Federation of European Business in India

Sectoral Roundtable (Agri Food & Beverages)
September 28

India as an Investment & Growth Destination

90%

EU businesses are increasingly seeing India as a **key driver of overall growth**, including as an expanding sales market, hub for production, and an emerging location to manufacture for exports

95%

*Over 95% of EU companies plan to **expand their operations in India** in the next 5 years*

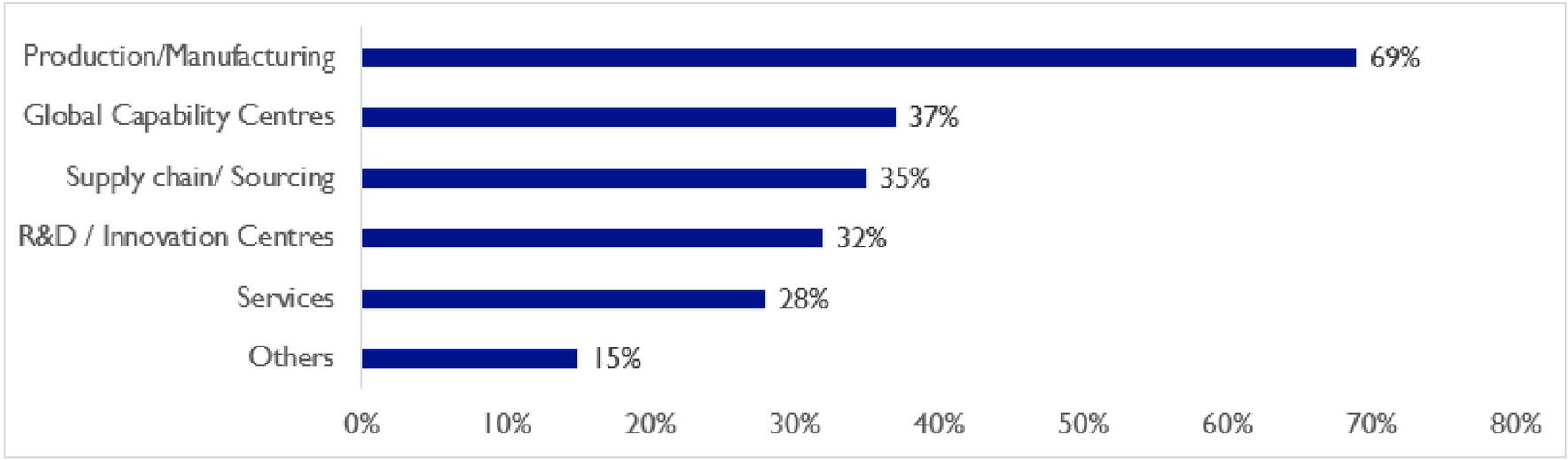
70%

*70% of EU companies cite **domestic demand and market potential** as the highest influencing factor to invest in India*

35%

*35% of EU companies plan to invest **more than EUR 50 Mn (each)** in India and create **at least 500 jobs (each)** in the next 5 years*

Planned Areas of Future Expansion in India



Source: FEBI Business Sentiment Survey 2026, EU Businesses in India

Policy Advocacy & Sectoral Approach

6000 EU Businesses in India, generating 3.7 mn direct employment

11+1 Sectoral Committees

- Banking & Financial Services
- Machinery & Capital Goods
- Automotive and Mobility
- Technology and Digital Services
- Pharma and Medtech
- Aerospace & Defence
- Energy & Renewables
- Agri-food Products & Technologies
- Chemicals
- Logistics & Transportation
- Consumer Goods and Retail
- Working Group on Sustainability

Enabling Ease of Doing Business

1

INTELLIGENCE

Anticipate policy shifts, quantify pain-points early

2

INTEGRATE

Guide members through compliance and feed real-world data back into the next awareness loop.

3

INFLUENCE

Provide consolidated evidence and draft inputs while negotiations are still fluid

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EU - INDIA FTA

20 COMPREHENSIVE CHAPTERS

The FTA is structured across 20 chapters that cover the full spectrum of a modern trade agreement from market access, investment and digital trade to sustainability, competition, intellectual property and dispute settlement.

Covers all key areas of trade and economic cooperation

Provides legal certainty and predictability for businesses

Balances market openness with regulatory sovereignty

Together, these chapters create a holistic, future oriented framework that strengthens trust, fosters innovation and drives long-term economic growth for both partners.

