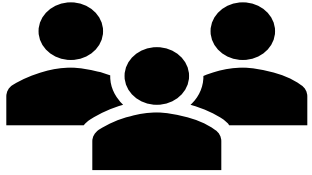


# "India Rising: The Next Wave of Economic Opportunities"

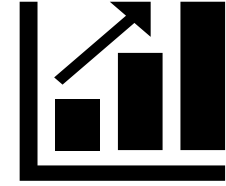
# India by the Digits: Capturing the Nation's Growth Story



400m Middle Class



Worlds Largest Population



20% of Global Growth



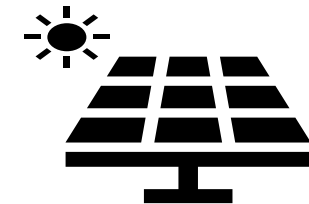
700m online shoppers



3<sup>rd</sup> Largest Economy



25% of global car growth



£500b in Energy

# SUCCESSFUL UK COMPANIES IN INDIA

## Top UK companies in India by growth

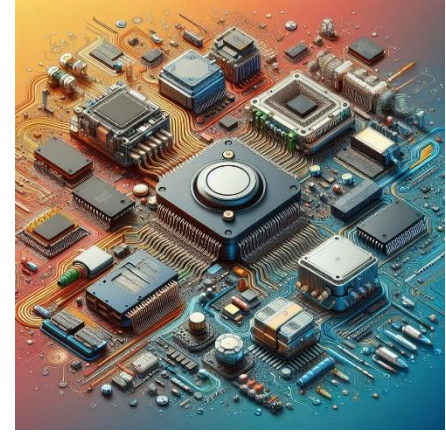


S No.	Company name	Sector	India region	Turnover growth (%)
1	Hyve India Private Limited	Business Services	Delhi	2,021
2	Omega Telecom Holdings Private Limited	Technology	Maharashtra	1,506
3	Petrofac Projects & Services India Private Ltd	Energy & Natural resources	Tamil Nadu	580
4	Niva Bupa Health Insurance Company Limited	Financial Services	Delhi	357
5	PJ Valves Manufacturing Private Limited	Industrial Products	Maharashtra	350





# Production Linked Incentives



# UK-India Strategic Partnership

This strategically important government to government initiative paved the way for the FTA

## UK-India Trade Agreement

The UK-India Free Trade Agreement (FTA), concluded on May 6, 2025, represents a significant milestone in bilateral relations between the world's fourth and sixth-largest economies

### OVERVIEW AND ECONOMIC IMPACT:

- The agreement is expected to boost bilateral trade by £25.5 billion (38.8%) by 2040
- UK exports to India are projected to increase by 59.4% (£15.7 billion)
- Estimated to increase UK GDP by £4.8 billion per year (0.1% growth) by 2040



# UK-INDIA TRADE AGREEMENT: KEY PROVISIONS

## REDUCTION IN TARIFFS



India will cut tariffs on 90% of tariff lines, with 85% becoming tariff-free within a decade; UK will eliminate tariffs on 99% of Indian exports



## EASE OF DOING BUSINESS

Faster customs clearance (within 48 hours for non-examined goods), simplified procedures, reduced paperwork

## SERVICES LIBERALISATION



Greater market access in telecommunications, financial services, and professional services

# INDIA: KEY SECTORS AND OPPORTUNITIES

- Tariff reduction:** 33% to 0% over 7 years
- Why it matters:** India imports most advanced machinery from US, Germany - now UK has level playing field
- Market size:** £500bn energy transition creating massive demand

ADVANCED  
MACHINERY



400m Middle Class

- Tariff reduction:** 100% to 10% under quota system
- Why it matters:** 25% of global car growth is in India - 101k UK cars sold last year alone
- Opportunity:** Premium positioning now accessible to middle-class buyers

AUTOMOTIVE



25% of global car growth

- Tariff Reduction:** 150% to 75% immediately, then 40% in 10 years
- Why it matters:** £25bn alcoholic beverage industry with growing middle class
- Immediate impact:** Your premium products now competitively priced

