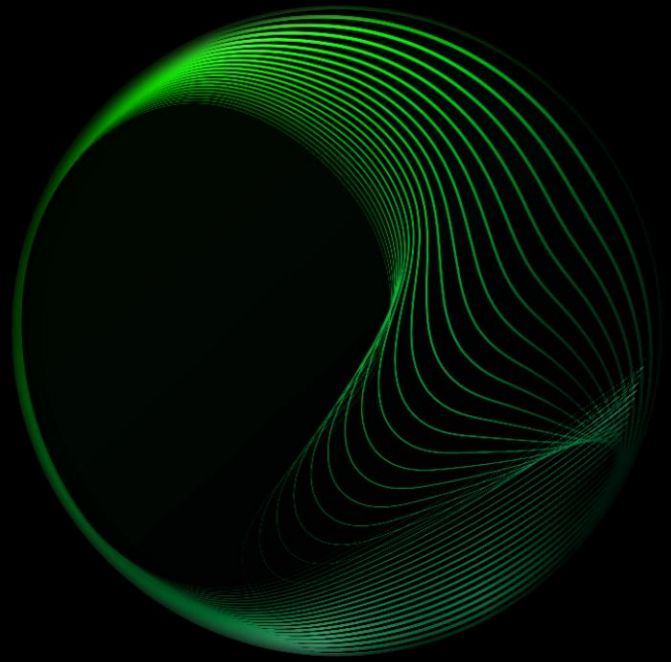
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Webinar on India-NZ FTA

Unlocking key commercial opportunities and market access gains

November 2026

Panelists



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India's FTA landscape: Where we stand today

Creating pathways to global opportunity: Connecting India to 76% of the world economy

Key trade pact signings and upcoming negotiations

Established FTA Network

- ASEAN FTA
- India – Australia ECTA
- India–Japan CEPA
- India–Mauritius CECPA
- India–South Korea CEPA
- India–Singapore CECA
- India–Sri Lanka FTA
- India–United Arab Emirates CEPA
- India–Thailand FTA

New-Generation FTAs (24-26)

- India–United Kingdom CETA
- India–Oman CEPA
- India–EFTA TEPA
- India–New Zealand FTA

Negotiations concluded, yet to be signed

- India–European Union FTA

Under advanced negotiation

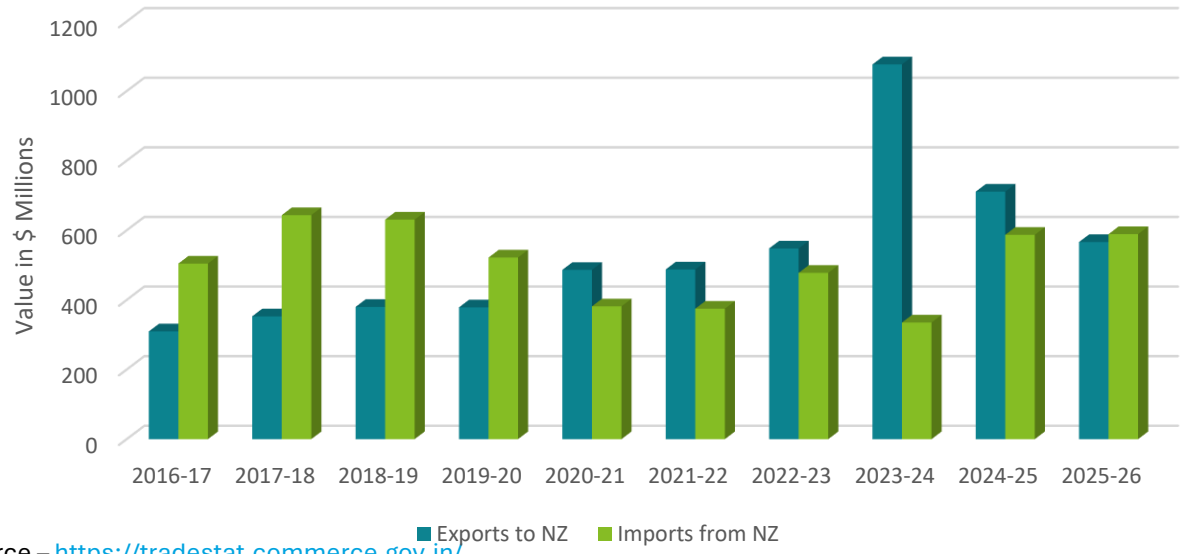
- India–United States BTA
- India–Gulf Cooperation Council FTA
- India–Canada CEPA
- India–Israel FTA

India to have preferential market access to 50+ countries covering nearly two-third of global trade.

