

Telecom Instruments Digest: Monthly Insights into Electronic Exports & Imports (Mar 2024)



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ABSTRACT
*Invaluable insights into
the transformative
trends shaping India's
Telecom Instruments
sector*

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1 Executive Summary

The Telecom Instruments sector in India has exhibited resilience and dynamism amidst evolving global trade dynamics. The year **2023** witnessed positive developments characterized by substantial growth in both exports and imports. Notably, the sector has made strides towards narrowing the negative net export value, driven by the stellar performance of smartphone exports and a positive shift in net export dynamics across most months. As the sector continues to chart its course, concerted efforts towards bolstering export capabilities and fostering innovation will be pivotal in ensuring sustained growth and competitiveness on the global stage.

1.1 Export Dynamics:

India's Telecom Instruments exports witnessed robust growth in **2023**, with **Mar 2024** marking a significant milestone as the sector's export value surged to around **USD 2.13 billion**. This growth trend was consistent throughout the year **2023**, reflecting an average monthly export value of around **USD 1.33 billion**, a substantial increase from around **USD 0.92 billion** in **2022**. **Smartphones** emerged as the dominant export category, constituting approximately **93.17%** of all telecom instruments exports in **Mar 2024**.

1.2 Import Landscape:

In parallel, India's Telecom Instruments import landscape experienced notable expansion, reaching around **USD 1.51 billion** in **Mar 2024**. The average monthly import value for telecom instruments in **2023** stood at around **USD 1.51 billion**, showcasing a **29.02%** year-on-year growth compared to **2022**. The category labelled as **Others (HSN – 85177990)** emerged as the leading import category, comprising around **58.05%** of all telecom instrument imports in **Mar 2024**.

1.3 Net Export Trends:

Mar 2024 saw the sector's net export value stand at **USD 0.62 billion**. **Smartphones** led positive net exports, contributing approximately **USD 1.99 billion**, while the category **Others (HSN - 85177990)** experienced the highest negative net exports, at around **USD -0.85 billion**.

2 Introduction:

The **Ministry of Commerce and Industry (MoCI)**, **Department of Commerce (DoC)**, **Government of India (GoI)** monthly releases total merchandise trade data that provides valuable insights into the nation's trade landscape. This comprehensive data encompasses both imports and exports, meticulously classified by Harmonized System of Nomenclature (HSN) codes. Within this rich repository of information, MAIT, the apex body representing India's electronics & ICT hardware sector, seeks to harness the power of this data to delve deeper into the nuances of electronic goods trade, with a specific focus on **Telecom Instruments**.

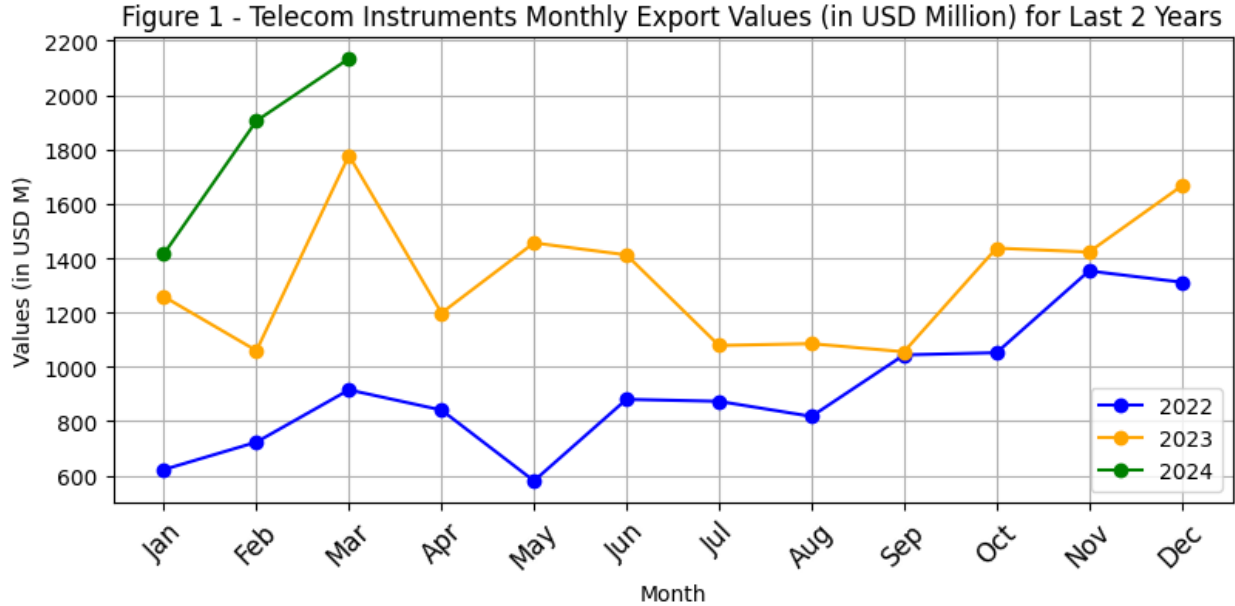
Through a series of researched reports, MAIT aims to dissect the monthly trade data spanning a couple of years, with a keen eye on identifying trends and major products within the Telecom Instruments segment. These reports serve as a vital tool for understanding the intricate dynamics of the electronics industry and its various subcategories. By leveraging this intelligence, stakeholders within the industry can stay abreast of evolving trade patterns, enabling informed decision-making and strategic planning.

3 Export Analysis:

3.1 Total Export value:

In **March 2024**, India's Telecom Instruments export value is **USD 2.13 billion**. This notable achievement underscores the industry's resilience and potential on the global stage. Throughout the year **2023**, the