ALCOHOL INDUSTRY



£25b Alco Bev Industry

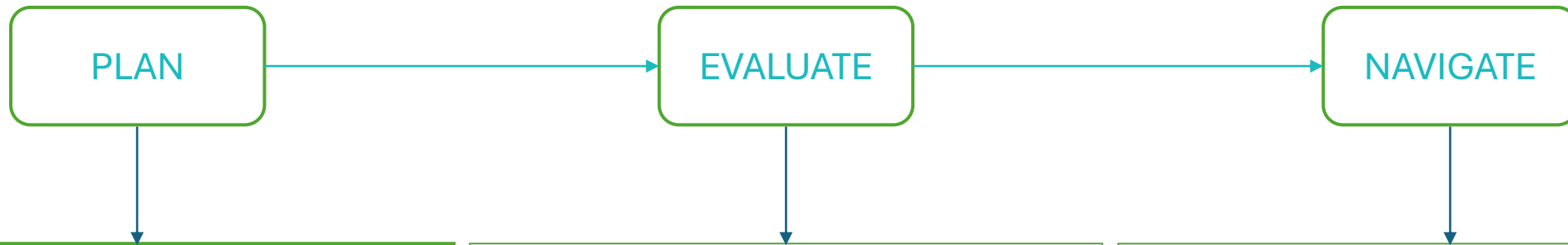
- Easier regulatory approvals** for drugs
- Why it matters:** Faster time-to-market, reduced compliance costs
- Opportunity:** World's largest generic drug market with quality demand growing

PHARMA



Worlds Largest Vaccine Producer

# ACCESSING INDIA: UKIBC BLUEPRINT



## CHECKLIST

- ✓ What business model works best? (Export only? Partnership? Local presence?)
- ✓ Do I need a partner in India?
- ✓ What are my maximum FTA benefits? Does my price point work in India?
- ✓ Can I meet Rules of Origin requirements?
- ✓ Register with HMRC for export
- ✓ Understand your tariff codes and FTA benefits

## CHALLENGES

- Market sizing
- Competitive landscape
- Regional differences
- Partner Assessment

## CHOICES

- Attend trade events - Missions and exhibitions in India.
- Regional DBT Support
- Export Services



# INDIA ENTRY BEST PRACTICES

<b>SUSTAINABLE RELATIONSHIP STRATEGY</b>	<ul style="list-style-type: none"><li>• BUILD LASTING RELATIONSHIPS</li><li>• ESTABLISH TRUST AS FOUNDATION</li><li>• EMBRACE PATIENCE</li><li>• RESPECT AND ADAPT TO CULTURE</li></ul>	<ul style="list-style-type: none"><li>• THINK STRATEGICALLY LONG-TERM</li><li>• BUILD CONSISTENT BRAND AWARENESS</li></ul>
<b>LOCALISED OPERATIONAL EXCELLENCE</b>	<ul style="list-style-type: none"><li>• ADAPT OFFERINGS WITH QUALITY CONSISTENCY</li><li>• IMPLEMENT STRATEGIC LOCAL PRICING</li><li>• COMMUNICATE IN LOCAL LANGUAGE AND CONTEXT</li></ul>	<ul style="list-style-type: none"><li>• BUILD LOCAL TALENT AND INFRASTRUCTURE</li><li>• CREATE FLEXIBLE SUPPLY CHAINS</li><li>• ESTABLISH INTEGRATED FINANCIAL OVERSIGHT</li></ul>
<b>DIGITAL ENGAGEMENT</b>	<ul style="list-style-type: none"><li>• USE E-COMMERCE PLATFORMS</li><li>• ENGAGE DIGITAL ECOSYSTEM</li></ul>	<ul style="list-style-type: none"><li>• DIGITAL MARKETING FOCUS</li><li>• PARTNER WITH INDIAN TECH</li></ul>



chris.hey@ukibc.com



## UKIBC's FTA Readiness Survey:



**Results in 2 minutes with a detailed readiness report**

LONDON CHAMBER  
COMMERCE AND INDUSTRY

CONNECT. CHAMPION. SUPPORT.

