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CHAIRMAN'S MESSAGE



Dear Friends,

The second fortnight of August was spent working closely with the Duty Drawback

Committee on working out the details of the ROSL scheme for Garments and made -ups to be implemented from October 1, 2017 onwards, meeting with officials of the DGFT/ Ministry of Textiles to take up the Council's proposals under the much awaited new Foreign Trade Policy and assisting exporters with GST related queries.

As we write this column we also have a new Minister for Commerce & Industry, Mr Suresh Prabhu.

Meeting with the Duty Drawback Committee

The Executive Director along with

representatives of leading Made-ups exporters met the Duty Drawback Committee under the chairmanship of Shri G.K Pillai at Delhi on August 24, 2017 to discuss the data relating to ROSL for made ups . The Committee was highly sympathetic and requested for additional information which has since been provided by the Council.

Meeting with Officials of DGFT / Economic Advisor Ministry of Textiles

The Council's officers also followed up with meetings with the concerned Additional/ Joint DGFT's in the Head Office at Delhi to follow up on the Council's proposals with regard to the Foreign Trade Policy. They also met the Economic Advisor in the Ministry of Textiles and briefed her of the issues being faced by the exporters on account of GST.

Need to devise Alternative Export Promotion Schemes

An important issue which is coming up in all our discussions with the Government is the need to identify "alternative export promotion schemes" to the existing ones as these are likely to be phased out by 2018. Already, the Duty Drawback Scheme will get restricted to only rebate of the Basic Customs Duty (BCD) after the transition period gets over in September in the aftermath of the implementation of GST. Schemes like EPCG, Advance Authorisation, EOU's have also been affected post GST. The MEIS scrips have also lost their sheen as they cannot be used for paying IGST and have become restricted in scope.

Friends, this is an important issue as export competitiveness of the textile & clothing industry

CHAIRMAN'S MESSAGE

CONTINUED FROM PAGE 1

will get eroded if alternative compatible mechanisms with WTO Agreement are not devised and implemented before phase out of the existing schemes.

In this connection the Council has invited suggestions from members so that we can take it up with the Government.

I appeal to all our members to reflect on the issue and draw upon their vast experience in matters relating export trade and give us suggestions at the earliest.

New Minister of Commerce & **Industry**

In a cabinet reshuffle carried out by the Hon'ble Prime Minister, the erstwhile Minister of Commerce has

been elevated as Defence Minister and Shri Suresh Prabhu the earlier Minister of Railways has assumed charge as the Commerce Minister.

We welcome Shri Prabhu to the Ministry of Commerce and will be meeting him at his earliest convenience in the coming week. We have already sent our proposals relating to the new Foreign Trade Policy, issues relating to GST and exports and points relating to "ease of doing business". We are hopeful that the new Minister of Commerce will take urgent steps in line with the expectations of the trade & industry.

Summing up

Friends, the current situation is sluggish and slow. Exporters are adjusting to the demands of the new GST regime including registration, filing returns, reworking the costings, withstanding price pressures.

Yet, we should work our way around all these difficulties and try to optimise our returns.

The Government is also aware about the consequences for the economy at large on account of declining exports. Many analysts have argued that in order to sustain the GDP growth rate and create employment, India's exports should grow by at least 15% year on year.

It is a tall order but can be achieved.

Ujwal R Lahoti Chairman

:: TEXPROCIL ::



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COVER STORY

Textiles & Clothing industry in Vietnam: Prospects for trade

Vietnam's textile and clothing industry plays a major role in the Country's economy and is its largest manufacturing sector. It provides direct and indirect employment to 4.5 million people and is the principal source of foreign exchange. Textile and Clothing exports have risen sharply in recent years. Between 2010 and 2016 they increased by over 150 per cent to US \$ 28 billion and the country became fifth largest exporters of textiles and clothing.

Resourceful Assets favouring Vietnamese T&C industry

Vietnam has evolved to become a modern economy and society which has secure and strong connections with the international community. The government has shown willingness to fulfill its obligations with respect to international treaties, and the country has joined various international associations and concluded a number of agreements.



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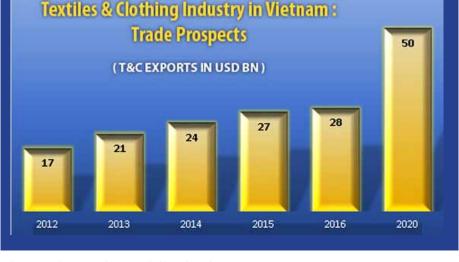
The Cotton Textiles Export Promotion Council

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Vietnam is noted especially for its economic, political and social stability. It is one of the region's most dynamic economies and it aims to achieve developed nation status by 2020. Private enterprise flourishes and, along with foreign investment it is encouraged.

