

# PROCURE INDIA

A MONTHLY NEWSLETTER DEDICATED TO  
INTERNATIONAL TRADE & COMMERCE

April  
2026



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# EDITOR'S NOTE

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April 2026 is a busy month for India's trade calendar. The India-UK CETA enters into force, making it the third major trade agreement India has concluded or brought into force in the first quarter of this year, after the EU FTA in January and the US Interim Agreement in February.

This edition covers what that means in practice ,for exporters claiming preferential duty, for buyers recalculating landed costs, and for both sides navigating the compliance requirements that come with a new agreement.

On the regulatory side, two changes came into effect on April 1 that are worth noting. The ₹10 lakh per-consignment cap on courier exports has been removed, and CBIC's deferred customs duty scheme for manufacturer importers is now live. Both are covered in the Regulatory Updates section with a focus on what they mean for buyers.



The logistics section this month looks at two developments that run in opposite directions. The Western Dedicated Freight Corridor is now fully operational ,a positive for cargo moving between northern India and JNPA. At the same time, freight rates remain elevated across multiple trade lanes due to the Strait of Hormuz disruption, which is still working through the system despite partial reopening.



The Product of the Month is Indian coffee, which crossed USD 2.13 billion in export value for FY26 ,the highest on record. The section covers who produces it, who buys it, what buyers assess, and where the UK CETA creates new access for processed coffee.



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# DESK OF THE CEO

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Three trade agreements in roughly 90 days is not something that happens often. The EU FTA, the US Interim Agreement, and the UK CETA together cover India's three largest export destinations. For buyers sourcing from India, the duty economics have shifted materially depending on where they are selling.

The UK CETA is the one that matters most right now because it is the one entering into force. The EU and US frameworks are still going through ratification and negotiation respectively. Buyers and exporters who want to benefit from day one need to have their rules of origin documentation in order before the first shipment, not after.



**Alouk Kumar**  
**Founder & CEO,**  
**Inductus Group**



On the freight side, the Hormuz situation remains the main operational concern for Q2 2026. Rates are elevated, routing has changed on several lanes, and the backlog from March has not fully cleared. Buyers with suppliers in western India routing through Gulf ports should confirm current schedules with their freight forwarders before locking in delivery timelines.

India's coffee export record this year ,USD 2.13 billion ,is a useful illustration of where the broader export story is heading. Volume did not increase dramatically, but value did, because Indian exporters have been moving toward processed and value-added categories rather than just green beans. That pattern is visible across multiple sectors, and it is relevant for buyers thinking about what they can source from India beyond the standard categories.



# Market TRENDS



## INDIA-UK CETA: WHAT COMES NEXT AFTER THE SIGNING



India and the UK signed the Comprehensive Economic and Trade Agreement (CETA) on July 24, 2025. Commerce Minister Piyush Goyal confirmed in mid-March 2026 that the agreement is expected to enter into force in April 2026, making it one of the fastest FTAs to move from signing to implementation on the UK side, where the process typically takes around 18 months. Final ratification requires UK Parliament approval and sign-off from India's Union Cabinet, after which both sides will notify a mutually agreed implementation date.

Current bilateral trade between India and the UK stands at approximately USD 56 billion. The agreement targets doubling that figure by 2030.

## ✦ What Indian Exporters Gain

99% of Indian goods will enter the UK at zero duty once the agreement is in force. This covers textiles, leather, footwear, gems and jewellery, marine products, engineering goods, chemicals, and a range of agri-products. The UK side does exclude certain categories ,sugar, milled rice, pork, chicken, and eggs are not covered ,but the overall tariff offer is broad.



For Indian exporters, the more immediate benefit is price competitiveness against other origins. India's key competitors in textiles and footwear ,Bangladesh, Vietnam, Sri Lanka ,do not have equivalent preferential access to the UK market, which changes the landed cost comparison for UK buyers.

India's tariff reductions under the **CETA** are valued at over **USD 542 million** at current trade levels, rising to approximately **USD 1.22 billion** over the 10-year implementation period. Source: **IBEF, 2025**

## ✦ What the UK Gains

India has opened 89.5% of its tariff lines, covering 91% of UK exports. Immediate zero-duty access applies to 24.5% of UK goods, with the rest phased in over time.

The headline concessions are on Scotch whisky and automobiles. Whisky tariffs drop from 150% to 75% immediately, falling further to 40% by 2035. Car tariffs, currently above 110%, come down to 10% over five years under a quota-based system. UK exports of cosmetics, biscuits, chocolates, medical equipment, and aerospace parts also benefit from lower duties.

The UK government estimates duty savings for UK exporters of around £400 million at entry into force, rising to £900 million after ten years. Automobile exports to India are projected to increase by 311% and spirits exports by 180% as tariffs come down. By 2040, the UK's own assessment puts the GDP impact at £4.8 billion.



## Services and Professional Mobility

The CETA covers services as well as goods. Indian IT, ITeS, financial services, legal and professional services firms get greater market certainty in the UK. On the other side, UK services exporters get clearer terms of access to India's growing economy.

