



HOW TO EXPORT- *A TEXTILES PERSPECTIVE*



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PREFACE

India's textile and apparel sector has a long and distinguished tradition, supported by a strong manufacturing base, diverse product range, skilled workforce and expanding export presence. Textile and apparel products are being exported from **548 districts of India (as of March 2026)**, reflecting the sector's deep connection with local enterprise, traditional skills, MSMEs, artisans, manufacturers and emerging entrepreneurs. More than **30,000 active members** are associated with the Textile Export Promotion Councils, and there is significant potential to substantially increase this base so that every district can contribute meaningfully to India's textile and apparel export growth story.


Exporting offers an important opportunity for entrepreneurs, exporters, traders, manufacturers, start-ups, MSMEs and potential exporters to access global markets, diversify business, improve competitiveness and participate in international value chains. However, new entrants often face practical challenges relating to procedures, documentation, registration, product classification, compliance requirements, logistics, banking, export promotion institutions and market access. A basic understanding of these requirements is essential for starting and sustaining export activity.

This booklet has therefore been prepared as a **brief practical reference guide** for educational and training purposes. It is intended to provide an introductory understanding of the initial procedures, key documents, important institutions and basic steps involved in starting exports. While the guide may be useful for exporting textile and apparel products, the general procedures explained herein may also be relevant for export of other products, subject to applicable rules, product-specific requirements and regulatory provisions.

The information contained in this booklet has been compiled primarily from authentic public sources & Efforts have been made to present the information in a simple, practical and user-friendly manner for the benefit of readers.

This booklet is **not a legal document** and should not be treated as a substitute for applicable laws, rules, notifications, circulars, public notices, policy provisions or professional advice. Export procedures, policy conditions, documentation requirements, duty/tax provisions, incentives, restrictions, product standards and compliance obligations may change from time to time. Readers are therefore advised to verify the latest position from official sources, including DGFT, Customs, GST authorities, RBI, concerned Export Promotion Councils, regulatory bodies and other competent authorities before taking any business, financial, contractual or legal decision.

The users of this booklet are further advised to exercise due diligence and seek appropriate professional guidance, wherever required, particularly in matters relating to product classification,



export policy, taxation, foreign exchange regulations, quality standards, international contracts, logistics, insurance, payments and market-specific compliance. The publisher/issuing authority shall not be responsible for any loss, claim, liability or consequence arising from the use of information contained in this booklet or from any action taken on the basis of this guide.

It is hoped that this booklet will serve as a useful starting point for new and potential exporters and will encourage more entrepreneurs, MSMEs, traders, manufacturers and district-level enterprises to enter global markets and contribute to India's vision of expanding textile and apparel exports.



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India's Textile Sector at a Glance

Indian textiles are a strong choice for exports as India is the 6th largest global exporter of textiles and apparel, with around 4.1% share in global textile and apparel trade. India's textile and apparel exports stood at around ₹3.25 lakh crore in 2025–26, with export growth recorded in more than 120 countries. The sector has a truly national footprint, with every State and Union Territory contributing to textile exports and exports originating from 548 districts (as per March, 2026 data).

India's textile sector provides direct employment to about 45 million people and supports more than 100 million livelihoods indirectly. The country has a complete farm-to-fashion value chain, covering fibre, yarn, fabric, processing, garments, made-ups and finished products. Its strength is supported by a wide raw material base, including cotton, jute, silk, wool and man-made fibres. India is also among the leading global producers of these major textile raw materials.



India exports textile and apparel products to more than 190 destinations, reflecting the global acceptance of Indian products across developed, developing and emerging markets. The export basket is highly diversified and includes apparel, cotton textiles, MMF textiles, carpets, handloom, handicrafts, silk, wool, jute, technical textiles and home textiles.

The country also has a strong export ecosystem, with more than 30,000 exporters registered with textile Export Promotion Councils. Exporters are supported by DGFT, Customs, ICEGATE, EPCs, ECGC, EXIM Bank, Indian Missions abroad, trade fairs, buyer-seller meets, export promotion schemes and market intelligence support.

The sector benefits from several policy initiatives, including RoSCTL, RoDTEP, PM MITRA Parks, PLI Scheme for Textiles, National Technical Textiles Mission, SAMARTH, Silk Samagra, Integrated Wool Development Programme and Export Promotion Mission. These initiatives support competitiveness, infrastructure, skilling, investment, duty remission and export promotion.

India's handloom and handicraft heritage provides an additional export advantage. The country has 104 GI-tagged handloom products and 214 GI-tagged handicraft products, making a total of 318 GI-tagged handloom and handicraft products. These products can be promoted globally as authentic, premium, origin-linked and culturally rich products.

In conclusion, exports create opportunities for business growth, competitiveness and global market integration. Indian textiles are export-ready because of India's raw material strength, presence of complete value chain, manufacturing expertise, design diversity, traditional craftsmanship, large exporter base, policy support and wide global presence. With exports to more than 190 destinations and a national ambition of achieving USD 100 billion textile exports by 2030, India is well positioned as a reliable, diverse and future-ready sourcing destination.

1. Why should an Entity Export

Any person or business having a valid Importer Exporter Code (IEC) can export from India. There is no separate minimum educational qualification, turnover requirement or prior export experience required for becoming an exporter. Once the basic business structure is in place and IEC is obtained from DGFT, a person can start exploring export opportunities, subject to compliance with product-specific export policy, documentation requirements, quality standards and destination-country regulations.

Exporting provides access to the global market. Instead of depending only on domestic buyers, an exporter can sell to international importers, wholesalers, retailers, brands, e-commerce platforms, institutional buyers and niche customers. This creates opportunities for higher business turnover, better price discovery, foreign exchange earnings, market diversification and long-term business growth. For MSMEs, start-ups, women entrepreneurs, artisans, farmer-producer organisations, manufacturers, merchant exporters and cluster-based enterprises, exports can open new markets and improve income opportunities.

Exports also help businesses improve competitiveness. International buyers usually require better product quality, packaging, documentation, certification, timely delivery and compliance with technical, safety, environmental or quality standards. Therefore, export activity encourages enterprises to upgrade their production systems, improve logistics, adopt better packaging, strengthen financial discipline and build more professional business practices. Even a small share of the global import market can create significant business opportunities for Indian exporters.

Exporting from India has become easier due to IT-enabled systems and institutional handholding. Key processes such as IEC application, e-RCMC, ICEGATE registration, customs filing, shipping bill processing, Certificate of Origin, export incentive claims and refund-related processes are increasingly available through online platforms. DGFT, Customs, Ministry of Textiles, Export Promotion Councils, Commodity Boards, ECGC, EXIM Bank, Indian Missions abroad and other trade facilitation institutions provide support to exporters through policy guidance, market intelligence, buyer-seller meets, trade fairs, export documentation support, trade facilitation and grievance redressal.

Exports are also supported through a favourable tax and duty framework. Export of goods and services is generally treated as zero-rated supply under GST, subject to applicable legal provisions. This ensures that taxes are not exported along with the product or service and helps Indian exporters remain competitive in international markets. Exporters can also access different mechanisms for duty exemption, refund or remission. Under Advance Authorisation, inputs required for export production can be imported duty-free, subject to fulfilment of export obligation. Duty Drawback provides refund of eligible Customs and Central Excise duties suffered on inputs used in exported goods. IGST paid on exports is refundable as per applicable GST provisions. In addition, RoDTEP provides remission of embedded duties, taxes and levies that are not otherwise refunded. Together, these mechanisms reduce the tax burden, improve liquidity and enhance export competitiveness.

Free Trade Agreements also provide an important advantage to exporters. FTAs reduce or eliminate tariffs in partner countries, making Indian products more price competitive in those markets. They also create new market opportunities, facilitate trade, support rules-based market access and help Indian exporters integrate with global value chains. Buyers in FTA partner countries generally seek a Certificate of Origin to claim preferential tariff benefit. Therefore, Indian exporters can use FTAs strategically by selecting eligible products, complying with Rules of Origin and obtaining the required Certificate of Origin from the notified issuing agency.

India has 15 FTAs/trade agreements in force and has concluded 3 additional FTAs. These agreements cover several important partner economies, including UAE, Japan, South Korea,

Australia, UK, Oman, EFTA countries and the European Union, among others. For Indian exporters, these agreements can provide tariff advantage, improved market access and better positioning against competing supplier countries.

1.1 Key Benefits Available to Exporters

Area	Benefit to Exporter
IT-enabled systems	Online IEC, e-RCMC, ICEGATE, shipping bills, Certificate of Origin and refund processes
Institutional handholding	DGFT, EPCs, Commodity Boards, Customs, Ministry of Textiles , ECGC, EXIM Bank and Indian Missions etc. provide support.
Market access	Exporters can reach international buyers, brands, retailers, wholesalers and e-commerce platforms
GST treatment	Exports are generally treated as zero-rated supply
Advance Authorisation	Duty-free import of inputs for export production, subject to export obligation
Duty Drawback	Refund of eligible Customs and Central Excise duties on inputs used in exports
IGST refund	Refund of IGST paid on exported goods, as per applicable GST provisions
RoDTEP	Remission of embedded duties, taxes and levies not otherwise refunded
FTAs	Preferential tariff access and improved market competitiveness in partner countries
EPM	Support for Interest Subvention, Marketing Assistance Support etc.

Thus, exporting is not only a business opportunity but also a well-supported economic activity. India provides exporters with digital systems, policy support, export promotion institutions, tax-neutral treatment, duty exemption and remission mechanisms, trade finance support and expanding FTA-led market access. This creates a practical and supportive pathway for Indian enterprises to enter and grow in global markets.

