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TEXPROCIL Enewsletter

A fortnightly publication of THE COTTON TEXTILES EXPORT PROMOTION COUNCIL OF INDIA

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INSIDE THIS ISSUE

TEXPROCIL @ CAIRO FASHION & TEX SHOW

H. E. Mr. Sanjay Bhattacharyya, Ambassador of India to Egypt (4th from Left) inaugurating the India Pavilion organised by TEXPROCIL at Cairo Fashion & Tex Show in Cairo, Egypt held from 2-5 March 2017. (Report in the next issue of E-Newsletter).

CHAIRMAN'S MESSAGE

Dear Friends,

The second fortnight of February saw the beginning of a phase of consolidation amongst the exporters as they evaluated the gains made during the fiscal year 2016 - 2017 as it draws to a close by the end of March.

As we enter the last month of the fiscal year 2016-2017, it might be useful to briefly review the Union Budget for the fiscal year 2017-2018, which along with a Revised Foreign Trade Policy (expected shortly) will provide the setting for much of the trade and economic activity in the coming fiscal year.

Union Budget 2017-2018

The Union Budget for the fiscal year 2017- 2018 was presented on 1 February 2017, marking a departure from the earlier practise of presenting it at the end of February.

The major thrust in the Budget has been to give a boost to textile infrastructure by increasing the allocation for building textile parks, incubation facilities, processing and development centres by almost three times to Rs. 1860 Crores from Rs. 506 Crores in the previous year. Other highlights include allocation of Rs. 2013 Crores for the Government's flagship Amended Technology Up-gradation Scheme (ATUFS), increase in the allocation for the scheme for in-situ upgradation of plain power looms from Rs. 48 Crores in the previous year to Rs. 68.31 Crores in the year 2017-2018.

An important concession which should give relief to MSME's (companies with a turnover below Rs. 50 Crores) which have widely been reported to have been adversely affected by the demonetisation of high value currencies is the reduction of Corporate Tax by 5%.

The Budget has many other features which should lead to an acceleration of the economic growth in the coming months.

CLMV Conclave, Jaipur

The Ministry of Commerce organised a conclave of four important countries as part of the Government's "Act East" policy. The countries at the conclave organised on 27-28 February at Jaipur were as the acronym suggests Cambodia, Laos, Myanmar and Vietnam. These countries are an integral part of ASEAN region, covering 32% of ASEAN's total geographical area, 26% of the population and accounting for 12% of the GDP of the region. The CLMV countries have grown at an average rate of 7.1% in 2015 as compared to ASEAN's average economic growth of 4.8% during the same year.

All the four countries are fast emerging as major exporters of Garments with Vietnam and Cambodia leading the pack. During the year 2015, Garments accounted for 69.3% of the total exports of Cambodia, while in the case of Vietnam it contributes around 13.2% of the total exports. On the other hand, Myanmar, a relatively new entrant into the textile trade has developed an export base for Garments which accounts for 12.8% of the total exports from the Country.

Friends, the CLMV region is fast developing as a hub of Garment

CHAIRMAN'S MESSAGE

CONTINUED FROM PAGE 1

manufacturing and is currently importing around US $ 29 billion of textile & clothing. As is well known, China is the dominant supplier of the bulk of the requirements of raw materials like yarn and fabrics. India has a very low share of around 2% which needs to be enhanced.

On its part, the Council has been continuously engaging with the importers in the region from 2009 by organising Buyer-Seller Meets and participation in Fairs/ Exhibitions and also visits of trade delegations. Some progress has been made but a lot remains to be done. Hopefully the constant engagement with forums like CLMV and also the withdrawal of the USA from the negotiations for the Trans Pacific Partnership Agreement (TPP) should lead to significant breakthroughs in the coming months.

Anti- Dumping Proceedings initiated by Pakistan on imports of Cotton Yarn 55.5 and above counts

The National Tariff Commission has made a final determination in the above mentioned proceedings initiated on August 20 2015 and issued the final findings in the Official Gazette of Pakistan dated February 22, 2017. The anti- dumping duties range between 4.84% - 14.55% of C&F price. All the co-operating companies get a dumping margin of 10.02%.

These definitive measures however remain suspended till such time the countervailing investigation against subsidised imports of the same product is finalised. Further these measures are not expected to affect the cotton yarn which is imported for exports under the Duty and Tax Remission (DTRE) Scheme but only that which is consumed domestically in Pakistan.

Friends, the Council is taking all the necessary steps in consultation with our Solicitors to defend our interests.

