Market Facilitation Services

Confederation of Indian Industry

CII Market Facilitation Services (MFS)

India's FTA Architecture
Enter. Expand. Diversify. Optimise.

In three-and-a-half years, India has concluded **nine landmark Free Trade Agreements — covering 38 countries and nearly two-thirds of global GDP.** These agreements eliminate or substantially reduce tariffs on Indian exports, creating structural cost advantages and extending preferential market access against competing nations. Further, **Hon'ble Minister of Commerce and Industry, Government of India, Shri Piyush Goyal has stated that 2–3 FTAs will enter into force within six months, 3–4 more will follow in 2027, and all nine will be fully operationalised within 9–10 months.**

The window to position first is narrow and closing. CII–MFS delivers the company- and product-specific intelligence, strategic advisory and outcome-driven insights to ensure your business captures this opportunity ahead of the market.

9 FTAs across 38

Developed & prosperous countries

~2/3

Share of global GDP covered by India's new FTA markets

~USD 863 Bn

India's total exports (FY26); ~5% YoY growth despite global headwinds

USD 1 Tn → USD 2 Tn

Export target: USD 1 Tn in FY26, USD 2 Tn over the next five years

Who We Are?

CII's Market Facilitation Services (MFS) offers fee-based, bespoke trade and investment facilitation services spanning **company- and product-specific market intelligence, sectoral analyses, market entry advisory, and operational cost optimisation** — for both inbound and outbound companies. As India's FTA architecture moves into implementation, MFS delivers the strategic intelligence and advisory to ensure Indian and global businesses act on the right opportunities first — with CII's institutional network behind every engagement.

India's Nine FTAs — Concluded

→ **India–Mauritius CECPA | Into force: April 2021**
India receives preferential access on 310 export items;
India's first African FTA; gateway to the continent

→ **India–UAE CEPA | Into force: May 1, 2022**
USD 100 Bn bilateral trade; 97.4% tariff lines;
99% of Indian exports by value at zero/concessional duty

→ **India–Australia ECTA | Into force: Dec 29, 2022**
Preferential access to Australia's ~USD 2 Tn market;
100% of Indian exports by value at zero duty

→ **India–EFTA TEPA Signed: Mar 10, 2024 | In force: Oct 1, 2025**
USD 100 Bn FDI; 1 Mn direct jobs;
4 premium European economies; life sciences & clean energy

→ **India–Oman CEPA Signed: Dec 2025 | In force: Jun 1, 2026**
99% of Indian exports by value (~USD 3.64 Bn) are duty free;
Gateway to West Asia & Africa via Duqm & Sohar ports

→ **India–UK CETA Signed: Jul 24, 2025 | In force: Jul 15, 2026**
99% of Indian exports by value are duty free;
India's broadest-ever G7 market access; USD 56 Bn corridor

→ **India–EU FTA Concluded: Jan 27, 2026 | EU ratification pending**
70% immediate duty-free access; ~99% export value coverage;
"Mother of all deals" — Gateway to the EU's 27-nation market

→ **India–New Zealand FTA Signed: Apr 27, 2026 | Ratification pending**
100% zero duty; USD 20 Bn investment pledged;
5,000 skilled-worker slots; Oceania & Pacific gateway

→ **India–US Interim Framework Delivered: Feb 7, 2026 | BTA negotiations ongoing**
Pathway to a Comprehensive India–US Trade Deal;
Reciprocal market access & supply chain resilience

Further FTAs Expected — 2027 and Beyond

→ **India–GCC FTA — ToR Signed: Feb 5, 2026 | Negotiations Launched: Feb 24, 2026**

- Strategic access to **6-nation Gulf bloc**
- **USD 178.56 Bn** — India–GCC bilateral trade (FY25)
- **15.4%** — GCC's share of India's global trade (FY25)
- **15.3%** — Average Annual Trade Growth (FY20-25)
- **~USD 2.3 Tn** — GCC GDP (2024)

→ **India–Israel FTA—** ToR signed Nov 2025; Round 1 completed: Feb 2026

→ **India–US BTA—** Building on Feb 2026 Interim Trade Framework

→ **India–Qatar CEPA—** CEPA discussions underway

→ **India–Canada FTA—** ToR signed Mar 2026; negotiations underway

→ **India–Chile CEPA—** Negotiations launched April 2025; talks nearing conclusion

→ **India–Peru FTA—** Advanced negotiation rounds completed

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Why CII–MFS?