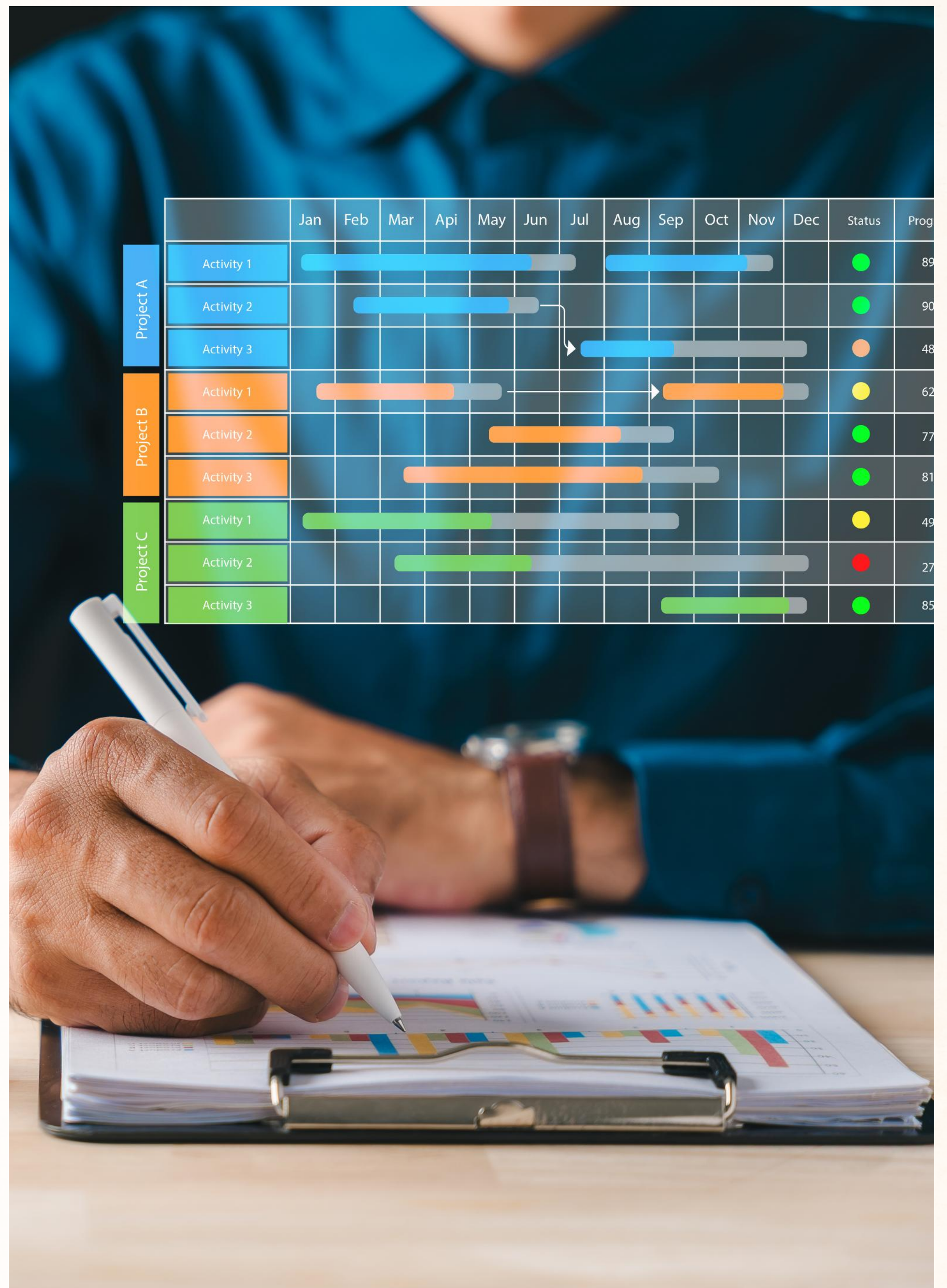
Alongside the CETA, both countries have signed a Double Contribution Convention (DCC). This means Indian professionals working temporarily in the UK, whether deployed by companies or on individual contracts, will not have to pay social security contributions in both countries simultaneously. The exemption applies for three years and covers professionals across all service sectors.

## What to Watch

The financial projections are based on current trade volumes. How much of the tariff benefit actually gets used will depend on whether exporters can meet the rules of origin requirements set out in the agreement. Long staging periods and administrative requirements can limit uptake in practice, particularly for smaller firms.

The UK Parliament's Business and Trade Committee has flagged this specifically, recommending that the government publish regular data on how widely tariff preferences are being used once the agreement is live.

India has also protected a range of sensitive sectors, dairy, cereals, pulses, gold, smartphones, and certain polymers are excluded from liberalisation on the Indian side.



UK buyers sourcing from India should check their specific **HS codes** against the **CETA** tariff schedule now. For categories going to zero duty at entry into force, the cost difference is immediate. **Indian suppliers in textiles, leather, gems,** and engineering goods are the most directly affected. Rules of origin documentation will need to be in place from day one to claim the preferential rate.