2. How to Start Export Business

Export in itself is a very wide concept and lot of preparations is required by an exporter before starting an export business. To start export business, the following steps may be followed:

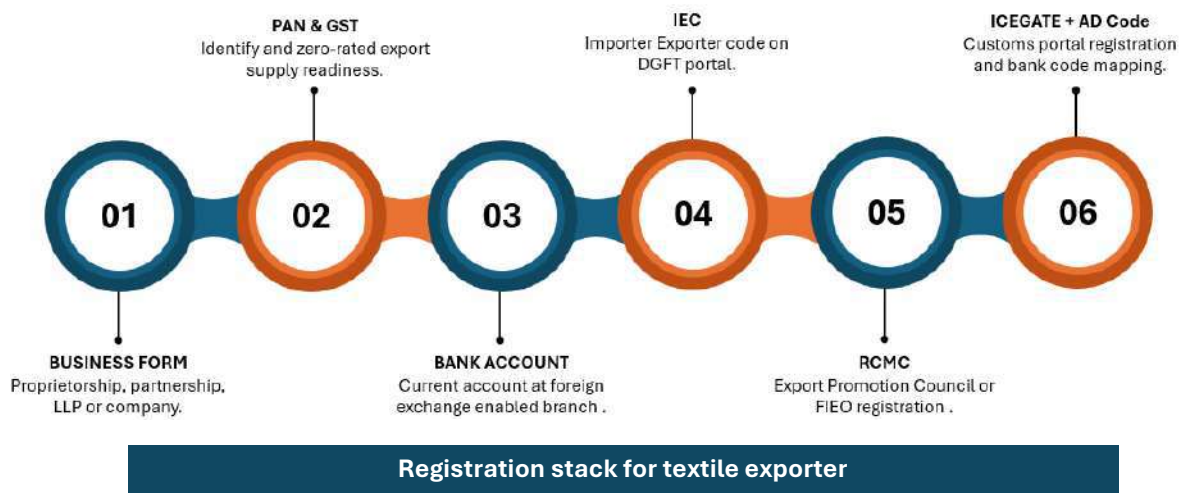
2.1 Step 1- Establish Organisation

To start the textile export business / start up, first a sole Proprietary concern/ Partnership firm/Company has to be set up as per procedure with an attractive name and logo. Any business or an enterprise must register legally under the Companies Act of 2013. There are a total of seven types of company registration in India. Due to several options, it's overwhelming to choose the right kind of company registration. For a first-time exporter, the key is to keep the structure legally valid, bankable, tax compliant and consistent across all registrations.

Form / Role	Practical meaning for exporter
Proprietorship	Simple to start; suitable for very small exporters; owner bears full responsibility.
Partnership / LLP	Useful when two or more persons combine capital, sourcing or market strengths.
Private Limited Company	Suitable where investors, larger buyers, formal governance and scalability are important.
Merchant Exporter	Exports goods sourced from manufacturers; must ensure supplier quality and documentation.
Manufacturer Exporter	Produces and exports goods; stronger control over quality, costing and delivery.

2.2 Step 2- Essential Registrations Before Export

Complete the registration stack before negotiating serious export orders.



The main registration sequence is- business formation and registration, opening of bank account, PAN, GST registration, current account with an authorised dealer bank, IEC from DGFT, RCMC from the concerned council or FIEO, ICEGATE registration, AD code registration and refund bank account mapping.

2.2.1 Opening of a bank account

A current account with a Bank authorized to deal in Foreign Exchange should be opened. Opening a Current Account is very simple. Many banks have a provision for opening the bank account online. Once the form is submitted, a customer care executive from the bank gets back to the customer to

complete all further formalities. Please ensure it is not a no foreign exchange involved (NFEI) branch.

Documents required for opening a Current Account:

1. Proof of identity of the proprietor /trader /professional /institution/ association, etc. such as the PAN card.
2. Additional documents for individuals include voter ID, passport and driving licence.
3. Proof of address for an individual: Telephone bill, electric bill.
4. Proof of the existence of the business

2.2.2 Obtaining PAN

It is necessary for every exporter and importer to obtain a PAN from the Income Tax Department. PAN card application can be applied online or offline. Further, requests for changes or correction in PAN data may also be made online. The online process is the most hassle-free way of obtaining PAN. The applicant is only required to fill and submit the online application form along with online payment of the respective processing fee. Copies of required documents can then be sent by post to either NSDL or UTIITSL, for verification purposes.

Online application can be made either through

1. The portal for Protean at <https://onlineservices.proteantech.in/paam/endUserRegisterContact.html> (formerly NSDL);
2. Portal for UTITSLat https://www.pan.utiitsl.com/panonline_ipg/forms/pan.html/preForm
3. Instant E-PAN through Income-tax E-filing Portal at <https://www.incometax.gov.in/iec/foportal/>.

2.2.3 Registration with Tax Authorities

Goods exported out of the country are eligible for zero-rated supply under GST. To avail this benefit, it is important for an exporter to get registered with the concerned Tax Authorities. To get registered, exporter must visit <https://reg.gst.gov.in/registration/>

2.2.4 Obtaining Importer- Exporter Code (IEC)

The Importer -Exporter Code (IEC) is a key business identification number which is mandatory for Exports or Imports. No person shall make any import or export except under an IEC Number granted by the DGFT. In case of import or export of services or technology, the IEC shall be required only when the service or technology provider is taking benefits under the Foreign Trade Policy or is dealing with specified services or technologies. Exporters are advised to ensure annual updation/confirmation of their IEC profile on the DGFT portal between 1st April and 30th June every year. Even if there is no change in IEC details, online confirmation is mandatory. Non-compliance may lead to deactivation of IEC.

Note- Every IEC holder must ensure their IEC details are updated electronically annually by 30 June every year.

a) IEC Benefits are defined as follows:

1. Open International Market IEC helps you in taking your organization and products to the worldwide market and develop your organizations. You can also sell your products on international platforms
2. Product scaling and Increased Revenue there will be a vast increase in the revenue of the organization

3. Several benefits are availed the organization, and various companies can avail several benefits from DGFT, customs, etc as per the IEC registration. On Exports the organization can claim tax benefits as well .

b) Why IEC is required:

1. If an importer needs to clear his shipments from the traditions at that time IEC is required by the tradition’s experts.
2. When in importer sends cash to another country through banks at that point IEC is required by the bank.
3. At the point when an exporter needs to send his shipments then its required by the traditions port.
4. When an exporter receives foreign currency in his bank account, IEC is required

c) Procedure of IEC Code Registration:

STEPS	DESCRIPTION
Step 1	Go to the DGFT Website. (https://www.dgft.gov.in/CP/?opt=iec-profile-management)
Step 2	Then you need to go on Services tab.
Step 3	Enter your PAN number (A Person/if any Company PAN Card)
Step 4	Enter your details (As Mentioned on PAN Card)
Step 5	Enter your mobile number and mail ID to get (OTP) verification process.
Step 6	Fill and Update Application Entity Details
Step 7	Add Branch Details (Within 15 minutes)
Step 8	Fill and update the Director/Partner details.
Step 9	Upload Documents Scanned Copies of Essential Documents.
Step 10	Fee Payment (Debit/Credit Card Net Banking)
Step 11	Preview & Print Application
Step 12	Final Submission


d) Documents required:

1. E-mail & Mobile Number
2. PAN Card
3. Address Proof (Aadhar Card or Passport or Voter ID is accepted for proprietary ship. For other forms documents like Sale deed, rent agreement, lease deed, etc are accepted.)
4. Valid Bank Account in the name of applicant with pre-printed cancelled cheque (With entity’s pre-printed name).
5. Fees of Rs.500/- with applicable taxes can be paid via Net Banking, Debit Card or Credit Card

2.2.5 Obtaining Registration cum membership certificate (RCMC)

a) What is e-Registration Cum Membership Certificate (e-RCMC)

Registration-Cum Membership Certificate (RCMC) is a certificate that validates an exporter dealing with products registered with an agency / organization that are authorised by the Indian Government. The certificate is issued for five financial years by the Export Promotion Councils (EPCs) / Commodity board / Development authority or other competent authority in India. These bodies function as the Registering Authority to issue the RCMC to its user. An exporter desiring to obtain an RCMC has to declare his mainstream business in the application. This application would be submitted to the related Registering Authority.



A total number of 26 Export Promotion Councils and 9 commodities board are present in India out of which 11 Export Promotion Councils pertain to the Textile Sector. Commodities board and the EPCs in India are the concerned authorities for issuing RCMC. These institutions have been authorised by the Central Government to issue RCMC to the exporters. Every EPC and the commodities board in India categories itself depending on the type of products. The RCMC shall be deemed to be valid from 1st April of the licensing year in which it was issued and shall be valid for 5 financial years ending 31st March of the licensing year, unless otherwise is specified.

b) Pre-Requisites for RCMC

1. You need an active IEC to apply for RCMC.
2. You need an updated IEC Profile and linked Digital Signature token or Aadhaar E-Signature for submitting the application.
3. To apply for RCMC please visit dgft.gov.in > Services > select e-RCMC > apply for e-RCMC > Register at DGFT> login > file application and select agency
4. While applying for RCMC, an exporter has to declare his main line of business in the application. The exporter is required to obtain RCMC from the Council which is concerned with the product of his main line of business.
5. In respect of exporters of handicrafts and handloom products from the UTs of Jammu & Kashmir and Ladakh, Director, Handicrafts, Government of Jammu & Kashmir is authorised to issue RCMC.
6. RCMC is **valid for five years**. Hence payments can be made by renewing every year or for five years at one time.

