TRADE AGREEMENTS × SUPPLIER ORIGIN

The Origin Advantage

Procurement's next sourcing test

EU–India FTA moves to the approval stage. Prepare sourcing scenarios; tariff benefits await entry into force.

Source: European Commission, 11 Sep 2026



Supplier location is not proof of product origin.

Preferential access depends on product-specific origin rules and supporting evidence.

Source: PIB, India–EU FTA FAQ, Q17–21

96.6%

of EU goods export value covered by India's agreed liberalisation

Source: European Commission, FTA chapter summary

Up to 22%

current Indian duties on EU chemicals; most removed at entry into force

Source: European Commission, FTA chapter summary

5–10 years

phase-out period for most car-parts tariffs after entry into force

Source: European Commission, FTA chapter summary

HOW THIS AFFECTS PROCUREMENT

Input choices can change eligibility

For Indian exporters, changing an input or production process can alter whether the finished product qualifies.

Source: PIB, India–EU FTA FAQ, Q18–20

CHEMICALS	TEXTILES	ENGINEERING
Transformation or specified processing	Manufacturing-process requirements	Product-specific value-addition tests

Source: PIB, FAQ Q20. Requirements vary by product.

BEFORE COUNTING A TARIFF BENEFIT

Correct HS code › **Origin evidenced** › **Rate effective**

WHAT TO DO NEXT

01 Prioritise exposure
Map EU-linked purchases and export inputs by HS code.

02 Enrich the RFQ
Request manufacturing origin, process evidence and validity.

03 Model both outcomes
Compare current duties with eligible future rates and lead times.

04 Assign the sign-off
Trade specialists validate origin; buyers retain the award record.

VENDX POV • Suggested procurement actions

VENDX POV

Make origin evidence part of sourcing readiness.

DIGITISE
Link supplier evidence to RFQs and bid comparisons.

AUTOMATE
Route missing documents and exceptions for follow-up.

USE AI
Extract and flag inconsistencies; specialists confirm eligibility.