



Confederation of Indian Industry

RESEARCH

India's Exports to Emerging Economies: Targeting Prospects and Chasing Opportunity





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Foreword



2019 has been a challenging year for the global economy. Subdued investments in emerging economies, the continuance of trade and tariff skirmishes and a notable slowdown in manufacturing activity as well as rising debt in developing economies have been some of the contributing factors. According to the IMF, growth in 2020 is projected to improve modestly to 3.4 percent.

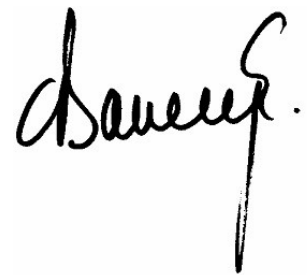
While the Indian economy continues to grow, millions of young people continue to join the workforce in India. New avenues for growth is the need of the hour. Recognizing this, the Government of India has set itself an ambitious target of becoming a \$5 trillion economy from the current \$2.7 Trillion. India's own massive domestic demand fueled by an expanding and increasingly prosperous middle class continues to be a reliable engine for growth. However, in order to grow at the pace India needs to, to not only meet its own economic targets, but also its human development indicators, a sustainable burst of sustainable economic activity is needed. Exports can provide this avenue for growth.

While paying close attention to the imperatives of domestic demand, India must hence also squarely focus its attention on boosting its exports to both advanced and emerging economies. In this context, utilizing a variety of indexes and filters, CII Research has identified 18 emerging economies where India has the possibility to expand exports – this list has been arrived at based on the current GDP growth in the nations as well as their population size which would indicate prospects for strong growth in the foreseeable future.

This effort is also paired with an examination of the top imports of these nations to identify products where India has current export capacity. This report thus comes up with a comprehensive matrix of nations and potential exports from India to these emerging countries that show positive signs of continued growth.

In addition, concrete policy proposals have been included to provide a roadmap for enhancing domestic capacity and greater production patterns that would allow companies to ramp up exports. The aim is to provide a roadmap for industry and government to realize India's hitherto untapped potential to become an exports powerhouse and in turn serve as an engine of growth that benefits both India's own workforce as well as the regional and broader global economy.

There is already much work underway to devise avenues by which India can enhance its export capacity – this includes re-thinking of the configuration of free trade zones, continued sectoral reforms, greater attention to financial resources available to companies, infrastructural improvements as well as major changes in the country's overall trade policy. The suggestions put forward in this report will, I hope, contribute to this ongoing discussion in substantive ways.

A handwritten signature in black ink, appearing to read 'Banerjee', with a long vertical stroke extending downwards from the end of the signature.

Chandrajit Banerjee

Director General
Confederation of Indian Industry



Introduction

The global trading environment is undergoing rapid and profound changes. The rising salience of global value chains (GVCs) and complex and diffuse production networks centered around GVCs are impacting countries' national development strategies as well as trade, investment and business imperatives. Current changes related to trade disputes and technology disruptions are additional factors influencing global trade patterns.

Boosting exports has been identified as a major priority by the Indian government for many years now. This is all the more critical if India is to achieve the stated target of becoming a \$5 Trillion economy by 2024. Despite the huge strides in improving ease of business indicators, India's exports have not risen to satisfactory levels that can help create and sustain momentum in job creation while adding to national wealth.

In this scenario, policy makers need to be judicious in allocating scarce resources towards export promotion.

CII Research recently (in July 2019) came out with a report that identified the top exports where India has existing competitiveness and where there is room for enhanced production to cater to the world's largest importing markets.¹ The report thus referenced the largest established economies (which are also the biggest importing nations) such as the United States, China, Germany, Japan, UK, France, Hong Kong, Netherlands, South Korea, and Italy.

In addition, there is budding prospects of growth in the world's emerging economies (above and beyond BRICS² nations) which could become destinations for exports from India. This report identifies the countries that have currently large population bases and where economic growth has been on an upward trajectory – which would indicate economic 'emergence' over time and potential opportunity for greater trade growth in the coming years. This report hence identifies 18 emerging economies which Indian companies could target for exports given their current imports profile.

In addition, the multi-tier analysis conducted in this report looks at the top products being imported by the 18 emerging economies and based on India's current exports of these products, specific items that have greater potential for exports are identified at the 4-digit



HS Code level.

11 of the 18 nations identified figure in India's top 50 export destinations but the volumes of India's exports to these nations are still quite low.³ In 2018-2019, India's total exports stood at USD 330.01 billion – of this, India exported only about 15% (about USD 50.09 billion) of its total exports to the 18 identified countries.⁴

³ See Annex I for complete dataset

⁴ Author's calculations based on data published by the Export-Import databank of the Ministry of Commerce and Industry, Government of India



Methodology

1. Identification of countries:

Import potential of countries was analyzed based on the following principle criteria:

1.1: Filters:

- (a) **Population size:** The size of all countries' population was examined and nations with population size under 10 million were eliminated. The data was extracted from the World Bank's population database.⁵
- (b) **Gross Domestic Product (GDP) growth rate:** In the second filter, current GDP was considered, as was the growth percentage of each country's Per Capita Gross Domestic Product between 2010-2018.⁶ The top contenders were thus retained.
- (c) **Exports:** In addition to the above two criteria, each country's export profile was also examined since it would indicate GVC integration to a large extent – this in turn suggests greater prospects for imports into these nations. The exports profile was looked at in tandem with the caveats mentioned below.⁷ The exports data has been extracted from the International Trade Center's database.

1.2 Caveats to the above criteria:

- (a) Countries that did not meet the criteria above, but which have population of more than 50 million have been included - this includes Indonesia, Egypt, Thailand, Mexico, South Africa and Brazil.
- (b) In addition, a few other countries have been excluded though they fulfill the criteria above. These include:

⁵ Data extracted from World Bank's population database: <https://data.worldbank.org/indicator/sp.pop.totl>

⁶ Data extracted from World Bank's GDP database: <https://data.worldbank.org/indicator/NY.GDP.PCAP.KD>

⁷ Data extracted from International Trade Center's Trade Map database: www.trademap.org



- Bangladesh: India was found to have very high export volumes in the top 10 imports coming into Bangladesh already, thus showing existing high market penetration. India does have some import challenges (such as in textiles) with regard to Bangladesh which need attention though.
- China: Though China is technically considered an emerging economy, in terms of its exports profile, GDP base and other parameters, it is much ahead of the other countries listed as per the filters. Further, India has some unique challenges vis-à-vis China which are outside of the purview of this report.
- Democratic Republic of Congo: Excluded in light of continuing political and economic instability in the country.
- Pakistan: Excluded given the continuing bilateral tensions between India and Pakistan on a range of issues which has made trade difficult.

Based on the above criteria, 18 emerging economies come up as strong prospects in terms of their future trajectory of economic growth and where India could enhance its export share in the respective markets.

Country	GDP current (2018) – in USD Billions	GDP Per Capita, Constant 2010 \$ in 2018 (and growth between 2010-2018)	Population size - 2018 (in millions)	Global exports of the country (USD Millions) ⁸	Volume of Indian exports to the country - 2018 (USD millions) ⁹
Brazil	1,868.63	11,026.2 (-0.02%)	209.45	239,889.21	3,662.82
Mexico	1,223.81	10,385.3 (+12%)	126.19	450,531.65	5,231.57
Indonesia	1,042.17	4,284.6 (+37.2%)	267.67	180,215.03	5,016.91
Turkey	766.51	15,026.7 (+40.8%)	82.32	167,967.22	7,534.78
Thailand	505	6,361.6 (+25.3%)	69.43	249,777.34	4,855.53
South Africa	368.29	7,439.9 (+1.5%)	57.78	94,421.53	3,840.27
Malaysia	354.35	12,109.5 (+33.9%)	31.53	247,285.75	6,549.86
Philippines	330.91	3,021.9 (+42.3%)	106.65	67,487.67	1,784.02
Egypt	250.89	2,907.3 (+9.9%)	98.42	29,383.96	2,299.31
Vietnam	244.95	1,964.5 (+49%)	95.54	213,931.46 (2017)	3,880.98 (2017)
Ethiopia	84.35	570.3 (+66.9%)	109.22	2,862.59 (2017)	1,090.71 (2017)
Myanmar	71.21	1,571.9 (+60.5%)	53.71	16,671.61	990.2
Ghana	65.56	1,807.1 (+39.2%)	29.77	17,099.59	673.82
Tanzania	57.44	957.1 (28.7%)	56.32	3,795.73	1,217.78
Uzbekistan	50.5	2,026.5 (47.2%)	32.95	9,669.34	193.32
Cote d'Ivoire	43	1692.5 (39.6%)	25.07	11,823.04	499.58
Cambodia	24.57	1205.3 (53.45%)	16.25	10,069.33 (2016)	195.98*
Guinea	10.99	943.4 (40.3%)	12.41	6,203.41	404.84*

8 All exports data is for 2018 unless specified otherwise in parentheses – these are instances where countries may not have released updated exports data and hence last reported data is mentioned.

9 All data points for Indian exports to the specified countries are taken from the International Trade Center database, except for those marked with * - the exports data from India was not available for these and hence the requisite information was extracted from the Export Import Databank of the Ministry of Commerce and Industry, Government of India: <https://commerce-app.gov.in/eidb/Default.asp>



Only 11 of these nations (Indonesia, Malaysia, Vietnam, Thailand, South Africa, Mexico, Brazil, Turkey, Egypt, Ghana and Tanzania) figure in India's top 50 trading partners, while the trade partnership is still nascent with many of the others.

Of the identified nations, India currently has a trade surplus with Turkey, Egypt, Tanzania, Ethiopia, Cote D'Ivoire, Myanmar, Cambodia, Uzbekistan, Guinea, and Philippines – see Annex II for complete details on India's exports, imports and trade balance with each nation.

Interestingly, in six of the seven African nations on the identified list – Ethiopia, Cote D'Ivoire, Guinea, Ghana, Tanzania, South Africa – India is already a significant exporter of goods, figuring as one of the top 5 sources of imports into each country – In Egypt, India figures at number 10 as a source of import.

On the other hand, India is ranked quite low as a source of imports in Cambodia (#14), and Myanmar (#6). Also, in relation to the ASEAN countries that have become well entrenched in Global Value Chains – especially in textiles, footwear, electronics, telecommunications etc, India again ranks low as a source of import: Vietnam (#9), Philippines (#14), Malaysia (#9), Indonesia (#9), Thailand (#15).¹⁰

Cambodia, Myanmar, Vietnam, Philippines, Egypt and Mexico, are some of the notable countries where there are a range of products where India has possibilities of stronger export flows (see Annex III).

2. Identification of Top Imports of the Identified Countries at 2-digit HS level

The next step was to identify the top 10 imports of each of the specified emerging market at the 2-digit HS code level. In conjunction, India's ranking as a current source of import in those identified product lines was also examined. To gauge overall competition from other nations, the top sources of imports into each of the identified countries was assessed as well.

