



TEPC ANNUAL REPORT

2025-26

Telecom Equipment and Services Export Promotion Council (TEPC)

1. Introduction:

Under the ambit of Foreign Trade Policy (FTP) of Government of India, Telecom Equipment and Services Export Promotion Council (TEPC) has been set up by the Ministry of Commerce & Industry and Department of Telecommunications, Government of India to promote and develop export of Telecom Equipment and Services. TEPC as a Council plays a critical role in furtherance of Telecom export from India and assists its member companies in easy facilitation of their respective exports. TEPC has been working with the entire eco-system of Indian telecom exporters as well as various departments of the Government of India to deliver and create end-to-end telecom solutions.

2. Vision

To propel India to the forefront of the global telecom scenario with secure, reliable, state-of-the-art telecom solutions empowering digital connectivity and fostering sustainable growth in exports, innovation and technological leadership.

3. Main objectives/ activities of TEPC

Main objectives/ activities of TEPC are summarised as under:

- a.** Telecom industry members can participate in international trade fairs at subsidised rate under Market Access Incentive (MAI) Scheme and concerned Scheme of Department of Commerce and Department of Telecommunications respectively.
- b.** Introduces exporters to appropriate overseas buyers through participation in Trade Fairs/ Exhibitions, organising of Buyer Seller Meets in various target markets with support of Indian missions.
- c.** Maintains liaison with the Government authorities to convey the requirements of the industry and exporters and to ensure appropriate and enabling policy framework for Indian telecom industry to flourish and thus enhance exports such as providing inputs in PLI Scheme, Pre-budget Proposal, Foreign Trade Policy (FTP), Public Procurement (Preference to Make in India) policy etc.
- d.** Issues Recommendation letters to Consulates, Embassies for business visa purpose to telecom industry members.
- e.** Issues RCMC (A Registration Cum Membership Certificate) to telecom industry members. RCMC is required when an exporter is seeking authorisation to export (or import) any restricted item, planning to claim various benefits under the Foreign Trade Policy, looking for benefits offered by the Customs and Central excise authorities.
- f.** Dissemination of government notification, orders, information on trade and other relevant information to members.
- g.** Sharing trade queries as received by importers/ buyers through the channel of Indian mission abroad.

4. Major Activities and Achievements during 2025–26

The highlights of the activities undertaken by TEPC:

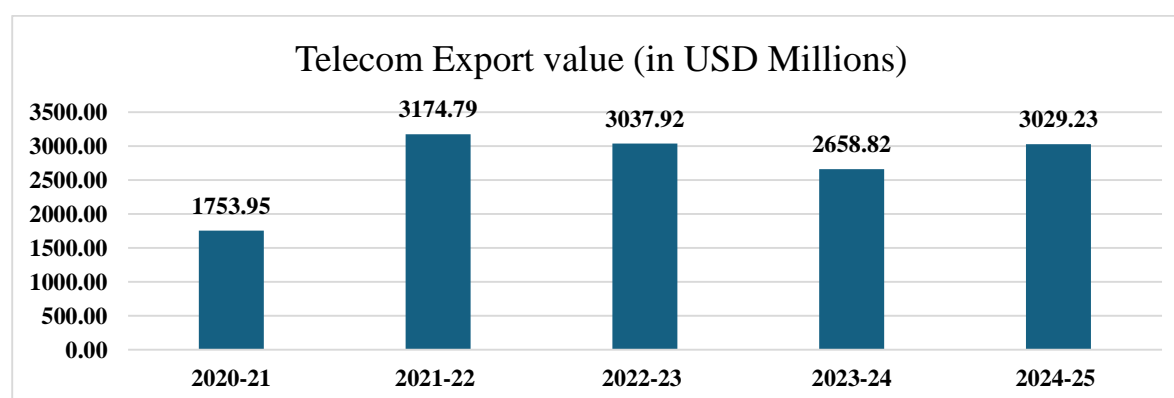
- a. Taken-up the issue of reimportation of telecom products for repair/ refurbishment and after field trials/ Proof of Concept (PoC) beyond seven years from their exportation with DGFT, Central Board of Indirect Taxes & Customs, Department of Telecommunications and Department of Commerce and during the meeting with Hon'ble Commerce & Industry Minister.
- b. Taken-up the issue of the 'No Objection Certificate (NOC)' by ministry of Steel for import of ECCS tapes for manufacture of the Optical Fibre Cables.
- c. Taken-up the issue of elongated Payment Terms in Public Procurement with the Department of Expenditure.
- d. Comments/ input were given on draft National Telecom Policy 2025.
- e. Submitted inputs to the Department of Commerce and Department of Telecommunications on various FTAs.
- f. Taken-up the issue being faced with respect to import of Germanium Tetra Chloride for manufacture of the Preform, a raw material for manufacture of Optical Fibre.
- g. Submitted pre-budget proposals for financial year 2026-27 to Department of Commerce & Department of Telecommunications.

