



# A Study on India EXIM Policy 2025: Policy, Progress and Innovation

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## Abstract

This study explores the evolving landscape of India's Export-Import (EXIM) sector in the context of the EXIM Policy 2021–2026, with a focused outlook toward 2025. It examines key policy initiatives, structural reforms, and institutional frameworks driving foreign trade. The research highlights India's progress in diversifying export markets, improving logistics infrastructure, and leveraging digital platforms such as ICEGATE and e-SANCHIT. Furthermore, the study evaluates innovative strategies including Production Linked Incentive (PLI) schemes, sector-specific export hubs, and sustainability-driven trade practices. By assessing trade performance indicators and policy outcomes, the paper presents a comprehensive view of India's ambitions to become a major global trading power by 2025. The findings underscore the need for integrated trade facilitation, skill development, and innovation to ensure inclusive and resilient growth in the EXIM sector.

**Key Terms:** Export-Import (EXIM) Policy, India Foreign Trade, EXIM 2025, Trade Facilitation, PLI Scheme, Digital Trade Platforms, Export Diversification, Trade Innovation, Logistics Infrastructure, Sustainability in Trade

## INTRODUCTION

India's Export-Import (EXIM) sector plays a pivotal role in driving economic growth, enhancing global competitiveness, and creating employment opportunities. With the launch of the EXIM Policy 2021–2026, the Government of India has laid a strong foundation for transforming the foreign trade ecosystem by 2025. The policy focuses on simplifying procedures, promoting digitalization, incentivizing manufacturing through schemes like the Production Linked Incentive (PLI), and expanding India's presence in global value chains. This study aims to analyze the progress made so far, assess the impact of key policy reforms, and explore innovative approaches adopted to strengthen the EXIM framework. In the context of shifting global trade dynamics, India's EXIM strategy for 2025 is both timely and crucial for building a resilient and future-ready economy.

## NEEDS OF THE STUDY

### Changing Global Trade Dynamics

With evolving international trade relationships, understanding India's EXIM (Export-Import) policy is vital to evaluate its responsiveness to global economic shifts, tariffs, and trade agreements.

### Alignment with National Economic Goals

India's target to become a \$5 trillion economy requires a strategic EXIM policy that supports export growth, self-reliance (Atmanirbhar Bharat), and reduced trade deficits.

### Policy Innovation and Technological Integration

The 2025 policy focuses on digitization, ease of doing business, and blockchain-enabled trade areas that require academic and industrial attention for effective implementation.

**Support for MSMEs and Startups**

There is a critical need to analyze how the new policy supports Micro, Small and Medium Enterprises (MSMEs) and startups in reaching global markets.

**Sustainability and Green Trade**

The inclusion of climate-conscious trade practices and eco-friendly logistics in the policy calls for detailed research into their feasibility and effectiveness.

**SCOPE OF THE STUDY****Policy Framework Analysis**

Examine the structural changes in EXIM Policy 2025 compared to earlier versions (e.g., 2015-2020), including trade facilitation reforms, sectoral focus, and policy incentives.

**Export Promotion Measures**

Explore export promotion councils, financial incentives, and trade fairs, and how they have evolved or been introduced under the 2025 policy.

**Technological Advancements**

Study how digital platforms, paperless documentation, and AI-driven customs clearance are being integrated into trade processes.

**Impact on Key Sectors**

Assess the policy's influence on sectors like pharmaceuticals, textiles, electronics, and agriculture.

**Comparative Trade Position**

Analyze how the policy positions India against other developing economies like Vietnam, Indonesia, and Bangladesh.

**Innovation in Policy Instruments**

Understand new policy instruments such as Districts as Export Hubs (DEHs), e-commerce exports, and value-added exports.

**SIGNIFICANCE OF THE STUDY****Policy Guidance for Stakeholders**

Helps policymakers, exporters, industry bodies, and trade facilitators to understand the effectiveness and areas of improvement in the 2025 EXIM Policy.

**Contribution to Trade Strategy Development**

A comprehensive review supports the formation of future strategies aimed at sustainable and inclusive trade growth.

**Bridging Policy-Practice Gaps**

Identifies bottlenecks in policy implementation and offers practical recommendations for smoother execution.

**Academic Contribution**

Enriches trade and economic literature by providing a fresh analysis of current policy innovations, progress, and challenges.

**Encouraging Innovation and Digital Trade**

Highlights how policy supports digital trade infrastructure, which is crucial in the post-pandemic, tech-driven global economy.