2.2.6 Registration at ICEGATE

1. Once the IEC and GST registration is received, the exporter has to register at ICEGATE Portal. Details like PAN, GST, IEC, AADHAR etc. are required for validation. Visit <https://www.icegate.gov.in/>
2. For video tutorial please visit <https://www.youtube.com/watch?v=9do0ThsDqFQ>
3. Documents required: DSC Class III encrypted, Authorization Letter and for companies Board Resolution Document.

a) AD Code Registration at ICEGATE & Customs Port

- After successful registration at ICEGATE, two types of Bank Account Registrations are required to be registered before sending any shipment:
- Foreign Remittance Account (**AD Code**) for filing of S/b, and
- **Refund/Incentive** Accounts for receiving the refunds of GST and incentives like Drawback.
- Documents required: Proof document for Identify verification, Bank Authorization Letter, Copy of cancelled cheque related to said Bank account No. (or latest bank statement of said Bank account endorsed by the Bank). Please visit <https://www.icegate.gov.in/guidelines/bank-account-management-user-manual>
- Once the exporter has completed all documentation before proceeding for the exports, following aspects play a vital role in execution of export order:

3. Export document checklist

Proper documents help make customs clearance, bank processing, and export benefit claims easier. All export documents should have matching details, including the invoice, packing list, shipping bill, transport document, certificate of origin, insurance papers, bank documents, and buyer contract. Information such as product description, quantity, value, currency, Incoterms, and buyer and seller details should be the same in every document. Below are the mandatory documents required for exporting goods from India.

Documents Required	Checklist
Bill of Lading	✓
Commercial Invoice cum Packing List	✓
Shipping Bill or Bill of Export	✓
Proforma Invoice	✓
Export Order/Purchase Order	✓
Certificate of Origin	✓
Bill of exchange (BE)	✓
Letter of Credit	✓
Inspection/Quality check	✓

Here is a list of documents that you need to furnish while exporting overseas from India.

- 1. Bill of Lading:** A Bill of Lading is an important export document for shipping goods. It is issued by the shipping company as proof that they have received the goods from the exporter in good condition and are ready to transport them. It also acts as an agreement between the exporter and the carrier.
- 2. Commercial Invoice cum Packing List:** Under recent Government guidelines, the Packing List and Commercial Invoice required by Customs have been combined into a single document.
 - **Commercial Invoice:** This is an essential export document prepared by the exporter once the goods are ready for shipment. It is submitted to Customs for approval before the shipment is dispatched.
 - **Packing List:** This document provides details of the goods being exported, especially when the shipment contains multiple products. It includes information about the items packed in the shipment.
- 3. Shipping Bill or Bill of Export:** A Shipping Bill is a mandatory customs document required for the export of goods from India. It is filed electronically through the Indian Customs Electronic Gateway (ICEGATE) to obtain customs clearance for export shipments. Goods cannot be exported until the Shipping Bill is filed and approved by Customs.
- 4. Proforma Invoice:** A proforma invoice is a bill which is required when you need advance payment from your committed customers. A proforma invoice includes details about the product, price, delivery, payment transactions, etc. It is an agreement between the buyer and the seller based on trust.



5. **Export Order/Purchase Order:** After the Proforma Invoice is issued, the buyer confirms the order by sending a Purchase Order (PO) to the exporter. The Purchase Order contains details such as the goods required, price, currency, shipping details, and other buyer requirements.
6. **Certificate of Origin:** A Certificate of Origin (COO) is an important document that certifies the country where the goods were manufactured or produced. It is usually attached to the commercial invoice and helps Customs identify the origin of the exported goods. A separate COO may be issued for each product or shipment, as required.
7. **Bill of exchange (BE):** A Bill of Exchange is a written document issued by the exporter asking the buyer to pay the specified amount for the goods supplied. It serves as a payment instruction to the importer.
8. **Letter of Credit:** The respective buyer's bank issues the Letter of Credit to confirm the payment to the exporter on the committed date, in case the buyer gets late in paying the bills. It is an essential document which is guaranteed by the bank in order to honour the buyer purchase order.
9. **Inspection/Quality check:** The buyer may request a quality inspection before the goods are shipped. This includes checking, testing, and verifying the quality of the products and their packaging standards. For this purpose, the exporter is required to obtain and provide a Quality Inspection Certificate at the time of shipment

4. ITC-HS Code and Textile Chapter: A Brief Guide for Textile Exporters

4.1 Introduction to ITC-HS Code

The **ITC-HS Code** means **Indian Trade Classification based on Harmonized System of Coding**. It is the standard product classification system used in India for import and export operations. The system is based on the international Harmonized System, but India uses an **8-digit ITC-HS code** to meet national trade, customs, tariff and policy requirements.

The ITC-HS code is very important for every exporter and importer because it identifies the exact product being traded. It helps in determining the applicable import policy, export policy, customs duty, export benefits, restrictions, documentation requirements and trade statistics. Without correct classification, it becomes difficult to assess whether a product can be freely imported or exported, whether any permission is required, or whether any duty, levy or compliance condition is applicable.

The ITC-HS system is divided into two schedules.

- **Schedule I** deals with the **Import Policy** and contains the rules and guidelines relating to import of goods into India. It is divided into 22 sections and 99 chapters.
- **Schedule II** deals with the **Export Policy** and contains the rules and conditions relating to export of goods from India. It contains 98 chapters.

4.2 How to Read an ITC-HS Code

The international Harmonized System generally works at the **6-digit level**, which is common across countries. India further expands it to the **8-digit level** for domestic tariff and policy purposes.

Example- ITC (HS) - 57011010

Level	Code	Meaning
Chapter (2 DIGIT LEVEL)	57	Carpets and other textile floor coverings
Heading (4 DIGIT LEVEL)	5701	Carpets and other textile floor coverings, knotted, whether or not made up
International HS Sub-heading	570110	Of wool or fine animal hair
Indian ITC-HS Tariff Line (8 DIGIT LEVEL)	57011010	Knotted carpets / floor coverings of wool or fine animal hair, as classified under Indian ITC-HS

Simple Explanation: HS Code 57011010 relates to **knotted carpets and textile floor coverings made of wool or fine animal hair**. The first six digits help in international product identification, while the last two digits help India prescribe product-specific import policy, export policy, customs duty, incentives, restrictions and statistical reporting.

4.3 Textile Chapter under ITC-HS

The textile sector is covered under **Section XI – Textiles and Textile Articles** of the ITC-HS classification. This section covers **Chapters 50 to 63**, which include the entire textile value chain from fibres and yarns to fabrics, garments, made-ups, carpets and other textile articles.

The textile HS chapters are as follows:

Chapter	Product Coverage
Chapter 50	Silk

Chapter	Product Coverage
Chapter 51	Wool, fine or coarse animal hair, horsehair yarn and woven fabric
Chapter 52	Cotton
Chapter 53	Other vegetable textile fibres; paper yarn and woven fabrics of paper yarn
Chapter 54	Man-made filaments
Chapter 55	Man-made staple fibres
Chapter 56	Wadding, felt, nonwovens, special yarns, twine, cordage, ropes and related articles
Chapter 57	Carpets and other textile floor coverings
Chapter 58	Special woven fabrics, tufted fabrics, lace, tapestries, trimmings and embroidery
Chapter 59	Impregnated, coated, covered or laminated textile fabrics; textile articles for industrial use
Chapter 60	Knitted or crocheted fabrics
Chapter 61	Articles of apparel and clothing accessories, knitted or crocheted
Chapter 62	Articles of apparel and clothing accessories, not knitted or crocheted
Chapter 63	Other made-up textile articles, sets, worn clothing, worn textile articles and rags

These chapters are particularly important for textile exporters because each category has a separate classification, policy treatment, duty structure and export benefit linkage. For example, cotton yarn, cotton fabric, knitted garments, woven garments, carpets and home textiles may all belong to the textile sector, but they fall under different chapters and tariff lines.

Question	Why it matters
What is the fibre?	Cotton, polyester, viscose, nylon, wool, silk, jute or blend may change classification.
What is the form?	Fibre, yarn, fabric, garment, made-up, carpet or technical textile.
Is it woven, knitted, nonwoven or crocheted?	Construction affects chapter/sub-heading.
Is it printed, dyed, coated or laminated?	Processing may change classification and compliance
What is the end use?	Garments, home textiles, industrial use or decorative use can differ.

5. Policy

5.1 Exportability and Importability of any Item in India

Exports and Imports shall be free, except in cases where they are regulated by the provisions of this Policy or any other law for the time being in force. The item wise export and import policy ITC(HS) is aligned at 6-digit level with international Harmonized System goods nomenclature maintained by World Customs Organization (<http://www.wcoomd.org>). However, India maintains national Harmonized System of goods at 8-digit level notified under First Schedule of the Customs Tariff Act,1975 which may be viewed under 'Regulatory Updates' at <https://www.dgft.gov.in/CP/?opt=regulatory-updates>, and at <https://www.cbic.gov.in>

1. The Director General of Foreign Trade formulates the item level import and Export policy and may, however, specify through a Public Notice such terms and conditions according to which any goods, not included in the ITC(HS), may be exported without a license/certificate/permission.
2. Schedule 1 of ITC (HS) gives the Import Policy Regime and Schedule 2 of ITC (HS) gives the Export Policy Regime.

5.1.1 Import Policy

The ITC-HS code helps importers identify the import policy applicable to textile products such as fibre, yarn, fabric, garments, machinery, dyes, chemicals and accessories.