The following filters were then applied to isolate products that would hold the most potential for enhanced exports from India to these nations:

- 2.1:** All the products where India is already in the top 5 sources of imports for each country were eliminated since this showed that India already has strong competency and market penetration in those product lines.
- 2.2:** Only products where India's ranking was between 6 and 20 as a source of import in the specific product lines were retained.
- 2.3:** A few products like mineral fuels and gems and jewelry were not considered in the final product assessment since these are a finite resource. However, these sectors are big sources of job creation for India and should continue receiving policy

¹⁰ The # in parentheses show India's overall ranking in terms of each country's import source countries.



makers' focus in terms of exports expansion. The HS lines thus excluded are:

- a) HS 27: Mineral fuels
- b) HS 71: Gems and jewelry
- c) HS 99: Unspecified

3. Identification of final products list at 4-digit HS level

3.1: From the list arrived at after applying the filters above, the next step was to isolate the top 3 imports at the 4-digit HS code level amongst all the identified HS 2-digit product lines. Only products with a volume of over \$150 million in exports from India are retained since these have existing export potential.

3.2: To gauge India's own competitiveness with regard to these identified 4-digit product lines, India's global exports in each category was examined. Based on this, India's Revealed Comparative Advantage (RCA) index was also calculated for each product line.

The RCA index is defined as the ratio of two shares. The numerator is the share of a country's total exports of a particular commodity in its total exports. The denominator is the share of world exports of the same commodity in total world exports.¹¹ The mathematical calculation for the RCA is thus as follows:

$$\frac{\text{Product Export Share in Country}}{\text{Product Export Share in World Trade}}$$

Each product for which the RCA >1, the country is said to have a competitive advantage in exports of that item to the world market.

3.3: Caveats: In conducting this layer of analysis, only products where India's RCA was more than 1 are retained – except in instances where India's global exports of that product exceeded \$150 million. Similarly, products for which India's global exports are less than \$150 million but for which the RCA index is more than 1 are retained. Finally, countries which import negligible amounts (less than \$50 million) of the identified product have been eliminated.

Further, a judgement has been made with regard to the potential of boosting exports of certain products – for example, India already has more than 90% market dominance in rice exports to Egypt and hence any further increase in exports appears unlikely. Some products have thus been eliminated keeping such scenarios in mind.

Target Products

The levels of analysis conducted as per the criteria above yield a list of 53 export items at the 4-digit HS code level which hold strong prospects for greater inroads into the identified emerging economies.

¹¹ Detailed explanation of RCA offered here: <https://artnet.unescap.org/APTIAD/RCA.pdf>



These 53 products are further classified in the following section. The complete list of products against each of the identified economies is given in Annex I.

List 1: Strongest Prospects

India's strongest potential export targets are those that show global export competitiveness (RCA index of more than 1) and current global exports from India of more than \$500 million.

These products include:

- HS 1006: rice
- HS 2304: oilcake etc residue from soybean oil
- HS 3004: medicaments for therapeutic uses
- HS 3808: insecticides and similar products
- HS 3907: polyacetals
- HS 5208: specified woven fabrics of cotton
- HS 5402: certain synthetic filament yarn (other than sewing thread)
- HS 5407: certain woven fabrics of synthetic filament yarn
- HS 7207: semi-finished products of iron or non-alloy steel
- HS 7208: certain products of iron or non-alloy steel (hot-rolled, not clad, plated or coated)
- HS 7210: certain products of iron or non-alloy steel
- HS 7219: certain products of stainless steel
- HS 7306: tubes, pipes etc. of iron or steel
- HS 7307: tube or pipe fittings of iron or steel
- HS 7308: structures and parts such as bridges etc.
- HS 7323: household articles and parts of iron and steel
- HS 7326: certain articles of steel
- HS 8407: spark-ignition or internal combustion engines
- HS 8711: certain motorcycles and cycles

List 2: 'Aspirers'

The second list of products include those that emerge in the assessment of more than one emerging economy and/or have RCA index of more than 1 but their export volume from India is less than \$500 million.

These are products which should receive focused attention for enhanced exports since they have global export competitiveness (despite currently low global export volume) from India and could be geared towards several of the emerging economies. These products include:



- HS 2917: polycarboxylic acids and derivatives (organic chemicals)
- HS 5209: certain woven fabrics of cotton
- HS 5211: woven fabrics of cotton with less than 85% cotton weight
- HS 6006: other knitted or crocheted fabrics
- HS 8474: machinery
- HS 8702: motor vehicles for more than ten persons
- HS 8714: certain vehicle accessories
- HS 8803: certain parts of aircrafts and spacecrafts

List 3: 'Possibilities'

The third list of products: are those which have current high export volume from India, though not to the identified emerging economies. While these products do not show an RCA index of more than 1, given that the import volume in emerging economies is not as large as compared to established economies, these products could hold potential for greater export expansion from India in the future, if planned strategically.

These products include:

- HS 1005: corn or maize
- HS 3002: blood prepared for therapeutic, prophylactic or diagnostic uses
- HS 3006: certain pharmaceutical preparations
- HS 3901: polymers of ethylene
- HS 3902: polymers of propylene or olefins
- HS 3923: articles for the conveyance or packing of goods
- HS 3926: articles of plastics and certain other material
- HS 7213: certain bars and rods of iron or non-alloy steel
- HS 7225: certain flat-rolled products of other alloy steel
- HS 7318: screws, bolts, etc. articles, of iron or steel
- HS 8408: compression-ignition engines
- HS 8414: air or vacuum pumps, compressors etc.
- HS 8429: Self-propelled bulldozers etc. machinery
- HS 8431: parts used for certain machinery
- HS 8471: certain data processing machines, magnetic readers etc.
- HS 8473: parts and accessories of certain machines
- HS 8479: certain machines and mechanical appliances with individual functions
- HS 8517: telephone sets and certain other communication apparatus



- HS 8541: diodes, transistors and similar semiconductor devices
- HS 8544: Insulated conductors; optical fiber cables etc.
- HS 8703: certain motor cars and vehicles for transporting people
- HS 8704: motor vehicles to transport goods
- HS 8708: bumpers and parts
- HS 9018: certain instruments used in medical, surgical, dental or veterinary sciences
- HS 9031: measuring or checking instruments etc.
- HS 9032: instruments for measuring/checking liquids or gases



Recommendations

The following section outlines some policy proposals that can help bolster India's exports overall and specifically, products identified in this paper that have export potential to emerging economies.

A separate and dedicated export promotion strategy geared specifically towards emerging economies needs to be thought out and implemented expeditiously. In particular, enhanced domestic manufacturing of the identified products needs to be looked at in a focused manner including ways in which companies could bring manufacturing to scale while improving on quality and standards. In addition, marketing of the specified products needs robust attention especially since there is likely to be dearth of information about 'Made in India' products in emerging economies.

Policy framework

- **Integrating with Global Value Chains:** Over the past several decades, aided by unprecedented advances in technology, communications, and transport infrastructure, as well as concentrated regional trade agreements, much of global industrial and commercial activity has coalesced around the concept of Global Value Chains (GVCs) in a multitude of sectors. GVCs have significantly helped enhance efficiency, while lowering costs and speeding up the pace of production.¹² Multiple countries can now be involved in the production of a specific item – products can cross international borders several times for value addition before actually reaching the final customer. This trend has led to both fragmentation in industrial production patterns as well as hyper-specialization in skills and production activity as countries can be very focused on certain parts of the research and development, design, production, marketing processes along the value chain than on the entire product itself.

The organization of GVCs has also brought into focus the concept of 'value add' within the production process wherein what matters more is where companies are engaged along a production line rather than simply the production of final goods. While analyzing

¹² 'Global value chains in a changing world' edited by Deborah K. Elms and Patrick Low, p.xix https://www.wto.org/english/res_e/booksp_e/aid4tradeglobalvalue13_e.pdf



exports, it has hence become important to look at the corresponding imports so as to gauge the extent of domestic value-add in a given export category.

Currently India's integration into GVCs is not high. As per World Trade Organization's (WTO) trade in value added data, India's total GVC participation stands only at around 43.1%.¹³ Additionally, the foreign value-added content of India's exports has declined almost 9 percentage points between 2012 and 2016, from 25.1% in 2012 to 16.1% in 2016 as per the OECD's Trade in Value Added Indicator (TIVA).¹⁴

In the analysis of emerging economies, several like Mexico, Brazil, Vietnam, Indonesia and Malaysia, which have high export volumes are also those that are well integrated with GVCs. Ramping up India's exports to these nations is especially important.

In order for India to successfully integrate into GVCs, establishing global linkages are necessary. Multi-faceted interventions are needed across sectors in order to establish such linkages such as addressing logistics and infrastructure bottlenecks, skill development incentives, awareness on export promotion, marketing of products as well as better understanding of GVCs. Reviewing taxation policies is also important and issues such as inverted duty structures must be addressed.

Foreign direct investments (FDI) are an important model for participation in GVCs. Multi-national firms that are leaders in the identified products need to be approached and invited to invest in the country – joint ventures with Indian firms with expertise in these sectors could also be an avenue for FDI.

Firms must also focus on indigenously developed and high-quality products (for example in the textiles sector) in the identified export categories to create niche and uniquely positioned 'Made in India' products which may find greater appeal in newly emergent markets. At a time of sharply rising competition amongst exporting nations, capturing market share is of priority. The small and medium sized enterprises must have access to necessary support such as infrastructure, skilled workforce, knowledge etc. to develop such niche and value-added products.

- **Ease of Conducting Trade:** India has made remarkable progress in the ease of doing business index published by the World Bank each year. In 2018, India jumped 23 spots to number 77, from the 100th position in 2017 – this was in addition to another jump of 30 spots in the 2017 rankings, as compared to 2016. At the same time, India's ranking needs much improvement in the parameter of 'Trading Across Borders' – in term of cost and time to export and import in particular. For example, it takes 14.5 hours for documentary compliance (hours) for exports from India and 66.2 hours for border compliance for exports. In contrast, it takes exporters from Malaysia 10 hours for documentary compliance and 28 hours for border compliance.

In the new reforms recently announced by the Indian government, it has been announced that to reduce 'time to export', technology will be utilized through "seamless process

¹³ Trade in Value Added and Global Value Chains: Statistical Profiles https://www.wto.org/english/res_e/statis_e/miwi_e/IN_e.pdf

¹⁴ Trade in Value Added: OECD <http://www.oecd.org/industry/ind/TIVA-2018-India.pdf>



digitization of all export clearances (port/airport/customs, etc) and elimination of offline/manual services” with an action plan benchmarked to international standards to be implemented by December 2019. An inter-ministerial group is to be established for this purpose. In addition, the government must also include all relevant state officials at key ports in this exercise. Such efforts need to be implemented expeditiously and subsequently scaled up and replicated based on effectiveness.

- **Industrial Clusters (including SME clusters):** in order to cater to the vast global market by engaging in exports, firms need to be able to manufacture products utilizing economies of scale. The configuration of modern markets cloistered around the concept of Global Value Chains is reducing the size advantages of an individual firm, especially in terms of vertical integration. In this scenario, industrial clusters, especially those centered around SMEs could be more suitable, to manufacturing structures while helping create jobs. Industrial clusters offer pooling of common resources that firms can draw upon such as management expertise, marketing tools, skilled labor, availability of financing mechanisms etc.

It would thus be important to strengthen industrial clusters where the identified goods are manufactured while also paying attention to infrastructure connectivity (roads, highways, ports). Centers of Excellence that can provide one-stop services to industry, including quality assurance, standards conformity, skills would enormously help firms build capacity in their exports.

