



**Asian Exporters' Chamber *of* Commerce and Industry**  
(Recognized by Ministry of Commerce, Govt. of India)

# WEEKLY VIEWPOINT

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**STAY INFORMED, STAY AHEAD..!**

**INTERNATIONAL  
NEWS**

**AECCI  
EVENT & SEMINAR -  
AUGUST 2023**

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**ARTICLE OF AECCI  
EXECUTIVE DIRECTOR**

**DISCOVER THE LATEST INSIGHTS  
OF THE DAY**

**VOL . 5.5**

**BY: VINUTH KUMAR( DIGITAL EFFORTS)**

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DGFT has issued amendments in the Import Policy of Items under HSN 8471 of Chapter 84 of Schedule-I (Import Policy) of ITC (HS), 2022 via Notification.

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Why govt banned imports of Laptops, computers? How will it help india? Here are all the answers

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EGC India excellency Legalisation services Pvt. Ltd.



# INDIA HAS UNTAPPED EXPORT POTENTIAL IN ITALY, BELGIUM, GERMANY, INDONESIA, FRANCE, UK

India's export basket has high complementarity with the import baskets of Italy, Belgium, Germany, Indonesia, France, and the UK. However, currently, these countries account for a low share of India's total exports reflecting untapped potential markets, an analysis of the trade complementarity index (TCI) carried out by CareEdge Ratings shows.

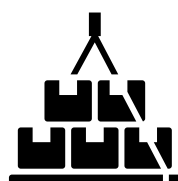
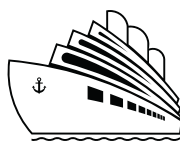
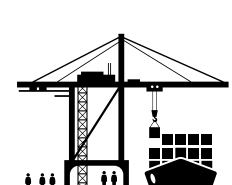
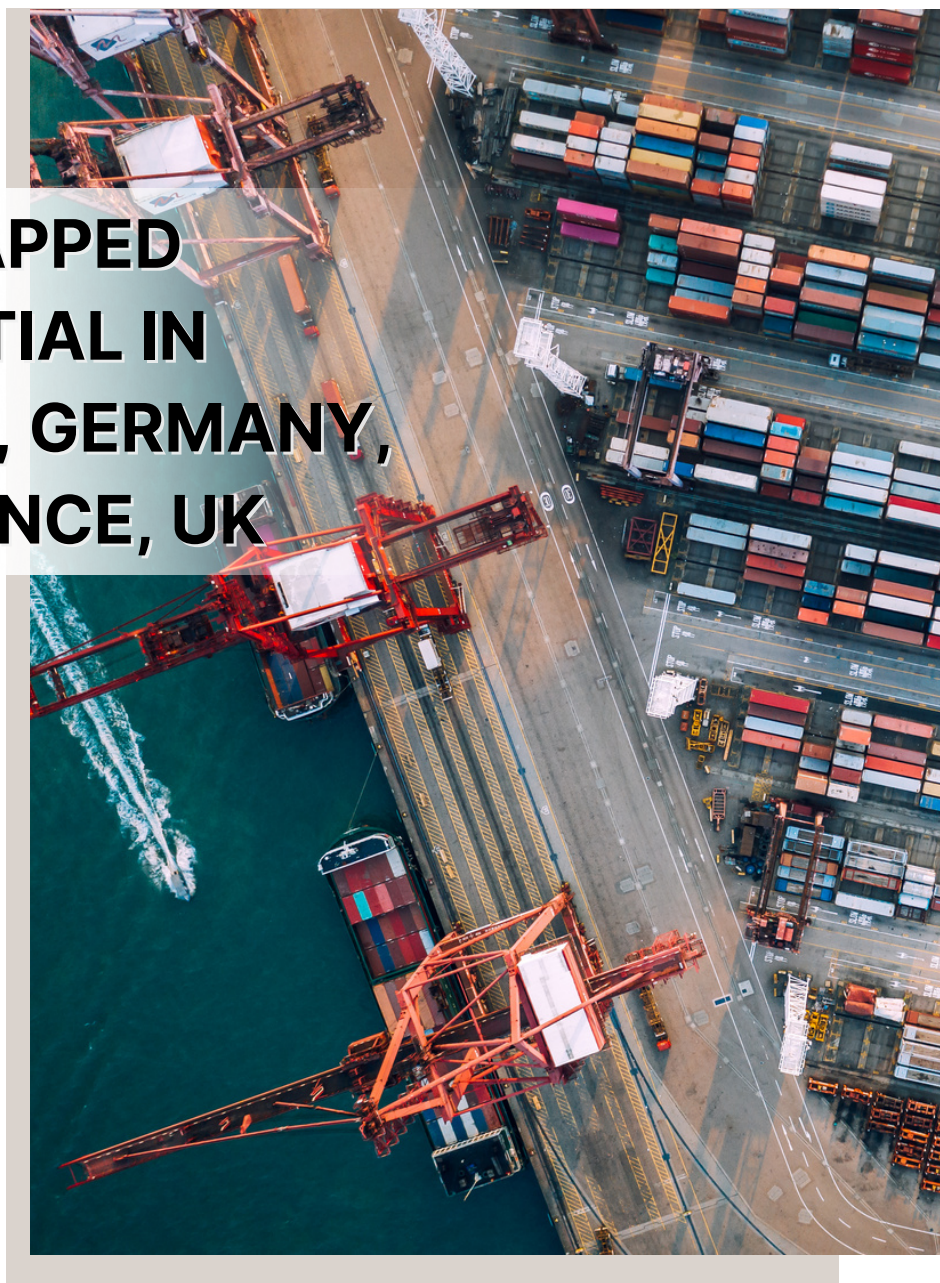
The analysis forms part of a knowledge paper titled 'Trade: The Fulcrum of India's Growth' published by CareEdge. The knowledge paper emphasises the critical role played by trade