Under import policy, goods are generally classified as:

Category	Meaning
Free	Can be imported without a specific import licence, subject to other applicable laws and valid IEC.
Restricted	Can be imported only after obtaining an import licence/permission.
Canalised	Can be imported only through specified agencies or prescribed channels.
Prohibited	Cannot be imported.

Therefore, before importing any textile product or input, the importer should check the correct **8-digit ITC-HS code** and the corresponding import policy on the DGFT portal.

Website: DGFT portal: <https://www.dgft.gov.in>

5.1.2 Export Policy

The ITC-HS code also helps exporters understand whether a textile product is freely exportable or subject to any export restriction.

Under export policy, goods may generally fall under:

Category	Meaning
Free	Can be exported without specific licence, subject to normal compliance.
Restricted	Export requires permission/licence from the competent authority.
Prohibited	Export is not allowed.
State Trading Enterprise (STE)	Export permitted only through designated agencies.

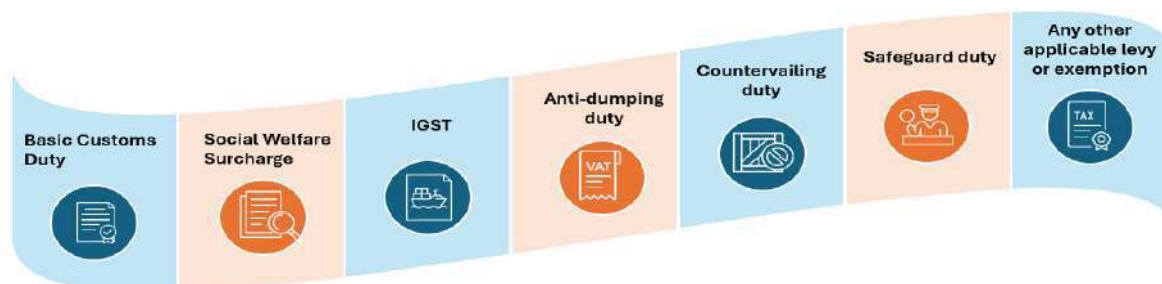
For textile exporters, this is important because certain products may be subject to quality standards, certification requirements, country-specific restrictions or other conditions. The correct ITC-HS code should be checked before preparing export documents, filing the shipping bill or applying for Certificate of Origin.

Website: DGFT portal – <https://www.dgft.gov.in>

5.1.3 Customs Duty and Import Assessment

The ITC-HS code is essential for determining the customs duty payable at the time of import. Customs authorities use the **8-digit ITC-HS code** to identify the product and apply the applicable duties.

The correct classification helps determine:



For textile products, classification is very important because duty may vary depending on fibre content, product description, processing, end use and form of presentation. Wrong classification may lead to incorrect duty payment, customs queries, clearance delays or disputes.

Website: CBIC Customs Tariff / Customs Duty information – <https://www.cbic.gov.in>
ICEGATE portal for customs services: <https://www.icegate.gov.in>

The Central Board of Indirect Taxes & Customs (CBIC) is the primary authority responsible for handling customs duties in India. It deals with the formulation of policy concerning levy and collection of Customs, Goods and Service Tax (GST) and Central Excise duties, prevention of smuggling and administration of matters relating to Customs, Goods and Service Tax (GST), Central Excise, and Narcotics to the extent under CBIC's purview.

The important Customs related functions include the following:

1. Collection of Customs duties on imports and exports as per the Customs Act, 1962 and the Customs Tariff Act, 1975;
2. Enforcement of various provisions of the Customs Act, 1962 governing imports and exports of cargo, baggage, postal articles and arrival and departure of vessels, aircrafts etc.;
3. Discharge of agency functions and enforcing prohibitions and restrictions on imports and exports under various legal enactments;
4. Prevention of smuggling including interdiction of narcotics drug trafficking; and
5. International passenger clearance.

5.1.4 Customs Import procedure:

1. Obtain the Import Export Code (IEC).
2. Ensure compliance with all applicable trade and import regulations.
3. Obtain the required import licenses, wherever applicable.
4. File the Bill of Entry and other required documents for customs clearance.
5. Determine and pay the applicable import duty for clearance of goods.

CUSTOM IMPORT PROCEDURES		
Prepare	Pre-Import	Import
1 Importer- Exporter Code	1 Icegate Registration	1 Integrated declaration & self assessment
2 Authorized Dealer Code	2 Basic Supporting Docs	2 Payment
3 Good & Services Tax Registration	3 Overseas Document	3 Compulsory Compliance
4 Registration under Export Promotion Schemes	4 Preimport Clearance Certificate/ Certifications	4 Other Regulatory Approval – FSSA
		5 Clearance

5.1.5 Custom export procedure:

CUSTOMS EXPORT PROCEDURES		
Prepare	Pre-Export	Export
1 Importer- Exporter Code	1 Icegate Registration	1 Integrated declaration
2 Authorized Dealer Code	2 Basic Supporting Docs	2 Registration
3 Good & Services Tax Registration		3 Compulsory, Compliance & Verification
4 Registration under Export Promotion Schemes		4 Clearance for Export
		5 Export General Manifest
		6 IGST Refund

5.1.6 Single Window Interface for facilitating trade:

The India Customs Single Window system allows importers and exporters to submit all customs clearance documents online through a single platform. Any approvals required from other regulatory agencies are also processed online, eliminating the need for traders to visit multiple offices.

The Single Window Interface for Trade (SWIFT) helps reduce interaction with government departments, saves time in cargo clearance, and lowers the overall cost of doing business. It is part of the Government’s initiative to simplify and digitize customs procedures. SWIFT also supports major Government programs such as Make in India and Digital India.

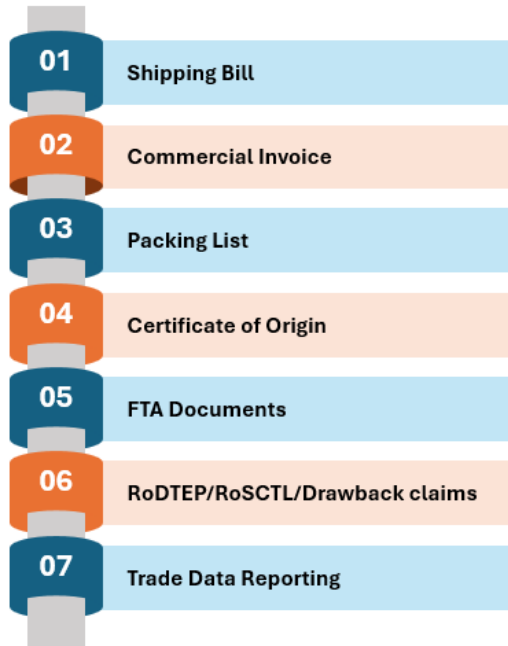
5.1.7 Launch of the Indian Customs Compliance Information Portal

The Central Board for Indirect Taxes and Customs (CBIC) launched the Indian Customs Compliance Information Portal (CIP) in 2021 at <https://cip.icegate.gov.in/CIP/#/home> to provide free access to information on all Customs procedures and regulatory compliance for nearly 12,000 Customs Tariff Items.

6. Export Compliances

The ITC-HS code is also used for export benefits and documentation. Schemes such as **RoDTEP, RoSCTL, Duty Drawback and other export-related benefits** are linked to the correct tariff classification.

The ITC-HS code is used in:



For exports under Free Trade Agreements, the correct HS code helps determine whether the product is eligible for preferential tariff benefit in the destination country and whether it satisfies the applicable Rules of Origin.

Key Point to remember - Correct ITC-HS classification is the foundation for checking textile import-export policy, determining customs duty, claiming export benefits and ensuring smooth customs clearance.

Once the exporter has confirmed that the products can be exported and identified the destination country, the following points should be considered:

6.1 Payment Terms

Export payment terms are an important part of international trade transactions. Different payment methods offer different levels of security to the exporter, ranging from advance payment, which is the safest, to consignment-based payment, which carries higher risk. The choice of payment method depends on factors such as the exporter's relationship with the buyer, the level of risk involved in the buyer's country, and the exporter's business and cash flow requirements.

Term	Meaning (Who Takes Risk)
Advance Payment (Cash in Advance)	Buyer pays upfront (full or partial) before goods/services are delivered. <i>Safest for exporter, but clients may resist due to their higher risk.</i>
Letter of Credit (L/C)	A bank guarantee on behalf of the buyer that payment will be made if you meet specified conditions. <i>Secure for both, but involves bank fees and paperwork</i>
Documents Against Payment (D/P) (Cash Against Documents)	The buyer must pay in full to receive shipping documents. Essentially, payment is due "at sight" (immediately upon presentation) <i>Moderate risk: exporter ships but retains document control until payment.</i>
Documents Against Acceptance (D/A)	The buyer receives documents by accepting a bill of exchange , promising to pay later (e.g. 30–90 days). <i>Riskier for exporter: buyer gets goods on credit, paying after a set term.</i>
Open Account	Goods or services are delivered before payment , with an invoice for later payment (e.g. Net 30 days). <i>Very risky for exporter, as buyer pays after receipt. Often used only with trusted buyers.</i>
Milestone Payments	Project broken into phases, with part-payment at each milestone (e.g. 25% upfront, 50% mid-project, 25% on completion). <i>Balances risk provides ongoing cash flow and commitment throughout a long project.</i>



Telegraphic Transfer (TT)	The method of electronic bank transfer of funds internationally (typically via SWIFT). Often used to settle the above terms – <i>TT itself refers to how money is sent, not when it's sent</i>
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6.2 Incoterms:

Incoterms are internationally accepted trade terms agreed upon by the buyer and seller during international transactions. These rules clearly define the responsibilities, costs, and risks of both parties involved in the shipment of goods.