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# REGULATORY UPDATES

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## ★ COURIER EXPORT CAP REMOVED ,EFFECTIVE APRIL 1, 2026

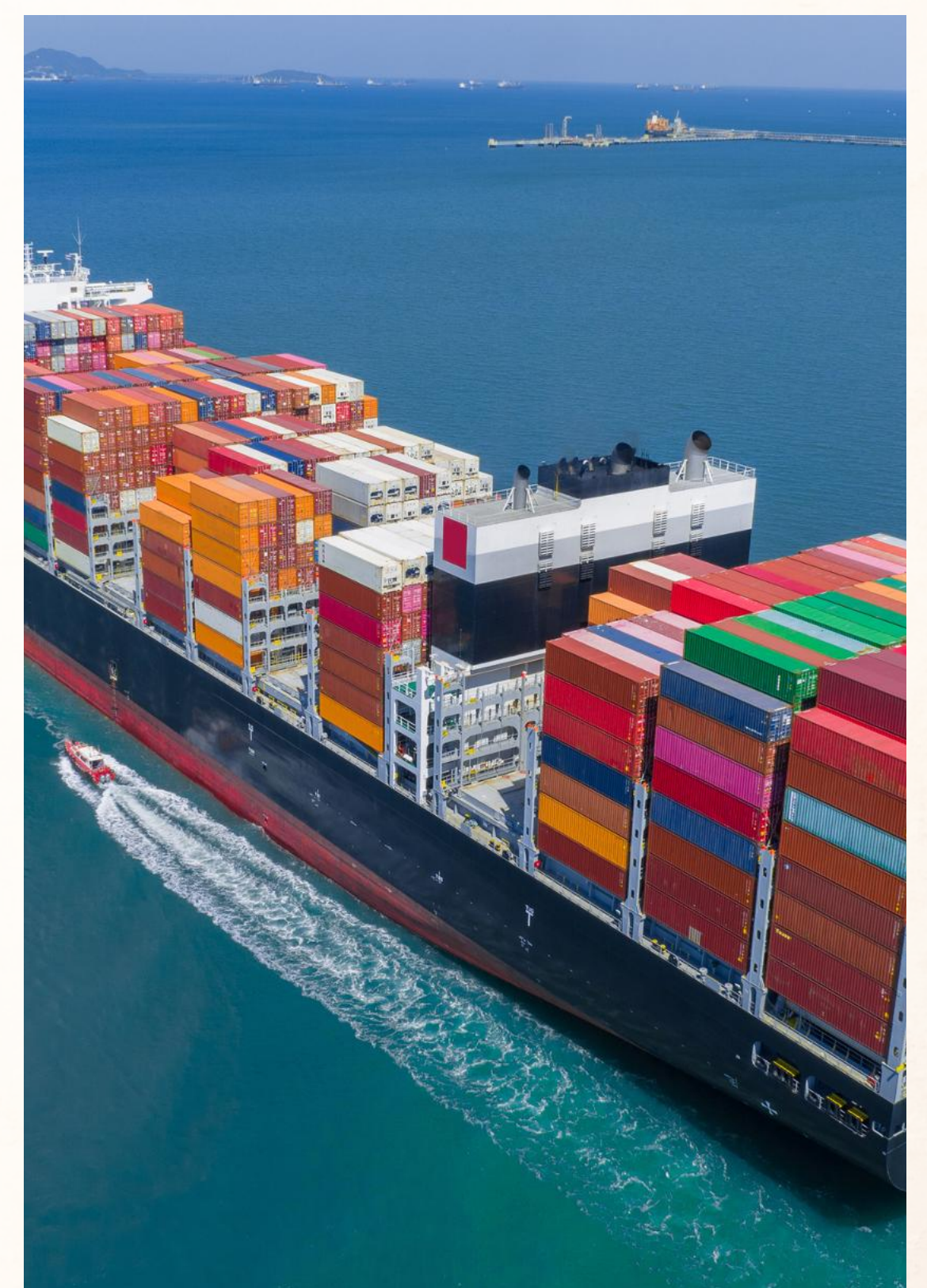
Until March 31, 2026, Indian exporters sending goods via courier could not ship more than ₹10 lakh (approximately USD 12,000) per consignment. If an order exceeded that value, it had to be split across multiple shipments. That limit has now been removed.



From April 1, 2026, exporters can send a single courier consignment of any value. The change was notified by both DGFT (Notification No. 67/2025-26) and CBIC (Notification No. 33 and 34/2026-Customs) and applies to all registered courier services and foreign post offices. The goods still need to comply with standard export policy under ITC(HS), the cap removal does not change what can or cannot be exported, only the value limit per shipment.

Along with the cap removal, CBIC has introduced a Return to Origin (RTO) mechanism for uncleared shipments. If a courier consignment is not cleared within 15 days of arrival at the destination, it can now be returned to the Indian exporter through a defined process. A dedicated module for this has been added to the Express Cargo Clearance System. Previously, handling returned or rejected courier parcels involved a separate, more complicated procedure. This brings some clarity to what happens when a shipment does not clear.

For buyers, this matters in categories where orders are high in value but physically small, gems and jewellery, pharmaceutical samples and formulations, specialty textiles, handicrafts, and precision components. Previously, a supplier fulfilling a USD 30,000 order via courier would have had to split it into three or more separate consignments, each with its own documentation. That is no longer required.



**India's cross-border e-commerce** and courier export market is estimated at **USD 37 billion** in potential export value. The ₹10 lakh cap had been in place since the original courier regulations and had not been revised despite significant growth in high-value courier trade. Source: **DGFT, March 2026**

For buyers sourcing from Indian manufacturers who import inputs, which is common in electronics, engineering goods, and chemicals, this reduces the amount of working capital their supplier has tied up at the import stage. It does not directly change the price of goods, but suppliers with less cash locked up in duty payments at clearance are generally in a better position to manage production timelines and order fulfilment.



## DEFERRED CUSTOMS DUTY FOR MANUFACTURER IMPORTERS, APRIL 2026 TO MARCH 2028

CBIC has introduced a deferred customs duty payment facility for a category called Eligible Manufacturer Importers (EMI), effective April 1, 2026, and running through March 31, 2028.

Under this, approved manufacturers who import raw materials or components no longer have to pay customs duty at the time of clearance. Instead, they pay on a monthly basis. To qualify, a manufacturer needs to meet compliance and financial criteria set by CBIC and apply through the AEO portal.