The government has implemented a wide range of policies and incentives to attract foreign investment, it continues to improve the legal framework relating to business, and it recognises the importance of tapping into foreign technology and managerial know-how.

Vietnam has become increasingly attractive for foreign investors. This foreign involvement has been boosted by an attractive array of incentives, which are also available to domestic investors.

The country - with a large, growing and skilled workforce, is located in a favourable geographical position. Much of investment has been made in the country's infrastructure, and there is more to come.

Business and investment are being enhanced by the pursuit of three "strategic breakthroughs" –

 The establishment and development of institutions and a legal framework to promote market economy institutions;

- The building of an advanced and integrated infrastructure—with a particular focus on transport; and
- The fostering of a highly skilled workforce by means of education and training institutes.

The aim under current plans is for all breakthroughs to be completed by 2020. The government places a high priority on the clothing and textile industry by providing strong support and a variety of measures to encourage investment—and it is likely that this support will continue and expand.

Vietnam's labour costs are highly competitive internationally—and its workforce has many admirable traits. Managers ensure that enterprises are organised and professional, and many speak English. 40 per cent of Vietnam's population is under 25 years of age and this group is familiar with the latest technology and consumer trends.

Vietnam is a well-respected supplier of clothing to several important markets. The Vietnamese textile and clothing industry benefits from a large and expanding domestic market and the population is tilted towards younger, fashion conscious age groups.

Vietnamese consumers spend around 18% of their monthly expenditure on fashion products—and have the option of buying local products as clothing makers produce more high added-value items. Textile and Clothing manufacturers are adept at reacting quickly to new orders.

COVER STORY contd. from Pg. 3

Textiles & Clothing industry in Vietnam: Prospects for trade

Impediments to trade

Vietnam textile and Clothing industry is highly dependent on foreign inputs. The logistics of importing textiles do not always run smoothly and cotton shipment times are lengthy. Another weakness stems from continuing increases in production costs.

Infrastructure still requires more investment before it can be deemed satisfactory. The rail network is small in scope, and roads, seaports, airports and power generation needs to be expanded and updated. Warehousing facilities at seaports are limited. There is an urgent need to increase textile production and improve its quality. The dyeing and finishing segments of the supply chain remain underdeveloped.

New training and development courses are needed to ensure a ready pool of highly qualified employees, particularly in the areas of machine operators and technicians and management expertise. Additionally, there are a number of significant skill gaps. In particular, there is a noticeable shortage of well trained and experienced fashion designers.

Few Vietnamese companies have strong expertise in marketing, stemming largely from the fact that the majority of clothing enterprises are subcontractors for foreign brands. The quality of textiles is generally low due to the use of outdated equipment, highlighting the need for more funding and investment to be committed to the textile industry. Most textile and clothing businesses are either small or medium sized and therefore lack economies of scale. Also, these companies are less able to innovate in a wide range of functions. The position is more acute in the textile industry, where investment has been deterred by high financial requirements and long payback times.

Vietnam is a long distance from its principal markets in the West – which puts it at a disadvantage compared with its competitors in countries such as Turkey. This can be problematic given that Western buyers are looking to reduce lead times as clothing products tend to be characterised by short fashion cycles.

Prospects to Vietnam's Vision 2020

Vietnam has the opportunity to secure and increasing level of foreign investment. There is a chance of increasing a strong rise in textile exports and clothing exports. Vietnam can benefit from growing world trade in textiles and clothing as it is a key member of Asean and has concluded a number of free trade agreements.

The FTA between Asean and China is one of the world's most far reaching FTAs and it holds opportunities for Vietnam's manufacturing development. Also, Vietnam has signed FTAs with South Korea, the Eurasian Customs Union and the EU.

There is an opportunity to boost the added value of Vietnamese produced textiles and clothing. Vietnam's growing domestic clothing market offers significant opportunities. Moreover, consumer spending on clothing is the second highest category of expenditure, being exceeded only by food purchases. The country's young age profile implies a skew in spending towards fashion.

There is an opportunity to further exploit the shift of manufacturing operations from high cost Western countries to low cost Asian ones. This will present new opportunities and provided resources for clothing enterprises.

Vietnam has an opportunity to attract manufacturers who are looking to relocate from higher cost international production centres in Asian countries. Vietnam's attractive incentives are opening up new markets and new international partnerships.

