EXIM PROCEDURE

INDIA BRAND EQUITY FOUNDATION
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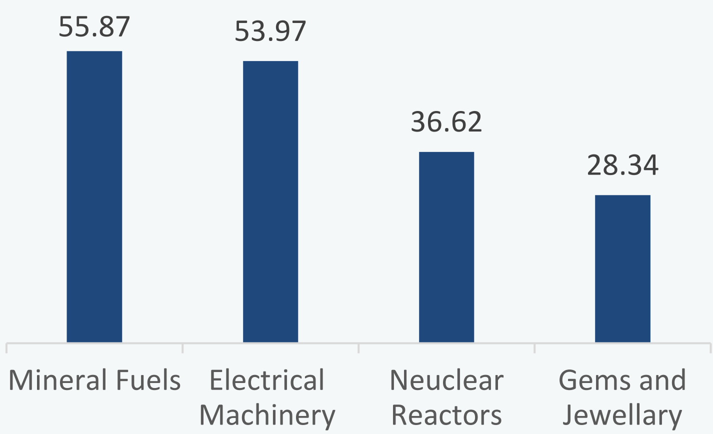
Overview

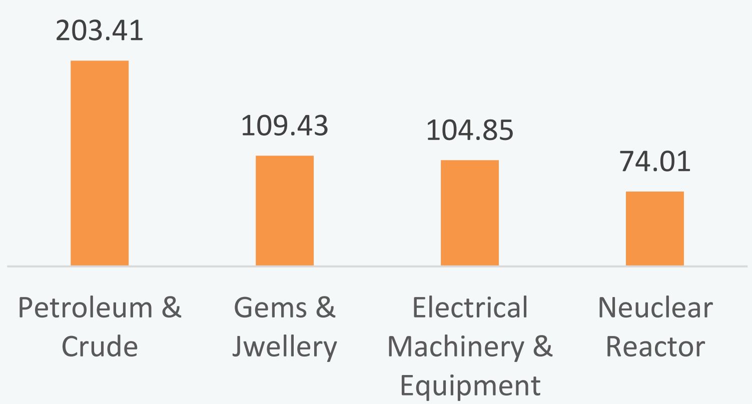
EXIM India: Overview

- In FY26, India exported goods and services worth US$ 860.09 billion, and imported worth US$ 979.40 billion.
- In FY25, India exported goods and services worth US$ 825.26 billion, and imported worth US$ 919.92 billion.
- 168 commodities were traded with 241 countries in 2025-26.
- Foreign trade in India is regulated by the Foreign Trade (Development and Regulation) Act, 1992, and all relevant provisions and policies are developed by the Central Government.
- At present, Foreign Trade Policy 2023 outlines the guiding principles and provisions related to export and import in the country.
- In India, promotion and facilitation of foreign trade is managed by the Directorate General of Foreign Trade (DGFT) under the Ministry of Commerce and Industry (MoCI).
- The Cabinet has approved the Export Promotion Mission with an outlay of Rs. 25,060 crore (US$ 2.77 billion) between FY26 and FY31, creating a unified, digitally driven framework to boost India's export competitiveness.
- The Export Promotion Mission focuses on MSMEs, first-time exporters, and labor-intensive sectors, offering affordable trade finance, certification support, and improved market access. It also aims to accelerate exports from non-traditional districts while generating jobs across manufacturing, logistics, and allied services.

Key Export Products (FY26) (US$ billion)



Key Import Products (FY26*) (US$ billion)



Source: *Directorate General of Foreign Trade, Directorate General of Commercial Intelligence and Statistics, News Articles*

EXIM Infrastructure (1/3)

- Comprehensive infrastructure improves competitiveness of the country in foreign trade. In 2023, India ranked 38th among 139 countries in the Logistics Performance Index.
- Average logistics cost in India is 15%; to improve the sector's performance, the Indian government has taken steps to boost infrastructure. In 2022, the National Logistics Policy was launched by the government to reduce the logistics cost.
- EXIM infrastructure constitutes six key elements—transport, port, communication, energy, financial and business services. India has taken up separate initiatives to develop infrastructure for all key elements of foreign trade.