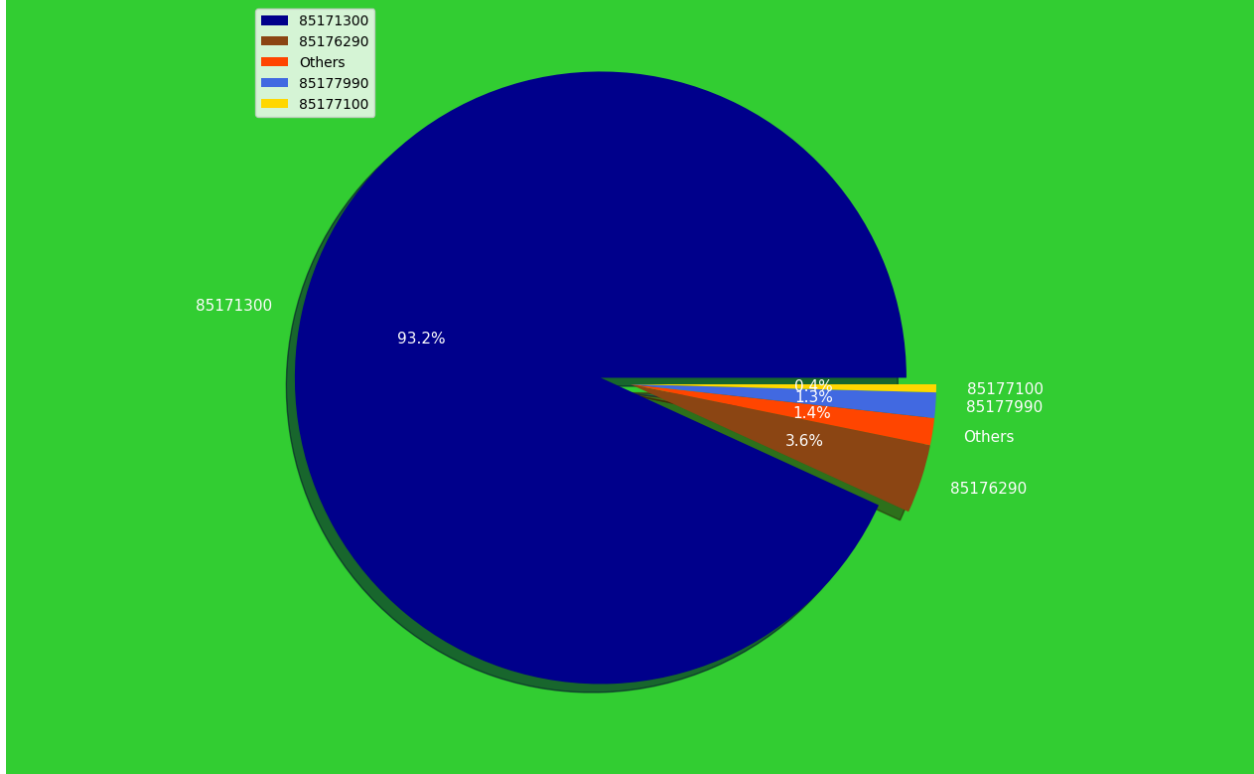
average monthly export value for India’s Telecom Instruments stood at **USD 1.33 billion**, showcasing a remarkable upswing from the previous year’s figure of **USD 0.92 billion** in 2022. **Figure 1** illustrates this upward trajectory, depicting consistent year-over-year (YoY) growth with an average monthly export growth rate of **44.41%** in **2023**. Such robust expansion signals not only the sector’s vitality but also its capacity to adapt and thrive in the face of evolving market dynamics.



3.2 Export by Product Category (HSN wise):

In **Mar 2024**, **smartphones (HSN – 85171300)** emerged as the dominant force within India’s Telecom Instruments export landscape, constituting an impressive **93.17%** of all exports within the sector. Following closely behind, the **“other” category (HSN - 85176290)** accounted for approximately **3.64%** of total exports, representing a diverse range of **telecom instruments (Machines for the reception, conversion and transmission or regeneration of voice, images or other data, including switching and routing apparatus)**. **Figure 2** provides a visual representation of this distribution, showcasing the substantial market share held by **smartphones (HSN – 85171300)** and the notable presence of **other (HSN - 85176290)** telecom instruments within India’s export portfolio.

Figure 2: HSN wise Export of Telecom Instruments (as per value in USD M) in Mar 2024



Combining the data from **Figure 3** and **Table 1**, the landscape of India’s Telecom Instruments exports from **FY 2024 (Apr 2023 to Mar 2024)** presents a compelling narrative of growth and dominance:

1. Telecom Instruments Exports **FY2024 (Apr 2023 to Mar 2024)** surged to around **USD 17.27 billion**, marking a remarkable **34.36%** increase from the same period in **FY 2023 (Apr 2022 to Mar 2023)** when exports totalled around **USD 12.85 billion**. This substantial uptick underscores the sector’s robust performance and its pivotal role in driving India’s export economy.
2. **Smartphones (HSN 85171300)** emerged as the undisputed leader within the Telecom Instruments category, commanding a staggering **93.17%** share of total exports in **Mar 2024**. Their dominance is further substantiated by a noteworthy **42.51% year-on-year (YoY)** growth in exports, reaching **USD 15.57 billion** in **FY 2024 (Apr 2023 to Mar 2024)**, compared to the corresponding period in **FY 2023 (Apr 2022 to Mar 2023)**.
3. **Mar 2024** witnessed a particularly strong performance in smartphones exports, totalling **USD 1.99 billion**, reflecting a **20.89%** YoY growth compared to **Mar 2023**.

