecting not only Exports of services but also Exports of Goods from India. The International buyers are not ready to pay GST on such services. Charging of GST on the International Buyers is a sort of “Export of Taxes” which is against the basic contention of the GST ACT as well as against the International Trade Practices.

(Action : DoR)

viii. Restoration of India's Generalised System of Preferences (GSP) status under US trade preference programme to promote economic development.

(Action : DoC)

ix. Simplify the process of issue of EODC under AA and EPCG schemes.

(Action : DGFT PC-4 & PC-5)

x. Self -certified documents relating to import, export figures, BRC, shipping bill etc, should be accepted by DGFT The requirement of certification from C.A. should be removed.

(Action : All policy divisions of DGFT)

xi. In order to boost exports in Global Markets, Indian embassies abroad should actively engage themselves in arranging buyers-sellers meetings and a system of rating of embassies may be introduced based on their contribution on this account for export promotion.

(Action : DoC, MEA)
Southern Indian Commerce and Industry (SICI)

i. Lack of connectivity from Tamil Nadu to countries in East, Asia-Pacific is a major challenge. The Exim trade to Myanmar is affected as most of the Liners (who provides containers) are reluctant to provide them and the current export to Myanmar is routing through Colombo. Improve air links between South India and CLMV countries.  *(Action : M/o Shipping, Civil Aviation)*

ii. Seamless integration of supply chain for chemicals and pharma is needed. *(Action : DPIIT)*

iii. After issuing DGFT’s notification 36/2015-2020 dated 18 December 2019, Semiconductor Industry is struggling a lot for each and every customs clearance for the raw material with HSN code 71081300 Gold in the form of wire by EOUs. Delay of customs clearance is incurring huge demurrage cost and delay in delivery of export order. Further, due to the policy change vide DGFT Notification No.17/2015-2020 dated 10th Aug 2020, bank is refusing to process the payment to overseas vendors for procurement of Gold. The issue needs to be addressed. *(Action : DGFT, PC-2)*

iv. The DGFT’s portal for issue of the Certificate of Origin (Non Preferential Trade) is not user friendly. It does not have options for multiple uses, C&F agents using it or for advance payments. It should be made optional and the exporters may be allowed to continue to use the services of the Chambers. *(Action : DGFT, EG&TF)*

v. Timely release of I-T Refunds that can in turn assist companies’ Cashflow. *(Action : DoR)*

vi. Repair and return process to be simplified. *(Action : DGFT, PC-2)*

vii. Improve awareness of the global trade policy including information about the various FTAs. *(Action : DGFT, PC-1)*

viii. Promote e-commerce exports/imports. *(Action : DGFT, PC-2)*

ix. The Government should ensure that a certain % of Purchases by Large & Medium Companies are made from MSMEs. *(Action : MSME)*

x. Banks continuing resistance to fund expansions citing various guidelines that go against development. RBI rule of 3-year profit history and other related guidelines should be relaxed so that Banks really fund. *(Action : DFS, RBI)*

xi. E-Vehicles need to be given increased incentives to enable Manufacturers to produce, enable Consumers to purchase and enable omnipresent charging stations. *(Action : DHI)*

xii. Currently, start-ups that are incorporated between Apr 1, 2016, and Mar 31, 2021, are allowed to apply for the I-T relief and the eligible ones get it for a
block of 3 out of first 10 years. Given fact that start-ups hardly make profits in initial years and most even fail to survive, it would be better for a more liberalised taxation regime that makes it attractive for Startups to blossom.  

(Action : DoR)

xiii. Establish export promotion desk in all states jointly with the regional chambers of commerce to undertake a study on the export potential of every district in that state and create awareness.  

(Action :DGFT PC-3)

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<td><strong>Federation of Associations of Maharashtra (FAM)</strong></td>
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| i. | Accurate Information about newer markets and new potential customers should be made available in public domain for new Exporters. An IT platform for Buyer and Seller to virtually digitally congregate to access information and interaction.  

(Action :DGFT EG&TF) |
| ii. | The Government to represent and support exporters for their exports on Green policy and Environmental issues particularly with reference to the EU to prevent Border and penal tax barriers being raised. Our Nation is fulfilling all global obligations on the Green initiatives and reduction of carbon footprints. This can be used as a USP to promote our exports.  

(Action :DoC) |
| iii. | A price equalization mechanism for raw material inputs with global prevailing prices to enable the exports of good to be price competitive and viable for the exporting entity.  

(Action :DoC) |
| iv. | An stabilizing and equalization mechanism for power tariffs that are varying from state to state and to benchmark the state with lowest tariff and evolve a mechanism for exporters for differentials in power tariff benchmarked to be passed on as Direct Benefit Transfer to Exporting entities.  

(Action :DoC, DPIIT) |
| v. | Rejection of exported goods by Foreign buyers to be brought back with minimum processes and excessive scrutiny for those entities with an established track record of exports, parameters of which can be defined by the DGFT along with Customs department.  

(Action :DGFT PC-2, DoR) |
| vi. | Improving efficiencies and diligence of Banks which often delay crediting the account of beneficiary exporter for Foreign remittances received and also issue Bank Realization Certificates (BRC’s) without delays/ omission and reporting by Banks which often invites notices and queries from RBI and Customs due to these omissions and inaccuracies which occupies time and mind space of the bonafide exporter.  