**OBJECTIVES OF THE STUDY**

1. To analyze the key features of India's EXIM Policy 2021–2026 and its alignment with the nation's trade goals for 2025.
2. To evaluate the progress made in India's export and import performance since the implementation of the current policy framework.

**REVIEW OF LITERATURE**

The Export-Import (EXIM) sector has long been recognized as a critical driver of economic development in emerging economies. Bhattacharyya (2018) highlighted that India's trade policy reforms since liberalization in

1991 have significantly enhanced its global trade participation. Chaudhary and Aggarwal (2020) emphasized the importance of trade facilitation measures such as digitization, customs modernization, and logistics improvement in strengthening export competitiveness.

RBI (2021), in its annual report, observed that India's foreign trade performance has shown resilience despite global disruptions, especially due to the adoption of digital platforms like ICEGATE and e-SANCHIT, which have streamlined customs clearance and documentation. Similarly, NITI Aayog (2022) has identified the Production Linked Incentive (PLI) scheme as a transformative initiative to boost domestic manufacturing and exports in key sectors.

UNCTAD (2023) reported that global value chains are undergoing realignment, and India has the potential to benefit by diversifying export markets and focusing on high-value sectors. Furthermore, Export-Import Bank of India (EXIM Bank, 2022) stressed the need for innovation-led trade strategies and the development of export hubs to support MSMEs and sector-specific growth.

Despite these advancements, several researchers, including Kumar and Verma (2021), noted that India's EXIM ecosystem still faces challenges such as infrastructural bottlenecks, procedural complexities, and limited market access for new exporters. Therefore, continuous policy evolution, innovation, and global integration are crucial to achieving the targets set for 2025.

## ANALYSIS AND INTERPRETATION

### FOREIGN TRADE POLICY

The Foreign Trade Policy of India ('FTP') formulates the plan of action and strategy for catalysing the Indian Exports in global scenario. It is amended and revised every 5 years in order to include the changing socio-economic effects and formulate new goals.

The Ministry while formulating the FTP, also focuses on the areas like bilateral and multilateral commercial relations, special economic zones ('SEZ'), promotion of exports, facilitation of trade, regulation and development of commodities oriented in exports.

### SIGNIFICANT CHANGES PROPOSED BY THE FTP 2021-2026

The falling of the Indian exports by 60% and imports by 59% due to impact of COVID- 19, a comprehensive policy taking into consideration such contingencies has been formulated and is being continuously amended by the Government.

This is the major reason that the new FTP 2021-2026 should be inclusive of delivering of goods. The FTP 2021-2026 at its formulation stage has received inputs from Members of Parliament, Officials, Traders, Exporters, etc. and is even continuing to receive the same.

Some major expectations from the FTP 2021-2026 that continues to be the need of the hour are:

- **Tax Incentives compliant with WTO:** The announcement of the Remission of Duties or Taxes on Export Products ('RoDTEP') Scheme has been launched by the DGFT in that regard, to replace the MEIS and the same has come into effect from 01.01.2021.
- **Easy access to Credits:** Formal Institutions are not inclined to grant loans to MSMEs, and hence the FTP 2021-2026 shall help in opening of Alternate Credit Avenues for MSMEs.
- **Upgradation of Infrastructure:** India by virtue of the new FTP shall adopt measures akin to China for the growth and development of infrastructure flagging her exports and manufacturing. It is proposed that the Trade Infrastructure for the Export scheme, enacted in 2017 shall be extended further under this FTP.

- **Focus on More Exports and Less Subsidies:** Supporting Skill Development Programmes, Upgradation of Technology, etc. shall be the focus of the FTP 2021-2026.
- **Tax Breaks:** The FTP 2021-2026 is expected to provide some relief in terms of rates of tax to the exporters in order to boost up India's position as a global market. "The reduction of corporate tax rates and simplification of duty structures are long-standing demands."

- **Digitisation and e-commerce:** The promotion of e-commerce platforms and digitalization of the portals shall continue to be the key goal of the FTP 2021-2026.
- **Export awareness:** The FTP 2021-2026 is expected to make arrangements for programmes and workshops to educate traders about Intellectual Property Rights ('IPR'), Global Trade, Laws, etc.
- **Import Wishlist:** Focus shall be shifted towards reducing India's dependence on Imports and promotion of Make in India.
- **Expectations from the FTP 2021-2026**

United Nations Conference on Trade and Development ('UNCTAD') predicts that India shall witness a stronger recovery in 2021. It is therefore expected that the FTP 2021-2026 shall take into consideration, all the aforementioned deficits and proposed methods to resolve the same.

