About FIEO

- Apex body of the export promotion councils, commodity boards and export development authorities in India;
- Set up in 1965;
- Provides the crucial interface between international trading community of India & the Central and State Governments, financial institutions, ports, railways, surface transport and all engaged in export trade facilitation;
- Directly and indirectly serves the interests of over 100,000 exporters from every goods and services sector in the country;
- FIEO’s direct members contribute more than 70% of India’s exports;
- ISO 9001:2015 certified organisation ensures high quality service to its members and associates.

PROGRAMME & ACTIVITIES

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

The Indian Trade Portal – www.indianteadeportal.in

- Developed and maintains the Indian Trade Portal - www.indianteadeportal.in on behalf of the Department of Commerce, Govt. of India, providing key information about the MFN tariff/Preferential tariff of 87 countries, Rules of origin to avail preferential tariff, SPS/TBT measures mapped at tariff line of 87 countries, import statistics of 87 countries and India’s share in their imports, item-wise export and import policy of the Government of India, Duty drawback, MEIS, Interest Equalization rates, GST and other levies are all available in one page.
- Daily updation of policy matters at item level
- Free alerts over SMS and email on the updates
- Monthly e-bulletins – SPS Focus and TBT Focus, carrying information on the monthly SPS and TBT announcements by various countries are published on the portal and are also circulated amongst approx. 78,000 exporters
- Global Trade/Tender Queries uploaded by the Indian missions abroad
- FAQs on basic topics like “How to Export” to operational matters pertaining to Policy, Banking, Customs, Trade Agreements, GST etc.

Recognition and Encouragement to Exporters and Export Facilitators

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

- FIEO undertakes research & analysis work to help develop strategies to achieve short & long term export growth, advises States on internationalising MSMEs, their products and services.
- FIEO Undertakes studies, as entrusted by Department of Commerce, for the preparation of Export Strategy in respect of various States. Besides, studies related to dwell time at ports, ICP are also undertaken. Being a member, FIEO actively contributes for the Council for Trade Development and Promotion. Besides, various research paper on identifying potential export items are also done on regular basis.

International Marketing Initiatives

- Exchanges business delegations, establishes MoUs with counterpart organisations overseas, arranges exhibitions, catalogue shows abroad.
- FIEO is the India partner of the Enterprise Europe Network and assists MSMEs in internationalization
- Provides 24x7 exposure to FIEO members across the globe through the FIEO website.
- Members can upload their company profile, logo and product photographs on the FIEO website.
- Through its website FIEO provides unique platform to buyers abroad to search, identify and communicate with FIEO members at no cost;
- Provides option to download FIEO logo (with “Registered Member” message), from FIEO website, and place it on members’ website. Visitors upon clicking the FIEO logo on member’s website can see the member’s particulars under FIEO banner thus adding value to a member’s website;
- Through its website FIEO provides free access to the latest commercial reports, trade queries etc.
- Organises buy-seller meets both with incoming delegations and also by sponsoring delegations abroad etc.

Dissemination of Information

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

HR Initiatives

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

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<th>Category</th>
<th>2015-16</th>
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<td>Three, Four &amp; Five Star Export Houses</td>
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<tr>
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<td>Multi Product Groups</td>
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<td>16765</td>
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</tbody>
</table>

Total: 18952* Total: 21604 Total: 26289*
INDIA’S TRADE TRENDS

India has become the 6th largest economy in the World, as per the World Bank data for 2017. India has doubled its GDP within a decade from $1.201 trillion in 2007 to $2.597 trillion in 2017. The International Monetary Fund (IMF) has projected 7.3% and 7.5% growth for 2018 and 2019, citing India as the fastest growing economy against the world’s expected average growth of 3.9 per cent.

At present, Exports from India occupy a share of around 20 per cent and 1.68 per cent in India’s GDP and global exports, respectively.

In 2017-18, India’s exports witnessed the highest positive growth rate of 9.98 per cent (YoY growth) in the last 5 years to reach US$ 303 billion. During 2013-14 to 2017-18, India’s exports recorded a negative compounded annual growth rate of 0.89 per cent against a positive growth of 0.84 per cent in India’s imports.
In 2017-18, India witnessed an alarming rise of 49 per cent in its trade deficit, widening by US$ 26.41 billion in the last 5 years.

**MAJOR EXPORT DESTINATIONS FOR INDIA**

![Major Export Destinations Graph]

The top 10 export destinations for India occupied a share of 51 per cent in India’s overall exports. USA stood as the largest importer of Indian goods. Except for UAE, India witnessed a positive export growth with rest of the major markets.

**INDIA’S EXPORTS - REGION WISE**

As a region, Asia stood as the largest receiver of India’s goods to the tune of our exports value worth US$ 149.46 billion with a share of 49 per cent, followed by America (including North & LAC) with 21% share, Europe with 20% share, Africa with 8% share and rest of the region with 2% share.
ROAD AHEAD

Competitiveness

India slipped one position from last year’s ranking on the World Economic Forum’s Global Competitiveness Index (GCI) and ranked 40th most competitive economy among the 137 economies. India still remains as the most competitive economy in the South Asia resulting from the country’s investment in infrastructure, higher education and training, backed by its state of technological readiness. According to WEF’s Executive Opinion Survey 2017, corruption is the most problematic factor for doing business in India. The second biggest bottleneck is ‘access to financing’, followed by ‘tax rates’, ‘inadequate supply of infrastructure’, ‘poor work ethics in national labour force’ and ‘inadequately educated work force’, among others.

Logistics Performance

India stood at 44th position among 160 economies in World Bank’s Logistics Performance Index 2018 as compared to 35th rank in 2016. Despite falling 9 places, India outperformed among the lower middle income countries, followed by Indonesia with 46th rank. The report acknowledged India’s initiatives taken for improving its logistics scenario from groundbreaking unification of the sales tax across states, appointment of a Special Secretary for logistics by Government of India and commission of a sub-national LPI, applying the World Bank LPI concept. On the other hand, Germany retained its 1st position for a third consecutive time.

Ease of Doing Business

India made a historic jump of 30 places from last year to become 100th country, out of 190 economies, in terms of ease of doing business according to World Bank Report 2018. India also witnessed a rise in its Distance-to-Frontier (DTF) from 56.05 in the previous year to 60.76 now, which reflects the country has improved in absolute terms as well. The report acknowledged the reduction in import border compliance time in Mumbai by improving infrastructure at the Nhava Sheva Port and reduction in export and import border compliance cost in both Delhi and Mumbai by eliminating merchant overtime fees and through the increased use of electronic and mobile platforms. Hence, despite witnessing a rise of 0.95 points in its DTF score for “Trading Across Borders” parameter, India’s ranking in the same declined from 143rd to 146th position.

Although the government has reduced the number of mandatory documents required for import and export of goods to three in each case, it taxes time to get approval. In order to improve the ranking, Ministry of Commerce & Industry has taken various measures in facilitating paper less transactions for cargo clearances and rise in the share of DPD and DPE consignments to speed up the movement of cargo containers.

Also, Government of India expects that implementation of the GST will further help India to rise up the ranks in the parameter of payment of taxes
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