Mid - Term Review of the Foreign Trade Policy (FTP) 2015-2020

The Ministry of Commerce & Industry and the office of the DGFT convened meetings on February 23, 2017 and March 2, 2017, respectively to discuss proposals for Mid - Term Review of the Foreign Trade Policy 2015-20. The Council made presentations in both these meetings.

The Council proposed for an increase in the entitlement of Duty Credit Scrips under MEIS on exports of Made ups to the EU from 2% to 5% till the Indo-EU FTA is signed, extension of the 3% Interest Equalization Scheme and MEIS to Cotton Yarn and to cover merchant exporters under the 3% Interest Equalization Scheme.

The Council also proposed abolishing the requirement of mentioning "Y" or "N" on the EDI Shipping bills while availing benefits under the MEIS. On the EPCG scheme, the Council proposed for the abolition of the requirement of maintaining Average Export Performance (AEP) and the introduction of bond procedure for domestic procurement of Capital Goods without payment of Terminal Excise Duty (TED).

On the Advance Authorization Scheme, the Council proposed for speedy fixation of SION for technical textiles and acceptance of certificates issued by Govt approved textiles bodies like SITRA, BITRA etc. by the Norms Committee while fixing / revising SION. Other issues included the re-instatement of the facility of transferability of Advance Authorization / materials imported after the fulfillment of the export obligation; reduction in the value addition requirement from 15% to 5% and to devise suitable mechanism for the speedy cancellation of Bonds/BGs by the Customs Authorities.

To encourage deemed exports, the Council proposed grant of refund of Terminal Excise Duty (TED) immediately after the supply without waiting for full payment to be received from the domestic purchaser.

The Council also proposed urgent upgradation of the EDI system between the Customs and DGFT to avoid frequent breakdowns and also to smoothen the handling of increased flow of data. We hope the Council's proposals are accepted by the Government and get implemented as part of the amendments in the Foreign Trade Policy 2015-20.

Knowledge Seminar on Trade Finance

As you are aware, working capital requirement plays a crucial role in impacting both the production volumes and the profitability of the exporters. Small and Medium Enterprises (SME's) face critical financing related problems such as limitations towards speedy access to financing, high cost of financing, high & non-transparent Forex conversion costs and hedging costs. In such a situation, it has become extremely important for the exporters to maintain the competitiveness of their products and also to find various ways & means of making adequate finances available for efficient operations.

With a view to address member's concerns in this regard and the need to explore alternative avenues for export finance, especially at a time when the Scheduled Banks are facing severe stress on account of increasing NPA's, the Council organized a Seminar on 3rd March 2016 at the seminar room in its H.O. in Mumbai. Over 20 member participants benefited from the knowledge disseminated in 2 interactive sessions conducted by experts in the domain of 'Supply Chain Financing' and 'Hedging to minimize market risk'.

Conclusion

In conclusion, while the Council continues to step-up it's export promotion effort, it also augurs well that the Government has expressed it's hopes on the textile and apparel sector for generating high levels of employment. This expectation is clearly manifested in the Economic Survey 2016-17 which has included a separate Chapter 7 titled "Clothes and Shoes: Can India Reclaim Low Skill Manufacturing?"

This Chapter clearly brings out the potential of the garment sector compared to other sectors like automobiles, pharmaceuticals in providing employment and promoting inclusive growth and export performance.

The government's resolve to focus on the challenges facing the textile and apparels sector in India and the need to address them in a wholistic manner is a very welcome step.

All of us should feel inspired and look forward to favourable policy changes in the coming weeks.

Ujwal R Lahoti
Chairman

:: TEXPROCIL ::

COVER STORY

TEXPROCIL @ 4th India-CLMV Business Conclave, Jaipur (27-28, Feb. 2017)

Inaugural Event of CII organised 4th India -CLMV Business Conclave in Jaipur (27-28 Feb. 2017)

Cambodia, Lao PDR, Myanmar and Vietnam (CLMV), collectively, is the third largest economy in ASEAN, followed by Indonesia and Thailand. Owing toclose proximity, India is looking to boost trade and investment with the CLMV region as a part of the "Act East" policy.

TEXPROCIL E-NEWSLETTER

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TEXPROCIL was invited by Confederation of Indian Industry (CII) to participate in the 4th edition of India – CLMV Business Conclave titled 'India – CLMV Economic Integration: Way forward for Sustainable development' organised in collaboration with Department of Commerce, Ministry of Commerce, Government of India, in Jaipur, Rajasthan, India on 27th&28th of February, 2017.The CLMV conclave provides an opportunity for Indian businesses to interact with relevant stakeholders and support the Government's policy.

