प्रारंभ
PRARAMBH

EXPORT COMPLIANCE
SPECIAL EDITION

An Initiative by iiiEM

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Forward

Compliances for Exports — The Invisible Backbone of Global Trade

In exports, buyers see price, quality, and delivery time. What they don't see—but value the most—is **compliance**. It is the deciding factor between smooth customs clearance and costly shipment delays.

Compliance is not mere paperwork. It is **credibility**.

For an Indian exporter, compliance begins with registration on the Directorate General of Foreign Trade portal and customs procedures under Indian Customs. Depending on the product, approvals may be required from authorities like the Food Safety and Standards Authority of India, the Central Drugs Standard Control Organization, the Bureau of Indian Standards, or the Agricultural and Processed Food Products Export Development Authority.

But compliance does not end in India. Importing countries have their own standards for quality, safety, labeling, testing, social audits, and environmental norms. Ignoring compliances leads to rejections, penalties, and loss of reputation.

Smart exporters treat compliance as a **market entry strategy**, not a burden. Proper documentation—invoice, packing list, certificate of origin, test reports, inspection certificates, and other mandatory papers—acts as a passport for cargo.

Today, compliance also means traceability, ethical sourcing, and vsustainability. Global buyers prefer suppliers who understand and follow international standards.

The message for every exporter is simple:
Compliance is not a cost. It is an investment in global trust.

In exports, your compliance reaches the destination before your goods.

From the Desk of the CMD

The Role of Compliance in Export Success



Dipak Sudhir Manohar
(Founder & Director - iiiEM)

In exports, every shipment carries the image of the exporter and the nation. This image is protected and strengthened through export compliance.

Compliance is important because it ensures that products meet required standards, documentation is accurate, and the expectations of the importing country are fully understood. Even a small oversight can result in shipment delays, penalties, or rejection—leading not only to financial loss but also to loss of credibility.

Exporters who consistently follow compliance practices experience clear advantages. Their shipments move with fewer obstacles, their documentation is trusted, and their buyers feel confident in maintaining long-term business relationships. Compliance also creates internal discipline—better record keeping, quality checks, and process control within the organization.

When exporters treat compliance as a routine business practice rather than an occasional requirement, they position themselves for sustainable growth and easier access to global markets.

Let us view export compliance as the foundation on which reliable and respected export businesses are built.

Warm Regards

Dipak Sudhir Manohar

Introduction

We have come up with this special edition of Prarambh for our new exporters who need to know the compliances before exporting a product.

After receiving an export order, the exporter from India needs to follow

1. Compliances (rules, norms, certificates, registration, etc.) to **EXIT** the product from India.
2. Once the shipment is done, the exporter needs to work towards **ENTRY** into the buyer's country.

So essentially, compliances are required for both, the country of export and the import country also.

We are looking at exporting as a Merchant Exporter for the goods or products most exported, most popular products, and most common products that a new exporter may wish to export from India.

This special edition of Prarambh on Compliances will give an exporter an insight into the industry wise requirements. We have taken:

1. Pharmaceutical Industry - generic medicine
2. Rice – non basmati rice
3. Engineering goods –auto component
4. Readymade Garment
5. Handicrafts

Compliance special edition of Prarambh shall give quality and other mandatory requirements from India and similarly for the importing countries region wise like:

1. North American Countries
2. European Countries
3. Middle Eastern Countries (Asia)
4. South American countries

5. South East Asian Countries
6. African Countries
7. Australia and New Zealand

Exporter's Tip:

Please get the certification and registrations details from the buyers. The buyers will give the quality and mandatory registration / certificates required by their country according to their importing norms.

Disclaimer:

The information presented in this guide is intended solely for educational and general awareness purposes. Export-import regulations, standards, and procedural requirements are subject to change from time to time across countries and jurisdictions.

Readers are strongly advised to consult the relevant Export Promotion Bodies, regulatory authorities, and to engage in detailed discussions with their overseas buyers to understand the specific import regulations and compliance requirements applicable in the destination country.

While every effort has been made to ensure the accuracy of the information provided, Prarambh and the team at iiiEM Global Training Private Limited shall not be held responsible for any updates, amendments, omissions, deletions, or additions neither to the requirements referenced herein, nor for any actions taken based on this content.

Export Compliance for

Pharmaceutical Product

India is known as the Pharmacy of the world.

- India's Pharmaceutical Industry **ranks 3rd globally** in pharmaceutical production by volume and **14th largest** in terms of value, supplying over **50% of global vaccine** demand and **40% of generic medicines** in the US
- **Size:** India's pharmaceutical market for FY 2023-24 is valued at **USD 50 billion**, contributing around **1.72% to the GDP**, and is projected to reach **USD 130 billion by 2030**.
- Key growth drivers include high-quality, cost-effective manufacturing, increasing R&D investments, and strong government support.

Key Aspects of the Indian Pharmaceutical Industry:

- **Market Position**: India holds the highest number of FDA-compliant plants outside the US, contributing significantly to global health.
  - **Key Sectors**: The industry is dominant in
    - **Generic Medicines**: India is the world's largest supplier, meeting **20% of global demand**.
    - **Active Pharmaceutical Ingredients (APIs)**: India produces over **500 APIs**, contributing **8%** to the **global API market**.
    - **Medical Devices**: The market is projected to grow from **USD 11 billion to USD 50 billion by 2030**.
- **Government Initiatives**: To reduce reliance on imports and boost innovation, the government has implemented Production Linked Incentive (PLI) schemes for APIs and initiated the Promotion of Research and Innovation in Pharma MedTech Sector (PRIP) scheme.

- **Key Regional Hubs**:
  - **Northern India**: Himachal Pradesh and Uttarakhand have emerged as major manufacturing hubs, with Himachal Pradesh supplying 35% of Asia's Pharma demand.

- **Western/Southern India**: Maharashtra, Gujarat, Telangana, and Andhra Pradesh are key hubs for manufacturing and R&D.



- **Golden Rule for Pharma Merchant Export:**

All drug & quality documents belong to the Manufacturer.
All export & commercial documents belong to the Merchant Exporter.

Both, manufacturer and merchant exporter work together for smooth customs and foreign registration.

- **Simple Understanding:**

Merchant sells. Manufacturer complies.
Both names must appear in the export set.

Complainces required in India			
Compliance Requirement	**Issuing Authority**	**Who Must Obtain It?**	**Remarks for Practical Export**
Import Export Code (IEC)	Directorate General of Foreign Trade	Merchant Exporter / Manufacturer (whoever exports)	IEC is exporter-specific
GST, LUT/Bond	GST Dept	Exporter (Merchant/Manufacturer)	For export without GST
Drug Manufacturing Licence	State Drug Controller	Manufacturer only	Merchant cannot hold this
WHO-GMP / GMP Certificate	State FDA / Central Drugs Standard Control Organization	Manufacturer only	Plant compliance proof
Drug Export Permission	Central Drugs Standard Control Organization	Manufacturer	Required for certain categories of drugs
COPP (Certificate of Pharmaceutical Product)	Central Drugs Standard Control Organization	Manufacturer only	Issued in manufacturer's name
Free Sale Certificate	CDSCO / State FDA	Manufacturer	Based on manufacturing licence
Product Dossier (CTD/ACTD)	Prepared by Manufacturer	Manufacturer	Merchant uses it for registration
Bioequivalence Study	Approved BE Center	Manufacturer	Linked to product & plant
Stability Study Data	Manufacturer	Manufacturer	From plant batches
Certificate of Analysis (CoA)	Manufacturer QC Lab	Manufacturer	Batch specific
Batch Records (BMR/BPR)	Manufacturer	Manufacturer	For traceability
Shipping Bill, Invoice, Packing List	Customs (ICEGATE)	Merchant Exporter	With manufacturer details declared
Certificate of Origin	Chamber / Authority	Exporter (Merchant/Manufacturer)	Trade document
Power of Attorney to Foreign Agent	Notarized document	Merchant + Manufacturer	For product registration abroad
Artwork / Label Approval	As per importing country	Manufacturer prepares, Merchant submits	Must match licence details