(Action :DFS, RBI) |
| vii. | Basic Infrastructure lacunae at locations in rural areas or areas located away from main cities or district capitals – poor road network – poor quality of power and frequent power outages and sub-standard internet connectivity where the entity still has to use dongles to connect digitally.  

(Action :DPIIT) |
viii. Special incentive for those exporting finished goods that use recycled material – for example export of recycled roofing sheets made out of recycled plastic waste.  

*Action:* DoC

ix. A long term permanent sustaining solution is required to combat the acute shortage of Containers and galloping ocean freight rates.  

*Action:* CCI, Shipping

x. There is a dire need to reduce compliance burden and simplifying processes to enable the exporter to concentrate on their core competency.  

*Action:* DoC

9. **IMC Chamber of Commerce and Industry (Western Region)**

i. Set up a Task Force at ministry level which may work with industry associations to comprehend issues for each sectors. Problems need to be mapped to administrative units of Government whether central, state or local body and a process of resolution in a time bound manner be launched to bring about a revolutionary change in the administrative set up.  

*Action:* DoC

ii. For India to get integrated into the world supply chain, it was suggested to focus and draw upon the multi-nationals operating in India to facilitate sourcing of inputs for their global subsidiaries which will help integrated in India into their supply chains. A lot of chemical and pharmaceutical industries are a case in point.  

*Action:* DoC

iii. Seeds exports out of India are very meagre touching only 1000 crores, whereas the world market for seeds exports is over 100 thousand crores. The agriculture ministry should look at compliance and regulatory issues for import of parents seeds for growing in India and exporting out of India this will drastically improve incomes of farmers, lead to almost 100% value added exports and provide employment to the agriculture sector.  

*Action:* M/o Agriculture & Farmers Welfare

10. **All India Association of Industries (AIAI)**

i. The rising cost of logistics and shortage of containers is severely affecting the global competitiveness of local exporters. India has witnessed 15% decline in supply of containers in 2021. Shipping lines are facing huge rise in the cost of chartering containers and increase in bunker prices, which have in turn affected the logistics cost of exporters.  

*Action:* Shipping, CCI

ii. When SEZ units sell their goods in DTA, tax is levied on the entire value of the goods. Instead of levying tax on the entire value of the goods, government may tax only the imported components or raw materials that are used while producing the finished good. This will encourage units in SEZs to utilize their excess capacity optimally by catering to domestic demand. Further, Government may de-link fiscal incentives for SEZ units from NFE requirements. Fiscal incentives can be based upon other performance indicators such as employment generation, investment in research and development and use of sustainable practices such as green technology, etc.  

*Action:* DoC SEZ Division
iii. Goods sold from an SEZ unit to the DTA faces high autonomous tariff while goods imported from a country with which India has a free trade agreement (FTA) faces zero duty. This makes local SEZ units uncompetitive vis a vis exporters in FTA countries. Hence reduce tax on SEZ products at par with tax on imports from FTA countries.  
   (Action : DoC SEZ Division)

iv. Government should promote the setting up of design studios on a public private partnership model by collaborating with the industry. India has the potential to be the global design hub in leather, textile, gems and jewellery sectors by providing policy thrust on developing innovative designs through these studios.  
   (Action : DoC, BIS, M/o Chemical & Fertilizers)

v. Organise international festival for Geographical Indications (GI) in New York, Paris, London and Tokyo to create awareness about the traditional Indian products and thus promote their exports.  
   (Action : DoC)

vi. Services exporters are eagerly awaiting the government to disburse SEIS incentives for the year 2019-20.  
   (Action : DGFT PC-3)

vii. Government should incentivize handicraft export/MSME export through e-commerce. The government should also engage with e-commerce platforms to promote export of handicraft and handloom products. Similarly, Tribal Cooperative Marketing Development Federation of India (TRIFED) should handhold tribal artisans to export their products through e-commerce platforms.  
   (Action : DGFT PC-2, M/o Tribal Affairs)

viii. In order to tide over domestic shortage of natural rubber, which is used as input by domestic tyre manufacturers, the government should allow duty-free import of it.  
   (Action : DoR CBIC)

ix. Bring petroleum products under GST.  
   (Action : DoR CBIC)

11. Merchants Chamber of Commerce and Industry (MCCI)

i. In line with the National Steel Policy (NSP) 2017, impose complete ban on the export of iron ore & pellets, Pig Iron and Scrap to address the ongoing demand-Supply Mismatch for value added or Hi Tech industries. Exports of Steel Semis may also be restricted, even totally stopped in certain sub sectors.  
   (Action : M/o Steel)

ii. The RODTEP rates announced for many sectors are very less. MSME exporters in metal works like castings, fasteners, flanges have been completely ignored under RoDTEP. RoDTEP benefit should be given for AA holder especially the ARO holders to make the Steel Export Parity Price scheme workable in the RoDTEP regime.  
   (Action : DGFT PC-3)

iii. To address the issue of logistics challenges, expedite the formation of Shipping Regulator and also a National Line to keep cartelization under control.  
   (Action : M/o Shipping)
iv. The interest equalization scheme should be offered for a period of minimum 3 years to provide continuity and stability for exporters. Interest equalization rate @ 5% for merchant exporters and @ 8% for MSME sector manufacturers should be given due to Increase in input prices, Cycle time and Freight rates.  
(Action: DGFT PC-4)

12. Federation of Indian Micro and Small and Medium Enterprises (FISME)

i. To mitigate the adverse impact of high commodity prices on Indian industry and exports, Variable Duty Regime (VDR) may be adopted for major industrial raw material viz. steel, aluminium, copper, polymers. Duty may be applied in a calibrated manner as the prices keep moving upwards. For example in the case of Aluminium, full customs duty may become applicable when LME is at $1300 pMT and may be set at zero if LME price is > $2000 pMT.