CLMV – Gateway to ASEAN Markets

The Association of Southeast Asian Nations (ASEAN) has emerged as one of the fastest growing regions in the world, on the back of its strong manufacturing sector.

The existing ecosystem in the region supports sourcing, manufacturing and shipping of finished goods from these markets.

Within the ASEAN region, the CLWV (Cambodia, Lao People's Democratic Republic, Myanmar, and Vietnam) countries have begun attracting greater attention of the global economic community, given their huge potential for future development.

The CLMV countries are an integral part of ASEAN region, covering 32% of ASEAN's total geographical area, 26% of the population accounting for 12% of the GDP of the region. These countries have grown at an average rate of 7.1% in 2015 as compared to ASEAN's average economic growth of 4.8% during the same year.

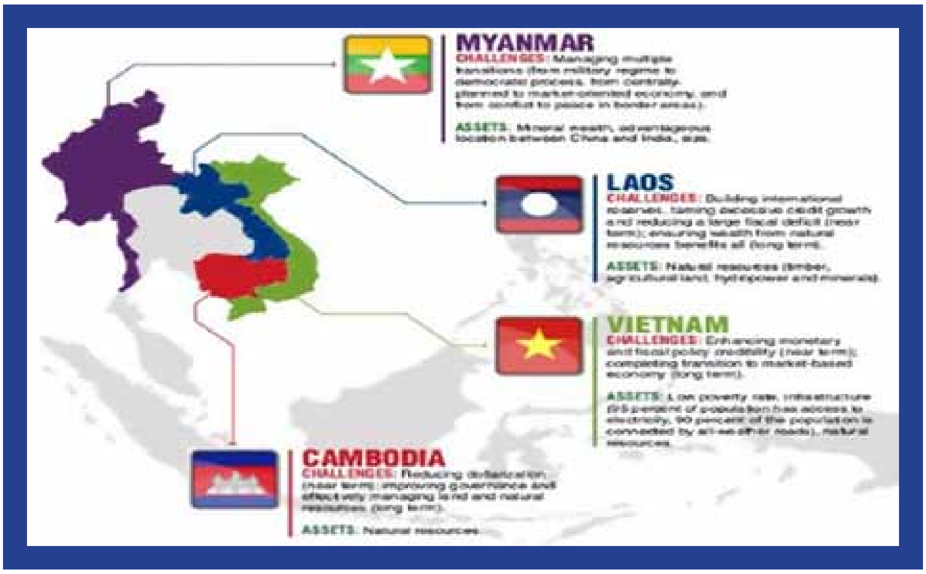
Responding positively to economic reforms, the economies of CLMV have shown tremendous potential for growth in the region.

COVER STORY

(CONTD. FROM PAGE 3)

TEXPROCIL @ 4th India-CLMV Business Conclave, Jaipur (27-28, Feb. 2017)

CLMV countries are primarily agrarian, and have enjoyed a certain degree of macroeconomic stability in recent years, with vast potential for future developments.



'Acting' East

In 2014, the Government announced the Act East Policy to bring more focus to this region, in particular, to the CLMV nations. Unfortunately, bilateral economic engagement between India and the CLMV countries is less than satisfactory. The irony is that in spite of many apparent benefits, India's cumulative investment in two of the large markets in the region, Myanmar and Vietnam, stands at an abysmal low of $1.1 billion and $2.2 billion, during 2011 and 2015. India's share in total investments in the CLMV region during the same period stands at just 2.4 per cent.

On the other hand, while imports by CLMV doubled during 2010 and 2014, India's share in its imports remained the same, hovering around 2 per cent, since 2010.

India's Bilateral Trade and investment with CLMV countries

The economic and trade linkages which saw an expansion of trade volumes, showed the intensity of economic engagements, between India and ASEAN, and thus CLMV. During the last ten years, India's total growth from US $ 1.4 billion in 2005 to US $ 10.3 billion in 2015, indicating a more than seven-fold increase. India's exports to CLMV increased to more than eight-fold from US $ 0.8 billion in 2005 to US $ 6.4 billion in 2015, thereby accounting for 24.3 per cent share in India's exports to ASEAN. India's imports from the CLMV, on the hand, increased by nearly six-fold from US $ 0.6 billion in 2005 to US $ 3.9 billion in 2015, thereby accounting for 9.4 per cent share in India's imports from ASEAN.