Incoterms specify the point at which the responsibility and risk transfer from the seller to the buyer. Different Incoterms apply to different modes of transport. Some terms can be used for all modes of transport, including road, rail, air, and sea, while others are specifically used for sea and inland waterway transport. Understanding Incoterms is important for smooth and clear international trade operations.

For all modes of Transport

Incoterm	Delivery Point	Risk Transfer	Cost Responsibility
EXW (Ex Works)	Seller's premises	At seller's location	Buyer
FCA (Free Carrier)	Agreed place (e.g., port, terminal)	When goods handed to carrier	Seller (up to handoff), then Buyer
CPT (Carriage Paid To)	Named place of destination	When goods handed to first carrier	Seller
CIP (Carriage and Insurance Paid To)	Named place of destination	When goods handed to first carrier	Seller (includes insurance)
DAP (Delivered at Place)	Named place in buyer's country	Upon arrival at destination (not unloaded)	Seller
DPU (Delivered at Place Unloaded)	Named place in buyer's country	Upon unloading at destination	Seller
DDP (Delivered Duty Paid)	Buyer's premises	Upon arrival at buyer's location	Seller (includes all duties)

For Sea and Inland Waterway Transport

Incoterm	Delivery Point	Risk Transfer	Cost Responsibility
FAS (Free Alongside Ship)	Port of shipment	When goods placed alongside ship	Seller (up to dock), then Buyer
FOB (Free On Board)	Port of shipment	When goods are on board the ship	Seller (up to ship), then Buyer
CFR (Cost and Freight)	Port of destination	When goods are on board the ship	Seller (freight only)
CIF (Cost, Insurance & Freight)	Port of destination	When goods are on board the ship	Seller (includes insurance)





6.3 Export Insurance:

Export insurance, also known as Export Credit Insurance (ECI), protects exporters against the risk of non-payment by foreign buyers. It covers commercial risks such as buyer insolvency, bankruptcy, or delayed payment, as well as political risks like war, riots, terrorism, currency restrictions, and changes in import or export regulations.

ECGC Ltd. (formerly Export Credit Guarantee Corporation of India Ltd.), a Government of India enterprise established in 1957, provides export credit insurance and related services to promote exports from India. It helps protect Indian exporters and banks against payment risks involved in international trade.

ECGC provides the following services:

- Insurance cover to exporters against commercial and political risks in export transactions.
- Credit insurance support to banks and financial institutions to encourage lending to exporters.
- Export factoring services for MSMEs, including working capital support, credit risk protection, maintenance of sales records, and collection of export payments from overseas buyers.

For more information visit- <https://main.ecgc.in/english/>

6.4 EXIM Bank

An Exim (Export-Import) Bank is a specialized financial institution that supports and promotes international trade. It helps domestic businesses export goods and services by providing financial assistance and reducing trade-related risks.

Exim Banks provide loans and credit facilities to foreign buyers, enabling them to purchase goods and services from domestic exporters. This helps ensure timely and secure payment to exporters and encourages international trade growth.

For more information visit- <https://www.eximbankindia.in/>

6.5 Customs House Agents/Freight Forwarders

Exporters are advised to avail the services of Customs House Agents (CHAs) and Freight Forwarders licensed by the Commissioner of Customs. These authorized professionals assist in completing customs clearance and other export-related formalities.

The CHA files the Shipping Bill based on the information provided by the exporter, facilitates customs clearance, and assists in obtaining the Let Export Order (LEO) under the provisions of the Foreign Trade Policy (FTP).

Freight Forwarders assist in the transportation and shipment of goods. They help exporters manage logistics efficiently, reduce transportation-related costs, and ensure timely movement of cargo in international trade.

For more information: <https://www.fffai.org>

6.6 Logistics

Goods can be exported to international markets through different modes of transport such as Sea Freight, Air Freight, and Courier/Express services. Container Corporation of India (CONCOR), a Navratna Public Sector Undertaking, handles the movement of containerized cargo mainly through rail transport and Inland Container Depots (ICDs).

The Express Industry Council of India (EICI) supports courier and express export services through its member companies such as DHL, FedEx, Blue Dart, and UPS. India Post also provides international shipping services through Speed Post, offering an economical option for MSMEs and individual exporters.





Export of goods through registered courier services and Foreign Post Offices is permitted under the Customs Act, 1962, subject to the Foreign Trade Policy (FTP) and export regulations under ITC (HS).

To promote e-commerce exports through the postal route, Dak Ghar NiryatKendras are being operationalized across the country. These centres function in coordination with Foreign Post Offices (FPOs) to facilitate cross-border e-commerce exports and help artisans, weavers, craftsmen, and MSMEs from remote and inland regions access international markets.

6.7 SPS/TBT Measures

It covers technical requirements resulting from food safety and animal and plant health measures, including pesticide residue limits, inspection requirements and labeling etc. set by a country.

These country wise details can be accessed using FIEO's Indian Trade Portal at <https://indiantradeportal.in/>

6.8 License, Permit, Certificate, and Other Documents (LPCOs)

They promote manufacturer exporters to implement best quality management system to produce a consistent quality product to meet buyer's specification and gain confidence of the buyer by pre shipment inspection, quality control and certification with many laboratories countrywide.

The testing of products intended for export/import to be routed through DGFT's Bharat Aayat Niryat Lab Setu.

7. Schemes/ initiatives undertaken to promote Indian textile apparel sector

7.1 DGFT Schemes-

DGFT schemes are government initiatives designed to promote Indian exports by providing duty exemptions, financial incentives, and market support to exporters.

a) Advance Authorization Scheme

Advance Authorisation Scheme (AA) allows duty free import of inputs, which are physically incorporated in export product (making normal allowance for w Fuel, oil, catalyst which is consumed / utilized in the process of production of export product, may also be allowed.

Imports under Advance Authorisation are exempted from payment of Basic Customs Duty, Additional Customs Duty, Education Anti-dumping Duty, Countervailing Duty, Safeguard Duty, Transition Product Specific Safeguard Duty, wherever applicable. Integrated Goods & Service tax and Compensation Cess are also exempted. Special Advance Authorisation for Apparel Sector allows import of fabric and lining material.

A Manufacturer Exporter or a Merchant Exporter tied to a supporting manufacturer can apply for AA Scheme. Advance Authorisation Scheme allows inputs based on notified Standard Input Output Norms (SION) or on Self Declaration basis subject to procedures set out in Handbook of Procedures.

This allows duty-free import of raw materials, components, and consumables that are physically incorporated into export products. This reduces upfront costs and improves cash flow for exporters. Exporters must meet minimum value addition criteria, and the authorization is valid for 12 months with an export obligation period of 18 months.

For further information visit- <https://www.dgft.gov.in/CP/?opt=adnavce-authorisation>

b) Export Promotion Capital Goods (EPCG) Scheme

Facilitates duty-free import of capital goods for manufacturing export products. Exporters must fulfil an export obligation equivalent to six times the duty saved within six years. This scheme helps modernize production, improve quality, and enhance global competitiveness.

For further information visit- <https://www.dgft.gov.in/CP/?opt=epcg>

c) Rebate of State and Central Levies and Taxes (RoSCTL)

The Scheme is continued from 07 March 2019 to 30th September 2026. The RoSCTL scheme rebates embedded State and Central taxes/levies (not rebated under any other Scheme) to provide support and enhance competitiveness of apparel and made-ups including home textiles. The Scheme is implemented by Department of Revenue with end-to-end digitization for issuance of transferable Duty Credit Scrip, which will be maintained in an electronic ledger in the Customs system. More than 15,400 exporters have benefitted from the scheme each year.

Note- The detailed information of these schemes can be obtained at the website of Ministry of Textiles (www.texmin.gov.in)

d) RoDTEP (Remission of Duties and Taxes on Exported Products)

The other textiles products (excluding Chapter 61, 62 and 63) which are not covered under the RoSCTL are eligible to duty remission benefits, under RoDTEP along with other products as per the notified rates.

Note- The detailed information can be obtained at the website of DGFT (dgft.gov.in).

e) **Export Promotion Mission**

The Export Promotion Mission (EPM) is a flagship initiative of the Government of India, aimed at strengthening India's export ecosystem through a unified, outcome-driven, and digitally enabled framework. **The Mission has a total outlay of ₹25,060 crore for the period FY 2025–26 to FY 2030–31.** EPM is designed to enhance India's export competitiveness, with a focused emphasis on MSMEs, first-time exporters, labour-intensive sectors, and exporters from interior and low-export-intensity regions.

By integrating financial and non-financial export support under a single mission and consolidating key schemes such as the Interest Equalization Scheme (IES) and the Market Access Initiative (MAI), EPM addresses long-standing structural constraints in trade finance, compliance, market access, and logistics—driving measurable export growth, employment generation, and global competitiveness.

