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GLOBAL TRADE PLATFORM

India Export Tariffs & Incentives Report

A buyer-friendly guide to the cost drivers that shape export pricing from India, including duties, logistics overhead, and incentive awareness.

Prepared for sourcing, supplier review, and trade planning conversations.

Updated

Updated May 2026

Sections

5

Access

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How to use this document

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At a glance

Sections: 5

Updated: Updated May 2026

Format: downloadable PDF + online

Important Note

Tariff and incentive treatment can vary by HS classification, destination market, shipment structure, and product-specific regulation. This report is a planning guide, not a legal or customs ruling.

Key Pricing Drivers

- Product classification and destination-specific import treatment.
- Port handling, stuffing, inland freight, and container movement.
- Inspection, testing, and documentation costs where applicable.
- Packaging format, labeling complexity, and unitization requirements.
- Supplier payment terms and production planning risk premium.

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How Buyers Should Read FOB and CIF Offers

FOB pricing is most useful when the buyer has confidence in their freight and clearance control. CIF can look simpler, but it should still be broken down carefully so the buyer understands insurance, freight assumptions, and handover responsibilities.

Comparing quotes only at the total level can hide important differences. Buyers should request clarity on packaging basis, documentation inclusions, inspection assumptions, and validity period before selecting a supplier.

Incentive Awareness

- Some suppliers price aggressively because they understand export support structures better than their competitors.
- Buyers should still verify whether low offers are operationally sustainable.
- A strong quote is one that is both commercially attractive and executable without late-stage surprises.

Practical Recommendation

For procurement teams, the most effective approach is to compare landed economics using a common assumptions sheet. This keeps pricing discussions disciplined and makes it easier to identify where a low quote is truly efficient versus where it is incomplete or risky.