The Ministry of MSME introduced the Micro & Small Enterprises - Cluster Development Programme (MSE-CDP) for enhancing the productivity and capacity building of the Micro and Small Enterprises (MSEs) with the stated goals of setting up of common facility centers, upgrading infrastructure and supporting the sustainability and growth of these enterprises.

A focused and strategic approach to the cluster development program is further required. There is hence need for intensive consultations with industry to improve implementation of the programs under this initiative to increase efficacy.

- **Facilitating Special Economic Zones (SEZ) and Coastal Economic Zones (CEZ):** Broad revisions to India’s SEZ model are necessary to boost exports from the country. The policy framework of the Special Economic Zones (SEZ) needs to be re-evaluated such that they truly can provide the necessary support structures for industry clusters catering to exports as well as domestic markets. Specific tax incentives such as a onetime 100% income tax deduction for a period of 10 years must be in place without a sunset clause i.e. irrespective of the date of establishment of a unit. The minimum alternative tax must also be removed for all units in order to encourage further investments.

The government recently announced that the popular export promotion scheme, the Merchandise Exports from India Scheme (MEIS) under the Foreign Trade Policy of India is being replaced by the Remission of Duties or Taxes on Export Promotion (RoDTEP) scheme. While details of the new initiative are still awaited, it is expected that the scheme will adequately support Indian exporters by neutralizing all duties and levies



imposed on export products.¹⁵

The creation of Coastal Economic Zones (CEZ) with incentives and facilities similar to those in SEZs must be facilitated to further boost exports. Maritime shipping has emerged as a major factor in the growth of exports and effective coastal zones with trade facilitation mechanisms in place would be a big incentive for exporters looking to invest in the country. Fourteen CEZs have been identified along the coastline of the country in the National Perspective Plan of the Sagarmala Programme.¹⁶ These need to be expedited with appropriate accompanying policy interventions.

In 2018, a panel led by Bharat Forge Chairman Baba Kalyani had submitted a report to the government on improving SEZs – there are indications that some of the recommendations in the report are likely to be taken up by the government.

Lessons could also be drawn from countries like Vietnam which have very effectively used coastal economic and special zones to facilitate trade. For example, in addition to four national economic regions, Vietnam has established 18 coastal economic zones that offer incentives like free tariffs in selected items, income tax concessions, as well as reduced rent and regulatory fees. Such efforts have helped attract major multi-national nations into the country, which has in turn greatly helped boost trade. Similar efforts undertaken by other countries that are integrated into GVCs also need to be studied.

- **Trade and Investment Agreements:** Trade and investment agreements must be strengthened to develop strong value chains and sourcing of raw materials and intermediate inputs from partner countries for manufacturing.

Amongst the emerging markets identified in this report, India has an FTA with ASEAN nations, a Comprehensive Economic Cooperation Agreement (CECA) with Malaysia, and with Brazil through the MERCOSUR Preferential Trade Agreement. In addition, talks have been ongoing for a Comprehensive Economic Cooperation (CECA) agreement with Indonesia.

Existing and future trade agreements need to be carefully evaluated and leveraged more effectively for market access and export promotion. Issues such as inverted duty structures, higher capital costs, investments etc. also need to be addressed.

In the recent export promotion initiatives announced by the government, an FTA 'Utilization Mission' is to be set up. The goal of the mission is to increase awareness of duty benefits among MSMEs, as well as compliance requirements while also establishing an FTA monitoring system. These are much needed efforts. A nation-wide, cross-sectoral campaign to increase awareness about existing FTAs and the ways in which specific provisions of FTAs can be leveraged by MSME firms would be especially critical. Greater information dissemination about compliance issues like Rules of Origin and Standards are all important for companies to truly be able to take advantage of FTAs.

India recently pulled out of ongoing negotiations for the Regional Comprehensive Partnership (RCEP) which included ASEAN nations and their six FTA partners. The

¹⁵ <https://www.thehindubusinessline.com/economy/uncertainty-ends-for-exporters-with-new-incentive-scheme-but-details-sought/article29418366.ece>

¹⁶ Potential for Enhancing Exports from Andhra Pradesh, Exim Bank Research Brief, Exim Bank, 2017



reasons behind the withdrawal included the fact that India's significant concerns with regard to certain market access etc issues were not taken into account in the course of negotiations. Since India currently has large trade deficits with a majority of the negotiating countries, it was felt that a surge in imports as a result of RCEP could prove detrimental to the Indian agricultural sector and to industry in particular. The government may now consider prioritizing enhanced trade talks with the United States and EU since this development.

India is currently also engaged in trade talks with Indonesia – this dialogue should be expedited and judiciously concluded in consultation with industry.

Similarly, provisions in Bilateral Investment Treaties (BITs) relating to taxes (especially import duties) and investments must also be reevaluated and amended to facilitate investments. Most importantly, a stable policy regime is needed so as to not spook foreign investors.

- **Standards:** A defining attribute of the new mega-regional trade agreements such as the Comprehensive and Progressive Agreement for Trans-Pacific Partnership (CPTPP) are the significantly higher standards for a variety of products as against what is mandated in the Indian market.

Lack of adherence to global standards and certifications are negatively impacting India's exports including in sectors such as chemicals, pharmaceuticals and medical devices. Mandatory standards for manufacturing in the specified sectors with adequate domestic testing and certification bodies and laboratories and harmonizing Indian standards with global standards will contribute to enhancing export competitiveness.

A recent slew of reforms and initiatives to promote exports from India were announced by the Finance Minister in September 2019. Notably, time bound adoption of mandatory technical standards by industry was a key recommendation. A working group on Standards is to be set up within the Department of Commerce to work with industry to lay down a roadmap for adoption of standards, along with time lines and enforcement.

In addition, the government also announced that testing and certification infrastructure will be developed based on the PPP model so that exporters can get all internationally accepted tests and certification done within India. These efforts are important and must be expedited to bring Indian industry to the same bar for international standards and certifications as its competitors which would allow it to compete in terms of quality.

In addition to the steps taken by the government, for MSMEs, an agency could be set up which provides guidance and raises awareness on standards and certifications for exports, and also helps MSMEs in finding potential customers in certain key markets. This would greatly help boost exports of MSMEs, including to the targeted emerging economies.

Even though India is currently not party to any trade agreement that mandates high standards, for the sake of its own future competitiveness and to ensure the ability to compete with other nations, it is imperative that industry should look at adopting high standards on a unilateral basis.



- **Competitiveness at state level:** export promotion at the state level is of critical importance. Each state with competencies in the identified sectors must create an action plan for export promotion by identifying existing industrial clusters as well as individual firms that could be targeted for creation of industrial clusters. Different states have varying capacities in manufacturing and degrees of comparative advantages in products depending on factors such as natural resources, level of technology, available labor force etc.

Each state must also undertake a mapping exercise to connect potential export products with the emerging economies. The entire policy framework around export promotion must be linked to the identified firms/clusters and also connected with SEZs, Coastal Economic Zones (if any) present in the state.

Close consultations with industry are necessary to ensure removal of bottlenecks such as in infrastructure, trade facilitation standards and conformity, quality assurance etc. at the state level.

Market promotion

Marketing of the identified products in the identified emerging economies will need to be a top priority. This would involve focused attention on targeting potential customers in the specified geographies, while also building a 'Brand India' promotion strategy.

- **Non-tariff Barriers:** It is important to explore why India's market share in certain emerging economies has not increased despite otherwise large exports from India in the identified products and correspondingly high import volumes in the specified nations. For example, India's export share of pharmaceutical products (HS 3006) as a percentage of Turkey's total imports is a meagre 1.6%. This is despite the fact that India has a major share in global pharmaceutical exports and India also is a leader in terms of highest number of drug approvals granted by the US Food and Drug Administration (USFDA).

While it is possible that these are under-explored markets that have not been on the radar of exporting firms from India, there may also be non-tariff barriers related to standards, and other regulations that might be preventing market access in each nation that need to be looked into. Such non-tariff barriers should be sought to be resolved through dedicated bilateral talks with each identified nation.

- **Targeted export strategies:** India's embassies and high commissions in the identified countries in cooperation with local chambers of commerce could help Indian firms explore market opportunities in the identified sectors. Institutional partners need to be identified as well as government agencies that can be approached to help resolve bureaucratic and non-tariff barriers challenges as they arise.
- **Dedicated Export Marketing Centers:** Regional export marketing facilitation hubs could be set up – such as in South East Asia, in Middle East and Africa, Central Asia, etc. (housed within an existing embassy for example) with a direct linkage with the top officers in charge of exports within the Ministry of Commerce and Industry in New



Delhi. These hubs should also be responsible for export promotion, providing information on sourcing, organizing business meets and linking Indian exporters with local buyers.

- **Product Promotion:** Effective marketing strategies should be employed at sectoral exhibitions and trade shows in the identified countries, especially on 'Made in India' and 'Make in India' platforms. Effective marketing should be undertaken by organizing trade fairs, buyer's seller meets, seminars, roadshows and exhibitions for the top identified products. Attention must be placed on brand building and "Brand India" must be promoted through various campaigns ensuring support and large-scale participation in the key markets.

The Indian government recently announced that as part of new export promotion activities, annual mega shopping festivals would be organized in 4 cities geared towards gems and jewelry, handicrafts/yoga/tourism, textiles and leather.

In addition to these traditional export items, the government should also consider sourcing exhibitions in India in some of the sectors identified in this report including organic and inorganic chemicals, plastics, engineering goods and machinery, iron and steel products, and automobile parts and components. This would help provide an additional boost to these sectors as well.

- **Financing support:** The Indian government has approved Rs. 2,000 Crore to be released to the Export Credit Guarantee Corporation (ECGC) during FY 2017-18 to FY 2019-20.¹⁷ The increased funding is expected to help boost exports to challenging export destinations. This is a welcome step and it is hoped that the entire amount will be released soon for deployment. The ECGC has also recently revived its exports factoring business with a focus on MSME companies – the enhanced availability of funds from the government will help meet those priorities as well. In a recent move, the government has further reduced insurance premiums for small companies with outstanding limit of less than ₹80 crore – this again is a much-needed move to help boost exporters with good standing and low outstanding debts. Further, cover for banks has been extended to 90% for working capital loans.¹⁸

ECGC is also expanding the scope of Export Credit Insurance Scheme (ECIS) to provide higher insurance cover to banks for the purpose of lending working capital for exports. Along with these efforts, ECGC could also consider longer repayment plans for MSMEs based on exposure to the countries specified in this report. This would further help in providing credit and financing boost to advance exports.

- **Policies:** Strategic initiatives are increasingly being linked with commercial interests in bilateral relations. India's brand building efforts must be part and parcel of overall ties and well entrenched within India's missions overseas through structured engagements with diplomats. One way to incentivize greater marketing of products overseas, is to double income tax deduction on marketing expenses.

Products with significant export potential, as identified in this paper, should become part

¹⁷ <https://pib.gov.in/Pressreleaseshare.aspx?PRID=1562526>

¹⁸ <https://pib.gov.in/newsite/PrintRelease.aspx?relid=193216>



of India's overall export promotion strategy. In addition to advanced countries, marketing and promotion of these identified products should be prioritized in the identified emerging economies.

The analysis of emerging economies and prospective export commodities undertaken in this report clearly demonstrates that there are opportunities for India to ramp up its export capabilities to untapped markets. Despite the stated goal of deepening strategic and commercial engagement with countries in Africa, South East Asia, Latin and South America etc., India's current trade profile with the identified nations remains low. While India must continue to focus on established advanced economies for export volume, future growth is more likely to come from the emerging economies.