### PROGRESS IN EXPORT-IMPORT PERFORMANCE

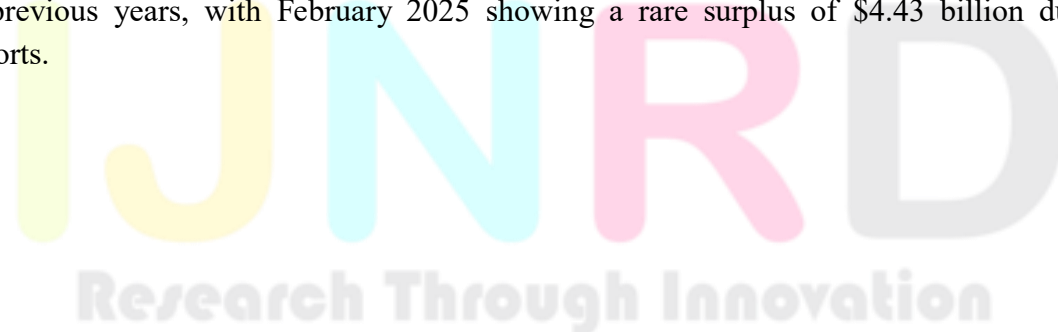
India's trade landscape in FY 2024-25 (April 2024 to March 2025) reflects a dynamic interplay of merchandise and services, with total exports reaching \$820.93 billion and imports at \$915.19 billion, resulting in a trade deficit of \$94.26 billion. This article, tailored for trade compliance professionals, dissects monthly trade values, top commodities, and service trade partners, while exploring how these trends support India's ambitious \$2 trillion export target by 2030 and the pivotal role of HSN classification in future trade strategies.

#### Monthly Export and Import Values

The monthly trade data for FY 2024-25 provides a granular view of India's trade performance, as detailed in the following table: 1.1

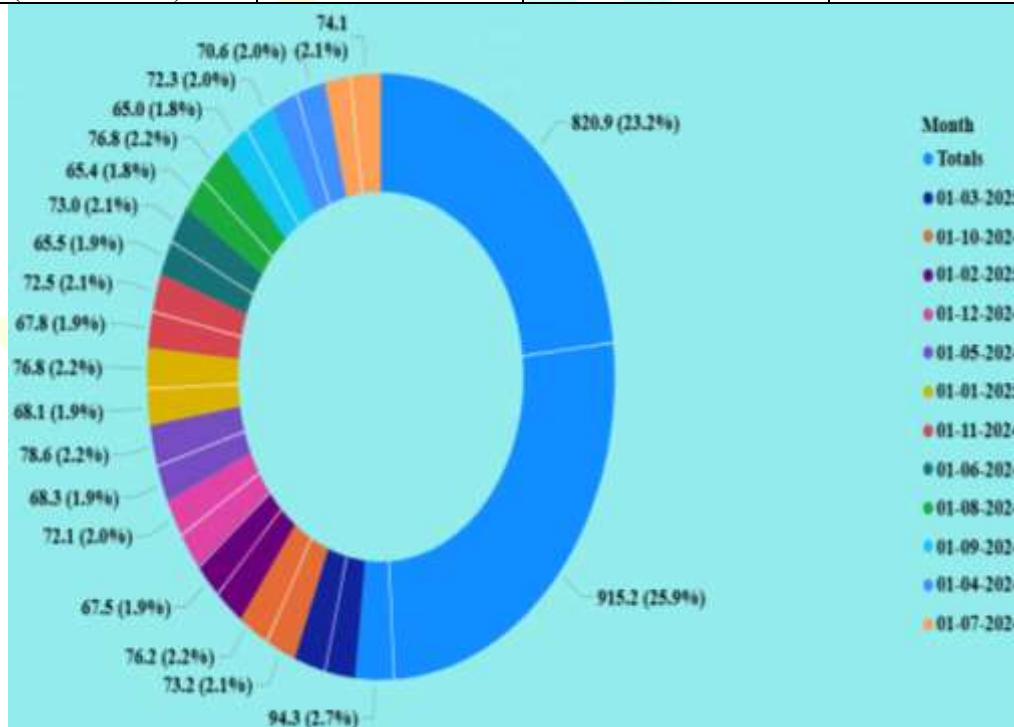
Table showing India's FY 2024-25 monthly trade data (April 2024–March 2025). Columns: Month, Merchandise Exports, Services Exports, Total Exports, Merchandise Imports, Services Imports, Total Imports, Trade Deficit (USD billion). Total Exports: \$820.93B, Imports: \$915.19B, Deficit: -\$94.26B.