Source: *The World Bank Data: Logistics Performance Index, PHD Chamber of Commerce and Industry*

EXIM Infrastructure (2/3)

Infrastructure Elements	Description	Current Status
Transport Services	Competitiveness of foreign trade is mostly dependent on the domestic and international transport systems of the country. A good road, rail, air and port infrastructure facilitate export–import activities. India has one of the largest transport infrastructures in the world.	Road: 63,73,581 km road network (As of FY26) Railway: 1,37,522 km track Number of Airports: 163 airports
Port Facility	Seaport facilities such as internal and external logistics services, speed and destination of custom clearance play a crucial role in maintaining transport cost and thus, the success of the country's export and import efficiency.	Ports: 12 major and 200 non-major ports
Communications	Telecommunication infrastructure helps in keeping the transaction cost low and thus, improving export competitiveness. Wireline, wireless communication, and internet access are critical for the ease of doing business.	Data as of March 2026: Telecom Subscribers: 1.33 billion • Wireless: 1.28 billion • Wireline: 48.25 million Internet Subscribers: 1,092.79 million Optical fibre Network : 42.36 Lakh Km (As of Sep, 2025).
Energy	Disruptions in electricity supply to domestic manufacturers may lead to high production cost and thus, high international prices. Regular, stable and cost-effective electricity supply help in export efficiency.	Installed Capacity: 542.35 GW (as of May 2026)
Financial Services	Access to trade and insurance products & technology play a major role in the trade attractiveness of a country.	12 public sector banks, 21 private sector banks, 44 Foreign Banks (Branch Mode), 28 regional rural banks, 1,457 urban cooperative banks and 97,006 rural cooperative banks.
Business Services	Regulations and documentation requirement impact the movement of goods, and the transaction cost.	

Source: *PHD Chamber of Commerce and Industry, Ministry of Road Transport and Highways, Indian Railways, Airport Authority of India, World Bank, Reserve Bank of India*

EXIM Infrastructure (3/3)

Infrastructure Elements	Key Updates
Ports	The Government of India is implementing the Sagarmala Programme with 845 projects worth about Rs. 6.06 lakh crore (US$ 64.21 billion), of which 315 have been completed. It aims to promote port-led development and reduce logistics and transportation costs.
Communication	Under the Amended BharatNet Programme, the Government of India is upgrading and expanding the rural broadband network in a phased manner to provide connectivity to about 2.65 lakh Gram Panchayats. The programme includes a robust ring-topology network, improved bandwidth, network redundancy, and last-mile connectivity. Implementation is ongoing beyond 2025.
Road	India's road network is the second-largest in the world. The government aims to construct 30,600 km of highways in 2031-32 in a comprehensive highway development plan. To improve co-activity and transport of goods, the government launched the Bharatmala Pariyojana Project in 2015. The project aims to develop 50 new industrial corridors and add 34,800 km of road network in Phase I (includes completing 10,000 km of the residual road network under NHDP, and connecting 550 districts through four-lane national highways). National Highway (NH) network increased by 60.6% from 91,287 km in 2014 to 1,46,572 km in year 2025.
Railways	Indian Railways is a prominent mode of goods transport in India. It achieved 1.67 billion tonnes freight loading in FY26 making it the third largest freight handling railway system in the world. Two Dedicated Freight Corridors (DFC) viz. Eastern Dedicated Freight Corridor (EDFC) and the Western Dedicated Freight Corridor (WDFC) have been commissioned and operationalized (except 102 km Vaitarna-JNPT Mumbai section which is under progress).

Source: *Sagarmala Project, Bharat Broadband Network Limited, Ministry of Road Transport and Highways*

Import Export Procedure In India (1/2)

An individual or a company should be registered as an EXIM unit before operating in foreign trade activities

Company Registration	Bank Account Opening	Obtain Import Export Code (IEC) and PAN	Registration cum Membership Certificate	Risk Coverage Policy
Registration of company as a sole proprietary concern/ partnership firm/or company under the Companies Act 2013.	The company should have a current bank account with a bank authorised in foreign exchange.	Business needs to obtain an Import Export Code (IEC) number from the regional joint Directorate General of Foreign Trade (DGFT). Business should also have a Permanent Account Number (PAN) from the Income Tax Department.	Business can avail incentives under different schemes by obtaining Registration cum Membership Certificate (RCMC) from the Export Promotion Council (EPC)/Federation of Indian Export Organisation (FIEO)/ Commodity Boards.	Export Credit Guarantee Corporation (ECGC) through an appropriate insurance policy covers the credit risk in foreign trade in India.