Thus, it is imperative that India re-orient its trade strategy to account for these new markets and take a strategic view of the potential commodities of export – these efforts must also be paired with a campaign to invite FDI into the country. A multi-sectoral approach, engaging stakeholders across agencies and states, including industry players would be important.

Annex I

India's Prospects for Exports to the Identified Emerging Markets

List 1: Strongest Prospects

Target Product (4 digit HS code level)	'Broad Economic Categories' (BEC) Classification	Target Countries	Imports from world – 2017 (In USD Millions)	Imports from India – 2017 (In USD Millions)	India's Total Global Exports – 2017 (in USD Millions)
HS 1006: Rice	Intermediate goods	Cote d'Ivoire	567.72	119.85	7,081.19
		Philippines	357.72	22.35	
		Indonesia	143.64	13.4	
HS 2304: Oilcake and other solid residues, whether or not ground or in the form of pellets, resulting from the extraction of vegetable fats or oils, other than those of heading 2304 or 2305	Intermediate goods - industrial supplies not elsewhere specified, processed	Indonesia	1,641.74	16.84	836.25
HS 3004: Medicaments (excluding goods of heading 3002, 3005 or 3006) consisting of mixed or unmixed products for therapeutic or prophylactic uses, put up in measured doses (including those in the form of transdermal administration systems) or in forms or packings for retail sale	Consumption goods not elsewhere specified – Non durable	Turkey	2,717.84	15.64	11, 539.75
		Egypt	1,960.98	18.03	
HS 3808: Insecticides, rodenticides, fungicides, herbicides, antisprouting products and plant-growth regulators, disinfectants and similar products, put up in forms or packings for retail sale or as preparations or articles (for example, sulfur-treated bands, wicks and candles, and flypapers)	Consumer goods not elsewhere specified – Non-Durable	South Africa	440.67	15.45	2,436.37



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Target Product (4 digit HS code level)	'Broad Economic Categories' (BEC) Classification	Target Countries	Imports from world – 2017 (In USD Millions)	Imports from India – 2017 (In USD Millions)	India's Total Global Exports – 2017 (in USD Millions)
HS 3907: Polyacetals, other polyethers and epoxide resins, in primary forms; polycarbonates, alkyd resins, polyallyl esters and other polyesters, in primary forms	Intermediate goods - Industrial supplies not elsewhere specified, processed	Uzbekistan	75.99	0.03	1,198.88
		Philippines	395.79	1.28	
		Malaysia	832.7	5.9	
		Turkey	1,399.85	53.78	
		Brazil	607.77	1.6	
		Indonesia	764.69	11.1	
		Thailand	892.38	5.72	
		Egypt	395.14	69.99	
		Mexico	2,020.68	1.86	
		South Africa	257.22	1.46	
HS 5208: Woven fabrics of cotton, containing >= 85% cotton by weight and weighing <= 200 g/m ²	Intermediate goods - Industrial supplies not elsewhere specified, processed	Cambodia	155.38	2.1	990.11
HS 5402: Synthetic filament yarn (other than sewing thread), not put up for retail sale, including synthetic monofilament of less than 67 decitex	Intermediate goods - Industrial supplies not elsewhere specified, processed	Myanmar	93.85	0.081	1,121.81
HS 5407: Woven fabrics of synthetic filament yarn, including woven fabrics obtained from materials of heading 5404	Intermediate goods - Industrial supplies not elsewhere specified, processed	Cambodia	274.07	4.46	909.65
		Myanmar	111.11	1.11	
HS 7207: Semi-finished products of iron or non-alloy steel	Intermediate goods - Industrial supplies not elsewhere specified, processed	Uzbekistan	138.17	0	1,114.14
		Tanzania	28.03	2.26	
		Philippines	1,016.16	118.18	
		Turkey	2,047.6	11.4	
		Indonesia	1,810.89	179.08	
		Egypt	1,101.42	0	



Target Product (4 digit HS code level)	'Broad Economic Categories' (BEC) Classification	Target Countries	Imports from world – 2017 (In USD Millions)	Imports from India – 2017 (In USD Millions)	India's Total Global Exports – 2017 (in USD Millions)
HS: 7208: Flat-rolled products of iron or nonalloy steel, of a width of 600 mm or more, hot-rolled, not clad, plated or coated	Intermediate goods - Industrial supplies not elsewhere specified, processed	Uzbekistan	142.86	0	2,709.37
		Tanzania	120.03	.068	
		Malaysia	1,055.96	207.72	
		Turkey	2,395.74	11.69	
		Thailand	1,542.78	.036	
		Egypt	624.54	19.2	
		Mexico	1,381.13	0.78	
HS 7210: Flat-rolled products of iron or nonalloy steel, of a width of 600 mm or more, clad, plated or coated	Intermediate goods - Industrial supplies not elsewhere specified, processed	Cote d'Ivoire	81.5	8.87	1,620.45
		Uzbekistan	312.6	0	
		Tanzania	67.91	0.58	
		Philippines	789.55	0	
		Indonesia	681.08	7.67	
		Mexico	1,956.58	55.83	
		Thailand	1,553.65	0.40	
HS 7219: Flat-rolled products of stainless steel, of a width of 600 mm or more	Intermediate goods - Industrial supplies not elsewhere specified, processed	Malaysia	720.11	0.34	564.99
HS 7306: Other tubes, pipes and hollow profiles (for example, open seamed or welded, riveted or similarly closed), of iron or steel	Intermediate goods - Industrial supplies not elsewhere specified, processed	Myanmar	125.03	0.97	527.47
		Philippines	168.04	1.17	
		Thailand	402.36	39.63	
		Egypt	595.57	24.42	
		Mexico	614.93	3.35	
HS 7307: Tube or pipe fittings "e.g. couplings, elbows, sleeves", of iron or steel	Intermediate goods - Industrial supplies not elsewhere specified, processed	Egypt	212.69	4.76	509.5



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Target Product (4 digit HS code level)	'Broad Economic Categories' (BEC) Classification	Target Countries	Imports from world – 2017 (In USD Millions)	Imports from India – 2017 (In USD Millions)	India's Total Global Exports – 2017 (in USD Millions)
HS 7308: Structures (excluding prefabricated buildings of heading 9406) and parts of structures (for example, bridges and bridge sections, lock gates, towers, lattice masts, roofs, roofing frameworks, doors and windows and their frames and thresholds for doors, shutters, balustrades, pillars and columns) of iron or steel; plates, rods, angles, shapes, sections, tubes and the like, prepared for use in structures, of iron or steel	Intermediate goods - Industrial supplies not elsewhere specified, processed	Myanmar	131.18	7.05	931.46
		Philippines	386.21	9.1	
HS 7323: Table, kitchen or other household articles and parts thereof, of iron or steel; iron or steel wool; pot scourers and scouring or polishing pads, gloves and the like, of iron or steel	Consumption goods - Consumer goods not elsewhere specified, semi-durable	Myanmar	51.35	1.84	525.61
HS 7326: Articles of iron or steel, n.e.s. (excluding cast articles)	Intermediate goods - Industrial supplies not elsewhere specified, processed	Philippines	207.57	2.9	1,074.62
		Indonesia	254.31	1.39	
		Thailand	3,753.19	43.55	
		Egypt	1,119.11	18.19	
		Mexico	2,754.41	23.57	
HS 8407: Spark-ignition reciprocating or rotary internal combustion piston engines	Intermediate goods -Parts and accessories of transport equipment	Cambodia	110.91	-	823.36
HS 8711: Motorcycles (including mopeds) and cycles fitted with an auxiliary motor, with or without side-cars; side-cars	Consumption goods - Transport equipment, non-industrial	Cambodia	160.62	1.65	1,905.39
		Myanmar	416.73	5.59	
		Philippines	990.23	138.44	

List 2: 'Aspirers'

Target Product (4 digit HS code level)	'Broad Economic Categories' (BEC) Classification	Target Countries	Imports from world (2017)	Imports from India (2017)	India's Total Global Exports – 2017 (in USD Millions)
HS 2917: Polycarboxylic acids, their anhydrides, halides, peroxides and peroxyacids; their halogenated, sulfonated, nitrated or nitrosated derivatives	Intermediate goods - Industrial supplies not elsewhere specified, processed	Turkey	547.18	10.42	381.88
HS 5209: Woven fabrics of cotton, containing >= 85% cotton by weight and weighing > 200 g/m ²	Intermediate goods - Industrial supplies not elsewhere specified, processed	Cambodia	236.28	4.89	434.57
HS 5211: Woven fabrics of cotton, containing less than 85 percent by weight of cotton, mixed mainly or solely with man-made fibers, weighing more than 200 g/m ²	Intermediate goods - Industrial supplies not elsewhere specified, processed	Cambodia	216.37	3.54	144.15
HS 6006: Other knitted or crocheted fabrics	Intermediate goods - Industrial supplies not elsewhere specified, processed	Cambodia	1,474.35	1.35	232.79
		Vietnam	2,644.16	1.51	
HS 8474: Machinery for sorting, screening, separating, washing, crushing, grinding, mixing or kneading earth, stone, ores or other mineral substances, in solid (including powder or paste) form; machinery for agglomerating, shaping or molding solid mineral fuels, ceramic paste, unhardened cements, plastering materials or other mineral products in powder or paste form; machines for forming foundry molds of sand; parts thereof	Capital goods (except transport equipment)	Cote d'Ivoire	71.38	1.38	389.04
		Ghana	98	7.63	
		Guinea	50.17	4.34	



Target Product (4 digit HS code level)	'Broad Economic Categories' (BEC) Classification	Target Countries	Imports from world (2017)	Imports from India (2017)	India's Total Global Exports – 2017 (in USD Millions)
HS 8702: Motor vehicles for the transport of ten or more persons, including the driver	Capital goods - Transport equipment, industrial	Ghana	103.08	1.28	276.64
		Cote d'Ivoire	63.13	27.38	
		Myanmar	276.67	0.82	
HS 8714: Parts and accessories of vehicles of headings 8711 to 8713	Intermediate goods - Parts and accessories of transport equipment	Thailand	444.9	10.16	434.60
		Cambodia	328.35	0.14	
8803: Parts of aircraft and spacecraft of heading 8801 or 8802, n.e.s.	Intermediate goods - Parts and accessories of transport equipment	Philippines	547.63	3.12	2,197.02

List 3: 'Possibilities'

Target Product (4 digit HS code level)	'Broad Economic Categories' (BEC) Classification	Target Countries	Country's imports from world (2017)	Country's imports from India (2017)	India's Total Global Exports – 2017 (in USD Millions)
HS 1005: Corn or Maize	Intermediate goods - Industrial supplies not elsewhere specified, primary	Philippines	129.1	6.69	157.16
		Egypt	1,723.19	0	
		Indonesia	114.08	2.45	
HS 3002: Human blood; animal blood prepared for therapeutic, prophylactic or diagnostic uses; antisera, other blood fractions and immunological products, whether or not modified or obtained by means of biotechnological processes; vaccines, toxins, cultures of micro-organisms (excluding yeasts) and similar products	Intermediate goods - Industrial supplies not elsewhere specified, processed	Turkey	1,431.16	6.24	749.72
		Egypt	144.88	4.96	

