

## 4. CONCLUSIONS

### 4.1 Conclusions

Based on the replies received, following are the main conclusions:

- (i) Our embassies and high commissions abroad may be involved in extending wholehearted support particularly to the small and medium enterprises (SMEs) engaged in export of technology and technology intensive products. The assistance can be rendered through organising programmes, presentations required for disseminating information about their products to their prospective buyers in the overseas markets. In this context, many units reported that the apex Chambers in the country viz. FICCI, CII, etc, can play a useful role in this regard. Embassies may disseminate information on infrastructure projects for facilitating participation by Indian consultants and also follow up such cases for favourable outcome.
- (ii) Software industry in India is global in its operations. A large number of software companies need to extensively plan foreign visits very frequently to study the markets so as to keep abreast of the fast changes taking place. The Government should announce more friendly policies, e.g. rate of interest should be at par with our major competing countries like China and Taiwan.
- (iii) Most of the African countries have ample resources e.g. raw materials and manpower. These countries have a great demand for a variety of technologies to promote their SMEs. India must encash these opportunities by providing the required technologies to these countries.
- (iv) India has been endowed with a vast and rich resources of herbs. The country can become a leading exporter of herbal products (medicines, health foods, cosmetics, etc). At present, India's exports of herbal products

have been estimated at Rs 400 crore as against China's Rs 22,000 crore per annum. However, the potential has not been tapped because of various reasons. These include absence of proper documentation of traditional knowledge of Indian system and lack of efforts towards patenting of these herbals. The Government of India needs to initiate suitable steps to tap this tremendous export potential. Ministry of Health, CSIR etc. have already initiated programmes in this direction.

- (v) There is huge potential for export of technologies for manufacture of bulk drugs to South East Asia, Middle East and African countries. Initially starting from products, it can also lead to export of intermediates, export of machinery, design & engineering, etc. in the later stages.
- (vi) WTO compatible preferential treatment as given to producers in some of the importing countries may be considered by India also.
- (vii). Awareness programmes about the policies and facilities available to exporters, as well as about the available assistance and funding for technology development etc. need to be organised in different parts of the country.
- (viii). The Indian exporters are now increasingly realising the need for greater technological assistance and information for their competitive export production facilities. Greater interaction with R&D and other institutions is needed.

#### **4.2 Export Assistance and Incentives Available to the Exports**

Export assistance and a variety of facilities and export incentives available to the exporters are given in Annexure V.

New mindset and more aggressive approach is needed to develop technology export capabilities and to enhance such exports. These may include better management of trade policies at international level, simplified procedures, better incentives for high value-technology incentives exports etc.