The table reveals that services exports, at \$387.50 billion, grew by 12.45% compared to FY 2023-24, driven by IT and consulting, while merchandise exports stagnated at \$437.42 billion. The trade deficit, at \$94.26 billion, improved from previous years, with February 2025 showing a rare surplus of \$4.43 billion due to lower merchandise imports.



**Chart 1.1 shows Monthly Export and Import Values**

Month	Total Exports	Total Imports	Trade Deficit
April 2024	64.56	70.56	-6
May 2024	68.29	78.58	-10.29
June 2024	65.45	72.95	-7.5
July 2024	62.42	74.05	-11.63
August 2024	65.4	76.77	-11.37
September 2024	65	72.33	-7.33
October 2024	73.2	76.2	-3
November 2024	67.8	72.53	-4.73
December 2024	68.5	72.13	-3.63
January 2025	68.1	76.77	-8.67
February 2025	71.95	67.52	4.43
March 2025	73.61	77.23	-3.62
Total (FY 2024-25)	820.93	915.19	-94.26

**Top 10 Commodities Exported from India**

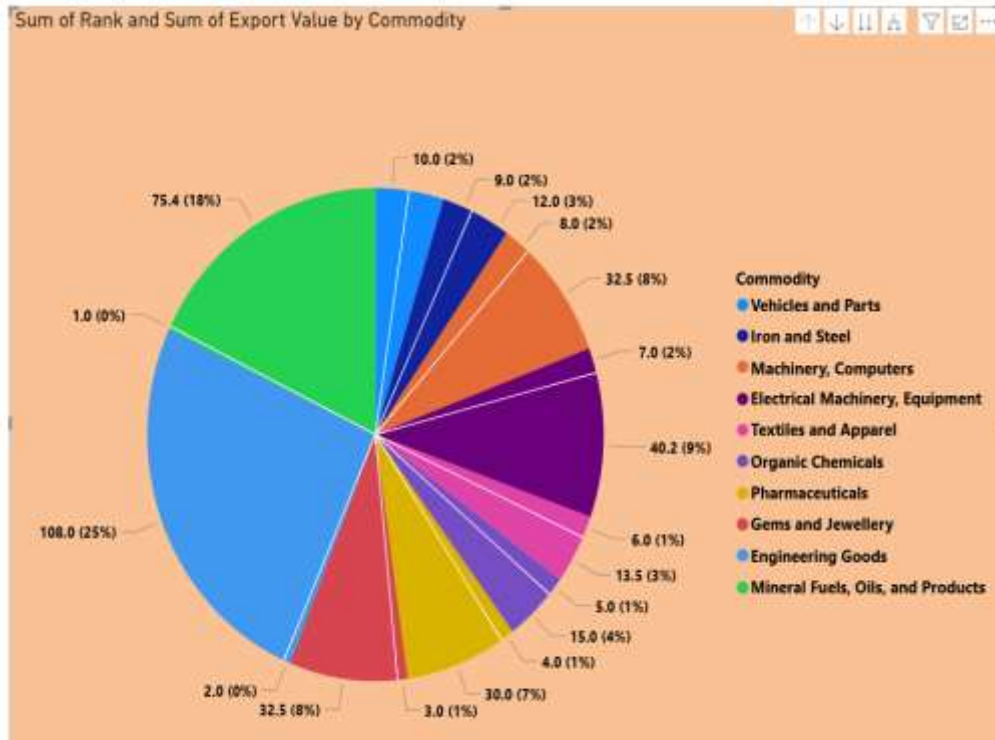
India's commodity exports, totaling \$437.42 billion, are led by engineering goods and mineral fuels, as shown below: 1.2

Rank	Commodity	Export Value	HSN Code (2-Digit)	Top Importing Country
1	Mineral Fuels, Oils, and Products	75.4	27	United States
2	Engineering Goods	108	84, 85, 87	United States
3	Gems and Jewellery	32.5	71	United States
4	Pharmaceuticals	30	30	United States
5	Organic Chemicals	15	29	United States
6	Textiles and Apparel	13.5	50-63	United States
7	Electrical Machinery, Equipment	40.2	85	United States
8	Machinery, Computers	32.5	84	United States
9	Iron and Steel	12	72,73	United Arab Emirates
10	Vehicles and Parts	10.5	87	United States

Table listing India's top 10 exported commodities for FY 2024-25, showing export values (USD billion), HSN codes, and top importing countries. Engineering goods lead at \$108B (HS 84, 85, 87), followed by mineral fuels at \$75.4B (HS 27), mostly to the US.