The Mission is implemented through two integrated sub-schemes, each targeting a distinct set of exporter challenges:

- **NIRYAT PROTSAHAN** – This is the financial-support pillar of EPM. It addresses the core constraint of exporters, especially MSMEs, in accessing affordable and diversified export finance. Its key focus areas are interest subvention, collateral support, export factoring, e-commerce export credit and risk-sharing support for emerging markets. The objective is to reduce the cost of export credit, improve working-capital liquidity and support exporters in scaling up orders.
- **NIRYAT DISHA** – This is the ecosystem and market-access pillar of EPM. It supports exporters in meeting international standards, certifications, logistics, warehousing, trade intelligence, buyer connectivity and market promotion. It is particularly relevant for MSMEs that face non-tariff barriers, high compliance costs, limited market information and weak overseas distribution networks

Component-wise details of EPM

Sub-Scheme	Component / Intervention	Purpose	Key Support / Benefit
Niryat Protsahan	1. Interest Subvention for Pre- and Post-Shipment Export Credit	Reduce cost of export credit and improve liquidity of MSME exporters.	Interest subvention of 2.75% on eligible pre- and post-shipment export credit, subject to a maximum of ₹50 lakh per exporter .
Niryat Protsahan	2. Collateral Support for Export Credit	Facilitate collateral-free / collateral-light access to export credit.	Credit guarantee coverage of 85% for Micro and Small Enterprises and 65% for Medium Enterprises , with maximum eligible credit limit of ₹10 crore per exporter .
Niryat Protsahan	3. Support for Alternative Trade Instruments / Export Factoring	Unlock working capital by enabling exporters to receive early payment against export receivables.	Interest subvention of 2.75% on factoring cost , capped at ₹50 lakh per IEC ; supports recourse and non-recourse factoring in INR and freely convertible foreign currency.
Niryat Protsahan	4. Credit Assistance for E-	Support MSME exporters using	Direct e-commerce credit facility: up to 90% guarantee , capped at

	Commerce Exporters	postal, courier and overseas inventory-based e-commerce export channels.	₹50 lakh. Overseas inventory e-commerce credit facility: up to 75% guarantee , capped at ₹5 crore . Interest subvention of 2.75% , annual ceiling ₹15 lakh per applicant per year.
Niryat Protsahan	5. Support for Emerging Export Opportunities	Help MSME exporters enter new or higher-risk markets through shared-risk instruments.	Risk-sharing support from 10% to 90% of transaction value based on risk model; MLP limits include country-wise, exporter-wise, transaction-wise and issuing-bank-wise caps.
Niryat Disha	6. Market Access Support – MAS	Support overseas market development and export promotion activities.	Financial assistance for Buyer–Seller Meets, Trade Fairs, Trade Delegations and Reverse Buyer–Seller Meets . Support up to ₹5 crore per event for BSMS, trade fairs and delegations, and up to ₹10 crore per event for RBSMs. Airfare support for MSMEs and preferential support for priority sectors such as Handicraft, Handloom, Carpet, Silk, Wool and Jute including GI tagged Goods.
Niryat Disha	7. Trade Regulations, Accreditation and Compliance Enablement – TRACE	Help exporters meet international testing, inspection, certification and conformity requirements.	Assistance of 60% of actual cost net of Taxes or ₹25 lakh , whichever is lower, for certifications under the Positive List; 75% of actual cost net of Taxes or ₹25 lakh , whichever is lower, for Priority Positive List certifications. Annual cap: ₹25 lakh per exporter .
Niryat Disha	8. Logistics Interventions for Freight and Transport – LIFT	Reduce inland logistics disadvantage for exporters from hinterland / notified districts.	Support up to 30% of actual eligible transport cost , subject to a cap of ₹20 lakh per exporter per financial year in respect of notified products from Notified districts . Eligible movement includes MSME premises to ICDs, CFSs, sea ports and air cargo complexes.
Niryat Disha	9. Integrated Support for Trade Intelligence and Facilitation – INSIGHT	Build export preparedness, trade intelligence, district/cluster facilitation and capacity building.	Support for modules, toolkits, training, research, innovation, pilots and trade analytics. Assistance up to 50% of approved project cost ; government entities may receive up to 100% support. Necessary caps or limit of

		Assistance as applicable.
Niryat Disha	10. Facilitating Logistics, Overseas Warehousing and Fulfilment – FLOW	Support overseas storage, distribution, fulfilment and display infrastructure. Overseas warehousing: lower of ₹10 crore or 30% of project cost. Overseas fulfilment: lower of ₹5 lakh per month or 30%. Display/market access facility: lower of ₹5 crore or 30%. E-commerce export hubs: lower of ₹10 crore or 30%.

For further information visit- <https://www.dgft.gov.in/CP/?opt=export-promotion-mission>

Credit Guarantee Scheme for Exporters - Credit Guarantee Scheme for Exporters has also been approved to provide 100% credit guarantee coverage by National Credit Guarantee Trustee Company Limited (NCGTC) to Member Lending Institutions (MLIs) for extending additional collateral free credit facilities up to Rs.20,000 crore to eligible exporters, including MSMEs. The Scheme is expected to enhance the global competitiveness of Indian exporters and support diversification into new and emerging markets. Enabling collateral-free credit access will strengthen liquidity, ensure smooth business operations, and reinforce India's progress towards achieving the USD 1 trillion export target.

7.2 Other schemes for textile sector

a) PM Mitra Parks

The Government has approved setting up of 7 (Seven) PM Mega Integrated Textile Region and Apparel (PM MITRA) Parks in Greenfield/Brownfield sites with world class infrastructure including plug and play facility with an outlay of Rs. 4445 cr for a period of seven years upto 2027-28. The Government has finalized 7 sites viz. Tamil Nadu (Virudhnagar), Telangana (Warangal), Gujarat (Navsari), Karnataka (Kalaburagi), Madhya Pradesh (Dhar), Uttar Pradesh (Lucknow) and Maharashtra (Amravati) for setting up PM MITRA Parks.

For further information visit- <https://www.texmin.gov.in/offerings/schemes-and-services/details/pm-mitra-MzNzMTMtQWw>

b) Production Linked Incentive (PLI) Textiles

PLI Scheme for Textiles was notified on 24/09/2021 with an objective to promote production of MMF Apparel & Fabrics and products of Technical Textiles in the country to enable textile industry to achieve size and scale, become competitive, create employment opportunities for people and support creation of a viable enterprise and competitive textile industry with an approved outlay of Rs.10,683 cr. The Scheme had two years of gestation period from FY: 2022-23 and FY: 2023-24. The Scheme is in operation upto FY 2029-30; FY 2028-29 being last performance year.

For further information visit- <https://pli.texmin.gov.in/Scheme-Notifications>

c) National Technical Textiles Mission (NTTM)

The Government has launched the National Technical Textiles Mission (NTTM) with an outlay of Rs. 1,480 crores, focusing on research, market development, education, and export promotion. The mission aims to enhance the usage of technical textiles in various national programs and strategic sectors.

For further information visit- <https://nttm.texmin.gov.in/>

d) **SAMARTH**

The SAMARTH Scheme is the Ministry of Textiles' flagship skilling initiative, has emerged as a transformative force in bridging skill gaps and enhancing employability across India's textile value chain. It provides a comprehensive training ecosystem covering processing, garmenting, and allied sectors, while also offering advanced, long-term, and managerial-level courses for organized industries.

For further information visit- <https://www.texmin.gov.in/offerings/schemes-and-services/details/skill-development-schemes-UzM1MTMtQWa>

- **“Silk Samagra-2” & Integrated Wool Development Programme (IWDP)** are Integrated Schemes for Development of Silk Industry and Wool Industry.
- **The Office of Development Commissioner (Handicrafts)** oversees the implementation of two pivotal schemes for promotion and development of handicrafts sector namely “National Handicraft Development Programme” (NHDP) and Comprehensive Handicrafts Cluster Development Scheme (CHCDS).
- **The Office of Development commissioner (Handloom)** administers National Handloom Development Programme & Raw Material Supply Scheme to revive, protection and promotion of handloom sector and welfare of handloom workers.

e) **Bharat Tex**

The Ministry of Textiles supported Export Promotion Councils/Associations in organizing a Global Mega Textile event, namely, Bharat Tex 2025, India's largest global textile event, from February 14 to 17, 2025, at Bharat Mandapam, New Delhi. The event spanned 2.2 million square feet and featured over 5,000 exhibitors, providing a comprehensive showcase of India's textile ecosystem. More than 1,20,000 trade visitors, from 120+ countries including global CEOs, policymakers, and industry leaders, attended the event. Bharat Tex 2025 served as a platform to accelerate the government's "Farm to Fibre, Fabric, Fashion, and Foreign Markets" vision. India's textile exports have already reached 3 lakh crore, and the goal is to triple this to ₹9 lakh crore by 2030 by strengthening domestic manufacturing and expanding global reach. The event demonstrated India's leadership in the textile sector and its commitment to innovation, sustainability, and global collaboration. The Bharat Tex 2026 shall take place during 14-17 July 2026. For further information visit- <https://bharat-tex.com/>

8. Accessing Buyer's information from reliable sources

Access to reliable buyers' information is a critical requirement for exporters, particularly MSMEs and new exporters, to enter international markets. Buyer identification should not be treated merely as a search for email IDs or contact lists. It should be a structured process involving market selection, HS-code-based demand analysis, identification of actual importers, verification of buyer credentials and systematic outreach through official and commercial channels.

8.1 Suggested Approach for Accessing Buyers' Information

An exporter may follow the following step-wise approach:

Step 1: Identify the correct HS Code and product category - The exporter should first identify the correct HS/ITC-HS code of the product. This helps in searching international demand, import trends, tariff conditions and potential importing countries.

Step 2: Identify potential markets - The exporter should examine which countries are importing the product in significant quantities. Sources such as ITC Trade Map, UN Comtrade, Indian Trade Portal and other trade intelligence platforms may be used for this purpose.

Step 3: Identify buyers/importers in the target market - After selecting the target countries, the exporter should identify importers, distributors, wholesalers, buying houses, retail chains, brands and sourcing agents through official portals, EPCs, Indian Missions, trade fairs, B2B portals and shipment-data platforms.