(Action: DoR)

ii. All bank branches should be enabled through IT to receive ForeEx. If a bank receives but does not credit the remittance within 24 hours in exporters account, it should be liable to pay interest as on savings account.

(Action: DFS)

iii. Customers of Private banks as well as of PSBs be treated at par and private banks be enabled to make all statutory/ tax and payment of Customs duty.

(Action: DFS)

iv. An online mechanism should be developed to provide advance ruling on the documentation or the customs duties.

(Action: DoR)

v. To augment capacities of Indian mfg. and export value added products, public procurement should be leveraged through medium enterprises.

(Action: DoC, MSME)

vi. Allow EPCG for technical up-gradation with less Export Obligation,

vii. ECGC limits to be eased for MSME

(Action: DoC)

viii. Rising container prices, high inland haulage, and high freight cost are issues troubling the small manufactures.

(Action: CCI, DOC)

13. Laghu Udyog Bharati

i. Rising cost of raw material is the biggest worry for MSMEs. Cost of Plastic, Chemicals, Cotton, Steel, etc are rising leading to the MSMEs becoming uncompetitive. Export of raw materials like raw Cotton and Steel etc. is taking place which is hampering export of finished products after value addition of these items which needs to be balanced as import of finished products are being made at a higher price.

(Action: DOC, MSME)
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| ii. | There is an acute shortage of containers during this period and their rates have increased multiple times which is adversely impacting export business. Suitable remedial measures need to be taken in this regard.  

*(Action : CCI, DOC)* |
| iii. | Indian Cotton do not carry any brand value which adversely affects its pricing in international market. Even at the inspection time, 100% sampling is required. Therefore, with support of Govt. and Cotton Corporation of India in this regard, Indian cotton can fetch higher prices.  

*(Action : M/o Textiles)* |
| iv. | Delay in payment of input tax of GST locks up big amount causing financial hardship.  

*(Action : DoR)* |
| v. | For container loading at the factory premises, requirement of factory license has been imposed which is against the spirit of Ease of doing business as there is no link between container loading and factory license.  

*(Action : DoR)* |
| vi. | There is a huge potential of exports from North-East Region to the neighbouring countries particularly in Agri., Horticulture and Food Processing etc. but due to connectivity and logistic issues these could not be exploited, as consignment to Myanmar has to be shipped from Haldia Port to Bangkok and then Yangon. There is need to explore trade routes with Integrated Check Posts (ICP) with standardised and single point facilitation to Myanmar and Bangladesh. Similarly, there is need to have Land Custom Stations (LCS) at all export transit points in North-East Region which are lacking presently. Further, with the cooperation of Bangladesh Govt., export from Chittagong Port can transform the entire North-East Region in macro international Trade.  

*(Action : DOC)* |
| vii. | Export Promotion Councils should be available in all districts and coordinate with District Industries centres to help and facilitate small exporters in documentation, packaging, guiding new industry undertaking etc. They should also have facility of Marketing Research centre with suitable comprehensive data relating to requirements of various countries. They should also help in developing high quality Tool and Dies. Artisans and Gram Shilpi’s should also be trained by them for better finished products with attractive packing.  

*(Action : DOC)* |
| viii. | There is absence of high quality labs of International Standards in India. Exporters are to depend upon foreign labs like British Standard Institution and SGS etc. Although, these companies have offices in India but they send the samples to labs situated in foreign countries. Hence, there is need to set up high quality labs in India to fulfil requirements of importing countries  

*(Action: DoC, M/o Chemical & Fertilizers)* |
| ix. | There has been delay in payment of MEIS Scheme. To help small exporters, particularly during this pandemic when there is cash crunch, there is need to release pending dues under the Scheme at the earliest.  