The **courier cap removal** is the more immediate change for most buyers. If you are placing high-value orders that were previously being split across multiple courier shipments, your supplier can now consolidate them into one. Check with your supplier whether they are using registered courier services that fall under this notification.

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# LOGISTICS SPOTLIGHT

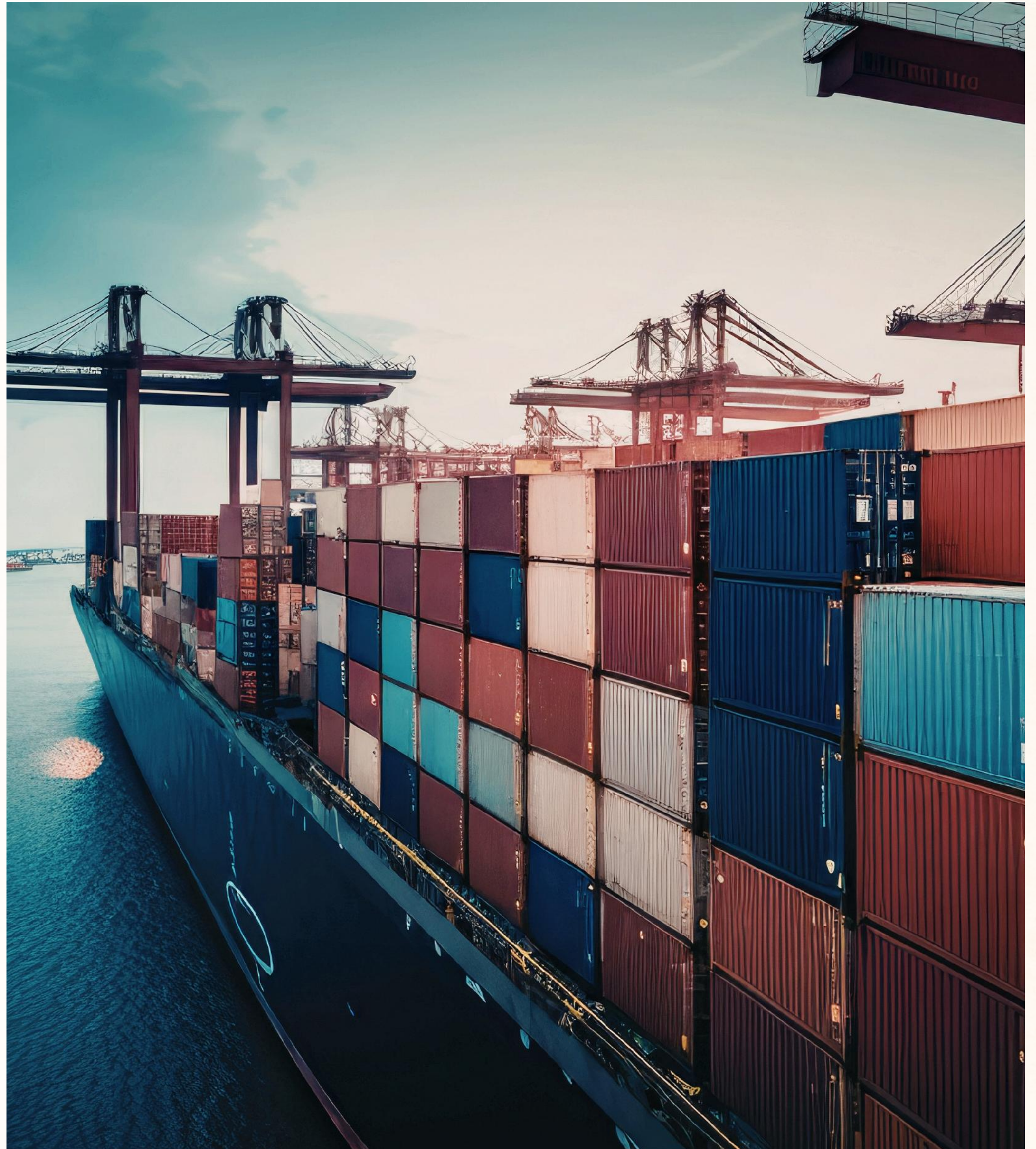


## WESTERN DEDICATED FREIGHT CORRIDOR ,FULLY OPERATIONAL

The Western Dedicated Freight Corridor (WDFC) is now complete. On March 31, 2026, DFCCIL completed the final 102 km section connecting Jawaharlal Nehru Port Terminal (JNPT) to New Saphale (Vaitarna), confirmed by a successful freight train trial run in both directions on the same day.

The full corridor runs 1,506 km from JNPA (Nhava Sheva) in Maharashtra to Dadri in Uttar Pradesh, near Delhi. The Eastern Dedicated Freight Corridor, covering 1,337 km from Ludhiana to Sonnagar, was fully commissioned in 2023. Both corridors are now operational.

What this means in practice: container trains can now run directly from India's largest container port to inland.



freight hubs in the Delhi-NCR region, Haryana, and Rajasthan on tracks that are separate from the passenger rail network.

Previously, freight trains shared lines with passenger services, which limited speed, frequency, and reliability. That constraint no longer applies on this route.

Currently, rail handles around 17-18% of JNPA's container cargo volume. With the full corridor now in place, that share is expected to rise to 25-30%.