Engineering goods, at \$108 billion, underscore India’s manufacturing prowess, with the US as the top destination for nine of the top ten commodities, highlighting market concentration risks.

**Chart 1.2 shows Commodities Exported from India**



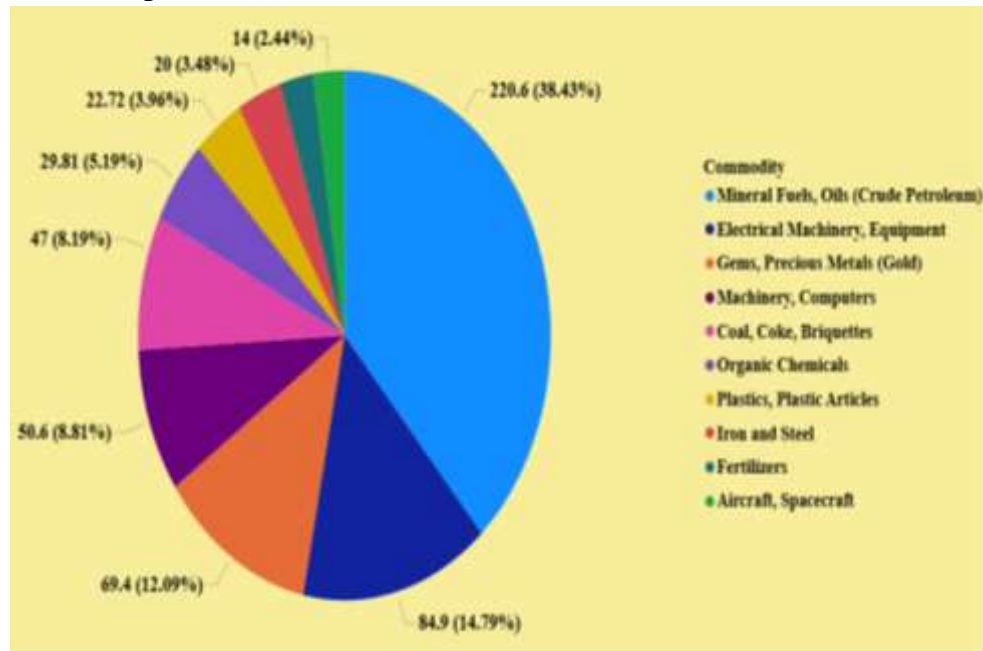
**Top 10 Commodities Imported into India**

India’s imports, at \$678.69 billion, are dominated by energy and high-tech goods, as detailed below: 1.3

Table listing India's top 10 imported commodities for FY 2024-25, showing values in USD billion, HSN codes, and top exporting countries. Includes Mineral Fuels (\$220.6B, HS 27, Iraq), Electrical Machinery (\$84.9B, HS 85, China), and Gems (\$69.4B, HS 71, Switzerland), highlighting trade patterns.

Crude petroleum imports, at \$220.60 billion from Iraq, reflect India’s energy dependency, while China dominates electrical machinery imports at \$84.90 billion, highlighting supply chain vulnerabilities.

Rank	Commodity	Import Value	HSN Code( 2-Digit)	Top Exporting Country
1	Mineral Fuels, Oils (Crude Petroleum)	220.6	27	Iraq
2	Electrical Machinery, Equipment	84.9	85	China
3	Gems, Precious Metals (Gold)	69.4	71	Switzerland
4	Machinery, Computers	50.6	84	China
5	Coal, Coke, Briquettes	47	27	Australia
6	Organic Chemicals	29.81	29	China
7	Plastics, Plastic Articles	22.72	39	China
8	Iron and Steel	20	72,73	South Korea
9	Fertilizers	15	31	China
10	Aircraft, Spacecraft	14	88	United States