- **Company-** and **product-specific research** enabling product & market diversification, market entry/expansion leveraging FTA benefits
- **Export Market Assessments** at the 6-digit HS code level aligned with FTA utilization across partner countries
- **Data-backed**, methodology-driven, **actionable insights**
- In-depth **sectoral** and **competitive analysis** across all FTA partner geographies
- **Client-centric** solutions calibrated to your strategic goals
- Deep-rooted **industry and government networks** — domestic and global
- **End-to-end support** from market assessment, advisory, and partner search to execution

Who Should Engage?

- **Exporters** targeting duty-free or preferential access across FTA markets
- **Importers** evaluating source-country diversification across FTA partners
- **Manufacturers from any sector** including textiles, engineering & capital goods, electricals and electronics, pharma, auto, leather & footwear, gems and jewellery, agri products, etc. seeking tariff advantages
- **Companies** seeking partner search and relevant matchmaking
- **Businesses** requiring FTA advisory, NTL & NTM mapping and compliance support
- **Firms** assessing supply chain transformation
- **International firms** evaluating India as an investment or sourcing destination

Key Sectors — FTA Opportunity at a Glance

- **Textiles & Apparel: Zero/near-zero duty** via UAE CEPA, UK CETA, Oman CEPA, EU FTA & NZ FTA — decisive cost edge over Bangladesh & Vietnam across five major markets simultaneously.
- **Engineering & Capital Goods: Preferential access** via UAE CEPA, UK CETA, EFTA TEPA, Oman CEPA & Mauritius CECPA — **India's largest goods export category** benefits across every concluded FTA.
- **Electricals & Electronics:** Preferential access across UAE CEPA, UK CETA, Australia ECTA, EFTA TEPA & EU FTA; **PLI-backed mobile phones, components & white goods** exports gain competitive duty advantage across all major FTA corridors concurrently.
- **Pharma & Medtech: Full tariff elimination** for pharmaceuticals under Oman CEPA & UAE CEPA; enhanced access via EFTA TEPA (life sciences) & UK.
- **Chemicals: 30–40% export growth projected** in the near-term under UK CETA; **preferential access** via UAE CEPA, Australia ECTA, Oman CEPA & EU FTA — India's diversified chemicals sector gains structured duty advantage across developed-economy markets.
- **Leather & Footwear: Full duty elimination** — UK CETA (up to 16% → 0%), Oman CEPA, UAE CEPA & NZ FTA — four export corridors unlocked within 3.5 years.
- **Auto & Auto Components: Duty reduction** under UK CETA & Oman CEPA; GCC FTA (negotiations launched Feb 2026) opens Saudi Arabia, Kuwait, Qatar, Bahrain — high-value next frontier for Indian auto exports.
- **Gems & Jewellery:** UAE CEPA — India's largest jewellery re-export hub; **full duty elimination** under Oman CEPA ; GCC FTA adds Saudi Arabia, Kuwait, Qatar & Bahrain to the opportunity set.
- **Agri & Marine Products: 99% duty-free** for shrimp & fish under UK CETA; UAE CEPA & NZ FTA open further corridors; India's agri exports near USD 51.2 Bn (FY25) — high value-addition headroom remains.

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How MFS Helps You Capitalise

Company-Specific Advisory Across the Full Trade Lifecycle

1 Assessment of Export Markets

→ Identify high-potential FTA markets for your specific products — assessed at the **6-digit HS code level** — ranked by duty advantage, demand intensity, and your specific post-FTA competitive position.

2 Market & Sectoral Analysis

→ Gain **incisive market intelligence** on FTA partner countries — market size, pricing benchmarks, demand forecasts, competitor landscape — to take informed strategic decisions before your competitors establish a foothold.

3 Market Entry Advisory (Outbound)

→ Company-specific **go-to-market strategies in identified FTA partner countries** covering regulatory mapping, distribution channel design, buyer identification, product-market fit, and competitive positioning — tailored to your product, scale, and sector.

4 Trade & Policy Advisory (FTA)

→ Map products to FTA tariff schedules, understand compliances, assess NTMs/NTLs, and quantify exact duty savings — converting trade policy into **measurable financial impact.**

5 Partner Search & Business Matchmaking

→ Access CII's **extensive global network** to identify relevant distributors, institutional buyers, and strategic partners across FTA markets— cutting months off the market entry timeline.

6 Market Entry Advisory (Inbound)

→ For **UK, EU, UAE and international companies in FTA-partner countries entering India** — intelligence on investment structuring, regulatory environment, sectoral opportunity, location advisory, and partner identification, backed by CII's institutional network.

7 Cost of Doing Business Analysis (CoDB)

→ For optimal investment alignment, **foreign firms in FTA-partner countries can benchmark India-related operating costs** — logistics, compliance, labour, duties — across national, sectoral, and peer levels to enhance pricing competitiveness and protect margins.

Translate India's FTA Framework into Measurable Competitive Advantage. Connect with CII MFS Today!

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