

Record of Discussion
Fourth Meeting of the Sub-Committee on Warehousing and Logistics under the Export Promotion Mission (EPM)

Date: 13th May 2026

Venue: Room 31, Ground Floor, Vanijya Bhawan, New Delhi

Chairperson: Shri Lav Agarwal, Director General, Directorate General of Foreign Trade

Participants: Details of participants are in Annexure I.

Agenda: Review of proposals submitted by eligible entities under Support for Facilitating Logistics, Overseas Warehousing & Fulfilment intervention under EPM

Additional DGFT in charge of EPM welcomed the Chair & participants, and presented the Broad framework and operational modalities of the Support for Facilitating Logistics, Overseas Warehousing & Fulfilment intervention and emphasised that the support under the intervention, in line with the notified guidelines, is intended to facilitate the establishment of overseas warehousing and logistics facilities through viability gap funding in the initial stages of the project, with a focus on leasing and rental support for faster operationalisation.

Additionally, it was also recommended to submit proposals in collaboration, covering legal and financial aspects in adequate detail, to avoid any overlap of benefits with other existing Ministry schemes, and to include clearly defined milestones in their outcome-oriented submissions.

The proposals and the associated deliberations are detailed as follows:

1. Electronics & Computer Software Export Promotion Council (ESC EPC)

- ESC EPC proposed to establish 2 warehousing facilities on the East Coast (New Jersey) and the West Coast (Los Angeles) of the United States of America. Each location would be approximately 10,000 sq. ft. in size. Support for India's long-term export growth is the broader stated rationale. The proposal envisages supporting a total of 40 companies over 2 years through this project.
- The expected benefits of the proposed facility were outlined, including a reduction in delivery timelines from the current 25-40 days down to 3-7 days, leading to improved buyer confidence.
- Year-wise cost estimates presented: Year 1, USD 1.60 million (open estimate); Year 2, USD 1.60 million; Year 3, USD 1.65 million; Total, approximately USD 4.85 million. Support amounting to approximately Rs. 27 crore per facility is being sought for a period of three years.

Sub-Committee Recommendation: The proposed financial estimates may require further rationalisation, and an appropriate milestone-based accountability mechanism should be incorporated to ensure performance-linked disbursal of support.

2. Services Export Promotion Council (SEPC)

- SEPC presented a proposal focused on the India-UAE corridor, with a total project cost of Rs. 40.00 crore over a period of 3 years. Proposed assistance under the intervention amounts to Rs. 19.42 crore, with a tapered support structure of 70% in Year 1, 50% in Year 2, and 30% in Year 3, with the remaining contribution from industry/users.
- The proposal envisaged a services-enabled model leveraging maritime and logistics services as the delivery mechanism for outcomes under the intervention, including warehousing, fulfilment, market access and ECEH integration, with SEPC acting as the nodal implementing agency.
- The proposal projected self-sustainability by Year 4, with estimated revenue generation of Rs. 17.50 crore against projected operational expenditure of Rs. 16.00 crore.
- SEPC informed that the Council has an existing example of a shared warehouse arrangement and is committed to providing further details separately.
- Suggestions to the notified guidelines were also proposed in brief.

Sub-Committee Recommendation:

- Since a services-enabled model constituted the USP of the proposal, it was advised to clearly articulate the key services proposed to be offered, along with the identified focus sectors and implementation approach.
- It was also observed that the Compound Annual Growth Rate (CAGR) assumptions proposed at the initial stage appeared ambitious, and that support with respect to certain components of the proposal may be sought under the INSIGHT intervention of EPM. Further, it was suggested that Indian Missions in the proposed foreign geographies may be actively engaged for obtaining on-ground insights and leveraging their existing institutional networks.

3. LEXSHIP

- LEXSHIP presented a proposal for an integrated origin-side E-Commerce Export Hub combining aggregation, customs handling, compliance support and overseas warehousing support.
- The proposal included India-based e-commerce export hubs, overseas warehousing support

across multiple export corridors, consolidated logistics and fulfilment systems, and MSME onboarding through a phased implementation model.

4. UVStacks Logistics Private Limited

- UVStacks presented a proposal for a four-company, integrated export ecosystem comprising the Gaiabay marketplace platform for Indian sellers, Vayulogi shipping services, UVStacks third-party logistics infrastructure, and Shopshipindia.com package forwarding and consolidation services for international markets with a focus on Canada and the United States of America.
- The company sought assistance of Rs. 10 crore under the intervention. The proposal includes overseas warehousing facilities spanning approximately 65,000 sq. ft. across Los Angeles, New Jersey and Vancouver, proposed to be operationalised in a phased manner from 50% capacity in Year 1 to 100% by Year 3.
- The proposal further included overseas fulfilment arrangements through contractual 3PL agreements for pick-pack-ship operations and last-mile delivery via authorised carriers across the proposed hubs, along with display and market access facilities in New Jersey and Los Angeles for B2B buyer interactions, product showcasing and wholesale order facilitation.
- An e-commerce export hub near IGI Airport, Delhi, has also been proposed to handle MSME goods intake, labelling, documentation, and airfreight consolidation for US-bound shipments.

