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India's Recent FTAs: TRILLION DOLLAR EXPORT OPPORTUNITIES

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July 2026

ASSOCHAM Global Research & Strategy Centre

THE ASSOCIATED CHAMBERS OF COMMERCE & INDUSTRY OF INDIA

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Nirmal K Minda, President, ASSOCHAM

India's economic engagement with global markets has seen a strategic shift with its recent FTAs/ The partner countries account for nearly 40% of India's merchandise trade and import over USD 13 trillion worth of goods annually. However, India's share in their imports remains below 2%, highlighting significant growth potential. The agreements are expected to benefit sectors such as engineering, electronics, pharmaceuticals, chemicals, textiles, gems and jewellery, agriculture and processed foods. ASSOCHAM appreciates the Government's efforts and remains committed to helping businesses, particularly MSMEs, maximise opportunities arising from these landmark agreements.

Saurabh Sanyal, SG, ASSOCHAM

India's recent Free Trade Agreements have the potential to become a key driver of export growth. ASSOCHAM's analysis shows that nine major FTA partners collectively import over USD 6.4 trillion worth of products across India's leading export categories (top 100 products). However, India currently accounts for only about 3% of these top products, leaving an opportunity exceeding USD 6 trillion. Sectors such as engineering goods, electronics, pharmaceuticals, textiles, gems and jewellery, automotive products and processed foods are well placed to benefit. Higher exports can support manufacturing, investment, employment and foreign exchange earnings, strengthening India's long-term growth ambitions.

Dr. S.P. Sharma, Chief Economist, ASSOCHAM

India's economic growth journey is set to have a pivotal moment with the signing of recent Free Trade Agreements. These agreements support deeper economic integration, improve market access, encourage investment and strengthen participation in global value chains. They create new opportunities for businesses, exporters, manufacturers, startups and service providers. The agreements also support domestic manufacturing, job creation, innovation and the global expansion of Indian enterprises. As India moves towards Viksit Bharat 2047, exports will remain a key growth driver. ASSOCHAM commends the Government's efforts in advancing a balanced trade agenda that promotes long-term economic development and prosperity.

EXECUTIVE SUMMARY

India's Recent FTAs: Trillion-Dollar Export Opportunities

India's recent Free Trade Agreements (FTAs) mark a transformative shift in the country's trade and manufacturing strategy, positioning exports as a key pillar of the Viksit Bharat 2047 vision. To become a USD 30–35 trillion economy by 2047, India would need exports to reach nearly USD 10 trillion, making market diversification and global integration imperative. The recent FTAs with the UAE, Australia, the UK, EFTA, Oman, New Zealand, the European Union, and Mauritius, together with the emerging trade framework with the United States, collectively represent one of India's most ambitious trade initiatives in recent decades. These nine partners account for nearly 40% of India's merchandise trade and import more than USD 13 trillion of goods annually, while India's share of their imports remains below 2%, highlighting enormous untapped potential.

India's merchandise trade crossed a historic USD 1.2 trillion in 2025-26, with exports reaching USD 442 billion and imports reaching USD 775 billion. The FTAs provide unprecedented tariff concessions covering more than 99% of trade value in most partner countries, significantly improving market access for India's globally competitive sectors, including engineering goods, electronics, pharmaceuticals, chemicals, textiles, gems and jewellery, automobiles, agriculture, processed food, marine products, plastics and leather. The report identifies India's Top 100 export products, which represent 73% of total exports, and shows that these products alone face an untapped market opportunity of over USD 6 trillion across the nine FTA partners.

Engineering goods continue to dominate India's export basket, followed by electronics, pharmaceuticals, chemicals, gems and jewellery and textiles. The FTAs are expected to strengthen India's participation in global value chains by eliminating tariffs immediately across most of these sectors, encouraging fresh investment, technological upgradation, employment generation and greater manufacturing competitiveness. The agreements are also expected to accelerate MSME integration into international markets through improved market access and lower trade barriers.

A major finding of the report is that India's exports to the nine FTA partners total USD 233 billion, while these economies collectively import over USD 13 trillion from the world. If India merely increases its market share in these economies from the current 1.94% to around 3.5% by 2030, exports to these partners alone could reach nearly USD 511 billion, creating an additional export opportunity of approximately USD 278 billion. Looking further ahead, assuming continued implementation of FTAs, manufacturing expansion, Production Linked Incentive (PLI) support, logistics improvements and sustained competitiveness, exports to these markets could approach USD 1 trillion by 2035, making FTAs one of the strongest engines of India's export-led growth strategy.


EFTA

CONTENT

1. INTRODUCTION: India's Changing Trade Policy Posture

For much of the two decades following its 1991 economic liberalisation, India approached trade agreements with considerable caution, wary of the impact of tariff liberalisation on domestic industry and agriculture. This changed decisively from the early 2020s onward, as policymakers concluded that deeper integration with high-income and high-growth markets was essential to sustaining export-led growth, attracting investment and embedding Indian manufacturing into global value chains.

The shift has been visible in both the pace and the ambition of India's trade diplomacy. Where earlier agreements such as the India-Sri Lanka FTA and the South Asian Free Trade Area (SAFTA) focused primarily on the immediate neighbourhood, the newer generation of agreements, beginning with the UAE CEPA in 2022, has targeted large, high-value markets including Australia, the United Kingdom, the European Free Trade Association bloc and Oman. Each of these newer agreements goes well beyond tariff elimination, incorporating provisions on services trade, movement of professionals, investment protection, digital trade, intellectual property and government procurement.

This paper reviews the resulting network of agreements, examines the countries and sectors it covers, and translates that architecture into a practical roadmap for Indian exporters and project-execution companies seeking to expand internationally.

2. INDIA'S FREE TRADE AGREEMENT NETWORK: A Chronological Overview

India's FTA network has evolved in three broad phases: an early phase focused on South Asia (1998-2011), a consolidation phase covering East and Southeast Asia (2003-2011), and the current expansion phase targeting advanced and high-income economies (2021 onward). Set out below is a chronological account of each agreement currently in force.

2.1 The South Asian Foundation (1998-2011)

India's earliest trade agreements were built around its immediate neighbourhood. The India-Sri Lanka FTA, signed in 1998, was among the first bilateral agreements of its kind for India and remains in force today, providing preferential access on a wide range of goods between the two countries. This was followed in 2004 by the South Asian Free Trade Area (SAFTA), a regional agreement linking India with Bangladesh, Bhutan, the Maldives, Nepal, Pakistan, Sri Lanka and Afghanistan. India also maintains dedicated bilateral trade arrangements with Nepal, revised in 2009, and with Bhutan, reflecting the deep economic integration between these neighbouring economies.

2.2 East and Southeast Asian Consolidation (2003-2011)

The following phase extended India's trade relationships eastward. The India-Thailand Early Harvest Scheme, signed in 2003, offered an initial tranche of tariff concessions ahead of a fuller agreement. This was followed by the India-Singapore Comprehensive Economic Cooperation Agreement (CECA) in 2005, and the India-ASEAN FTA in 2009, which extended preferential access across all ten ASEAN member countries. The same period saw the conclusion of CEPAs with South Korea (2009) and Japan (2011), together with the India-Malaysia CECA (2011), cementing India's trade relationships across East and Southeast Asia.

2.3 The Current Expansion Phase: High-Value Markets (2021 Onward)

The most consequential shift in India's trade policy has come in the current decade, with a sequence of agreements targeting advanced, high-income economies. The India-Mauritius Comprehensive Economic Cooperation and Partnership Agreement (CECPA), concluded in 2021, was followed by three landmark agreements in 2022: the India-UAE CEPA and the India-Australia Economic Cooperation and Trade Agreement (ECTA). Momentum continued with the India-EFTA Trade and Economic Partnership Agreement (TEPA), covering Switzerland, Norway, Iceland and Liechtenstein, concluded in 2024, and, most recently, the India-UK Comprehensive Economic and Trade Agreement (CETA) and the India-Oman CEPA, both concluded in 2025.

Taken together, these sixteen agreements now give Indian exporters preferential or duty-free access to more than forty countries, representing close to one-third of global GDP. India additionally maintains narrower Preferential Trade Agreements (PTAs) through the Asia Pacific Trade Agreement (APTA), with MERCOSUR, with Chile and with other partners, which provide tariff concessions on selected product lines rather than comprehensive free trade.

2.4 Geographic Reach

India's FTA partners now span South Asia, ASEAN, Northeast Asia, the Gulf, Oceania, the United Kingdom and continental Europe through EFTA. This gives Indian businesses a genuinely global footprint of preferential access, from Colombo to Reykjavik and from Bangkok to Canberra, spanning economies at very different stages of development and offering correspondingly different opportunities, from labour-intensive manufacturing exports to high-value technology and services trade.

3. THE NEXT WAVE: Agreements Under Negotiation

India's trade diplomacy has not slowed with the conclusion of the UK and Oman agreements. A substantial pipeline of further negotiations is underway, and their conclusion over the coming years would extend India's preferential trade coverage still further, into markets that together represent an even larger share of global consumption and investment capacity.