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Setting the Context

India-NZ Trade Trend for past 10 years



Source – https://tradestat.commerce.gov.in/



World's fastest growing major economy
7%+ GDP growth (FY27 forecasts)



Developed high-income economy
OECD member

India is NZ's 9th largest export market

Key Highlights of this FTA

20 October 2026: FTA enters into force

- Establishes a comprehensive framework for trade, investment, mobility and broader economic cooperation.

Growing economic relationship

- Bilateral merchandise trade reached approximately US$1.3 billion in FY 2024-25, providing a strong platform for future growth in goods and services trade.

Meaningful market access gains

- New Zealand has eliminated tariffs on Indian exports, enhancing the competitiveness of Indian products across a wide range of sectors.

Balanced outcome for sensitive sectors

- India has preserved protections for sensitive agricultural segments, including dairy, while creating pathways for collaboration on agricultural productivity, innovation and technology.

Commercial opportunities across industries

- Expected beneficiaries include:
  - Textiles & Apparel
  - Leather & Footwear
  - Gems & Jewellery
  - Engineering Products
  - Processed Foods
  - Agritech & Food Innovation Partnership
  - Kiwifruit & Apples
  - Forestry and wood products
  - Mānuka honey
  - Wine

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Massive market access for Indian exporters

India has gained duty-free access to NZ markets across 100% of tariff lines from entry into force of the FTA.

5 key sectors amongst others that have witnessed reduction in tariff are given below

Textiles and Apparel

India's export to NZ in 24-25 around **$ 103.14 million**

Size of NZ import market around **$ 2 billion**

Tariffs of up to 10% eliminated upon entry into force

Leather & Footwear

India's Exports to NZ in 24-25 around **$ 8.51 million**

Size of NZ import market around **$ 0.4 billion**

Tariffs of up to 10% eliminated upon entry into force

Engineering Goods

India's export to NZ in 24-25 around **$ 136.34 million**

Size of NZ import market around **$ 23.3 billion**

Tariffs of up to 10% eliminated upon entry into force

Pharmaceuticals

India's Exports to NZ in 24-25 around **$ 57.51 million**

Size of NZ import market around **$ 1.4 billion**

Tariffs of up to 5% eliminated upon entry into force

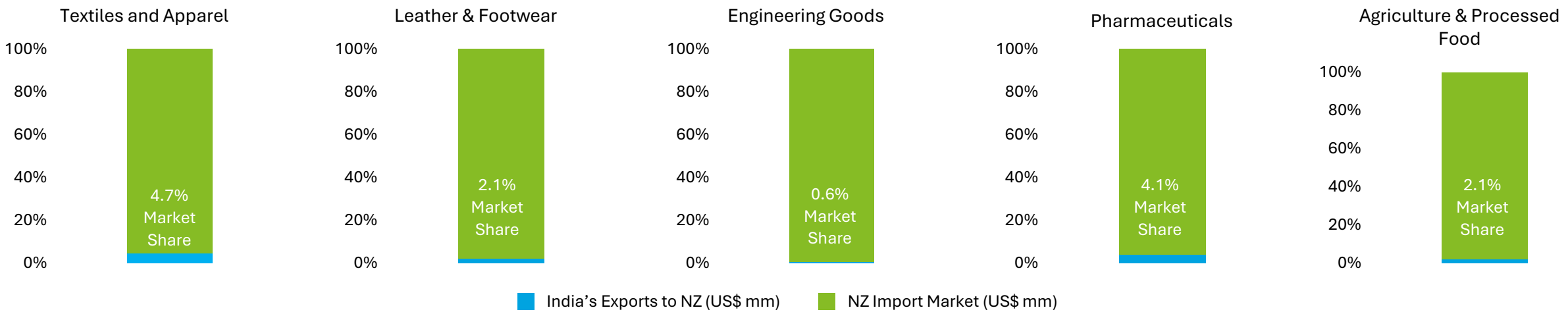
Agriculture & Processed Food

India's export to NZ in 24-25 around **$ 108.21 million**

Size of NZ import market around **$ 5.2 billion**

Tariffs of up to 10% eliminated upon entry into force

Sources – World Integrated Trade Solution, World Bank, and Press Information Bureau (PIB), Government of India



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Indian Tariff reductions on imports from NZ

India is offering market access to 70.03% of its tariff lines which covers 95% of NZ's Bilateral Trade.

