

## Navigating the New Trade Agreements: A Strategic Guide for Exporters



In the dynamic arena of international trade, the Indian Government's recent spree of bilateral and Free Trade Agreements (FTAs) with multiple countries heralds a transformative period for manufacturers, exporters, and importers. These agreements, aimed at reducing trade barriers and fostering a more conducive environment for trade, have significant implications for various stakeholders in the export-import (EXIM) ecosystem, particularly within the logistics sector and among financial and regulatory consultants specializing in this domain.



### Recent and Upcoming FTAs

Recent FTAs signed by the Indian Government include agreements with countries in the ASEAN region, the UAE, Australia, and the EFTA. These agreements often focus on sectors like textiles, agriculture, IT, and pharmaceuticals, offering reduced tariffs and improved market access.

Upcoming discussions are targeting FTAs with countries in Latin America and Africa, aiming to diversify India's trade relations and open up new markets for Indian goods. On the other hand, breakthrough is still expected in the ongoing negotiations between India and the UK.

## The Impact of FTAs for Indian Manufacturers and Traders

The manufacturing industry, a crucial backbone of a burgeoning Indian economy, stands to gain immensely from these new FTAs. By facilitating smoother and more cost-effective cross-border movement of goods, these agreements enhance the competitiveness of Indian exports in the international market. Similarly, manufacturers dependent heavily on imports of inputs, consumables etc. as well as traders purchasing goods from abroad can benefit from the reduced customs duty costs under the FTAs.

FTAs often include provisions for protection of foreign investments which could lead to increased Foreign Direct Investments (FDI) into India. In addition, there are provisions related to intellectual property rights, which benefit the businesses involved in innovation and technology-driven industries. These provisions extend legal protection for patents, copyrights, and trademarks, which is vital for hi-tech sectors.

## Leveraging the capabilities of Logistics Service Providers (LSPs) and Consultants for FTAs

LSPs, especially those offering integrated cross-border solutions, can leverage these FTAs to optimize their operations, reduce costs for their clients, and open new avenues for growth. For LSPs, the reduction in tariffs and non-tariff barriers under these FTAs translates into lower operational costs and simplified customs procedures. Further, being ahead on the technology adoption, LSPs pull up big and small manufacturers alike, on the digitalization curve. This also speeds up the workforce upskilling and sophistication of trade processes leading to improved efficiency, reduced turn-around times and higher regulatory compliance enhancing market competitiveness. LSPs today are driving integration of processes over unified logistics platforms bridging the digital divide and providing a level playing field to manufacturers irrespective of their scale of operations. This efficiency gain not only boosts profitability but also enables LSPs to offer more attractive pricing and service packages to exporters and importers, particularly Medium & Small Enterprises (MSMEs) venturing afresh into international markets.

Be it MSMEs making their initial forays into international markets or large corporates, given

the changing market landscape, integrated LSPs are invaluable partners. These providers offer end-to-end services that cover transportation, customs clearance, warehousing, and last-mile delivery, eliminating the need for businesses to coordinate with multiple vendors and navigating through the myriad documentations. This integration significantly reduces the complexity, cost, and time involved in international logistics, enabling businesses to focus on their core activities and market expansion.

Similarly, engaging an EXIM consultant can help ease out the initial setup in international markets. Consultants help convert daunting challenges ranging from documentation and compliances to understanding of local laws and building on-ground networks, into 'easy to understand and follow' operational processes.

The new FTAs often come with intricate rules of origin, compliance requirements, and sector-specific regulations. Consultants can demystify these complexities, guiding businesses through the regulatory maze and ensuring that they fully capitalize on the concessions and benefits offered by the FTAs.

## Other significant Multilateral and Bilateral Agreements

Not just the FTAs, India has also signed other multilateral and bilateral agreements with countries like the USA, Japan, Australia & South Korea in the field of Critical and Emerging Technologies (CETs). With tight implementation schedules of as low as 100 days from agreement to factory plant set-up, these sectors have started seeing speedier manufacturing traction on-ground.



## Indo-US Bilateral Agreements

Moving at an unprecedented pace, various agreements in the sectors of AI, Defense, Aerospace, Renewable Energy, Semi-conductors, 5G and Biotechnology etc. have started seeing multi-stage manufacturing plants being set-up across India and the US. Domestic as well as international manufacturers seek service providers facilitating design of supply chains, technology transfers, regulatory compliance as well as market expansion. As both India & the US go in for election this year, a lot more unfurling is expected in the coming year.