India maintained a trade surplus with CLMV countries at US $ 2.5 billion in 2015. Among the CLMV countries India maintained a trade surplus with Vietnam and Cambodia and a trade deficit with Myanmar and Lao PDR.

Alongside trade, India's investments in the CLMV region have also received a boost in recent years. CLMV countries are receiving strong investment interest from India mainly due to their high-growth markets, low-wage labour and natural resource reserves. India's approved direct investments in joint ventures (JVs) and wholly owned subsidiaries (WOSs) in CLMV countries amounted to US $ 772.7 million during April 1996 to December 2016, with bulk of the flows directed towards Vietnam (66.5 per cent of the total flows to CLMV region). FDI inflows to India from CLMV countries have been low at US $ 13.6 million during April 2000 and December 2016. These investments have been dominated by inflows from Myanmar.

The CLMV region has received a significant amount of FDI. Since 2011, the amount of FDI into the region has increased phenomenally from $13.3 billion in 2011 to $38.7 billion in 2015. A chunk of this has gone to Vietnam (60.6 per cent), followed by Myanmar (25.3 per cent). In 2015 alone, CLMV saw a 22 per cent increase in investments from around the world.

COVER STORY

TEXPROCIL @ 4th India-CLMV Business Conclave, Jaipur (27-28, Feb. 2017)

Hon'ble Smt. Nirmala Sitharaman, Minister of State for Commerce and Industry (IC), GoI; Hon'ble Smt. Vasundhara Raje, Chief Minister, Govt of Rajasthan; Dr Naushad Forbes, President, CII; H. E. Mr Chhuon Dara, Secretary of State, Ministry of Commerce, Kingdom of Cambodia; H.E. Dr Than Myint, Union Minister of Commerce, Republic of the Union of Myanmar; Mr Chandrajit Banerjee, Director General, CII; H.E. Mr. Cao Quoc Hung, Vice Minister of Industry and Trade, Socialist Republic of Vietnam

Interestingly, both these countries, Vietnam and Myanmar, also offer tremendous opportunities for India to access huge markets. Myanmar, along with Cambodia and Laos, by virtue of being a Least Developed Country, benefits from the most favourable regime available under the EU's 'Everything But Arms' scheme, providing duty-free and quota-free access to the EU for the export of products, except arms and ammunition. On the other hand, the recently concluded Trans-Pacific Partnership (TPP) agreement to which Vietnam is a signatory along with 11 other Pacific economies representing 26 per cent of world trade, would provide almost duty-free access to goods produced in and exported from Vietnam.

While Myanmar could act as the gateway to the entire Asean region apart from tapping the significant local market, Indian companies in Vietnam would get direct access to the developing and developed markets of TPP members such as Australia, Brunei, Canada, Chile, Japan, Malaysia, Mexico, New Zealand, Peru, Singapore, and the US, as well as Vietnam. Besides these, it goes without saying that CLMV would provide access to the entire Asean landmass.

Textile Opportunities for India

CLMV countries are fast emerging as major exporters of Garments with Vietnam and Cambodia leading the pack. During the year 2015, Garments accounted for 69.3% of the total exports of Cambodia, while in the case of Vietnam it contributes around 13.2% of the total exports. On the other hand, Myanmar a relatively new entrant into the textile trade has developed an export base for Garments which account for 12.8% of the total exports from the Country.

These countries are fast developing as hub of Garment manufacturing and are currently importing around US $ 29 billion of textile & clothing. At present, China is the dominant supplier of bulk of the requirements of raw materials like yarn and fabrics. India has a very low share of around 2% which needs to be enhanced.

Strategies for Enhancing India's engagement with CLMV countries in the Context of ASEAN

India's economic interests in the ASEAN region has broadened over the years; this is evident with the repositioning of the 'Look East Policy' to Act East Policy'.

Within the ASEAN region, CLMV countries, in particular, are at different levels of economic development. One of the top priorities of ASEAN Community is the integration of Cambodia, Lao PDR, Myanmar and Vietnam with ASEAN by bridging the development gaps. To improve the situation and effectively assist the CLMV countries in catching up with the six more developed ones, there is a need for using variety of approaches to promote wider economic development in the region. Attentions toward the CLMV countries need to focus on development projects including promotion of transport, energy, telecommunications, environment, human resource development, tourism, trade, and agriculture, among others. Emphasis need to be given toward promotion of economic growth of the Southeast Asian region as a whole by strengthening the economic linkages between CLMV countries with other ASEAN countries.