8 key product categories amongst others that have witnessed reduction in tariff are given below

Apples
- Reduction of tariff from **160% to 50%** over 5 years.
- Trade Value (2025-26) $39.5 million
- Tariff-rate Quota applies.

Wood Pulp
- Reduction of tariff from **20% to 5.5%**
- Trade Value (2025-26) $44.08 million
- Concession from entry into force

Milk Albumin
- Reduction of tariff from **50% to 22%**
- Trade Value (2025-26) $ 44.25 million
- TRQ increases from 1,000 MT in Year 1 to 3,000 MT from Year 5 onward, with the in-quota tariff reduced to 11% from the 22% base rate.

Wine
- Reduction of tariff from **150% to 25%** or 50%, depending on the value of the wine
- Tariff reduction phased in over 10 years
- Most Favoured Nation clause applies.



Cooking Coal
- Reduction of tariff from **15% to 2.75%**
- Trade Value (2025-26) $63.18 million
- Concession from entry into force

Ferrous Waste & Scrap
- Elimination of tariff from up to **15% to 0%**
- Trade Value (2025-26) $59.11 million
- Elimination from entry into force

Aluminum Waste & Scrap
- Reduction of tariff from **15% to 2.75%**
- Trade Value (2025-26) $ 49.96 million
- Concession phased out over 7 years

Sheep meat
- Reduction of tariff from **33% to 0%**
- Trade Value (2025-26): $290,000
- Concession from entry into force
- Applies to eligible fresh, chilled and frozen sheep meat from New Zealand.

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Rules of Origin : Gateway to Preferential Tariff Benefits

How Can a Product Qualify?

Wholly Obtained

- Agricultural products, fisheries, minerals

Produced Exclusively from Originating Materials

- All inputs sourced from India and/or NZ

Substantially Transformed

- Tariff Shift (CC/CTH/CTSH)
- Qualifying Value Content (QVC)
- Specific Processing Rule

Raw Materials
↓
Production in India / New Zealand
↓
Meet Product-Specific Rule (QVC / Tariff Shift / Process Rule)
↓
Proof of Origin
↓
Preferential Tariff Benefit

Key Features for Businesses

Bilateral Cumulation

- Inputs from either party may contribute to originating status.

Multiple routes to Qualification

- Products may qualify through tariff-shift, qualifying value content (QVC) and/or specific processing requirements, depending on the applicable Product-Specific Rule.

Simplified Certification

- Origin Declarations and Certificates support claims.

Commercial Benefit

- Early origin assessment helps maximise tariff savings and reduce compliance risk.

What Should Businesses Do Now?

Review PSRs | Assess sourcing and BOMs | Model tariff savings | Establish origin documentation | Prepare for customs verification

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Other important aspects

1 Investment Facilitation

- NZ has committed to facilitate **USD 20 billion of investment** into India.
- Cooperation extends to **manufacturing, infrastructure, renewable energy, agriculture technology**, skill development and emerging technologies.
- Supports **job creations, technology transfer and integration into global value chain**.
- Creates opportunities for Indian businesses to **attract capital and form strategic partnerships.**

2 Pharmaceuticals and medical devices

- NZ will **accept GMP and GCP inspection reports from comparable regulators** eligible, including the US FDA, European Medicines Agency and UK MHRA, subject to the conditions.
- Pharmaceutical and medical-device exporters may face fe**wer duplicative inspection requirements, helping streamline market entry, reduce compliance burdens** and improve market access to NZ.

3 Agriculture Productivity Partnership

- Dedicated action plans and **Centres of Excellence relating to apples, kiwifruit and honey.**
- Aims at **orchard management, honey production, horticulture, improved planting material**, post-harvest practices and sustainable beekeeping.
- Indian farmers and agri-businesses can benefit from **NZ's technical expertise, improved productivity and stronger value chains**.

