



INSIDE THIS ISSUE

Page 1 - 2 : CHAIRMAN'S MESSAGE

COVER STORY

Page 3 - 5 : Report on TEXPROCIL participation at Intex South Asia, Sri Lanka

SPECIAL FEATURE

Page 5 - 6 : Increasing Intra-regional Trade through enhanced regional cooperation in South Asia

TRADE NOTIFICATION

Page 7 : Member Satisfaction Survey

Page 8 : Membership Subscription Renewal

TEXPROCIL @ Intex South Asia 2017, Sri Lanka



Seen in Pic. Hon'ble Prime Minister of Sri Lanka Shri Ranil Wickremesinghe (3rd from Left) being greeted by Shri Ujwal Lahoti, Chairman, TEXPROCIL (3rd from Right) & Dr. Siddhartha Rajagopal, Executive Director, TEXPROCIL (4th from Right) along with other dignitaries at the inaugural function of Intex Fair South Asia 2017 on 15th November, 2017.

CHAIRMAN'S MESSAGE



Dear Friends,

The month of November started with the news that India's overall exports contracted for the first time in 13 months in October. Textile & clothing exports declined by (-) 20.30% with Garments showing a sharp drop of (-) 40 percent. Export of cotton textiles provided the only silver lining recording a positive growth of 4.83 percent. The prediction made by the World Trade Organization (WTO) that world trade would grow by a robust 3.6 percent in 2017 after a lacklustre 1.3 percent in 2016 does not seem to be reflected by the ground realities.

During the last fortnight, the Council undertook a diverse range of activities which included attending a meeting on Indian Standard of Organic Textiles (ISOT) on 10th November 2017 at Noida city of NCR, participating in the South

Asia's largest sourcing event – Intex South Asia 2017 at Colombo, Sri Lanka during 15-17 November 2017 and “Farm to Finish” exhibition organized by SIMA held during 17-20 November, 2017 at Coimbatore. In the meantime the Government also took a series of steps with regard to implementation of GST in order to simplify the procedures.

Meeting on Indian Standard of Organic Textiles (ISOT)

A consultative meeting on “Fiber to Garment – Traceability in Organic Textiles” was held on 10th November 2017 at Noida, under the auspices of Nation Accreditation Board (NAB), Agricultural and Processed Food Products Export Development Authority (APEDA) in collaboration with C&A Foundation. Representatives from C&A, Carrefour, H&M, Cotton suppliers, Ginners, representatives from TEA, TEXPROCIL, GOTS, COS, Organic textile buyers from NZ, Canada, Netherlands, etc. were present.

APEDA stated that owing to

frequent complaints received from importers / Chain Stores around the world regarding the poor monitoring system for traceability of organic components in the textile value chain and to ensure that only authentic organic textile products are shipped out from India, APEDA is keen to implement Indian Standard of Organic Textiles (ISOT).

Most of the attendees were directly or indirectly opposing the move by APEDA and C&A Foundation in implementing ISOT. We made the point that an additional cost will be incurred by the exporters as the present system of traceability and certification by GOTS and COS is already fool proof and widely accepted by the importers worldwide. APEDA's role in traceability should be up to cotton fibre stage and thereafter it needs to be seamlessly integrated with existing system of GOTS and similar certifying agencies. We also pointed out that unless seed related issues are addressed ISOT initiative is meaningless.

CHAIRMAN'S MESSAGE

CONTINUED FROM PAGE 1

Intex South Asia 2017 trade fair

An occasion to reflect on the lack of integration in South Asia presented itself at the Intex South Asia 2017 trade fair held at Colombo, Sri Lanka during 15-17 November 2017. The exhibition was inaugurated by H.E. Mr. Ranil Wickremesinghe, Prime Minister of Sri Lanka at the Sri Lanka Exhibition & Convention Centre (SLECC) on 15th November 2017 in presence of Mr. Baithiudeen, Minister of Industry and Commerce of Sri Lanka.

We took this opportunity to meet leading trade bodies present at the fair including the local associations – Joint Apparel Association Forum (JAAF), Sri Lanka Apparel Brands Association (SLABA), Sri Lanka Ports Authority and the international associations such as Taiwan Textile Federation.

The Executive Director of the Council made a presentation on the subject 'Increasing Intra-regional Trade through Enhanced Regional Cooperation in South Asia' at the Interactive Business Forum organised during the fair, which was well received.

Over 200 exhibitors from 15 countries participated in the exhibition which included highest participation of 60 companies from India. Buyers from over 16 countries were present for this grand event.

GST implementation

I am glad the Government has taken many steps to alleviate the problems faced by the exporters under GST. Refund of IGST on exports effected in July 2017 has started. However,

majority of the exporters have not received the refunds till date. In this regard, the Government has issued some guidelines to the exporters to ensure that refunds are smooth and timely. I urge all our members to please go through these guidelines and take the necessary steps as suggested so that IGST refunds are not delayed. The Government has also put in place a mechanism for the exporters to file their applications for refund of Input Tax Credit manually till further instructions which is a welcome step. I would urge the Government to ensure that exporters do not face problems at the field formation of GST Commissionerate who will be processing the refund applications.

