

Questions for discussion

1. Which of these barriers do you face in exporting your product(s) to countries in the EU? (There can be more than one barrier). Please also give concrete example(s) of the policy measure(s) that acts as a barrier, the affected product(s)/sector/industry and the name of the country imposing the restriction.
 - a. High tariffs or import duties in the EU
 - b. Uncertainty in the EU levying the import duties
 - c. Strict product standards in the EU
 - d. Difficulty in conformity/compliance with EU product standards (could be registration, certification, testing, inspection, quarantine)
 - e. Difficulty in meeting technical product requirements in the EU
 - f. Pre-shipment inspection difficulties for Indian exporters
 - g. Customs-related issues in the EU (or India)
 - h. Anti-dumping duties or safeguard measures imposed in the EU
 - i. Import licensing and/or import quotas imposed in the EU
 - j. Additional taxes or surcharges on imports imposed in the EU
 - k. Restrictions on access to foreign exchange for making payments
 - l. High costs of foreign exchange for making payments
 - m. Importing agency in the EU is a monopoly or controlled by the government
 - n. Restrictions on investment in the EU by an Indian company (investment not allowed at all or limits to investment or company must have EU ownership/majority presence in board of directors)
 - o. Insistence on use of local resources (workers, machines, technology, raw materials) by the EU
 - p. Restrictions in the EU on internal distribution of imported products
 - q. Restrictions in the EU on after-sale servicing of imported products (e.g. restrictions on import of accessory parts or services)
 - r. Subsidies provided by EU countries
 - s. Indian companies not allowed to bid for EU government contracts
 - t. EU companies get preferences (in terms of prices or in other ways) over Indian companies in bidding for EU government contracts
 - u. Restrictions in the EU on intellectual property rights related to exported product(s)
 - v. Difficulty in establishing that the product or inputs used are made in India
 - w. Administrative difficulty in getting the rules of origin certificate in India
 - x. High cost of getting the rules of origin certificate in India
2. Which of these barrier(s)/policy measure(s) have you taken up with the Ministry of Commerce/other line ministries for discussion in the EU-India FTA negotiations?
3. What are the chances of that barrier(s)/policy measure(s) being addressed in the EU-India FTA?
4. How will you benefit if the barrier(s)/policy measure(s) was favorably addressed in the EU-India FTA?
 - a. Increase in the quantity or value of your exports to the EU
 - b. Decrease in the price of your exports to the EU
 - c. Increase in the quality of your exports to the EU
 - d. Decrease in the costs of exporting to the EU
 - e. Increase in the number of EU countries that you export the product(s) to
 - f. Increase in the range/diversity of products that you export to the EU
 - g. Increase in the number of non-EU countries that you export the product(s) to

5. Are you an SME or an MSME?
6. How do any of the above barriers become more challenging for you because of your SME/MSME status?
 - a. I lack the information about the barrier/policy measure
 - b. It is too expensive to meet the product safety/technical standard
 - c. It is too expensive to get the rules of origin certificate
 - d. Exporting to the EU becomes unviable because of small size
 - e. Exporting to the EU becomes unviable because of no/low technology
 - f. Exporting to the EU becomes unviable because of no/low finance
 - g. I am unable to discuss my concerns with the authorities
 - h. My concerns are not important enough for the authorities
7. What are the chances of SME/MSME hurdles being addressed in the EU-India FTA?
8. How will you benefit if the SME/MSME hurdles were favorably addressed in the FTA?
 - a. Increase in the quantity or value of your exports to the EU
 - b. Decrease in the price of your exports to the EU
 - c. Increase in the quality of your exports to the EU
 - d. Decrease in the costs of exporting to the EU
 - e. Increase in the number of EU countries that you export the product(s) to
 - f. Increase in the range/diversity of products that you export to the EU
 - g. Increase in the number of non-EU countries that you export the product(s) to
9. Did you benefit from the EU's GSP scheme? If so, how:
 - a. Increase in the quantity or value that you exported to the EU
 - b. Decrease in the price of your exports to the EU
 - c. Increase in the quality of your exports to the EU
 - d. Decrease in the costs of exporting to the EU
 - e. Increase in the number of EU countries that you exported the product(s) to
 - f. Increase in the range/diversity of products that you exported to the EU
10. As an exporter, are you registered under the EU's Registered Exporter System or REX?
11. If you are NOT registered under REX, what are the reasons?
 - a. I do not know about REX
 - b. It is difficult to register under REX
 - c. It is difficult to self-certify origin of product or input used
 - d. It is easier to get a rule of origin certificate
12. If you ARE registered under REX, what are the advantages of this registration?
 - a. It is easy to do
 - b. It is easier to self-certify origin of product or input used
 - c. REX is easier than getting a rule of origin certificate
 - d. Registration under REX is cheaper than getting a rule of origin certificate
 - e. Registration under REX makes it easier to work with customs authorities in the EU or India
 - f. Registration under REX leads to less interference from customs authorities in the EU or India
 - g. Registration under REX leads to more transparency in exporting to the EU
 - h. Registration under REX leads to more efficiency in exporting to the EU