Figure 3: HSN wise Exports in Apr 2022-Mar 2023 to Apr 2023-Mar 2024

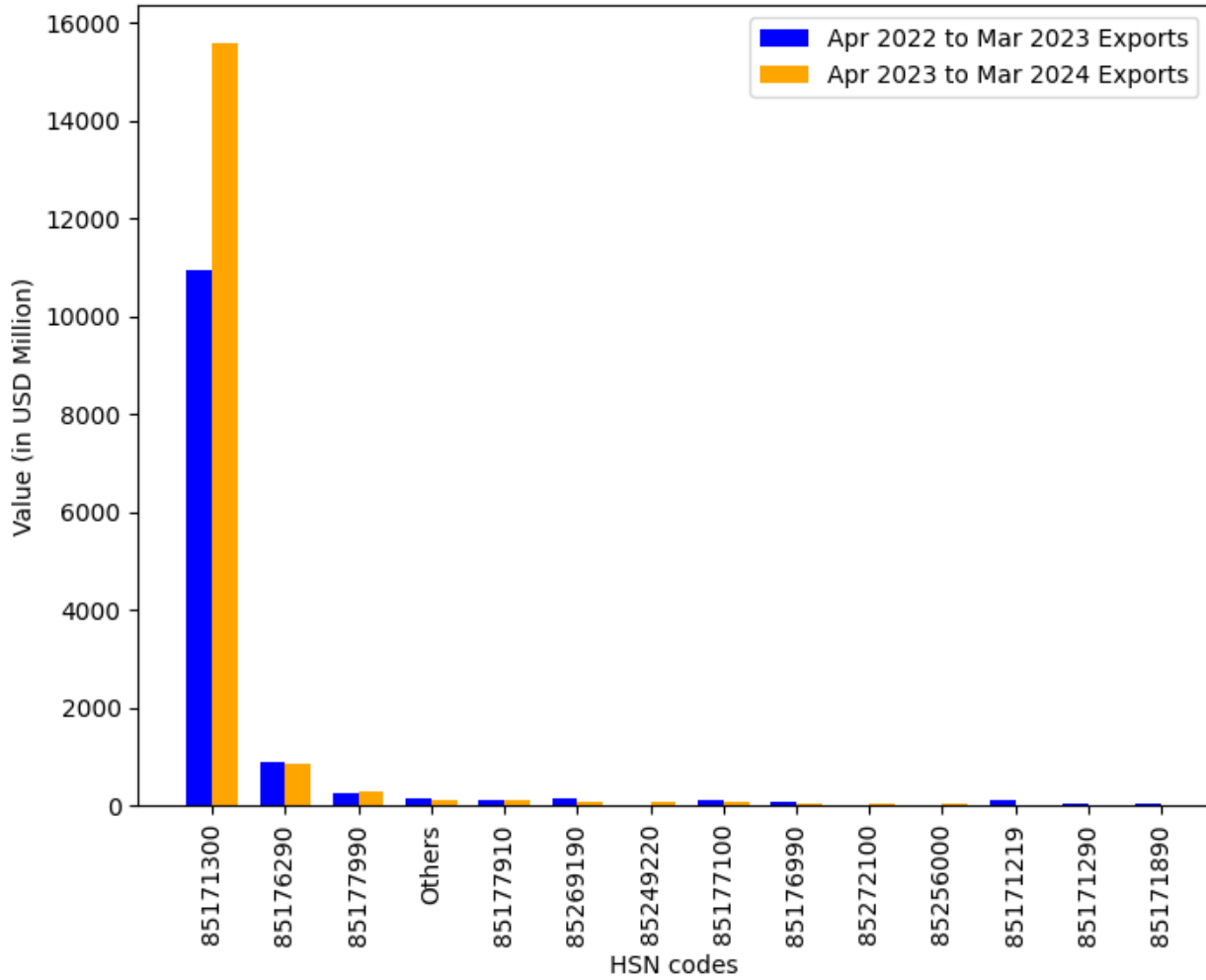


Table 1: HSN wise Telecom Instruments Exports

HSN	Description	Apr.2022.to.Mar.2023	Apr.2023.to.Mar.2024
85171300	Smartphones	10955.21	15572.96
85176290	OTHER	889.21	867.48
85177990	OTHER	238.95	298.01
85177910	Populated, loaded or stuffed printed circuit boards	98.34	94.56
85269190	OTHERS	146.67	82.14
85177100	Aerials and aerial reflectors of all kinds parts suitable for use therewith	120.69	65.48
85176990	OTHR APARTUS.FR CARRIER/DIGITAL LINE SYSTM	61.82	45.03
85272100	RADIO BRDCST RECVRS WTH RADIO TELPHONY ETCCMBND WTH SND RECRDNG/REPRDCNG APPRTS, USED MTR VEHCLS, CAN NT OPERATE WTOUT	37.31	40.78
85256000	TRANSMISSION APPARATUS INCORPORATING RECEPTION APPARATUS	6.63	26.03
85272900	OTHR REDIO-BROADCST RCVRS NT CPBL TO OPRT WHTT EXTRNL POWR,USD IN MOTR VHCLS,INCL APPRTS FR RCVNG RADIO-TLPHNY/RADIO-T	8.11	13.04
85176260	SYNCHRONOUS DIGITAL HIERARCHY SYSTEM (SDH)	6.03	11.59
85171400	Other telephones for cellular networks or for other wireless networks	15.37	11
85255090	OTHER	7.93	9.24
85171890	OTHER	43.51	8.03