- **European Union (27 member countries):** a long-pending and strategically significant negotiation covering one of the world's largest single markets.
- **United States:** discussions continue on a bilateral trade framework that would be transformative given the scale of bilateral trade already in place.
- **Canada:** talks are progressing on a Comprehensive Economic Partnership Agreement.
- **Peru and Chile:** agreements that would strengthen India's presence in Latin America.
- **Israel:** a bilateral agreement under discussion to deepen an already substantial technology and defence trade relationship.
- **Eurasian Economic Union (Russia, Belarus, Kazakhstan, Armenia and Kyrgyzstan):** a regional negotiation that would open India's first comprehensive agreement with this bloc.
- **Gulf Cooperation Council:** a future possibility building on the success of the UAE CEPA and Oman CEPA.
- **ASEAN FTA Review:** an upgrade of the existing 2009 agreement to reflect current trade patterns and remove long-standing irritants.
- **Australia ECTA upgrade:** negotiations to deepen the 2022 agreement into a fuller Comprehensive Economic Cooperation Agreement.

Indian companies with a medium-term international expansion strategy should track these negotiations closely, since early entry into a newly-opened market, ahead of competitors, is often where the greatest first-mover advantage lies.

4. INDIA'S FOREIGN TRADE TRAJECTORY

India's total merchandise trade reached record levels of $1.2 trillion in the year 2025-26. The year marked the highest level of imports for the country (at $775 billion) and trade deficit (at $333 billion) as well. Given the heightened global uncertainties in recent years, exports are finding ways to cross the $450 billion landmark in the last five years.

To accelerate India's exports, the government has taken several measures supporting exporters and facilitating ease of doing business. However, the most noticeable development in the India's trade diplomacy has been the steady expansion of its global trade partnerships.

TABLE 1: India's Trade Trajectory ($ Billion)

Year	Import	Export	Total Trade	Trade Balance
2014 - 2015	448.03	310.34	758.37	-137.69
2015 - 2016	381.01	262.29	643.30	-118.72
2016 - 2017	384.36	275.85	660.21	-108.51
2017 - 2018	465.58	303.53	769.11	-162.05
2018 - 2019	514.08	330.08	844.16	-184.00
2019 - 2020	474.71	313.36	788.07	-161.35
2020 - 2021	394.44	291.81	686.25	-102.63
2021 - 2022	613.05	422.00	1035.05	-191.05
2022 - 2023	715.97	451.07	1167.04	-264.90
2023 - 2024	678.22	437.07	1115.29	-241.15
2024 - 2025	721.20	437.70	1158.90	-283.50
2025 - 2026	774.98	441.78	1216.76	-333.20
Growth (%) 2025-26 over 2014-15	**73**	**42**	**60**	**142**

Source: Ministry of Commerce & Industry

In recent years, the country has witnessed a historic milestone in bilateral economic relations where many free trade agreements (FTAs) are concluded in less than a years' time as well as after the long gestation period of nearly two decades of negotiations. The trade partners with which India has concluded agreements since 2021 include Mauritius, UAE, Australia, European Free Trade Association-EFTA[1], United Kingdom, Oman, New Zealand and European Union-

[1] **EFTA:** An intergovernmental organisation of Iceland, Liechtenstein, Norway and Switzerland.

EU[2], in addition to the USA where contours of agreement are yet to be finalized. These nine-trading partners constitute approximately 40% of the India's total trade (2025) which reveals the significance of these countries/regions for India. India has a trade deficit with four partners while with remaining it scores surplus in trade accounts.

Such trade developments enhance market access and tariff preferences for Indian exports along with opening Indian market for competition and smoother supply of imported raw materials. India has not only focussed on large markets like EU having a market size of $21 trillion but also capturing the opportunity in smaller economies like Oman.

TABLE 2: India's Merchandise Trade with FTA Partners ($ Billion): Year 2025

Year	Export	Import	Total Trade	Trade Balance
Mauritius	0.47	0.1	0.57	0.37
UAE	38.59	67.19	105.78	-28.6
Australia	7.7	13.76	21.46	-6.06
EFTA	1.79	18.99	20.78	-17.2
UK	13.78	9.47	23.25	4.31
Oman	4.27	6.51	10.78	-2.24
EU	73.5	67.25	140.75	6.25
New Zealand	0.65	0.58	1.23	0.07
USA	92.29	50.3	142.59	41.99
Total (9)	**233.04**	**234.15**	**467.19**	**-1.11**
India	**445.01**	**755.29**	**1200.3**	**-310.28**
Share (%) of 9 Partners	**52.4**	**31.0**	**38.9**	

Source: Ministry of Commerce & Industry

These Agreements provide unprecedented duty-free access for Indian exporters in partner country/region while safeguarding India's sensitive sectors, strengthening economic resilience, and promoting inclusive growth aligned with India's national priorities. The commitments secured by India from the FTA partners reflect a broad domain of tariff concession i.e. 99% or more on trade value and more than 92% of tariff lines (Table 3). The coverage of tariff concessions is the highest in case of New Zealand and Australia. In case of the USA, India secured tariffs on $30.94 billion of goods at 18%, while another $10.03 billion have zero-duty access.

[2] **EU:** Economic Union of 27 member states of Europe: Austria, Belgium, Bulgaria, Croatia, Cyprus, Czechia, Denmark, Estonia, Finland, France, Germany, Greece, Hungary, Ireland, Italy, Latvia, Lithuania, Luxembourg, Malta, Netherlands, Poland, Portugal, Romania, Slovakia, Slovenia, Spain, Sweden

TABLE 3: FTA Commitments for Tariff Elimination/Reduction: Merchandise Trade

India's FTA Partner (Agreement Signed on)	**Partner Country's Offer**		**India's Offer**	
	Tariff Lines	**Trade Value**	**Tariff Lines**	**Trade Value**
New Zealand (27 Apr 2026)	100%	100%	70.03%	95%
EU (27 Jan 2026)	97%	99.5%	92.1%	97.5%
Oman (18 Dec 2025)	98.08%	99.38%	77.79%	94.81%
UK (24 July 2025)	99%	~100%	89.5%	91%
EFTA (10 March 2024)	**92.2%**	**99.6%**	**82.7%**	**95.3%**
Australia (2 April 2022)	**100%**	**100%**	**>70%**	
UAE (18 Feb 2022)	**97.4%**	**99%**	**>80%**	**>80%**
Mauritius (22 Feb 2021)	*The CECPA between India and Mauritius covers 310 export items for India. Mauritius benefits from preferential market access into India for its 615 products.*			
USA (Interim Trade Framework, Feb 2026)	*The United States will apply a reciprocal tariff rate of 18 percent under Executive Order 14257 of April 2, 2025 as amended, on originating goods of India, including textile and apparel, leather and footwear, plastic and rubber, organic chemicals, home décor, artisanal products, and certain machinery.*			

Source: Ministry of Commerce and Industry

5. MERCHANDISE TRADE AT THE FOREFRONT: Sectoral Gains

It is expected that recently signed free trade agreements would unlock huge export opportunity for India's labour-intensive sectors generating employment and empowering artisans, women-led enterprises and MSMEs. It is important to note that **the total world import by these nine trading partners stood at more than $ 13 trillion whereas their imports from India catered to less than 2%.** Therefore, there is a significant untapped export opportunity, and these agreements can serve as a growth catalyst generating momentum in value added exports.

India's exports to the world stood at $441.8 billion in the year 2025-26. India's engineering goods scored the top position in the export list. Electronics products, petroleum products, gems and jewellery, pharma products, textiles and chemicals are among the leading export segments. The focus of the trade agreements is on the India's competitive manufacturing segments which can generate the maximum gains through tariff concessions.

TABLE 4: India's Top Export Segments 2025-26

S. No.	Commodity Segment	2025 –26 ($ Million)	Share (%) in Total Exports
1	Engineering Goods	122431.3	27.7
2	Petroleum Products	53907.72	12.2
3	Electronic Goods	47964.98	10.9
4	Drugs and Pharmaceuticals	31116.08	7.0
5	Organic and Inorganic Chemicals	28677.68	6.5
6	Gems and Jewellery	28208.32	6.4
7	RMG of all textiles	15772.14	3.6
8	Cotton Yarns/ Fabs/made ups, handloom products	11587.12	2.6
9	Rice	11537.36	2.6
10	Marine Products	8431.33	1.9
	Sub Total	**359634.03**	**81.4**
	Total India's Exports to the World	**441784.23**	**100.0**

Source: Ministry of Commerce and Industry

Tariff concessions improve entry and positioning in products which are not the leading sectors of Indian exports such as agriculture, processed food etc. Additionally, FTA will secure a larger market share where India already has a strong presence such as textiles, gems and jewellery, electronics and engineering goods.

6. INDIA' S TOP 100 EXPORT PRODUCTS (HS 4 DIGIT)

India's top 100 export products at 4 digit constituted 73% of India's total exports in the year 2025. The leading export products belong to segments of petroleum products, engineering goods, electronic goods, pharma, gems and jewellery, cereals, automotive etc among others. It is interesting to note that **out of top 100 products, 85 products (including top 10 products) are exported to these 9 partner countries/regions from India** which clearly indicates the existence of market for those products.