Source: *Directorate General of Foreign Trade*

Detailed import and export procedure and documentation can be checked here

Import Export Procedure In India (2/2)

- All export or import applications must be filed with the DGFT.
- Export of some products needs separate export licences and these products are included under the Special Chemicals, Organisms, Materials, Equipment and Technologies (SCOMET) list.
- Separate applications are required for exports from Electronic Data Interchange (EDI) and Non-EDI ports in India.
- Responsibilities of buyers and sellers are listed in sale contract called Incoterms.
- Other important export import procedures and documentation include the following:
  - GST Return Forms (GSTR 1 and GSTR 2)
  - GSTR Refund Form
  - Exchange Control Declaration
  - Bank Realisation Certificate
  - Registration cum Membership Certificate (RCMC)

Key documents for export and import in India

Source: *Directorate General of Foreign Trade*

Export Promotion Schemes

Government of India has launched multiple schemes across value chains to promote exports from India

Raw Materials of Export Product	Capital Goods for Manufacturing	Finished Products	Markets
• **Advance Authorisation (AA):** Inputs that are physically incorporated in export products can be imported duty free; however, IGST is payable. Input should add a minimum value of 15% to be eligible for this scheme. • **Duty-free Import Authorisation (DFIA):** Basic custom duty is waived for products with minimum value addition of 20%. • **Duty Drawback (DBK) Scheme:** Through this scheme, refunds can be claimed for duty-paid inputs used in export products. This scheme is administered by the Department of Revenue.	• **Export Promotion Capital Goods Scheme (EPCG):** This scheme permits import of capital goods for pre-production, production and post-production without paying customs duty. The scheme has export obligation equivalent to six times of duty saved in six years. • The scheme also allows domestic sourcing of capital goods with 25% less export obligation.	• **Merchandise Export-Import Scheme (MEIS)** Duty Credit Scrips are provided against realised FOB value of exports of notified goods to notified markets as listed in Appendix 3B of the Handbook of Procedures. The scrips are transferable in free foreign exchange at specified rates. These duty credit scrips can be used for payment of basic custom duties for import of inputs or goods. • **Service Export-Import Scheme (SEIS):** Freely transferable duty credit scrip @ 5% of net foreign exchange can be earned by service providers of notified services as per Appendix 3E.	• **Duty-free import of goods/ procurement by SEZ:** • Authorised operations shall be exempted from payment of IGST and only basic customs duty is paid for the development, operations and maintenance of SEZ. • A proportion of taxes paid will be neutralised by the Input Tax Credit.

Source: *Directorate General of Foreign Trade*

Key Stakeholders (1/3)

Stakeholder	Role	Headquarters
Agriculture & Processed Food Products Export Development Authority (APEDA)	APEDA was established in 1985 by the Govt. of India and is responsible for export, promotion and development of 14 agricultural and processed food products listed in the 'Schedule Products' under the APEDA Act	New Delhi
Commodity Boards	There are five commodity boards, which are responsible for production, development and export of tea, coffee, rubber, spices and tobacco	Regional Offices
Directorate General of Foreign Trade (DGFT)	DGFT is an attached office of the Ministry of Commerce and Industry and was established in 1991. It is involved in the regulation and promotion of foreign trade through various regulations	New Delhi
Export Inspection Council (EIC)	EIC is the official export certification body, which ensures quality and safety of products exported from India	New Delhi
Export Credit Guarantee Corporation (ECGC)	ECGC was established in 1957 as an export promotion organisation, with an objective to improve the competitiveness of the Indian exports by offering credit insurance covers	Mumbai
Export Promotion Councils (EPC)	There are 14 Export Promotion Councils in India. These councils perform both advisory and executive functions and are the registering authorities for exporters under the Foreign Trade Policy 2009–14	-
Federation of Indian Export Organisations (FIEO)	Established in 1965, FIEO is an apex body of export promotion organisations and institutions in the country. It servs as a platform of interaction between exporters and policy makers, with an objective to provide an integrated package of services to various organisations connected with export promotion	New Delhi
Director General of Commercial Intelligence Statistics (DGCIS)	DGCIS is the premier organisation for collection, compilation and dissemination of India's trade statistics and commercial information	Kolkata

Source: *Directorate General of Foreign Trade, Ministry of Commerce and Industry*

Key Stakeholders (2/3)