**Chart 1.3 Commodities Imported into India****Top 10 Countries for Services Exports and Imports**

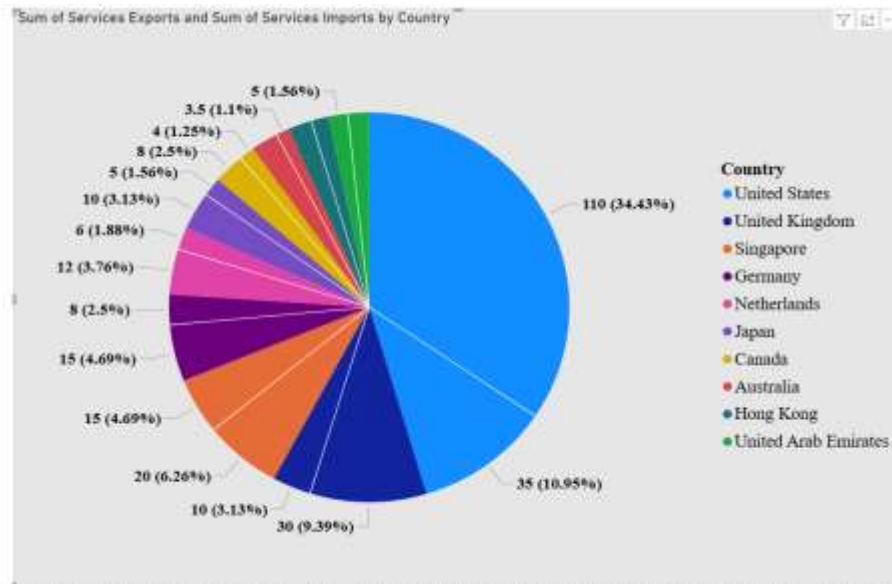
Services trade, at \$387.50 billion in exports and \$236.5 billion in imports, is led by the following countries table: 1.4

Rank	Country	Services Exports	Primary Export Categories	Services Imports	Primary Import Categories
1	United States	110	Software/IT, BPO, Consulting	35	Financial, Consulting
2	United Kingdom	30	Software/IT, BBPO	10	Financial, Education
3	Singapore	20	Software/IT, Financial	15	Financial, Transport
4	Germany	15	Software/IT, R&D	8	Consulting, R&D
5	Netherlands	12	Software/IT, Consulting	6	Financial, Consulting
6	Japan	10	Software/IT, BPO	5	Consulting, Financial
7	Canada	8	Software/IT, BPO	4	Education, Consulting
8	Australia	7	Software/IT, Education	3.5	Education, Financial
9	Hong Kong	6	Software/IT, Financial	4.5	Financial, Transport
10	United Arab Emirates	5	Software/IT, Consulting	5.5	Transport, Financial

Table showing India's top 10 countries for services exports and imports in FY 2024-25. Columns: Rank, Country, Services Exports (\$B), Primary Export Categories, Services Imports (\$B), Primary Import Categories. US leads exports (\$110B, IT/BPO) and imports (\$35B, Financial). Data in USD billions.

The US dominates services exports at \$110 billion, particularly in IT and BPO, while imports from the US (\$35 billion) are led by financial and consulting services, underscoring India's integration into global service chains.

## Chart 1.4 Shows Services Exports and Imports



### Supporting India's \$2 Trillion Export Dream

India's ambitious goal of achieving \$2 trillion in annual exports by 2030, a target set by the Government of India to establish the country as a global trade powerhouse. In FY 2024-25, India's total exports (merchandise and services combined) reached \$820.93 billion, comprising \$437.42 billion in merchandise exports and \$387.50 billion in services exports. To hit the \$2 trillion mark in just six years, exports must grow at a compound annual growth rate (CAGR) of 19.5%, a steep challenge given the current growth rates of 0.08% for merchandise exports (nearly flat compared to \$437.06 billion in FY 2023-24) and 12.45% for services exports.

The foundation for this dream lies in the robust performance of services exports, particularly in Computer Services (IT) (\$182 billion, 17% CAGR) and Professional Consulting (\$66 billion, 17% CAGR), which outperform global growth rates (10% and 12%, respectively). These sectors, driven by demand from the United States (28% of services exports, \$110 billion), benefit from India's cost-competitive workforce and digital infrastructure. Government initiatives, such as the Production Linked Incentive (PLI) scheme, with a \$24 billion allocation for sectors like electronics and pharmaceuticals, aim to boost merchandise exports by incentivizing domestic manufacturing and reducing import dependency. For example, the PLI scheme has spurred electronics exports (part of engineering goods, \$108 billion), positioning India as a manufacturing hub.

However, significant challenges loom. Global economic uncertainties, including potential US tariffs (hinted for 2025), inflation, and geopolitical tensions, could dampen demand. India's heavy reliance on the US market for both services (28%) and commodities (e.g., 17% of engineering goods) poses a risk, as a slowdown in US demand could derail growth. The trade deficit of \$94.26 billion, while improved from \$121.62 billion in FY 2022-23, reflects persistent import dependency, particularly for crude petroleum (\$220.60 billion) and electrical machinery (\$84.90 billion from China). To mitigate these risks, India must diversify into emerging markets such as Africa (e.g., Nigeria for agricultural exports) and ASEAN (e.g., Singapore, \$20 billion in services exports). Strengthening manufacturing through PLI and infrastructure investments, alongside trade agreements like the India-Australia ECTA and India-UAE CEPA, could bridge the gap. These efforts align with India's strategic trade policies, such as the Foreign Trade Policy 2023, which emphasizes export diversification and global value chain integration.