Step 4: Verify the buyer - Before entering into commercial transactions, the exporter should verify the buyer's website, business registration, import history, address, email domain, references, creditworthiness and payment terms. Exporters may also seek support from Indian Missions abroad, EPCs, banks and export credit agencies.

Step 5: Undertake structured outreach - The exporter should send a professional business profile, product catalogue, HS code, price range, MOQ, production capacity, certifications, compliance details and payment terms. Participation in Buyer-Seller Meets, Reverse Buyer-Seller Meets and international trade fairs may significantly improve conversion.

8.2 Key Sources of Buyers' Information

a) DGFT Trade Connect e-Platform (<https://www.trade.gov.in/>)

The DGFT Trade Connect e-Platform is an official platform of the Directorate General of Foreign Trade. It provides export-related information and has a dedicated section such as "Find Buyer & Seller". The platform is intended to help exporters access trade-related information and connect with international buyers and other stakeholders. The portal also provides facilities relating to "How to Export", "Where to Export" and Certificate of Origin services.

Exporters may use this platform for:

- Product and country-specific export information;
- Buyer-seller discovery;
- Guidance on export procedures;
- Access to institutional support from DGFT and related stakeholders.

b) Indian Business Portal (<https://www.indianbusinessportal.in/>)

The Indian Business Portal is a B2B digital marketplace developed by FIEO for Indian exporters and foreign buyers. It allows foreign buyers to search Indian suppliers by product name, supplier name and ITC-HSN code. Buyers can also submit requirements and request meetings with Indian exporters.

Exporters may use this platform for:

- Listing company profile and product catalogue;
- Improving online discoverability among foreign buyers;
- Receiving buyer enquiries and RFQs;
- Connecting with verified buyers and sourcing agencies

c) Export Promotion Councils and Commodity Boards

Export Promotion Councils are among the most important sources for sector-specific buyer information. They regularly organise international trade fairs, buyer-seller meets, reverse buyer-seller meets, webinars, market outreach programmes and trade delegations. They also receive trade enquiries from foreign buyers and Indian Missions abroad. The list of EPCs are mentioned in the relevant portion of booklet.

d) ITC Trade map - <https://www.trademap.org/>

This provides information the form of tables, graphs and maps - indicators on export performance, international demand, alternative markets and competitive markets, as well as a directory of importing and exporting companies. Trade Map covers 220 countries and territories and 5300 products of the Harmonized System. The monthly, quarterly and yearly trade flows are available from the most aggregated level to the tariff line level.

e) E-Indian Missions Abroad

Indian Embassies, High Commissions and Consulates play an important role in buyer identification and market access. Commercial Wings of Indian Missions can help in identifying potential importers, local distributors, trade associations, chambers of commerce, sourcing agencies and major retail chains.

Exporters may approach Indian Missions for:

- Market intelligence;
- Importer/distributor leads;
- Country-specific trade practices;
- Verification of buyer credentials;
- Participation in trade promotion events;
- Support during BSMs, roadshows and exhibitions. However, buyer verification is essential because open B2B platforms may include unverified or low-quality leads.

f) Company Websites. Retailer Vendor Portals and LinkedIn

After identifying target companies, exporters should use company websites, LinkedIn and retailer vendor portals to identify sourcing teams, procurement managers, category heads and vendor-registration processes. For textile exporters, this is particularly useful for approaching brands, private labels, home textile retailers, apparel chains and institutional buyers.



8.3 Suggested Buyer Verification Checklist

Before accepting an order or extending credit, exporters should verify the following:

- Company registration and physical address;
- Official website and business email domain;
- Import history and shipment frequency, wherever available;
- References from banks, chambers or existing suppliers;
- Credit report or trade reputation;
- GST/VAT/business registration in the buyer's country, wherever applicable;
- Payment terms, preferably advance, LC or secure payment mechanism for new buyers;
- Consistency between company name, bank account, shipping address and purchase order;
- Red flags such as free email IDs, urgent large orders without negotiation, request for unusual fees or third-party payments;
- Confirmation through Indian Mission, EPC or local chamber where necessary.
- ECGC Defaulters / Adverse Buyer Information: ECGC maintains information on overseas buyers who have come to adverse notice, including buyers with reported payment defaults. This information is not available to the general public. However, exporters registered with ECGC and having valid login credentials can access such buyer-related adverse information through ECGC's e-connectivity/client portal. Exporters should use this facility before finalising export orders, particularly where goods are supplied on credit or deferred payment terms. This helps exporters assess buyer risk, seek ECGC cover/credit limits where required, and avoid dealing with buyers having adverse payment records

8.4 Conclusion

Accessing buyers' information requires a combination of official sources, sector-specific institutional support, trade-data platforms, trade fairs, buyer-seller meets and digital outreach. For textile exporters, the most effective approach is to combine membership of Export Promotion Councils, DGFT Trade Connect, the Indian Business Portal, Indian Missions abroad, trade fairs, BSMs/RBSMs and reputed trade-data platforms.

Exporters should first identify the right target market by using HS-code-based trade data, import trends and market demand analysis. Thereafter, they should approach verified importers, brands, distributors, buying houses and sourcing agents through structured and credible outreach.

It is also advisable that exporters use all sources of buyers' information with proper due diligence. Before entering into any business transaction, exporters should verify the buyer's credentials, past payment behaviour, business registration, import history, financial reliability and market reputation. Wherever required, exporters may also use ECGC facilities, bank references, trade references and Embassy/Mission inputs to assess buyer credibility and minimize commercial risk.



9. E-Commerce Export for Textiles, Apparel & Handicraft MSMEs

9.1 Meaning and Importance

E-Commerce Export means selling Indian products to overseas buyers through online marketplaces, own websites, social-commerce platforms or digital channels, and shipping them through courier, postal route or logistics service providers.

It is particularly useful for **MSMEs, artisans, weavers, handloom producers, apparel manufacturers, home-textile units and handicraft exporters**, as it enables **Direct-to-Consumer exports**, reduces dependence on bulk buyers, and provides access to integrated services such as cataloguing, marketing, payments and logistics. Cross-border e-commerce is also an important route for achieving India's merchandise export target of **USD 1 trillion by 2030**.

9.2 Current Export Limit

- For **courier exports**, the earlier value cap of **₹10 lakh per consignment** has been removed from **1 April 2026**. There is now **no prescribed per-consignment value limit**, subject to the Customs Act, FTP and ITC(HS) export policy.
- For **postal exports**, shipments are routed through **Foreign Post Offices / Dak Ghar Niryat Kendras**. Practical limits depend on the India Post product selected:
- International Speed Post: up to 35 kg, subject to destination-country limit.
- International Air Parcel: up to 20 kg.
- Registered Small Packet / International Tracked Packet: generally, up to 2 kg.

9.3 How E-Commerce Export is Done

a) Basic requirements

Exporters should obtain **PAN, GSTIN, IEC and bank AD Code**, identify the correct **ITC(HS) / HSN code**, check whether the product is **Free, Restricted or Prohibited**, and verify destination-country requirements such as labelling, fibre composition, safety norms, packaging rules and product-specific certification.


A good online catalogue should include product title, high-quality images, fabric composition, size chart, colour options, care instructions, country of origin, price, shipping terms and return conditions.

b) Courier route

For exports through courier, the exporter uses an authorised courier service provider on the **ECCS platform**. The exporter prepares invoice, packing details, HSN code, GST details, IEC, AD Code and buyer information. The courier files the **Courier Shipping Bill** through ECCS.

c) Dak / postal route

For postal exports, the exporter registers with the Department of Posts using **IEC, GSTIN and AD Code**, files the **Postal Bill of Export** online, uploads invoices and documents, generates barcode label, and submits the shipment at a **Dak Ghar Niryat Kendra / International Business Centre**. Customs assessment is online, and after clearance the exporter downloads the **Let Export Order (LEO)**. The **Dak Ghar Niryat Kendra (DNK)** initiative enables small exporters, artisans, weavers, SHGs, women entrepreneurs, MSMEs and rural enterprises to export directly through the postal network.



The key markets for textile e-commerce exports are:

- **USA:** apparel, home textiles, carpets, made-ups, handicrafts and ethnic/festive products.
- **Canada:** ethnic wear, festive apparel, home décor, yoga/lifestyle textiles and gifts.
- **European Union:** Germany, France, Netherlands, Italy, Spain, Belgium, Poland, Sweden and Denmark.
- **Japan:** premium cotton, organic textiles, scarves, stoles, craft-based textiles and home linen.
- **Australia:** apparel, home textiles, festive textiles and handicrafts.
- **UAE:** ethnic wear, modest fashion, furnishing, carpets, home textiles and gift items.
- **UK:** important diaspora-driven market for Indian apparel, home textiles and festive products.

USA, Europe and Asia-Pacific are important e-commerce-intensive regions, while Germany, France and UK are among the large European e-commerce markets.

9.4 Focus Textile Products

Priority products for e-commerce exports may include:

- **Apparel and fashion** women's dresses, tops, shirts, co-ord sets, men's shirts, T-shirts, kidswear, ethnic wear, modest fashion, yoga wear and leisure wear.
- **Handloom and craft-based textiles:** sarees, stoles, scarves, dupattas, ikat, block prints, tie-dye, kalamkari, shawls and handcrafted textile gifts.
- **Home textiles and made ups:** bedsheets, quilts, cushion covers, curtains, table linen, towels, bathrobes, rugs, carpets and textile décor.
- **Sustainable products:** organic cotton, recycled textiles, natural-dyed products, handmade products, small-batch designer textiles and eco-friendly gift sets.

9.5 Timing and Sales Calendar

Exporters should plan listings, inventory and logistics around global sales events and Indian festival-linked demand.