- **Practical Understanding**
  - **First time export** → Most time goes in preparing **Product Dossier + COPP**.
  - **Every shipment** → CoA, Invoice, Packing List, Shipping Bill are critical.
  - **Regulated markets** → BE Study, Validation reports, Data integrity documents.
  - **Semi-regulated markets** → Heavy reliance on COPP, GMP, CoA.
- **Quick Memory Rule for Exporters**

No COPP + No CoA + No GMP = No Pharma Export

Practical Flow

- **Technical & quality papers** → from **Manufacturer**
- **Commercial & coordination papers** → from **Merchant Exporter**
- **Legal authorization (POA)** → **Both**



Importing Country Regulators (often asked for below documents)			
Document	**Why Needed by Importing Regulator**	**Who Prepares / Issues to Buyer?**	**Practical Note**
Certificate of Pharmaceutical Product (COPP)	Supports product registration; proves legal manufacture & sale	**Manufacturer** (issued by Central Drugs Standard Control Organization to manufacturer; shared via merchant)	Original, notarized/apostilled copies often required
GMP Certificate	Proof of plant GMP compliance	**Manufacturer** (issued by State FDA / CDSCO)	Must be valid at time of submission
Free Sale Certificate	Confirms product freely sold in India	**Manufacturer**	Based on manufacturing licence
Product Dossier (CTD / ACTD / eCTD)	Technical evaluation of product	**Manufacturer prepares; Merchant submits** to buyer/agent	Core document for registration
Bioequivalence (BE) Study Report	Proof of therapeutic equivalence	**Manufacturer**	Needed for regulated & many semi-regulated markets
Stability Study Report	Shelf life validation (Zone II / IVb)	**Manufacturer**	From plant stability chambers
Method / Process Validation Reports	Analytical & manufacturing reliability	**Manufacturer**	Part of dossier Module 3
Artwork / Label Specimen	Approval of pack, label, insert	**Manufacturer designs** as per licence; **Merchant shares**	Must match licence & importing country language
Power of Attorney to Local Agent	Allows foreign agent to register product	**Both Manufacturer & Merchant** sign	Notarized / apostilled in many countries
Product Samples	Lab testing by regulator	**Manufacturer supplies**; Merchant coordinates dispatch	Taken from export batch
Price Certificate	Required in price-controlled markets (GCC/Africa)	**Merchant Exporter** (based on commercial invoice)	Sometimes attested by Chamber
Certificate of Analysis (CoA) – batch wise	Batch quality confirmation	**Manufacturer**	Must match batch shipped



DID YOU KNOW?

Pharma Industry is the backbone of global healthcare, supplying over 50% of the world's generic drug and vaccine demand, while maintaining the largest network of US-FDA approved plants outside the United States of America.

In the importing country samples of the medicines have to be submitted. These samples submitted to the **government drug regulator** or to a **government-approved testing laboratory** nominated by that regulator. This is part of the **product evaluation process** before granting marketing authorization.

Sending Pharma Samples for Approval and Registration			
Region / Example Countries	**Samples Submitted To**	**Who Instructs the Lab Submission**	**What Happens to the Samples**
USA	U.S. Food and Drug Administration designated lab (when requested during review)	USFDA / your US agent	Analytical verification vs dossier
EU Countries	European Medicines Agency via an **Official Medicines Control Laboratory (OMCL)**	EMA / EU member authority	Quality control testing before approval
Australia	Therapeutic Goods Administration lab	TGA / Australian sponsor	Verification testing
GCC Countries	Central lab under Gulf Health Council	GCC registration committee	Full lab testing (assay, dissolution, impurities)
ASEAN (e.g., Philippines, Vietnam, Thailand)	National drug control laboratory of that country	Country regulator via local agent	Stability & quality testing
African Countries (e.g., Kenya, Nigeria, Ghana)	National Quality Control Lab under drug authority	Drug authority of that country	Heavy reliance on lab testing + COPP
Latin America (e.g., Peru, Chile, Mexico)	Govt. analytical lab of health ministry	Country regulator	Detailed chemical analysis

Who Sends the Samples?

- **Manufacturer** provides sealed samples from the batch.

Merchant exporter / local agent **coordinates courier to the lab as per regulator instructions. Important Practical Points**

- Samples must be from **commercial batch**, not lab batch.
- Sent with: **CoA, Artwork, COPP copy, Dossier reference**.
- Quantity, pack type, and labeling are **strictly specified** by the regulator.
- In many countries, samples are sent **only after dossier scrutiny**, not at first submission.

Key Understanding

Samples go to the **Government Drug Testing Laboratory of the importing country**, **not to the buyer** and **not to a private lab**.

Non-Basmati Rice

Rice — India's Flagship Agricultural Export

Rice is one of the most important staple foods for more than half of the world's population and a cornerstone of global food security. Cultivated across diverse agro-climatic zones, rice reflects soil, water, climate, and culture in every grain. For India, rice is not just a crop—it is heritage, livelihood for millions of farmers, and a powerful driver of agricultural exports.

India stands as the **world's largest producer and exporter of rice**, supplying premium aromatic and non-aromatic varieties to over 150 countries. The country's vast geography—from the Himalayan foothills to coastal deltas—enables cultivation of a wide spectrum of rice types with distinct aroma, grain length, texture, and cooking qualities. This diversity allows Indian exporters to serve multiple market segments: luxury dining, daily staples, parboiled nutrition, and specialty health rice.

Indian rice exports are broadly classified into **Basmati Rice** and **Non-Basmati Rice**, each catering to different culinary traditions and price segments across the Middle East, Europe, Africa, ASEAN, and the Americas.

The share of export of non-Basmati Rice in 2024-25 is larger. Export of Non-Basmati rice is 139.21 lakh tons. It contributes 70.1 % of total export of Rice from India.

DID YOU KNOW?

The Basmati Monopoly: India is the undisputed King of Basmati rice, producing over half of the world's output and exporting over 6 million metric tons annually to various countries in the Middle East.



Why Indian Rice Dominates Global Markets

- Unique **aroma and grain elongation** unmatched by competitors
- Ability to supply **both premium and bulk segments**
- Strong milling, grading, and export infrastructure
- Long shelf life suitable for sea shipments
- Wide acceptance across culinary cultures

Indian rice is not merely a commodity—it is a **global culinary brand** backed by diversity, quality, and centuries of cultivation wisdom.

Varities of Non-Basmati Rice most exported from India

Variety	Type	Key Characteristics	Major Export Markets
Sona Masuri	Raw	Medium grain, lightweight, daily consumption	USA, Philippines, Malaysia
IR 64	Raw/Parboiled	Long grain, high yield, economical	African countries, Bangladesh
PR 11/14	Parboiled	High strength grain, good for bulk trade	West Africa, Benin, Senegal
Swarna (MTU 7029)	Raw/Parboiled	Thick grain, high consumption variety	Nepal, African countries
Ponni	Raw	Soft cooking, South Indian staple	Sri Lanka, Singapore, Malaysia
Matta Rice	Parboiled/Red	Red kernel, nutritious, coarse	GCC, Maldives
100% Broken Rice	Broken	Used for feed, brewing, and food processing	China, Vietnam, Africa

Mandatory Registrations or Certifications from India (an informal industry phrase)		
Type of Registration / Certificate	Applicable Entity (Manufacturer / Miller / Merchant Exporter)	Importance / Purpose
Import–Export Code (IEC)	Manufacturer/Miller *and* Merchant Exporter	Mandatory export licence
APEDA e-Registration Cum Membership Certificate (e-RCMC)	Manufacturer/Miller and Merchant Exporter	Mandatory registration with APEDA
APEDA Contract Registration / Registration-cum-Allocation Certificate (RCAC)	Merchant Exporter (Contract Level)	Mandatory for non-basmati rice: must register each export contract with APEDA
Phytosanitary Certificate	Manufacturer/Miller (through exporter)	National Plant Protection Organisation (NPPO) under Directorate of Plant Protection, Quarantine & Storage
FSSAI (Food Safety and Standards Authority of India) License	Manufacturer/Miller (required for food handling and packing)	Ensures processed/packed rice meets Indian food safety standards (PSR Compliance)
GST Registration	Manufacturer/Miller *and* Merchant Exporter	Required for business operations and export documentation (PSR Compliance)
Certificate of Origin	Merchant Exporter (issued per shipment)	Certifies that the rice originates in India
Quality / Pre-Shipment Lab Test Reports	Manufacturer/Miller / Merchant Exporter	NABL Laboratory test reports of the batch of rice (tests for pesticide residues, heavy metals, fumigation, etc.)
*PSR Complaince = Product Standards and Regulatory Compliance (an informal industry phrase)		