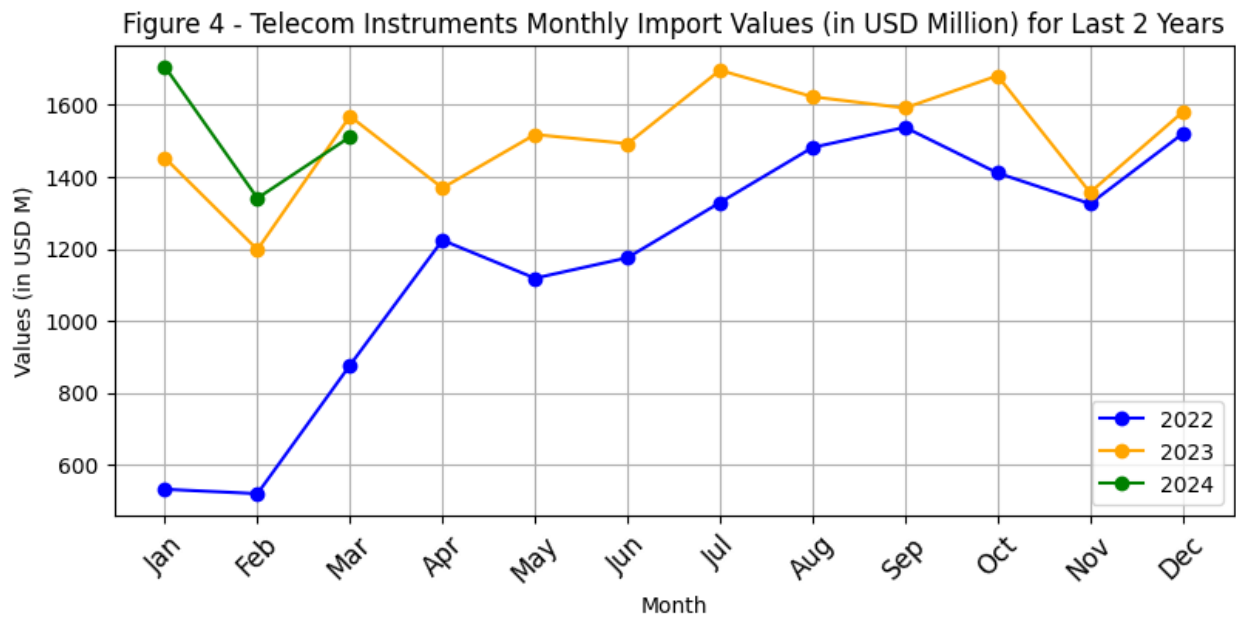
85176230	Modems (modulators-demodulators) for xDSL based Wireline Telephony	5.03	6.91
85171190	OTHERS	21.11	4.86
85176220	VOICE FREQUENCY TELEGRAPHY	2.27	3.6
85176270	Multiplexers, statistical multiplexers for PDH based Wireline Telephony	7.5	2.82
85269120	INSTRUMENT LANDING SYSTEM	0.27	2.72
85176210	PLCC EQUIPMENT	2.72	2.52
85171110	PUSH BUTTON TYPE	1.7	2.45
85269200	OTHER RADIO REMOTE CONTROL APPARATUS	4.53	2.15
85176100	BASE STATIONS	2.43	1.78
85176960	Set top boxes for gaining access to internet for Wireline Telephony	6.42	1.48
85279900	OTHER	2.45	1.21
85269150	VHF OMNI RANGE EQUIPMENT	0.96	0.98
85255030	BROADCAST EQUIPMENT SUB-SYSTEM	0.67	0.87
85269110	DIRECTION MEASURING EQUIPMENT	0.05	0.82
85171810	PUSH BUTTON TYPE	0.64	0.61
85176970	ATTACHMENTS FOR TELEPHONES	0.14	0.54
85258100	Television cameras, digital cameras and video camera recorders	0.31	0.41
85271900	High-speed goods		
85271900	OTHR RADIO-BROADCAST RECVRS ABLE TO OPRT WTH EXTRNL SOURCE OF POWR ,INCL APPRTS ABLE TO RCV RADIO-TELEPHONY/RADIO TL	0.13	0.37
85176250	DIGITAL LOOP CARRIER SYSTEM (DLC)	0.36	0.31
85269130	DIRECTION FINDING EQUIPMENT	0.07	0.2
85176910	ISDN TERMINALS	0.06	0.08
85176920	ISDN TERMINAL ADAPTERS	1.27	0.05
85255010	RADIO BROADCAST TRANSMITTER	0.03	0.04
85271300	OTHER APARATUS COMBIND WTH SOUND RECORDNG OR REPRODUCNG APARATUS	0.09	0.04
84433260	FACSIMILE MACHINE	0	0.04
85279100	OTHR RADIO BRDCST RECVRS WTH RADIO TELPHNYETC CMBND WTH SND RECRDNG/REPRDCNG APPRTS	0.04	0.02
85255020	TV BROADCAST TRANSMITTER	0.01	0.02
85255040	COMMUNICATION JAMMING EQUIPMENT	0.2	0
85171219	MOBILE PHONES, PUSH BUTTON TYPE	111.15	0
85171290	OTHER	42.38	0
85258020	DIGITAL CAMERAS	0.02	0
85171211	MOBILE PHONES, OTHER THAN PUSH BUTTON TYPE	0.02	0
85176940	X25 PADS	0	0
85269140	NON DIRECTIONAL BEACON	0	0
85255050	Wireless microphone	0	0
85271200	POCKET-SIZE RADIO CASSETTE PLAYERS	0	0
85279200	OTHR RADIO BRDCST RECVRS WTH RADIO TELPHNYETC NT CMBND WTH SOUND RECDNG/REPRDCNG APPRTS BUT CMBND WTH A C	0	0
85258010	TELEVISION CAMERAS	0	NA
85195000	TELEPHONE ANSWRNG MCHNS	0	NA
85249220	Of organic light-emitting diodes (OLED) : For the goods of sub-heading 8517 13 or 8517 14	NA	NA
85249120	Of liquid crystals : For the goods of sub-heading 8517 13 or 8517 14	NA	NA
85249920	Other : For the goods of sub-heading 8517 13 or 8517 14	NA	NA
85241220	Of organic light-emitting diodes (OLED) : For the goods of sub-heading 8517 13 or 8517 14	NA	NA
85241120	Of liquid crystals : For the goods of sub-heading 8517 13 or 8517 14	NA	NA
85241920	Other : For the goods of sub-heading 8517 13 or 8517 14	NA	NA

4 Import Analysis:

4.1 Total Import Value:

In **Mar 2024**, India's Telecom Instruments import value is **USD 1.51 billion**, indicative of the nation's robust appetite for imported telecommunications equipment. Throughout the entirety of **2023**, the average monthly import value for telecom instruments stood at **USD 1.51 billion**, marking a significant **29.02%** year-on-year (YoY) growth compared to the **2022** average of **USD 1.17 billion**. This substantial increase underscores the sector's expanding reliance on imported goods to meet domestic demand and fuel industry growth.

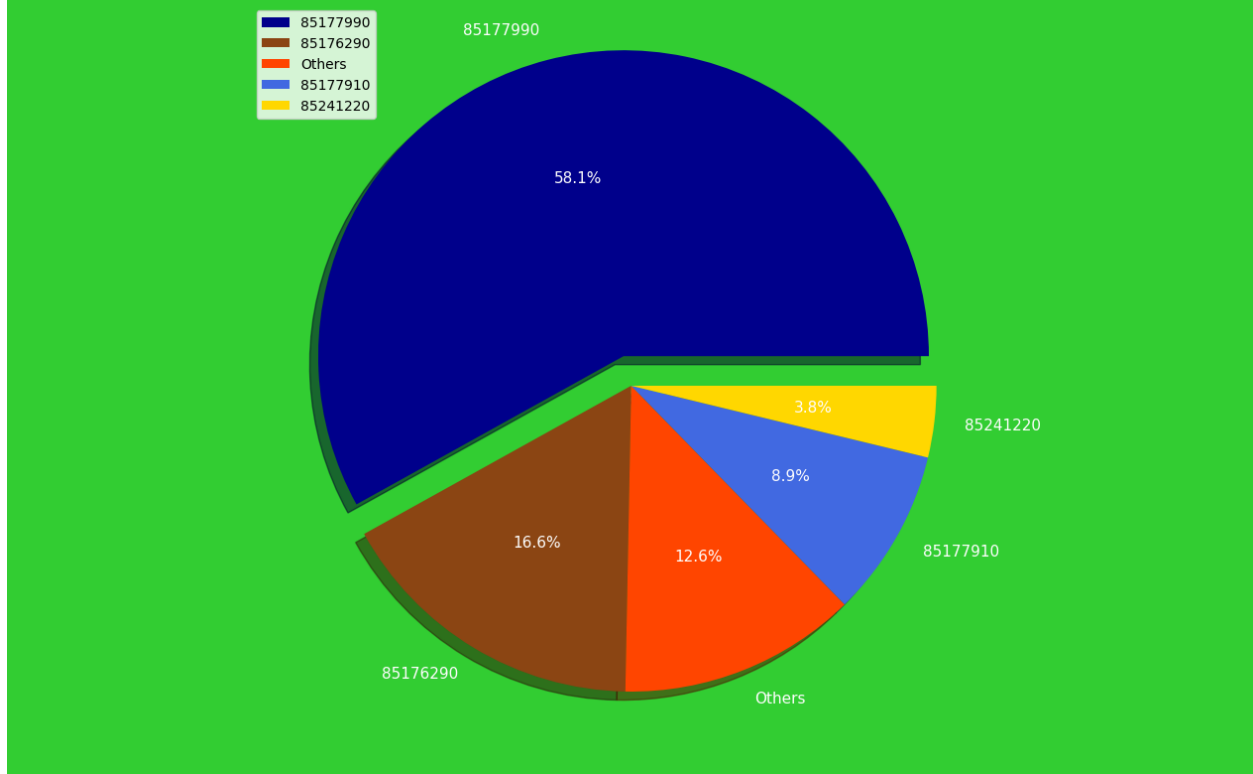
Figure 4 provides a visual representation of this upward trajectory, showcasing consistent positive YoY growth for each month in **2023**. Such consistent growth signals not only the sector's resilience but also its capacity to adapt and evolve in response to changing market dynamics. As India continues to position itself as a key player in the global telecommunications arena, these import trends serve as a vital barometer of the industry's health and trajectory.