Target Product (4 digit HS code level)	'Broad Economic Categories' (BEC) Classification	Target Countries	Country's imports from world (2017)	Country's imports from India (2017)	India's Total Global Exports – 2017 (in USD Millions)
HS 3006: Pharmaceutical preparations and products of subheadings 3006.10.10 to 3006.60.90	Intermediate goods - Industrial supplies not elsewhere specified, processed	Turkey	126.98	2.08	200.45
HS 3901: Polymers of ethylene, in primary forms	Intermediate goods - Industrial supplies not elsewhere specified, processed	Ethiopia	96.35	1.44	485.51
		Cote d'Ivoire	159.15	0.12	
		Vietnam	2,182.32	34.32	
		Philippines	290.34	0.13	
		Indonesia	1,449.5	1.65	
		Egypt	602.7	5.79	
		Turkey	2,442.06	26.84	
		Thailand	668.68	0.38	
		South Africa	375.03	2.9	
		Malaysia	1,774.52	1.89	
HS 3902: Polymers of propylene or of other olefins, in primary forms	Intermediate goods - Industrial supplies not elsewhere specified, processed	Brazil	1,073.58	1.15	510.74
		Ethiopia	86.98	5.45	
		Myanmar	220.25	4.04	
		Uzbekistan	60.58	0.01	
		Vietnam	1,428.54	31.1	
		Turkey	2,722.29	120.63	
		Indonesia	1,369.96	19.25	
Egypt	514.09	2.47			
HS 3923: Articles for the conveyance or packing of goods, of plastics; stoppers, lids, caps and other closures, of plastics	Intermediate goods - Industrial supplies not elsewhere specified, processed	Cambodia	125.07	0.06	716.27
		Myanmar	64.45	1.47	
		Mexico	2,600.55	3.57	
HS 3926: Articles of plastics and articles of other materials of heading 3901 to 3914, n.e.s.	Intermediate goods - Industrial supplies not elsewhere specified, processed	Cambodia	135.81	.06	615.18
		Myanmar	63.32	0.27	
		Vietnam	1,718.24	2.89	
		Philippines	311.76	0.84	
		Thailand	1,726.93	7.91	
		Brazil	623.94	8.09	
		Mexico	4,572.52	21.14	
Malaysia	813.41	3.22			



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Target Product (4 digit HS code level)	'Broad Economic Categories' (BEC) Classification	Target Countries	Country's imports from world (2017)	Country's imports from India (2017)	India's Total Global Exports – 2017 (in USD Millions)
HS 7213: Bars and rods of iron or non-alloy steel, hot-rolled, in irregularly wound coils	Intermediate goods - Industrial supplies not elsewhere specified, processed	Cote d'Ivoire	55.18	0	156.86
HS 7225: Flat-rolled products of other alloy steel, of a width of 600 mm or more	Intermediate goods - Industrial supplies not elsewhere specified, processed	Indonesia	1,014.39	67.64	188.76
		Thailand	1,511.09	17.27	
		Mexico	1,917.06	0	
HS 7318: Screws, bolts, nuts, coach screws, screw hooks, rivets, cotters, cotter pins, washers (including spring washers) and similar articles, of iron or steel	Intermediate goods - Industrial supplies not elsewhere specified, processed	Thailand	989.72	2.93	487.96
		Mexico	2,738.78	18.87	
		Indonesia	558.16	2.71	
HS 8408: Compression-ignition internal combustion piston engines (diesel or semi-diesel engines)	Intermediate goods - Parts and accessories of transport equipment	Turkey	989.72	2.93	538.78
		Mexico	4,538.4	11.33	
HS 8414: Air or vacuum pumps, air or other gas compressors and fans; ventilating or recycling hoods incorporating a fan, whether or not fitted with filters; parts thereof	Capital goods (except transport equipment)	Egypt	352.63	4.7	736.02
		Thailand	1,745.82	35.36	
HS 8429: Self-propelled bulldozers, angledozers, graders, levelers, scrapers, mechanical shovels, excavators, shovel loaders, tamping machines and road rollers	Capital goods (except transport equipment)	Cote d'Ivoire	85.43	1.7	515.54
		Myanmar	222	7.26	
		Guinea	58.62	0.28	
		Uzbekistan	152.53	1.16	
		Ghana	173.2	8.41	
		Indonesia	1,110.47	24.26	
South Africa	711.49	40.78			

Target Product (4 digit HS code level)	'Broad Economic Categories' (BEC) Classification	Target Countries	Country's imports from world (2017)	Country's imports from India (2017)	India's Total Global Exports – 2017 (in USD Millions)
HS 8431: Parts suitable for use solely or principally with the machinery of heading 8425 to 8430, n.e.s.	Intermediate goods - Parts and accessories of capital goods (except transport equipment)	Guinea	542.91	3.5	542.91
		Myanmar	121.52	0.88	
HS 8471: Automatic data processing machines and units thereof; magnetic or optical readers, machines for transcribing data onto data media in coded form and machines for processing such data, not elsewhere specified or included	Capital goods (except transport equipment)	Vietnam	1,397.5	1.75	150.33
		Malaysia	2,848.84	5.79	
		Turkey	2,008.04	0.17	
		Brazil	992.14	2.2	
		Indonesia	2,007.32	2.29	
		Thailand	3,728.93	0.34	
		Mexico	9,385.23	6.69	
HS 8473: Parts and accessories (other than covers, carrying cases and the like) suitable for use solely or principally with machines of headings 8470 to 8472	Parts and accessories of capital goods (except transport equipment)	Philippines	1,647.03	0.64	239.98
		Malaysia	2,105.07	7.75	
		Brazil	1,004.88	7.57	
		Thailand	2,058.7	0.60	
		Mexico	6,042.71	38.82	
HS 8479: Machines and mechanical appliances having individual functions, not specified or included elsewhere in this chapter; parts thereof	Parts and accessories of capital goods (except transport equipment)	Vietnam	3,379.19	37.77	655.27
		Malaysia	1,698.29	15.65	
		Egypt	414.61	9.72	
HS 8517: Telephone sets, including telephones for cellular networks or for other wireless networks; other apparatus for the transmission or reception of voice, images or other data, including apparatus for communication in a wired or wireless network (such as a local or wide area network), other than transmission or reception apparatus of heading 8443, 8525, 8527 or 8528; parts thereof	Consumer goods not elsewhere specified, semi-durable	Cambodia	344.15	.08	1,038.11
		Myanmar	440.26	3.08	
		Guinea	52.77	.02	
		Uzbekistan	117.87	0	
		Vietnam	17,553.04	70.2	
		Turkey	4,284.88	5.32	
		Indonesia	4,802.16	18.88	
		Thailand	7,686.27	2.49	
		Egypt	1,536.38	2.72	
		Mexico	13,450.52	11.33	
Philippines	2,253.33	0.58			



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Target Product (4 digit HS code level)	'Broad Economic Categories' (BEC) Classification	Target Countries	Country's imports from world (2017)	Country's imports from India (2017)	India's Total Global Exports – 2017 (in USD Millions)
HS 8541: Diodes, transistors and similar semiconductor devices; photosensitive semiconductor devices, including photovoltaic cells, whether or not assembled in modules or made up into panels; light-emitting diodes (LED); mounted piezoelectric crystals; parts thereof	Parts and accessories of capital goods (except transport equipment)	Philippines	868.62	0.31	176.38
		Malaysia	3,721.15	3.43	
		Turkey	3,789.46	133.85	
HS 8544: Insulated (including enameled or anodized) wire, cable (including coaxial cable) and other insulated electric conductors, whether or not fitted with connectors; optical fiber cables, made up of individually sheathed fibers, whether or not assembled with electric conductors or fitted with connectors	Intermediate goods - Industrial supplies not elsewhere specified, processed	Cambodia	157.02	0.27	818.2
		Myanmar	91.99	4.34	
		Egypt	451.93	5.74	
		Mexico	5,162.77	5.66	
HS 8703: Motor cars and other motor vehicles principally designed for the transport of persons (other than those of heading 8702), including station wagons and racing cars	Consumption goods - transport equipment, non-industrial	Cambodia	470.93	8.66	6,598.25
		Cote d'Ivoire	280.76	6.17	
		Uzbekistan	176.87	0	
		Ghana	998.61	21.54	
		Philippines	4,571.49	72.83	
		Thailand	823.61	1.64	
		Malaysia	1,495.31	0.13	
		Turkey	8,606.79	46.81	
		Egypt	1,683.24	78.5	
		Mexico	11,514.45	1,598.79	
Vietnam	744.3	22.03			
HS 8704: Motor vehicles for the transport of goods	Capital goods - Transport equipment, industrial	Cote d'Ivoire	159.82	26.9	930.9
		Myanmar	804.9	3.03	
		Uzbekistan	111.41	0.12	
		Ghana	544.02	20.47	
		Vietnam	982.06	12.03	
		Philippines	1,493.47	24.31	
		Mexico	2,212.82	4.48	
		Malaysia	834.99	7.09	
		Egypt	282.44	2.86	
Turkey	1,291.36	0			



Target Product (4 digit HS code level)	'Broad Economic Categories' (BEC) Classification	Target Countries	Country's imports from world (2017)	Country's imports from India (2017)	India's Total Global Exports – 2017 (in USD Millions)
HS 8708: Bumpers and parts thereof	Intermediate goods - Parts and accessories of transport equipment	Uzbekistan	577.3	0.86	4,442.2
		Mexico	25,310.49	280.77	
		Vietnam	1,758.49	19.86	
		Malaysia	2,329.41	16.3	
		Turkey	6,166.67	348.46	
		Thailand	6,286.03	189.92	
		Egypt	702.73	66.56	
HS 9018: Instruments and appliances used in medical, surgical, dental or veterinary sciences, including scintigraphic apparatus, other electro-medical apparatus and sight-testing instruments; parts and accessories thereof	Capital goods (except transport equipment)	Philippines	248.05	2.89	653.93
		Turkey	927.46	12.01	
		Brazil	1,215.52	32.34	
		Thailand	593.32	5.47	
		Mexico	2,834.8	26.95	
		South Africa	565.93	10.24	
HS 9031: Measuring or checking instruments, appliances and machines, not specified or included elsewhere in this chapter; profile projectors; parts and accessories thereof	Capital goods (except transport equipment)	Vietnam	1,182.69	1.99	160.05
		Philippines	227.76	0.88	
		Malaysia	594.12	2.87	
		Thailand	642.26	1.31	
		Mexico	1,665.1	4.21	
HS 9032: Instruments and apparatus for measuring or checking the flow, level, pressure or other variables of liquids or gases (for example, flow meters, level gauges, manometers, heat meters), excluding instruments and apparatus of heading 9014, 9015, 9028 or 9032; parts and accessories thereof	Capital goods (except transport equipment)	Turkey	721.87	2.02	251.52
		Brazil	845.71	7.22	
		Thailand	1,160.91	7.66	



Annex II

India's Trade Profile vis-à-vis the identified emerging economies: 2018-2019

(In USD Millions)