Important Notes

- **IEC + APEDA e-RCMC** are **foundational** and must be obtained before any export documentation is processed.
- **APEDA Contract Registration (RCAC)** is now **mandatorily required for non-basmati rice export shipments**, aligning non-basmati procedures with basmati rice export norms.
- **Phytosanitary Certificate** is a key export compliance document relied on by importing countries to control pests/diseases and is usually checked at destination.
- **FSSAI License** confirms that food safety standards were observed in milling/packing — this is increasingly expected by buyers, even where not explicitly mandated by DGFT/APEDA

Key Point for Exporters

There is **no certificate called "PSR certificate."** It's a **practical checklist term**, not a legal term.

Practical takeaway for PSR Compliance (for rice exporters)

Before shipment, ask yourself:

- APEDA done?
- Phytosanitary ready?
- FSSAI at mill?
- Residue lab report done?
- Moisture/broken within limits?
- Fumigation done and recorded?

If yes — you are **PSR compliant** in industry language.

Quality Compliance for Non-Basmati Rice Exported from India

Parameter	USA – U.S. Food and Drug Administration	Australia – Food Standards Australia New Zealand	GCC – GCC Standardization Organization	ASEAN (general)	Africa (general)	EU – European Food Safety Authority	Latin America (general)
Pesticide Residue (MRL)	Must meet US MRLs; very strict on Tricyclazole, Buprofezin	FSANZ MRL list; strict for multiple residues	GSO MRL standards; often Codex aligned	Mostly Codex MRLs	Codex MRLs followed	Extremely strict EU MRLs; Tricyclazole near zero tolerance	Codex / National MRLs
Heavy Metals (Lead, Arsenic, Cadmium, Mercury)	Mandatory testing, esp. Arsenic in rice	Mandatory	Mandatory	Recommended	Basic checks	Mandatory with low limits	Required in many countries
Aflatoxin	< permissible ppb limits	Mandatory	Mandatory	Required	Required	Very strict limits	Required
Microbiological (Salmonella, E.coli)	Zero tolerance Salmonella	Mandatory	Mandatory	Required	Basic requirement	Mandatory	Required
Fumigation Proof	Methyl Bromide / Phosphine record	Required	Required	Required	Required	Required	Required
Phytosanitary Certificate	Mandatory	Mandatory	Mandatory	Mandatory	Mandatory	Mandatory	Mandatory
Sorting & Grading	Well milled, % broken declared	Clean, uniform	Clean, uniform	Acceptable quality	Acceptable	Premium cleanliness	Acceptable
Moisture %	≤14% preferred	≤14%	≤14%	≤14%	≤15%	≤14%	≤14%
Foreign Matter	Near zero tolerance	Strict	Strict	Moderate	Moderate	Very strict	Moderate
Labeling Rules	Nutrition facts, country of origin, lot no.	Full food label compliance	Arabic/English labels	English labels	Basic labels	EU food label regulation	Spanish/Portuguese labels
Packaging	Food-grade PP bags; retail packs compliant	Same	Same	Same	Same	Strict food contact material norms	Same
Pre-shipment Lab Test	From NABL/ISO lab strongly advised	Required	Required	Advised	Advised	Compulsory	Advised
Certifications Preferred	HACCP / ISO 22000 / BRC	HACCP / ISO 22000	HACCP / ISO 22000 / Halal	HACCP	HACCP	BRC / IFS / ISO 22000	HACCP / ISO 22000
Special Requirement	FDA facility registration for packer	Import permit sometimes	Halal Certificate often required	Import license	Destination dependent	RASFF risk—very sensitive	Country specific permits

Full Forms of certain tests

- MRL: Maximum Residue Limit
- HACCP: Hazard Analysis and Critical Control Point
- CODEX: Codex Alimentarius
- FDA: Food and Drug Administration
- BRC: British Retail Consortium

Certifications That Increase Acceptance Globally

- ISO 22000 / HACCP (Food Safety)
- BRC GS (for EU/UK retail buyers)
- Halal Certificate (for GCC or any other Islamic countries
- US FDA Food Facility Registration (for USA retail packs)

Typical Lab Tests Should Be Done Before Shipment

NABL Labs

- Pesticide Residue Analysis (multi-residue)
- Heavy Metals
- Aflatoxin
- Microbiological (Salmonella, E.coli)
- Moisture & Broken percentage
- Grain length / grading
- Fumigation residue (if asked)



DID YOU KNOW?

Astonishing Crop Diversity: There are over 85 distinct varieties of rice grown across India, ranging from the long, aromatic grains of the north to indigenous health-focused grains. India exports approximately 15 metric tons of non-basmati Rice.

Engineering Goods

Auto Parts and Components

Introduction

India's **engineering goods sector** is one of the largest and most dynamic segments of the country's industrial and export ecosystem. It plays a central role in India's global trade, contributing significantly to merchandise export earnings and positioning India as a competitive supplier of capital, industrial, and intermediate goods worldwide.

In **FY 2024-25**, India's engineering goods exports reached a record high of **US $116.67 billion**, marking a 6.7 % year-on-year growth over the previous year and accounting for the **single largest share (26.67 %) of the country's total merchandise exports.**

Despite global economic challenges, supply chain disruptions, and tariff uncertainties, Indian engineering exports have shown resilience and strong demand — particularly in key markets like the **United States, UAE, Singapore, Japan, and several European destinations**.

What Are Engineering Goods?

"**Engineering goods**" is a broad export category that includes a wide range of manufactured products, machines, and components. These goods are typically capital intensive, technologically sophisticated, and form the backbone of industrial value chains.

Key Types of Engineering Goods Exported from India

The engineering goods export basket consists of several major product sub-segments, including:

1. **Industrial Machinery & Equipment**
   - Engines & parts, textile machinery, food processing machines, dairy machinery.
2. **Automobiles and Auto Components**

- Passenger vehicles, commercial vehicles, and a wide range of automotive parts.

3. **Electrical Machinery & Electronics**
   - Motors, generators, electrical appliances, control equipment.
4. **Iron and Steel Products**
   - Primary and fabricated iron & steel, tubes, pipes, structural items.
5. **Non-Ferrous Metals & Products**
   - Aluminium and products made from other non-ferrous metals.
6. **Capital Goods**
   - Heavy machinery used in manufacturing and infrastructure sectors.
7. **Machine Tools and Parts**
   - Precision tools for industrial operations and workshops.
8. **Miscellaneous Engineering Products**
   - Ships, boats, railway components, aerospace parts, fasteners, valves.