Stakeholder	Role	Headquarters
National Centre for Trade Information	The company started functioning in 1996 and its main activities include trade data-based research and analysis, focus product – export potential studies and web & database support to ITPO	New Delhi
Footwear Design And Development Institute (FDDI)	FDDI was established in 1986 with an objective to provide skilled manpower to the leather industry	Gautam Buddh Nagar
Indian Diamond Institute	The institute was established in 1978 to impart education in the field of Gem & Jewellery sector. The institute is a project of Gems and Jewellery Export Promotion Council (GJEPC)	Surat
India Trade Promotion Organisation	ITPO is the premier trade promotion agency of India. Its main role is to support external and domestic trade through various activities such as trade fairs, buyer–seller meets, contact promotion programmes and facilitate e-commerce/trade	New Delhi
PEC Limited	It was established in 1972 and its main functions include export of projects, engineering equipment and manufactured goods, defence equipment & stores, import of industrial raw materials, bullion and agro commodities, diversification in export of non-engineering items, e.g., coal and coke, iron ore, edible oils, steel scraps, etc.; structuring counter trade/special trading arrangements for further exports	New Delhi
MMTC Limited	It was established in 1963 to oversee the exports of minerals and ores and imports of non-ferrous metals. At present, MMTC also deals with imports of fertilisers, raw materials, finished fertilisers and import & export of various other items such as steel, diamonds, bullion, agro and hydrocarbon	New Delhi
Indian Institute of Foreign Trade (IIFT)	It was established in1963 with a focus on foreign trade related research and training	New Delhi

Source: *Directorate General of Foreign Trade, Ministry of Commerce and Industry*

Key Stakeholders (3/3)

Stakeholder	Role	Headquarters
India Brand Equity Foundation (IBEF)	IBEF is a 'Trust' established by the Department of Commerce in 2003. Its key objective includes promoting and creating international awareness about the 'Made in India' labels in overseas markets and to facilitate knowledge dissemination of Indian products and services	New Delhi
Price Stabilisation Fund Trust	This trust was established in 2003 and implements the 'PSF Scheme and Personal Accident Insurance Scheme' for the plantation sector	New Delhi
Marine Products Export Development Authority (MPEDA)	MPEDA was established in 1972 and is mandated to promote marine products industry, with special reference to exports from the country	Kochi
State Trading Corporation (STC)	Set up in 1956, with the objective of carrying out trade with East European countries and to enhance the efforts of private trade and industry in developing exports from the country	New Delhi
Indian Institute of Packaging	Established in 1966, this institute aims to promote exports through innovative package designs and develop & upgrade the packaging standards at a national level	Mumbai
Indian Institute of Plantations Management	It was established in 1990 with an objective to provide education, research, training, development and consultancy services to agrobusinesses and other agencies in the field of plantation	Bangalore

Source: *Directorate General of Foreign Trade, Ministry of Commerce and Industry*

FAQs (1/4)

FAQs	Response
How does Govt. regulate imports and exports?	Govt. regulates import–export of products and services through provisions in Foreign Trade Policy. It controls the movement of items by levying custom duties and other taxes or by imposing restrictions on exports and imports of specific products/services.
What are SEZ, DTA and EOU?	**Special Economic Zone (SEZ)** is a specifically delineated duty-free enclave and shall be deemed to be foreign territory for the purposes of trade operations, duties and tariffs. **EOU** or export-oriented units are business units established under special schemes to export entire production of goods and services (some sales are permissible under 'Domestic Tariff Area') **Domestic Tariff Area** means the whole of India (including the territorial waters and continental shelf) but does not include the areas of the Special Economic Zones.
When should the Bill of Entry be filled, what are its types?	Bill of Entry can be filed at the time of clearing the goods and after presenting the Import General Manifest (IGM) to the customs officers. It can be categorised into the following types: • **Bill of Entry for Home Consumption**: This bill is filed when the importer wants to clear the goods immediately by paying duty. • **Warehousing Bill of Entry or Into Bond Bill of Entry:** This bill must be filed when the importer wants to keep the goods in a warehouse and does not want to pay duty immediately but prefers to pay the duty subsequently. • **Ex-bond Bill of Entry:** This bill must be filed when the importer wants to clear the warehoused goods for home consumption on payment of duty.
How to check if any goods require permission/licence for imports and exports?	All goods, import of which is permitted only with an authorisation/permission/licence can be checked in Indian Trade Classification (Harmonised System) Schedule 1. The schedule can be downloaded from dgft.gov.in and locating the product, its EXIM code and reading the relevant policy given against it as 'Free', restricted, prohibited or STE. For import of goods mentioned in Schedule 1 of ITC (HS) Classification of Export & Import 2012, an application for grant of an 'Import Authorisation' needs to be submitted to the concerned regional authority of DGFT in Aayaat Niryaat Form 2B(ANF 2B), along with documents prescribed therein, with two copies of the complete set to DGFT(HQ) at Udyog Bhawan, New Delhi.