Barry Dass

Head of Strategy and  
International Trade Development



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# Doing Business in India: Cultural Understanding for UK Companies



# India **Then and Now** – The Evolving Context

- 1990s India: cautious, bureaucratic, inward-looking
- Today: global tech hub, world-class ambition
- Tradition and modernity coexist



# The New Generation Generation of Indian Indian Entrepreneurs Entrepreneurs

- Tech-savvy, globally connected
- Spiritual practices remain important
- Success and tradition coexist





# Understanding Cultural & Religious Religious Beliefs

- Respect for religious calendars
- Dietary sensitivity
- Politeness and formality in communication



# Building Trust & Relationships

- Relationships before transactions
- Trust takes time
- Hierarchy matters



# Practical Tips for First-Time Visitors

- Dress modestly and professionally.
- Use both hands when giving or receiving a business card.
- Greet with a slight nod or say “namaste
- Start with friendly conversation.
- Be patient with logistics.



# How the UK's Perception of India Has Evolved

- From outsourcing to partnering
- From low-cost to world-class
- India as a strategic partner



# What This Means Under the UK–India FTA

- FTA sets the rules
- Businesses make it real
- Relationships unlock value





# Final Thoughts – Culture as Competitive Advantage

- Understand people, not just policy
- Build relationships with patience and respect
- Culture is a strategic skill







# Exporting Made Easy

*Top tips to help you **scale your business to India**,  
one of the fastest growing economies in the  
world!*

---

*Presented by*



**Sarah Bell**

Public Affairs Director –  
UK, Ireland & Nordics  
**UPS Ltd**

7/24/2025





# Tips and Tricks for Export

## Essential preparation for exporting

Before you ship...