Electrical energy is one segment which is not exported to these countries at all except one that too with a very small value. The list of the India' s Top 100 Export Products is given below in the Table 5.

TABLE 5: Top 100 Export Products from India to the World (HS 4 Digit): Year 2025

Highlighted products(grey) in the table below are exported from India to all select 9 partners

S. No.	HS Code	Description	Exports ($ Billion)
1	2710	Petroleum oils and oils obtained from bituminous minerals (excl. crude)	56.3
2	8517	Telephone sets, incl. smartphones and other telephones for cellular networks	33.7
3	3004	Medicaments consisting of mixed or unmixed products	22.6
4	7113	Articles of jewellery and parts thereof, of precious metal or of metal clad	13.7
5	7102	Diamonds, whether or not worked, but not mounted or set	12.9
6	1006	Rice	12.1
7	8703	Motor cars and other motor vehicles principally designed for the transport	8.6
8	8708	Parts and accessories for tractors, motor vehicles for the transport of ten or more persons	7.6
9	8411	Turbojets, turbopropellers and other gas turbines	5.7
10	306	Crustaceans, whether in shell or not, live, fresh, chilled, frozen, dried, salted etc	5.1
11	202	Meat of bovine animals, frozen	4.4
12	2933	Heterocyclic compounds with nitrogen hetero-atom[s] only	4.3

S. No.	HS Code	Description	Exports ($ Billion)
13	7601	Unwrought aluminium	4.2
14	3808	Insecticides, rodenticides, fungicides, herbicides	4.1
15	8711	Motorcycles, incl. mopeds, and cycles fitted with an auxiliary motor	3.7
16	5205	Cotton yarn other than sewing thread, containing >= 85% cotton by weight	3.2
17	6204	Women's or girls' suits, ensembles, jackets, blazers, dresses, skirts	3.2
18	8504	Electrical transformers, static converters, e.g. rectifiers, and inductors; parts	3.1
19	4011	New pneumatic tyres, of rubber	3.1
20	8481	Taps, cocks, valves and similar appliances for pipes, boiler shells, etc	2.8
21	8544	Insulated "incl. enamelled or anodised" wire, cable "incl. coaxial cable"	2.8
22	7202	Ferro-alloys	2.7
23	6109	T-shirts, singlets and other vests, knitted or crocheted	2.4
24	8483	Transmission shafts, incl. camshafts and crankshafts, and cranks	2.3
25	3204	Synthetic organic colouring matter	2.3
		Top 25 Products' Share 70% in Top 100	**226.6**
26	3002	Human blood; animal blood prepared for therapeutic, prophylactic or diagnostic uses	2.2
27	6907	Ceramic flags and paving, hearth or wall tiles; ceramic mosaic cubes	2.2
28	1701	Cane or beet sugar and chemically pure sucrose, in solid form	2.1
29	6302	Bedlinen, table linen, toilet linen and kitchen linen	2.1
30	2601	Iron ores and concentrates, incl. roasted iron pyrites	1.8
31	7308	Structures and parts of structures "e.g., bridges and bridge-sections, lock-gates	1.8
32	6304	Articles for interior furnishing, of all types of textile materials	1.8
33	8409	Parts suitable for use solely or principally with internal combustion piston engine	1.8

S. No.	HS Code	Description	Exports ($ Billion)
34	6403	Footwear with outer soles of rubber, plastics etc	1.7
35	2818	Artificial corundum, whether or not chemically defined; aluminium oxide;	1.7
36	8429	Self-propelled bulldozers, angledozers, graders, levellers, scrapers	1.7
37	8901	Cruise ships, excursion boats, ferry-boats, cargo ships, barges etc	1.7
38	4202	Trunks, suitcases, vanity cases, executive-cases, briefcases, school satchels	1.6
39	8413	Pumps for liquids, whether or not fitted with a measuring device	1.6
40	8538	Parts suitable for use solely or principally with the apparatus of heading 8535, 8536 or 8537	1.6
41	8704	Motor vehicles for the transport of goods, incl. chassis with engine and cab	1.6
42	8807	Parts of aircraft and spacecraft of heading 8801, 8802 or 8806, n.e.s.	1.5
43	9018	Instruments & appliances used in medical, surgical, dental,veterinary sciences	1.5
44	8431	Parts suitable for use solely or principally with the machinery of heading 8425 to 8430, n.e.s.	1.5
45	8414	Air or vacuum pumps	1.5
46	8536	Electrical apparatus for switching or protecting electrical circuits	1.5
47	8408	Compression-ignition internal combustion piston engine "diesel or semi-diesel engine"	1.4
48	8541	Semiconductor devices	1.4
49	904	Pepper of the genus Piper; dried or crushed or ground fruits of genus Capsicum	1.4
50	2401	Unmanufactured tobacco; tobacco refuse	1.4
51	8503	Parts suitable for use solely or principally with electric motors and generators	1.4
52	7326	Articles of iron or steel, n.e.s. (excl. cast articles)	1.4
53	2902	Cyclic hydrocarbons	1.4
54	8419	Machinery, plant or laboratory equipment whether or not electrically heated	1.4
55	901	Coffee, whether or not roasted or decaffeinated; coffee husks and skins	1.4

S. No.	HS Code	Description	Exports ($ Billion)
56	8479	Machines and mechanical appliances having individual functions	1.3
57	2716	Electrical energy	1.3
58	3920	Plates, sheets, film, foil and strip, of non-cellular plastics, not reinforced	1.3
59	6305	Sacks & bags, of a kind used for packing of goods, of all types of textile materials	1.3
60	8714	Parts and accessories for motorcycles and bicycles and for carriages for disabled persons	1.3
61	1515	Fixed vegetable or microbial fats and oils, incl. jojoba oil, and their fractions	1.3
62	2942	Separate chemically defined organic compounds, n.e.s.	1.3
63	7104	Precious and semi-precious stones, synthetic or reconstructed	1.3
64	8701	Tractors (other than tractors of heading 8709)	1.3
65	5208	Woven fabrics of cotton, containing >= 85% cotton by weight and weighing <= 200 g/m²	1.3
66	7325	Articles of iron or steel, cast, n.e.s.	1.2
67	7208	Flat-rolled products of iron or non-alloy steel, of a width >= 600 mm, hot-rolled	1.2
68	3923	Articles for the conveyance or packaging of goods, of plastics; stoppers, lids etc	1.2
69	7801	Unwrought lead	1.2
70	8421	Centrifuges, incl. centrifugal dryers, filtering or purifying	1.2
71	6802	Monumental or building stone, natural (excl. slate), worked, and articles	1.2
72	7307	Tube or pipe fittings "e.g. couplings, elbows, sleeves", of iron or steel	1.2
73	9403	Furniture and parts thereof, n.e.s. (excl. seats and medical, surgical, dental or veterinary	1.2
74	2921	Amine-function compounds	1.1
75	7222	Other bars and rods of stainless steel; angles, shapes and sections of stainless steel, n.e.s.	1.1
76	6203	Men's or boys' suits, ensembles, jackets, blazers, trousers, bib etc	1.1
77	1302	Vegetable saps and extracts; pectic substances, pectinates and pectates	1.1

S. No.	HS Code	Description	Exports ($ Billion)
78	6206	Women's or girls' blouses, shirts and shirt-blouses (excl. knitted or crocheted and vests)	1.1
79	8537	Boards, panels, consoles, desks, cabinets and other bases	1.0
80	8471	Automatic data-processing machines and units thereof	1.0
81	6111	Babies' garments and clothing accessories, knitted or crocheted (excl. hats)	1.0
82	7305	Tubes and pipes, having circular cross-sections and an external diameter of > 406,4 mm	1.0
83	6205	Men's or boys' shirts (excl. knitted or crocheted, nightshirts, singlets and other vests)	1.0
84	713	Dried leguminous vegetables, shelled, whether or not skinned or split	1.0
85	6211	Tracksuits, ski suits, swimwear and other garments, n.e.s. (excl. knitted or crocheted)	1.0
86	2941	Antibiotics	0.9
87	902	Tea, whether or not flavoured	0.9
88	2106	Food preparations, n.e.s.	0.9
89	8905	Light-vessels, fire-floats, dredgers, floating cranes, and other vessels	0.9
90	3301	Essential oils, whether or not terpeneless, incl. concretes and absolutes	0.9
91	307	Molluscs, fit for human consumption, even smoked, whether in shell or not	0.9
92	7210	Flat-rolled products of iron or non-alloy steel, of a width >= 600 mm	0.9
93	8474	Machinery for sorting, screening, separating, washing, crushing, grinding	0.9
94	5407	Woven fabrics of synthetic filament yarn, incl. monofilament of >= 67 decitex	0.9
95	7318	Screws, bolts, nuts, coach screws, screw hooks, rivets, cotters, cotter pins etc	0.9
96	8501	Electric motors and generators (excl. generating sets)	0.9
97	3926	Articles of plastics & articles of other materials of heading 3901 to 3914, n.e.s.	0.9