in enhancing the welfare of any economy, while also laying down measures required to meet India's ambitious \$ 2 trillion export by 2030 target.

"The Indian economy has proved to be a testimony of resilience in the face of innumerable challenges. Trade has played a pivotal role in India's growth story so far and remains critical in the journey ahead. The present geo-political landscape presents India with an opportunity to establish itself as a global partner of choice. The recent headwinds from the global supply chain disruptions, negative spillovers from geo-political conflicts, and the slowdown in global growth have reiterated the need for strategic partnerships with like-minded countries", Mehul Pandya, MD & CEO, CareEdge Ratings, says.

According to the knowledge paper, India needs to adopt a multifaceted approach to truly harness the potential of new trade agreements. "India must focus on exports of goods and services in which it enjoys an RCA (Revealed comparative advantage). If RCA is greater than 1, it is interpreted that the country has a comparative advantage in exports. On the merchandise front, India has RCA in intermediate goods (1.6) and consumer goods (1.4). On the services front, India enjoys a comparative advantage in telecommunication, computer, and information services (3.3) and other business services (1.5)," the paper points out.

**Source : Fortune In**



# AECCI UPCOMING EVENTS & SEMINARS

## AUGUST 2023



Our Events & Seminar Division Proudly Presents Captivating Workshop

AUGUST 2023	MON	TUE	WED	THU	FRI	SAT	SUN
		1	2	3	4	5	6
	7	8	9	10	11	12	13
	14	15	16	17	18	19	20
	21	22	23	24	24	25	26
	27	28	29	30	31		