4.2 Import by Product Category (HSN wise):

In **Mar 2024**, the category labelled as **“Others” (HSN – 85177990)** dominated India's Telecom Instruments import landscape, constituting an impressive **58.05%** of all imports within the sector. Spanning across **57 HSN codes**, this diverse category reflects the varied range of telecommunications equipment being imported to meet domestic demand. Following closely behind, the **“other” category (HSN - 85176290)** accounted for approximately **16.64% of total imports**, highlighting the significant presence of **alternative telecom instruments (Machines for the reception, conversion and transmission or regeneration of voice, images or other data, including switching and routing apparatus)**. **Figure 5** provides a visual representation of this distribution, illustrating the substantial market share held by the **“Others (HSN – 85177990)”** category and the notable contribution of the **“other (HSN – 85176290)”** category to India's Telecom Instruments imports.

Figure 5: HSN wise Import of Telecom Instruments (as per value in USD M) in Mar 2024



Drawing from the consolidated data:

1. Telecom Instruments Import **FY 2024 (Apr 2023 to Mar 2024)** totalled **USD 18.46 billion**, showcasing a notable **13.0% increase** compared to the same period in **FY 2023 (Apr 2022 to Mar 2023)** when imports amounted to **USD 16.34 billion**. This uptick underscores the steady growth and sustained demand for imported telecommunications equipment in the Indian market.
2. **“Others” (HSN 85177990)** emerged as the frontrunner among import categories, commanding a substantial **58.05% share** of all telecom instrument imports in **Mar 2024**. Over the period of **FY 2024 (Apr 2023 to Mar 2024)**, this category experienced a robust **18.49% year-on-year (YoY)** growth, with imports totalling **USD 9.59 billion**, compared to the corresponding period in **FY 2023 (Apr 2023 to Mar 2024)**. This growth reflects the continued reliance on a diverse range of telecommunications equipment within this category to meet evolving market demands.
3. In **Mar 2024 “Others” (HSN 85177990)** imports reaching **USD 0.88 billion**, reflecting a **-3.06% YoY** growth compared to **Mar 2023**. This indicates a sustained momentum in the import of telecommunications equipment within this category, underlining its enduring importance in fulfilling the nation’s telecom infrastructure needs.