Sl.No.	Country	Export	Import	Total Trade	Trade Balance
1	Brazil	3,800.49	4,406.43	8,206.92	-605.94
2	Mexico	3,841.57	5,577.03	9,418.59	-1,735.46
3	Indonesia	5,275.60	15,849.67	21,125.27	-10,574.07
4	Turkey	5,452.45	2,388.26	7,840.71	3,064.19
5	Thailand	4,441.40	7,441.81	11,883.21	-3,000.42
6	South Africa	4,067.20	6,517.33	10,584.54	-2,450.13
7	Malaysia	6,436.30	10,818.60	17,254.90	-4,382.31
8	Philippines	1,743.64	581.10	2,324.74	1,162.53
9	Egypt	2,886.39	1,677.82	4,564.22	1,208.57
10	Vietnam	6,507.38	7,192.23	13,699.61	-684.86
11	Ethiopia	766.03	55.01	821.04	711.02
12	Myanmar	1,205.60	521.49	1,727.10	684.11
13	Ghana	717.33	3,763.41	4,480.74	-3,046.08
14	Tanzania	1,704.04	903.47	2,607.51	800.58
15	Uzbekistan	201.41	126.73	328.14	74.68
16	Cote D'Ivoire	448.64	603.05	1,051.69	-154.41
17	Cambodia	195.98	42.63	238.61	153.35
18	Guinea	404.84	414.26	819.11	-9.42
	India's Total	330,078.08	514,078.35	844,148.55	-184,000.27

Source: Export Import Data Bank, Ministry of Commerce and Industry, Government of India



Annex III

Country wise Export Targets from India

Country	Potential Exports from India	Top sources of imports
Ethiopia	HS 3901: Polymers of ethylene, in primary forms	<ol style="list-style-type: none"> 1. China 2. USA 3. India 4. Japan 5. Italy
	HS 3902: Polymers of propylene or of other olefins, in primary forms	
Cambodia	HS 5208: Woven fabrics of cotton, containing \geq 85% cotton by weight and weighing \leq 200 g/m ²	<ol style="list-style-type: none"> 1. China 2. Thailand 3. Vietnam 4. Taipei 5. Singapore
	HS 5407: Woven fabrics of synthetic filament yarn, including woven fabrics obtained from materials of heading 5404	
	HS 8407: Spark-ignition reciprocating or rotary internal combustion piston engines	
	HS 8711: Motorcycles (including mopeds) and cycles fitted with an auxiliary motor, with or without side-cars; side-cars	
	HS 5209: Woven fabrics of cotton, containing \geq 85% cotton by weight and weighing $>$ 200 g/m ²	
	HS 5211: Woven fabrics of cotton, containing less than 85 percent by weight of cotton, mixed mainly or solely with man-made fibers, weighing more than 200 g/m ²	India is ranked at #14 as a source of import
	HS 6006: Other knitted or crocheted fabrics	
	HS 8714: Parts and accessories of vehicles of headings 8711 to 8713	
	HS 3923: Articles for the conveyance or packing of goods, of plastics; stoppers, lids, caps and other closures, of plastics	
	HS 3926: Articles of plastics and articles of other materials of heading 3901 to 3914, n.e.s.	
	HS 8517: Telephone sets, including telephones for cellular networks or for other wireless networks; other apparatus for the transmission or reception of voice, images or other data, including apparatus for communication in a wired or wireless network (such as a local or wide area network), other than transmission or reception apparatus of heading 8443, 8525, 8527 or 8528; parts thereof	
	HS 8544: Insulated (including enameled or anodized) wire, cable (including coaxial cable) and other insulated electric conductors, whether or not fitted with connectors; optical fiber cables, made up of individually sheathed fibers, whether or not assembled with electric conductors or fitted with connectors	
	HS 8703: Motor cars and other motor vehicles principally designed for the transport of persons (other than those of heading 8702), including station wagons and racing cars	



INDIA'S EXPORTS TO EMERGING ECONOMIES:
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Country	Potential Exports from India	Top sources of imports
Cote d'Ivoire	HS 1006: Rice	<ol style="list-style-type: none"> 1. China 2. Nigeria 3. France 4. India 5. Netherlands
	HS 7210: Flat-rolled products of iron or nonalloy steel, of a width of 600 mm or more, clad, plated or coated	
	HS 8474: Machinery for sorting, screening, separating, washing, crushing, grinding, mixing or kneading earth, stone, ores or other mineral substances, in solid (including powder or paste) form; machinery for agglomerating, shaping or molding solid mineral fuels, ceramic paste, unhardened cements, plastering materials or other mineral products in powder or paste form; machines for forming foundry molds of sand; parts thereof	
	HS 8702: Motor vehicles for the transport of ten or more persons, including the driver	
	HS 3901: Polymers of ethylene, in primary forms	
	HS 7213: Bars and rods of iron or non-alloy steel, hot-rolled, in irregularly wound coils	
	HS 8429: Self-propelled bulldozers, angledozers, graders, levelers, scrapers, mechanical shovels, excavators, shovel loaders, tamping machines and road rollers	
	HS 8703: Motor cars and other motor vehicles principally designed for the transport of persons (other than those of heading 8702), including station wagons and racing cars	
	HS 8704: Motor vehicles for the transport of goods	



Country	Potential Exports from India	Top sources of imports
Myanmar	HS 5402: Synthetic filament yarn (other than sewing thread), not put up for retail sale, including synthetic monofilament of less than 67 decitex	1. China 2. Singapore 3. Thailand 4. Japan 5. Malaysia India is ranked at #6 as a source of import
	HS 5407: Woven fabrics of synthetic filament yarn, including woven fabrics obtained from materials of heading 5404	
	HS 7306: Other tubes, pipes and hollow profiles (for example, open seamed or welded, riveted or similarly closed), of iron or steel	
	HS 7308: Structures (excluding prefabricated buildings of heading 9406) and parts of structures (for example, bridges and bridge sections, lock gates, towers, lattice masts, roofs, roofing frameworks, doors and windows and their frames and thresholds for doors, shutters, balustrades, pillars and columns) of iron or steel; plates, rods, angles, shapes, sections, tubes and the like, prepared for use in structures, of iron or steel	
	HS 7323: Table, kitchen or other household articles and parts thereof, of iron or steel; iron or steel wool; pot scourers and scouring or polishing pads, gloves and the like, of iron or steel	
	HS 8711: Motorcycles (including mopeds) and cycles fitted with an auxiliary motor, with or without side-cars; side-cars	
	HS 8702: Motor vehicles for the transport of ten or more persons, including the driver	
	HS 3902: Polymers of propylene or of other olefins, in primary forms	
	HS 3923: Articles for the conveyance or packing of goods, of plastics; stoppers, lids, caps and other closures, of plastics	
	HS 3926: Articles of plastics and articles of other materials of heading 3901 to 3914, n.e.s	
	HS 8429: Self-propelled bulldozers, angledozers, graders, levelers, scrapers, mechanical shovels, excavators, shovel loaders, tamping machines and road rollers	
	HS 8431: Parts suitable for use solely or principally with the machinery of heading 8425 to 8430, n.e.s.	
	HS 8517: Telephone sets, including telephones for cellular networks or for other wireless networks; other apparatus for the transmission or reception of voice, images or other data, including apparatus for communication in a wired or wireless network (such as a local or wide area network), other than transmission or reception apparatus of heading 8443, 8525, 8527 or 8528; parts thereof	
	HS 8544: Insulated (including enameled or anodized) wire, cable (including coaxial cable) and other insulated electric conductors, whether or not fitted with connectors; optical fiber cables, made up of individually sheathed fibers, whether or not assembled with electric conductors or fitted with connectors	
HS 8704: Motor vehicles for the transport of goods		



INDIA'S EXPORTS TO EMERGING ECONOMIES:
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Country	Potential Exports from India	Top sources of imports
Guinea	HS 8474: Machinery for sorting, screening, separating, washing, crushing, grinding, mixing or kneading earth, stone, ores or other mineral substances, in solid (including powder or paste) form; machinery for agglomerating, shaping or molding solid mineral fuels, ceramic paste, unhardened cements, plastering materials or other mineral products in powder or paste form; machines for forming foundry molds of sand; parts thereof	<ol style="list-style-type: none"> 1. China 2. Netherlands 3. India 4. Belgium 5. France
	HS 8429: Self-propelled bulldozers, angledozers, graders, levelers, scrapers, mechanical shovels, excavators, shovel loaders, tamping machines and road rollers	
	HS 8431: Parts suitable for use solely or principally with the machinery of heading 8425 to 8430, n.e.s.	
	HS 8517: Telephone sets, including telephones for cellular networks or for other wireless networks; other apparatus for the transmission or reception of voice, images or other data, including apparatus for communication in a wired or wireless network (such as a local or wide area network), other than transmission or reception apparatus of heading 8443, 8525, 8527 or 8528; parts thereof	
Uzbekistan	HS 3907: Polyacetals, other polyethers and epoxide resins, in primary forms; polycarbonates, alkyd resins, polyallyl esters and other polyesters, in primary forms	<ol style="list-style-type: none"> 1. China 2. Russia 3. South Korea 4. Kazakhstan 5. Turkey <p>India is ranked at #13 as a source of import</p>
	HS 7207: Semi-finished products of iron or non-alloy steel	
	HS: 7208: Flat-rolled products of iron or nonalloy steel, of a width of 600 mm or more, hot-rolled, not clad, plated or coated	
	HS 7210: Flat-rolled products of iron or nonalloy steel, of a width of 600 mm or more, clad, plated or coated	
	HS 3902: Polymers of propylene or of other olefins, in primary forms	
	HS 8429: Self-propelled bulldozers, angledozers, graders, levelers, scrapers, mechanical shovels, excavators, shovel loaders, tamping machines and road rollers	
	HS 8517: Telephone sets, including telephones for cellular networks or for other wireless networks; other apparatus for the transmission or reception of voice, images or other data, including apparatus for communication in a wired or wireless network (such as a local or wide area network), other than transmission or reception apparatus of heading 8443, 8525, 8527 or 8528; parts thereof	
	HS 8703: Motor cars and other motor vehicles principally designed for the transport of persons (other than those of heading 8702), including station wagons and racing cars	
	HS 8704: Motor vehicles for the transport of goods	
HS 8708: Bumpers and parts thereof		



