MFS CII Market Facilitation Services

Confederation of Indian Industry

CII Market Facilitation Services (MFS)

India–UK CETA Opportunity
Enter. Expand. Diversify. Optimise.

India and the UK have signed the **Comprehensive Economic and Trade Agreement (CETA)** eliminating duties on **99% of tariff lines** and opening the UK's USD 56 billion trade corridor to Indian businesses at unprecedented terms.

The Agreement entered into force on July 15, 2026, with the Double Contribution Convention (DCC) also becoming simultaneously operational. On Day 1, India exported goods worth over USD 140 million to the UK at zero duty — across 50+ consignments from 20+ locations, spanning ports, airports, ICDs, SEZs, and manufacturing facilities across India.

CII–MFS delivers the **company and product-specific intelligence** and strategic advisory to ensure your business captures this opportunity ahead of the market.

99%	USD 56 Bn	137	12-20%
Tariff lines eliminated on Indian exports to UK	India–UK bilateral trade; target to **double to ~USD 100 Bn by 2030**	Services sub-sectors opened under CETA	Projected 5-year CAGR for Engineering, Auto, and Industrial products

Who We Are?

CII's MFS division 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–UK CETA transforms the bilateral trade landscape, **MFS provides the strategic intelligence, actionable insights and focused advisory** to help Indian and global businesses identify, prioritise, and capture high-growth opportunities in the UK market — with precision, speed, and CII's institutional backing.

Why CII–MFS?

- **Company**- and **product-specific research** — not generic sector reports
- **Export market assessments** at the 6-digit HS code level
- **Data-driven**, research-backed, **actionable insights**
- In-depth **sectoral** and **competitive analysis**
- **Client-centric** solutions calibrated to your strategic goals
- Deep-rooted **industry and government networks** — domestic and global
- **End-to-end support**: from strategy and assessment to market connections

Who Should Engage?

- **Exporters** targeting duty-free UK market access under CETA
- **Importers** evaluating source-country diversification to UK
- **Manufacturers** in textiles, engineering, pharma, chemicals, leather & footwear, chemicals, agricultural & processed foods seeking to capitalise on tariff elimination
- **Companies** seeking to identify the right UK buyers, distributors, and strategic partners
- **Businesses** requiring FTA advisory and compliance support
- **UK firms** evaluating India as an investment or sourcing destination

CETA Sector Highlights

- **Engineering & Capital Goods:** Exports projected to **nearly double →** USD 7.5 Bn by 2030
- **Textiles & Apparel: 12% duty → 0%;** levels the playing field vs competitors like Bangladesh, Cambodia, and Vietnam
- **Leather & footwear:** Up to **16% → 0%; USD 8.5 Bn UK** market unlocked
- **Electricals & Electronics: PLI-linked segments gain improved UK market access,** with tariff cuts varying by product line
- **Pharmaceuticals & Medtech:** UK imports USD 30 Bn; India supplies **under USD 1Bn**
- **Chemicals: 30–40% export growth projected in the near-term under UK CETA**
- **Agri & Processed Food:** Zero-duty access on over 95% tariff lines; **50%+** export rise projected within 3 years
- **Gems & Jewellery:** Exports **projected to more than double** — reaching USD 2.5 Bn within 3 years

How MFS Helps You Capitalise?

Company-Specific Advisory Across the Full Trade Lifecycle

1 Assessment of Export Markets

- Identify high-potential UK market segments for your specific products — assessed at the **6-digit HS code level** — ranked by demand, competition, and your specific competitive position.

2 Market & Sectoral Analysis

- Gain **incisive UK market intelligence** — market size, pricing benchmarks, demand forecasts, competitor landscape — to take informed strategic decisions before your competitors establish a foothold.

3 Market Entry Advisory (Outbound)

- Build a UK-specific, **go-to-market strategy** 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 your products to CETA 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 prospects in UK such as institutional buyers, distributors and strategic opportunity — through targeted business matchmaking and trade delegation support.

6 Market Entry Advisory (Inbound)

- For **UK companies entering India** — comprehensive advisory on regulatory environment, sectoral opportunity, location advisory, investment structuring, and institutional support leveraging CII's on-ground presence.

7 Cost of Doing Business Analysis (CoDB)

- For optimal investment alignment, **UK firms can benchmark India-related operating costs** — including logistics, compliance, labour, and duties — across national, sectoral, and peer levels to enhance pricing competitiveness and protect margins in the post-CETA environment.

Translate India–UK CETA into Measurable Competitive Advantage. Connect with CII MFS Today!

prerna.buckshee@cii.in

mfs.cii.in

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