Source: *Directorate General of Foreign Trade, Ministry of Commerce and Industry*

FAQs (2/4)

FAQs	Response
What is IEC and how to get it?	Importer–Exporter Code (IEC) is a 10-digit alphanumeric code required by a person or company to import in or export goods from India. No foreign trade can be performed without obtaining an IEC number (Importers/exporters listed at Para 2.07 of the Handbook of Procedures Vol.1 by DGFT are exempted from obtaining an IEC). IEC can be obtained from regional offices of DGFT. An application for electronic form (e-IEC) can be submitted online on the DGFT website: Link
What are Rules of Origin (ROO)?	Rules of origin (ROO) are the criteria needed to determine the country of origin of a product for purposes of international trade. Their importance is derived from the fact that duties and restrictions in several cases depend upon the source of imports. Rules of origin are used: •to implement measures and instruments of commercial policy such as anti-dumping duties and safeguard measures; •to determine whether imported products shall receive most-favoured-nation (MFN) treatment or preferential treatment; • for the purpose of trade statistics; • for the application of labelling and marking requirements; and • for government procurement.
What is export obligation under post export EPCG Scheme and how the same is fixed?	The export obligation under post export EPCG Scheme is equivalent to 85% of 6x the sum of applicable basic duty of customs, additional duty of customs, education cess and secondary and higher education cess paid on goods imported under the said authorisation on FOB basis.
What are the basic requirements to import goods?	The requirements are as follows: • Apply to the Directorate General of Foreign Trade and obtain an IEC. • IEC must be indicated in documents filed with customs for clearance of the imported goods. • In case of 100% EOUs/EPZs, the IEC numbers are allocated by the 'Development Commissioner' of the concerned export processing zone. • Every good imported shall be in conformity with Section 11 of the Customs Act 1962, Foreign Trade (Development & Regulation) Act 1992—read with the EXIM policy in force.

Source: *Directorate General of Foreign Trade, Ministry of Commerce and Industry*

FAQs (3/4)

FAQs	Response
Can we have more than one IECs under a single PAN?	No, only one IEC is issued against a single Permanent Account Number (PAN). If any PAN card holder has more than one IEC, then the extra IECs is disabled.
Which goods are eligible for being financed under the LOCs?	Under the LOCs, export of capital goods, plant and machinery, industrial manufactures, consumer durables and any other items that are eligible for being exported under the 'Exim Policy' of the Government of India can be financed.
Can we avail benefits of basic customs duty under Post Export EPCG if I am not availing CENVAT. How will the export obligation under EPCG be fixed under post export EPCG Scheme?	Duty credit scrip(s) issued under Post Export EPCG Scheme will be issued only in respect of basic customs duty, even when you are not availing CENVAT. Since the concession under Post Export EPCG is confined to basic customs duty, the export obligation shall be fixed with reference to basic customs duty paid by you. However, you will be required to furnish a certificate from central excise regarding not availing CENVAT credit. Such certificate from central excise regarding non-availing of CENVAT credit will not be required where the unit is not registered with central excise.
After how many days will I receive the IEC after filing application for it?	If all documents are in place, IEC number is normally issued within two to three days.
Can an IEC number be modified?	Yes, IEC number can be modified by applying the ANF 2A form.
What is provisional assessment?	Provisional assessment is required when an importer/exporter is unable to produce the necessary documents or information for assessment of duty on goods, or when the necessary documents are needed to produce but the customs officer may deem it necessary to conduct further enquiry for assessing the duty.
What are 'Project Imports'? What are the advantages of importing under 'Project Import' regulations?	Project Imports are the imports of machinery, instruments, and apparatus etc., required for initial establishment of a unit or for substantial expansion of an existing unit. The exported goods are charged at a flat rate of duty under the same tariff heading. Project Imports assessment is a scheme of assessment, which is designed to help expeditious and easy assessment of variety of industrial goods falling under different chapters of the customs tariff.