Country	Potential Exports from India	Top sources of imports
Ghana	HS 8474: Machinery for sorting, screening, separating, washing, crushing, grinding, mixing or kneading earth, stone, ores or other mineral substances, in solid (including powder or paste) form; machinery for agglomerating, shaping or molding solid mineral fuels, ceramic paste, unhardened cements, plastering materials or other mineral products in powder or paste form; machines for forming foundry molds of sand; parts thereof	<ol style="list-style-type: none"> 1. China 2. USA 3. Belgium 4. India 5. United Kingdom
	HS 8702: Motor vehicles for the transport of ten or more persons, including the driver	
	HS 8429: Self-propelled bulldozers, angledozers, graders, levelers, scrapers, mechanical shovels, excavators, shovel loaders, tamping machines and road rollers	
	HS 8703: Motor cars and other motor vehicles principally designed for the transport of persons (other than those of heading 8702), including station wagons and racing cars	
	HS 8704: Motor vehicles for the transport of goods	
Tanzania	HS 7207: Semi-finished products of iron or non-alloy steel	<ol style="list-style-type: none"> 1. China 2. India 3. UAE 4. Saudi Arabia 5. South Africa
	HS: 7208: Flat-rolled products of iron or nonalloy steel, of a width of 600 mm or more, hot-rolled, not clad, plated or coated	
	HS 7210: Flat-rolled products of iron or nonalloy steel, of a width of 600 mm or more, clad, plated or coated	
Vietnam	HS 6006: Other knitted or crocheted fabrics	<ol style="list-style-type: none"> 1. China 2. South Korea 3. Japan 4. Chinese Taipei 5. Thailand
	HS 3901: Polymers of ethylene, in primary forms	
	HS 3902: Polymers of propylene or of other olefins, in primary forms	
	HS 3926: Articles of plastics and articles of other materials of heading 3901 to 3914, n.e.s.	
	HS 8471: Automatic data processing machines and units thereof; magnetic or optical readers, machines for transcribing data onto data media in coded form and machines for processing such data, not elsewhere specified or included	
	HS 8473: Parts and accessories (other than covers, carrying cases and the like) suitable for use solely or principally with machines of headings 8470 to 8472	
	HS 8479: Machines and mechanical appliances having individual functions, not specified or included elsewhere in this chapter; parts thereof	
	HS 8517: Telephone sets, including telephones for cellular networks or for other wireless networks; other apparatus for the transmission or reception of voice, images or other data, including apparatus for communication in a wired or wireless network (such as a local or wide area network), other than transmission or reception apparatus of heading 8443, 8525, 8527 or 8528; parts thereof	
	HS 8703: Motor cars and other motor vehicles principally designed for the transport of persons (other than those of heading 8702), including station wagons and racing cars	
	HS 8704: Motor vehicles for the transport of goods	
	HS 8708: Bumpers and parts thereof	
HS 9031: Measuring or checking instruments, appliances and machines, not specified or included elsewhere in this chapter; profile projectors; parts and accessories thereof		



Country	Potential Exports from India	Top sources of imports
Philippines	HS 1006: Rice	1. China 2. South Korea 3. Japan 4. USA 5. Thailand India is ranked at #14 as a source of import
	HS 3907: Polyacetals, other polyethers and epoxide resins, in primary forms; polycarbonates, alkyd resins, polyallyl esters and other polyesters, in primary forms	
	HS 7207: Semi-finished products of iron or non-alloy steel	
	HS 7210: Flat-rolled products of iron or nonalloy steel, of a width of 600 mm or more, clad, plated or coated	
	HS 7306: Other tubes, pipes and hollow profiles (for example, open seamed or welded, riveted or similarly closed), of iron or steel	
	HS 7308: Structures (excluding prefabricated buildings of heading 9406) and parts of structures (for example, bridges and bridge sections, lock gates, towers, lattice masts, roofs, roofing frameworks, doors and windows and their frames and thresholds for doors, shutters, balustrades, pillars and columns) of iron or steel; plates, rods, angles, shapes, sections, tubes and the like, prepared for use in structures, of iron or steel	
	HS 7326: Articles of iron or steel, n.e.s. (excluding cast articles)	
	HS 8711: Motorcycles (including mopeds) and cycles fitted with an auxiliary motor, with or without side-cars; side-cars	
	8803: Parts of aircraft and spacecraft of heading 8801 or 8802, n.e.s.	
	HS 1005: Corn or Maize	
	HS 3901: Polymers of ethylene, in primary forms	
	HS 3926: Articles of plastics and articles of other materials of heading 3901 to 3914, n.e.s.	
	HS 8473: Parts and accessories (other than covers, carrying cases and the like) suitable for use solely or principally with machines of headings 8470 to 8472	
	HS 8517: Telephone sets, including telephones for cellular networks or for other wireless networks; other apparatus for the transmission or reception of voice, images or other data, including apparatus for communication in a wired or wireless network (such as a local or wide area network), other than transmission or reception apparatus of heading 8443, 8525, 8527 or 8528; parts thereof	
	HS 8541: Diodes, transistors and similar semiconductor devices; photosensitive semiconductor devices, including photovoltaic cells, whether or not assembled in modules or made up into panels; light-emitting diodes (LED); mounted piezoelectric crystals; parts thereof	
	HS 8703: Motor cars and other motor vehicles principally designed for the transport of persons (other than those of heading 8702), including station wagons and racing cars	
	HS 8704: Motor vehicles for the transport of goods	
HS 9018: Instruments and appliances used in medical, surgical, dental or veterinary sciences, including scintigraphic apparatus, other electro-medical apparatus and sight-testing instruments; parts and accessories thereof		
HS 9031: Measuring or checking instruments, appliances and machines, not specified or included elsewhere in this chapter; profile projectors; parts and accessories thereof		



Country	Potential Exports from India	Top sources of imports
Turkey	HS 3004: Medicaments (excluding goods of heading 3002, 3005 or 3006) consisting of mixed or unmixed products for therapeutic or prophylactic uses, put up in measured doses (including those in the form of transdermal administration systems) or in forms or packings for retail sale	1. Russia 2. China 3. Germany 4. USA 5. Italy India is ranked at #7 as a source of import
	HS 3907: Polyacetals, other polyethers and epoxide resins, in primary forms; polycarbonates, alkyd resins, polyallyl esters and other polyesters, in primary forms	
	HS 7207: Semi-finished products of iron or non-alloy steel	
	HS: 7208: Flat-rolled products of iron or nonalloy steel, of a width of 600 mm or more, hot-rolled, not clad, plated or coated	
	HS 2917: Polycarboxylic acids, their anhydrides, halides, peroxides and peroxyacids; their halogenated, sulfonated, nitrated or nitrosated derivatives	
	HS 3002: Human blood; animal blood prepared for therapeutic, prophylactic or diagnostic uses; antisera, other blood fractions and immunological products, whether or not modified or obtained by means of biotechnological processes; vaccines, toxins, cultures of micro-organisms (excluding yeasts) and similar products	
	HS 3006: Pharmaceutical preparations and products of subheadings 3006.10.10 to 3006.60.90	
	HS 3901: Polymers of ethylene, in primary forms	
	HS 3902: Polymers of propylene or of other olefins, in primary forms	
	HS 8408: Compression-ignition internal combustion piston engines (diesel or semi-diesel engines)	
	HS 8471: Automatic data processing machines and units thereof; magnetic or optical readers, machines for transcribing data onto data media in coded form and machines for processing such data, not elsewhere specified or included	
	HS 8517: Telephone sets, including telephones for cellular networks or for other wireless networks; other apparatus for the transmission or reception of voice, images or other data, including apparatus for communication in a wired or wireless network (such as a local or wide area network), other than transmission or reception apparatus of heading 8443, 8525, 8527 or 8528; parts thereof	
	HS 8541: Diodes, transistors and similar semiconductor devices; photosensitive semiconductor devices, including photovoltaic cells, whether or not assembled in modules or made up into panels; light-emitting diodes (LED); mounted piezoelectric crystals; parts thereof	
	HS 8703: Motor cars and other motor vehicles principally designed for the transport of persons (other than those of heading 8702), including station wagons and racing cars	
	HS 8704: Motor vehicles for the transport of goods	
	HS 8708: Bumpers and parts thereof	
HS 9018: Instruments and appliances used in medical, surgical, dental or veterinary sciences, including scintigraphic apparatus, other electro-medical apparatus and sight-testing instruments; parts and accessories thereof		
HS 9032: Instruments and apparatus for measuring or checking the flow, level, pressure or other variables of liquids or gases (for example, flow meters, level gauges, manometers, heat meters), excluding instruments and apparatus of heading 9014, 9015, 9028 or 9032; parts and accessories thereof		



INDIA'S EXPORTS TO EMERGING ECONOMIES:
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Country	Potential Exports from India	Top sources of imports
Malaysia	HS 3907: Polyacetals, other polyethers and epoxide resins, in primary forms; polycarbonates, alkyd resins, polyallyl esters and other polyesters, in primary forms	1. China 2. Singapore 3. USA 4. Japan 5. Taipei (Chinese)
	HS: 7208: Flat-rolled products of iron or nonalloy steel, of a width of 600 mm or more, hot-rolled, not clad, plated or coated	
	HS 7219: Flat-rolled products of stainless steel, of a width of 600 mm or more	
	HS 3901: Polymers of ethylene, in primary forms	
	HS 3926: Articles of plastics and articles of other materials of heading 3901 to 3914, n.e.s.	
	HS 8471: Automatic data processing machines and units thereof; magnetic or optical readers, machines for transcribing data onto data media in coded form and machines for processing such data, not elsewhere specified or included	India is at ranked at #9 as a source of import
	HS 8473: Parts and accessories (other than covers, carrying cases and the like) suitable for use solely or principally with machines of headings 8470 to 8472	
	HS 8479: Machines and mechanical appliances having individual functions, not specified or included elsewhere in this chapter; parts thereof	
	HS 8541: Diodes, transistors and similar semiconductor devices; photosensitive semiconductor devices, including photovoltaic cells, whether or not assembled in modules or made up into panels; light-emitting diodes (LED); mounted piezoelectric crystals; parts thereof	
	HS 8703: Motor cars and other motor vehicles principally designed for the transport of persons (other than those of heading 8702), including station wagons and racing cars	
	HS 8704: Motor vehicles for the transport of goods	
	HS 8708: Bumpers and parts thereof	
	HS 9031: Measuring or checking instruments, appliances and machines, not specified or included elsewhere in this chapter; profile projectors; parts and accessories thereof	



Country	Potential Exports from India	Top sources of imports
Indonesia	HS 1006: Rice	1. China 2. Singapore 3. Japan 4. Thailand 5. USA India is ranked at #9 as a source of import
	HS 2304: Oilcake and other solid residues, whether or not ground or in the form of pellets, resulting from the extraction of vegetable fats or oils, other than those of heading 2304 or 2305	
	HS 3907: Polyacetals, other polyethers and epoxide resins, in primary forms; polycarbonates, alkyd resins, polyallyl esters and other polyesters, in primary forms	
	HS 7207: Semi-finished products of iron or non-alloy steel	
	HS 7210: Flat-rolled products of iron or nonalloy steel, of a width of 600 mm or more, clad, plated or coated	
	HS 7326: Articles of iron or steel, n.e.s. (excluding cast articles)	
	HS 1005: Corn or Maize	
	HS 3901: Polymers of ethylene, in primary forms	
	HS 3902: Polymers of propylene or of other olefins, in primary forms	
	HS 7225: Flat-rolled products of other alloy steel, of a width of 600 mm or more	
	HS 7318: Screws, bolts, nuts, coach screws, screw hooks, rivets, cotters, cotter pins, washers (including spring washers) and similar articles, of iron or steel	
	HS 8429: Self-propelled bulldozers, angledozers, graders, levelers, scrapers, mechanical shovels, excavators, shovel loaders, tamping machines and road rollers	
	HS 8471: Automatic data processing machines and units thereof; magnetic or optical readers, machines for transcribing data onto data media in coded form and machines for processing such data, not elsewhere specified or included	
	HS 8517: Telephone sets, including telephones for cellular networks or for other wireless networks; other apparatus for the transmission or reception of voice, images or other data, including apparatus for communication in a wired or wireless network (such as a local or wide area network), other than transmission or reception apparatus of heading 8443, 8525, 8527 or 8528; parts thereof	



