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India-Oman Free Trade Agreement

Unlocking new opportunities for Indian exporters and service providers in the Gulf region

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A Landmark Trade Partnership

The India-Oman Comprehensive Economic Partnership Agreement (CEPA) represents a transformative opportunity for bilateral trade between two strategic partners.

This agreement substantially reduces tariffs, streamlines customs procedures, and creates preferential access for Indian goods and services in Oman's growing economy. Indian

exporters, particularly MSMEs, now have a clear competitive advantage in one of the Gulf's most promising markets.



Export Expo

Top Indian Products Set for Growth



Textiles & Apparel

Cotton yarn, ready-made garments, and home textiles gain near-zero import duty, making Indian products more competitive than Chinese and Turkish alternatives.



Gems & Jewellery

Gold and diamond jewellery exports benefit from reduced tariffs, capturing strong demand across Gulf markets with higher profit margins.



Pharmaceuticals

Generic medicines, APIs, and surgical equipment see reduced regulatory barriers, leveraging India's reputation for quality and affordability.

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Engineering & Agricultural Opportunities

Engineering Goods & Auto Components

Oman's ambitious infrastructure and industrial projects create sustained demand for Indian machinery, electrical equipment, and industrial tools at competitive prices.

Agricultural & Food Products

Basmati rice, spices, tea, coffee, and marine products become more competitive in Oman's substantial food import market through substantially lower tariffs.

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How CEPA Transforms Your Bottom Line

01

Lower Export Costs

Customs duties reduced or eliminated, faster clearance procedures, and reduced logistics friction make your products more competitive immediately.

02

Higher Profit Margins

Maintain current pricing whilst earning more, or reduce prices strategically to capture greater market volume⁴ particularly advantageous for MSMEs and first-time exporters.

03

Stable Long-Term Demand

Reduced trade uncertainty enables confident long-term supply contracts and more efficient production planning across your supply chain.

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Service Sectors Poised for Growth



IT & Digital Services

Software development, cloud services, fintech, and AI solutions meet Oman's government and business digitalisation initiatives.



Healthcare Services

Hospital management, telemedicine, and medical training address rising healthcare demand with Indian expertise.



Education & Training

Online platforms, professional certification, and technical training fulfil demand for affordable, high-quality skill development.



Professional Services

Accounting, legal services, and engineering consultancy support Oman's expanding business ecosystem.

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Your Roadmap to Exporting Under CEPA




Get Export Ready

Obtain Import Export Code (IEC), GST registration, and bank AD code to establish your export credentials.



Verify CEPA Eligibility

Check Rules of Origin documentation to confirm your products qualify for preferential duty-free treatment.



Find Omani Buyers

Leverage trade fairs, Indian embassy networks, B2B portals, and local distributors to establish market connections.



Manage Logistics

Select appropriate freight, ensure Arabic/English labelling, and obtain required quality and health certifications.



Secure Payments

Use Letters of Credit and export credit insurance to protect your transactions and cash flow.

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Strategic Importance of the Agreement

Strengthens Gulf Presence

Establishes India as a preferred trade partner in one of the world's most dynamic economic regions.

Diversifies Export Markets

Reduces dependence on Western markets whilst creating resilient supply chain alternatives.

Drives Economic Growth

Creates employment opportunities and stimulates export-led growth across Indian industries.

Expands Services Exports

Opens substantial opportunities beyond goods, particularly in IT, healthcare, and professional services.

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Your Competitive Advantage

❏ Critical Success Factor

Register early under CEPA and prominently market your products as "CEPA Duty-Free" in all quotations and marketing materials.

Many exporters overlook this powerful positioning advantage. Highlighting your CEPA status:

- Increases buyer confidence and trust in your pricing
- Accelerates deal closure and reduces negotiation cycles
- Differentiates you from competitors who haven't adapted
- Demonstrates your commitment to the Omani market

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Seize the Opportunity

The time to act is now

The India-Oman Free Trade Agreement represents a transformational opportunity for Indian exporters and service providers willing to move decisively.

Businesses that establish their presence early will enjoy:

- Significantly lower costs and improved margins
- Long-term market access and stable partnerships
- First-mover advantage in a growing market

Your next step: Begin your CEPA registration today and position your business for Gulf market success.



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