Vietnam's accession to the WTO in 2007 has brought the textile and clothing industry numerous opportunities, and also has presented significant opportunities for foreign investors. Further, its accession to the ITMF in 2011 has presented the industry with opportunities to integrate itself further into the international community and extend its network of international contacts.

The government is promoting opportunities for the textile and clothing industry by means of a programme of "specialisation and modernisation". There is a scope for clothing producers to become original design manufacturers (ODMs) rather than mere sub-contractors but this depends on establishing globally respected brand names.

If these opportunities are grasped, the textile and clothing industry stands a good chance of realising its objectives for the 2015-20 period.

Challenges affecting Vietnam's ambitions

There is strong and growing competition in the textile and clothing industry from other Asian countries, many of which have lower manufacturing cost structure. Further, regional trade agreements can pose threats as other countries try to capture shares of their partners' domestic markets.

The textile and clothing industry is vulnerable to the changing fortunes of economic conditions of major foreign markets. There are also environmental threats.

Even if the TPP goes ahead in some form, the proportion of Vietnam's exports to other TPP members which would be able to enjoy preferential tariffs under the agreement would be limited. In any event, there is uncertainty over the prospects for the TPP following the USA's withdrawal from the trade agreement.

There is also a threat that Vietnam's textile and clothing industry will be affected by the trend towards "reshoring", which could thwart the ambition of Vietnam to exploit markets for high added-value fashion clothing.

Way forward

The government has established a number of ambitious targets as it pursues an economic policy aimed at endowing Vietnam with a developed nation status by 2020. By that year, the country's textile and clothing exports are targeted to reach US\$ 50 billion and raising employment to over 5 million people directly or indirectly. While the government's encouraging policies have led to a rising prosperity in Vietnam, the domestic market is bound to grow strongly. Further, with a high priority on T&C industry in Vietnam, the prospects for trade remain bright over the next few years.

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SPECIAL FEATURE

Inviting members' suggestions on alternate incentive scheme for export

E Serve No. 104 of 2017

September 08, 2017

Sub: Your suggestions on alternate incentive scheme for export

Dear Member,

As you may be aware, the WTO Agreement on Subsidies and Countervailing Measures (ASCM), comprehensively defines subsidies wherever

Government Revenue is foregone or financial contribution is made by way of direct transfer of funds or price support. A benefit is conferred by the subsidy

The subsidy is specific to an industry/group of enterprises

- An "inbuilt clause" within the ASCM, however permits developing countries, especially Least Developed Countries (LDC's) to grant prohibited subsidies, provided their GNP does not exceed US\$1000 per annum.
- 3. Further, this permission comes with a limitation that the said developing country should not have attained "export competitiveness" in the product which is defined as achieving a market share of 3.25% of world trade in the product for two consecutive years. For this purpose, a Product is defined as a "Section Heading" of the Harmonised system of nomenclature.
- 4. In case a country attains export competitiveness in a product it has to phase out the in a product, it has to phase out subsidies within a period of 8 years from the year when the threshold has been reached.
- 5. Given this framework of the WTO ASCM Agreement, India has reached export competitiveness (as per study undertaken by WTO) in the textile and clothing sector covered in Section IX of the Harmonised Nomenclature in 2010. Thus, the period of 8 years will be completed in 2018 and India is under pressure to phase-out the subsidies by the end of that year.
- 6. Moreover, as per WTO calculations, India is also expected to cross the threshold of US \$ 1000 GNP by 2015 for which the Report is expected in October 2017. If this happens, all subsidies will have to be phased out by 2023 i.e. 8 years after 2015.
- 7. Considering these developments, the Government is keen to receive proposals from the Council for alternative schemes which are WTO compatible.
- 8. In this connection, following suggestions have been received: --
- Extend the Refund of State Levies (ROSL) Scheme to the entire textile value chain as the present scheme is restricted only to garments and madeups. The Scheme is very novel and provides refund of unrebated duties on electricity and sales tax on

petroleum products which are not in the GST chain. The present MEI Scheme could be converted into a duty neutralisation scheme to rebate the state levies as also suggested in the note prepared by the Ministry of Commerce.