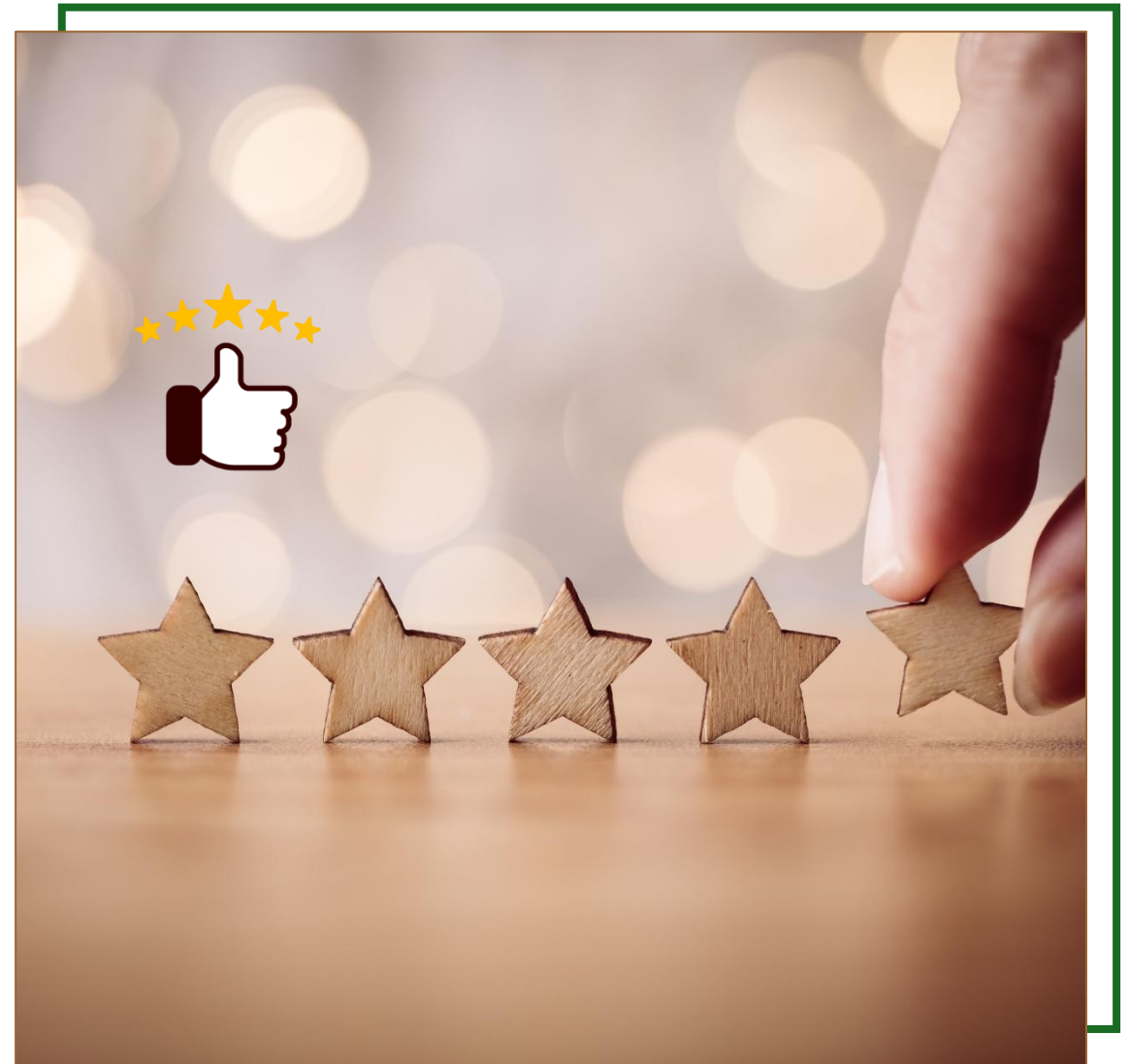
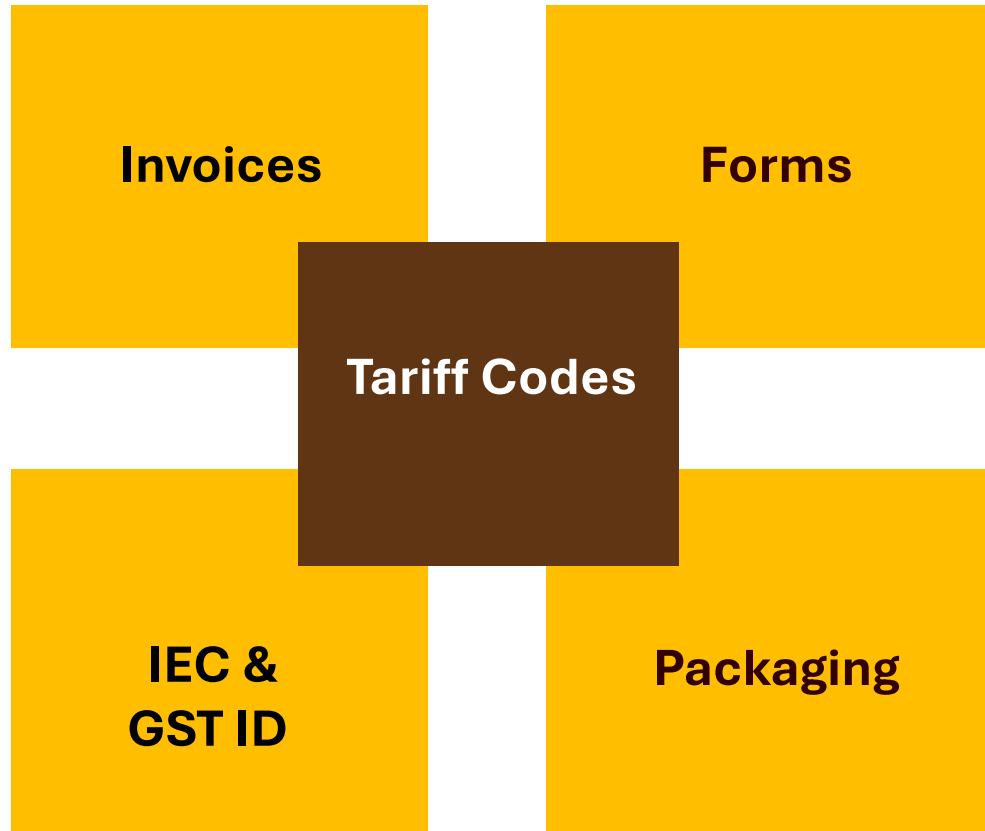