*(Action : DGFT PC-3)* |
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<th>14.</th>
<th><strong>NASSCOM</strong></th>
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| i.  | Need to provide a framework to enable the industry to plan and implement hybrid work model of remote and on-site working. This will help the industry’s global competitiveness by enabling better talent management, scale up of business, increased productivity while contributing to job creation in tier II, III cities.  
*(Action : DoC, DPIIT)* |
| ii. | Need to address the lingering issue of clarification from the Ministry of Finance that the BPM exports are not in the nature of intermediary services and should not be subject to 18% GST. This issue is hurting the industry due to delay and denial of GST refunds, increasing litigations and making the industry uncompetitive. GST council approved circular in 2019 has not been issued till date. Now even IT services exports are getting impacted.  
*(Action : DoR)* |
| iii. | Detailed suggestions on enabling eCommerce exports have been submitted as part of FTP submission to the Department of Commerce.  
*(Action : DGFT PC-2)* |
| iv.  | The industry is keenly awaiting clarity of processing of SEIS for past period. For future the SEIS should be extended to Engineering and R&D services and AR/VR services.  
*(Action : DGFT PC-3)* |
| v.   | IT and ITES enabled services are facing major issues in SEZ rules such as due to instruction no. 95 dated 11th June 2019 issued for restricting duty benefit on cafeteria, crèche, gymnasium and similar facilities, Operational issues being faced on endorsement of invoices, Explicit clarity on enabling WFH on a long-term basis, allowing work from home option for all the employees etc.  
*(Action : DoC-SEZ Division)* |
| vi.  | Classification of IT and ITES Services as Intermediary supplies under GST at place of supply is leading to several litigations and troubling the sector. There is need of policy clarity on the issue at the earliest.  
*(Action : DoC-EP Services)* |

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<th>15.</th>
<th><strong>Indian Machine Tool Manufacturers Association (IMTMA)</strong></th>
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| i.  | Requested early announcement of PLI for Auto Sector.  
*(Action : DHI)* |
| ii. | Upward revision of RoDTEP rates and Release of pending claims for MEIS.  
*(Action : DGFT PC-3)* |
| iii. | To support Automobile export, there is inadequate availability of Semi-Conductors and its parts in India. Need to encourage domestic manufacturing and Investment promotion to manufacture these in India. Road linkages with Auto clusters may be improved.  
*(Action : DHI, DPIIT)* |
| iv.  | Railway connectivity and railway yard development in neighboring Countries like Bangladesh, Nepal and Bhutan may be done to support export of automobiles.  
*(Action : M/o Railways)* |
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<th></th>
<th>South East Asian forum may be formed as a joint initiative to enhance trade with these countries. <strong>(Action : DoC)</strong></th>
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<td>FTAs may be negotiated in favor of local industry and Govt. must intervene to reduce import duties for auto exports in markets like Malaysia. <strong>(Action : DoC)</strong></td>
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<td>Govt. may also engage with other countries to also look at acceptance of Indian certifications in other countries. <strong>(Action : DoC, Mo Chemical &amp; Fertilizers)</strong></td>
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<td>Support for export of used and unfurnished vehicles to South Asian countries. <strong>(Action : DoC, DHI)</strong></td>
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<td>EXIM bank must cover risk in Latin American countries. <strong>(Action : DFS)</strong></td>
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<td></td>
<td>MEA can play a key role as trade facilitator for auto industry. <strong>(Action : MEA)</strong></td>
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16. **Society of Indian Automobile Manufacturers (SIAM)**

|   | Introduce Production Linked Incentive scheme for the auto and auto component sector ASAP. **(Action : DHI, DPIIT)** |
|   | RoDTEP Rates released do not adequately compensate for the levies and taxes getting embedded in product price for some segments. The per quantity cap further reduces the RoDTEP. There is a need for upward revision of RoDTEP rates. **(Action : DGFT PC-3)** |
|   | OEMs have not been able to claim MEIS for 2020-21. This needs urgent intervention. **(Action : DGFT PC-3)** |
|   | Adequate availability of electronics parts (Semi-conductor) impacting manufacturing. Need investments by Technology providers in India. **(Action : MeitY)** |
|   | Rates by Shipping Liners to be moderated for Exports to remain competitive. **(Action : Shipping)** |
|   | Improve Road infrastructure linking Ports from Auto Clusters in India and improve Railway Yard and Siding Infrastructure development with neighbouring markets of Nepal, Bangladesh, and Bhutan. **(Action : DPIIT)** |
|   | Create Southeast Asian Forum (India, Nepal, Bangladesh, Myanmar and Sri Lanka) for exchange of practices and joint initiatives to enhance Trade **(Action : DoC)** |
|   | FTAs/PTAs with markets of the world, such as countries in Africa, Latin America, Neighbouring markets, some markets of Southeast Asia, and not with countries where automobile factories are located. **(Action : DoC)** |
ix. Automobile industry is highly regulated and any change in regulations in any market can impact exports. Mutual Recognition Agreements OR Annex for acceptance of Indian certification and regulations required with all critical markets.  
(Action : DHI)

x. Support in developing an automotive industry policy, regulations and testing facilities for vehicles for target countries.  
(Action : DHI)

xi. Bangladesh, Nepal and Sri Lanka and many African countries are second-hand vehicle importers - Need to highlight concerns about using used/refurbished vehicle.  
(Action : DHI)

xii. Africa and Latin America have high risk of political and economic instability - EXIM Bank needs to take lead and provide financial support and cover country risk.  
(Action : DFS)

xiii. Many markets, such as Nigeria, Algeria are dependent on commodity market (Oil), hence foreign exchange crisis is common - Look at barter arrangement or Rupee Trade with such countries.  
(Action : DFS)

xiv. Special need for MEA and the Indian Mission in respective countries to be a trade facilitator for Indian Industry.  
(Action : MEA)

