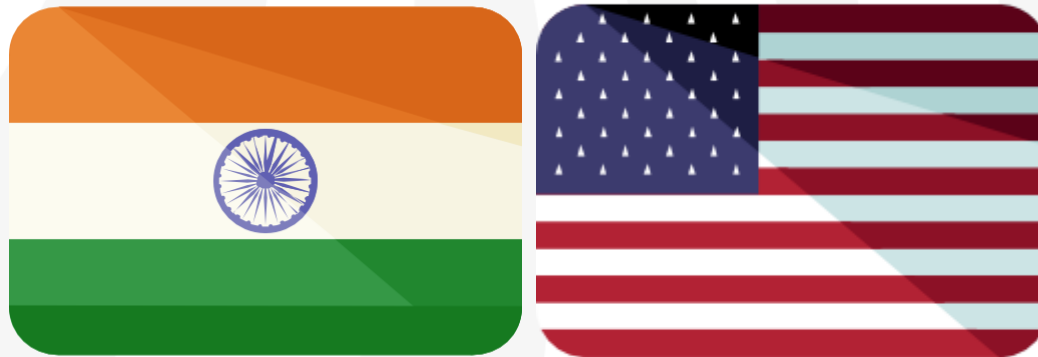




SCARBROUGH

QUESTION/ANSWER FORUM: DOING BUSINESS WITH INDIA





THE SCARBROUGH GROUP

Freight Forwarding &
U.S. Customs Brokerage



1984

NVOCC Operations &
Consolidation Services



2003

Freight Forwarding &
Mexico Customs Brokerage



2015

1988



Regional Asset-Based Trucks

2014



North American Truck Brokerage

2018



Customs & Supply Chain Consulting



ABOUT THE SPEAKERS



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ABOUT INDIA

- Population: 1.324 billion ⁽²⁰¹⁶⁾
 - USA = 325.7 million (2017)
- 7th largest economy in the world
- GDP per Capita: \$7,174
(USA = \$57,400; EU = \$39,200 ²⁰¹⁶)
- GDP Growth rate: 7.1% annually ⁽²⁰¹⁶⁾
(USA = 1.6%)
- Unemployment: 7% ^(Dec 2017)
- Inflation: 4.87% ⁽²⁰¹⁷⁾
- Exports = 28.86 USD Billion ^(20% increase year on year, dated May 2018)
- Imports = 43.48 USD Billion ^(14.85% increase year on year, dated May 2018)





GOVERNMENT STRUCTURE / TAX

Government Structure/Tax

The tax structure in India is a three-tier federal structure. The central government, state governments, and local municipal bodies make up this structure. Article 256 of the constitution of India states that “No tax shall be levied or collected except by the authority of law”. Hence, each and every tax that is collected needs to be backed by an accompanying law.

Types Of Taxes in India:

The Indian tax structure allows for two types of taxes—Direct and Indirect Tax.

Direct Tax:

It is levied directly on the income earned by individuals, corporate entities as well as other entities such as Hindu Undivided Family (HUF), firm, Co-operative Societies, Trusts. This tax cannot be transferred or borne by anybody else. Examples of direct tax include income tax, capital gains tax.

Indirect Tax:

These are taxes which are indirectly levied on the public through goods and services. The sellers of the goods and services collect the tax which is then collected by the government bodies.

Examples of indirect taxes are

- Goods & Service Tax (GST)— A GST is levied on goods sold as well as service provided. The rate depends on the government. Tax is shared between the central Government & State Government.
- Customs Duty— It is a tax levied on anything which is imported into India from a foreign nation.