S. No.	HS Code	Description	Exports ($ Billion)
98	8802	Powered aircraft "e.g. helicopters and aeroplanes" (excl. unmanned aircraft of heading 8806)	0.9
99	7108	Gold, incl. gold plated with platinum	0.9
100	2934	Nucleic acids and their salts, whether or not chemically defined	0.8
		Sub Total	**324.2**
		India's Total Exports	**446.4**
		Share of Top 100 products in India's Total World Exports	**73%**

Source: ITC Trademap (Data available for Oman: Year 2023, UAE: Year 2024, Other 7: Year 2025)

TABLE 6: India's Top 100 Export Products and 9 Select Trading Partners

S. No.	No. of Products	Status	Value of Import by Trading Partners ($ Bn)
1	85	Exported to all 9 trading partners	172 (92%)
2	6	Exported to 8 trading partners	12.57
3	3	Exported to 3 trading partners	0.31
4	2	Exported to 2 trading partners	0.19
5	1	Exported to 7 trading partners	0.07
6	1	Exported to 6 trading partners	0.04
7	1	Exported to 4 trading partners	0.67
8	1	Exported to 1 trading partner	negligible
	Total		**186.02**
		Top 100 Export products of India	**324.2**
	Share	**Nine Partners**	**57%**

Source: Worked out from ITC Trademap Stats

TABLE 7: Main Commodity Segments at 2 Digit Dealing with Top 100 Export Products

S. No	HS Code	Segment	Export ($ Bn)
1	27	Mineral fuels, mineral oils and products of their distillation; bituminous substances	57.6
2	85	Electrical machinery and equipment and parts thereof	47.4
3	71	Gems and jewellery	28.6
4	84	Nuclear reactors, boilers, machinery and mechanical appliances; parts	26.0
5	30	Pharmaceutical products	24.9
6	87	Vehicles other than railway or tramway rolling stock, and parts and accessories	24.0
7	10	Cereals.	12.1
8	29	Organic chemicals	9.8
9	73	Articles of iron or steel	7.5
10	62	Articles of apparel and clothing accessories, not knitted or crocheted.	7.3
11	3	Fish and crustaceans, molluscs and other aquatic invertebrates.	6.0
12	72	Iron and steel	6.0
13	63	Other made up textile articles; sets; worn clothing and worn textile articles	5.2
14	52	Cotton.	4.4
15	2	Meat and edible meat offal.	4.4
16	76	Aluminium and articles thereof.	4.2
17	38	Miscellaneous chemical products.	4.1
18	9	Coffee, tea, mate and spices.	3.7
19	61	Articles of apparel and clothing accessories, knitted or crocheted.	3.5
20	39	Plastic and articles thereof.	3.4
21	40	Rubber and articles thereof.	3.1
22	89	Ships, boats and floating structures.	2.6
23	88	Aircraft, spacecraft, and parts thereof.	2.4
24	32	Tanning or dyeing extracts; tannins and their deri. Dyes, pigments and other colouring matter; paints and ver; putty and other mastics; inks.	2.3

S. No	HS Code	Segment	Export ($ Bn)
25	69	Ceramic products.	2.2
		Top 25 Segments' Share 93%	**302.6**
26	17	Sugars and sugar confectionery.	2.1
27	26	Ores, slag and ash.	1.8
28	64	Footwear, gaiters and the like; parts of such articles.	1.7
29	28	Inorganic chemicals	1.7
30	42	Articles of leather, saddlery and harness	1.6
31	90	Optical, photographic cinematographic measuring, checking precision etc	1.5
32	24	Tobacco and manufactured tobacco substitutes.	1.4
33	15	Animal or vegetable fats and oils	1.3
34	78	Lead and articles thereof.	1.2
35	68	Articles of stone, plaster, cement, asbestos, mica or similar materials.	1.2
36	94	Furniture; bedding, mattresses, mattress supports	1.2
37	13	Lac; gums, resins and other vegetable saps and extracts.	1.1
38	7	Edible vegetables and certain roots and tubers.	1.0
39	21	Miscellaneous edible preparations.	0.9
40	33	Essential oils and resinoids; perfumery, cosmetic or toilet preparations.	0.9
41	54	Man-made filaments.	0.9
		Sub Total	**324.2**
		India's Total Exports	**446.4**
		Share of Top 100 products in India's Total World Exports	**73%**

7. VISION FOR DOMINANCE IN COMPETITIVE SEGMENTS

Select sectors discussed in detail below are expected to derive tangible gains from tariff elimination or reduction, bolstering India's diversified industrial base in exports.

Engineering Products

India's engineering exports above $120 billion to the world in different geographies clearly indicates its strength but a lot of ground is yet to be covered. The vision for 2030 is to elevate India's share in global engineering exports from 1% to 2.5–3%, through quality enhancement, innovation, and market diversification. India's engineering goods exports reached an all-time high of $122.43 billion in FY 2025–26, surpassing the previous record of $116.75 billion in FY2024–25 and posting a growth of about 5 per cent.

The record level of engineering goods exports was achieved against a backdrop of geopolitical tensions, supply chain disruptions stemming from the West Asia conflict, shifting trade policies under the Trump administration, and elevated freight and energy costs, headwinds that the engineering sector navigated through market diversification, new product lines, and strategic use of free trade agreements. With immediate tariff elimination in this segment, new FTAs position India as a competitive supplier and a strong alternative to existing sources in high value markets.

Electronic Products

Electronics goods have emerged as the fastest-growing segment in India's export basket as new manufacturing capacities have come up in the country driven by the success of the Centre's production-linked incentive (PLI) scheme. India's smartphone exports surged by 55% (YoY) in FY25, reaching $24.14 billion, making smartphones the country's top exported commodity for the first time. Electronics exports in FY26 stood bat $46 billion and are expected to grow ahead as semiconductor manufacturing capacities are now being set up in the country. Tariff concessions are expected to accelerate exports of electronic products with smartphones, optical fibre cable, inverters etc. set to strengthen India's foothold in developed markets. FTAs provides a strategic springboard for India's electronics sector enterprises looking to scale globally.

Pharma and Medical Devices

India exports more than $30 bn of pharma products and medical devices to the world. The zero tariff provisions under FTA are expected to significantly enhance the competitiveness of Indian generics in partner countries. Tariff concessions on medical devices will reduce cost for Indian Med-Tech companies and made their

EFTA

products more competitive as compared to other source countries. India's medical instruments, appliances, and vital supplies built on cutting-edge manufacturing, innovation, and skilled talent is set for a quantum leap in the developed markets.

Chemicals

The share of Gross Value Added of the chemicals sector in the Manufacturing Sector is ~8.1%. The diversification within the chemical industry is large and covers more than eighty thousand commercial products. FTA ensures tariff elimination for majority of India's chemical export basket and boosting competitiveness across inorganic, organic, and agrochemicals. FTAs are expected to expand India's exports of organic and inorganic chemicals to the level of $30 billion by 2030, promote high-value, sustainable and technologically advanced products, positioning India as a trusted supplier to developed countries chemical market for imports.

Gems and Jewellery

India is the largest consumer of Gold as well as the largest player in the field of diamond cutting and polishing. Presently, India exports gems and jewellery worth $30 billion to the world. The gems and jewellery sector, a blend of artistry, MSME entrepreneurship, and heritage craftsmanship, would become more competitive with tariff concessions in developed markets. Market access with tariff relaxations is expected to ensure long-term predictability for exporters in diamonds, gold, and coloured gemstones. This segment's exports to select nine partners are expected to double by 2030.

Textiles

Textiles and clothing, a cornerstone of India's export economy, stand to benefit from zero duty market access. The Indian textile industry is one of the largest in the world with a large raw material base and manufacturing strength across the value chain. India is a textile and apparel exporting country and enjoys an annual trade surplus of $26 Bn. With FTAs promising duty-free access and removal of trade barriers, this sector is well positioned to increase its footprints in the market of over $430 billion in partner countries. Preferential access would significantly expand opportunities, particularly in yarn, cotton yarn, man-made fibre apparel, ready-made garments, men's and women's clothing and home textiles. This would enable MSMEs to scale, generate employment, and reinforce India's positioning as a reliable, sustainable and high-value sourcing partner.

Marine Products

India is the second largest fish producing country with around 8% share in global fish production. Preferential access in the partner countries with reduced tariffs will unlock the marine market for imports of $110 bn. This enhanced market access is expected to significantly improve the competitiveness of India's marine exports, while complementing and strengthening India's export capacity in the marine sector, currently valued at $ 8.4 billion in global markets. The FTA will gear up exports of shrimp, feed, frozen fish, and value-added seafood exports, empowering coastal communities in Andhra Pradesh, Gujarat, Kerala, and beyond and India's blue economy.

Leather and Footwear

Total exports of Leather and Footwear from India are around $5.6 Bn. Indian exports stand to benefit from zero duty market access replacing peak duty above 10% with immediate duty-free status strengthening India's global position in footwear, leather goods and accessories. India's world-acclaimed craftsmanship and MSME innovation in leather and footwear sector, supporting significant employment, is poised to unprecedented leap onto a stage which offers a market of more than $100 bn.

