SEPC
SERVICES EXPORT PROMOTION COUNCIL

INDIA TO THE WORLD

Unlocking Global Opportunities for Chartered Accountants

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Chairperson Services Export Promotion Council | ICAI Global Summit 2026



WHAT WE WILL COVER TODAY

6 themes, tracing India's services story from macro numbers to a Future plan of action.

I **The India Services Moment - Current Scenario**
Export numbers that put services and CAs at the centre of India's growth story

II **The GCC Revolution**
From back-office cost centres to boardroom-grade centres of excellence

III **Policies Fueling This Growth**
The government Schemes, Champion Sectors, Budget 2026-27, GIFT City

IV **The FTA Opportunity**
New market access through ECTA, CEPA, CETA and the India–EU talks

V **MRAs & Regulatory Barriers**
The obstacles that need institutional muscle and SEPC's role in clearing them

VI **The SEPC–ICAI Partnership**
A standing MoU, and a proposed CA Services Export Readiness Programme

THE INDIA SERVICES MOMENT - CURRENT SCENARIO

Growth of 8.71%

Services exports, FY 2025-26

*Nearly **9x the pace of** **merchandise** exports*

1

48.8%

Share of total exports (~US$ 863B)

***Highest share in India's history**; narrowest gap with merchandise ever recorded*

2

1 in 2

Export dollars earned from knowledge

*Not goods shipped, but **expertise delivered***

3

Services exports now outpace **merchandise exports by nearly 9x**, with nearly **every second export dollar powered** by **knowledge, trust and financial discipline,** exemplified by the Indian Chartered Accountant.

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OUR KNOWLEDGE, TRUST, GOVERNANCE, FINANCIAL DISCIPLINE AND PROFESSIONAL COMPETENCE.
KNOWLEDGE
TRUST
GOVERNANCE
FINANCIAL DISCIPLINE
PROFESSIONAL COMPETENCE
AND NOBODY EMBODIES THAT BETTER THAN...
THE INDIAN CHARTERED ACCOUNTANT.
IND AS
TAX LAW
AUDIT
ETHICS
CA
BRIDGING INDIA WITH THE WORLD.
UPHOLDING TRUST. ENSURING TRANSPARENCY.
ENABLING GROWTH. CREATING VALUE.
SERVING BUSINESSES, INVESTORS AND SOCIETY.

THE GCC REVOLUTION: FROM BACK OFFICE TO BOARDROOM

2,100+
GCCs across 3,700+ units

2.3M
Professionals employed

~ US $100B
Revenue generated today

500+
Forbes Global 2000 firms present

By 2030: US$ 105B+ and 2.8M professionals projected.



WHO WILL LEAD THIS?

Today's GCC is a centre of excellence for **finance, tax, treasury, audit, ESG and enterprise risk,** not looking for bookkeepers, but for architects of trust who can **stand between an algorithm and an audit committee and be believed by both.**

POLICY FUELING THIS GROWTH

This transformation is happening through a sequence of deliberate policy moves.

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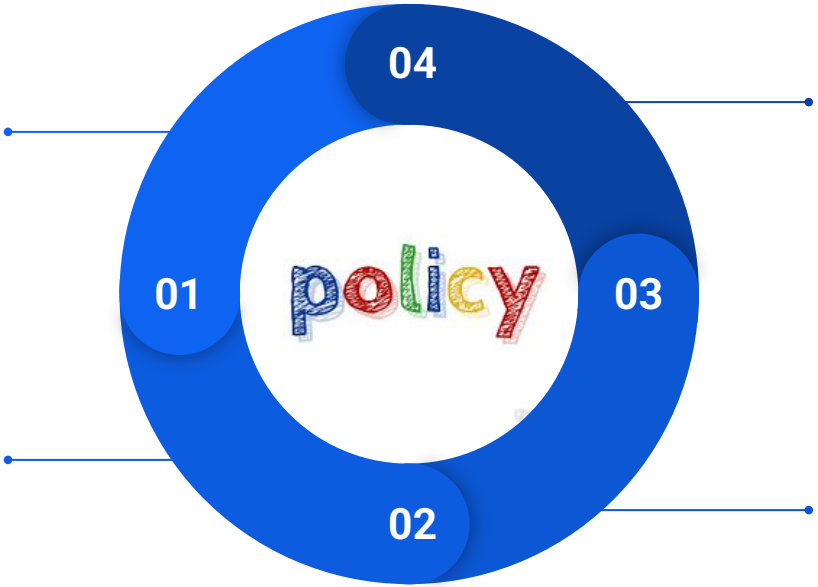
12 Champion Services Sectors

Union Cabinet identifies accounting & finance services among twelve sectors named as engines of India's export strategy.

Ongoing

Export Promotion Mission

The Market Access Scheme supports international market development, participation in global events, and buyer-seller engagement for services exporters and more.



Now

States + Gujarat International Finance Tec-City

States compete with dedicated GCC policies, while GIFT City emerges as a genuine international financial services jurisdiction.

Budget 2026-27

Safe Harbour Expanded

Threshold raised from ₹300 crore to ₹2,000 crore, dramatically de-risking transfer pricing for GCC operations.

THE INDIA'S FREE TRADE AGREEMENTS OPPORTUNITY

New Market Access Opportunities Through FTAs

- **ECTA** — Australia
- **CEPA** — United Arab Emirates
- **CETA** — United Kingdom
- **India–EU negotiations (advancing)**

What Opens Up for CAs

- Improved access to overseas clients
- Pathways for collaboration with foreign professional firms
- Outsourcing & co-sourcing of accounting, audit support and tax services
- Participation in global value chains

Way ahead for CA firms:

- Build awareness
- Understand country-specific regulations
- Enhance export readiness

Exactly where SEPC and ICAI must work together, in a structured manner.



MUTUAL RECOGNITION AGREEMENTS & REGULATORY BARRIERS - FOCUS OF SEPC

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BARRIERS

1. Licensing & residency conditions
2. Recognition-related barriers
3. Restrictions on ownership & signing authority
4. Local qualification requirements
5. Data protection rules

SEPC's Two-Track Approach For These

TRACK 1: POLICY & REGULATORY ENGAGEMENT

Advance MRAs, FTA commitments and qualification recognition to improve global market access for Indian Chartered Accountants.

TRACK 2: IMMEDIATE BUSINESS MOBILISATION

Enable Indian CAs to expand globally through advisory, tax compliance, internal audit, ESG reporting, forensic accounting, Virtual CFO services and GCC support.

THE SEPC–ICAI PARTNERSHIP

*SEPC and ICAI hold a **long-term MoU** to collaborate and work collectively towards **expanding global market access** for Indian CAs and professional services firms.*



WHAT IT TRANSLATES FOR THE INDIVIDUAL CA OR FIRM

RCMC REGISTRATION

Formal identity as a services exporter; gateway to support under MAS under EPM

MARKET ACCESS

Trade delegations and buyer-seller platforms

A VOICE

Concerns travel through SEPC to Government and the negotiating table



*"**India's greatest export** is no longer just what we make, but the **trust we create** and every Indian Chartered Accountant has the **opportunity to carry that trust to the world."***

Dr. Upasana Arora
Chairperson Services Export Promotion Council



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THANK YOU!