

Facilitating MSME Exports from Haryana

Awareness seminar at Panipat, Haryana; 9th November 2022

Mr. Raj Kumar Malhotra, Chairman, EPCH, addressing the gathering of member exporters alongwith Mr. Raman Chhabra, President, Young Entrepreneur Society, Panipat; Mr. Rakesh Rawat, FTDO, Joint DGFT, Panipat, Ministry of Commerce & Industry, Govt. of India; Mr. Manish Sharma, Regional Head, FIEO; Mr. Kuldeep Singh, Branch Manager, ECGC Panipat; Mr Pradeep Ojha, Joint Director, MSME Karnal, Govt. of Haryana; and Mr. R K Verma, Executive Director, EPCH



EPCH organised an awareness seminar with FIEO, on 'Facilitating MSME Exports from Haryana' at Panipat (Haryana) on 9th November, 2022. Present on the occasion were, Mr. Raj Kumar Malhotra, Chairman, EPCH and Chairman, Northern Region - FIEO; Mr. Raman Chhabra, President - Young Entrepreneur Society Panipat; Senior Members of Committee of Administration, EPCH like, Mr. Ravi K Passi, Mr. D. Kumar, Mr. Sagar Mehta, Mr. Prince Malik and Mr. Arshad Mir, also Chairman Handicrafts & Carpet Sector Skill Council; Mr. R K Verma, Executive Director, EPCH; Mr. Rakesh Rawat, FTDO, Joint DGFT, Panipat, Ministry of Commerce & Industry, Govt. of India; Mr. Manish Sharma, Regional Head, FIEO; Mr. Kuldeep Singh, Branch Manager, ECGC Panipat; Mr. Pradeep Ojha, Joint Director, MSME Karnal, Govt. of Haryana; Team from Intertek India Pvt Ltd led by Ms. Mini Sharma, Mr. Vipul Bhardwaj with their colleagues and leading exporters from Panipat.

Mr. Raj Kumar Malhotra, Chairman EPCH and Chairman, Northern Region - FIEO welcomed all the attendees and offered a brief synopsis on the topics of the seminar. He informed that standards and compliance in international markets are emerging as key determinants of handicraft export competitiveness and access to expansive export opportunities. Approximately 70% of Indian handicraft exports are to compliance-conscious markets, and global brands & buyers prefer to place orders with Indian suppliers who follow better working conditions, workplace standards, and environmentally sustainable production. He added, ECGC plays a very important role in securing export payments of exporters thus giving confidence to them to explore markets across the globe. He further added that the enhancement of export credit risk insurance cover to the bank up to 90% is a very good initiative by ECGC and would certainly facilitate



COA members, EPCH at the seminar - Mr. Sagar Mehta, Mr. Prince Malik, Mr. Ravi Passi, Mr. D. Kumar and Mr. Arshad Mir - Chairman Handicrafts & Carpet Sector Skill Council

export credit from banks to the small exporters at possibly reduced interest rates for them. And that EPCH has always recognised Standards, Safety and Compliance to be prime requisites for promoting exports and has always been at the forefront of organising series of awareness seminars on these topics through expert faculties on a pan-India basis. Exporters have evidenced their willingness and invested in preparing their manufacturing units for audits by all major buyers. This has increased buyer and seller confidence, and sourcing from India has increased significantly.

The technical experts from Intertek India - Ms. Mini Sharma and Mr. Vipul Bhardwaj made presentations on compliance and answered queries. This seminar organised jointly by EPCH and FIEO facilitated exporters from Panipat to address their issues related to ECGC, DGFT, MSME, compliance, testing and quality for further boosting exports from this production cluster.

Mr. Kuldeep Singh, Branch Manager, ECGC Panipat made a detailed presentation on the ECGC's schemes and benefits available to exporters. The Vote of thanks was proposed by Mr. Manish Sharma, Regional Head FIEO. ■