While opportunities in the region are plenty, Indian entrepreneurs' endeavours in these countries have been limited. It is also critical to note that a large number of companies from China, Japan, South Korea and the United Kingdom already have, or are planning to establish operations in the region, thus pre-empting Indian business forays. These countries have been able to capitalise on the bilateral pacts and investment strategies with CLMV countries to build core infrastructure, special economic zones, ports and industrial corridors to benefit their own industrial community for business expansion, and maintain cost competitive supply chains, besides integrating with global production networks.

:: TEXPROCIL ::

SPECIAL FEATURE

TEXPROCIL Seminar on Trade Finance

As we all know exporters of textiles are passing through challenging times. Scenario in the export markets are changing rapidly throwing up new challenges. Internal factors like raw material prices, cost of finances etc. are other issues faced by the exporters. Also risk of non-payment from the foreign buyers are increasing.

In such a situation, it has become extremely important for the exporters to maintain the competitiveness of their products and also to find various ways & means of making adequate finances available for efficient operations.

The health of a global supply chain isn't just measured by revenue and profit. A more relevant indicator is how efficiently capital flows between buyers and suppliers. Slow moving capital, much like slow moving inventory, creates unnecessary costs and inefficiencies in a supply chain. Thus the working capital requirement plays a crucial role in impacting both the production volumes and the profitability of the exporters. Small and Medium Companies face critical financing related problems such as limitations towards speedy access to financing, high cost of financing, high & non-transparent Forex conversion costs and hedging costs.

In order to overcome these issues, exporters need to have a combination of measures, including (a) the cash resources, (b) banking lines (domestically/internationally), and (c) the involvement of independent third parties (such as import and export factors and trade finance companies).

It is in this context the Council organized a Seminar on Trade Finance for its members on March 03, 2017 at the Council's H.O. in Mumbai. Ms. Alice Chikara, Managing Director, ALCH Supply Chain Finance, and Mr. Manis Thanawala, Director, M/s. Greenback Advisory Services Pvt. Ltd. the experts on finance guided the participants at the interactive sessions on the topics 'Supply Chain Finance' and 'Hedging in Volatile Markets' respectively. The seminar that was attended by over 20 participants covered topics including Non-Recourse Receivable Discounting for exporters alongwith Demo of Digital Application/Docs Management and the need for hedging in volatile markets, tools available and the currency outlook going forward. The speakers suggested ways and means to enable fast and efficient application processing and documents collection; thereby, enabling speedy access to finance along with hedging options to minimise risks.

The seminar offered financing options to the following case-wise exporters

a) Exporters, who are unable to get sufficient working capital from their existing banks due to matters such as high collateral requirement.
b) Exporters, who are looking for speedy access to financing i.e. within 4-6 weeks to meet cash. Banks typically take months before disbursement.
c) Small & Medium sized companies with turnover below Rs. 200 Cr who have used bank loans for expansion but are unable to secure access sufficient working capital financing.
d) Companies looking for innovative financing solutions to meet the Buyers' need of open credit payment terms.
e) Companies looking for Pre-shipment finance i.e. based on PO where exporters have a long standing track record of performance with a good credit buyer. Ideally buyers in developed countries or large cap buyers in emerging markets.

Shri Ujwal Lahoti, Chairman, TEXPROCIL and Shri Siddhartha Rajagopal, Executive Director, TEXPROCIL informed the participants that more such knowledge forums are being planned by the Council for the benefit of it member exporters.

:: TEXPROCIL ::

TRADE NOTIFICATION

MEMBERSHIP SATISFACTION SURVEY

Dear Member,

The Council has recently obtained ISO-9001:2008 Certification. As part of the ISO documentation concerning 'Customer Satisfaction' we are seeking feedback from our Members on the services offered by the Council. Accordingly kindly fill in your complete information below and respond to the questions below by tick (✓) marking appropriate response in the space provided or with suggestions in brief wherever necessary. We value your association with us and prompt feedback.

COMPANY INFORMATION

Name of the Company	:	
Contact Person & Designation	:	
TEXPROCIL Membership (RCMC) No.	:	
Email Address & Website	:	

1) **Kindly rate the following services offered by Texprocil on rating of 5 to 1. in order to serve you still better.***
5= Excellent, 4=Good, 3 = Satisfactory, 2 = Needs Improvement., 1 = Not Availed (N.A.)

