



TSTPC

EXPLORING NEW TRADE FRONTIERS



Telangana State Trade Promotion Corporation Ltd. (TSTPC)

Brochure on EXPORT Procedure

Establishing a Company/Opening a Bank Account/Obtaining a PAN Number



To Start the Export Business, set up a Sole Proprietary Concern/ Partnership Firm or a Company, a Current account with a Nationalized Bank authorized to deal in foreign exchange should be opened. It is necessary for every exporter and importer to obtain a PAN from the Income Tax Department.



Obtaining IEC Code/IEC Number

Application for obtaining IEC Number can either be submitted at the Directorate General of Foreign Trade (DGFT) website (<http://dgft.gov.in/>) or with the regional authority of DGFT.



Registration cum Membership Certificate

For availing authorization to import/ export or any other benefits under Foreign Trade Policy (FTP 2015-20), exporters are required to obtain RCMC granted by the concerned Export Promotion Councils (EPCs)/ FIEO/Commodity Boards/ Authorities. Holding the certificate can also help exporters in availing benefits with respect to Customs and Excise Depts.



Selection of Product

All items are freely exportable except a few that appear in the prohibited/restricted list. Proper selection of the product(s) to be exported may be made after studying the export trends.



Selection of Market

An overseas market should be selected after a comprehensive study of market size, competition, quality requirements, payment terms and export benefits available for a few countries under the FTP, among others.



Selection of Buyers

Trade fairs, buyer seller meets, exhibitions, B2B portals are quite effective to find buyers. A multilingual product catalogue would also help. One may also take advantage of EPCs, Indian missions abroad, overseas chambers of commerce.



Product Sampling

Provide customized samples as per the demands of foreign buyers to get orders. Exports of bonafide trade and technical samples of freely exportable items shall be allowed without any limit.



Pricing and Costing

The goal should be to sell maximum quantity at competitive price with maximum profit margin. Preparing an export costing sheet for every export product taking into consideration all expenses from sampling to realization of export proceeds on the basis of terms of sale.



Bank / Financial Instructions

Exporters are eligible to obtain pre-shipment and post-shipment finance from Commercial banks at concessional interest rates to complete export transaction.