Figure 6: HSN wise Imports in Apr 2022-Mar 2023 to Apr 2023-Mar 2024

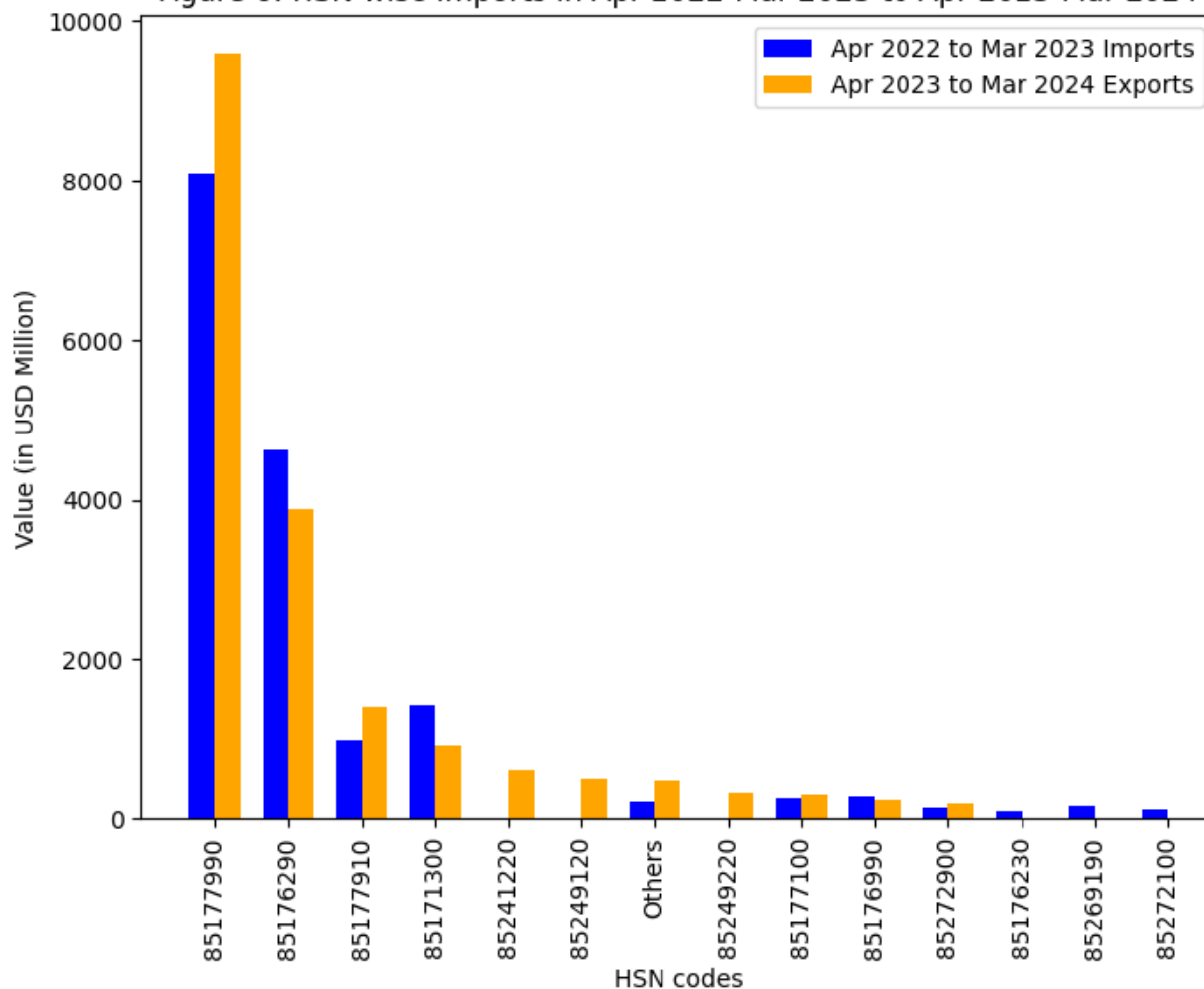


Table 2: HSN wise Telecom Instruments Imports

HSN	Description	Apr.2022.to.Mar.2023	Apr.2023.to.Mar.2024
85177990	OTHER	8095.88	9592.87
85176290	OTHER	4624.63	3879.47
85177910	Populated, loaded or stuffed printed circuit boards	972.95	1399.74
85171300	Smartphones	1410.76	923.6
85241220	Of organic light-emitting diodes (OLED) : For the goods of sub-heading 8517 13 or 8517 14	NA	605.12
85249120	Of liquid crystals : For the goods of sub-heading 8517 13 or 8517 14	NA	499.73
85249220	Of organic light-emitting diodes (OLED) : For the goods of sub-heading 8517 13 or 8517 14	NA	340
85177100	Aerials and aerial reflectors of all kinds parts suitable for use therewith	257.23	304.06
85176990	OTHR APARTUS,FR CARRIER/DIGITAL LINE SYSTM	285.99	250.37
85272900	OTHR REDIO-BROADCST RCVRS NT CPBL TO OPRT WHTT EXTRNL POWR,USD IN MOTR VHCLS,INCL APPRTS FR RCVNG RADIO-TLPHNY/RADIO-T	132.74	189.24
85269190	OTHERS	151.83	150.64
85272100	RADIO BRDCST RECVRS WTH RADIO TELPHONY ETCCMBND WTH SND RECRDNG/REPRDCNG APPRTS, USED MTR VEHCLS, CAN NT OPERATE WTOUT	107.84	90.78
85256000	TRANSMISSION APPARATUS INCORPORATING RECEPTION APPARATUS	24.5	39.11

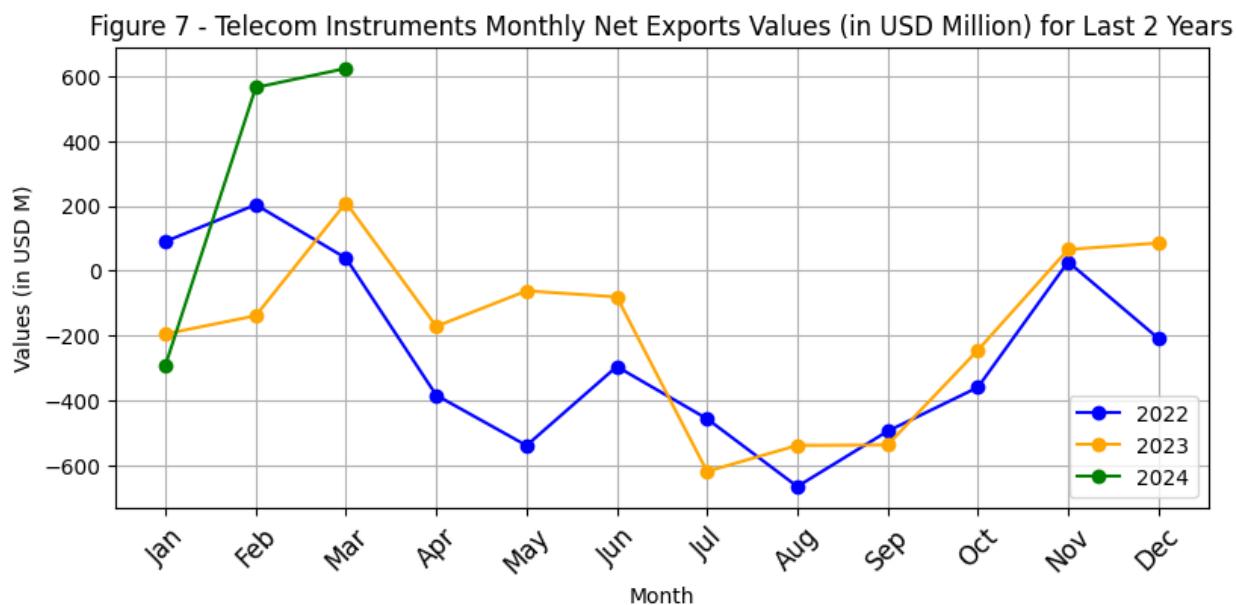
85269200	OTHER RADIO REMOTE CONTROL APPARATUS	23.18	27.45
85241120	Of liquid crystals : For the goods of sub-heading 8517 13 or 8517 14	NA	18.26
85255030	BROADCAST EQUIPMENT SUB-SYSTEM	7.99	17.05
85269120	INSTRUMENT LANDING SYSTEM	6.78	12.47
85176230	Modems (modulators-demodulators) for xDSL based Wireline Telephony	85.13	11.22
85171110	PUSH BUTTON TYPE	8.25	8.75
85279900	OTHER	8.48	8.14
85255090	OTHER	6.17	7.82
85171810	PUSH BUTTON TYPE	7.06	7.37
85171890	OTHER	8.35	6.6
85171400	Other telephones for cellular networks or for other wireless networks	8.64	6.49
85176210	PLCC EQUIPMENT	3.68	6.26