JNPA handled **8.17 million TEUs in FY26**, up 11.94% year on year, and set a single-month record of 747,060 TEUs in March 2026. Source: JNPA / Maritime Gateway, April 2026



## FREIGHT RATES ,CURRENT PICTURE

Since the Strait of Hormuz was effectively closed from February 28, 2026, following US-Israel strikes on Iran, major carriers including Maersk, MSC, Hapag-Lloyd, and CMA CGM rerouted vessels around the Cape of Good Hope. This adds 10 to 14 days to voyages that previously transited the Gulf.

For buyers whose suppliers are based in northern and western India, Delhi-NCR, Rajasthan, Gujarat, Punjab, this improves the reliability of cargo movement to port. Rail freight on the corridor runs at approximately ₹1.96 per tonne-km versus ₹3.78 per tonne-km by road, and operates on fixed schedules. Suppliers using the corridor have a more predictable option for moving goods to JNPA compared to road freight, which is subject to congestion and variable transit times.



Brent crude peaked at \$126 per barrel during the disruption and is currently around \$109. Higher fuel costs on longer routes have pushed up freight rates across multiple trade lanes, not just those connected to the Gulf. Bunker surcharges and war-risk insurance premiums have added to the overall cost of shipment.

Iran partially reopened passage for select countries from late March, with India included in that announcement on March 26. However, shipping analysts note that even with partial reopening, the backlog of stranded vessels and the continued security uncertainty means disruption to normal scheduling will take several more months to clear.

Buyers should account for elevated freight rates in landed cost calculations for **Q2 2026**. If your supplier routes cargo through Gulf ports or uses Gulf transshipment hubs, confirm current routing with your freight forwarder. Lead times on some lanes remain longer than pre-February schedules due to Cape of Good Hope rerouting.

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# Advantage INDIA



## THREE MAJOR MARKETS, ONE SOURCING ORIGIN

In the first quarter of 2026, India concluded or brought into force trade agreements with its three largest export destinations, the European Union, the United States, and the United Kingdom, within roughly 90 days of each other.

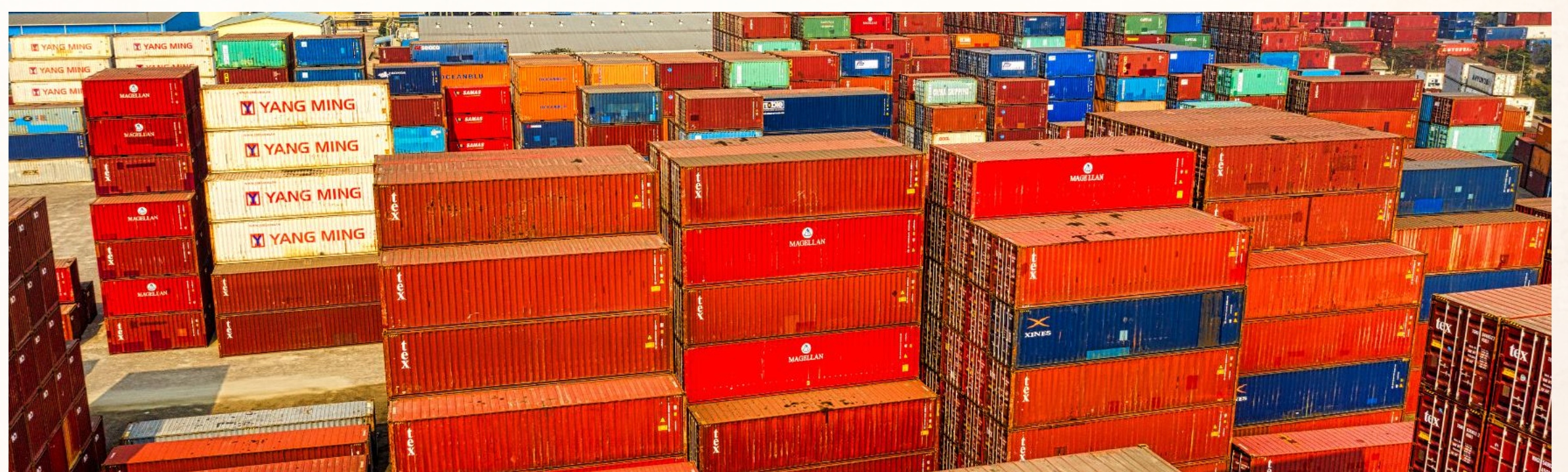
For a buyer, what this means in practice depends on where they are selling. A UK retailer sourcing textiles from India will, from this month, pay zero import duty. A European importer sourcing leather goods will pay zero duty once the EU FTA enters into force. A US buyer sourcing engineering components now faces an 18% tariff rather than 50%.

One thing to note: the EU FTA and the US Bilateral Trade Agreement are not yet fully in force. The EU deal is in legal review and requires ratification. The US agreement is an interim framework with full BTA negotiations still ongoing. The UK CETA is the only one entering force now.



No other single low-cost sourcing country currently has concluded agreements with all three of these markets. China, Vietnam, and Bangladesh do not have equivalent preferential access to the US, EU, and UK simultaneously. This does not make India the right choice for every category, but on the question of market access alone, the position is currently unmatched.

**India's** total merchandise and services exports reached **USD 790.86 billion** for April 2025 to February 2026, up **5.79% year on year**. The **EU, US, and UK** together account for well over **50%** of India's total merchandise export value. Source: Ministry of Commerce & Industry, 2026



## ELECTRONICS ,WHAT INDIA CAN SUPPLY NOW

India's electronics exports reached USD 38.58 billion in FY25, up 32.47% year on year. For the April to December 2025 period, electronics exports grew 34.9%. The US is the largest buyer, with mobile phones accounting for a significant share of the growth.