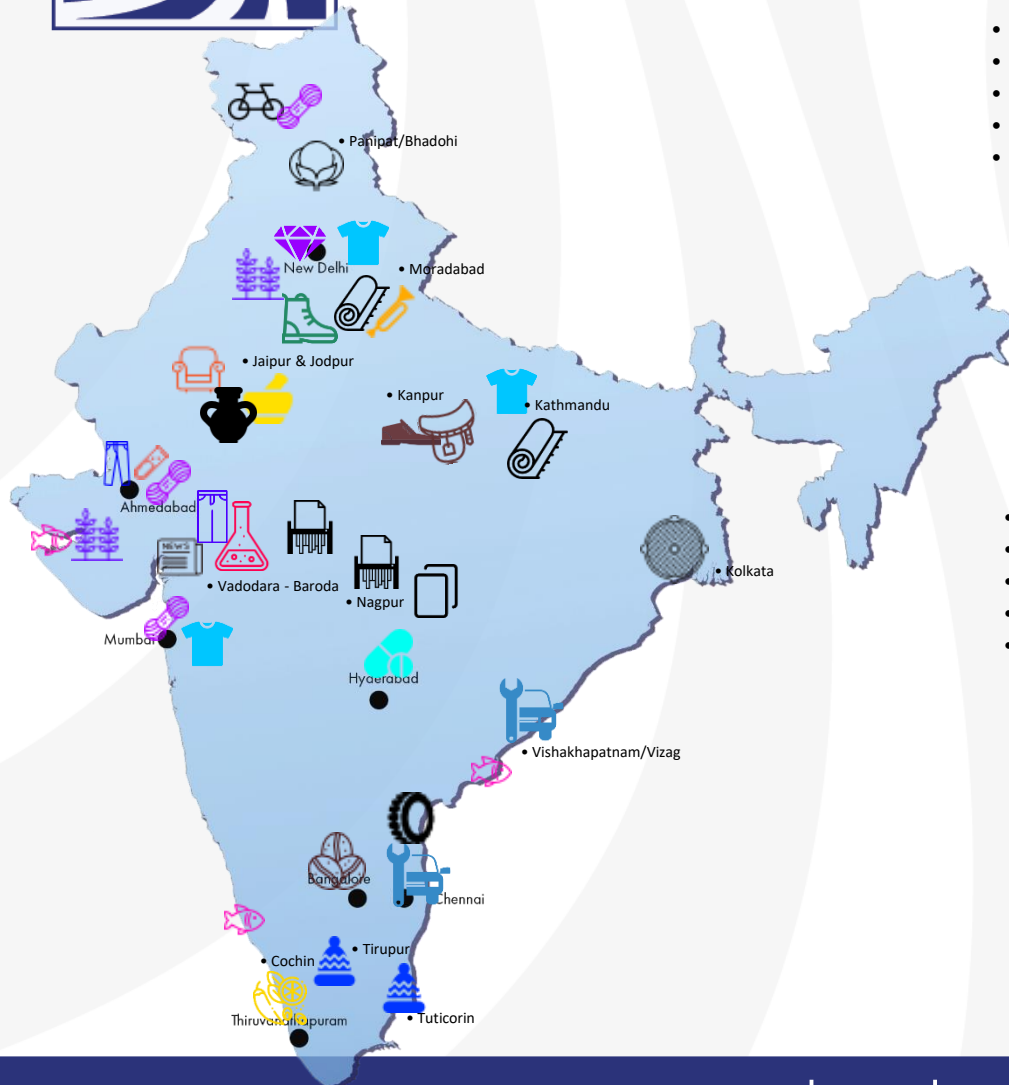
INDIA CULTURE

- Timing and Scheduling
 - 9:00 AM to 6:00 PM, Mon to Fri
- Language and Communications
 - English, Hindi & Regional
- Body Language
- Business Relationships
- Corporate Culture
 - Formal Environment & Meeting to schedule in advance Meetings
- Meals & Meetings
 - Meeting are normally for formal with agenda & it is customary to invite bigger customer for meals.
- What To Wear
 - Business formal on week days
- Language and Communications





INDUSTRY SECTORS BY REGION



- Pithampur – Imports Wastepaper
- New Delhi – Garments, Handicrafts, Stone, Rice, Carpets, footwear
- Jaipur & Jodpur – Furniture, Artware, Handicrafts
- Moradabad – Brass
- Kanpur - Leather footwear & saddlery

- Ahmedabad – Denim, Chemicals, Yarn
- Kandla – Guargum, Rice, Seafood, Granite
- Mumbai – Garments, Textiles Yarns
- Vadodara Baroda – Imports Wastepaper, Chemicals, Newsprint
- Nagpur – Imports Wastepaper

- Panipat/Bhadohi – Cotton Piece Goods, Carpets, Rugs
- Chennai – Tires, Granite, MV parts.
- Vishakhapatnam/Vizag – Seafood, Steel, Automobile Parts
- Tirupur – Knitted Garments
- Bangalore – Coffee, Mushrooms, Granites