Membership	Rate Here	Trade Development	Rate Here	Trade Promotion	Rate Here	Trade Services	Rate Here	Trade Intelligence	Rate Here
Procedure for New Membership		Publication: E-Newsletter		Intl. Fairs & Events		Certificate of Origin		Interactive Website	
Membership Renewal		E-serve		Seminars & Workshops		Grievance Redressal Services		E-News Clippings	
RCMC Amendment		Circulation Trade Enquiries Award		MDA/MAI Schemes		Information on Exim policy/Amendment DBK		Information Disseminated	

2) a. Are you generally satisfied with the services actively availed by your company and marked above? **Tick (✓)**	**YES**		**NO**	
b. If you have replied 'no' above, please suggest how the Council can improve the services *(use additional sheet if required)*	**Suggestions:**			
3) How is your company benefitting from the Exhibitions / BSMs being organized by the Council? **Tick (✓)**	Accessing new Markets		Generating additional business	
Others (Pls. Specify):	Making new Contacts (Trade Enquiries)		Any Others	
4) How is your company benefitting from the Export Facilitation services being provided by the Council?	Information on Export Policy / Procedures		Responses to various EXIM queries	
Others (Pls. Specify):	Redressal of Trade related grievances		Any Others	
5) Have you recommended TEXPROCIL Membership to other companies? **Tick (✓)**	**YES**		**NO**	
6) Do you have any other suggestions to offer regarding TEXPROCIL Member Services? *(use additional sheet if required)*	**Suggestions:**			

***Kindly ignore this feedback form, if you have already responded.**

TRADE NOTIFICATION

TEXPROCIL MEMBERSHIP
ANNUAL RENEWAL SUBSCRIPTION

The annual renewal subscription amount for the financial year 2016-2017 (due from 1st April, 2016) is as follows: -

1) MEMBER EXPORTER - RS. 11,500/- (MEM FEES 10,000 + S. TAX 1,500)

2) REGISTERED TEXTILE EXPORTERS (RTE) - RS. 5,750/- (MEM FEES 5,000 + S. TAX 750)

Special Discount: Texprocil is announcing a special discount scheme for those who wish to renew their membership for a period of 3 or 5 years as follows:

Period	Membership Fees		Discount Slab	Discounted Fees		Benefit to Exporters	
	RTE	Member		RTE	Member	RTE	Member
For 3 years	15,000	30,000	10%	13,500	27,000	1,500	3,000
For 5 years	25,000	50,000	15%	21,250	42,500	3,750	7,500

[RTEs and Members have to pay service tax on the discounted amount at the rate of 15%.]

Note for Members:

Members are also requested to submit the CA Certificate as per the format given below certifying the Export Turnover for the financial years 2014-2015 & 2015-2016 i.e. the amount of actual FOB value of exports of Cotton Textiles excluding Readymade Garments and Handloom Textiles.

Members may note that the eligibility criterion of annual export turnover is minimum Rs. 2 Crore. Those not fulfilling the criteria will automatically be renewed as RTE i.e. Registered Textile Exporter.

RTEs are not required to submit the CA certificate.

Format of Chartered Accountant Certificate to be submitted by Members only:

CHARTERED ACCOUNTANT CERTIFICATE
(on C.A.'s Letter Head)

TO WHOMSOEVER IT MAY CONCERN

This is to certify that M/s. ______________________________ (Name and full address of the Member) having IE code No. ______________ have exported Cotton / Cotton Yarn / Cotton Fabrics / Cotton Madeups (Excluding Handloom Items / Readymade Garments and Silks, etc.) during the financial year 2014-2015 & 2015-2016 as follows:

Sr. No.	Description	2015-2016 (Rs. FOB Value)	2014-2015 (Rs. FOB Value)
1	Cotton		
2	Cotton Yarn		
3	Cotton Fabrics		
4	Cotton Made-ups		
	TOTAL		

(Stamp & Signature of Chartered Accountant)
(Membership No. of Chartered Accountant)
(Firm Registration No. of Chartered Accountant)

PLACE:
DATE:

Note to Members & RTEs whose RCMC is expiring on 31.03.2016:

Please apply immediately for renewal of RCMC with the following documents:

[1] Copy of your Import-Exporter Code (IEC)

[2] In case of Manufacturer Exporter, a copy of Manufacturing Licence

[3] In case of changes in Partners, a copy of revised deed of partnership

[4] In case of changes in Directors, a copy of Form 32/DIR-2 or Board Resolution for those who have resigned or newly appointed.

(For any further queries please write to Mrs. Smita Dalvi on email : smita@texprocil.org)