**AUG**  
**03**  
**NAVI MUMBAI**  
**EXPORT BENEFITS ON FTP**

10:00AM-4.00PM

04th Aug 2023 📍 Rajkot - TAC

05th Aug 2023 📍 Gandhidham - TAC

**AUG**  
**10**  
**NAVI MUMBAI**  
**AGRO EXPORT INDUSTRIES**

10:00AM-4.00PM

11th Aug 2023 📍 Rajkot - TAC

12th Aug 2023 📍 Gandhidham - TAC

**AUG**  
**17**  
**NAVI MUMBAI**  
**PRE & POST SHIPMENT  
DOCUMENTATION**

10:00AM-4.00PM

18th Aug 2023 📍 Rajkot - TAC

19th Aug 2023 📍 Gandhidham - TAC

**AUG**  
**24**  
**NAVI MUMBAI**  
**HOW TO REDUCE RISKS IN  
PHARMACEUTICAL INDUSTRY**

10:00AM-4.00PM

18th Aug 2023 📍 Rajkot - TAC

19th Aug 2023 📍 Gandhidham - TAC

### WHO SHOULD ATTEND?



**EXPORTERS &  
IMPORTERS**



**BUSINESS  
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# UNPAID INVOICES: OVERCOMING THE FINANCIAL STRUGGLE FOR EXPORTERS

ARTICLE BY



MS. TEHRIM MULLA  
EXECUTIVE DIRECTOR – AECCL

## Introduction

Exporters play a vital role in global trade, but they often face the daunting challenge of dealing with unpaid invoices. Unresolved payment issues can significantly impact exporters' cash flow, hinder business growth, and create financial

instability. This article explores common challenges exporters face with unpaid invoices and highlights how the Asian Exporters Chamber of Commerce and Industry (AECCL) can provide valuable solutions.

## Late Payments and Cash Flow Challenges:

Exporters frequently encounter delays in receiving payments from international buyers. This delay in cash flow can disrupt operational activities, hinder investment plans, and limit the ability to fulfill new orders. Additionally, it may lead to increased borrowing costs and financial strain on exporters.

## Currency Fluctuations and Exchange Rate Risks:

Exporters face currency risks when dealing with international trade. Fluctuations in exchange rates can affect the value of unpaid invoices, leading to potential losses or reduced profitability. This volatility adds an extra layer of uncertainty for exporters awaiting payment.

## Payment Disputes and Legal Complexities:

Unpaid invoices can result from payment disputes, non-compliance with contractual terms, or other legal complexities. Resolving these disputes can be time-consuming, expensive, and may require legal intervention. Lack of Trust and Creditworthiness: on in foreign jurisdictions. Exporters often lack familiarity with international legal systems, making it challenging to recover their dues efficiently.

## Lack of Trust and Creditworthiness:

Exporters may encounter buyers who exhibit a lack of trustworthiness or have a poor credit history. It becomes increasingly difficult for exporters to assess the creditworthiness of potential buyers, especially in unfamiliar markets. This lack of trust further exacerbates the risk of unpaid invoices.

## Potential Solutions:

### Robust Credit Management:

Implementing a comprehensive credit management system is crucial for exporters. This includes conducting thorough due diligence on buyers, obtaining credit reports, and establishing credit limits based on risk assessment. Regular monitoring of buyers' payment behaviors and creditworthiness can help mitigate the risk of unpaid invoices. AECCL addresses the issue of trust and creditworthiness through our business advice wing. We provide valuable insights and assessments of potential buyers' creditworthiness, helping exporters make informed decisions when extending credit. Our consultancy services guide exporters in building trust-based relationships with buyers and minimizing the risk of unpaid invoices.

## Clear Contractual Agreements:

Exporters should ensure that their sales contracts contain clear and enforceable payment terms, including deadlines, currency clauses, and penalties for late payments. Clearly defining the consequences of non-payment can act as a deterrent and provide a legal basis for pursuing unpaid invoices.

## Invoice Financing and Factoring:

Exporters can explore invoice financing options such as factoring or invoice discounting. These solutions allow exporters to obtain immediate cash flow by selling their unpaid invoices to a third-party at a discount. While it may involve a cost, it provides exporters with readily available funds to sustain their operations.

## Trade Credit Insurance:

Consider obtaining trade credit insurance to protect against non-payment risks. Trade credit insurance policies can provide coverage for unpaid invoices due to insolvency, bankruptcy, or political risks. Having this insurance in place safeguards exporters from potential losses and gives them confidence in extending credit to buyers.