85279100	OTHR RADIO BRDCST RECVRS WTH RADIO TELPHNYETC CMBND WTH SND RECRDNG/REPRDCNG APPRTS	7.2	5.82
85255040	COMMUNICATION JAMMING EQUIPMENT	2.51	5.62
85271300	OTHER APARATUS COMBIND WTH SOUND RECORDNG OR REPRODUCNG APARATUS	7.64	5.16
85176100	BASE STATIONS	20.79	4.88
85176960	Set top boxes for gaining access to internet for Wireline Telephony	0.65	4.86
85269130	DIRECTION FINDING EQUIPMENT	2.07	4.7
85176270	Multiplexers, statistical multiplexers for PDH based Wireline Telephony	8.3	4.24
85171190	OTHERS	2.19	3.59
85258020	DIGITAL CAMERAS	0.57	3.58
85269110	DIRECTION MEASURING EQUIPMENT	0.44	3.22
85176260	SYNCHRONOUS DIGITAL HIERARCHY SYSTEM (SDH)	4.49	2.99
85176250	DIGITAL LOOP CARRIER SYSTEM (DLC)	2.2	2.72
85269150	VHF OMNI RANGE EQUIPMENT	0.97	2.18
85258100	Television cameras, digital cameras and video camera recorders High-speed goods	0.77	1.79
85271900	OTHR RADIO-BROADCAST RECVRS ABLE TO OPRT WHT EXTRNL SOURCE OF POWR ,INCL APPRTS ABLE TO RCV RADIO-TELEPHONY/RADIO TL	2.19	1.55
85255010	RADIO BROADCAST TRANSMITTER	0.92	1.47
85176910	ISDN TERMINALS	1.43	1.28
85171290	OTHER	33.37	1.06
85176220	VOICE FREQUENCY TELEGRAPHY	2.42	0.52
85176920	ISDN TERMINAL ADAPTERS	0.38	0.25
85176970	ATTACHMENTS FOR TELEPHONES	0.41	0.25
84433260	FACSIMILE MACHINE	0.04	0.13
85249920	Other : For the goods of sub-heading 8517 13 or 8517 14	NA	0.04
85255020	TV BROADCAST TRANSMITTER	0	0.01
85176940	X25 PADS	0	0.01
85279200	OTHR RADIO BRDCST RECVRS WTH RADIO TELPHNYETC NT CMBND WTH SOUND RECDNG/REPRDCNG APPRTS BUT CMBND WTH A C	0.13	0.01
85271200	POCKET-SIZE RADIO CASSETTE PLAYERS	0.01	0
85171219	MOBILE PHONES, PUSH BUTTON TYPE	0	0
85171211	MOBILE PHONES, OTHER THAN PUSH BUTTON TYPE	0	0
85258010	TELEVISION CAMERAS	0	0
85269140	NON DIRECTIONAL BEACON	0.06	0
85241920	Other : For the goods of sub-heading 8517 13 or 8517 14	NA	0
85195000	TELEPHONE ANSWRNG MCHNS	0	NA