- Know **what** your product is
- Know **where** your product is going
- Know **which** forms are required
- Know **when** the package needs to get there
- Know **how** to prepare your package



# Shipping Tips

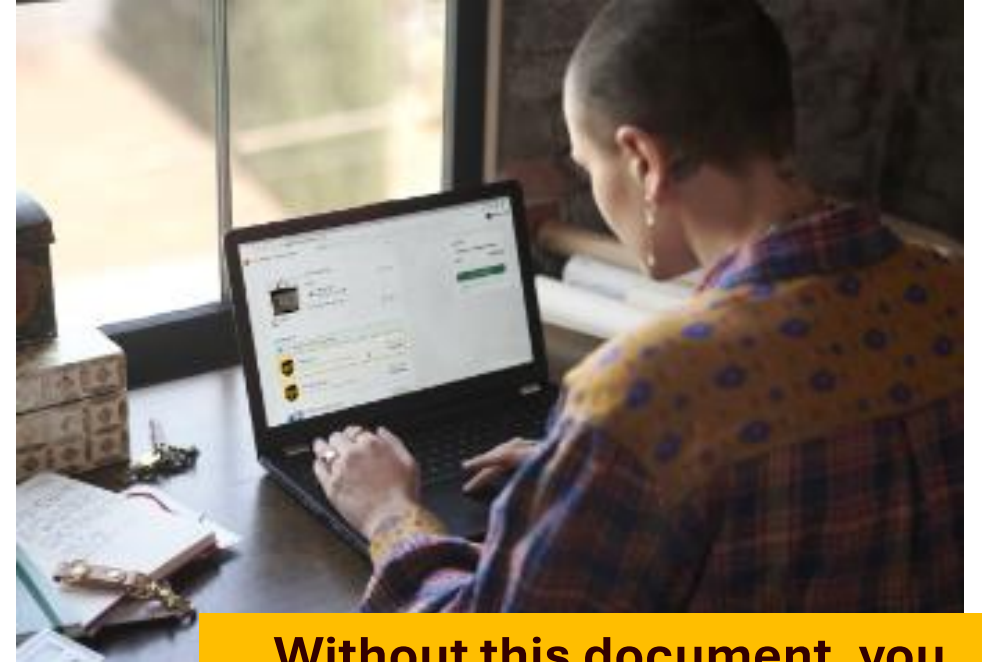
Key things to know when you **export**



## **Shipping Tip:** Always get your commercial invoices right

### **A good Commercial Invoice contains:**

- 1** A clear description of the goods/tariff code
- 2** The value and currency
- 3** The shipping terms
- 4** The reason for shipping
- 5** EC & GST ID



**Without this document, you cannot ship overseas. It is the basis of your customs declaration!**





# Why is it important I pick the correct code?

## Each tariff code has:



- A set rate of duty
- Possible license or other requirements/restrictions

## Choosing the wrong code will:



- Provide Customs with false information
- Lead to the importer paying too little or too much tax