## Alternative Dispute Resolution:

In case of payment disputes, exporters can explore alternative dispute resolution methods, such as mediation or arbitration, to resolve issues more efficiently and cost-effectively than traditional litigation. AECCI's legal wing specializes in resolving payment disputes and tackling legal complexities. Our experienced legal advisors and Arbitrators offer dispute resolution services, ensuring timely and cost-effective resolutions for exporters facing unpaid invoices. These processes offer a neutral platform for negotiation and can expedite the resolution of unpaid invoice disputes.

## Conclusion:

Unpaid invoices pose significant challenges for exporters, affecting their financial stability and impeding growth. By leveraging the expertise and resources offered by AECCI, exporters can overcome the challenges associated with unpaid invoices. Through robust credit management practices, clear contractual agreements, invoice financing options, trade credit insurance, and alternative dispute resolution methods, exporters can enhance their financial stability, improve cash flow, and mitigate the risks of unpaid invoices. AECCI stands ready to support exporters on their journey to success in the international market.

By proactively addressing these challenges, exporters can foster better cash flow management, enhance their competitiveness, and sustain their growth in the international market.





# DGFT AMENDS THE IMPORT POLICY OF ELECTRONIC ITEMS

The Directorate General of Foreign Trade (DGFT) has issued amendments in the Import Policy of Items under HSN 8471 of Chapter 84 of Schedule-I (Import Policy) of ITC (HS), 2022 via Notification. The Notification Stated, "In exercise of powers conferred by Section 3 and Section 5 of Foreign Trade (Development & Regulation) Act, 1992, read with paragraph 1.02 and 2.01 of the Foreign Trade Policy, 2023, as amended from time to time, the Central Government hereby makes the amendments under Chapter 84 of Schedule-I (Import Policy) of ITC (HS) 2022."

Policy condition No. 04 of the Chapter 84 is introduced as under: i. Import of Laptops, Tablets, All-in-one Personal Computers, and Ultra small form factor

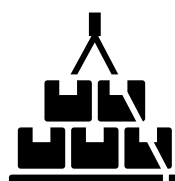
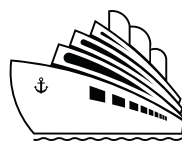
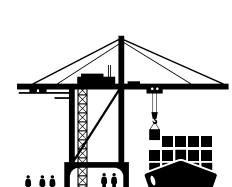
Computers and Servers falling under HSN 8741 shall be 'Restricted' and their import would be allowed against a valid Licence for Restricted Imports.

ii. The said Restriction shall not be applicable to Imports under Baggage Rules, as amended from time to time. iii. Exemption from Import Licencing requirements is provided for Import of 1 Laptop, Tablet, All-in-one Personal Computer, or Ultra small form factor Computer, including those purchased from e-commerce portals, through post or courier. Imports shall be subject to payment of duty as applicable.

iv. Exemption from import licence is provided for up to 20 such items per consignment for the purpose of R&D, Testing, Benchmarking and Evaluation, repair and re-export, Product Development purposes. Given imports shall be allowed subject to condition that the imported goods shall be used for the stated purposes only and will not be sold. Further, after the intended purpose, the products would either be destroyed beyond use or re-exported.

v. In reference to para 2.28 of the FTP regarding re-import of goods repaired abroad, licence for Restricted Imports shall not be required for repair and return of said items.

**Source : Indian Shipping News**



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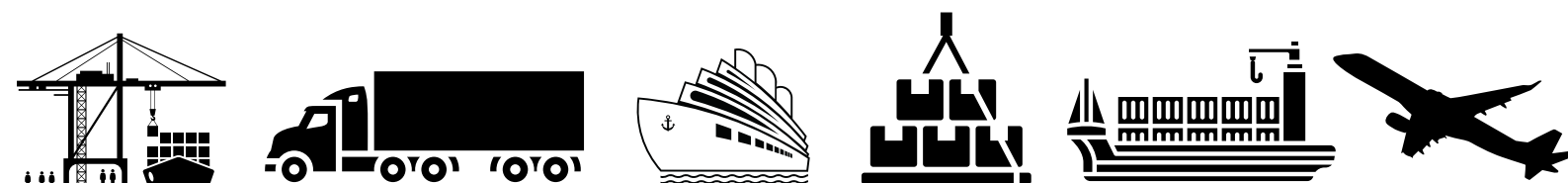
# HEADLINES