**Critical Perspective:** The 19.5% CAGR required for \$2 trillion is ambitious, given merchandise export stagnation and global headwinds. Services exports, while strong, cannot alone close the gap without accelerated manufacturing growth. Diversification to ASEAN and Africa is promising but requires faster implementation of trade agreements and infrastructure upgrades to compete with China's export dominance.

## Opportunities in India

The FY 2024-25 trade data unveils a wealth of opportunities for trade compliance professionals, startups, MSMEs, and SMEs in India's export-import ecosystem. These opportunities align with the high-demand sectors and government initiatives, offering pathways to capitalize on India's trade growth and \$2 trillion export ambition.

### 1. Opportunities for Trade Compliance Professionals

- **HSN Expertise as a Career Advantage:** Proficiency in HSN classification positions professionals as key assets in customs brokerage, logistics, and corporate trade compliance. For example, accurately classifying HS 85 (electrical machinery, \$84.90 billion imports) ensures compliance with India's 7.5% average import duty, saving firms millions. Professionals can offer consultancy services to MSMEs, which often lack in-house HSN expertise, charging \$500–\$2,000 per project.
- **Navigating FTAs:** India's FTAs with UAE, Australia, and ASEAN require precise HSN-based tariff concessions. Professionals can assist firms in leveraging these agreements, such as zero-duty exports of pharmaceuticals (HS 30, \$30 billion) to Australia.
- **Digital Compliance Tools:** Develop or implement HSN-based software for customs automation, addressing the 10% digital adoption rate among MSMEs. Startups like ClearTax offer HSN lookup tools, creating demand for tech-savvy compliance experts.
- **Training and Certification:** Offer HSN training programs through platforms like ni-msme or private consultancies, targeting the 5.7 crore registered MSMEs needing compliance skills.

### 2. Opportunities for Startups

- **IT and Consulting Services:** The \$182 billion IT services export market (17% CAGR) offers startups opportunities to develop SaaS products (e.g., AI-driven analytics, cybersecurity) for global SMEs, following models like Zoho. Importing software tools (e.g., from the US, \$35 billion) enhances product development for export.
- **E-commerce Platforms:** Launch platforms for gems and jewellery (\$32.50 billion exports) or pharmaceuticals (\$30 billion), targeting US consumers via IndiaMART or TradeIndia.
- **Green Tech:** Develop biofuel or renewable energy solutions for mineral fuels exports (\$75.40 billion), aligning with the National Biofuel Policy and global sustainability trends.
- **Logistics Tech:** Create solutions for crude petroleum (\$220.60 billion imports) supply chains, optimizing logistics from Iraq using HSN-based tracking systems.

### 3. Opportunities for MSMEs and SMEs

- **Engineering Goods Exports:** Manufacture precision components (e.g., auto parts, HS 87, \$10.50 billion) for US markets, leveraging PLI scheme (\$24 billion) and Export Promotion Capital Goods (EPCG) for duty-free machinery imports.
- **Value-Added Imports:** Import gold (\$69.40 billion, Switzerland) or organic chemicals (\$29.81 billion, China) for jewellery (\$32.50 billion exports) or pharmaceutical production (\$30 billion exports), using Gold Monetization Scheme or PLI for Pharmaceuticals.
- **Services Outsourcing:** Offer BPO (\$58 billion) or consulting (\$66 billion) services to US/UK clients via GeM or NASSCOM, supported by Pradhan Mantri MUDRA Yojana (PMMY) (\$47.6 billion loans).
- **Agricultural Exports:** Expand into new markets (e.g., Nigeria, Switzerland) for processed foods, supported by Agricultural and Processed Food Products Export Development Authority (APEDA).

### 4. Government Support and Financing

- **Financing Access:** Address the \$333 billion MSME financing gap with PMMY, Credit Guarantee Fund Trust for MSMEs (CGTMSE), and Self-Reliant India (SRI) Fund (\$910 million invested). IFC's \$267 million investments in Shriram Finance and Federal Bank provide working capital loans.
- **Export Incentives:** Utilize Raising and Accelerating MSME Performance (RAMP) (\$85.49 million) to reduce compliance costs and MSME SAMADHAAN for timely payments.
- **Startup Support:** Startup India offers tax exemptions and \$1.5 billion funding, while TREAD grants up to INR 30 lakh for women-led MSMEs (38% of MSMEs).