- Cochin - Seafood, tea, spices
- Hyderabad – Pharmaceuticals, Granite
- Tuticorin – Knit Garments, Dried flowers, cashews
- Mangalore – Seafood
- Kolkata – Cast iron, Manhole covers
- Kathmandu – Carpets, Garments



BUSINESS OPPORTUNITIES



- Oil
- Gems & Precious metals
- Computers & Electrical Machinery
- Chemicals
- Plastic
- Iron/Steel
- Auto parts
- Machinery



HOW TO FIND A BUYER OR SUPPLIER

Event	Latest Date	Category
AAHAR - International Food & Hospitality Fair	13 - 17 Mar 2018	Food & Beverages
India International Trade Fair	14 - 27 Nov 2018	Arts & Crafts
China Machinex India	17 - 19 Dec 2018	Tools & Equipments
SATTE - New Delhi	16 - 18 Jan 2019	Travel & Tourism
China Homelife Show India	17 - 19 Dec 2018	Furnishings & Decor
IHGF Delhi Fair Autumn	14 - 18 Oct 2018	Arts & Crafts
Festival of Architecture and Interior Designing - New Delhi	21 - 22 Sep 2018	Building & Construction
India International Garment Fair	16 - 18 Jul 2018	Apparel & Clothing
INDEX (International Interiors & Design Fair)	01 - 04 May 2019	Building & Construction
Economic Times Acetech Mumbai	15 - 18 Nov 2018	Building & Construction

RESOURCE FOR EXPORTS: <https://www.export.gov/article?id=india>



HOW TO FIND A BUYER OR SUPPLIER

<https://www.indiamart.com/>

<https://www.justdial.com/>

<https://www.sulekha.com>

<https://www.tradeindia.com>



OCEAN PORTS / AIRPORTS

Ocean Ports

- Kandla
- Paradip
- JNPT
- Mumbai
- Visakhapatnam
- Chennai
- Kolkata
- Mangalore
- Tuticorin
- Ennore

Airports

- Indira Gandhi International Airport, New Delhi
- Chhatrapati Shivaji International Airport, Mumbai
- Netaji Subhash Chandra Bose International Airport, Kolkata
- Kempegowda International Airport, Bengaluru
- Chennai International Airport, Chennai
- Visakhapatnam Airport, Visakhapatnam
- Cochin International Airport, Kochi
- Coimbatore International Airport, Coimbatore
- Rajiv Gandhi International Airport, Hyderabad
- Sardar Vallabhbhai Patel International Airport, Ahmedabad



Popular Incoterms©
 to ship from
 USA to India

	Any Transport Mode		Sea/Inland Waterway Transport				Any Transport Mode				
	EXW	FCA	FAS	FOB	CFR	CIF	CPT	CIP	DAT	DAP	DDP
Charges/ Fees	<i>Ex Works</i>	<i>Free Carrier</i>	<i>Free Alongside Ship</i>	<i>Free on Board</i>	<i>Cost & Freight</i>	<i>Cost Insurance Freight</i>	<i>Carriage Paid To</i>	<i>Carriage Insurance Paid To</i>	<i>Delivered at Terminal</i>	<i>Delivered at Place</i>	<i>Delivered Duty Paid</i>
Packaging	Buyer or Seller	Seller	Seller	Seller	Seller	Seller	Seller	Seller	Seller	Seller	Seller
Loading Charges	Buyer	Seller*	Seller	Seller	Seller	Seller	Seller	Seller	Seller	Seller	Seller
Delivery to Port/Place	Buyer	Seller	Seller	Seller	Seller	Seller	Seller	Seller	Seller	Seller	Seller
Export Duty & Taxes	Buyer	Seller	Seller	Seller	Seller	Seller	Seller	Seller	Seller	Seller	Seller
Origin Terminal Charges	Buyer	Buyer	Seller	Seller	Seller	Seller	Seller	Seller	Seller	Seller	Seller
Loading on Carriage	Buyer	Buyer	Buyer	Seller	Seller	Seller	Seller	Seller	Seller	Seller	Seller
Carriage Charges	Buyer	Buyer	Buyer	Buyer	Seller	Seller	Seller	Seller	Seller	Seller	Seller
Insurance	**	**	**	**	**	Seller	**	Seller	**	**	**
Destination Terminal Charges	Buyer	Buyer	Buyer	Buyer	Buyer	Buyer	Seller	Seller	Seller	Seller	Seller
Delivery to Destination	Buyer	Buyer	Buyer	Buyer	Buyer	Buyer	Buyer	Buyer	Buyer	Seller	Seller
Import Duty & Taxes	Buyer	Buyer	Buyer	Buyer	Buyer	Buyer	Buyer	Buyer	Buyer	Buyer	Seller