17. **Auto Component Manufacture Association (ACMA)**

i. With the growing demand for electronics content in vehicles, India may miss the opportunity in exports. Hence, the Government of India must incentivize investments in auto electronics/x-EV components to make the industry future-ready in exports.  
(Action : DHI, DPIIT)

ii. Create Foreign Exchange stability fund (FESF) in a bank to hedge currency for small scale exporters and to offer fixed exchange rates upon export only and Allow trade in local currency, for focused countries with high potential but high currency volatile markets such as Iran, Brazil, Nigeria, South Africa etc. Currency exchange risk to be borne by the government.  
(Action : DFS)

iii. Introduce a Special export promotion Scheme for developing markets such as SAFTA, Africa, Middle East, South America and CIS countries.  
(Action : DoC, DGFT PC-3)

iv. India has opened 90-95% tariff lines for least developed/developing countries but encounters high tariff barriers in exports. Hence, SAFTA needs to be revisited. Also re-instate MERCOSUR and SACU PTA negotiations and FTA with EU and UK.  
(Action : DoC)

v. Announce New Foreign Trade Policy-2021-2026 early with introduction of ‘Robust transitional provision’ for unutilized scrips under schemes such as FMS /FPS / MLFPS/ SEIS / MEIS with the exporters and continuation of EPCG Scheme and other key benefits.  
(Action :DGFT PC-3, PC-5)
vi. Promote R&D and Product Development in India to maintain or increase India’s export share. The government may consider reimbursement of 50% of R&D expenses undertaken by the firm or Re-instate 200% Weighted deduction for R&D investment/spend and also should extend for R&D outsourced to Third-Party Service Providers. (Action :DHI, DPIIT)

vii. Interest Equalization Scheme for Pre and Post Shipment Rupee Export Credit be extended for another five years to align with the proposed new foreign trade policy. Interest subvention should be increased to 5% for all categories of companies. (Action :DGFT PC-4)

viii. Input cost is one of the key factors to remain competitive in the global market. Increasing Raw Material prices is one of the biggest concerns for the manufacturing Industry. Raw material prices must be regulated. (Action :DoC)

ix. To make quality and low-cost products for the world, acquisition of technology and advanced equipment are the key factors that require significant investment. Companies are highly dependent on financial institutions for finance, and the high commercial rates are not viable. Government must facilitate the subvention scheme for such investments. Minimum 5% interest subvention can be recommended. (Action :DPIIT, DFS, DGFT PC-4)

18. **Indian Electrical and Electronics Manufacturers Association (IEEMA)**

   i. More testing facilities must be created in India for the Industry. India does not have CPRI testing facilities and is dependent on other countries. Government must invest on that. (Action : DPIIT)

   ii. EXIM bank has a condition that contractors have to buy 75% from Indian manufacturers. However, in practice, contractors still billing from outside India viz. China also. It should be for LoC projects mandatory to buy from India if products are available in India as per specifications. (Action : DFS)

   iii. Relook in RoDTeP scheme. (Action: DGFT PC-3)

   iv. FTA with EU, Latam, etc to increase our share against China and Turkey players. (Action: DoC)

19. **FIEO**

   i. Merchant Exporter, as per Notification No. 40 and 41/Integrated Tax (Rate) dated 23.10.2017 issued by CBIC, is eligible for procurement of goods at GST rate of 0.1% from a manufacturer for exports, subject to fulfilment of certain conditions stipulated therein. One of the stipulated conditions is that the recipient (Merchant Exporter) shall export the said goods within a period 90 days from the date of issue of a Tax Invoice. During recent times, the Covid-19 pandemic has brought innumerable challenges to exporters due to lockdown and restrictions in movement not only in India but in the importing countries also. The shortage of containers, frequent shutouts by shipping lines besides exorbitant freight rates further affected the timely exports. These factors halted export activities of the exporters and several exporters have not been
able to fulfil the above condition of export of the goods. In view of the above, the condition of export within a period of 90 days may be extended to 180 days from the date of issue of tax Invoice where Merchant Exporters have procured the goods availing the exemption from 1.2. 2021 onward upto 31st March, 2022.

(Action: DOR)

ii. Many exporters, holding Advance/ EPCG Authorisation, have defaulted in meeting the export obligation due to factors entirely beyond their control like Covid-19 pandemic, lockdown and restrictions in movement etc. In view of above, export obligation period may be extended till 31st of March, 2022 where export obligation has become due from February, 2021 onwards.

(Action: DGFT PC-4, PC-5)

iii. After the first wave, RBI extended the remittance period from 9 months to 15 months with corresponding increase in pre and post exports shipments. The second and third waves in many important countries have necessitated reintroduction of such facilities. DOC should take up the matter with the RBI to extend the remittance period for exports from 9 months to 15 months. Similarly, pre and post shipments credit period may be extended upto 15 months.

(Action: RBI)

Bengal Chamber of Commerce Industry (BCCI)

i. Twenty industries which are labour intensive need attention on RoDTeP. For Tea Industry, the Rate comes to around 6% approx. However, the rate granted is 1% for all types of Tea, tea bags, tea waste, etc. In case of Black Tea – Leaf/Dust in bulk, it has been kept at 1.7% subject to a cap of Rs. 3.60 per UQC. This is significantly lower than the embedded taxes in the Export of Tea. The Tea Industry requires greater RoDTeP rates which may be re-looked.

