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Advancing through shared values, innovation, and expanding economic engagement.

- As India strengthens its global trade footprint, New Zealand emerges as a key partner in a relationship built on trust, transparency, and mutual opportunity. MCCIA continues to play a pivotal role in enabling this transformation by facilitating business collaborations, market access, and strategic partnerships.
- **Bilateral Trade: Key Figures (2022–2024)**

Year	India Exports to NZ (US\$M)	NZ Exports to India (US\$M)
2022	~600	~370
2023	682	369
2024	617	840



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» Total Trade Value

- **2023–24:** Total bilateral trade stood at approximately US\$1.75 billion, with New Zealand exporting US\$0.84 billion to India and importing US\$0.91 billion from India.
- **2024:** Two-way trade reached NZ\$3.14 billion (approx. US\$1.9 billion), according to New Zealand's Ministry of Foreign Affairs and Trade.

» Trade Dynamics and Recent Developments

- **Trade Concentration:** In 2024, the top 10 export items accounted for 56.2% of India's exports to New Zealand, indicating a growing concentration in trade categories.
- **FTA Negotiations:** Both nations have resumed discussions on a Free Trade Agreement, aiming to further diversify and expand bilateral trade.



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» Trade Dynamics and Recent Developments

- **Sectoral Focus:** Key areas for expansion include agriculture, food processing, forestry, pharmaceuticals, and technology. Efforts are ongoing to resolve issues related to market access, non-tariff barriers, and sanitary/phytosanitary measures.

» Strategic Sectors of Collaboration

- India and New Zealand are increasingly aligning in sectors such as agritech, renewable energy, higher education, food processing, and innovation-driven technology. These industries not only reflect complementary strengths but also offer immense potential for sustainable growth and innovation-led exchange.

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» **Bilateral momentum through policy and dialogue**

- Recent high-level engagements and ongoing diplomatic dialogues are paving the way for reduced trade barriers, simplified regulatory pathways, and enhanced cooperation frameworks between both nations.

» **MCCIA-led business delegations**

- Through well-curated trade missions and B2B programs, MCCIA is actively connecting Indian enterprises with New Zealand's business ecosystem, fostering tangible partnerships and facilitating on-ground market entry.

» **Empowering MSMEs for international growth**

- Focused initiatives are underway to help Indian micro, small, and medium enterprises understand and tap into niche opportunities in the New Zealand market supported through workshops, mentorship, and trade facilitation services.

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» Building global linkages for long-term impact

- By promoting joint ventures, collaborative platforms, and institutional partnerships, MCCIA continues to strengthen India-New Zealand economic ties creating sustainable, mutually beneficial growth avenues for both countries.

» Investment and Business Presence

- **Indian Companies in New Zealand:** Major Indian IT firms (e.g., HCL, Infosys, Tech Mahindra) operate in New Zealand, alongside banks like Bank of India and Bank of Baroda. HCL, for instance, opened a delivery center in Hamilton to service Fonterra, New Zealand's largest dairy cooperative.
- **New Zealand in India:** New Zealand's expertise in dairy, horticulture, and climate technology offers significant opportunities for collaboration, especially in food processing, farm modernization, and sustainability.

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» Free Trade Agreement (FTA) Negotiations

- **Recent Developments:** After a long hiatus, FTA negotiations were relaunched in March 2025, following the visit of New Zealand's Prime Minister to India. The first round of talks concluded in May 2025, covering trade in goods and services, trade facilitation, and economic cooperation.
- **Objectives:** The FTA aims to reduce trade barriers, improve supply chain integration, and create new business opportunities, with both sides targeting conclusion by the end of 2025.
- **Challenges:** Dairy and Agriculture: India's high tariffs on dairy and agricultural imports have been a sticking point, given New Zealand's competitive dairy sector and India's need to protect its domestic industry.
- **Non-Tariff Barriers:** Indian exports face sanitary and phytosanitary (SPS) barriers in New Zealand, while the lack of mutual recognition of standards complicates trade.

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► Strategic and Sectoral Cooperation

- **Education and Skills:** India is New Zealand's largest source of skilled migrants and the second-largest source of international students. New Zealand's vocational training and education sector is a draw for Indian students, and both countries are working on arrangements to facilitate professional mobility.
- **Technology and Innovation:** India's large digital economy presents opportunities for New Zealand's tech firms in IT, AI, fintech, and digital commerce. Collaboration in climate technology and sustainability is also growing, with New Zealand joining India-led initiatives like the International Solar Alliance (ISA).
- **Defence and Security:** Both countries cooperate on maritime security and participate in joint initiatives such as the Indo-Pacific Oceans' Initiative (IPOI) and the Coalition for Disaster Resilient Infrastructure (CDRI).

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➤ Policy Initiatives and Diaspora

- **Opening Doors to India Policy:** Launched by New Zealand in 2011, this policy aims to strengthen economic, political, and cultural ties with India, identifying India as a priority partner.
- **Indian Diaspora:** Indians constitute about 6% of New Zealand's population, playing a key role in strengthening bilateral ties. Both governments are committed to ensuring the safety and integration of the diaspora.

➤ Challenges and Outlook

- **Low Trade Volumes:** Despite growth, trade remains below potential, partly due to market complexities and limited awareness of opportunities on both sides.
- **Geopolitical Factors:** New Zealand's strong trade ties with China and its alignment with Western allies sometimes create differing perspectives on regional security and economic policy.

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» Challenges and Outlook

- FTA Prospects: The successful conclusion of the FTA could be transformative, addressing longstanding barriers and unlocking new avenues for trade and investment

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