Agriculture and processed food sectors

India's exports of agricultural and processed food products rose by a modest 2% year-on-year to $25.71 billion in 2025-26. India's agricultural and processed food exports reached $25.14 billion last year. For India's agriculture and processed food sectors, elimination of tariffs on agricultural tariff lines, including fruits and vegetables, tea, coffee, cocoa, spices, cereals and processed foods, enhances competitiveness in the markets of EU, EFTA, New Zealand, Oman and UK. These countries are high value market for Indian agri products and Indian farmers can fetch premium prices for quality products. With concessional tariffs, India's competitive edge in agricultural segment gets sharpened as it would bring Indian products at parity with major agri exporters which enjoy concessional duty access in these partner countries.

Plastic Products

India's plastic industry will gain preferential access to the market with global imports valued at $ 365 billion. With India's share at extremely low levels in their global plastic imports and India's current global exports of $8 billion, this access underscores substantial scope for growth. Enhanced access under FTA combined with India's skilled manufacturing workforce and MSME-driven innovation, positions the country to increase employment, boost exports, and strengthen its global trade profile.

Solar Modules

Australia and the UAE are the leading markets for Indian solar module exporters, with the UAE additionally serving as a gateway for onward access to African markets.

Battery Energy Storage Systems

Australia, the UAE and the United Kingdom are emerging as the most promising markets for Indian battery energy storage exporters, tracking the rapid global build-out of grid-scale storage capacity.

Paints and Coatings

The UAE, Australia and the United Kingdom present the strongest opportunities for Indian paints and coatings manufacturers.

Auto Components

Japan, South Korea and the United Kingdom remain the principal markets for Indian auto component exporters, reflecting deep, established supply-chain integration with these economies.

Defence Manufacturing

The United Kingdom and Australia present emerging opportunities for Indian defence manufacturers, aligned with both countries' interest in diversifying their defence-industrial supply chains.

8. BENEFITS FOR INDIAN EXPORTERS

Across India's FTA network, the agreements generally deliver a consistent set of commercial advantages for exporters, spanning tariffs, procedures, market access and legal protection.

- Reduced or zero import duties on covered products, improving price competitiveness against suppliers from non-FTA countries.
- Simplified customs procedures, reducing the administrative burden of cross-border trade.
- Faster clearance at ports of entry, shortening delivery timelines and reducing working-capital costs.
- Stronger protection of investments, giving Indian companies greater confidence to establish local operations.
- Improved market access for services, opening opportunities well beyond traditional goods trade.
- Easier movement of professionals, supporting on-site project execution and after-sales service delivery.
- Stronger intellectual property protection, of particular relevance to pharmaceutical, technology and design-intensive exporters.
- Improved digital trade frameworks, supporting cross-border e-commerce and data-enabled services.
- Better access to government procurement in selected partner markets, opening a category of demand that is often closed to non-FTA suppliers.

9. OPPORTUNITY HORIZON

The recently signed agreements are expected to provide a space to accelerate the exports, and India has a huge opportunity to explore to the tune of more than trillion dollars.

TABLE 8: Opportunity Horizon for Top 100 Products (Trade value in $ Billion)

Partners	No. of products imported in India's top 100 exports	Import from India	Total import from world	Untapped Opportunity Horizon
Mauritius	90	0.41	3.58	3.17
UAE	99	25.87	329.10	303.23
Australia	93	5.74	171.32	165.57
UK	96	10.47	512.62	502.15
Oman	94	1.68	20.51	18.83
New Zealand	88	0.57	24.74	24.17
USA	95	80.14	1683.60	1603.46
EU	97	58.86	3271.71	3212.86
EFTA	92	2.28	435.72	433.44
Total		**186.02**	**6452.90**	**6266.88**
Share of Import from India in 9 Partners total import from world: 2.9%				

Source: Worked out from ITC Trademap Stats (Data for Oman: Year 2023, UAE: Year 2024, Other 7: Year 2025)

TABLE 9: Top 25 segments based on Untapped Opportunity Horizon (Trade value in $ Billion for 9 Trade Partners)

S. No.	HS Code	Description	Import from India	Total import from world by 9 Trade Partners	Untapped Opportunity Horizon
1	8703	Motor cars and other motor vehicles principally designed for the transport	1.23	696.69	695.46
2	7108	Gold, incl. gold plated with platinum, unwrought or not further worked than semi-manufactured	0.44	553.75	553.31

S. No.	HS Code	Description	Import from India	Total import from world by 9 Trade Partners	Untapped Opportunity Horizon
3	8471	Automatic data-processing machines and units thereof; magnetic or optical readers	0.32	480.60	480.29
4	3004	Medicaments consisting of mixed or unmixed products for therapeutic or prophylactic uses	19.77	429.60	409.83
5	8517	Telephone sets, incl. smartphones and other telephones for cellular networks	37.12	399.99	362.87
6	3002	Human blood; animal blood prepared for therapeutic, prophylactic or diagnostic uses	0.73	325.72	325.00
7	2710	Petroleum oils and oils obtained from bituminous minerals (excl. crude)	19.14	326.15	307.01
8	8708	Parts and accessories for tractors, motor vehicles for the transport	3.96	294.00	290.03
9	8411	Turbojets, turbo propellers and other gas turbines	0.88	163.56	162.68
10	9018	Instruments and appliances used in medical, surgical, dental or veterinary sciences	0.88	133.72	132.84
11	8704	Motor vehicles for the transport of goods, incl. chassis with engine and cab	0.22	121.67	121.45

S. No.	HS Code	Description	Import from India	Total import from world by 9 Trade Partners	Untapped Opportunity Horizon
12	8544	Insulated "incl. enamelled or anodised" wire, cable "incl. coaxial cable"	1.97	114.14	112.16
13	8504	Electrical transformers, static converters, e.g. rectifiers, and inductors; parts thereof	2.47	100.37	97.91
14	9403	Furniture and parts thereof, n.e.s. (excl. seats and medical, surgical, dental or veterinary	1.25	77.14	75.89
15	8802	Powered aircraft "e.g. helicopters and aeroplanes" (excl. unmanned aircraft of heading 8806)	0.15	68.30	68.15
16	8807	Parts of aircraft and spacecraft of heading 8801, 8802 or 8806, n.e.s	0.70	68.51	67.81
17	4011	New pneumatic tyres, of rubber	2.00	68.92	66.92
18	2933	Heterocyclic compounds with nitrogen hetero-atom[s] only	9.51	75.67	66.16
19	8537	Boards, panels, consoles, desks, cabinets and other bases, equipped with two or more apparatus	0.63	65.17	64.54
20	8481	Taps, cocks, valves and similar appliances for pipes, boiler shells, tanks, vats or the like	1.78	65.77	63.99
21	8536	Electrical apparatus for switching or protecting electrical circuits, or for making connections	1.19	64.28	63.08

S. No.	HS Code	Description	Import from India	Total import from world by 9 Trade Partners	Untapped Opportunity Horizon
22	3926	Articles of plastics and articles of other materials of heading 3901 to 3914, n.e.s.	0.42	60.61	60.19
23	8421	Centrifuges, incl. centrifugal dryers	0.73	55.80	55.07
24	7113	Articles of jewellery and parts thereof, of precious metal or of metal clad with precious metal	9.33	62.52	53.19
25	0901	Coffee, whether or not roasted or decaffeinated; coffee husks and skins; coffee substitutes	0.91	53.63	52.72
		Total	**117.73**	**4926.28**	**4808.55**

Source: Worked out from ITC Trademap Stats

The focus should be on the above 25 segments to build existing capacity. However, the following analysis clearly indicates the products of significance are mainly under immediate tariff elimination or tariff elimination in phases considering the present status of tariff liberalization offered by the partner country/region as per the schedule.

TABLE 10: Tariff Liberalization Status for Top 25 segments based on Untapped Opportunity Horizon

S. No	HS Code	Description	UAE	Australia	EFTA	UK	Oman	New Zealand
1	8703	Motor cars and other motor vehicles principally designed for the transport	EIF	EIF	EIF	EIF/ TRQ	EIF	EIF
2	7108	Gold, incl. gold plated with platinum, unwrought or not further worked than semi-manufactured	EIF	EIF	EIF	EIF	EIF	EIF

S. No	HS Code	Description	UAE	Australia	EFTA	UK	Oman	New Zealand
3	8471	Automatic data-processing machines and units thereof; magnetic or optical readers	EIF	EIF	EIF	EIF	EIF	EIF
4	3004	Medicaments consisting of mixed or unmixed products for therapeutic or prophylactic uses	EIF	EIF	EIF	EIF	EIF	EIF
5	8517	Telephone sets, incl. smartphones and other telephones for cellular networks	EIF	EIF	EIF	EIF	EIF	EIF
6	3002	Human blood; animal blood prepared for therapeutic, prophylactic or diagnostic uses	EIF	EIF	EIF	EIF	EIF	EIF
7	2710	Petroleum oils and oils obtained from bituminous minerals (excl. crude)	EIF	EIF	EIF	EIF	EIF*	EIF
8	8708	Parts and accessories for tractors, motor vehicles for the transport	EIF	EIF	EIF	EIF	EIF	EIF
9	8411	Turbojets, turbo propellers and other gas turbines	TEP	EIF	EIF	EIF	EIF	EIF
10	9018	Instruments and appliances used in medical, surgical, dental or veterinary sciences	EIF	EIF	EIF	EIF	EIF	EIF
11	8704	Motor vehicles for the transport of goods, incl. chassis with engine and cab	EIF	EIF	EIF	EIF	EIF	EIF