- DGFT has issued amendments in the Import Policy of Items under HSN 8471 of Chapter 84 of Schedule-I (Import Policy) of ITC (HS), 2022 via Notification.
- India needs to adopt a multifaceted approach to truly harness the potential of new trade agreements, says a CareEdge Ratings paper



The banner features the AECCEI logo on the left, which includes a gear and the text 'Asian Exporters' Chamber of Commerce And Industry Sourcing Enterprise'. Below the logo, the text 'AECCEI-TRADE ASSISTANCE CENTER' is prominently displayed in white on a red background, followed by 'EMPOWERING TRADE ACCROSS INDIA' in yellow. Contact information is listed at the bottom left: '+91-22-412 711 45 | 46 | 47', 'info@aecci.org.in', and 'Hilton Towers, 604, Sector - 11, CBD Belapur, Navi Mumbai - 400614'. The right side of the banner shows a stylized orange and white graphic of a city skyline with a large orange arrow pointing upwards and the text 'PAN INDIA' in white on a red background. A dashed line with location pins connects different parts of the skyline.

- India has announced limitations on the import of laptops, tablets, and some types of computers with immediate effect on security grounds and to stimulate domestic manufacturing.
- India must focus on capitalising investment opportunities and technology transfer, negotiation of removal of non-tariff barriers in the form of tariff quotas.



# WHY GOVT BANNED IMPORTS OF LAPTOPS, COMPUTERS? HOW WILL IT HELP INDIA? HERE ARE ALL THE ANSWERS

India has imposed import restrictions on laptops, tablets, and some types of computers with immediate effect, citing security reasons and to stimulate domestic manufacturing. As per the government, it is intended to promoting domestic manufacturing as well as to limit supplies from China, as the country has security worries about such products.

The action may reduce inbound shipments of these commodities from China and Korea. Importers of these commodities would now be required by the government to get authorization or a license for their inbound shipments. As per government officials, the limitation will allow India to acquire such gear only from "trusted partners."



Companies would now be required to obtain an import license under the new laws. This could cause a delay in the simultaneous release of new PC and laptop models in Indian marketplaces. "The said Restriction shall not be applicable to Imports under Baggage Rules, as amended from time to time," stated the Ministry of Commerce and Industry.

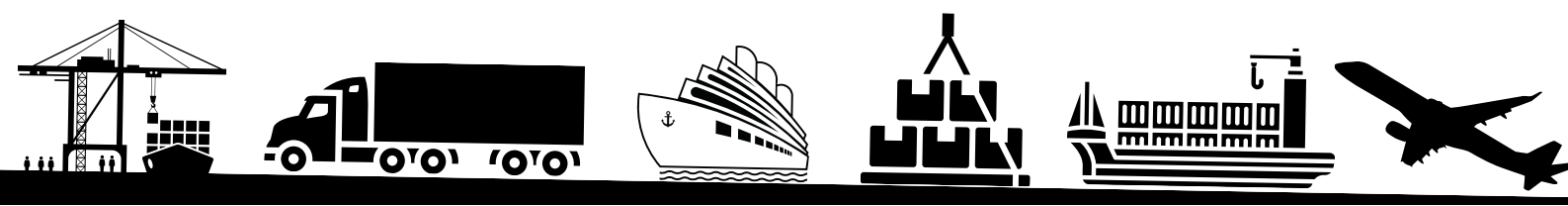
The import of one laptop, tablet, all-in-one personal computer, or ultra-small form factor computer, including those purchased from e-commerce sites via post or courier, is exempt from import licensing.

Furthermore, the exemption from import licensing will apply to up to 20 such items per consignment if they are intended for R&D testing, benchmarking, assessment, repair and re-export, or product development.

It is critical to remember that these imported items may only be utilized for the purposes specified and may not be sold within the country. When their intended function has been met, the products will either be rendered obsolete or re-exported.