(Action: DGFT PC-3)

ii. The export bottleneck of Filing Export General Manifest (EGM) in case of export by sea may be examined. GST Refunds are granted to exporters only when the EGM is reflected on the ICEGATE Portal. However, in many cases the Customs Authorities do not update the EGMs on ICEGATE Portal. Hence, the GST refund is often stuck. A nodal agency may be created between Customs and GST to facilitate the given information exchange for GST Refund.

(Action: DoR)

iii. The proposal of eWallet which was suggested during the GST notification in 2016 is yet to be implemented. eWallet was supposed to inject liquidity into the system and so the given implementation may please be hastened.

(Action: DoR)

iv. Though pre-import condition was primarily for advance authorization issued between 13.10.2017 to 10.01.2019, DGFT is not allowing imports effected after 10.01.2019 just because authorization is issued during this period. Even if the exporters pay IGST, there is no clear-cut guideline for availing input tax credit. The problems like how to account for the IGST if paid by Challan and
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<th>No.</th>
<th>Indian Association of Tour Operators (ITAO)</th>
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<td>i.</td>
<td>SEIS for the financial year 2019-20 should be released immediately which is pending for 17 months and there should not be any capping for the tour operators and the hospitality industry. Tourism industry is in huge financial crisis and is in dire needs of funds and SEIS is the only hope for them. (Action: DGFT PC-3)</td>
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<td>ii.</td>
<td>SEIS should continue for the next 5 years and to be included in RoDTEP scheme in the foreign trade policy being framed for 2021-26. There should not be any reduction in percentage of SEIS and minimum 7% should be maintained for the Tour Operators. (Action: DGFT PC-3)</td>
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<td>iii.</td>
<td>Tourism service providers should be allowed to set off the GST paid on input services and operational expenditure as they do not get any input tax credit on GST paid on input services procured. (Action: DGFT PC-3)</td>
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<td>iv.</td>
<td>Tourism industry to be treated as deemed exporter at par with other exporters based on their foreign exchange earnings by relaxing the parameters/definition</td>
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<td>22.</td>
<td><strong>Express Industry Council of India (EICI)</strong></td>
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| i. | To promote E-commerce and low value exports being sent via Courier and post, as it covers B2C as well as exports from SME and shops like handicraft shops/ saree shops / sweet shops, etc. RoDTEP or special Incentive/script be introduced which can be used for payment of Customs duty as well as IGST. There should not be any value cap in such incentives as exports from courier mode has received ‘zero’ incentive under MEIS since 2018 even when lacs of shipment would have travelled under CSB V.  
   (Action: DGFT PC-3) |
| ii. | Currently SEZ shipment are not enabled for export connection from International courier terminal. SEZ units file export shipping bill in SEZ online and incur shipping bill filing charges on per shipping bill basis. This must be free of cost. Robust message exchange option between SEZ online and ECCS should be provided to enable connection of Export shipments from International courier Terminal.  
   (Action: DoC SEZ) |
| iii. | Currently IEC as well as GSTIN registration is required. There must be only one number and registration.  
   (Action: DGFT PC-2, DoR) |
| iv. | Today exporters need to get registered in ICEGATE. Same data needs to be filed in Shipping bill as well. An easy onetime registration process be introduced where by data must go directly from ICEGATE to shipping bill and exporter only feed the data of the product being exported.  
   (Action: DoR) |
| v. | E-commerce exports for Gems and Jewellery should be facilitated by relaxing the concerned provisions at Customs and Integration of e-commerce shipping bills with ICEGATE may please be expedited.  
   (Action: DoR) |
| 23. | **Federation of Freight Forwarders Associations of India (FFFAI)** |
| i. | There is a need to work on availability of containers as well as local manufacturing of containers. Possible manufacturing or chartering of ships is also essential and should be looked into in the longer term. Reaching the world market for India’s export would further be possible with better availability of |
cold chain containers for perishable goods.  (Action: Shipping, CCI, DPIIT)

ii. There is a need to connect Indian ports with the major international ports with direct loading. Hence, one single platform may be created to link all stakeholders responsible for logistics processes.  (Action: Shipping, DoC)

iii. There is a need to understand the implication of logistics cost on international market access for examine India’s global competitiveness.  (Action: Shipping, DoC)

iv. Dedicated Cargo Freight Corridors are yet to become a reality. West is progressing and South is yet to take off. These when completed may change the landscape of Indian cross border trade. This will be a passport to expediting beyond US$ 400 Billion vision.  (Action: Shipping, DoC)

v. India is yet to set sail strongly with its own marine fleet (Indian Shipping Line) and hence are reliant on foreign flag vessels. This impacts our exports and drains foreign exchange resources by way of cargo freight. Large dependency on foreign vessel operators creates avoidable monopoly and forces the Indian exports at their mercy. This can be seen in the present crisis of shortage of containers, slots and vessels for export cargo and the unthinkable ocean freight rates. It is desirable that India enters marine freight in large scale to support Indian industry. This could be initially by chartering vessels and later slowly create our own fleet of ships over the next few years.  (Action: Shipping, CCI, DPIIT)

vi. There is need to create centralized redressal mechanism for exporters/Custom Brokers facing difficulties/ bottlenecks in exports with any stakeholders such as Customs, Port Authorities, Custodians, DGFT, Shipping lines, Airlines, Forwarders, Transporters etc. This is important, since big exporters are able to get redressal with authorities, whereas small MSME exporters are unable to get audience for their problems.  (Action: Shipping, CCI, DoR, DGFT PC-2, DOC)