5. Policy Advocacy

- a. TEPC constantly interacts with members to understand the latest trade issues and take up the same with appropriate authorities like Department of Commerce (DoC), Directorate General of Foreign Trade (DGFT), Reserve Bank of India (RBI), Central Board of Indirect Taxes (CBIC), EXIM Bank, Department of Revenue (DoR), Indian missions abroad etc. for a speedy resolution.
- b. Members feedback is sought for the government policy decision
- c. Member consultations for government negotiations for new FTAs/ revision of old FTAs

6. Export Statistics

Between 2020-21 and 2024-25, telecom exports showed a pattern of rapid growth followed by fluctuations. Exports started at USD 1,753.95 million in 2020-21 which increased by 81% to USD 3,174.79 million in 2021-22. This peak was followed by a moderate decline to USD 3,037.92 million in 2022-23 and a further drop to USD 2,658.82 million in 2023-24. In 2024-25, exports rebounded to USD 3,029.23 million, nearly recovering to the 2022-23 level. The overall trend highlights strong initial growth, a temporary slowdown, and a resilient recovery toward the end of the period.



7. Anticipated Activities for 2025–26

TEPC's participation in Domestic and International Telecom & ICT Events (Past and Upcoming):

a. Bharat Telecom 2025- New Delhi, India (May 6-7, 2025)

TEPC organised Bharat Telecom 2025 at Taj Palace, Delhi which brought together telecom equipment manufacturers, service providers and ICT innovators. TEPC facilitated the participation of 88 Indian companies, showcasing India's telecom technologies and promoting indigenous manufacturing. The event provided valuable networking opportunities with industry stakeholders and government representatives. TEPC hosted foreign delegates from across the globe, with 135 delegates comprising of industry leaders, policy makers and regulators etc. representing more than 35 countries who discussed business with the Indian telecom equipment (hardware and software) manufacturers.





b. India Mobile Congress 2025 – New Delhi, India (October 8–11, 2025)

TEPC successfully participated in the India Mobile Congress (IMC) 2025, held in New Delhi from October 8–11, 2025. TEPC facilitated the participation of 66 Indian companies, which showcased a wide range of telecom equipment, ICT services and innovative digital solutions aligned with the “Make in India” initiatives. The event served as an important platform for promoting India’s technological strengths and for connecting Indian companies with global industry leaders and buyers. TEPC hosted foreign delegates from across the globe, with 70 delegates comprising of industry leaders, policy makers and regulators etc. representing more than 30 countries who discussed business with the Indian telecom equipment (hardware and software) manufacturers.





c. GITEX Global 2025 – Dubai, UAE (October 13–17, 2025) & Expand NorthStar-Dubai, UAE (October 12-15, 2025)

TEPC participated in GITEX Global 2025 (October 13–17) and Expand NorthStar (October 12–15) in Dubai, two of the region’s leading technology and telecom events. TEPC organized a dedicated India Pavilion, featuring 18 Indian telecom and ICT companies at GITEX and 20 companies at Expand NorthStar, showcasing India’s innovations in 5G, AI, IoT and digital transformation solutions. The participation strengthened India’s technological presence in the Middle East and opened new avenues for partnerships, collaborations, and export opportunities.



d. AfricaCom 2025 – Cape Town, South Africa (November 11–13, 2025)

TEPC is set to participate in AfricaCom 2025, scheduled to be held in Cape Town, South Africa on November 11–13, 2025. Indian telecom and ICT companies will join under the TEPC banner to showcase India's strengths in telecom infrastructure, broadband connectivity and digital services. The event will provide a platform for enhancing India–Africa cooperation and exploring new avenues for trade and technology exchange.

e. Connected World KSA – Seamless, Saudi Arabia 2025 – Riyadh, KSA (November 18–19, 2025)

TEPC will also participate in Seamless Saudi Arabia 2025, to be held in Riyadh from November 18–19, 2025. TEPC will showcase advanced solutions in telecom, ICT, fintech and digital transformation. The event will further promote India's collaboration with Saudi Arabia in line with the Kingdom's Vision 2030, focusing on innovation-driven growth and digital infrastructure development.

f. India Africa ICT Expo 2025 – Morocco (January 2026)

In January 2026, TEPC will organise the India Africa ICT Expo 2025 in Rabat, Morocco to strengthen India–Africa partnerships in the ICT and telecom sectors. The event will feature Indian companies and industry leaders, focusing on digital inclusion, smart infrastructure, and technology cooperation. The expo will serve as a major platform for B2B interactions and government-level engagement aimed at expanding India's telecom footprint in Africa.

g. Mobile World Congress 2026 – Barcelona, Spain (March 2–5, 2026)

TEPC will participate in the Mobile World Congress (MWC) 2026, scheduled in Barcelona, Spain on March 2–5, 2026. Representing India's telecom industry at one of the world's most prestigious technology gatherings, TEPC will showcase innovative solutions from Indian companies in areas such as 5G, IoT, AI and next-generation networks. The participation will position India as a key global player in telecom technology and digital innovation.

h. Connected America 2026 – Dallas, USA (April 14–15, 2026)

TEPC will also participate in Connected America 2026, to be held in Dallas, Texas, USA, from April 14–15, 2026. This event will provide an opportunity to highlight India's telecom and ICT expertise to the American market. TEPC, along with Indian companies, will focus on showcasing solutions for digital infrastructure, broadband expansion and connectivity technologies, strengthening India's global engagement in the telecom sector.