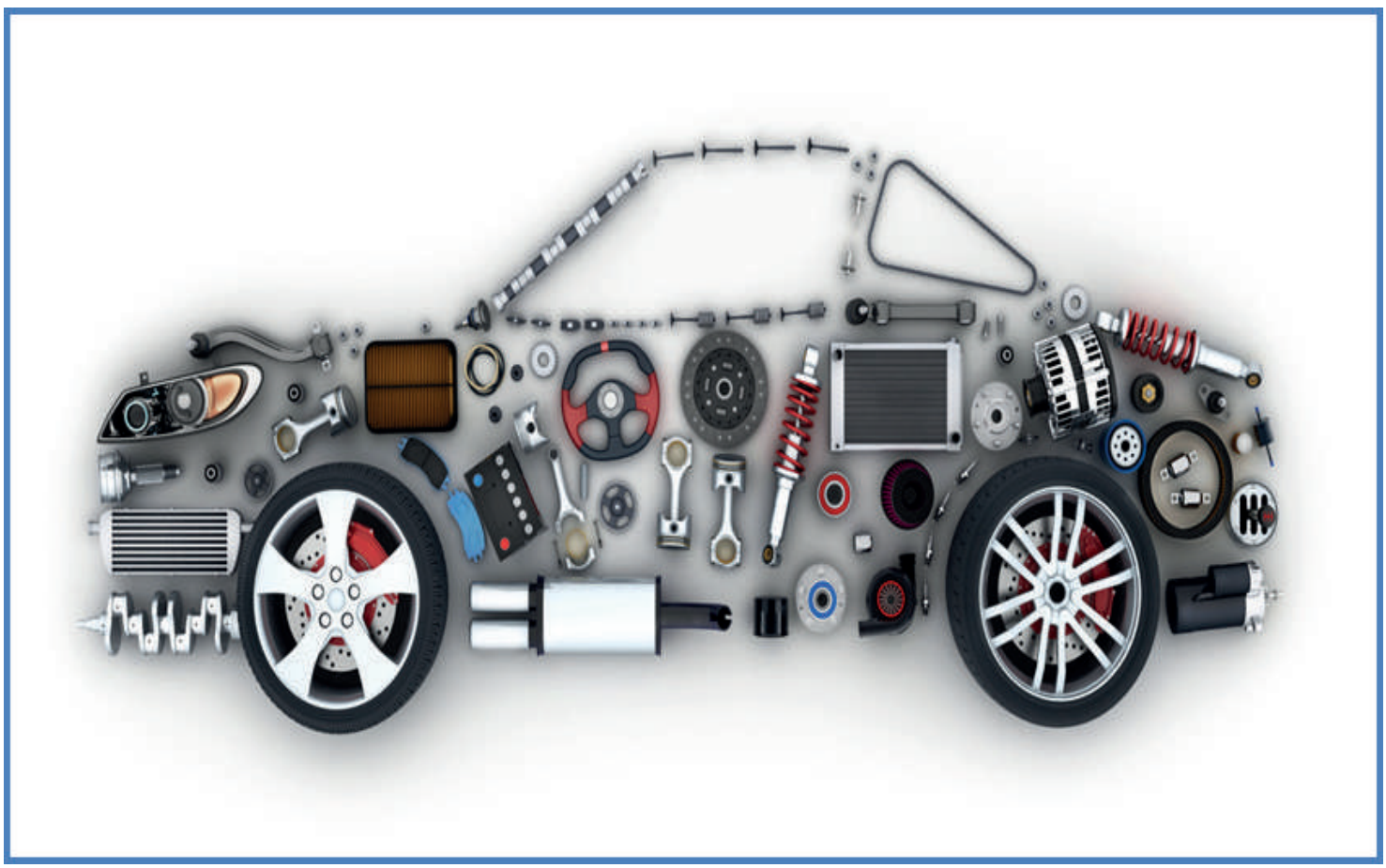
These goods serve critical roles in the manufacturing, construction, energy, automotive, infrastructure, and technology sectors across global markets.



Auto Component Sector

The **auto-component sector** is one of the strongest pillars within India's engineering goods export basket, reflecting the country's deep manufacturing capabilities, cost competitiveness, and integration into global automotive supply chains. Indian manufacturers supply a wide spectrum of components—ranging from **engine parts, transmission and steering systems, suspension and braking components, electrical and electronic systems, body and chassis parts, to rubber and interior components**—to leading automobile brands and Tier-1 suppliers worldwide.

With exports reaching **about US $22–23 billion in FY 2024-25**, the segment serves major markets such as North America, Europe, ASEAN, the Middle East, Africa, and Latin America. India today accounts for roughly **3% of the global auto-parts trade**, and is increasingly recognized for its adherence to international quality standards, precision engineering, and reliable supply. This consistent performance has positioned India as a preferred sourcing hub for auto components in both OEM and aftermarket segments across the globe.



Top Auto-Component Export Categories — India (FY 2024-25)		
Component Category	Approx. Export Value (US$ Billion) 2024-25	Notes
Engine Components	~5.5 bn	One of the largest segments globally; includes pistons, valves, crankshafts, cylinder heads, etc. (major export item)
Drive Transmission & Steering	~5.0 bn	Gearboxes, shafts, steering assemblies; a leading export group.
Suspension & Braking Components	~3.8 bn	Shock absorbers, brake pads, linkages — high global aftermarket demand.
Body / Chassis / BiW Parts	~3.2 bn	Structural parts, frame & body panels; strong export volume.
Electrical & Electronics	~3.0 bn	Wiring harness, sensors, ECU assemblies — increasingly demanded globally.
Rubber Components	~0.8 bn	Hoses, seals, gaskets — exported both OEM & aftermarket.
Interiors & Miscellaneous Components	~0.6 bn	Seats, trims, dashboards, etc.; smaller but growing share.
Cooling System & Other Small Parts	~0.5 bn	Radiators, fan assemblies, thermostats — niche export segment.
Total Auto Components Exports	~22.9 bn	Reported total exports for FY 2024-25.



Documents and Certificates Required as a Merchant Exporter (before exporting)				
Sr.	Document / Certificate	Purpose in Export	Issued / Provided By	Who Must Hold It
1	IEC (Importer Exporter Code)	Legal authorization to export from India	Directorate General of Foreign Trade	Merchant Exporter
2	RCMC – Engineering	Registration with export promotion council for engineering goods	EEPC India	Merchant Exporter
3	GST Registration	Export invoicing, LUT filing, compliance	GST Dept	Merchant Exporter
4	LUT (Letter of Undertaking)	Export without payment of IGST	GST Portal	Merchant Exporter
5	AD Code Registration at Port	Customs EDI processing at gateway port	Bank + Customs	Merchant Exporter
6	Digital Signature (DSC)	Filing on customs/DGFT portals	Certifying Authority	Merchant Exporter
7	ICEGATE Registration	Shipping bill filing & tracking	ICEGATE	Merchant Exporter
8	Export Invoice & Packing List	Core commercial export documents	Prepared by exporter	Merchant Exporter
9	Shipping Bill	Customs export declaration	Filed on ICEGATE	Merchant Exporter
10	Purchase Order from Overseas Buyer	Commercial basis of shipment	Buyer	Merchant Exporter
11	Back-to-Back Purchase Order on Manufacturer	Traceability & responsibility	Manufacturer agreement	Merchant Exporter
12	Certificate of Origin (CoO)	Customs clearance at destination	FIEO / Chamber of Commerce	Merchant Exporter
13	Preferential CoO (FTA, if applicable)	Duty benefit to buyer	Chamber / FIEO	Merchant Exporter
14	Manufacturer's ISO 9001	Basic quality management proof	Manufacturer	Collect from Manufacturer
15	Manufacturer's IATF 16949	Global automotive quality standard (critical)	Manufacturer	Collect from Manufacturer
16	ISO 14001 (if available)	Environmental compliance credibility	Manufacturer	Collect from Manufacturer
17	Material Test Certificate (MTC)	Raw material grade confirmation	Manufacturer / Lab	Collect from Manufacturer
18	Product Test Report	Performance, durability, specs	NABL / In-house lab	Collect from Manufacturer
19	Heat Treatment / Hardness Report	Mandatory for metal/engine/transmission parts	Manufacturer	Collect from Manufacturer
20	ROHS / REACH Declaration	EU & many markets chemical compliance	Manufacturer	Collect from Manufacturer
21	PPAP Documents (if OEM supply)	Production Part Approval Process	Manufacturer	Collect from Manufacturer
22	Technical Drawing & Specifications	Matching buyer requirement	Manufacturer	Collect from Manufacturer
23	Batch Traceability Record	Critical for auto industry recalls	Manufacturer	Collect from Manufacturer
24	Country of Origin Declaration	Basis for CoO issuance	Manufacturer	Collect from Manufacturer
25	Warranty / Guarantee Letter	Buyer confidence & claims	Manufacturer	Collect from Manufacturer
26	CE Declaration (for EU, if applicable)	EU conformity for certain parts	Based on mfr tests	Merchant + Manufacturer
27	GCC / SASO Conformity (if applicable)	Saudi/GCC compliance	Third party + mgfr docs	Merchant + Manufacturer
28	Product Liability Insurance (recommended)	Risk cover for US/EU markets	Insurance company	Merchant Exporter

Practical reality for Merchant Exporter

As a merchant exporter, what matters more to foreign buyers is:

- **IATF 16949**
- **ISO 9001**
- **Test reports / MTC**
- **ROHS / REACH**

These carry far more weight internationally than BIS.