*Seller is responsible for loading charges, if the terms state FCA at seller's facility. **Negotiable between buyer and seller



Popular Incoterms©
 to ship to
 USA from India

	Any Transport Mode		Sea/Inland Waterway Transport				Any Transport Mode				
	EXW	FCA	FAS	FOB	CFR	CIF	CPT	CIP	DAT	DAP	DDP
Charges/ Fees	<i>Ex Works</i>	<i>Free Carrier</i>	<i>Free Alongside Ship</i>	<i>Free on Board</i>	<i>Cost & Freight</i>	<i>Cost Insurance Freight</i>	<i>Carriage Paid To</i>	<i>Carriage Insurance Paid To</i>	<i>Delivered at Terminal</i>	<i>Delivered at Place</i>	<i>Delivered Duty Paid</i>
Packaging	Buyer or Seller	Seller	Seller	Seller	Seller	Seller	Seller	Seller	Seller	Seller	Seller
Loading Charges	Buyer	Seller*	Seller	Seller	Seller	Seller	Seller	Seller	Seller	Seller	Seller
Delivery to Port/Place	Buyer	Seller	Seller	Seller	Seller	Seller	Seller	Seller	Seller	Seller	Seller
Export Duty & Taxes	Buyer	Seller	Seller	Seller	Seller	Seller	Seller	Seller	Seller	Seller	Seller
Origin Terminal Charges	Buyer	Buyer	Seller	Seller	Seller	Seller	Seller	Seller	Seller	Seller	Seller
Loading on Carriage	Buyer	Buyer	Buyer	Seller	Seller	Seller	Seller	Seller	Seller	Seller	Seller
Carriage Charges	Buyer	Buyer	Buyer	Buyer	Seller	Seller	Seller	Seller	Seller	Seller	Seller
Insurance	**	**	**	**	**	Seller	**	Seller	**	**	**
Destination Terminal Charges	Buyer	Buyer	Buyer	Buyer	Buyer	Buyer	Seller	Seller	Seller	Seller	Seller
Delivery to Destination	Buyer	Buyer	Buyer	Buyer	Buyer	Buyer	Buyer	Buyer	Buyer	Seller	Seller
Import Duty & Taxes	Buyer	Buyer	Buyer	Buyer	Buyer	Buyer	Buyer	Buyer	Buyer	Buyer	Seller

*Seller is responsible for loading charges, if the terms state FCA at seller's facility. **Negotiable between buyer and seller



HOW TO START AN ENTITY IN COUNTRY

Nature of Procedure in India	Procedure Number
Obtain Director Identification Number DIN for proposed Directors of the new Company	1
Obtain Digital Signature Certificate DSC for proposed Directors of the Company	2
Filing the proposed name of company for approval to the Registrar of Companies (ROC)	3
Get the Memorandum of Association and Articles of Association printed	4
Pay stamp duties online	5
File all incorporation forms and documents online, including the Memorandum of Association and the Articles of Association.	6
Obtain the certificate of incorporation	7
Open a Bank Account	8
Obtain a company seal	9
Obtain a Permanent Account Number (PAN) from an authorized franchise or agent appointed by National Securities Depository Services Limited (NSDL) or Unit Trust of India (UTI)	10
Obtain a Tax Account Number (TAN) for income taxes deducted at source from the Assessing Office in the Income Tax Department	11
Register under Shops and Establishment Act	12
Register for Goods & Services Tax (GST) before the GST Authority online (of the ward in which the company is located)	13
Register for Profession tax, if applicable	14
Register with Employees' Provident Fund Organization, if applicable	15
Register with ESIC (medical insurance),if applicable	16
Filing for Government Approval before RBI/FIPB for Foreigners and NRI's	17



QUESTIONS

DOING BUSINESS WITH INDIA





ABOUT THE SPEAKERS



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