Source: *Directorate General of Foreign Trade, Ministry of Commerce and Industry*

FAQs (4/4)

FAQs	Response
What are the benefits of establishing EXIM unit? How to establish an EXIM unit in India?	Incentives under the Foreign Trade Policy can only be availed after registering as an EXIM unit. Following are the key steps to register as an EXIM unit: 1. Incorporation of Company 2. Opening of a current account 3. Obtaining Import–Export Code/PAN 4. Obtaining registration cum membership certificate 5. Risk coverage policy
Can a company (public/private/partnership) obtain different IECs for different concerns owned by it ?	No. However, the name of each concern owned by such a company may be included in the IEC of the firm in whose name PAN exists, as a branch.
Can we discharge export obligation under EPCG by selling ITA 1 products in the domestic market?	Yes, supply of ITA-1 items to Domestic Tariff Area (provided realisation is in free foreign exchange) is considered for meeting the export obligation under the EPCG Scheme.
Is PAN number/PAN card essential for IEC? What are the alternatives?	After introduction of GST, PAN is essential for the IEC.

Source: *Directorate General of Foreign Trade, Ministry of Commerce and Industry*

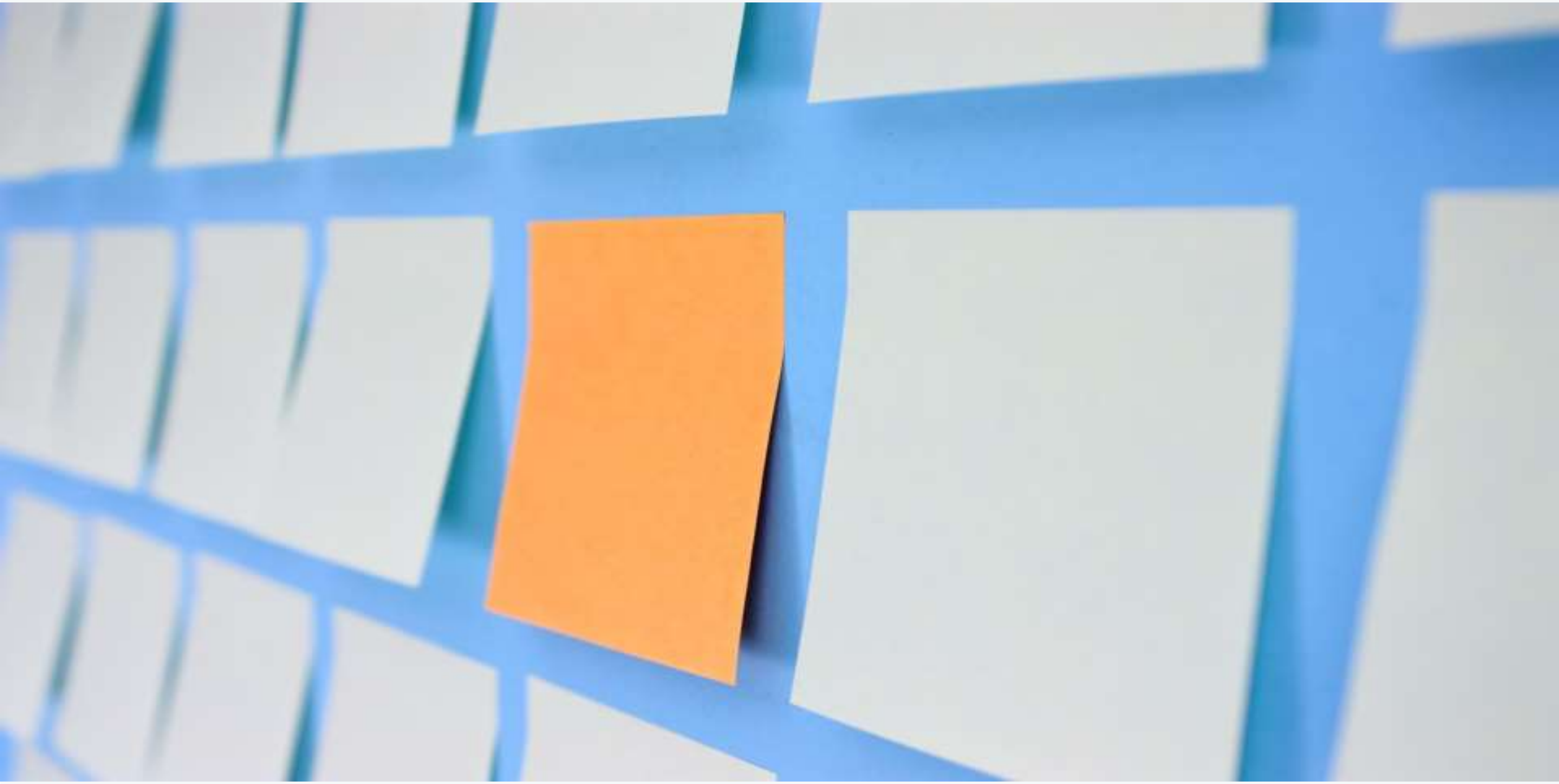
Foreign Trade Policy 2023: Key Highlights