vii. Once an export consignment has been exported after taking LEO, due to any change in parameter or bonafied errors, the amendment is not possible in EDI system. This is causing tremendous difficulties for exporters in claiming correct inward remittance and export related benefit including IGST.  (Action: DoR Customs)

viii. Infrastructure development needs to be enhanced at air cargo terminals, seaports, ICDs, Land Custom Station, container freight station across the country vehicles bringing export cargo and corresponding increase in export examination area and warehousing space inside Custom premises needs to be robust. At present there are huge delays faced by exporters/ Custom Brokers leading to delay in export consignment missing out on the vessels. This is also increasing the detention cost.  (Action: DoR Customs)
The Seafood Exporters Association of India (SEAI)

i. RoDTEP does not take into account the value addition aspect and has left out various products. Rates and caps of RoDTEP may be reconsidered and corrected. MEIS release may be expedited.  

(Action: DGFT PC-3)

ii. As an impediment to EoDB, recently FSSAI has started auditing and inspection of all fish processing units when the seafood/fisheries/marine is governed by EIC and MEPDA. Government should look at this. 

(Action: FSSAI)

iii. Seafood/Fisheries sector must be considered as labor intensive sector and benefits under Interest Equalization Scheme must be made available to them. 

(Action: DGFT PC-4)

iv. Covid protocols followed by China is only of its kind and is causing delays in clearance. Rejection due to presence of nucleic acid material on outer packaging and the subsequent suspension of the units is causing a great amount of difficulty as China is an important market. 15 units which have been delisted are still awaiting relisting. The EEC is more harsh on Indian imports by enforcing 50% sampling of Aquaculture Shrimp, against 10% sampling from other countries. This can be taken up during the FTA talks. 

(Action: DoC)

v. Freight hike has had the biggest quantum impact on the seafood industry as all our cargoes are reefer. Availability of refer containers is also acting as a hindrance in exports. 

(Action: Shipping, CCI)

Way Forward:

i. Shri Som Prakash, Minister of State

Honorable MOS informed that a Target USD 400 billion merchandise exports in 2021-22 is based on past trend, current scenario and policy dynamics in India and rest of the world. To achieve this target, a national effort with whole of Government approach and interact with all stakeholders is required. A series of steps are needed to recalibrate the economy and build up the growth momentum. Government holds regular interactions and discussions with various industries and industry bodies to understand the issues being faced by them and take possible measures to resolve them. Hon’ble MOS mentioned some of the key steps taken up by DPIIT like development of 11 corridors with 32 nodes for providing logistics support for fast-track movement of goods and services and development of India International Convention and Expo Centre (IICC) in New Delhi & allied infrastructure. He also informed that Ease of Doing business and Reduction of compliance burden are being addressed. A series of policy decisions have been taken by way of implementation of Make in India through Empowered Group of Secretaries (EGoS), Project Development Cells, Production Linked Incentives Schemes. The purpose is to bring synergies and ensure timely clearances from different departments and Ministries, to attract increased investments into India and to facilitate investments of top investors.
He further mentioned that DPIIT has recognized 54,310 startups. These are growing almost at a rate of about 1000 new startups every month and average 11 direct jobs are created by each startup. DPIIT has set up Startup India Seed Fund Scheme with an outlay of ₹945 crores. A Credit Guarantee Scheme for Startups is under consideration. In order to provide safe reliable quality goods; minimizing health hazards to consumers; promoting exports and imports substitute, Technical regulations/Quality Control Orders (QCOs) are issued by Govt. of India in consonance with the WTO Agreement on Technical Barriers to Trade (TBT). So far 441 Standards have been brought under Technical regulations under BIS Act by various line Ministries. Public Procurement (Preference to Make in India) Order, 2017 (PPP-MII Order) was notified on 15.06.2017 to encourage manufacturing within the country. Special Schemes are being implemented for the North Eastern region and Himalayan States and UTs. An India Industrial Land Bank has been created. It provides a GIS-enabled database of industrial areas including clusters, parks, nodes, zones, etc. across the country to help investors identify their preferred location for investment. 4363 industrial parks/estates/SEZs in 5.60 lakh hectares have been mapped on India Industrial Land Bank (IILB) along with net land area availability. It is expected to promote investment and boost manufacturing and trade.

The presentations made by various Industry chambers and the detailed discussions held have provided industry’s perspective and highlighted their focus areas and key concerns. Reduction in corporate taxes for domestic manufacturing units, setting up of the Insolvency and Bankruptcy Board has aided Ease of doing Business. Many measures are in the pipeline to act as enablers for strengthening our manufacturing capacity and improve competitiveness. We thus need to work together in a symbiotic manner and complement each other’s strengths. We need to work together in a positive and constructive manner and make all efforts to achieve the vision of attaining USD 400 billion exports and retain the trend in future also.