The supply base is expanding beyond handset assembly. Four major units ,Tata Electronics, Micron, CG Power, and Kaynes ,are entering commercial production in 2026. These cover semiconductor packaging, power semiconductors, and electronics manufacturing services.

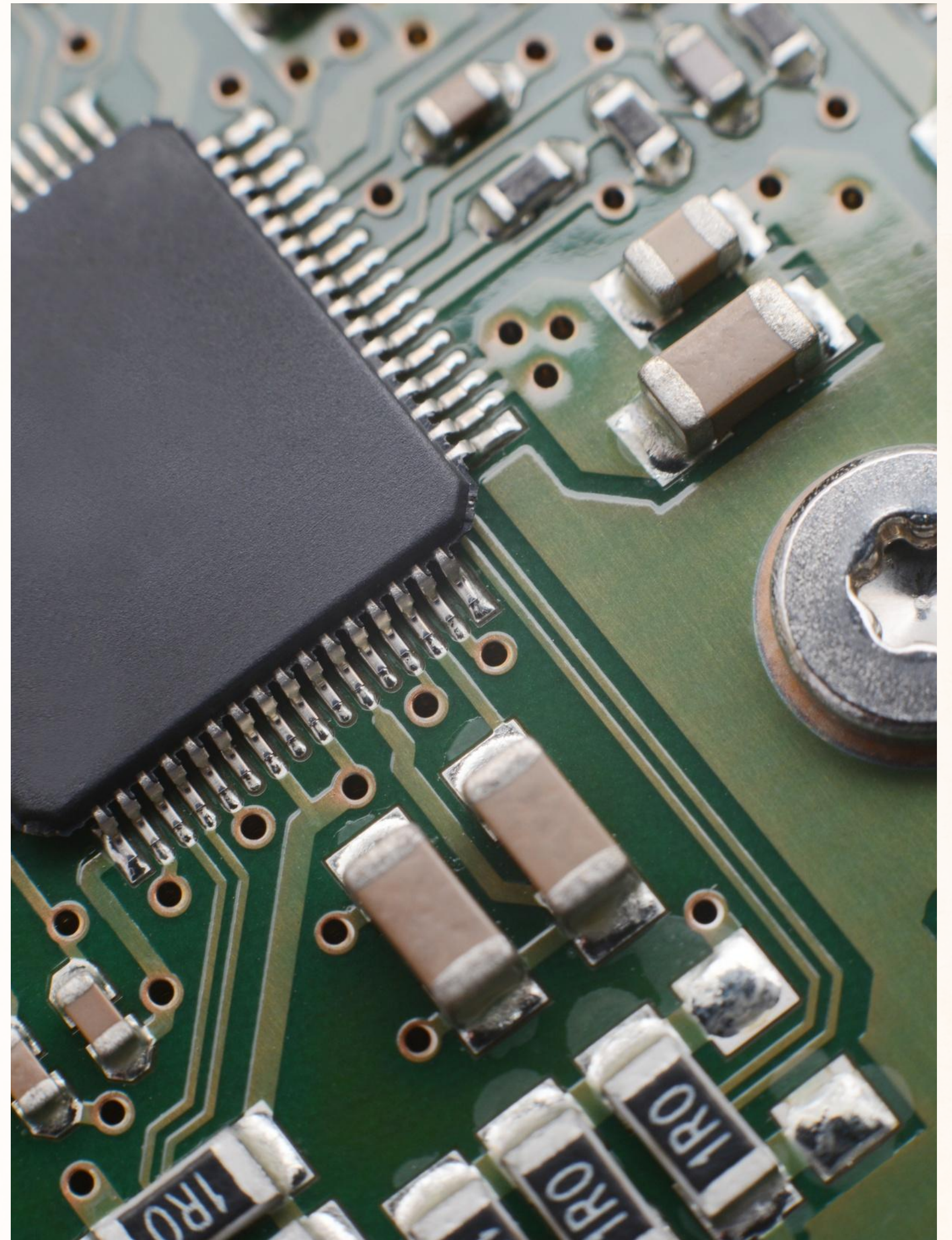
Alongside the existing PLI scheme for mobile phones, the government has introduced the Electronics Component Manufacturing Scheme (ECMS), specifically targeting printed circuit boards, camera modules, and other components where India has had import dependence.



PLI investments across electronics have attracted commitments exceeding ₹2 lakh crore. 96 companies are approved under the scheme.

For buyers currently reviewing China exposure in electronics, the practical question is what India can supply at what specification. Handsets and sub-assemblies from established PLI manufacturers ,Foxconn, Pegatron, Tata Electronics ,are already shipping at volume. Components and PCBs are earlier stage but capacity is being built. Telecom equipment has a separate PLI with manufacturers like Dixon Technologies and Jabil in production.

Electronics is now India's third **largest export** category by value. Exports tripled over the past five years. Four major semiconductor and electronics units are entering commercial **production in 2026**. Source: **DGFT / Ministry of Commerce & Industry / Manufacturing Today India, 2026**



Buyers sourcing electronics or components from China should check **current Indian supplier** capability against their specific product specifications. The supply base at the component level is still developing, but for finished goods and sub-assemblies, qualified **manufacturers with international** certifications are already operational. The combination of **PLI-backed** capacity and the new India-US tariff structure makes the cost comparison more favourable than it was **12 months ago**.