The role of integrated LSPs in supporting these sectors is becoming more crucial, as they ensure the seamless flow of goods, maintaining sustainable & resilient supply chains, transfer of green technologies and innovations between the nations, thus unlocking the real value of these ambitious collaborations.

Similarly, consultants provide crucial guidance in navigating the evolving regulatory landscapes of licensing and approvals, financial structuring of investments, funding and grants, compliance with taxation, export controls and risk management as well as navigating the corridors of Intellectual property (IP) protection especially for cross-border IP protection.

The opportunities are immense, all it takes is the right platform and partnerships to pave a way for a win-win solution. Below case studies outline tangible results for clients who navigated the FTAs with the help of LSPs and Consultants:

### Case Study 1

Partnering with integrated cross-border LSPs has yielded measurable benefits for MSMEs and small organizations. For instance, a case study involving an Indian textile exporter showed a 20% reduction in logistics costs and a 15% increase in delivery speed after partnering with TCI, a leading LSP that optimized their supply chain based on the latest FTA with an ASEAN country. Such partnerships not only accelerated time-to-market but also enhanced the manufacturer's competitiveness and market access by offering cost-efficient solutions tailored to their needs.

### Case Study 2

A small Indian software development company aiming to expand its services to the Australian market, by leveraging the potential of the ECTA. However, the company lacks experience in international market entry strategies and is uncertain about the regulatory and taxation landscape in Australia.

By engaging a consultant specializing in international market entry strategies, regulatory compliances, taxation laws, and trade documentation, the software company received comprehensive guidance tailored to its specific needs. As a result of the consultant's expertise, the software company achieved a streamlined market entry process, reducing time-to-market by 30% and minimizing compliance-related risks. Additionally, by optimizing taxation strategies and trade documentation, the company realized a 25% reduction in overall operating costs, maximizing profitability and competitiveness in the Australian market.

### Case Study 3

An India headquartered (HQ) software solutions company set-up a wholly owned subsidiary in US to cater its client locally in US region. The subsidiary in US was set up to undertake distribution of the software developed by the HQ in its local jurisdiction.

The tax consultant assisted in setting up the tax efficient organization structure for setting up the entity in US, devised appropriate revenue mechanism for the newly set up entity by assisting in price setting mechanism for the related party transactions between the HQ and the entity in US region to ensure that the prices of the related party transactions meet the arm's length standard as required under the local laws of both the jurisdictions.

The consultant also assisted in recommending the appropriate documentation to be maintained in support of justifying the arm's length nature of the related party transaction between HQ and the subsidiary in US. This resulted in minimizing the tax compliance related risks in both the jurisdictions. By optimizing the taxation strategies, the HQ could increase its foothold in US region.

### Conclusion

The landscape of international trade is evolving rapidly, with new FTAs opening up unprecedented opportunities for Indian businesses. Through partnerships with integrated LSPs like TCI, MSMEs and large corporates alike, can realize tangible benefits, including cost savings, operational efficiencies, and enhanced market reach.

Through strategic guidance and expertise, EXIM consultants enable businesses to navigate complex regulatory environments, minimize risks, and optimize operational efficiencies, ultimately enhancing competitiveness and driving sustainable growth in global markets.

By leveraging the expertise and resources of these service providers, businesses can navigate the complexities of international trade under specific FTAs and unlock new growth opportunities in global markets.



## FAQs

- **How do FTAs affect the documentation and compliance requirements for exporters?**

While FTAs generally aim to simplify trade processes, they often come with specific rules of origin and compliance requirements. Expert consultants can help businesses understand and meet these requirements, ensuring they benefit from reduced tariffs and trade barriers.

- **What services do logistics service providers (LSPs) offer for international market entry?**

LSPs offer a range of services tailored to facilitate international market entry, including customs clearance, freight forwarding, warehousing, transportation, and supply chain management. Additionally, some LSPs may provide value-added services such as trade compliance assistance, documentation support, and market research.

- **What services do consultants offer for international market entry?**

Consultants specializing in international market entry offer guidance and expertise in defining market entry strategies, understanding Customs and regulatory compliances, navigating taxation laws, understanding the applicable tariff rates and classifications along with conditions or restrictions appended thereto, and managing trade documentation.