- Director General of Foreign Trade (DGFT) has implemented rule-based automatic approval systems using business analytics tools for FTP applications. It has been introduced on pilot basis for Advance Authorization (AA) Extension/Revalidation Applications.
- Reduction in processing time and immediate approval of applications under automatic route for exporters.
- Application fee is reduced for Advance Authorization and EPCG Schemes which will benefit about 55-60% of exporters who are MSMEs.
- Export promotion schemes processes for managing the lifecycle of AA/EPCG/DFIA/Import/Export Licensing have been made completely paperless and online.
- Export performance threshold for recognition of exporters as status holders is rationalized. Enabling more exporters to achieve higher status and reduced transaction cost for exports.
- Provisions for merchanting trade introduced under FTP.
- To boost merchanting activities from India-where goods do not touch Indian border. The merchant buys from one country and supplies to another country while based in India.
- Expected to facilitate merchanting trade from India making India a trade hub.
- International Trade Settlement in Rupees (Rs.) has been allowed.
- Changes introduced in the FTP for grant of export benefits and fulfillment of export obligation for export realizations through Vostro Accounts in Rupees (Rs.) as per a circular issued by RBI on July 11, 2022.
- Four new Towns of Export Excellence (TEE) are being declared in addition to the already existing 39 towns of export excellence.
- TEEs are industrial clusters that are recognized based on their export performance. Recognition to these industrial clusters is granted with a view to maximize their potential and enable them to move up the value chain and to tap new markets.
- Recognized associations of units are provided financial assistance under MAI Scheme on priority basis, for export promotion projects for marketing, capacity building, and technological services.
- Common Service Providers in TEE are entitled for Authorisation under EPCG Scheme which can help in increasing the competitiveness of the cluster and provide enabling environment.
- Boost India's foreign trade by decentralizing export promotion.
- Capacity building to create new exporters and identification of new markets.
- To address Infrastructure and Logistics bottlenecks impeding exports.
- All FTP benefits to be extended to e-commerce exports.
- Dak Ghar Niryat Kendras shall be operationalised throughout the country to work in a hub-and-spoke model with Foreign Post Offices (FPOs) to facilitate cross-border e-commerce and to enable artisans, weavers, craftsmen, and MSMEs in the hinterland and land-locked regions to reach international markets.
- Prime Minister Mega Integrated Textile Region and Apparel Parks (PM MITRA) scheme has been added as an additional scheme eligible to claim benefits under Common Service Provider (CSP) Scheme of Export Promotion Capital Goods Scheme (EPCG).
- The focus of FTP 2023 is on a policy for export of dual use items under Special Chemicals, Organisms, Materials, Equipment, and Technologies (SCOMET) consolidated at one place for ease of understanding and compliance by industry.

Source: *Directorate General of Foreign Trade, Ministry of Commerce and Industry*

Foreign Trade Policy 2023 can be accessed here

ANNEXURE



Sources

Data	Sources
Foreign Trade Policy and other Details	Directorate General of Foreign Trade
EXIM data	Directorate General of Commercial Intelligence and Statistics
Key Stakeholders	Ministry of Commerce and Industry
Installed power capacity (MW)	Central Electricity Authority of India
Wireless subscribers (No)	Telecom Regulatory Authority of India
Internet subscribers (Mn)	Telecom Regulatory Authority of India
National highway length (km)	NHAI, Roads and Building Department-Government of India
Major and minor ports (No)	India Ports Association
Airports (No)	Airports Authority of India

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