S. No	HS Code	Description	UAE	Australia	EFTA	UK	Oman	New Zealand
12	8544	Insulated "incl. enamelled or anodised" wire, cable "incl. coaxial cable"	EIF/ TEP	EIF	EIF	EIF	EIF	EIF
13	8504	Electrical transformers, static converters, e.g. rectifiers, and inductors; parts thereof	EIF/ TEP	EIF	EIF	EIF	EIF	EIF
14	9403	Furniture and parts thereof, n.e.s. (excl. seats and medical, surgical, dental or veterinary	EIF	EIF	EIF	EIF	EIF	EIF
15	8802	Powered aircraft "e.g. helicopters and aeroplanes" (excl. unmanned aircraft of heading 8806)	EIF	EIF	EIF	EIF	EIF	EIF
16	8807	Parts of aircraft and spacecraft of heading 8801, 8802 or 8806, n.e.s			EIF	EIF		EIF
17	4011	New pneumatic tyres, of rubber	TEP	EIF	EIF	EIF	EIF	EIF
18	2933	Heterocyclic compounds with nitrogen hetero-atom[s] only	EIF/ TEP	EIF	EIF	EIF	EIF	EIF
19	8537	Boards, panels, consoles, desks, cabinets and other bases, equipped with two or more apparatus	EIF/ TEP	EIF	EIF	EIF	EIF	EIF
20	8481	Taps, cocks, valves and similar appliances for pipes, boiler shells, tanks, vats or the like	TEP	EIF	EIF	EIF	EIF	EIF

S. No	HS Code	Description	UAE	Australia	EFTA	UK	Oman	New Zealand
21	8536	Electrical apparatus for switching or protecting electrical circuits, or for making connections	EIF/ TEP	EIF	EIF	EIF	EIF	EIF
22	3926	Articles of plastics and articles of other materials of heading 3901 to 3914, n.e.s.	EIF	EIF	EIF	EIF	EIF	EIF
23	8421	Centrifuges, incl. centrifugal dryers	EIF/ TEP	EIF	EIF	EIF	EIF	EIF
24	7113	Articles of jewellery and parts thereof, of precious metal or of metal clad with precious metal	EIF	EIF	EIF	EIF	EIF	EIF
25	901	Coffee, whether or not roasted or decaffeinated; coffee husks and skins; coffee substitutes	EIF	EIF	EIF	EIF	EIF	EIF

EIF: Tariff elimination at entry into force (Immediate tariff elimination)

TEP: Tariff elimination in phases (over 5-10 years)

TRQ: Tariff rate quota

Source: Traced from FTA schedules, Ministry of Commerce and Industry

TABLE 11: Status and Opportunity for 25 Segments (Trade Value in $ Billion)

S. No.	HS Code	Description	India's Global Exports	Total import from world by 9 FTA partners
1	8703	Motor cars and other motor vehicles principally designed for the transport	8.56	696.69
2	7108	Gold, incl. gold plated with platinum, unwrought or not further worked than semi-manufactured	0.85	553.75
3	8471	Automatic data-processing machines and units thereof; magnetic or optical readers	1.04	480.60

S. No.	HS Code	Description	India's Global Exports	Total import from world by 9 FTA partners
4	3004	Medicaments consisting of mixed or unmixed products for therapeutic or prophylactic uses	22.63	429.60
5	8517	Telephone sets, incl. smartphones and other telephones for cellular networks	33.74	399.99
6	3002	Human blood; animal blood prepared for therapeutic, prophylactic or diagnostic uses	2.23	325.72
7	2710	Petroleum oils and oils obtained from bituminous minerals (excl. crude)	56.30	326.15
8	8708	Parts and accessories for tractors, motor vehicles for the transport	7.59	294.00
9	8411	Turbojets, turbo propellers and other gas turbines	5.72	163.56
10	9018	Instruments and appliances used in medical, surgical, dental or veterinary sciences	1.52	133.72
11	8704	Motor vehicles for the transport of goods, incl. chassis with engine & cab	1.56	121.67
12	8544	Insulated "incl. enamelled or anodised" wire, cable "incl. coaxial cable"	2.75	114.14
13	8504	Electrical transformers, static converters, e.g. rectifiers, and inductors; parts thereof	3.12	100.37
14	9403	Furniture and parts thereof, n.e.s. (excl. seats and medical, surgical, dental or veterinary	1.15	77.14
15	8802	Powered aircraft "e.g. helicopters and aeroplanes" (excl. unmanned aircraft of heading 8806)	0.86	68.30
16	8807	Parts of aircraft and spacecraft of heading 8801, 8802 or 8806, n.e.s	1.53	68.51

S. No.	HS Code	Description	India's Global Exports	Total import from world by 9 FTA partners
17	4011	New pneumatic tyres, of rubber	3.06	68.92
18	2933	Heterocyclic compounds with nitrogen hetero-atom[s] only	4.27	75.67
19	8537	Boards, panels, consoles, desks, cabinets and other bases, equipped with two or more apparatus	1.05	65.17
20	8481	Taps, cocks, valves and similar appliances for pipes, boiler shells, tanks, vats or the like	2.76	65.77
21	8536	Electrical apparatus for switching or protecting electrical circuits, or for making connections	1.47	64.28
22	3926	Articles of plastics and articles of other materials of heading 3901 to 3914, n.e.s.	0.88	60.61
23	8421	Centrifuges, incl. centrifugal dryers...	1.20	55.80
24	7113	Articles of jewellery and parts thereof, of precious metal or of metal clad with precious metal	13.65	62.52
25	0901	Coffee, whether or not roasted or decaffeinated; coffee husks and skins; coffee substitutes	1.36	53.63
		Total	**180.85**	**4926.28**

Source: ITC Trademap, Ministry of Commerce and Industry

10. GROWTH AND DEMAND PROJECTIONS OF FTA PARTNERS

The global economy has depicted remarkable resilience in recent years, adapting to the shifting landscape and with momentum varying across countries and sectors. However, to assess the gains emanating from trade deals, it is significant to note the emerging growth trends in the partner countries.

India is no doubt one of the fastest growing economies in the present time. However, in the euro area, growth is expected to remain steady at 1.3 percent in 2026 and at 1.4 percent in 2027 with the subdued growth rate reflecting unresolved structural headwinds. Compared with other regions, the euro area benefits less from the recent technology-driven investment boost. Lingering effects of the persistent rise in energy prices after Russia's invasion of Ukraine will continue to drag on manufacturing, with additional pressure from the real appreciation of the euro relative to currencies of countries exporting similar products.

TABLE 12: GDP Growth (%) in 2026 and Five Years Trajectory

S. No.	FTA Partner	2026 E	2027 P	2028 P	2029 P	2030 P	2031P
1	Mauritius	3.4	3.4	3.4	3.4	3.4	3.4
2	UAE	3.1	5.3	4.6	4.4	4.0	4.0
3	Australia	2.0	1.7	1.9	2.1	2.3	2.3
4	UK	0.8	1.3	1.6	1.6	1.5	1.4
5	Oman	3.5	3.4	3.7	3.5	3.3	2.7
6	New Zealand	2.1	2.4	2.4	2.3	2.2	2.2
7	USA	2.3	2.1	2.1	1.9	1.8	1.8
8	EU	1.3	1.4	1.6	1.5	1.4	1.4
9	Switzerland	1.3	1.3	1.8	1.2	1.8	1.2
10	Norway	1.5	1.3	1.1	1.1	1.1	1.1
11	Iceland	1.9	2.1	2.4	2.4	2.4	2.4
12	Liechtenstein	-0.4	0.4	1.2	1.5	1.5	1.5
	Average of 12	1.9	2.2	2.3	2.2	2.2	2.1
	India	6.5	6.5	6.5	6.5	6.5	6.5

Source: IMF (P: Projections), April 2026

Outlook for EFTA and other partner countries with respect to economic growth looks promising, however it is extremely important for India to track macroeconomic developments to balance divergent forces emanating from dynamic trade policy environment, geo-political developments and technological advancement.

West Asia conflict has added another dimension to the supply chain disruptions and growth prospects for the global economy as a whole and Middle East in particular. India's exports to UAE is expected to be impacted due to the ongoing conflict in West Asia. However, in Mauritius and New Zealand projected growth trajectory is stable for coming years so far.