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Country	Potential Exports from India	Top sources of imports
Egypt	HS 3004: Medicaments (excluding goods of heading 3002, 3005 or 3006) consisting of mixed or unmixed products for therapeutic or prophylactic uses, put up in measured doses (including those in the form of transdermal administration systems) or in forms or packings for retail sale	1.China 2. Saudi Arabia 3. USA 4. Russia 5. Germany India is ranked at #10 as a source of import
	HS 3907: Polyacetals, other polyethers and epoxide resins, in primary forms; polycarbonates, alkyd resins, polyallyl esters and other polyesters, in primary forms	
	HS 7207: Semi-finished products of iron or non-alloy steel	
	HS: 7208: Flat-rolled products of iron or nonalloy steel, of a width of 600 mm or more, hot-rolled, not clad, plated or coated	
	HS 7306: Other tubes, pipes and hollow profiles (for example, open seamed or welded, riveted or similarly closed), of iron or steel	
	HS 7307: Tube or pipe fittings "e.g. couplings, elbows, sleeves", of iron or steel	
	HS 7326: Articles of iron or steel, n.e.s. (excluding cast articles)	
	HS 1005: Corn or Maize	
	HS 3002: Human blood; animal blood prepared for therapeutic, prophylactic or diagnostic uses; antisera, other blood fractions and immunological products, whether or not modified or obtained by means of biotechnological processes; vaccines, toxins, cultures of micro-organisms (excluding yeasts) and similar products	
	HS 3901: Polymers of ethylene, in primary forms	
	HS 3902: Polymers of propylene or of other olefins, in primary forms	
	HS 8414: Air or vacuum pumps, air or other gas compressors and fans; ventilating or recycling hoods incorporating a fan, whether or not fitted with filters; parts thereof	
	HS 8479: Machines and mechanical appliances having individual functions, not specified or included elsewhere in this chapter; parts thereof	
	HS 8517: Telephone sets, including telephones for cellular networks or for other wireless networks; other apparatus for the transmission or reception of voice, images or other data, including apparatus for communication in a wired or wireless network (such as a local or wide area network), other than transmission or reception apparatus of heading 8443, 8525, 8527 or 8528; parts thereof	
	HS 8544: Insulated (including enameled or anodized) wire, cable (including coaxial cable) and other insulated electric conductors, whether or not fitted with connectors; optical fiber cables, made up of individually sheathed fibers, whether or not assembled with electric conductors or fitted with connectors	
	HS 8703: Motor cars and other motor vehicles principally designed for the transport of persons (other than those of heading 8702), including station wagons and racing cars	
HS 8704: Motor vehicles for the transport of goods		
HS 8708: Bumpers and parts thereof		



Country	Potential Exports from India	Top sources of imports
Thailand	HS 3907: Polyacetals, other polyethers and epoxide resins, in primary forms; polycarbonates, alkyd resins, polyallyl esters and other polyesters, in primary forms	<ol style="list-style-type: none"> 1. China 2. Japan 3. USA 4. Malaysia 5. UAE
	HS: 7208: Flat-rolled products of iron or nonalloy steel, of a width of 600 mm or more, hot-rolled, not clad, plated or coated	
	HS 7210: Flat-rolled products of iron or nonalloy steel, of a width of 600 mm or more, clad, plated or coated	
	HS 7306: Other tubes, pipes and hollow profiles (for example, open seamed or welded, riveted or similarly closed), of iron or steel	
	HS 7326: Articles of iron or steel, n.e.s. (excluding cast articles)	
	HS 8714: Parts and accessories of vehicles of headings 8711 to 8713	India is ranked at #15 as a source of import
	HS 3901: Polymers of ethylene, in primary forms	
	HS 3926: Articles of plastics and articles of other materials of heading 3901 to 3914, n.e.s.	
	HS 7225: Flat-rolled products of other alloy steel, of a width of 600 mm or more	
	HS 7318: Screws, bolts, nuts, coach screws, screw hooks, rivets, cotters, cotter pins, washers (including spring washers) and similar articles, of iron or steel	
	HS 8414: Air or vacuum pumps, air or other gas compressors and fans; ventilating or recycling hoods incorporating a fan, whether or not fitted with filters; parts thereof	
	HS 8471: Automatic data processing machines and units thereof; magnetic or optical readers, machines for transcribing data onto data media in coded form and machines for processing such data, not elsewhere specified or included	
	HS 8473: Parts and accessories (other than covers, carrying cases and the like) suitable for use solely or principally with machines of headings 8470 to 8472	
	HS 8517: Telephone sets, including telephones for cellular networks or for other wireless networks; other apparatus for the transmission or reception of voice, images or other data, including apparatus for communication in a wired or wireless network (such as a local or wide area network), other than transmission or reception apparatus of heading 8443, 8525, 8527 or 8528; parts thereof	
	HS 8703: Motor cars and other motor vehicles principally designed for the transport of persons (other than those of heading 8702), including station wagons and racing cars	
	HS 8708: Bumpers and parts thereof	
HS 9018: Instruments and appliances used in medical, surgical, dental or veterinary sciences, including scintigraphic apparatus, other electro-medical apparatus and sight-testing instruments; parts and accessories thereof		
HS 9031: Measuring or checking instruments, appliances and machines, not specified or included elsewhere in this chapter; profile projectors; parts and accessories thereof		
HS 9032: Instruments and apparatus for measuring or checking the flow, level, pressure or other variables of liquids or gases (for example, flow meters, level gauges, manometers, heat meters), excluding instruments and apparatus of heading 9014, 9015, 9028 or 9032; parts and accessories thereof		



INDIA'S EXPORTS TO EMERGING ECONOMIES:
TARGETING PROSPECTS AND CHASING OPPORTUNITY

Country	Potential Exports from India	Top sources of imports	
Mexico	HS 3907: Polyacetals, other polyethers and epoxide resins, in primary forms; polycarbonates, alkyd resins, polyallyl esters and other polyesters, in primary forms	<ol style="list-style-type: none"> 1. USA 2. China 3. Japan 4. Germany 5. South Korea 	
	HS: 7208: Flat-rolled products of iron or nonalloy steel, of a width of 600 mm or more, hot-rolled, not clad, plated or coated		
	HS 7210: Flat-rolled products of iron or nonalloy steel, of a width of 600 mm or more, clad, plated or coated		India is ranked at #13 as a source of import
	HS 7306: Other tubes, pipes and hollow profiles (for example, open seamed or welded, riveted or similarly closed), of iron or steel		
	HS 7326: Articles of iron or steel, n.e.s. (excluding cast articles)		
	HS 3923: Articles for the conveyance or packing of goods, of plastics; stoppers, lids, caps and other closures, of plastics		
	HS 3926: Articles of plastics and articles of other materials of heading 3901 to 3914, n.e.s		
	HS 7225: Flat-rolled products of other alloy steel, of a width of 600 mm or more		
	HS 7318: Screws, bolts, nuts, coach screws, screw hooks, rivets, cotters, cotter pins, washers (including spring washers) and similar articles, of iron or steel		
	HS 8408: Compression-ignition internal combustion piston engines (diesel or semi-diesel engines)		
	HS 8471: Automatic data processing machines and units thereof; magnetic or optical readers, machines for transcribing data onto data media in coded form and machines for processing such data, not elsewhere specified or included		
	HS 8473: Parts and accessories (other than covers, carrying cases and the like) suitable for use solely or principally with machines of headings 8470 to 8472		
	HS 8517: Telephone sets, including telephones for cellular networks or for other wireless networks; other apparatus for the transmission or reception of voice, images or other data, including apparatus for communication in a wired or wireless network (such as a local or wide area network), other than transmission or reception apparatus of heading 8443, 8525, 8527 or 8528; parts thereof		
	HS 8544: Insulated (including enameled or anodized) wire, cable (including coaxial cable) and other insulated electric conductors, whether or not fitted with connectors; optical fiber cables, made up of individually sheathed fibers, whether or not assembled with electric conductors or fitted with connectors		
	HS 8703: Motor cars and other motor vehicles principally designed for the transport of persons (other than those of heading 8702), including station wagons and racing cars		
	HS 8704: Motor vehicles for the transport of goods		
	HS 8708: Bumpers and parts thereof		
HS 9018: Instruments and appliances used in medical, surgical, dental or veterinary sciences, including scintigraphic apparatus, other electro-medical apparatus and sight-testing instruments; parts and accessories thereof			
HS 9031: Measuring or checking instruments, appliances and machines, not specified or included elsewhere in this chapter; profile projectors; parts and accessories thereof			



Country	Potential Exports from India	Top sources of imports
South Africa	HS 3808: Insecticides, rodenticides, fungicides, herbicides, antisprouting products and plant-growth regulators, disinfectants and similar products, put up in forms or packings for retail sale or as preparations or articles (for example, sulfur-treated bands, wicks and candles, and flypapers)	<ol style="list-style-type: none"> 1. China 2. Germany 3. USA 4. Saudi Arabia 5. India
	HS 3907: Polyacetals, other polyethers and epoxide resins, in primary forms; polycarbonates, alkyd resins, polyallyl esters and other polyesters, in primary forms	
	HS 3901: Polymers of ethylene, in primary forms	
	HS 8429: Self-propelled bulldozers, angledozers, graders, levelers, scrapers, mechanical shovels, excavators, shovel loaders, tamping machines and road rollers	
	HS 8471: Automatic data processing machines and units thereof; magnetic or optical readers, machines for transcribing data onto data media in coded form and machines for processing such data, not elsewhere specified or included	
	HS 9018: Instruments and appliances used in medical, surgical, dental or veterinary sciences, including scintigraphic apparatus, other electro-medical apparatus and sight-testing instruments; parts and accessories thereof	
Brazil	HS 3907: Polyacetals, other polyethers and epoxide resins, in primary forms; polycarbonates, alkyd resins, polyallyl esters and other polyesters, in primary forms	<ol style="list-style-type: none"> 1. China 2. USA 3. Argentina 4. Germany 5. South Korea <p>India is ranked at #10</p>
	HS 3901: Polymers of ethylene, in primary forms	
	HS 3926: Articles of plastics and articles of other materials of heading 3901 to 3914, n.e.s.	
	HS 8471: Automatic data processing machines and units thereof; magnetic or optical readers, machines for transcribing data onto data media in coded form and machines for processing such data, not elsewhere specified or included	
	HS 8473: Parts and accessories (other than covers, carrying cases and the like) suitable for use solely or principally with machines of headings 8470 to 8472	
	HS 9018: Instruments and appliances used in medical, surgical, dental or veterinary sciences, including scintigraphic apparatus, other electro-medical apparatus and sight-testing instruments; parts and accessories thereof	
	HS 9032: Instruments and apparatus for measuring or checking the flow, level, pressure or other variables of liquids or gases (for example, flow meters, level gauges, manometers, heat meters), excluding instruments and apparatus of heading 9014, 9015, 9028 or 9032; parts and accessories thereof	



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The Confederation of Indian Industry (CII) works to create and sustain an environment conducive to the development of India, partnering industry, Government, and civil society, through advisory and consultative processes.

CII engages closely with Government on policy issues and interfaces with thought leaders to enhance efficiency, competitiveness and business opportunities for industry through a wide portfolio of specialized services and strategic global linkages. It also provides a platform for consensus-building and networking on key issues. Extending its agenda beyond business, CII facilitates corporate initiatives for integrated and inclusive development across diverse domains.

India is now set to become a US\$ 5 trillion economy in the next five years and Indian industry will remain the principal growth engine for achieving this target. With the theme for 2019-20 as 'Competitiveness of India Inc - India@75: Forging Ahead', CII will focus on five priority areas which would enable the country to stay on a solid growth track. These are - employment generation, rural-urban connect, energy security, environmental sustainability and governance.

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Confederation of Indian Industry

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