# Customer Experience

Why it's so **important**



**Clear Fees**

**Safety**

**Visibility**

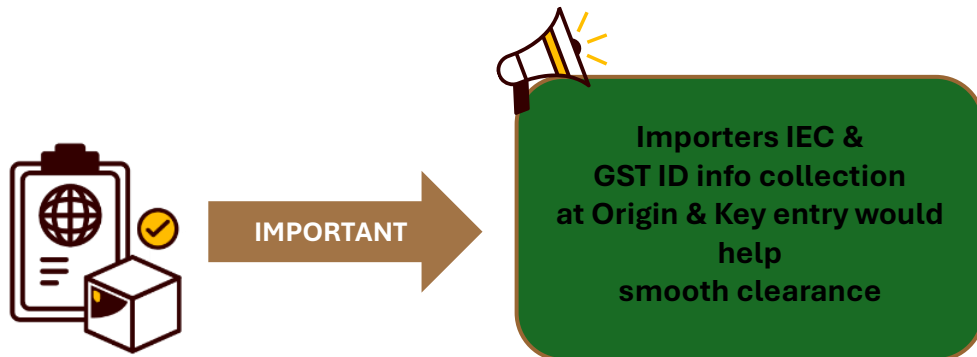
**Speed vs Cost**



# Shipping Tip: Low Value vs High Value Mode Shipments

## Low value

- Value Limit up to ₹100K or \$1,189
- Commercial sample and invoice requirement
- Gifts (dutiabale W.E.F Jan -2020)
- Shipments cleared immediately upon arrival through pre-clearance process provided GST/PAN and IEC information is available of Importers.
- Customs duty payment threshold limit ₹30K (\$357).



## High value

- Invoice Value above ₹100K or \$1,189
- Self clearance option through Broker/CHA
- Shipments cleared in 2-3 days upon receipt of the POA
- Customs duties to be paid by consignee/importer online directly to Customs or through Demand Draft.



### Mandatory Documents (from Importers)

- POA (Power of Attorney) - Authorisation in favour of UPS
- Importer - Exporter Code (IEC) & GST Number
- Commercial Invoice
- Technical Write up
- Any other documents as required by Customs

# India Export & Document Documents with KYC

## Import Documents

- Import Export Code (IEC)
- Goods & Services Tax Number (GST)
- Know Your Customer Registration
- Special Valuation Branch Registration
- AD Code & Bank Details
- Commercial Invoice & Packing List
- GATT Declaration
- Technical Write-up, Catalogue\*
- E - Waybill ( Above 50 Km or subject to state guidelines) \*
- Approval of Import Checklist

### (Special Requirement)

- DGFT Declaration or MRP Declaration
- Duty Exemption Certificate
- Clearance from Min of Env. & Forest
- Bureau of Indian Standard Certificate
- Wireless Planning Comm. License
- Other Specific Clearance & Licenses

## Export Documents

- Import Export Code (IEC)
- Goods & Services Tax Number (GST)
- Know Your Customer Registration
- Letter Of Undertaking (LUT)
- AD Code & Bank Details
- Commercial Invoice & Packing List
- SLI (Shippers Letters Instruction)
- Original Export document Set\*
- Guaranteed Remittance Waiver\*
- Export Declaration \*
- E – Waybill ( Above 50 Km or subject to state guidelines) \*

### (Special Requirement)

- Duty Drawback Declaration
- Duty Exemption Entitlement Cert.
- Export Promotion Capital Goods
- Export Oriented Unit Shipment
- Clearance MoEF\* (Ministry of Environment and forest)

## KYC Documents

### Individual B2C:

Any one of the following document

- Passport Copy with address page.
- Adhaar Card
- PAN Card
- Voter ID Card

### Firms, company, institution registered Under GST Laws:

GSTIN registration copy IEC,ID Proof of signing authority.

### Exempted/ Non-Registered firms, company, institution under GST Laws:

PAN Card, IEC , ID Proof of signing authority.

### Embassy/ U.N. Bodies/ Government entities:

Unique Identification Number (UIN) copy  
ID Proof of signing authority.



# FTA - Customs and trade facilitation

- **Speeds up customs clearance**, aiming to release goods within 48 hours if requirements are met and no physical inspection is needed, giving traders more certainty.
- **Simplifies procedures** for eligible traders, including allowing the payment of customs duties to be deferred until after the release of imported goods.
- Offers the ability to pay customs duties and taxes that cover multiple imports **at periodic intervals**.
- Reduces paperwork requirements by accepting **electronic documents**.
- Publishes customs laws and procedures **online** in English to increase transparency and clarity for traders.





