



Export–Import Guidelines

Global Trade Readiness & International Business Framework

Introduction

The Export–Import Guidelines developed by the Jain Chamber of Commerce are designed to help entrepreneurs, exporters, importers, startups, and global businesses operate efficiently in international markets.

This framework provides structured guidance on legal compliance, documentation, logistics, risk management, and global trade best practices to ensure smooth cross-border business operations.

1. Understanding Global Trade Opportunities

Before entering international markets, businesses should:

- Identify high-demand international markets
- Evaluate product competitiveness globally
- Understand international trade trends
- Study country-specific import regulations
- Assess currency & geopolitical risks

2. Export–Import Business Readiness Assessment

Businesses must evaluate:

- Production capacity & scalability
- Quality certifications & compliance
- Supply chain stability
- Financial strength
- International customer support capability

3. Legal & Regulatory Compliance

Mandatory Registrations (India Example)

- Import Export Code (IEC)
- GST Registration
- RCMC (Export Promotion Council Registration)
- Digital Signature Certificate
- AD Code Registration

International Compliance

- Product safety certifications
- Import country standards
- Sanctions & restricted country checks
- Trade compliance laws

4. Essential Export–Import Documentation

- Commercial Invoice
- Packing List
- Bill of Lading / Airway Bill
- Certificate of Origin
- Export Declaration
- Insurance Certificate
- Inspection Certificate
- Letter of Credit Documents

5. Logistics & Shipping Management

- Choose appropriate shipping mode (Sea / Air / Land)
- Work with licensed freight forwarders
- Understand Incoterms (FOB, CIF, EXW, DDP)
- Packaging standards for international shipping
- Customs clearance procedures

6. International Payment & Finance

Recommended payment methods:

- Letter of Credit (LC)
- Telegraphic Transfer (TT)
- Advance Payment
- Documentary Collection

Financial Risk Controls:

- Currency hedging
- Export credit insurance
- Bank guarantees
- Payment verification

7. Market Entry & Global Expansion Strategy

- Country-wise market research
- Distribution partner selection
- Local business regulations
- Pricing strategy for global markets
- Cultural & legal awareness

8. Risk Management in International Trade

Key risks include:

- Payment default risk
- Political & regulatory risk
- Logistics delays
- Product rejection risk
- Exchange rate volatility

Mitigation Measures:

- Verified buyers
- Insurance coverage
- Secure contracts
- Trade finance instruments

9. Building Strong International Partnerships

- Use verified trade platforms
- Participate in trade delegations
- Conduct due diligence checks
- Sign formal agreements
- Maintain professional communication

10. Digital Tools for Modern Export–Import

- Online trade portals
- Digital documentation
- ERP & supply chain software
- CRM for international clients
- E-commerce export platforms

11. Ethical & Sustainable Trade Practices

Members are encouraged to:

- Maintain fair trade standards
- Ensure responsible sourcing
- Follow environmental compliance
- Promote ethical labour practices

12. Jain Chamber Trade Support Services

Members may receive:

- Trade opportunity reports
- International networking support
- Export readiness guidance
- Trade delegation participation
- Business matchmaking

Disclaimer

These guidelines are intended for informational purposes only. Businesses are advised to seek professional legal, financial, and regulatory consultation before entering into international trade agreements.