BIS is generally not an export requirement for auto components.
It is a **domestic market regulation**, not an export compliance—unless your product falls under a specific notified category (like tyres, batteries, helmets) or the buyer insists.

A Merchant Exporter should choose a Manufacturer who has the following documents and certificates:

- **IATF 16949 / ISO 9001**
- Product **test reports** from **Automotive Research Association of India (ARAI)** / ICAT / GARC
- **PPAP file**, **MTC**, traceability
- Capability to support E-mark / DOT / REACH documents when needed
- ISO 9001
- Product test reports (ARAI/ICAT)
- Product drawings & specifications
- Photos of product markings/labels
- IMDS submission (for EU/OEM buyers)
- Product Traceability records

Quality Certificates and Tests required for different Markets		
Region / Countries	Mandatory / Expected Standards & Marks	Testing / Certification Focus
USA	FMVSS, EPA, DOT marking, SAE standards, IATF 16949	Safety performance, emissions (for engine parts), material specs
European Union	CE Mark, E-Mark (ECE R), REACH, RoHS, IATF 16949	Chemical compliance, safety, traceability
Australia	ADR (Australian Design Rules), E-Mark accepted, IATF 16949	Safety & performance similar to EU
GCC (UAE, Saudi, Oman, Qatar, Kuwait, Bahrain)	GSO standards, SASO, ESMA, IATF 16949	Product safety, labeling, conformity
ASEAN (Thailand, Indonesia, Malaysia, Vietnam, Philippines)	UNECE/E-Mark, national standards (TISI, SIRIM, etc.), IATF 16949	Safety, durability
Africa (Kenya, Nigeria, Tanzania, South Africa, Egypt)	SONCAP, PVOC, KEBS, SABS, IATF 16949	Pre-shipment inspection, conformity
Latin America (Brazil, Mexico, Argentina, Chile, Colombia)	INMETRO, NOM, IRAM, IATF 16949	Safety & performance
All Markets (Buyer Mandatory)	IATF 16949, ISO 9001, PPAP, APQP, MSA, SPC, IMDS	Process quality, traceability, material declaration
Testing in India (Accepted Globally)	ARAI / ICAT / GARC test reports	Performance & homologation tests
Get the Importing Country norms from your buyer*		



Handicrafts

What is Handicraft?

Handicrafts are goods predominantly made by hand even though some tools or machinery may also have been used in the process; such goods are graced with visual appeal in the nature of ornamentation of in-lay work or some similar work of a substantial nature; possess distinctive features, which can be aesthetic, artistic, ethnic or culturally attached and are amply different from mechanically produced goods of similar utility"

Exquisite Indian Handicrafts

India has vibrant cultural heritage. With its multiple cultures, religions and traditions, the country has a variety of crafts displaying the glimpse of its history and civilization. Every state in India has a rich tradition, handicrafts and art that represent the legacy of regional cultures. Handicrafts represent a region's traditional art and heritage that are portrayed in the form of colorful crafts and artworks. They showcase the legacy of customary creativity and craft skills of the artisans. India's handicraft industries rely heavily on manual work, while enhancing and preserving the inherent skills of the artisans.

Market size and forecast

Continuous improvement in India's e-commerce infrastructure is enabling the availability of handicraft products on various online portals.

The increasing use of smartphones, high-speed internet, online delivery models, a rising middle-class population with a higher disposable income and demand for premium, handmade decor have significantly fuelled the growth of India's handicraft market. Moreover, the growth in Indian tourism industry is also contributing to boost the popularity of Indian handicrafts.

The Indian handicrafts industry is significant and expanding:

- **Market Size (Domestic + Export)**: Around **US$ 4.5–4.9 billion** presently and projected to nearly **US$ 8.2–8.3 billion by the early 2030s** — growing at a **CAGR of 6–6.4%.**

- **Export Contribution**: Exports alone have been in the **US$ 3.8–4.3 billion** range recently, with continued strong global demand.

The handicraft export sector is diversified across over **70 countries** worldwide, with major markets including the **USA, UK, Europe, Gulf countries, Australia, and others**.





Importance of handicrafts in Indian culture

Cultural preservation

- Handicrafts are a vital means of preserving India's rich cultural heritage.
- They serve as a tangible link to the past, helping to keep ancient techniques and designs alive.

Diversity and regional identity

- India's handicrafts showcase the country's vast cultural diversity.
- Different regions have their distinct crafts, such as the Pashmina shawl of Jammu and Kashmir, the durries weaving of Madhya Pradesh and the woodcraft of Jharkhand.

Sustainable practices

- Many handicrafts use sustainable practices and locally sourced materials, minimizing environmental impact.
- This eco-friendly approach aligns with contemporary values and makes Indian handicrafts appealing in the global market.

Intangible cultural heritage

- Handicrafts are recognized as part of India's Intangible Cultural Heritage (ICH).
- They embody the knowledge, skills and traditions passed down through generations, preserving the essence of India's diverse cultural landscapes.

Major Varieties of Handicrafts and Well-Known Clusters.

Major Varities of Indian Handicrafts (by Matrial)		
Category	Examples	Major Clusters
Art Metalware	Brassware, EPNS, aluminium décor, iron craft	Moradabad, Aligarh, Jaipur
Artificial Jewellery	Stones, Agate, Metal (brass; copper, silver); laquer; Clay; thread, fabric	Barmer, Jamnagar, Cambay, Cuttack, Nathdwara, Baster, Jodhpur
Woodware	Carved furniture, décor, inlay, lacquerware	Saharanpur, Jodhpur, Channapatna, Sankheda
Hand-printed Textiles & Embroidery	Block prints, Kantha, Chikankari, mirror work	Jaipur, Bagru, Lucknow, Kutch,
Hand-knotted Carpets & Durries	Wool/silk carpets, cotton durries	Bhadohi, Mirzapur, Panipat, Kashmir
Stone & Marble Craft	Marble inlay, soapstone, statues	Agra, Jaipur
Glassware	Lamps, beads, decorative glass	Firozabad
Pottery & Terracotta	Clay décor, planters, tiles	Khurja, Molela
Bamboo & Cane	Baskets, utility décor	Assam, Tripura
Leather Craft	Bags, journals, footwear, décor	Rajasthan, Kanpur
Jewellery & Beads (imitation)	Fashion jewellery, bead strings	Jaipur, Varanasi
Paper & Papier-mâché	Masks, ornaments	Kashmir
Horn/Bone & Shell Craft	Decorative items	Odisha, Uttar Pradesh





Important Registrations and Documents - India

Mandatory Requirements and Documentation	Needed Before Export
Business Registration	Yes
PAN & GST	Yes
Bank Current Account	Yes
IEC Code	Yes
EPCH RCMC or FIEO RCMC	Highly recommended
AD Code & Port Registration	Yes
Mandatory Export Documents	Every shipment
Quality/Phytosanitary Certificates	As required
Export Benefits Registration	Optional (to claim incentives)