*Know*  
**YOUR MARKET**



## EXPORTING TO THE UK UNDER CETA ,WHAT INDIAN EXPORTERS NEED TO KNOW

The India-UK CETA enters into force this month. For Indian exporters shipping to UK buyers, claiming the preferential zero-duty rate is not automatic. There are specific requirements that need to be met before the first shipment goes out under the agreement.



### 1. Rules of Origin

To claim the preferential duty rate, goods must qualify as originating in India under the rules set out in the CETA. The general requirement is that the product must be wholly obtained in India or undergo sufficient processing there. What counts as sufficient processing is defined product by product in the agreement's annexes, typically through a change in tariff heading or a minimum value addition threshold.

Exporters should check the specific rule for their HS code before assuming their product qualifies. Goods that use significant third-country inputs ,for example, fabric sourced from China that is cut and stitched in India ,may or may not qualify depending on the rule applicable to that category. This is worth verifying with a customs consultant or the relevant Export Promotion Council before the first shipment.



## 2. Self-Certification of Origin

Under CETA, Indian exporters can self-certify origin through a Statement on Origin included on the commercial invoice or another trade document. There is no requirement to obtain a third-party certificate of origin for every shipment to claim the preferential rate, which removes a step that has historically added time and cost to India-EU and India-UK trade.

The Statement on Origin must include the exporter's name, the HS code of the goods, and a declaration that the goods originate in India. The exporter is responsible for the accuracy of this declaration. If a customs authority in the UK questions the origin claim, the exporter must be able to provide supporting documentation, production records, input sourcing details, or value addition calculations.

## 3. UKCA Marking

For regulated product categories, electronics, machinery, toys, medical devices, electrical equipment, and construction products, goods sold in Great Britain



(England, Scotland, and Wales) require UKCA marking. This replaced CE marking for the GB market after Brexit.

CE marking remains valid for Northern Ireland under the Windsor Framework. If an Indian exporter is shipping to both GB and Northern Ireland buyers, they need to confirm which marking applies to each destination.

UKCA marking requires a UK Declaration of Conformity and, for certain categories, assessment by a UK Approved Body. The exporter or their UK importer needs to hold this documentation. Shipments of regulated products arriving without the correct marking can be refused entry or held at the border.



## 4. UK REACH

UK REACH is the UK's chemicals regulation, separate from EU REACH since Brexit. It applies to chemical substances, preparations, and articles that release chemicals, including textiles with chemical treatments, paints, adhesives, electronics containing restricted substances, and finished goods with chemical components.

The registration obligation under UK REACH sits with the UK importer, not the Indian exporter. However, the Indian exporter needs to provide accurate information about the substances in their product so the UK importer can meet their obligations. Exporters who have never supplied the UK market before should check with their buyer whether the product falls under UK REACH and what information they need to supply.

## 5. Labelling Requirements

UK regulations require product labels to be in English and to display the name and address of a UK-based responsible person, the country of origin, and clear product identification. For food products, the UK has its own retained food labelling regulations that differ from EU requirements in some areas, including nutrition labelling format and certain allergen disclosure rules.

Exporters who have been selling to EU buyers and assume UK requirements are the same should verify this. Since Brexit, the two frameworks have diverged and continue to do so.

## 6. Border Target Operating Model (BTOM)

The UK's Border Target Operating Model applies to imports of food, plant, and animal products. Under BTOM, these goods are subject to risk-based documentary, identity, and physical checks at the UK border.

Indian exporters of agricultural products, processed foods, spices, marine products, and plant-based goods should confirm with their UK buyer what pre-notification and documentation requirements apply to their specific product category. Common requirements include a phytosanitary certificate issued by the Indian government, health certificates for animal products, and advance notification through the UK's Import of Products, Animals, Food and Feed System (IPAFFS).

Shipments that arrive without the correct pre-notification or documentation can be held, redirected, or rejected at the port of entry.



The zero-duty benefit under **CETA** is only available if the rules of origin are met and the Statement on Origin is correctly completed. Exporters who ship without checking these requirements will clear at standard **UK** MFN duty rates, not the preferential rate. The time to verify is before the first shipment, not after.

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*Product*  
**OF THE MONTH**



## INDIAN COFFEE

India's coffee exports reached USD 2.13 billion in FY26 (April 2025 to March 2026), up 17% from USD 1.81 billion in FY25. Volume also increased, with more than 407,000 tonnes shipped during the year. India is now the world's fifth largest coffee exporter by value.



The growth came from a combination of higher global coffee prices, driven partly by supply tightening in Brazil and Vietnam, and a larger domestic crop. Demand for value-added products, particularly instant coffee from Russia and Turkey, also contributed to the higher realisation per tonne.

### Where It Is Grown

Coffee in India is grown almost entirely in three southern states. Karnataka accounts for approximately 71% of total production, Kerala for 20%, and Tamil Nadu for around 5%. The two main varieties are Arabica and Robusta. Robusta makes up 72% of India's total output. India is the fifth largest producer of Robusta globally. by specialty buyers in the US and Europe.

Arabica, grown at higher altitudes in Coorg, Chikmagalur, and Wayanad, commands a higher price and is increasingly sought

Most Indian coffee is grown under shade, which is relevant for buyers with sustainability or deforestation-related sourcing requirements. The EU's deforestation regulation (EUDR) requires traceability to plot level for coffee entering EU markets,

the Coffee Board has been working with exporters on traceability systems to meet this requirement.



## ✦ What Buyers Purchase

The majority of India's exports are green (unroasted) beans, which are processed by roasters in the destination country. Instant coffee accounts for approximately one-third of total export value and has been the fastest-growing segment. Roasted and ground coffee exports are smaller in volume but growing, supported by Coffee Board incentives of ₹3 per kg for value-added coffee shipments.