4 Mobility and Talent Access

- Establishes a pathway for **5,000 Temporary Employment Entry visas to work in NZ** for up to three years, alongside **1,000 Working Holiday visas** annually.
- Provides for **students to work at least 20 hours a week** during study and post-study work rights for eligible STEM and doctoral graduates.
- Indian services firms can explore **cross-border delivery and talent opportunities, while students and professionals** gain clearer pathways to international experience.

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POLL 1

Which area offers the biggest opportunity for your organization?

1. Exports
2. Imports / Sourcing
3. Investment
4. Services Trade
5. Still Exploring

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Analysis of the FTA from a New Zealand Perspective

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Key opportunities in New Zealand

New Zealand exported NZ$2.22 billion of goods and services to India in the year ended June 2026, comprising NZ$921 million of goods and NZ$1.3 billion of services.

Key New Zealand Export Sector	Current Exports to India in USD (as at 30 June 2026)	Indicative Products
Travel and other services	$692.6 million	Tourism, education, professional services, technology and digital services
Forestry	$109.6 million	Logs, sawn timber, wood pulp, panels and paper products
Horticulture	$76.1 million (Apples: $56.8 million) (Kiwifruit: 15.9 million)	Apples, kiwifruit, cherries, avocados, blueberries and persimmons
Aluminium	$53.9 million	Aluminium products
Iron and steel	$47.7 million	Iron and steel products
Wool	$47.7 million	Wool and wool products

Further opportunities beyond our current largest exports

- Seafood
- Sheep meat
- Premium food and beverage
- Digital services
- Wine
- Mānuka honey
- Agritech and food innovation

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New Zealand apples to India: what changes under the FTA?

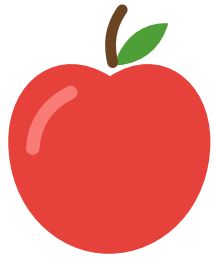
Illustrative landed-cost comparison for qualifying apples imported within the FTA tariff-rate quotas

NZ export price	Freight + insurance	Illustrative CIF value	Exchange rate	CIF value in India	Minimum CIF threshold
NZ$3.00/kg	NZ$0.40/kg	NZ$3.40/kg	₹52 per NZ$1	₹176.80/kg	US$1.25/kg

BEFORE THE FTA

CIF value	**₹176.80/kg**
Import tariff	**50%**
Tariff cost	**₹88.40/kg**
Indicative landed cost	**₹265.20/kg**

Before IGST, port/handling costs, domestic transport and importer margin



FTA tariff saving

₹44.20/kg

≈ 17% lower

UNDER THE FTA

CIF value	**₹176.80/kg**
Preferential tariff	**25%**
Tariff cost	**₹44.20/kg**
Indicative landed cost	**₹221.00/kg**

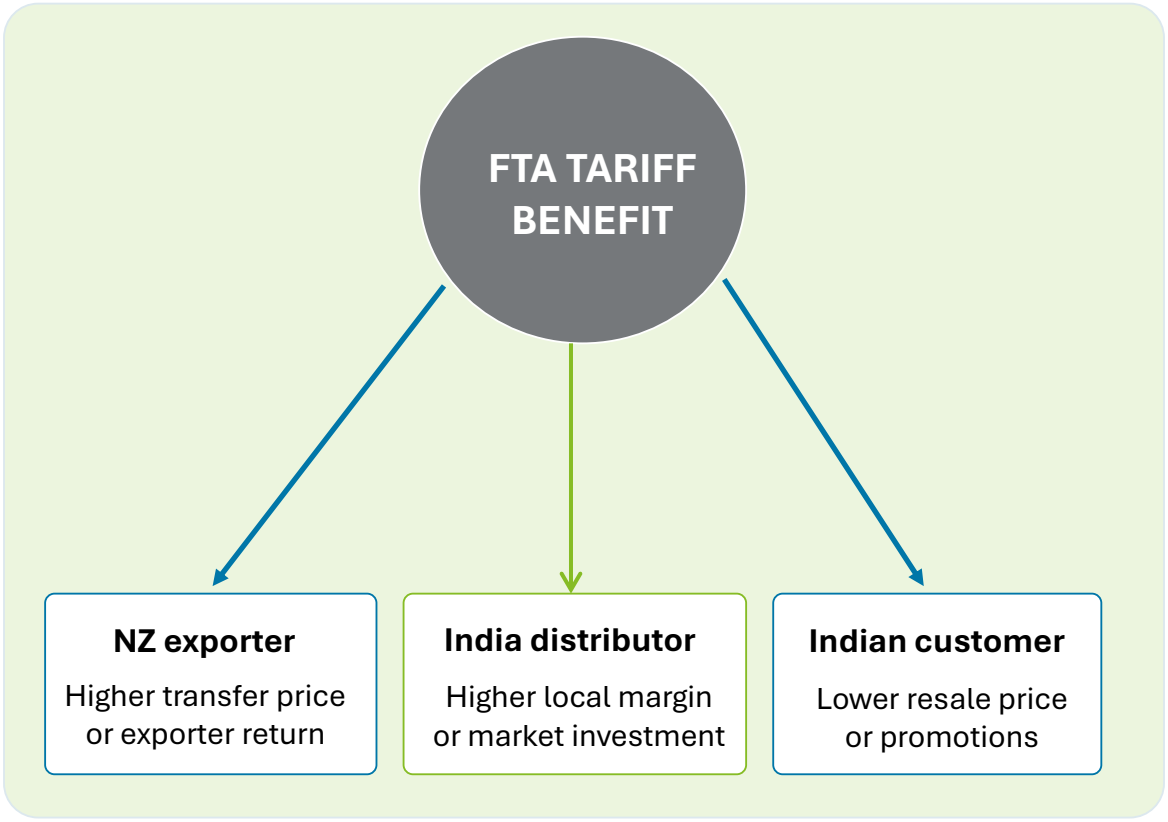
Applies only to qualifying apples imported within the quota and relevant seasonal window