Negotiation with Buyers

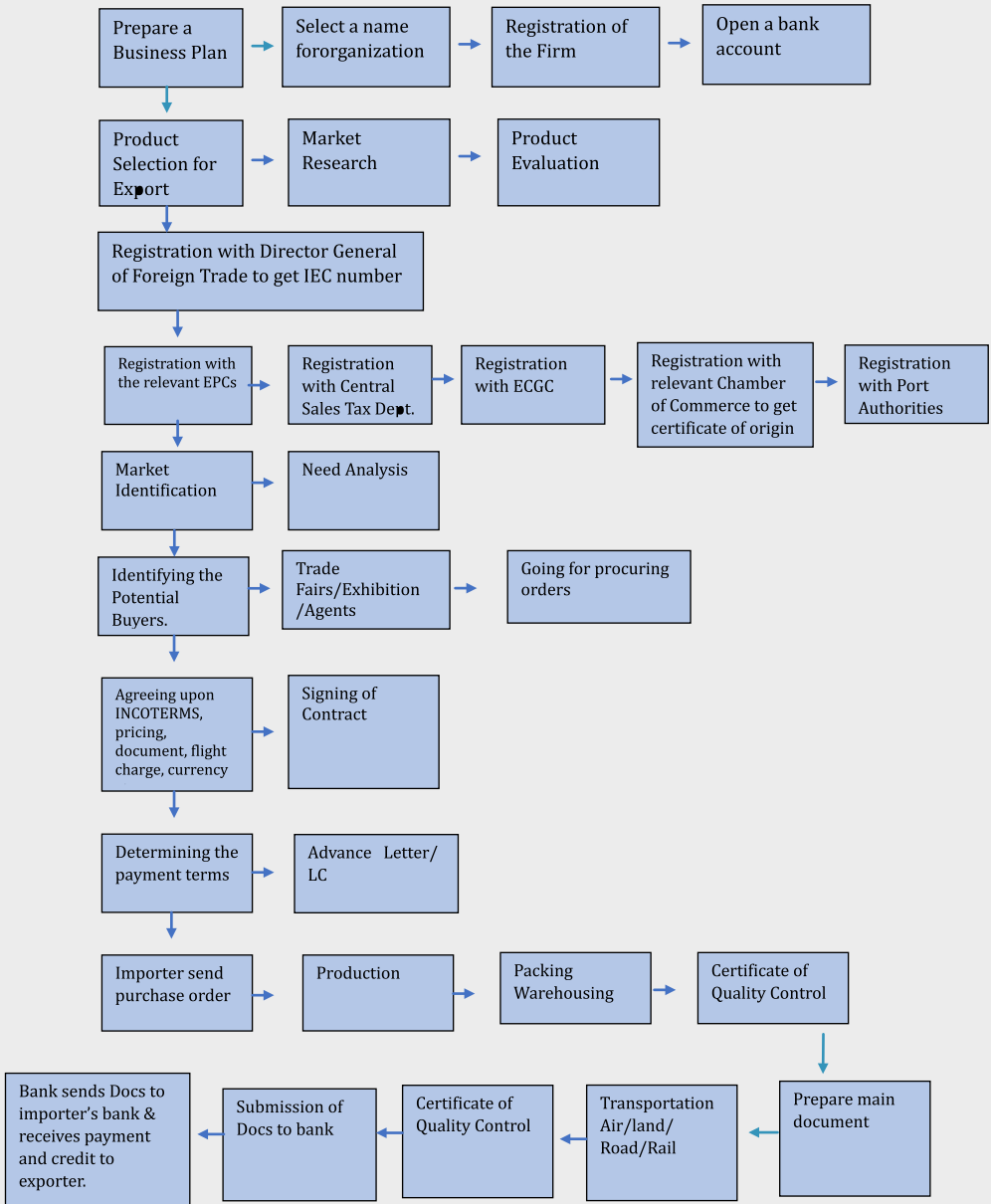
After determining the buyer's interest in the product, future prospects and continuity in business, demand for giving reasonable allowance/discount in price may be considered.



Covering Risk through ECGC

Where an overseas buyer is placing order without making advance payment or opening Letter of Credit (L/C), it is advisable to procure credit limits on the foreign buyer from Export Credit Guarantee Corporation Ltd (ECGC) to protect against risk of non-payment.

Export Procedure Flow Chart



Trade related Organization:

1. Directorate General of Foreign Trade (DGFT)
2. Directorate General of Commercial Intelligence and Statistics (DGCI&S)
3. Ministry of Commerce and Industry, Department of Commerce.
4. Central Board of Indirect Taxes and Customs (CBIC)
5. Agricultural and Processed Food Products Export Development Authority (APEDA)
6. India Trade Promotion Organization (ITPO)
7. The Federation of Telangana Chambers of Commerce and Industry (FTCCI)
8. Federation of Indian Export Organisations (FIEO)
9. The Federation of Indian Micro and Small & Medium Enterprises (FISME)
10. Telangana Industrialists Federation (TIF)
11. Confederation of India Industry (CII)
12. Telangana Chambers of Commerce and Industry (TECCI)
13. Hyderabad Software Enterprise Association (HYSEA)
14. Association of Lady entrepreneur of India (ALEAP)
15. Federation of Indian Chamber of Commerce and Industry (FICCI)
16. Export Credit Guarantee Corporation Ltd., (ECGC)
17. Pharmaceutical Export Promotion Council Pharma Products (PHARMEXCIL)
18. Marine Products Export Development Authority Marine Goods (MPEDA)
19. Engineering Export Promotion Council Engineering Goods (EEPC)
20. Apparel Export Promotion Council Apparel (AEPC)
21. Export Promotion Council for Handicrafts Handicrafts/Handicraft Goods (EPCH)
22. Power loom Development & Export Promotion Council Power loom Fabrics & Made-ups (PDEXIL)