Key international events include **New Year, Valentine's Day, Mother's Day, Father's Day, Halloween, Black Friday, Cyber Monday, Christmas, Boxing Day and Single's Day**.

Indian festival-linked demand abroad is strong during **Raksha Bandhan, Diwali, Holi, Eid, Ganesh Chaturthi, Navratri and Indian wedding season**. Products such as ethnic wear, sarees, lehengas, dupattas, home décor, table linen and gifting items can be promoted during these periods. Exporters should prepare festival-based catalogues at least **60–90 days before the event**.

9.6 Suggested Strategy

Textile MSMEs should begin with **small, lightweight, high-value and design-led products** suitable for courier or postal exports. Exporters should first target diaspora-heavy and high e-commerce markets such as **USA, Canada, UAE, UK, Australia and selected EU countries**. They should use online marketplaces, own websites and social-commerce channels such as Instagram, Facebook and WhatsApp Business. Proper product description, size chart, shipping cost, delivery timeline, return policy and quality packaging are essential. The "unboxing experience" should also be treated as part of the export product experience.



10. Annexures

10.1 FTAs/PTAs/MFN

These agreements, which can be bilateral or multilateral, reduce or eliminate trade barriers such as tariffs and quotas which give price competitiveness as well as lead to creation of new markets for businesses, facilitate the production of high-quality goods and enhance economic growth.

Buyers seek Certificate of Origin (Preferential/Non-preferential) from the exporters to seek advantage of these FTAs/PTAs etc.

The CoO can be applied online using the DGFT's Trade Connect Portal at <https://www.trade.gov.in/pages/home>

As per DGFT Appendix 2B, Textile Committee is specifically authorised to issue preferential Certificate of Origin for textiles and made ups under several FTAs/PTAs, while EIC is authorised for all goods in many agreements. DGFT has also notified product-wise agencies for newer agreements such as India-UK CETA and India-Oman CEPA, including Textile Committee for textiles/clothing, Central Silk Board for silk, and Development Commissioner (Handicrafts) for handicrafts.

List of FTAs/PTAs and Certificate of Origin Issuing Agencies for Textile Sector

S. No.	FTA/PTA/Trade Arrangement	Certificate of Origin issuing agency relevant for textile sector
1	Global System of Trade Preferences (GSTP)	Textile Committee for textiles and made-ups; EIC for all goods
2	India-Sri Lanka Free Trade Agreement (ISLFTA)	Textile Committee for textiles and made-ups; EIC for all goods
3	ASEAN-India Free Trade Agreement	Textile Committee for textiles and made-ups; EIC for all goods
4	India-Korea Comprehensive Economic Partnership Agreement (IKCEPA)	Textile Committee for textiles and made-ups; EIC for all goods
5	India-Malaysia Comprehensive Economic Cooperation Agreement (IMCECA)	Textile Committee for textiles and made-ups; EIC for all goods
6	India-Japan Comprehensive Economic Partnership Agreement (IJCEPA)	Textile Committee for textiles and made-ups; EIC for all goods
7	South Asia Free Trade Area (SAFTA)	Textile Committee for textiles and made-ups; EIC for all goods
8	India-Chile Preferential Trading Agreement	Textile Committee for textiles and made-ups; EIC for all goods
9	India-MERCOSUR Preferential Trading Agreement	Textile Committee for textiles and made-ups; EIC for all goods
10	Asia-Pacific Trade Agreement (APTA)	Textile Committee for textiles and made-ups, as per applicable Appendix
11	SAARC Preferential Trading Arrangement (SAPTA)	Textile Committee for textiles and made-ups, as per applicable Appendix
12	India-Singapore CECA	Textile Committee for textiles and made-ups; EIC for all goods
13	India-UAE CEPA	Central Silk Board for silk products; Development Commissioner (Handicrafts) for handicrafts; DC SEZs for SEZs/EOUs; EIC/DGFT/Textiles Committee for all textiles products,
14	India-Australia ECTA	Central Silk Board for silk products; Development Commissioner (Handicrafts) for handicrafts; DC SEZs for SEZs/EOUs; EIC/DGFT/Textiles Committee for all textiles products,
15	India-EFTA TEPA	Exporters can self-certify. However, they have an option of a certificate of origin from an authorised agency (Central Silk Board for silk products; Development Commissioner (Handicrafts) for handicrafts; DC SEZs for SEZs/EOUs; EIC/DGFT/ Textiles Committee for all textiles products.)
16	India-Oman CEPA	Central Silk Board for silk products; Development Commissioner (Handicrafts) for handicrafts; DC SEZs for SEZs/EOUs; EIC/DGFT/Textiles Committee for all textiles products.



10.1.1 Key Points for Textile Exporters

1. The exporter must first identify the correct HS code and destination country.
2. The applicable FTA/PTA and Rules of Origin must be checked carefully.
3. The product must satisfy the prescribed origin criteria, such as wholly obtained, change in tariff classification, regional value content, product-specific rule or process rule, as applicable.
4. The exporter should apply for Certificate of Origin through the DGFT electronic Certificate of Origin platform.
5. For textile and made-up products, the Textile Committee is generally the relevant issuing agency.
6. For silk products, the Central Silk Board may be the relevant agency under notified agreements.
7. For handicrafts, including textile handicrafts, the Development Commissioner (Handicrafts) may be the relevant issuing agency under notified agreements.

Preferential duty benefit is available only when the importing country accepts the Certificate of Origin and the goods satisfy the applicable Rules of Origin.



10.2 List of Export Promotion Councils/Commodity Boards/ Export Development Authorities

Sl No.	Name of Export Promotion Council	Office Address	Contact Details
1	Handloom Export Promotion Council (HEPC)	Handloom Export Promotion Council (Ministry of Textiles, Govt. of India) 34, Cathedral Garden Road, Nungambakkam, Chennai – 600034.	hepc@hepcindia.com
2	TEXPROCIL	The Cotton Textiles Export Promotion Council Engineering Centre, 5th Floor 9 Mathew Road, Mumbai 400 004	info@texprocil.org
3	Export promotion councils for Handicrafts (EPC)	EPCH House, Pocket 6 & 7, Sector 'C', LSC, Vasant Kunj, New Delhi- 110070	eepcho@eepcindia.net
4	PDEXCIL	GC-2, Ground Floor, Gundecha Conclave, Kherani Road, Saki Naka, Andheri (E), Mumbai – 400 072 Fax +91 (22) 28504146 Email: pdexcilmumbai@gmail.com / info@pdexcil.org Website: www.pdexcil.org	pdexcilmumbai@yahoo.com Mob.: +91-9820430797 Tel. +91 022- 4969 6368 / 6060 0128
5	MATEXIL	Floor 1, Resham Bhavan, 78, Veer Nariman Road, Mumbai - 400020, India	info@matexil.org
6	WWEPC	Flat No. 614, Indra Prakash Building 21, Barakhamba Road , New Delhi -110001	wwepc@bol.net.in;
7	JPDEPC	1 (One) H.O., Kolkata DA-149, Salt Lake City Sec.-1, Kolkata-700064, West Bengal	office@jpdepc.org
8	Carpet Export Promotion Council (CEPC)	Niryat Bhawan, 3rd Floor, Rao Tula Ram Marg, Opp: R.R. Army Hospital, New Delhi – 110 057, INDIA.	cepc@vsnl.com
9	Apparel export promotion Council (AEPC)	A - 223, Okhla Industrial Area Phase-I, New Delhi-110020 Phone: 011-40501798	administrator@aepcindia.com
10	Indian Silk Products Export Promotion Council (ISEPC)	B-1, Extn/A-39, Mohan Cooperative industrial Estate Mathura Road, New Delhi- 110044	isepc@bom2.vsnl.net.in
11	Wool Texpro	Churchgate Chambers, 7th Floor, 5, New Marine Lines MUMBAI – 400 020	mail@wooltexpro.com



10.3 List of Important Links:

Ministry / Department / Agency	Mandate related to exports (brief)	Official website
Ministry of Commerce and Industry, Government of India	Nodal ministry for foreign trade, export promotion, export policy and related institutions.	https://commerce.gov.in
Ministry of Textiles	Policies and schemes for textile and apparel sector, including export promotion initiatives	https://texmin.nic.in
Directorate General of Foreign Trade (DGFT)	Attached office of DoC; formulates and implements Foreign Trade Policy, issues export authorisations/scrips.	https://www.dgft.gov.in
Department of Revenue, Ministry of Finance (CBIC / Customs)	Customs policy and administration, export duty/drawback, electronic customs clearance via ICEGATE.	https://www.cbic.gov.in
Indian Customs ICEGATE	Indian Customs Electronic Data Interchange Gateway for online services to exporters and other trade partners	https://icegate.gov.in
Ministry of External Affairs (MEA)	Commercial diplomacy, support to exporters through missions, trade promotion events abroad	https://mea.gov.in
Ministry of Micro, Small and Medium Enterprises (MoMSME)	Policy and schemes for MSMEs, including export oriented MSME support	https://msme.gov.in



Ministry / Department / Agency	Mandate related to exports (brief)	Official website
Department for Promotion of Industry and Internal Trade (DPIIT)	Industrial policy, FDI, investment promotion and industrial corridors that impact export oriented manufacturing	https://dpiit.gov.in

NOTES

For Further Information

For any queries, guidance, or support regarding textile exports, please contact:



Textiles Trade Promotion (TTP) Division
Ministry of Textiles, Government of
India
5th Floor, GPOA-3, Netaji Nagar
New Delhi – 110023



Email: ta-textiles@nic.in