5 Net Exports Analysis:

5.1 Total Net Export Value:

India's Telecom Instruments net export value in **Mar 2024**, standing at **USD 0.62 billion**. Throughout **2023**, the average monthly net export value improved to **USD -0.18 billion**, compared to **USD -0.25 billion** in **2022**. This positive trend reflects a concerted effort to enhance export competitiveness and reduce dependency on imports within the telecom sector.

Figure 7 provides a visual representation of this encouraging development, depicting better net export performance for most months in **2023**. Additionally, it highlights a significant **26.87%** reduction in the average monthly negative net export growth compared to the previous year. While challenges persist, these improvements underscore the resilience and adaptability of India's telecom industry in navigating global trade dynamics and striving towards achieving a more balanced trade position.

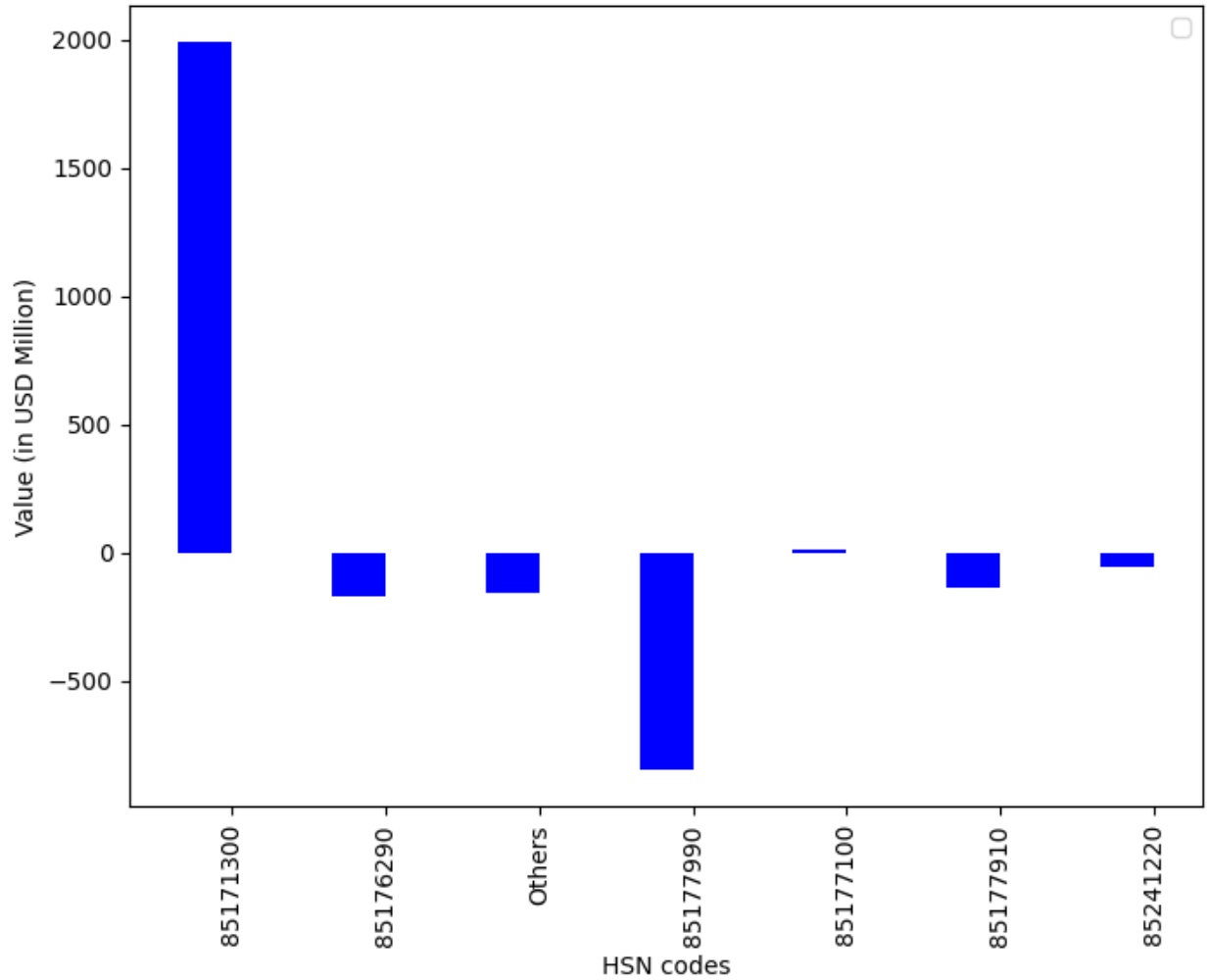


5.2 Net Exports by Product Category (HSN wise):

In **Mar 2024**, **smartphones (HSN – 85171300)** emerged as the primary driver of positive net exports within the telecom instruments category, making a significant contribution of approximately **USD 1.99 billion**. This underscores the strength and competitiveness of India's smartphone exports in the global market, showcasing the sector's capacity to generate favourable trade balances.

Conversely, the category labelled as **“Others” (HSN – 85177990)** experienced the highest negative net exports, amounting to around **USD -0.85 billion**. **Figure 8** visually illustrates this disparity, highlighting the contrasting net export performances of smartphones and the **“Others”** category in **Mar 2024**.

Figure 8: HSN wise Net Exports in Mar 2024

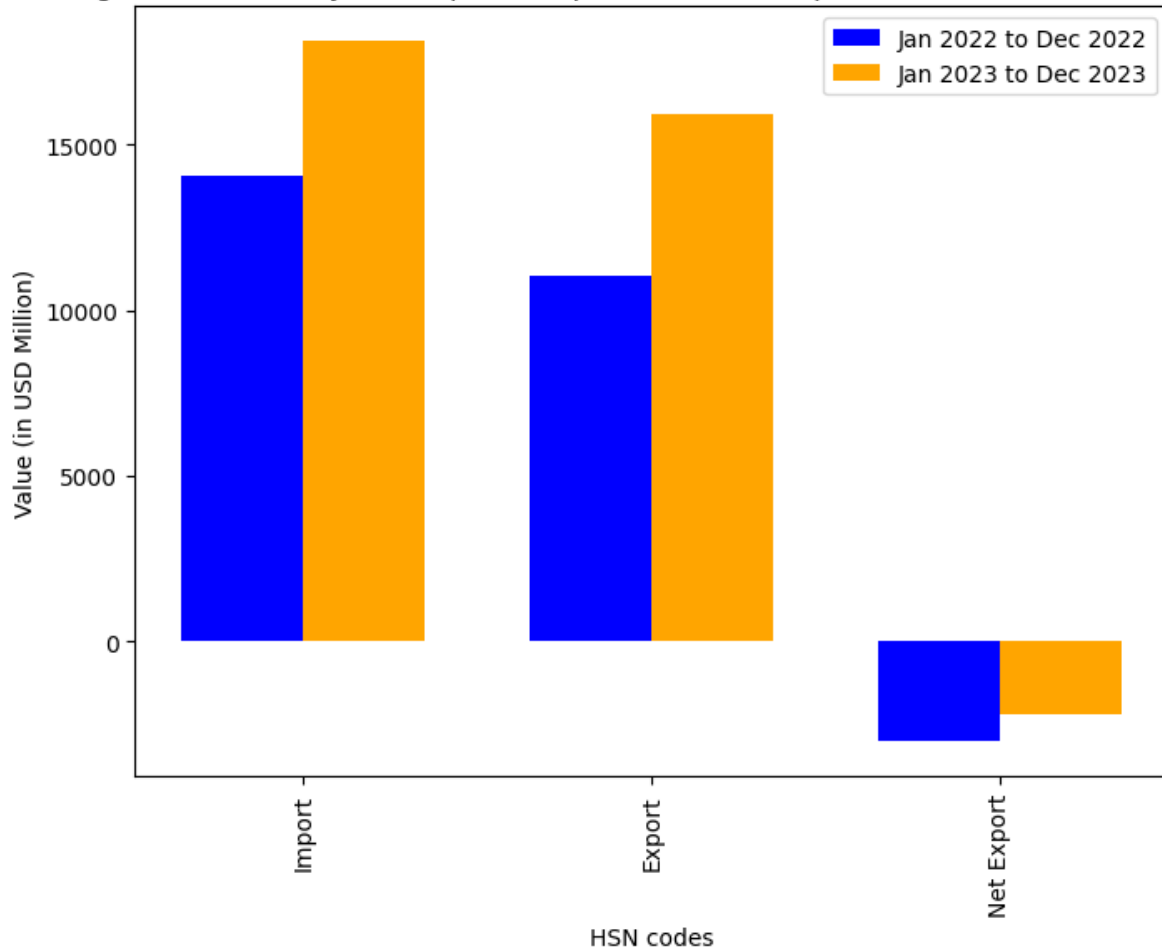


6 Conclusion:

The Telecom Instruments sector in India experienced notable progress throughout **2023**, marked by an uptick in both exports and imports compared to the preceding year. Despite persisting negative net exports, there's a discernible improvement underscored by a reduction in the average monthly negative net export growth. This positive trajectory is largely attributed to the stellar performance of smartphone exports and a favourable shift in net export dynamics observed across **most months in 2023**.

Figure 9 encapsulates the sector's growth story, showcasing a steady rise in both imports and exports of telecom instruments over the course of the year. Particularly noteworthy is the accelerated growth in exports. This shift signals a promising turn in the trade balance for the telecom instruments sector, indicative of its resilience and potential to achieve greater equilibrium in the future.

Figure 9: Last two years Imports, Exports, and Net Exports for Telecom Instruments



As India continues to assert its presence in the global telecommunications landscape, these positive developments serve as encouraging indicators of the sector’s evolving competitiveness and its capacity to navigate complex trade dynamics. Moving forward, sustained efforts towards bolstering export capabilities and fostering innovation will be paramount in further strengthening the sector’s position on the international stage.

Note: This report is based on open data provided by the Department of Commerce, Ministry of Commerce & Industry, Government of India. MAIT has not changed any data or made any assumptions.