Buyers assessing Indian coffee typically look at moisture content, bean size, defect count, and cup quality scores. For specialty grade Arabica, processing method, washed, natural, or honey-processed, and farm-level traceability are increasingly part of the specification.



## ✦ Who Buys It

Italy is India's largest single-market buyer, accounting for around 20% of bean exports. Germany and Belgium are the next largest European buyers. The EU as a whole takes over 60% of India's total coffee exports. Russia and Turkey are significant buyers of instant coffee. The US market is smaller in volume but growing, particularly for specialty-grade Arabica from named estates and cooperatives.

**India's coffee** exports have grown 125% over the past decade, from **USD 800 million in FY14-15 to USD 2.13 billion in FY25-26**. The Coffee Board projects exports reaching **USD 2.6 to 3.2 billion by 2028**. Source: **Coffee Board of India / Maritime Gateway, April 2026**

## ✦ CETA and UK Market Access

Under the India-UK CETA entering into force this month, instant and processed coffee from India will have duty-free access to the UK market. Green bean exports were already entering at low or zero duty under UK MFN rates for most origins, but the CETA removes remaining duties on processed categories, which is relevant for exporters of instant and roasted coffee targeting UK buyers.



## ✦ Supply Risk



Coffee production in India is dependent on rainfall in Karnataka and Kerala. Both states experienced erratic weather in recent seasons, which constrained supply in some periods. FY26's record export value was achieved partly because global prices were high enough to offset volume pressures. Buyers placing forward orders should factor in seasonal variability and confirm availability with exporters ahead of the March-to-June peak export window.

**India exports to over 50 countries.** For buyers new to India-origin coffee, the Coffee Board of India maintains a directory of registered exporters and issues **export permits** and **certificates** of origin. Pre-shipment quality inspection is available through the **Coffee Board's testing** facilities in Bangalore, Hassan, and Kushalnagar.

# UPCOMING EVENTS



## INDIA CARPET EXPO

- **April 11-14**, NSIC Exhibition Complex, New Delhi.
- Handmade **carpets, rugs**, and floor coverings.
- Organised by **CEPC** (Carpet Export Promotion Council). Buyers from Europe, US, and Middle East typically attend.



## AGARBATTI & PERFUME EXPO

- May 9-11, **Bangalore** International Exhibition Centre.
- **Incense, essential oils**, fragrances.



# Our Procurement Process

After extensive research, our team has crafted a tested, structured procurement process that ensures top-quality products, competitive pricing, and seamless imports—backed by global standards. Our eight-step procurement framework ensures quality, compliance, and risk-free sourcing for maximum value.



At **Inductus Global**, we go beyond procurement—we build supply chain excellence with trust, transparency, and a commitment to global standards

For a detailed technical Explanation, [Click Here](#)

# Our Services

## 1 PRODUCT SOURCING

Finding, vetting, and selecting retail vendors for the provision of goods and services.

## 2 PRODUCT DESIGN & DEVELOPMENT

Our design & Development process elevates your brand and boosts sales with functional, visually appealing products.

## 3 BUSINESS NEGOTIATION

Negotiation services to create favourable terms and help businesses acquire maximum value and quality.

## 4 MASS PRODUCTION MANAGEMENT

Focus on quality, time, and resources to ensure constant production line flow, competitiveness, and profitability.

## 5 PACKAGING MANAGEMENT

Offering tailored solutions to boost efficiency while reducing cost and creating a strong brand presence.

## 7 QUALITY CONTROL & INSPECTION

Quality control procedures to build investor confidence, reduce risks, and ensure legal compliance.

## 6 LOGISTICS & SHIPPING ARRANGEMENT

Providing end-to-end shipping solutions and regulating all aspects of packing, labelling, shipping, and documentation.

Proud recipient of **Times Power Icons Award**  
for being one of the **Leading GCC Enabler of India**

Presented by  
  
**THE TIMES OF INDIA**

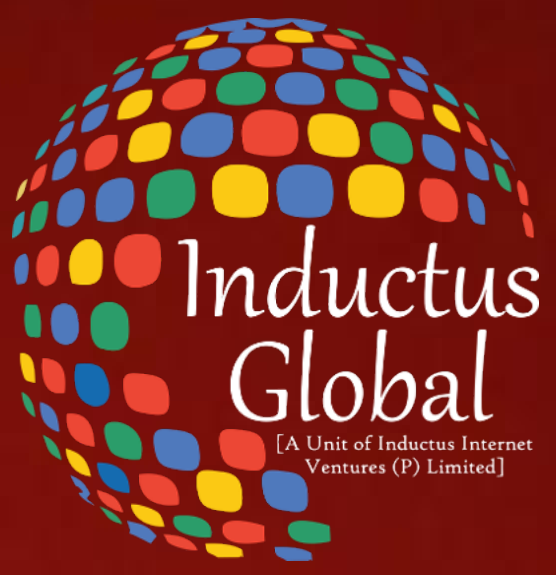


*Inductus ensures that each model is executed with precision, innovation, and strategic foresight—helping you unlock the full potential of your GCC in India.*

*Our deep expertise in GCCs, coupled with a strong network of industry partnerships and policy-level advisory, positions us as a trusted partner for driving transformational outcomes.*

**Certificate of Excellence** for Consulting & Advisory Services  
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# TRADE WITH INDIA HAPPINESS



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