(ii) Smt. Anupriya Patel, Minister of State

Hon’ble MOS stated the union government has targeted to achieve tripling our merchandise exports to $1 trillion in the next six years by 2027-28 and achieving the target of $400 billion dollar in this fiscal year 2021-22. It is not possible without close interaction with industries. She informed that for the past 10 years, our merchandise exports have stagnated and fluctuating between $260 billion to $330 billion. The ambitious target given to us is a quantum jump, not just an incremental increase. To achieve this, we need to increase the share of our exports from 10% of the GDP to 15% of the GDP.

There is a tremendous potential for exports to grow. What we need is look for newer destination, new markets, and create more value added exports. The global environment is quite favourable, we have to develop a holistic plan to make sure that we take full advantage of the prevailing circumstances. Government of India is making all efforts to minimize the impact of the pandemic. The biggest ever vaccination drive in the world is being carried out in the country. This pandemic in a way has taught us to be self reliant and to look for better ways to be independent.

The representatives of industry chambers have highlighted their concerns, their challenges, and lots of important issues. She assured to examine and resolve them. She informed that due to initiatives taken by the Govt., India’s ease of doing business ranking has been improving constantly. The reduction of compliance burden is being addressed. Quality control is also being given immense importance. A national logistic policy is being drafted with a view to build a cohesive and well integrated logistics network across the country so that our logistic costs come down from the
current 18% to 13%. Infrastructure creation has also been prioritized. Government has taken steps to promote investments through the product link incentive scheme. The questions raised about RoDTEP scheme will be addressed. As per our roadmap, districts are also going to be treated as export hubs. DGFT is engaging with the State governments to identify products within each district which have an export potential and we are going to provide financial assistance to the state governments and lots of other things which could be required in making our exports from the districts to international market. FTAs are also being speeded up.

She further informed that the government is leaving no stone unturned. We are fully committed to achieving this ambitious target that has been given to us by the hon’ble Prime Minister of India on sixth of August, 2021 by launching ‘Local goes global - make in India for the world’. Our industries, associations have shown a great deal of enthusiasm, optimism and also a sincere commitment in this regard.

Address by Shri Piyush Goyal, Minister of Commerce and Industry

Hon’ble CIM, in his addressed, stated that the interaction with Industries and associations will create a roadmap to build a vibrant & robust industry ecosystem. He appreciated the selfless spirit of all Industry Associations during COVID-19. He said that with collective will, agility & synergies, we turned a ‘Crisis into an Opportunity, as the Merchandise exports for first 2 weeks of Aug’21 up by 45% over 2020-21 & up 32% over 2019-20 and Merchandise exports for 1st April to 14th August 2021 up by 71% over 2020-21 and up 23% over 2019-20.

He further added that it is right time to reflect on how to achieve future targets. He said that India’s average applied import tariff dropped to 15% in 2020 from 17.6% in 2019, sharpest annual fall in about a decade and a half and our applied tariffs are way below the bound rate of 50.8% (permissible limit under the WTO), with a positive momentum. India is working in mission mode to achieve target of $400 billion merchandise exports in 2021-22.

Speaking about aim of USD 2 tn contribution of exports by 2030 in economy, Hon’ble CIM said that economy is on a path of revival and India received the highest ever FDI inflow in 2020-21. It surged by 10% to USD 81.72 bn from USD 74.39 bn (2019-20) and FDI during May’ 21 is USD 12.1 bn i.e. 203% higher than May’20 & 123% higher than May’19. Hon’ble CIM said that from EoDB to Exports and from Startups to Services, India is taking giant leaps in each sector.

Hon’ble CIM further said that more than 54,000 start-ups were providing 5.5 lakh jobs, and more than 20 lakh jobs will be created by 50,000 new start-ups in the next 5 years. He said that it is time for our Industry to expand our capacity, capability & commitment to develop resilient global supply chains. Our relentless efforts are a testament to the world of our potential and India’s ability to scale and our Industries have truly inculcated spirit of “Sabka Sath, Sabka Vikas, Sabka Viswas, Sabka Prayas”

Speaking about Prime Minister’s clarion call on 6th August, 2021 “Local goes Global: Make in India for the World”, he said Quality, Productivity, & Efficiency will make our export basket Bigger, Better & Broader and Transforming Industries & Transforming Lives through Initiatives. Our Industries and Associations would play a key role in achieving target of $400 billion merchandise exports in 2021-22.
He informed that Governments focus will be on PLI worth Rs 1.97 Lakh Cr to 13 sectors in next 5 years, Focus on 24 sectors to attract investment, one-stop digital platform to facilitate businesses through Investment Clearance Cell (ICC), One District One Product under which creating a pool of 739 products from 739 districts and India Industrial Land Bank for providing a GIS-enabled database of industrial areas. He said that Centre expects that Indian Industry should suggest areas for intervention through research, handholding of exporters/manufacturers, deeper engagement with States, greater engagement with Missions, etc. All issues and concerns raised during the meeting will be looked into.

In his concluding remarks, Hon’ble CIM said that “The key to success is to focus on goals, not obstacles”. Indian industry through their conviction & commitment have demonstrated to the world that we can rise to any challenge and conquer it. Our Industries and Associations will play a key role in developing a SAFE ecosystem i.e. Sustainable, Agile, Futuristic & Efficient to make India a Global Hub of manufacturing and together, we will achieve ‘Sarva Lok Hitam’ i.e. growth of industry with ‘Quality driven productivity’.

The meeting ended with a thanks to the Chair.

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