Quality Compliance for Exporting from India (Country-wise)						
Compliance Area	United States	European Union	Australia	GCC	ASEAN	Africa
Wooden Handicrafts (pest control)	ISPM-15 / fumigation mandatory	ISPM-15 / fumigation mandatory	Very strict biosecurity; fumigation essential	Required	Required	Required
Chemical Safety (paints, polish, coatings)	CPSIA limits on lead & phthalates (esp. décor/toys)	REACH compliance (SVHC restrictions)	Chemical safety declarations	General safety requirement	Increasingly checked	Basic checks
Heavy Metals (lead, cadmium in metal/glass)	Mandatory testing if for décor/utility	Strict limits under REACH	Required	Required	Sometimes asked	Rare but advisable
Textile / Fabric Handicrafts (dyes)	AZO-free dyes if in contact use	AZO dye ban mandatory	AZO-free expected	Preferred	Preferred	Rare
Leather Handicrafts	Chromium VI, AZO dyes limits	Strict REACH for leather chemicals	Required	Required	Preferred	Rare
Children's items / toys style crafts	CPSIA toy safety if child-appealing	EN-71 Toy Safety if applicable	Toy standards apply	Check case-by-case	Check case-by-case	Rare
Food-contact crafts (bowls, trays, cups)	FDA food-contact safety	EU food-contact regulation	Food-safe declaration	Required	Preferred	Rare
Labeling (material disclosure, origin)	"Made in India", material label	CE/label norms if applicable	Country of origin	Origin label	Origin label	Origin label
Bamboo / Natural fibre items	Fumigation / pest free	Fumigation	Very strict	Required	Required	Required
Packaging (wood pallets)	ISPM-15	ISPM-15	ISPM-15	ISPM-15	ISPM-15	ISPM-15
General Product Safety	Consumer product safety rules	GPSD (General Product Safety)	Consumer safety rules	Municipality rules	Basic safety	Basic safety
Testing Labs Accepted	NABL/SGS/Intertek reports accepted	NABL/SGS/Intertek	NABL/SGS/Intertek	SGS/Intertek	SGS/Intertek	SGS

Important Tests and Certificates

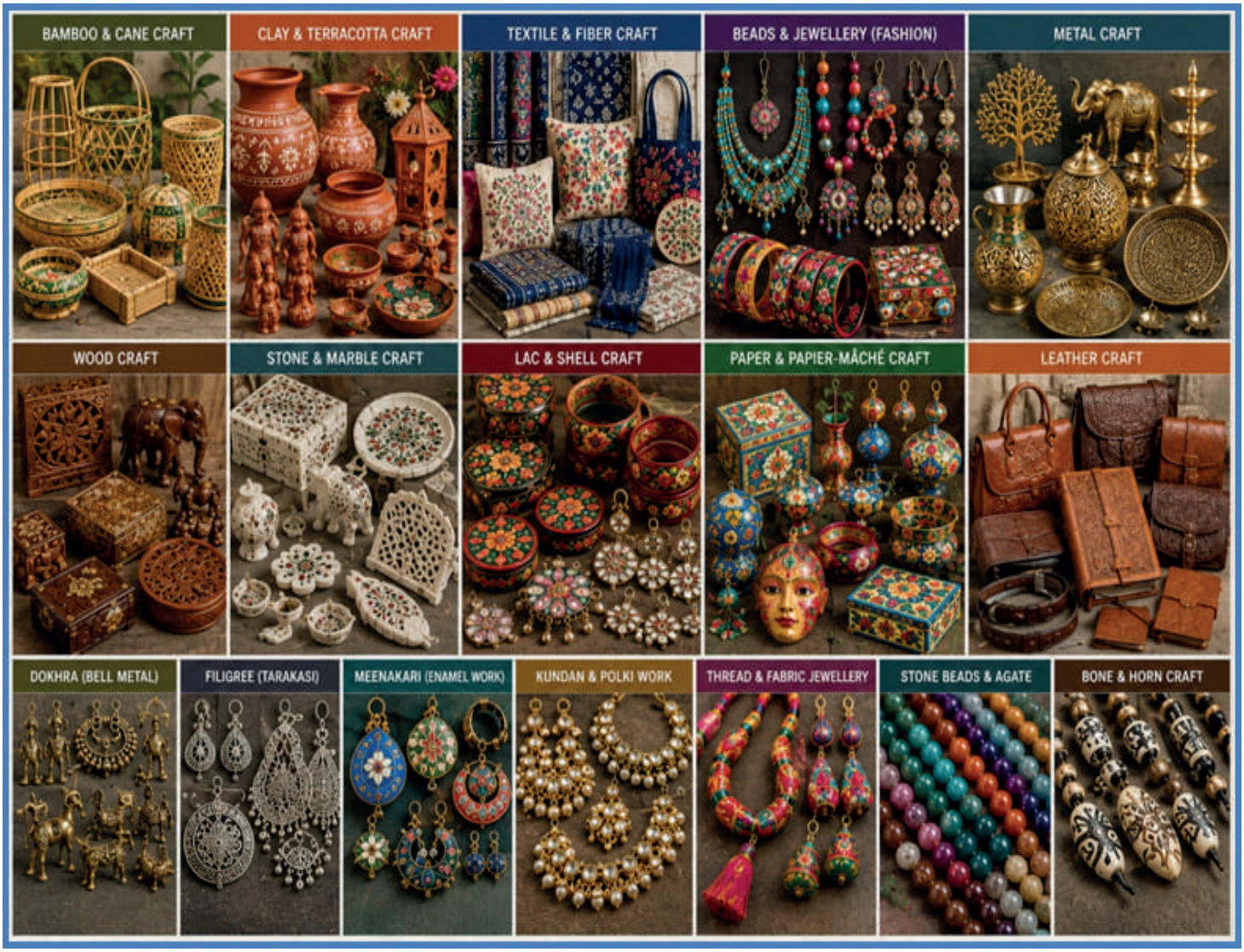
CPSIA = Consumer Product Safety Improvement Act (CPSIA)

REACH = a product complies with the European Union regulation on the Registration, Evaluation, Authorisation, and Restriction of Chemicals (EC 1907/2006).

AZO = testing fabrics/textiles for chemical safety

CE label = "CE" stands for Conformité Européenne (French for "European Conformity"). It is a declaration of compliance with legal safety requirements.

ISPM = International Standards for Phytosanitary Measures No. 15) is a global regulation developed by the IPPC, requiring wood packaging materials (pallets, crates, dunnage) used in international trade to be heat-treated or fumigated to prevent the spread of invasive pests.



DID YOU KNOW?

The Handicraft industry in India is dominated by female artisans with over 56% of the total artisan. The country has 744 handicraft clusters employing nearly 212,000 artisans and offering over 35,000 products.

Readymade Garments (RMG)

India's **Readymade Garment (RMG) sector** is a cornerstone of the country's textile and export economy, blending centuries-old weaving traditions with modern manufacturing prowess.

India's RMG industry benefits from a vertically integrated value chain—from **cotton cultivation and yarn spinning** to **weaving, dyeing, handloom, silk production, and garmenting**—which allows exporters to offer a rich variety of products ranging from cotton knitwear and denim to intricately woven handloom and luxurious silk apparel.

India's diversity in handloom sarees, ikat, chikankari, mulberry silk ensembles, and artisanal embroidered garments, rooted in deep cultural heritage, adds unique value and premium appeal to its exports. This blend of traditional craftsmanship and large-scale industrial capacity distinguishes Indian RMG from many other producing countries that may focus primarily on volume or synthetic fibre products.

In terms of export performance, **Readymade Garments remain the largest segment of India's textile exports**, with about **41 % share of the total textile and apparel exports during the April–October period of FY 2024-25** followed by cotton textiles (33 % share) and man-made textiles (15 % share) among principal categories. The strength of cotton-based RMG, together with rising demand for value-added and designer garments, underlines India's growing role as a **diverse and resilient supplier in the global apparel market**.

