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"Greater Adoption of Factoring Can Strengthen MSMELiquidity," says Ms. Harsha Bangari

NATIONALHERALD July 2, 2026



29th June 2026, Mumbai: "India Exim Bank remains committed to building globally competitive MSMEs through supporting exports, innovative financial solutions, market access support and capacity-building initiatives. Through the Ubharte Sitaare Programme, we identify high-potential enterprises with differentiated products, technologies or processes and support them through debt, equity and technical assistance to scale exports and emerge as future export champions," said Ms. Harsha Bangari, Managing Director, Export-Import Bank of India, in her inaugural address at the event "Boosting Exports, Empowering MSMEs," a joint initiative of Exim Bank and World Trade Center Mumbai in association with All India Association of Industries (AIAI).

Ms. Bangari further stated, "We have a subsidiary operating from GIFT City that undertakes factoring business to support MSMEs with timely access to working capital. Through factoring, MSMEs can unlock the value of their receivables and strengthen their ability to participate in global value chains. If the buyer's credit profile is strong, it becomes easier for MSMEs to get their invoices factored and improve liquidity."

The inaugural session also featured special address by Shri Rajesh Kumar Mishra, IRS, Director, Indian Institute of Packaging and Additional DGFT, who highlighted the importance of packaging, quality standards, and compliance in enhancing export readiness. He said, "Quality packaging, adherence to international standards and regulatory compliance are essential for improving India's export competitiveness. MSMEs should leverage government initiatives such as the Export Promotion Mission, which focuses on affordable trade finance through Niryat Protsahan and export readiness, market intelligence, quality compliance and competitiveness through Niryat Disha."

Dr. Vijay Kalantri, Chairman, MVIRDC World Trade Centre Mumbai and President, All India Association of Industries, said, "This year India has crossed USD 870 billion in exports and next year our target is to surpass USD 1000 billion. To achieve this target MSMEs must remain at the centre of India's growth strategy. Every day is MSME Day because this sector drives entrepreneurship, innovation and employment. MSMEs manufacture more than 12,000 products and have the potential to lead Viksit Bharat through stronger support, including platforms such as GeM and schemes such as PM Vishwakarma."

Dr. Kalantri further added, "As a member of the RBI Standing Committee, we have recommended timely and adequate credit support for MSMEs through an online, transparent system with real-time tracking of credit flows. Greater adoption of the RBIregulated Trade Receivables Discounting System (TReDS) can further improve MSMEs' liquidity by enabling faster invoice financing and timely access to working capital.

Effective implementation of these measures can support 3% to 5% growth in MSME manufacturing, while boosting employment, exports and GDP. With SME exchanges gaining momentum, many small enterprises are also accessing capital markets through public listings."