5. CHEMEXCIL

- Functioning as the lead aggregator and institutional lessee/operator, with warehousing space proposed to be sub-allocated CHEMEXCIL presented a proposal for the establishment of 10 overseas chemical warehousing hubs across major export destinations, with a total project cost of Rs. 300 crore over 3 years. Assistance was sought at 30% of eligible lease and operational costs, subject to a ceiling of Rs. 10 crore per hub per year.
- The proposal envisaged CHEMEXCIL to MSME exporters. Member fee revenue has been proposed as the mechanism for long-term self-sustainability.
- The proposal covered geographies including China, the UAE and other major chemical export destinations, with a focus on awareness generation, trust-building with overseas buyers, and support to MSME exporters.
- 3PL players in niche markets had been identified, and market surveys, member consultations and external research inputs had also been incorporated into the proposal framework.

6. Federation of Indian Export Organisations (FIEO)

- FIEO presented a demand-led, three-phase implementation model comprising demand discovery, partnership building and legal formalisation & operations. The proposal envisages onboarding committed exporters across identified locations before the operationalisation of overseas facilities.
- The proposal covered 10 overseas locations across the Americas, Europe, Africa & Middle East, Asia and Oceania, including Los Angeles, Panama, London, Rotterdam, Singapore, Shanghai and Sydney/Melbourne.

Sub-Committee Recommendation: Detailed background research may be undertaken for the proposal, with emphasis on collaboration with EPCs and other relevant stakeholders through an integrated single-system approach.

7. Other key recommendations on Export Strategy and E-Commerce Growth by the Chair

7.1 Maximising Impact Within Limited Funds

- The need for prudent and outcome-oriented utilisation of public funds was emphasised, with a focus on maximising impact and ensuring accountability.
- Agencies funded under the initiative are expected to become financially self-sustainable by the end of 3 years. Proposal evaluation would prioritise value addition, a phased and milestone-based disbursement of funds linked to predefined performance indicators.

7.2 Phased Operationalisation of Overseas Warehousing Facilities:

- The proposed overseas warehousing facilities may be operationalised in a sequential and phase-wise manner based on market requirements and operational readiness across locations.

7.3 Leveraging Free Trade Agreements (FTAs) to Unlock Market Access

- Highlighted the need to strengthen the link between FTA provisions and market-access strategies to enable proactive positioning of India's export interests within emerging trade arrangements.
- It was also observed that FTAs and emerging market openings represent significant untapped headroom for EPM-backed overseas warehousing.
- EPCs were advised to map sector-specific FTA benefits and identify ways in which EPM-supported overseas warehousing could be leveraged to operationalise and maximise latent advantages arising from such trade arrangements.

- It was directed to develop a structured approach for translating FTA benefits into actionable export opportunities.

7.4 Creating a Bouquet of E-Commerce Platforms for Faster MSME Onboarding

- A bouquet of vetted e-commerce platforms may be identified and made available to all DGFT RAs.
- Detailed sessions to be held with respective RAs on the onboarding processes and operational models of such platforms to support national and state-level orientation efforts for MSMEs.

7.5 Setting the Scale of Ambition

- Emphasised that the key objectives of the initiative are to increase the value of exports and expand the exporter base, with emphasis on measurable on-ground outcomes and actual export growth
- The target of achieving USD 50-100 billion was noted as a significant and attainable opportunity for India, with adequate scope for participation from multiple companies across regions, thereby fostering broad-based growth and competitiveness.
- All eligible agencies should leverage other interventions under EPM. Orientation session on various interventions under EPM may be conducted for participating agencies.

Summary

- Proposals had been received from six agencies covering approximately 36 proposed facilities under the intervention, with an indication that nearly 50 such proposals may be under consideration during the current quarter.
- The need for a formal monitoring and evaluation framework was emphasised, including clearly defined benchmarks, performance indicators and prioritisation criteria for assessing long-term sustainability of participating agencies and interventions.
- Participating agencies and councils were encouraged to maintain a structured playbook capturing implementation progress, stakeholder engagement, challenges and measurable outcomes for future review and evaluation.
- RAs were advised to undertake proactive initiatives for the development of additional warehousing facilities catering to specific products and geographies. RAs were advised to focus on leveraging FTAs and emerging market openings through FLOW-supported warehousing.
- It was suggested that a basket of niche e-commerce platforms relevant to different sectors may be identified and made available to all RAs. Orientation workshops may also be conducted

under DEH to familiarise MSMEs and DICs with onboarding processes and sector-specific platforms.