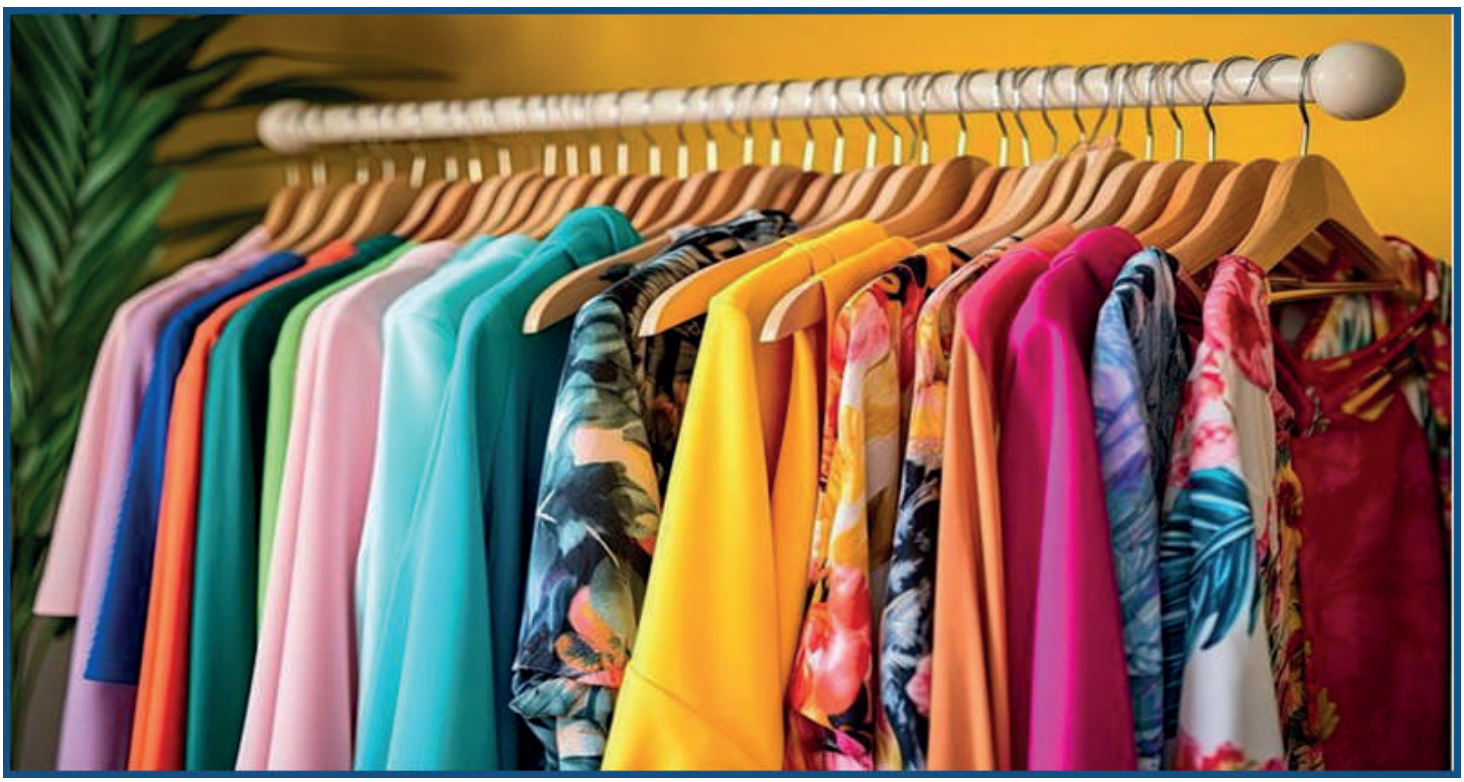
India's Top Exported Textile & Garment Products (Value-Wise)

- **Ready-Made Garments (RMG)** – Largest export segment with **~41 % share of total textile & apparel exports** (**~USD 8.73 billion** in Apr–Oct 2024-25).
- **Cotton Textiles** – Second largest category at **~33 % share** (**~USD 7.08 billion**), including cotton yarns & fabrics widely used for garments and home textiles.
- **Man-Made Textiles** – Third largest category with **~15 % share** (**~USD 3.11 billion**), covering synthetic yarns, fabrics, and blends used in ready-made apparel.

- **Silk Products** – Increasing niche export segment with strong value growth, driven by premium silk apparel and accessories (grew ~40 % in the period data compared).
- **Handloom Products** – Traditional handwoven textiles (like handloom sarees, stoles, artisanal garments) also exported, though with slightly lower export value in the same period.
- **Wool & Woollen Garments** – Smaller segment compared to cotton and man-made textiles, but still representing India's diversified apparel export base.
- **Carpets & Textile Floor Products** – Significant export item reflecting India's global strength in woven carpets and rug markets.
- **Jute & Allied Products** – Reflecting India's natural fibre export potential; jute goods are gaining more global traction.

To Summarize, we have:

- **Cotton RMG** leads the export basket and forms the core of India's garment shipment to global markets.
- **Man-made fibre garments** and **silk/handloom segments** strengthen India's export diversity, catering to both mass markets and premium/luxury segments.
- Traditional sectors like **handloom and jute** support India's heritage exports and attract niche demand internationally



Certificates or Registrations required in India before Shipment*			
Registration / Certificate	**Issued / Regulated By**	**When It Becomes Mandatory**	**Why Customs/Port Will Insist**
IEC (Importer Exporter Code)	Directorate General of Foreign Trade	For every exporter	Shipment cannot be filed without IEC
GSTIN + LUT/Bond	Goods and Services Tax Network	For export invoice & shipping bill	Required to export without IGST and file documents
AD Code Registration at Port	Bank + Indian Customs Electronic Gateway	Before first shipment from a port	Links bank for export proceeds tracking
ICEGATE Registration	Indian Customs Electronic Gateway	For shipping bill filing	Mandatory customs EDI access
RCMC (AEPC)	Apparel Export Promotion Council	If claiming RoDTEP / export benefits	Proof you are recognized RMG exporter
Phytosanitary Certificate (ISPM-15)	Plant Quarantine Dept., Govt. of India	If wooden pallets / wooden packing used	Customs will stop cargo without ISPM-15 compliance
Fumigation Certificate	Approved Fumigation Agency	If wood packaging used	Required along with phytosanitary
Non-Preferential Certificate of Origin	Chamber of Commerce	If importing country asks	Often checked during assessment
Preferential COO (FTA)	EPC / Chamber	If duty benefit claimed	Needed for FTA shipments
* India does NOT require any BIS / Textile Committee / quality licence to export garments. No Indian authority tests or certifies garments for quality before export.			
For RMG, India's mandatory pre-shipment compliance is administrative and packaging-related, not quality-licensing related.			

Here are some practical quality & regulatory compliance matrix for Indian Readymade Garment (RMG) that an exporter should follow **before shipment** to major world regions.

These tests and certificates are **buyer-driven, customs-driven, and law-driven** requirements that frequently cause detention/rejection if ignored.



Quality Compliance Matrix for Indian Garment Exporters

Compliance Area	USA	EU	Australia	GCC	ASEAN (general)	Africa (general)	Latin America (general)
Fiber Content Label	Mandatory as per Federal Trade Commission Textile Rules	Mandatory as per European Union Textile Regulation	Mandatory	Mandatory (Arabic + English)	Mandatory	Mandatory	Mandatory (Spanish/Portuguese)
Care Label Instructions	Required	Required	Required	Required	Required	Required	Required
Country of Origin Label	"Made in India" compulsory	Compulsory	Compulsory	Compulsory	Compulsory	Compulsory	Compulsory
Flammability Test (Children's wear)	Under CPSIA	EN 14878 standards	Required	Required	Required	Sometimes asked	Required for kidswear
Restricted Chemicals / Azo Dyes	Required	Under REACH (very strict)	Required	Required	Increasingly required	Basic checks	Required
Nickel / Heavy Metals (accessories)	Required	Required (REACH)	Required	Required	Sometimes	Rare	Required
Formaldehyde Limits	Required	Required	Required	Required	Sometimes	Rare	Required
AZO Free Dyes Certificate	Expected	Mandatory	Expected	Expected	Expected	Sometimes	Expected
Lab Test Reports from NABL/ISO Lab	Buyer insists	Buyer insists	Buyer insists	Buyer insists	Buyer insists	Sometimes	Buyer insists
Social Compliance Audit (BSCI/SEDEX/WRAP)	Very important	Very important	Important	Important	Important	Growing	Important
Packaging & Marking Norms	Carton markings strict	Strict	Strict	Strict	Standard	Flexible	Strict
Phytosanitary (wooden pallets)	Required	Required	Required	Required	Required	Required	Required
Polybag Suffocation Warning	Mandatory	Mandatory	Mandatory	Mandatory	Mandatory	Rare	Mandatory
Language on Labels	English	Local EU language	English	Arabic + English	English	English/French	Spanish/Portuguese
Product Safety Directive	CPSIA	EU GPSD	Australian Consumer Law	GCC Conformity	Local standards	Local	Local

CPSIA = The Consumer Product Safety Improvement Act (CPSIA) of USA, intended especially for kidswear

EU GPSD = General Product Safety Directive of EU. Safety law that requires all consumer products sold in the EU — including garments — to be safe for consumers under normal use.

