

Hon'ble CIM Meeting with EPCs

September 2025

The meeting chaired by the Honorable Commerce and Industry (CIM) Minister, Shri Piyush Goyal with Export Promotion Councils (EPCs) and industry members held on 03rd September 2025 covered some key issues related to India's export sector. Here are the key takeaways:

EEPC INDIA (Engineering)

1. Availability of the steel at Export parity price still not taking off.
2. Some sort of mechanism to be devised to safeguard Indian exporters regarding
3. Carbon Border Adjustment Mechanism (CBAM)
4. Request to extend RoDTEP benefit for Chapter 72 (Steel)
5. Request to expedite the roll out of Export Mission and restoration of Interest subvention scheme

CII

1. Apprised that the US customers asking for discount on the exported goods
2. Requested to reinstate Interest subvention scheme and provide subsidies in freight charges, electricity etc.
3. Allow DTA sale on Duty foregone basis
4. Extension of EO period for Advance Authorization holders and easing out the norms of NFE calculation for EOUs & SEZs

CLE (Leather)

5. Apprised that the US customers asking for 20% discount on the exported goods
6. Requested to introduce Focus market scheme for 6 months atleast with incentive to the tune of 10% till the time new alternative markets will be developed
7. If introduced the financial implication will be approx. 12000 cr INR

EPCH (Handicrafts)

1. Handicrafts costlier by 25-30% for USA than Vietnam, Indonesia and Malaysia, thus, customers in USA are not interested to buy from India.
2. Livelihood of 7 lac artisans is at stake due to the imposition of the tariffs by USA on India
3. Atleast burden of 1/3rd of the increased tariff, say, 10-15% may be borne by the Government of India to help exporters in this turmoil for short term, 3-6 months till the situation gets normalised a bit

EPCES (SEZs/EOUs)

Golden Peacock

1. Thanked CIM and exhibited confidence referring to the Newspaper headline (<https://www.businesstoday.in/amp/latest/economy/story/piyush-goyal-says-india-us-trade-deal-possible-by-november-despite-trumps-tariff-blow-492176-2025-09-03>) mentioning that the trade pact with the USA will be done by the month of November.
2. Requested that till November a direct benefit to be extended to the exporters having exposure to the US market @ 10% as US customers asking for discount which will be passed on directly to the US customers directly.
3. Apprised that their exposure to USA is more than 50% and the business is largely affected due to such high tariffs.
4. Though they are looking to diversify but it will take some time and the kind of margins that are there in the USA are not easy to find.

Karna Apparel

1. Apprised that their majority business was to USA and in this situation with such steep tariffs they are compelled to close down the business.
2. At this juncture, it is requested that at least 10% incentive be given for US exports by the Government of India for at least for 5-6 months.
3. Though alternative markets or diversification seems to be a good strategy but takes time to develop markets and every market has its own product requirements which needs time to be developed.
4. It is to be noted that once buyer is lost due to the situation it's very difficult to take them back even if the situation gets normal in a couple of months. Thus, the need of the hour is to retain buyers.

GJEPC (Gems & Jewellery)

1. Export obligation of imported gold be increased beyond 90 days as adhering to this timeline in this situation looks impossible as USA is the biggest market for Indian exporters in Gems and Jewellery sector.
2. Reverse job work for SEZs shall be allowed.
3. DTA sales on Duty forgone basis shall be allowed for SEZ units.
4. Interest subvention scheme to be restored immediately.
5. MAI or a similar scheme to be operationalized as soon as possible to search out for alternative markets.
6. Some sort of Incentive scheme be immediately devised for exporters supplying to USA for at least 6 months.

CIM

1. Many suggestions given by the EPCs and IAs are not WTO compliant and Electricity duty subsidy is the state subject and a common solution is difficult to be worked out
2. The subject to reduce freight charges such as container costs etc. will be discussed with Ministry of Shipping and major shipping lines for eports to USA
3. Affected exports to USA from India is approx. 45 bn USD but it is not the end of the world
4. Don't go by the headline that a deal will surely be done by the November but the trade negotiations are in progress and hopeful for a deal by then
5. There are Financial constraints of the Government as well but DoC have 1350 cr INR bottom-line left that can be distributed in consultation with the industry, so, suggestions are welcome
6. DoC is working with Indian Missions abroad to identified geographies where Indian products can find new buyers in order to diversify markets
7. Urged industry as well to work with DoC and suggest new markets, ideas and also locate markets where barter can be done like buy Indian textiles in place India will buy edible oil from them
8. Africa to be focused as it has a lot of opportunities and warned regarding transshipment as it can have dire consequences
9. Told to study the trade data in respective sectors and figure out if undue imports are coming in India then it can be deterred by imposition of import controls such as MIP which will enable Indian exporters to sell in domestic market
10. Emphasized Swadeshi call by PM and urged to buy ODOP products for gifting export quality products this festive season on occasion of Diwali and Christmas. It will help at least textiles and handicrafts sector. Big companies may give a couple of uniforms to their employees in advance for next year in order to create domestic demand which will cater to the sector for atleast 3 months
11. Assured exporters that Government is closely monitoring the situation and measures will be taken to safeguard the interests of Indian exporters and requested for patience and resilience quoting an example of COVID pandemic which took a couple of years to sort out where entire GDP was affected but the impact of these tariffs is quite lesser comparatively.
12. Told that the problem of exporters with exposure of the US market are not been undermined by any means and requested not to panic in this tough situation, bad days are there in the businesses but veterans' stride over these days
13. Urged to have a National spirit like Korea and Japan where they buy steel only from their respective country and urged Indian industry to have such kind of spirit.

He again assured that the Indian Government is focusing on having some kind of relief for the businesses affected by the imposition of steep tariffs by the USA and also improving the export environment by streamlining regulatory processes, addressing supply chain issues, and ensuring smooth trade. He emphasized on GST reforms to create domestic demand and provide liquidity to the exporters.