

Facilitating MSMEs for Export Markets

Awareness Seminars at various stations in Delhi-NCR & UP

Gurugram, Haryana; 7th January 2023

EPCH organised an awareness seminar on 'Facilitating MSME Exports from Haryana' at Gurugram(Haryana) on 7th January 2023. Present on the occasion were, Mr. Raj Kumar Malhotra, Chairman EPCH and Chairman, Northern Region - FIEO; Mr. Ravi Passi, Former Chairman EPCH and Convenor (Northern Region); Mr. Sanjeev Chawla, Director, MSME Development & Facilitation Office, Karnal; Mr. Jai Pal, Joint DGFT, Ministry of Commerce & Industry, Govt. of India; Mr. Maninder Kumar, Joint Commissioner, Central GST, Gurugram; Mr. Vishal Dhingra, Chairman, Sourcing Consultants Association (BAA), New Delhi; CA Mr. Manoj Kumar Goyal, Managing Partner, RHMS Company; Mr. Sanjay Behra Branch Manager (Gurugram), ECGC Ltd., leading exporters from Gurugram were present.

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 the seminar facilitated exporters to address their issues related to ECGC, GST, DGFT, MSME for further boosting exports. "Schemes and initiatives of Department of MSME, DGFT have played a pivotal role in promotion of handicrafts exports. EPCH has always been at the forefront of organizing series of awareness seminars through expert faculties on a pan-India basis," he further added. Mr. Ravi Passi, Past Chairman, EPCH and Convenor (Northern Region), said international trade

engages exporters on one hand and overseas buyers on the other. It is important that exporters produce their merchandise in accordance with the preferences of buyers fulfilling all international compliances in order to be a successful exporter. Mr. Sanjeev Chawla, Director, MSME Development & Facilitation Office, Karnal, informed that since



Mr. Raj Kumar Malhotra, Chairman, EPCH, addressing the gathering of member exporters alongwith Mr. Vishal Dhingra, Chairman, Sourcing Consultants Association (BAA), New Delhi; Mr. Ravi Passi, Former Chairman, EPCH and Convenor (Northern Region); Mr. Sanjeev Chawla, Director, MSME Development & Facilitation Office, Karnal; Mr. Jai Pal, Joint DGFT, Ministry of Commerce & Industry, Govt. of India; Mr. Maninder Kumar, Joint Commissioner, Central GST, Gurugram; CA Mr. Manoj Kumar Goyal, Managing Partner, RHMS Company; and Mr. Sanjay Behra, Branch Manager (Gurgaon), ECGC Ltd.



Mr. Rajesh Rawat, Addl. Executive Director, EPCH, initiating the session

handicrafts are a cottage industry predominated by MSME exporters, the Ministry of MSME, Govt. of India plays a crucial role in shaping and promoting MSMEs from the nation, and various incentives and initiatives are being under taken by MSME to promote schemes.

Mr. Maninder Kumar, Joint Commissioner, Central GST, Gurugram informed that the government has made a number of changes to simplify the requirements for filing e-returns, e-invoices, e-way bills, and other electronic documents as well as the GST provisions. The GST regime has achieved a number of goals for the implementation of new provisions under GST law for the benefit of taxpayers, and important decisions have been made by the government regarding GST rates on a range of goods and services based on the recommendations of the GST Council. Mr. Kumar stressed on the need for 'KYS' i.e Know Your Supplier in order for the entire GST chain to be compliant.

CA Mr. Manoj Kumar Goyal informed about the latest amendments undertaken in recent past to make the GST ecosystem robust in the years ahead.

Mr. Vishal Dhingra, Chairman, Sourcing Consultants Association (BAA) informed making businesses ready for Compliance, Inspection and Testing according to International Standards, the exporters can give upper edge to their present business to increase domestic, online and international presence. He further added, the fundamental skill of the trade is sourcing, or the process by which buying agents interact and establish business relationships with sources that provide products. The trade also aims to keep its exporters knowledgeable about the nuances of strategic sourcing and keep them informed of any recent developments in the sector.

Mr. Sanjay Behra, Branch Manager (Gurugram), ECGC Ltd made detailed presentation on the ECGC's schemes, and benefits available to exporters.