- Cluster Development: Micro and Small Enterprises Cluster Development Programme (MSE-CDP) supports export-oriented units in Tier-2/3 cities, reducing costs for BPO or engineering goods firms.

## 5. Critical Perspective

The opportunities are vast, but challenges include US market reliance (28% services, 17% commodities), China import dependency (16.7%), and low digital adoption (10% among MSMEs). Professionals and businesses must diversify to ASEAN/Africa, adopt HSN-based digital tools, and leverage FTAs to compete with China's export dominance. Bureaucratic delays and low scheme awareness (20% GeM usage) require proactive engagement with Udyam and trade councils like EEPC, GJEPC, and Pharmexcil.

## 6. Actionable Steps

- For Professionals: Obtain HSN certifications via WCO or ni-msme, offer consultancy on GeM, and develop HSN-based compliance software.
- For Startups: Register on Startup India, target US/UK for IT/consulting, and import via EPCG for value addition.
- For MSMEs/SMEs: Join Udyam, list on GeM/IndiaMART, and access PLI/PMMY for export financing.
- For All: Attend CII/FICCI trade fairs, upskill via ni-msme, and explore ASEAN/Africa markets.

## FINDINGS

- Total Exports: \$820.93 billion (Merchandise: \$437.42B; Services: \$387.50B).
- Total Imports: \$915.19 billion → Trade Deficit: \$94.26 billion.
- Services exports grew by 12.45%, while merchandise exports remained stagnant.
- February 2025 recorded a rare trade surplus due to lower merchandise imports.
- Top Exported Commodities: Engineering goods (\$108B), Mineral fuels (\$75.4B), Gems/Jewellery (\$32.5B).
- Top Import Commodities: Crude Petroleum (\$220.6B), Electrical Machinery (\$84.9B), Gold (\$69.4B).
- High concentration of both exports and imports with USA (28%) and China (16.7%), exposing India to market risk and supply chain vulnerabilities.
- Focus on RoDTEP, credit access for MSMEs, digital trade, and infrastructure development.
- Make in India, import substitution, and export promotion are recurring themes.
- PLI schemes, credit access mechanisms (PMMY, CGTMSE), and startup incentives aim to strengthen domestic manufacturing.
- Services sector (especially IT and consulting) remains the strongest pillar of India's exports.
- HSN classification, FTA utilization, digital tools, and training offer revenue streams for professionals.
- Startups/MSMEs can grow in engineering goods, digital platforms, logistics tech, and services outsourcing.
- Government schemes remain underutilized only 10% MSMEs adopt digital tools, 20% use GeM portal.

## SUGGESTIONS

- Reduce dependence on the US and China by expanding to Africa (e.g., Nigeria) and ASEAN (e.g., Singapore).
- Promote non-traditional exports such as agro-tech, biofuels, and medical devices.
- Use PLI and EPCG schemes to scale up value-added manufacturing in engineering, electronics, and pharmaceuticals.
- Encourage import substitution in high-dependency areas like electrical machinery and chemicals.
- Encourage MSMEs to engage in HSN-based training, FTA compliance, and customs automation.
- Promote widespread use of digital compliance tools, with incentives for tech adoption.
- Fast-track the extension of Trade Infrastructure for Export Scheme (TIES).

- Develop logistics hubs and digital corridors aligned with India's major export clusters.
- Conduct mass-scale outreach for GeM, Udyam, Startup India, and other schemes.
- Create multilingual content and regional awareness programs for Tier-2 and Tier-3 cities.
- Simplify MSME credit access by expanding alternate lending platforms and fintech tools.
- Enhance coordination between banks, NBFCs, and SIDBI for real-time funding solutions.

## CONCLUSIONS

India's \$2 trillion export goal by 2030 is possible but challenging, requiring a 19.5% CAGR much higher than current rates, especially in merchandise exports. Services exports, especially IT and consulting, remain India's most competitive segment and will likely continue to drive trade growth. Without robust growth in manufacturing exports, India's overall trade ambitions will remain limited. The success of PLI schemes and infrastructure development is critical.

Heavy reliance on the US and China creates strategic vulnerabilities. India must de-risk by diversifying trade partners and sourcing markets. For MSMEs to scale exports, digital adoption of compliance tools, logistics platforms, and e-commerce must increase from the current low base. While India's FTP and government schemes are well-intentioned, execution gaps especially in awareness, accessibility, and adoption must be addressed urgently.

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