✓ **Commercial takeaway** For this example, the tariff reduction from 50% to 25% reduces the indicative landed cost by ₹44.20 per kg.

Illustrative example only. The first effective in-quota apple shipments are expected from April 2027. Apples must meet the minimum CIF value and quota conditions.

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Capturing the FTA Benefit with Operating Structures



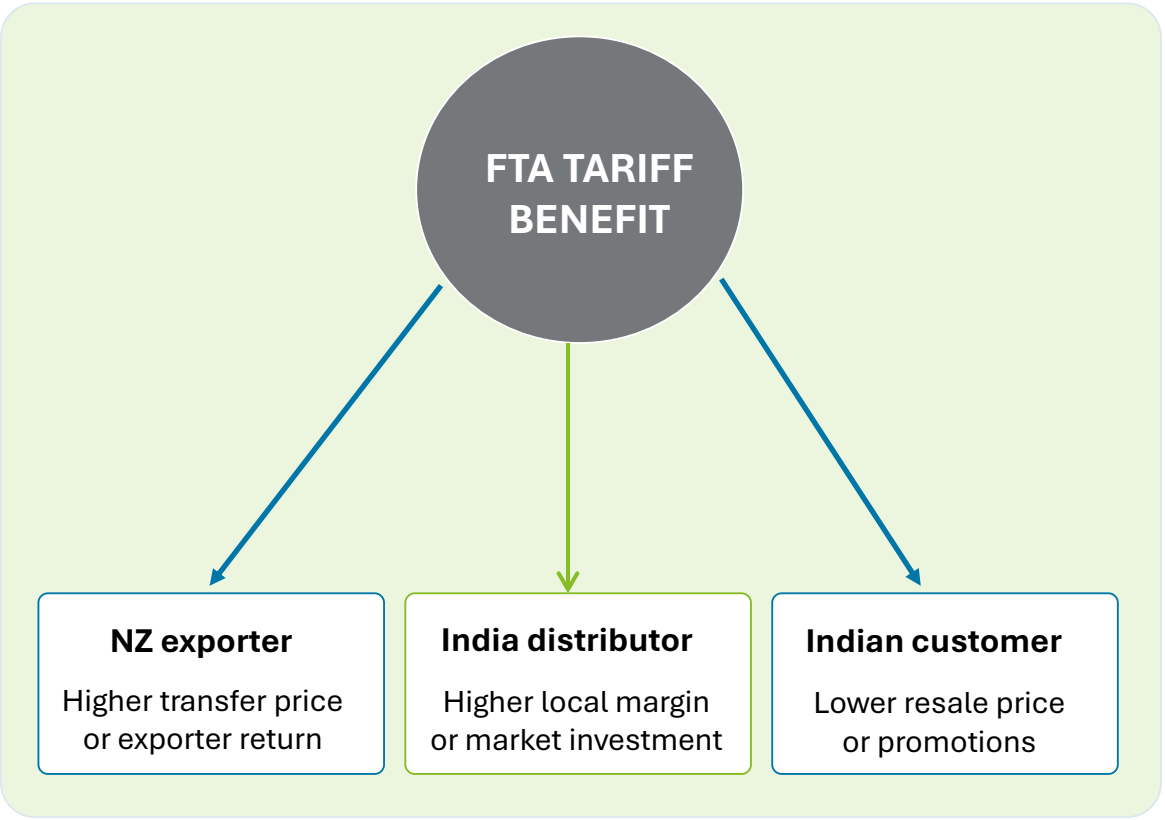
Potential Operating Structures

1. Independent Exporter / Independent Importer
2. Procurement Agent in NZ
3. Joint Venture / Partnership
4. Direct Investment in New Zealand Producer /Exporter

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Related Party Transactions - Transfer Pricing Considerations

Lower customs duty changes the economics, but not the requirements for arm's-length related-party pricing



Key transfer pricing considerations

1. Arm's-length price remains the starting point
2. Determine who should benefit from the tariff saving
3. Revisit forecasts and tested-party outcomes
4. Align transfer pricing and customs values
5. Document market-specific factors

Key takeaway Lower tariffs change the commercial outcome, not the arm's-length principle. Update the analysis if the FTA materially changes prices, volumes, risks or where profits arise.

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Setting up in New Zealand: Key FDI considerations

New Zealand offers a transparent and business-ready environment, but investors should sequence legal, tax, regulatory and people decisions before committing capital.

Choose the entry model

Compare a New Zealand subsidiary, registered branch, acquisition, joint venture or contractual presence.

Check foreign investment approvals

Determine early whether the transaction involves sensitive land, significant business assets or fishing quota..

Design the tax and funding structure

Assess tax residence and permanent establishment exposure

Plan people and immigration

Put compliant employment agreements, payroll, leave, health and safety and good-faith processes in place.

Protect the business and market position

Clear and protect company names, brands and intellectual property. Assess privacy, consumer, licensing, sector and competition rules.

Build local license to operate

Engage appropriately with Māori interests where land, natural resources, cultural values or community relationships are relevant.

Why New Zealand?

2nd globally for government integrity and freedom of trade

3rd in the developed world for tax competitiveness

3rd most peaceful country in the world

437 deals completed in the past 5 years