Various questions pertaining to GST refunds, Risky Exporters, ECGC schemes, MSME schemes, RoDTEP, Marketing and Compliances etc. were asked by the participants. The officials addressed all the questions and provided solutions to the exporters. ■

New Delhi; 19th January 2023

An interactive seminar on 'Facilitating MSMEs for Export Markets' was jointly organised by EPCH and FIEO at New Delhi on 19th January 2023. Present on the occasion were, Mr. Raj Kumar Malhotra, Chairman, EPCH and Chairman, Northern Region - FIEO; Mr. Saurabh Goyal, Deputy DGFT, DGFT RA New Delhi; Mr. Ravi Passi, Former Chairman, EPCH and Convenor (Northern Region); CA Mr. Manoj Kumar Goyal, Managing Partner, M/s RHMS Company; team from Intertek India Pvt Ltd led by Mr. Garish Malhotra; Mr. Saurabh Srivastava, AGM ECGC, New Delhi; Mr. Vishal Dhingra, Chairman, Sourcing Consultants Association (BAA), New Delhi; Mr. Arshad Mir, Member COA - EPCH & Chairman - Handicrafts & Carpet Sector Skill Council; Mr. Prince Malik, Member COA - EPCH; Mr. Simrandeep Singh Kohli, Member COA - EPCH; Mr. Rajesh Rawat - Addl. Executive Director EPCH and leading exporters from New Delhi.

Mr. Raj Kumar Malhotra, Chairman EPCH and Chairman, Northern Region - FIEO welcomed welcomed all the senior officials from various agencies such as DGFT, ECGC, Intertek,

Sourcing Consultants Association (BAA), GST and the leading exporters from Delhi and offered a brief synopsis on the topics of the seminar. He informed that international market standards and compliance are becoming a key factor in the competitiveness of Handicraft exports and access to a wide range of export opportunities. About 70% of India's handicraft exports are destined for compliance-conscious markets, and global brands and buyers prefer to order with Indian suppliers that comply with better working conditions, environment friendly workplace and production standards.

Mr. Ravi Passi, Former Chairman, EPCH and Convenor (Northern Region), said, ECGC plays a very important role in securing the export payments of the exporters thus giving confidence to them to explore markets across the globe. Mr. Saurabh Goyal, Deputy DGFT, DGFT RA New Delhi said that DGFT schemes & incentives have played a pivotal role in promotion of India's exports. Schemes like Interest Equalisation Scheme, EPCG scheme, MAI scheme, DFIA other schemes are available for exporters to help them increase

their exports. He also referred to schemes like Dak Niryat Kendra scheme, Committee on Quality Complaints and trade disputes (CQCTD) for dispute resolution.

Mr. Garish Malhotra, the technical expert from Intertek India made detailed presentation and informed how compliance requirement for global market also adds a significant cost burden on manufacturers, but this valuable investment actually helps to win export orders, increase turnover and profitability.

CA, Mr. Manoj Kumar Goyal informed about the latest amendments undertaken in recent past to make the GST ecosystem robust in the years ahead. He stressed the need to be GST compliant so as to avoid any notices or penalties issued by the department. Mr. Saurabh Srivastava - AGM, ECGC, New Delhi made detailed presentation on the ECGC's schemes and benefits available to exporters.'

Mr. Vishal Dhingra, Chairman, Sourcing Consultants Association (BAA) informed how exporters can give their current business an advantage by preparing for compliance, inspection, and testing in accordance with international standards. This will allow them to expand their domestic, online, and international presence. He further said, the fundamental skill of the trade is sourcing, or the process by which buying agents interact and establish business relationships with product suppliers. The trade also aims to keep its exporters informed of any recent developments in the sector and educate them on the nuances of strategic sourcing. ■



Above: Mr. Raj Kumar Malhotra, Chairman - EPCH, addressing the august gathering of member exporters along with Mr. Saurabh Goyal, Deputy DGFT, DGFT RA New Delhi; Mr. Ravi Passi, Past Chairman, EPCH and Convenor (Northern Region); Mr. Saurabh Srivastava, AGMECGC, New Delhi; Mr. Vishal Dhingra, Chairman, Sourcing Consultants Association (BAA), New Delhi; Mr. Prince Malik, Member COA - EPCH; Mr. Simrandeep Singh Kohli, Member COA - EPCH. Below: A view of participants of seminar



Sambhal, Uttar Pradesh; 28th January 2023



Mr. Avdesh Agarwal, Co-opted Member - COA EPCH and President - IHGF Delhi Fair Spring 2023 Reception Committee; Mr. Kamal Kaushal, President IIA Sambhal; Mr. Nadeem Khan, leading exporter from Moradabad; Mr. Atul Kumar, Director, CS Council and Expert - Cyber Security, Moradabad; and Mr. Naveen Gaur, Assistant Director, EPCH

A similar program was organised at Sambhal, Uttar Pradesh on 28th January 2023 with inclusion of topics like 'Protecting Business from Cyber Crime' and IHGF Delhi Fair. Mr. Avdesh Agarwal, Co-opted Member - COA EPCH and President - IHGF Delhi Fair Spring 2023 Reception Committee; Mr. Kamal Kaushal, President IIA Sambhal; Mr. Nadeem Khan, leading exporter from Moradabad; Mr. Atul Kumar, Director, CS Council and Expert - Cyber Security, Moradabad; and Mr. Naveen Gaur, Assistant Director-EPCH and leading exporters from Sambhal were present and shared their views and expertise with the participants at the seminar. ■