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**Source : The economic times**







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- Cattle Feed

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- Quality
- Price
- Packing
- Shipment Mode
- Delivery Commitment
- Customer Service
- Flexibility
- International Norms & Standards



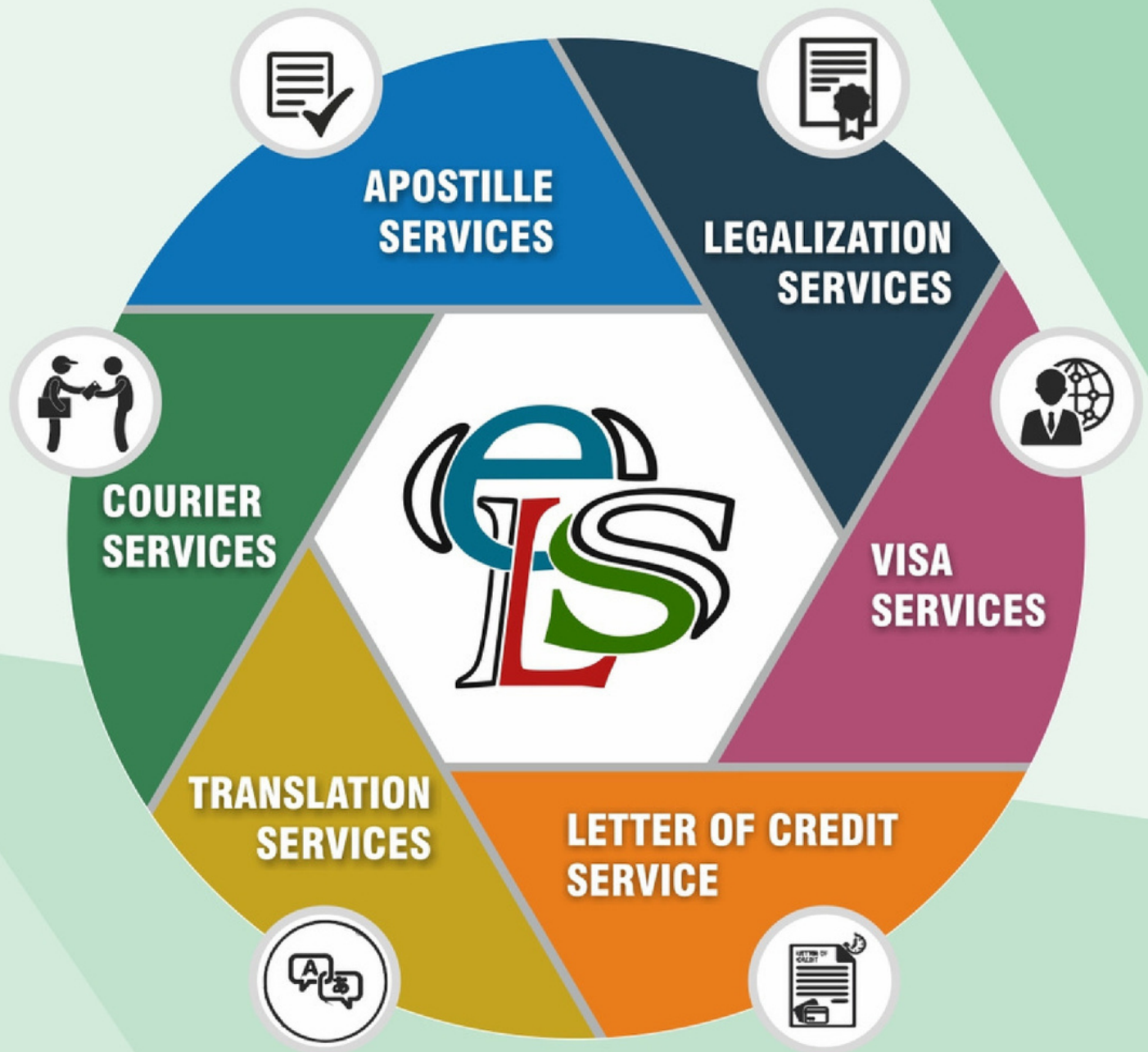
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