TABLE 13: Trade Dynamics and Potential Growth in Exports to Partner Countries (Trade Values in USD Billion)

Year	Exports from India in 2025	Exports Growth (2021-25)	Imports from World*	Imports from India	India's current share (%) in partner's global import	Projected share in partner's global import by 2030	Partner Country's Imports from World by 2030	Imports from India with increased share
Mauritius	0.47	-4.3	7.0	0.6	8.15	10.25	7.9	0.81
UAE	38.59	11.4	444.7	33.1	7.45	10.25	410.5	42.07
Australia	7.70	3.3	297.2	7.5	2.51	4.20	336.3	14.12
EFTA	1.79	2.1	624.3	4.0	0.63	2.20	706.3	15.54
UK	13.78	7.6	947.7	15.2	1.6	4.00	1072.2	44.89
Oman	4.27	20.1	43.5	3.9	9.0	12.00	49.2	5.91
EU	73.50	6.3	7223.8	82.5	1.14	2.35	8173.0	198.07
New Zealand	0.65	7.1	47.5	0.9	1.85	3.20	53.8	1.72
USA	92.29	7.0	3506.6	107.6	3.07	4.75	3967.4	188.45
Total (9)	**233.04**	**7.2**	**13,142**	**255**	**1.94**		**14777**	**511**

**Data for 2025 except Oman for 2024*

Source: ITC Trademap, Ministry of Commerce and Industry

India's share in total world imports of the nine partner countries/region is just 2% at present. In case we consider, the partner country's/region's world imports to grow at 2.5 percent annually (considering the projected global economic growth of ~2.5 percent and global merchandise trade growth of ~2% annually) an increase in India's share in their total imports by 2030 as mentioned in the table above, India can see an additional exports to the tune of $278 billion to these partner countries altogether scaling to USD 511 billion by 2030 and USD USD 1 Trillion by 2035.

11. PRIORITY GROWTH SECTORS FOR EXPORT-ORIENTED MANUFACTURING AND EPC COMPANIES

For Indian manufacturing, export and international project execution companies, several sectors are particularly well positioned to benefit from the current FTA architecture, given the combination of manufacturing capability, demand growth in partner markets, and the financing and project-execution ecosystem now available to Indian companies.

8.1 Renewable Energy

Renewable energy stands out as one of the strongest opportunities across the FTA network. Solar PV modules, Battery Energy Storage Systems, hybrid renewable energy projects and rooftop solar solutions all benefit from a combination of preferential tariffs, strong underlying demand growth in partner markets, and India's rapidly maturing domestic manufacturing base.

8.2 Electrical Equipment

Power cables, transformers, switchgear and smart grid equipment are well positioned to benefit from infrastructure and grid-modernisation spending across the Gulf, Australia and the United Kingdom.

8.3 Healthcare

Pharmaceuticals, medical devices and hospital equipment remain among the most consistently strong opportunities across nearly every major FTA partner, reflecting both India's established manufacturing strength and the certification-driven trust that Indian healthcare exports have built over several decades.

8.4 Engineering Products

Industrial machinery, pumps, valves, steel products and fabricated structures continue to find strong demand across the UAE, the United Kingdom, Australia and the ASEAN region.

8.5 Chemicals

Paints and coatings, specialty chemicals and industrial coatings remain a resilient export category, particularly into the UAE, Australia and the United Kingdom.

8.6 Infrastructure

Water treatment plants, desalination systems, modular housing and smart city technologies represent a growing category of opportunity, particularly for companies able to combine equipment supply with EPC execution and long-term operations and maintenance capability.

12. PRIORITY MARKETS FOR EXPORT-ORIENTED INDIAN COMPANIES, 2026-2030

Considering the breadth of opportunity across India's FTA network, the following markets stand out as priorities for Indian manufacturing, export and project-execution companies over the coming five years, reflecting a combination of tariff preference, demand growth and strategic positioning.

1. United Arab Emirates: the single most important gateway market, offering both direct opportunity and onward access to the wider Gulf Cooperation Council and African markets.
2. United Kingdom: strong opportunities across engineering, pharmaceuticals and textiles, underpinned by deep historical trade and investment ties.
3. Australia: significant opportunities in solar, broader infrastructure and mining-linked engineering supply.
4. Oman: a growing market for infrastructure and industrial development, complementing the UAE as a Gulf entry point.
5. EFTA bloc (Switzerland, Norway, Iceland, Liechtenstein): the strongest available access to high-value technology and investment partnerships.
6. ASEAN: a large and well-integrated manufacturing and electronics market.
7. Japan: an established relationship offering opportunities in advanced engineering.
8. South Korea: strong potential for industrial collaboration, building on an established auto component and electronics trade relationship.
9. Mauritius: a strategic gateway to East African markets.
10. Sri Lanka: continuing opportunities in infrastructure and energy, reflecting the depth of India's oldest trade relationship.

13. CHALLENGES AND COMPLIANCE OBLIGATIONS

The benefits of India's FTA network are not automatic. Exporters must actively manage a set of compliance obligations in order to actually claim preferential treatment, and failure to do so is one of the most common reasons Indian companies under-utilise the agreements they are entitled to benefit from.

- Rules of Origin compliance, which determines whether a given product genuinely qualifies for preferential treatment under a specific agreement.
- Product certification requirements, which vary by market and by product category.
- Technical standards, which must be met even where tariffs have been eliminated.
- Sanitary and phytosanitary regulations, particularly relevant for food, agricultural and pharmaceutical exports.
- Non-tariff barriers, which can persist even after tariff elimination and require active monitoring.
- Sustainability and ESG compliance, an increasingly important requirement in advanced-economy markets.
- Carbon Border Adjustment Mechanisms, particularly in Europe, which are beginning to reshape the economics of certain export categories.

ASSOCHAM recommends that member companies build dedicated compliance capability for each priority market rather than treating certification and origin documentation as an afterthought, since these requirements are frequently the deciding factor in whether an agreement's tariff benefits are actually realised at the point of sale.

14. CAUTIOUS APPROACH

Tariff liberalisation alone will not deliver proportional export gains in any trade deal unless accompanied by other favourable conditions and measures and the awareness of trade and industry for proper utilization.

Non-Tariff Barriers

International trade is shaped not only by tariffs but also by a range of regulatory measures that affect market access. These nontariff measures (NTMs)*are often introduced to achieve policy objectives. Since NTMs operate within complex legal and administrative frameworks, it is often difficult to distinguish between those primarily intended to regulate markets and those introduced deliberately to limit trade. While much of the focus of trade tensions usually revolves around tariffs, nontariff trade barriers can significantly limit the extent of international trade across countries.

***Technical Measures:** Sanitary and phytosanitary measures, pre-shipment inspection and other formalities

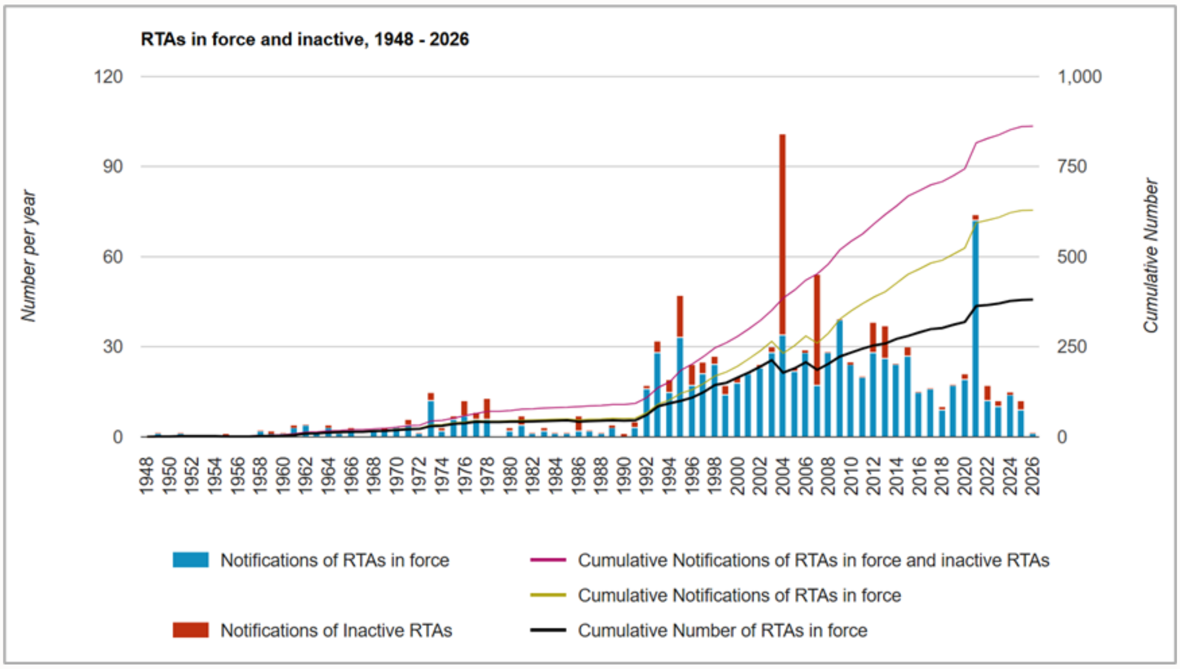
Contingent trade-protective measures, Non-automatic import licensing, quotas, prohibitions, quantity-control measures and other restrictions not including sanitary and phytosanitary measures or measures relating to technical barriers to trade, Price-control measures, including additional taxes and charges, Restrictions on post-sales services, Subsidies and other forms of support Government procurement restrictions, Intellectual property, Rules of origin etc

Sustainability at Centre Stage

Presently, sustainability measures have taken a centre stage especially in the developed economies. The sustainability has inherent costs for producers of goods, and in turn such measure may impact the competitiveness. For example: The EU has implemented various sustainability-driven measures which include regulations on deforestation, carbon footprint, waste management, and sustainable forestry. The EU's Carbon Border Adjustment Mechanism (CBAM) and Deforestation-free Regulation (EUDR) aim to prevent "carbon leakage" and ensure that imported products are deforestation-free. However, such measures entail an additional cost and compliance burden for exporting economy.