- **How can LSPs help in navigating regulatory complexities in international trade?**

LSPs possess expertise in navigating complex regulatory environments, including understanding import/export regulations, compliance requirements, and documentation procedures. They can assist with Customs clearances, rules of origin certification, and other regulatory matters to ensure seamless compliance with international trade regulations.



- **How can consultants assist in minimizing risks associated with international market entry?**

Consultants help MSMEs identify and mitigate risks associated with international market entry by conducting thorough risk assessments, providing insights into Customs and regulatory requirements and market dynamics, and offering risk management strategies tailored to the specific needs of the business. They also assist in developing contingency plans and monitoring regulatory changes to ensure ongoing compliance.

- **What factors should MSMEs consider when selecting a LSP for international market entry?**

MSMEs should consider factors such as the provider's experience and expertise in international trade, their network coverage and capabilities, track record of reliability and efficiency, as well as cost-effectiveness of their services. Additionally, assessing the provider's technology infrastructure and customer support capabilities can also be crucial.

- **What are the cost implications of engaging LSPs and consultants for international market entry?**

The cost of engaging LSPs and consultants for



international market entry varies depending on the scope of services required, the complexity of the project, and the expertise of the service provider. MSMEs should carefully evaluate the cost-effectiveness of services relative to the potential benefits and consider factors such as efficiency gains, risk mitigation, and market competitiveness.

- **How can MSMEs ensure effective collaboration with LSPs and consultants for international market entry?**

Effective collaboration with LSPs and consultants requires clear communication, mutual understanding of objectives and expectations, and proactive engagement throughout the process. MSMEs should establish transparent communication

channels, provide relevant information, documentation and feedback, and actively participate in decision-making processes to maximize the value derived from the engagement.

- **What ongoing support do LSPs and consultants offer after market entry?**

LSPs and consultants typically offer ongoing support and assistance to MSMEs after market entry, including monitoring regulatory changes, optimizing operational processes, addressing emerging challenges, and exploring opportunities for business expansion and growth. They serve as trusted partners, providing valuable insights and guidance to ensure sustained success in international markets.

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#### Sources

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Introducing EXIM Consultancy: Your Partner In International Trade: [ABS Logistics - Trusted EXIM Consultants for Seamless Trade](#)

Take the First Step Towards Compliance: [Nexdigm](#).

## About TCI

Group TCI, with revenues of USD 850 Mn. is India's leading integrated supply chain and logistics solutions provider. TCI group with expertise developed over 6 decades has an extensive network of company owned offices, 15+ Mn. sq. ft. of warehousing space and a strong team of trained employees. With its customer-centric approach, world class resources, state-of-the-art technology and professional management, the group follows strong corporate governance and is committed to value creation for its stakeholders and social responsibilities.

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## About Nexdigm

Nexdigm is an employee-owned, privately held, independent global organization that helps companies across geographies meet the needs of a dynamic business environment. Our focus on problem-solving, supported by our multifunctional expertise enables us to provide customized solutions for our clients.

We provide integrated, digitally driven solutions encompassing Business and Professional Services, that help companies navigate challenges across all stages of their life-cycle. Through our direct operations in the USA, Poland, UAE, and India, we serve a diverse range of clients, spanning multinationals, listed companies, privately-owned companies, and family-owned businesses from over 50 countries.

Our multidisciplinary teams serve a wide range of industries, with a specific focus on healthcare, food processing, and banking and financial services. Over the last decade, we have built and leveraged capabilities across key global markets to provide transnational support to numerous clients.

From inception, our founders have propagated a culture that values professional standards and personalized service. An emphasis on collaboration and ethical conduct drives us to serve our clients with integrity while delivering high quality, innovative results. We act as partners to our clients, and take a proactive stance in understanding their needs and constraints, to provide integrated solutions. Quality at Nexdigm is of utmost importance, and we are ISO/IEC 27001 certified for information security and ISO 9001 certified for quality management.

We have been recognized over the years by global organizations, like the International Accounting Bulletin and Euro Money Publications, World Commerce and Contracting, Everest Group Peak Matrix® Assessment 2022, for Procurement Outsourcing (PO) and Finance and Accounting Outsourcing (FAO), ISG Provider Lens™ Quadrant 2023 for Procurement BPO and Transformation Services and Global Sourcing Association (GSA) UK.

Nexdigm resonates with our plunge into a new paradigm of business; it is our commitment to Think Next.

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