- Importance of cost-efficient research and delivery mechanisms was emphasised, whilst ensuring product quality, to enhance India's competitiveness & positioning in international markets.
- All applicant agencies were also advised to submit their formalised proposals.

The meeting concluded with a vote of thanks to the Chair.

Annexure-I**List of Participants**

S.No.	Name of Participants	Designation	Department/ Ministry/ Organisation
1.	Shri Lav Agarwal	DG, DGFT	DGFT (HQ)
2.	Shri Lokesh H.D.	Additional DGFT	DGFT (HQ)
3.	Shri Md. Moin Afaque	Joint DGFT	DGFT (HQ)
4.	Shri A.G. Subramanian	Deputy DGFT	DGFT (HQ)
5.	Dr. Sampath Kumar	Additional DGFT	DGFT (RA Kolkata)
6.	Shri Aditya Chauhan	Assistant DGFT	DGFT RA Ludhiana
7.	Smt. Deepshikha	Assistant DGFT	DGFT RA Ahmedabad
8.	Representative		DGFT RA Hyderabad
9.	Representative		DGFT RA Mumbai
10.	Representative		DGFT RA Bengaluru
11.	Representative		DGFT RA Jammu
12.	Representative	Under Secretary (Economic Division)	Ministry of External Affairs
13.	Shri Sagar Kadu	Director	DPIIT
14.	Shri Amit K.R. Mukherjee	Under Secretary, IFD, COE	COE
15.	Shri Sanjeev Patil	COO	NHLML
16.	Shri Suvidh Shah	ADG, FIEO	FIEO
17.	Shri P T Srinath	Director, FIEO	FIEO
18.	Shri Manish Sharma	Joint Director	FIEO
19.	Shri Arun Gupta	Director General	TEPC
20.	Shri Mithileshwar Thakur	Secretary General	AEPC

S.No.	Name of Participants	Designation	Department/ Ministry/ Organisation
21.	Dr. Abhay Singh	Director General	SEPC
22.	Smt. Tanu Ray	Joint Director	SEPC
23.	Smt. Saumya Gupta	Deputy Director	SEPC
24.	Shri Vipin Vohra	National Chair, Transport, Logistics & Maritime Services	SEPC
25.	Shri Gurmeet Singh	CEO & ED	ESC India
26.	Shri KK Duggal	Sr. Director, Trade & Policy	GJEPC
27.	Shri Mahesh Mishra	Advisor	IOPEPC
28.	Shri Sachin Shah	Vice Chairman	PLEXCONCIL
29.	Shri Sanjay Singh	Deputy Director	PLEXCONCIL
30.	Shri Vikas Gupta	Executive Director	ESC
31.	Smt. Pami Gupta	Addl. Director (Finance)	CHEMEXCIL
32.	Shri Vishal Ganju	Executive Director	CHEMEXCIL
33.	Dr. Debjani Roy	Executive Director	SHEFEXIL
34.	Shri Prafulla Walhe	Deputy Executive Director	Texprocil
35.	Smt. Tanu Aggarwal	Deputy Director General	EPCEC
36.	Smt. Hana Syed	Assistant Director	EEPC India
37.	Shri Desh Raj Bhadana	Director	MEDEPC
38.	Shri A. Fayaz Ahmad	Deputy Director	Council for Leather Exports (CLE)
39.	Shri P. Dhanasekaran	Senior EPO	Council for Leather Exports (CLE)

S.No.	Name of Participants	Designation	Department/ Ministry/ Organisation
40.	Shri Naveen Sainani	Hon. General Secretary	Clothing Manufacturers Association of India (CMAI)
41.	Shri Kumar Siddhartha	Secretary, SGEPC	SGEPC (Sports Goods Export Promotion Council)
42.	Shri Gaurav Bhargava	Founder	UV Stacks Logistics Private Limited
43.	Shri Rishabh Bhargava	Director	UV Stacks Logistics Private Limited
44.	Shri John Paul Joseph	Director, Business Development	DHL
45.	Shri Ravi Manhass	Leadership Team	LEXSHIP
46.	Shri Padmanabhan Babu	Founder & CEO	LEXSHIP
47.	Shri Akshay Ghulei	CEO, International Shipping	Shiprocket
48.	Shri Varun Kanikher	Sr. VP, Corporate Affairs	Shiprocket
49.	Shri Ganesh Pandey	Lead, Corporate Affairs	Shiprocket
50.	Shri Dhruv Mathur	Senior Manager, Strategic Initiatives	Shiprocket
51.	Shri Ankush S.	Senior Director	Delhivery
52.	Shri Prashant Gupta	Head Govt. and Corporate Affairs	Meril Group
53.	Anuj	—	CEPC
54.	Representative	—	EPCMD India
55.	Representative	—	Xiaomi
56.	Representative	Executive Director	PLEXCONCIL

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57.	Representative	Business Development Manager	DHL