Rising Regional Trade Agreements (RTAs)

According to WTO, in the first quarter of 21st Century, cumulative notifications of RTAs in force increased from 196 to 628. As India is steadily expanding its global trade partnerships, on similar lines its partner countries are also engaging with other countries to accelerate trade and growth. By 2030, New Zealand aims to have FTA arrangements to cover 90 percent of New Zealand goods exports. The country has completed 17 free trade agreements covering over 70% of their global trade.



As an independent trading nation, the UK has signed 40 trade agreements with 74 countries and territories plus the EU. These agreements are in force for 72 partners. The EU has concluded over 40 agreements with around 80 partners. It is in the process of adopting or ratifying agreements with a further 27 partners. EFTA has signed 35 FTAs while Oman/GCC also focussing on enhancing bilateral economic relations through trade agreements. Such trend in international trade matrix needs to be carefully analysed as the other countries may also get tariff concessions as received by India. Therefore, competitiveness trajectory is required to be understood in a wholesome way as India is not the only one gaining preferential ground.

15. CONCLUSION

India's recent Free Trade Agreements represent a defining milestone in the country's transition towards an export-driven, globally integrated economy. With merchandise trade already surpassing **USD 1.2 trillion** in 2025–26 and merchandise exports reaching **USD 442 billion**, the new generation of FTAs provides India with unprecedented access to markets that together account for nearly **40% of India's merchandise trade** and import more than **USD 13 trillion** annually. Yet India's current share in these markets remains below 2%, underscoring the enormous untapped potential.

The analysis shows that India's top 100 export products alone face an untapped market opportunity exceeding USD 6 trillion across FTA partners. India exports 85 products to each FTA partner among these 100, and FTA partner countries import USD 6 trillion of these products from the World, particularly in engineering goods, electronics, pharmaceuticals, chemicals, automobiles, textiles, gems and jewellery, agriculture and processed foods. If India increases its market share in these partner economies from 1.94% to around 3.5% by 2030, exports to these markets could rise from USD 233 billion to nearly USD 511 billion, creating an additional USD 278 billion in exports. With sustained manufacturing expansion, Production Linked Incentive (PLI) support, logistics reforms and greater integration into global value chains, exports to these FTA partners could approach USD 1 trillion by 2035

However, tariff preferences alone will not guarantee success. India's ability to capitalise on these agreements will depend on the robust level playing field at the domestic level via-a-vis strengthening domestic competitiveness through lower logistics costs, regulatory simplification, MSME capacity building, export financing and technology adoption. If supported by coordinated policy implementation and strong industry participation and effective utilisation, these FTAs can become a powerful catalyst for investment, manufacturing, employment and innovation, positioning India firmly on the path towards becoming a **USD 30–35 trillion economy by 2047** with exports emerging as one of its strongest engines of long-term economic growth.

16. RECOMMENDATIONS

1. Awareness and Utilization of FTAs

Deeper awareness upto the enterprise level is the first step towards greater utilisation of the benefits under the FTAs. Awareness of tariff reductions and market access opportunities must reach clusters, districts and MSMEs across the country. It is important to explain the policy along with the gains that may flow from tariff liberalization. The Industry Chambers and Associations can play a pivotal/significant role by way of organizing regular Industry Meets focussed on FTA benefits.

2. New Export Products

There is a need to develop products which the world demands but India does not supply/ supply in limited quantity. In addition to build capacity of competitive products, the country needs to focus on building new competitive products as well. For example, India has taken a stride in pharma exports, but its medical devices exports are limited whereas there exists a huge global market for the same.

3. Ease of Doing Business and Export

While India has over the last decade remained focused on improving ease of doing business (EoDB), there is a need to maintain the momentum going forward as well. Simplifying regulatory frameworks, reducing compliance burdens and enhancing transparency should continue to remain India's focus agenda for next several years. Compliances for industry related to various areas such as land, labour, dispute resolution, paying taxes and environment offer a vast scope for reduction, vital for boosting competitiveness, driving economic growth and employment generation.

4. Reduction in cost of production

Cost of production involves major cost with respect to land, labour, capital, compliances, logistics etc. For each and every aspect of cost to manufacture goods, there is a scope for improvement. Also, the iverted duty structure issue must receive a close attention as higher duty on raw materials impacts the competitiveness of finished products offered by Indian manufacturers in the global market.

5. Capacity Building of Exporters

The Government of India has launched schemes with the aim to build capacity of MSMEs for entering the export market by facilitating their participation in international exhibitions/fairs/conferences/seminars/buyer-seller meets abroad as well as providing them with actionable market-intelligence and reimbursement of various costs involved in export of goods and services. However, the sector specific schemes may be considered to build exporters capacity.

6. Trade Delegations and Enhanced Industry Engagement

For Industry engagement with countries with whom India has signed 9 trade agreements the government may consider additional sanctions for Market Access Support (MAS), Reverse Buyer-Seller Meet (RBSM) and CEOs/MSME delegations to these countries selectively; invitation with Heads of State and involving Chambers and EPCs with industry members to engage and formation of working groups including industry representatives and government officials to maximize advantage of the FTAs.

7. Enhancing Export Financing

Measures are required to expand interest subvention to export factoring, promote broader adoption of trade credit insurance with recognition of receivables as collateral, scale up the TReDS platform, and adopt global best practices through structured international partnerships.

8. Moving up the value chain and Focus on High-Specification Goods

A significant pathway involves steadily moving up the value chain. Exporters need to continually step up from raw materials to finished or branded products. Additionally, a deliberate move towards high-specification, policy-favoured goods such as RE components, medical devices, specialty chemicals, aerospace parts & pharma intermediates will align India's exports with evolving global demand.

9. Export Mapping as per States

Each prospective export product should be mapped in line with the states competitiveness so that state schemes can be prepared in line with the export requirement of those products. State support is as important as central government's vision to facilitate India's exports.

10. PLI Expansion

Production linked incentives have demonstrated its strength for the Indian manufacturing. The coverage of the scheme may be considered for the identified prospective products for exports where the untapped export opportunity is huge.

17. STRATEGIC RECOMMENDATIONS FOR INDIAN INDUSTRY

Drawing on the analysis above, ASSOCHAM offers the following recommendations to member companies seeking to convert India's expanding FTA network into sustained export growth.

1. Establish dedicated export teams for each major FTA region, rather than managing international sales through a single undifferentiated function.
2. Obtain all required international certifications, including BIS, CE, IEC, ISO and UKCA, well ahead of market entry into each target country.
3. Develop local distributor or EPC partnerships in priority countries to accelerate market entry and improve on-the-ground execution capability.
4. Leverage the UAE and Singapore as regional logistics and distribution hubs, given their established re-export infrastructure and connectivity.
5. Use Rules of Origin strategically, structuring manufacturing and sourcing decisions to maximise the tariff benefits available under each agreement.
6. Build integrated financing packages in partnership with the Indian EXIM Bank and multilateral institutions, particularly for larger infrastructure and EPC opportunities.
7. Position Indian companies as full-service EPC contractors, combining technology, equipment, financing and long-term operations and maintenance services, rather than competing purely on equipment price.

ASSOCHAM Strategy

Free Trade agreements can serve as a catalyst for manufacturing expansion in India as well as generating momentum in value added exports. Focussing on the export promotion, ASSOCHAM is providing the capacity building facilitation to its member companies. **ASSOCHAM has formed an Export Acceleration Taskforce** comprising of sectoral business leaders from the selected regions/states.

The National Chamber is conducting/plans to conduct workshops aimed at creating awareness about the utilization of FTAs and their advantages for the industry (FTA wise). Simultaneously, the sector wise workshops are being/will be organised to cover the top 25 export sectors highlighting the opportunity and benefits emanating from each FTA. These workshops are conducted through virtual/physical/hybrid mode.

ASSOCHAM has already organized Workshop on *India-EU FTA and India-Germany Trade Opportunity and Horizon of India-UK Trade Trajectory (June 2026)*. Workshop focussing recently signed FTAs is scheduled to be organised in current fiscal year on a monthly basis.

ASSOCHAM will conduct workshops covering all Indian states with 30 cities in focus based on different Industrial clusters and top 25 sectors of Indian exports. Also, trade delegations (15) to the FTA countries are planned to be organised with the participation of 25% Large, 50% Medium and 25% Small/Micro enterprises with the objective to promote exports and create awareness to bring new exporters to the trade ecosystem.

Through such workshops, ASSOCHAM would be supporting the industry for availability of raw material and adhering to compliances in addition to resolving issues with respect to factors of production (Land, labour, capital, enterprise), ease of doing exports and connectivity with supply chains.

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