# Enabling Connections Across India



Established in 1989



29 facilities, including package centers, hubs & terminals and headquarters



9 Airports served + Dedicated Airport Gateway



11 weekly flights to and from India



70+ strategic warehousing and distribution locations

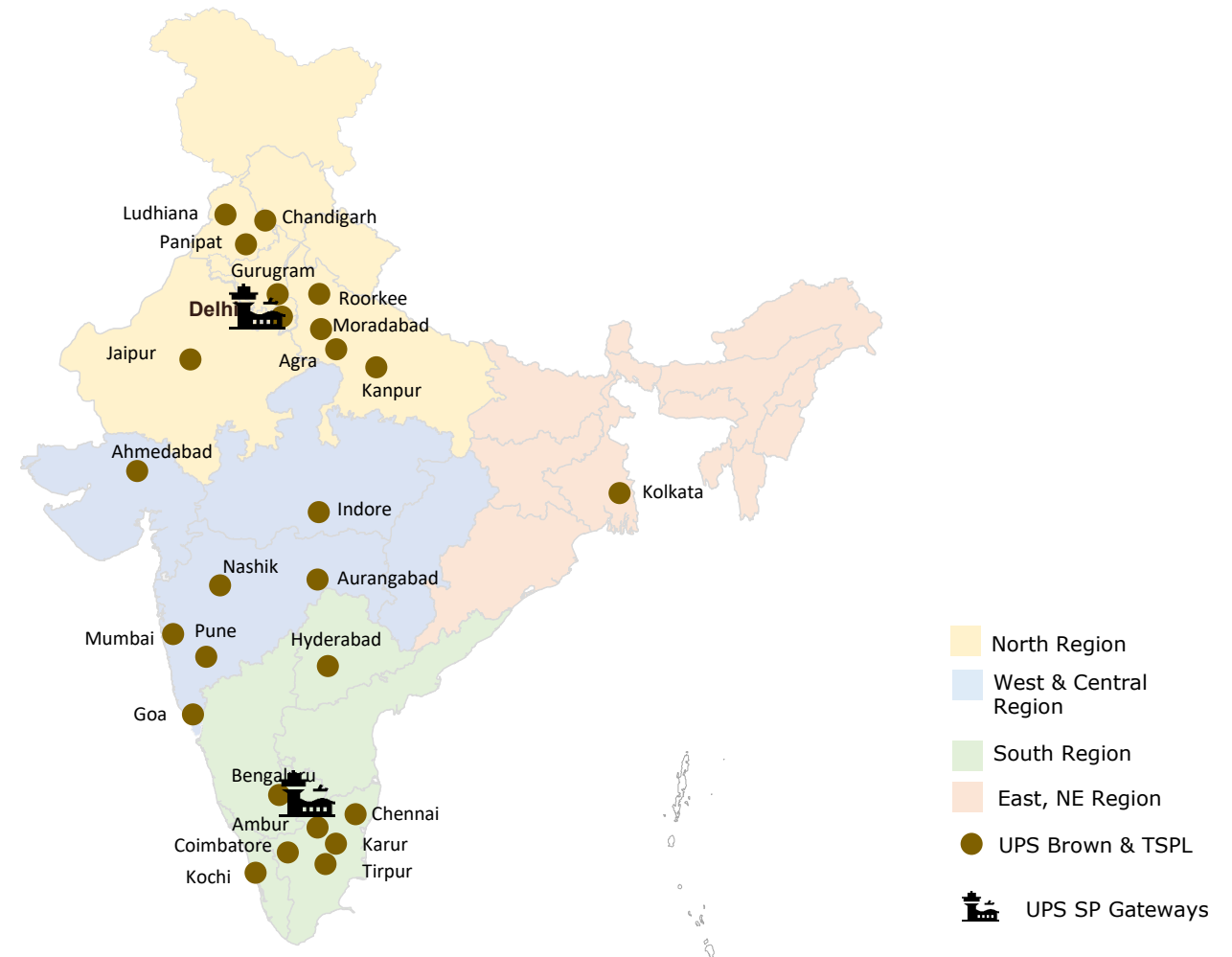


Wide range of services to balance speed and economy



24X7 for Express Customs Clearance in Delhi, Bangalore & Mumbai

## UPS Presence Across Major Indian Cities



## Top Tips: Keep in mind before entering the Indian market

- ① Do your research
- ② Ensure transparency and offer visibility
- ③ Deliver great customer experience
- ④ Get your paperwork in order
- ⑤ Reduce costs with good packaging
- ⑥ Work with trusted partners and mentors





# THANK YOU

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