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POLL 2

Which FTA outcome would have the greatest impact on your business?

1. Lower tariffs
2. Simpler customs procedures
3. Better market access
4. Greater regulatory certainty
5. Investment facilitation

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Questions

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POLL 3

What is currently the biggest challenge to expanding business between India and New Zealand?

1. Finding business partners
2. Market information
3. Regulatory requirements
4. Logistics costs
5. Limited awareness of opportunities

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POLL 4

Following this webinar, what action are you most likely to take?

1. Explore exporting opportunities
2. Identify business partners
3. Evaluate tariff benefits
4. Assess investment opportunities
5. Seek expert guidance

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Unlocking FTA benefits: Action plan for businesses

1. Product and trade mapping

- Validate HS classification
- Product mapping across FTA schedules
- Quantification of duty savings

3. Supply chain optimisation

- Procurement redesign
- Switching to domestic supplier
- Investing in incremental value addition

Are my products covered under FTA? → **Do they meet 'originating' criteria?** → **Do we need to re-design supply chain?** → **What should I do before claiming benefits?**

2. Origin assessment

- BOM assessment and local value addition
- RVC computation and threshold testing
- Product specific criteria review

4. Implementation

- Pricing re-modelling post duty reduction
- Origin and compliance management
- Process design

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Strategic opportunities beyond tariff savings

Market expansion

- Preferential access to new markets
- Better pricing competitiveness
- Increased exports

Manufacturing strategy

- Localisation
- Regional value addition
- Near-shoring
- Production hubs

Strategic partnerships

- Joint Ventures
- Technology collaborations
- Contract manufacturing
- Distribution alliances

Supply chain transformation

- Supplier diversification
- Resilient sourcing
- Regional sourcing network
- Lower landed costs

FTAs are increasingly influencing investment, sourcing and manufacturing decisions-not merely customs duty optimisation.

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Thank you!

Kindly spare a minute to help us with your valuable feedback for today's session...

For any queries, please feel free to write to us at intax@deloitte.com

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