BSCI / SEDEX / WRAP = These three are the world's most accepted Social (Ethical) Compliance Audit programs for garment factories. BSCI for EU., SEDEX or SMETA for EU, Australia, U.K. WRAP is for USA

AZO Free Dyes Certificate = Azo Dye Test for Aromatic Amines. AZO refers to Azo compounds — a class of chemical dyes used to color textiles.

REACH = REACH (Registration, Evaluation, Authorisation and Restriction of Chemicals) is a comprehensive European Union regulation governing chemical substances

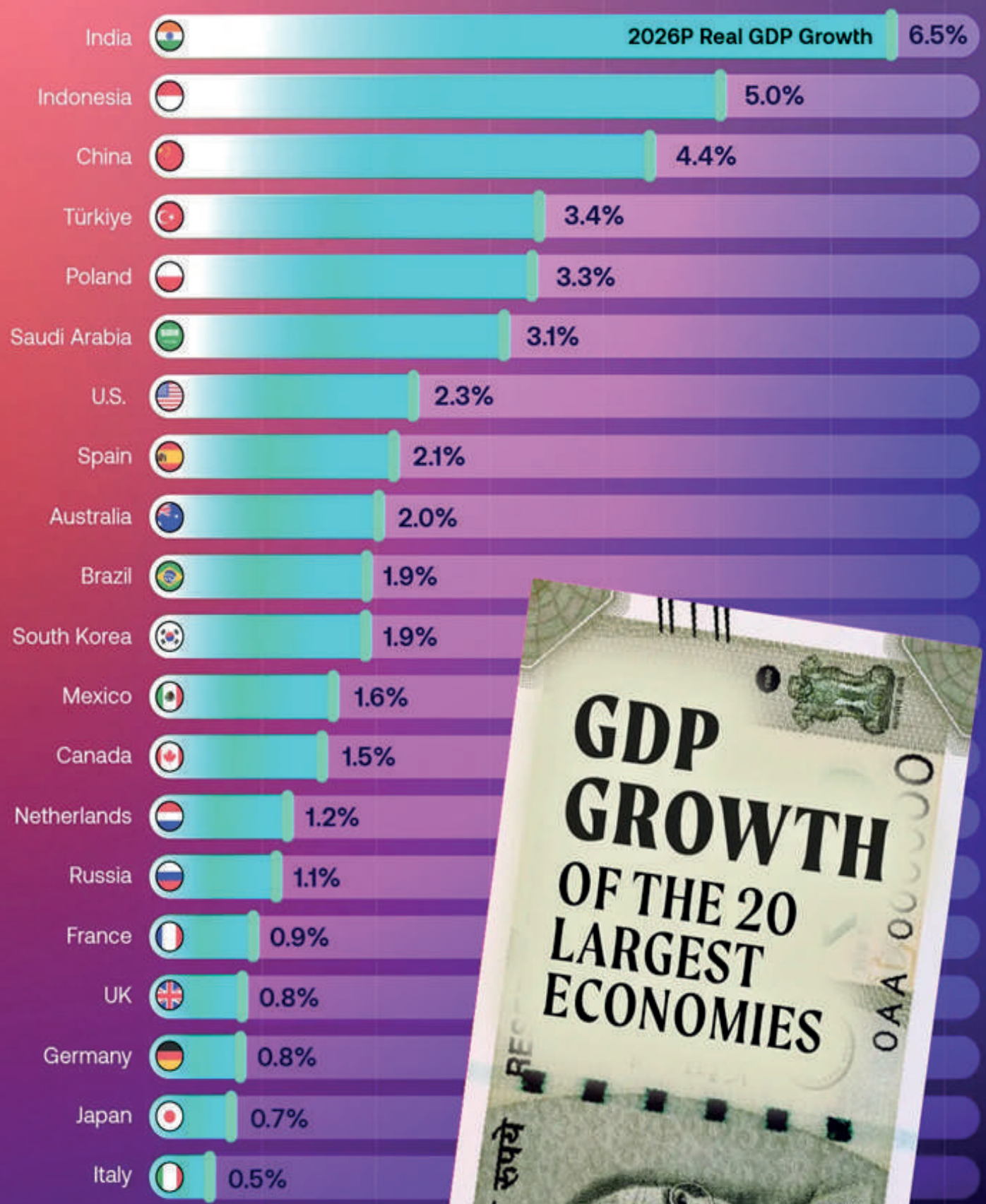


Practical Tips for RMG Exporters	
"Ready File" for RMG Exporter (Lab Tests)	**Social & Ethical Compliance** Most Global Buyers Demand
Fiber composition declaration	-
AZO free certificate	BSCI / SEDEX / WRAP audit
Lab test report (recent)	No child labour declaration
Social audit certificate	Fire safety & factory safety norms
Care label artwork approved by buyer	Working hour & wage compliance
Packaging artwork	-
Needle policy (for kidswear)	-
A **Needle Policy** is a **mandatory factory safety procedure** followed by readymade garment units to ensure no broken needle pieces remain inside a garment during stitching.	
Factory rules and Compliance certificate for fire and child labour must be kept ready.	

Quality Compliance Certificates / Lab tests			
Tests / Audits / Certificates	Certificate	Purpose	Countries that ask for
AZO Free (Aromatic Amine) Test Report	NABL / ISO 17025 Lab	Fabric dyes do not release banned cancer-causing amines	EU, USA, GCC, Australia, Latin America
REACH Compliance Test	NABL / ISO Lab	No restricted chemicals as per REACH	EU (mandatory), others follow EU norms
Formaldehyde Content Test	NABL / ISO Lab	Safe chemical level for skin contact	USA, EU, Australia
Color Fastness & Shrinkage Test	Textile Testing Lab	Wash/rub/light resistance and dimensional stability	All buyers globally
pH Value Test	Textile Testing Lab	Skin safety of fabric	EU, USA
Nickel Release Test (zips, buttons)	Lab	Heavy metal safety	EU, USA
Flammability Test (Kidswear)	Approved Lab	Fire safety compliance under CPSIA	USA, EU, Australia
Fiber Composition Test / Declaration	Lab / Manufacturer	Correct fibre % as per label	USA, EU, Australia
Social Compliance Audit (BSCI / SEDEX / WRAP)	amfori BSCI, Sedex, WRAP	No child labour, safe factory, ethical practices	USA, EU brands, Australia
Needle Detection Policy / Report (kidswear)	Factory SOP / Audit	No broken needles inside garments	USA, EU buyers
Oeko-Tex Standard 100 Certificate (optional but powerful)	OEKO-TEX Certificate	Textile free from harmful substances	EU, premium buyers worldwide
GOTS Certificate (if organic garments)	Global Organic Textile Standard	Organic textile chain compliance	EU, USA premium market

DID YOU KNOW?

India is one of the top cotton producers in the world and one of the only nations that is completely self-reliant—meaning its value chain handles everything from growing raw cotton to stitching the final luxury garment.



Source: IMF, April 2026

With markets shifting fast, NirvanAI gives quick contract insights to help teams make smart decisions.