

Export Houses
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What is export houses in India ?

Export houses in India are companies that facilitate the export of goods and services from India to other countries. These companies act as intermediaries between the domestic manufacturers and international buyers, providing a range of services to facilitate the export process.

Export houses typically help manufacturers find foreign buyers, negotiate prices, arrange for shipping and logistics, obtain necessary export licenses and permits, and handle documentation and customs formalities. They also provide other support services such as quality control, product packaging, and financing.

Export houses play an important role in promoting India's exports and contributing to the country's economic growth. They work with a variety of industries including textiles, engineering goods, handicrafts, and agricultural products.

10 features of export houses

Here are ten common features of export houses in India:

1. International trade expertise: Export houses typically have in-depth knowledge of international trade, including export regulations, customs procedures, and market trends.
2. Network of contacts: Export houses usually have established relationships with foreign buyers, freight forwarders, shipping agents, and other service providers involved in the export process.
3. Wide range of products: Export houses deal with a wide range of products, including textiles, leather goods, handicrafts, machinery, electronics, and other items.
4. Customized services: Export houses offer customized services based on the specific needs of their clients, including product sourcing, quality control, packaging, and logistics.
5. Marketing support: Export houses often provide marketing support to their clients, including market research, product positioning, and branding.

6. Financial services: Export houses may provide financial services such as credit insurance, financing, and foreign exchange hedging to help their clients manage the financial risks associated with exporting.
7. Quality assurance: Export houses may offer quality assurance services, including product inspections and certifications, to ensure that products meet the relevant international standards and regulations.
8. Legal compliance: Export houses help their clients comply with the relevant legal and regulatory requirements for exporting, including obtaining necessary licenses and permits.
9. Language and cultural expertise: Export houses often have staff with language and cultural expertise to facilitate communication and negotiation with foreign buyers.
10. Competitive pricing: Export houses can often negotiate better prices for their clients by leveraging their networks and expertise in international trade.

What are the benefits of the export house certificate?

The Export House Certificate is a recognition given by the Government of India to export houses that meet certain criteria and standards. Here are some benefits of having an Export House Certificate:

- Recognition and credibility: The Export House Certificate is a prestigious recognition that enhances the credibility of the export house in the global market.
- Access to government schemes: Export houses with an Export House Certificate are eligible to apply for various government schemes and incentives, such as the Merchandise Exports from India Scheme (MEIS) and the Export Promotion Capital Goods (EPCG) scheme.
- Faster customs clearance: Export houses with an Export House Certificate may be given priority for customs clearance, resulting in faster and smoother clearance of goods.
- Reduced documentation: Export houses with an Export House Certificate may be exempted from certain documentation requirements, which can save time and effort in the export process.
- Competitive advantage: Export houses with an Export House Certificate may have a competitive advantage over non-certified export houses, as they are recognized for their quality and reliability.

- **Networking opportunities:** Export houses with an Export House Certificate may be invited to participate in trade delegations and exhibitions, providing networking opportunities and exposure to potential buyers.
- **Access to foreign markets:** Export houses with an Export House Certificate may have better access to foreign markets, as they are recognized for their compliance with international standards and regulations.
- Overall, the Export House Certificate can provide a range of benefits to an export house, helping them to grow their business and expand into new markets.

What is the MSME export house status eligibility?

The MSME Export House status is a recognition given to Micro, Small and Medium Enterprises (MSMEs) that have a significant export performance. Here are the eligibility criteria for MSMEs to obtain the Export House status:

- **Export Performance:** The MSME should have a minimum export turnover of Rs. 10 crores in the preceding financial year.
- **IEC Code:** The MSME should have a valid Import-Export Code (IEC) issued by the Directorate General of Foreign Trade (DGFT).
- **Bank Realization Certificate (BRC):** The MSME should have a positive net foreign exchange earnings, reflected in the Bank Realization Certificate (BRC) issued by the bank.
- **Quality Standards:** The MSME should comply with the quality standards and requirements of the importing country or region.
- **Legal Compliance:** The MSME should comply with all the legal and regulatory requirements related to exports, such as customs regulations, foreign trade policy, and tax laws.
- **Past Record:** The MSME should have a good track record of timely realization of export proceeds, compliance with export obligations, and absence of any adverse findings or proceedings from any statutory authority.
- MSMEs meeting the above eligibility criteria can apply for the Export House status to the Development Commissioner of the Export Promotion Councils or Commodity Boards under the Ministry of Commerce and Industry, Government of India. The Export House status provides various benefits and incentives to MSMEs, such as duty-free import of raw materials, access to government schemes and financial assistance, and priority for export promotion activities.

Here is a table of the Status Category as per the Directorate General of Foreign Trade (DGFT):

Status Category	Description
Exporter	A person or entity engaged in the production or manufacture of goods or services for export, or a merchant exporter who procures goods from a manufacturer for export.
Importer	A person or entity engaged in the import of goods and services into India.
Star Export House	An exporter who has a good track record of export performance and is recognized by the government for their contribution to the country's exports.
Trading House	An exporter who has a substantial export performance and engages in value addition and diversification of exports.
Premier Trading House	An exporter who has an outstanding export performance and contributes significantly to the country's foreign exchange earnings.
Status Holder	An exporter or importer who has been granted the Status Certificate by the DGFT, based on their export or import performance.
Service Provider	A person or entity engaged in the export of services, such as software development, consultancy, and other professional services.
EOU (Export Oriented Unit)	An industrial unit that produces goods for export, with certain tax and other incentives provided by the government.
SEZ (Special Economic Zone)	A designated area within the country that offers tax incentives and other benefits to promote exports and attract foreign investment.
EOUs and SEZs	Units located in EOUs and SEZs that are engaged in the production of goods for export.