- Rework the existing scheme of duty neutralisation such as the All Industry Duty Drawback (in the post GST era) and rebate the incidence of Central Levies which have not been included in the preview of unrebated central levies which have not been excluded from the purview of GST.
- Set up a Public-private venture capital to fund innovation and productivity. As is well known new product development, financing strategic tie-ups with global partners or expansion of product line are all projects that have a certain amount of risk tied to it. Small and medium exporters especially find it difficult to access the right kind of financing for such projects. Private venture capital is not interested in smaller projects. In many cases the risk is seen as too high.
- In order to lower the risk and increase the involvement of the private sector, a public private partnership (PPP) venture capital fund should be created with the Government infusing about 25 per cent of the seed capital and private sector players the rest. Private sector would also bring in the professionalism of venture capital managers.
- The Irish Government has done this for their technology sector based exports with some success. The Indian Government too can create such venture capital funds for a few critical sectors with potential for future growth and employment generation. These could include the next generation of highend textiles, like technical textiles, work wear/winter wear/home textiles.
- To make such a scheme even more attractive, it can be supplemented by an 'Angel Law' modelled on an Israeli incentive programme that allows venture capital investors putting money in such higher risk projects to deduct a portion of their investment amount out of their taxable income.
- 9. Many other alternatives schemes can be developed for which I seek your views/suggestions/comments

Kindly send your reply to *info@texprocil.org* latest by 15th September 2017.

Regards,

Ujwal Lahoti

Chairman

:: TEXPROCIL ::

TRADE FACILITATION

TEXPROCIL invites participation to INTEX SOUTH ASIA 2017 exhibition

E Serve No. 99 of 2017

August 23, 2017

Sub: Inviting participation at Intex South Asia 2017 exhibition from 15th – 17th November 2017, Colombo, Sri Lanka

Dear Member.

The Cotton Textiles Export Promotion Council (TEXPROCIL) proposes to organize India Pavilion in Intex South Asia 2017 exhibition from 15th – 17th November 2017 at the Sri Lanka Exhibition & Convention Centre (SLECC), Colombo-10, Sri Lanka. Intex South Asia 2017, is organized by Worldex India Exhibition & Promotion Pvt. Ltd. in association with Sri Lanka Export Promotion Board and is endorsed by Joint Apparel Association Forum (JAAF).

Sri Lanka Textile & Clothing Industry

Sri Lanka is a preferred destination for high-end apparel sourcing across Asia, with its apparel export industry valued over US\$ 5 billion being the most significant, highest industrial employment generator and the highest foreign exchange earner in the growing Sri Lanka's economy.

Made in Sri Lanka label under "Garments without Guilt" is renowned across the world that works with the principles of ethical working conditions, free of child labour, free of forced labour, free of discrimination on any grounds, free of sweatshop practices, green factories, etc.

Sri Lanka is repositioning itself as a hub for supplier countries in the South Asia region and hence offers very good opportunity for increasing exports of yarn & fabrics.

In 2016, Sri Lanka imported about USD 2.95 billion worth of textile and clothing of which approximately USD 2.67 billion was in textiles. India's share in the textiles imports was just USD 503 million. In cotton textiles, Sri Lanka imported almost USD 1.18 billion of which India's share was just 29% amounting to USD 342.15 million. Import of cotton fabrics from the World contributed the highest share within the cotton textiles import basket with USD 992.27 million and India ranked 2nd with USD 253.08 million.

About 3rd Intex South Asia 2017 Exhibition

Fair Date: 15th – 17th November, 2017 (Wed-Fri)

Venue: Sri Lanka Exhibition & Convention Centre (SLECC), 12, D. R. Wijewardena Mawatha, Colombo-10, Sri Lanka

Opening Hours: 10 am – 6 pm (Last Day open till 5 pm)

Open to: Professional Trade Visitors only

(By pre-registration online or on-site registration)

Product Profile:

Yarns, Apparel Fabrics, Denim Fabrics, Clothing Accessories, Dyes & Chemicals, Testing & Certification, Trend Forecasters, Printing and CAD/CAM system, Trade Publications & Online Portals.

Major Exhibiting Countries:

India, Pakistan, Bangladesh, Sri Lanka, China, Hong Kong, Korea, Taiwan, Dubai, Australia, USA, Indonesia, Thailand, Turkey, South Africa and more.

Special Highlights:

Country Pavilions, Denim World, Trends Zone @Fashion Boulevard, Networking Reception, Fashion Show, Interactive Seminars & Business Forums, One-to-One Meetings, Platinum Lounge and more.

Visitors Profile

Apparel Brands, Fashion Labels, Intimate & Undergarments Brands, International Sourcing offices, Garment Manufacturers & Exporters, Buying Houses & Buying Agents, Local and International Retail Chains, Fashion Designers & Merchandisers, Textile Manufacturers & Exporters, Textile Trading Houses, Importers & Distributors, Sales & Marketing Consultants, Design Studios & Institutes, Government & Trade Body Representatives and Trade Media.