COMPLEMENTARY STRATEGIC PILLARS

Joint EU-India Comprehensive Strategic Agenda

A roadmap to deepen partnership across five core pillars:

- Prosperity & Sustainability
- Technology & Innovation
- Security/ Defense
- Connectivity & Global Issues
- Enables People-to-People Ties

Trade and Technology Council (TTC)

A complementary pillar to establish resilient and tech-driven partnership.

- **Deep-tech cooperation**
- **Supply chain resilience (e.g., semiconductors)**
- **Alignment on emerging technologies like AI, High-Performance Computing and 6G**



HOW THE FRAMEWORK WORKS TOGETHER

The FTA provides legal certainty for trade. ► The TTC and Strategic Agenda offer technological alignment and geopolitical flexibility. ► Together, they create a strong, innovative and resilient EU-India partnership.

EU-India FTA: Key Chapters for Agri–Food & Alcoholic Beverages

BILATERAL TRADE FRAMEWORK

Ch. 2 – Trade in Goods

Tariff reductions, elimination, and preferential market access.

Ch. 3 – Rules of Origin

Conditions required to qualify for preferential tariff treatment.

Ch. 5 – SPS Measures

Food safety, animal health, and plant health standards.

Ch. 6 – TBT Standards

Product specifications, labelling, and conformity requirements.

Ch. 15 – Sustainability

Sustainable farming, resilient food supply chains, and ethics.

Tariff Schedules

Commitments for wine, spirits, olive oil, processed foods & produce.

EU-INDIA FTA

Key Changes for European Agri-Food & Alcoholic Beverages

01 Tariff liberalisation

Significant tariff reductions or elimination for processed foods and virgin olive oil.

02 Wine & spirits

Phased duty reductions improve access for mid-range and premium products.

03 Managed quotas

Growing quota access for products such as apples, subject to pricing conditions.

04 Compliance

Rules of origin, documentation and quota management will be key to accessing preferences.

Key Takeaways

01 Quota-based access for sensitive products

Quota-based access applies to sensitive fruits: apples, pears, kiwifruit, and peaches. Limited quantities enter with lower duties to protect domestic producers.

02 Value-focused market access

Premium goods such as apples priced above minimum thresholds, along with mid-range and luxury wines and beverages receive significant tariff relief and preferential access. Conversely, lower priced and bulk goods are largely excluded from concessions, making high-value products the key focus for market entry.

03 Significant improvement in alcohol market access

The FTA provides substantial and phased tariff reductions for wine, other alcoholic beverages and spirits, creating significantly improved market access for EU products. Tariffs on spirits, for instance, are reduced to 40% by the end of the transition period, while wine benefit up to 20% from progressive reductions across defined value categories.

04 Liberalisation for packaged and processed goods

Products such as olive oil, processed foods, coffee, tea, chocolate, and potatoes benefit from streamlined, phased tariff elimination (EIF/ES/7) free of quotas or price thresholds, representing strong, immediate opportunities for market entry and trade growth in this sector

FEBI Publications

- Quarterly Newsletter
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  - Automotive Position
  - Technology & Digital Services
  - Pharma, MedTech & Cosmetics
  - Energy & Renewables
  - Technical Barriers to Trade (TBT)



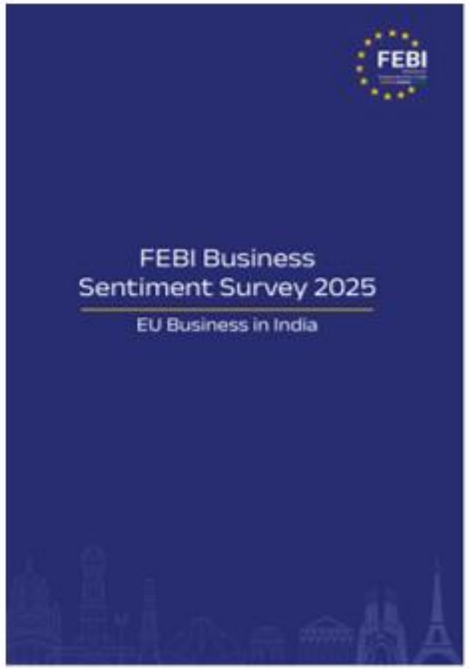
FEBI Brochure Unlocking Opportunities: EU-India FTA



Economic Footprint of EU Businesses in India



Business Sentiment Survey 2026



Business Sentiment Survey 2025



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