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Sub: DGFT Launches “Support for Emerging Export Opportunities” under Export Promotion Mission (EPM) – Niryat Protsahan

TO: MEMBERS OF THE COUNCIL

Dear Madam / Sir,

This is to inform you that DGFT has issued a Trade Notice No. 32/2025-26 dated 6 March 2026 ([copy enclosed](#)) regarding the launch of “Support for Emerging Export Opportunities” under the Export Promotion Mission (EPM) – Niryat Protsahan.

The initiative aims to strengthen India’s export presence in under-served and high-risk markets by improving access to trade finance and enhancing confidence in cross-border trade transactions.

1. Objective of the Initiative

· The scheme aims to help Indian exporters, especially MSMEs, expand their exports to new or under-served international markets where financing and trade support may be limited. It strengthens the ability of Indian banks to provide trade finance for such export transactions and encourages collaboration between Indian banks and overseas banks to facilitate smoother cross-border trade. Through risk-sharing support backed by the Government of India via EXIM Bank, the scheme reduces the risk for banks in financing export transactions, thereby making it easier for exporters to access credit and carry out trade with these markets.

2. Key Benefits for Exporters

Under this initiative, exporters may benefit from:

- Access to under-served and high-risk markets through improved financing support.
- Credit enhancement for trade instruments, enabling banks to finance more export transactions.
- Risk mitigation support for banks, encouraging them to extend trade finance.
- Opportunities to leverage EXIM Bank’s partnerships with more than 140 overseas

banks across 60 countries.

### 3. Eligibility

- The scheme is available to MSMEs involved in international value chains.
- The exporter must have a valid Importer Exporter Code (IEC) and MSME Udyam Registration.
- Export of all goods permitted under the Foreign Trade Policy is eligible, except those on the negative list.

### 4. Supported Trade Finance Instruments

- The scheme supports certain bank trade finance instruments that help exporters receive payments more safely and easily during international trade. These instruments include Stand-by Letter of Credit (SBLC), Risk Participation, Irrevocable Reimbursement Undertaking (IRU), LC Confirmation, LC Negotiation, and UPAS LC. They are called non-recourse trade finance instruments (financial arrangements where a bank provides financing for an export transaction and takes the risk of non-payment from the foreign buyer.), which means that if the foreign buyer fails to make payment, the exporter is generally not held responsible for repayment. Instead, the banks and financial institutions bear the payment risk. This reduces the risk for exporters and encourages banks to provide financing for export transactions.

### 5. Risk-Sharing Support

- The Government, through EXIM Bank and NCGTC, will provide risk-sharing support for export trade finance transactions.
- Depending on the risk profile, guarantee cover may range from 10% to 80% of the transaction value, while EXIM Bank may extend up to 100% cover for eligible instruments.

### 6. Application Process

Exporters wishing to avail support must:

- Submit an online intent application on the DGFT portal.
- Obtain a Unique Identification Number (UIN).
- Approach a partner bank / lending institution with the UIN to avail the trade finance facility under the scheme.

### 7. Target Markets

The scheme covers several emerging export destinations across Africa, Asia, Latin America, and CIS/European regions, including countries such as Kenya, Nigeria, South Africa, Bangladesh, Indonesia, Vietnam, Brazil, Mexico, Kazakhstan, and others.

8. The Trade Notice includes several Annexures providing detailed information on the scheme, as outlined below:

- Annexure I – The detailed Policy Framework
- Annexure II – Operational and Procedural Guidelines
- Annexure III – Governance Structure
- Annexure IV – Guidelines for Lending Institutions
- Annexure V – Application Procedure
- Annexure VI – Exclusion List:
- Annexure VII – List of Countries Covered

The above initiative is being implemented on a pilot basis to gather feedback and refine the framework. Members are requested to submit their comments or suggestions within 30 days of the issuance of the Trade Notice via email at [epm-dgft@gov.in](mailto:epm-dgft@gov.in) cc marked to Council at [sybil@texprocil.org](mailto:sybil@texprocil.org)/ [ramitha@texprocil.org](mailto:ramitha@texprocil.org)

Members are advised to review the scheme and explore opportunities to expand exports in the identified markets by leveraging the enhanced trade finance support under this initiative.

Regards,

**Dr. Siddhartha Rajagopal**  
Executive Director

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