Participation Fees

Participation fees for 9 sq. meters booth is Rs. 1,30,500/-

Each 9 sq m of exhibit space includes:

Octonorm Panels | Booth Carpet | 1 Glass Round Table 3 Folding Chairs | 3 Spot Lights | Waste Bin | Fascia Board 2 shelves (yarn co.s) OR 2 hanging rails (fabric co.s) | 5-amp Power Socket | Cleaning and Security

No MDA benefit available:

Kindly note that as per the recent Govt. circular no.11/33/2015-E&MDA dated 16.02.2017, MDA scheme is now no longer available to exporters from this financial year.

Cancellation / withdrawal policy:

In case of cancellation / withdrawal of participation by Members, *participation fees is non-refundable*.

Interested members are requested to send their confirmation to the Council along with the filled application form (request H.O. for form) and the full participation fee by multicity Cheque / DD to be drawn in favour of "Worldex India Exhibition & Promotion Pvt. Ltd." to the Texprocil Head Office located at 5th Floor, Engineering Centre, 9, Mathew Road, Mumbai – 400004 not later than 15th September 2017.

Participation in the exhibition will be confirmed only on receipt of completed application form and full payment towards the booth charges.

For further details, please contact:

Mr. Rajesh Satam / Mrs. Mrunal

The Cotton Textiles Export Promotion Council,

Engineering Centre, 5th Floor, 9 Mathew Road, Mumbai - 400 004.

Tel: 022-23632910/11/12 | Fax: 022-23632914

E-mail: rajesh@texprocil.org; mrunal@texprocil.org

Being an esteemed member of the Council & a leading exporter of cotton textiles, we solicit your participation thereby supporting initiatives by the Council.

Regards,

Dr Siddhartha Rajagopal

Executive Director

:: TEXPROCIL ::



Avail of more detailed information on EXIM POLICY

at TEXPROCIL GREIVANCE REDRESSAL CELL

email: ravikumar@texprocil.org

Join Us... Now! Avail info. on Membership Benefits on email: info@texprocil.org

TRADE NOTIFICATION

MEMBERSHIP SATISFACTION SURVEY

Dear Member, 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 IN	FORM <i>A</i>	ATION			
Name of the Company		:							
Contact Person & Designation		:							
TEXPROCIL Membership (RCMC) No.			:						
Email Address & Website		:							
 Kindly rate the following services offered by Texprocil on rating of 1 to 5. in order to serve you still better.* 1= Excellent, 2=Good, 3 = Satisfactory, 4 = Needs Improvement, 5 = Not Availed (N.A.) 									
Membership	Rate	Trade	Rate	Trade	Rate	Trade Services	Rate	Trade	Rate
	Here	Development	Here	Promotion	Here		Here	Intelligence	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		Circulation		MDA/MAI		Information on		Information	
Amendment		Trade Enquiries/ Award		Schemes		Exim policy/ Amendment DBK		Disseminated	
2) a. Are you generally satisfied with the set by your company and marked above?					ailed	YES		NO	
-	-	olied 'no' above, plea ne services <i>(use addit</i>			uncil	Suggestions:			
How is your company benefitting from the Exhibitions / BSMs			Ms	Accessing new		Generating			
being organized by the Council? Tick			(√)	√)		Markets			
Others (Pls. Specify):				Making new Contacts (Trade Enquiries)		Any Others			
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.

Join Us... Now! Avail info. on Membership Benefits on email: info@texprocil.org

TRADE NOTIFICATION

TEXPROCIL MEMBERSHIP ANNUAL RENEWAL SUBSCRIPTION

The Registration as well as Renewal fees for membership of the Council has been revised w.e.f. 01.04.2017.

Accordingly New Registration Fee Structure is as follows:-

Type of Membership	Amount (Rs.)	GST @ 18%	Total Amount (Rs.)
Member (with Voting Right)			
(including Rs.6000/- as Entrance Fee)	17000/-	17000/- 3060/-	
Registered Textile Exporter			
(including Rs.3000/- as Entrance Fee)	9000/-	1620/-	10620/-

The Annual Renewal Subscription amount for the financial year 2017-2018 (due from 1st April, 2017) is as follows:-

Type of Membership	Amount (Rs.)	GST @ 18%	Total Amount (Rs.)	
Member (with Voting Right)	11000/-	1980/-	12980/-	
Registered Textile Exporter	6000/-	1080/-	7080/-	

Note for Members:

Members are also requested to submit the CA Certificate as per the format given below certifying the Export Turnover for F.Y. 2015-2016 & F.Y. 2016-2017 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 2015-2016 & 2016-
2017 as follows:	

Sr. No	Description	2016-2017 (Rs. FOB Value)	2015-2016 (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 has expired on/before 31.03.2017:

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)