It is a matter of concern that overall textiles exports is declining. One of the factors, in my view, that has led to the decline in exports is the steep reduction in the Drawback rates in the GST regime. To alleviate the problems faced by the exporters, like many other EPCs, the Council has also represented to the Government to extend the Drawback rates (Pre-GST rates) till June 30, 2018 so that exports gets stabilized.

"Farm to Finish" exhibition organized by SIMA

The Council participated in the exhibition "Farm to Finish" organized by SIMA from November 17 to 20, 2017. The Council's booth was visited by many textiles units located in South India seeking guidance regarding the steps to be taken to become exporters. Also there were many members who had

visited the Council's booth to seek clarifications on the different aspects of GST, Duty Drawback, ROSL etc. All these Companies were suitably guided. I extend my congratulations to SIMA for organizing such an event successfully.

TEXPROCIL Awards function

The Council's Export Awards function, rewarding excellence in Export Performance in 2016-2017, is scheduled for 14 December 2017 at Hotel Sahara Star in Mumbai. The Hon'ble Minister of Textiles Smt Smriti Zubin Irani has kindly consented to be the Chief Guest at the event. We congratulate all the award winners for their sterling performance which has earned them the richly deserved awards and invite you all to join us at the function in applauding for these meritorious performances.

Summing Up

Friends, as the journey of trade continues relentlessly, there is a need to systemically and critically evaluate the present regulations and understand the "pain points" with regard to interface with Government. The government should also engage with businesses on a regular basis and understand their concerns and resolve to modify regulations to address the issues. The trying times appear here to stay, however, the real dynamism has to come from within us – the stake holders on the ground and all of us should be prepared for the long haul.

Ujwal R Lahoti
Chairman

:: TEXPROCIL ::



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To know more, please write to us on

email: info@texprocil.org

COVER STORY

Report on TEXPROCIL participation at Intex South Asia (15 – 17 Nov. 2017) Colombo, Sri Lanka



India Pavilion at Intex South Asia 2017

Considering the fact that South Asia has emerged as a power house for textile and apparel manufacturing in the world and has the added advantage of a large & lucrative domestic market, TEXPROCIL had organized an India Pavilion in the third edition of Intex South Asia 2017 held on 15th – 17th November 2017 at Sri Lanka Exhibition & Convention Centre (SLECC) Colombo, Sri Lanka.

India Pavilion at Intex South Asia 2017 (15 to 17 November 2017)

A total of 67 Indian companies participated at Intex South Asia 2017 comprising around 24 members of the Council. This exhibition brought together textile manufacturers and exporters of Yarns, Apparel Fabrics and

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

About Intex South Asia

Intex South Asia is the only exclusive international textile sourcing show of the South Asia region. The fair provided a unique opportunity to connect with a wide range of leading textile manufacturers (of yarns, apparel fabrics & clothing accessories) from South Asia (India, Pakistan, Bangladesh, Sri Lanka) and South East Asia (China, Korea, Vietnam, Indonesia, etc.).

With over 150 leading textile suppliers showcasing their contemporary, trendy and innovative spring/ summer collections and targeting buyers

from SAARC, GCC, Africa and South Asia region, this exhibition had positioned itself as a focused networking platform for the global apparel market.

The 3rd edition of Intex South Asia was inaugurated on 15th November by Hon'ble Prime Minister of Sri Lanka, Mr. Ranil Wickremesinghe as Chief Guest in presence of Mr. Rishaad Baithuddin, Hon'ble Minister of Industry and Commerce and Mr. Sanjeeva Senasinghe, State Minister, Ministry of Development Strategies and International Trade as the Guest of Honour.

H.E. Shri Taranjit Singh Sandhu, High Commissioner of India to Sri Lanka, Shri Ujwal Lahoti, Chairman, TEXPROCIL, Shri Siddhartha Rajagoopal, Executive Director, TEXPROCIL along with a host of other dignitaries present at the inaugural session joined the ministerial team in a VIP Tour of the exhibition conducted thereafter. They interacted with the exhibitors, viewed the selection of products been showcased and discussed the prospects of increasing trade in textiles and clothing with a view to enhance regional cooperation in South Asia.



TEXPROCIL E-NEWSLETTER

Edited & Published by:
Dr. Siddhartha Rajagopal

Editorial Team
N. Ravindranathan,
Rajesh Satam, A. Ravindrakumar,
Shailesh Martis, Sanjay Rane

Ideas & contributions are welcome at:
texprocil1@gmail.com; mktg@texprocil.org

Editorial & Publishing Office at :



The Cotton Textiles Export Promotion Council

Engineering Centre, 5th floor, 9, Mathew Road,
Mumbai – 400 004. India.
Tel: +91 22 23632910 to 12
E-mail: info@texprocil.org

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COVER STORY
contd. from Pg. 3

**Report on TEXPROCIL participation at Intex South Asia
 (15 – 17 Nov. 2017) Colombo, Sri Lanka**

Exhibitors' Profile:

Yarn | Fabric | Accessories | Denim

Visitors Profile:

Apparel Brands & Fashion Labels, Garment Manufacturers & Exporters, Merchant Exporters, Textile Importers, Distributors & Trading Houses, Buying Houses & Buying Agents, Fashion Designers & Design Studios, Retail Chain Stores & E-tailers, Trade Body Representatives, Chambers of Commerce, etc., Denim Brands, Manufacturers & Exporters, International Sourcing offices, Textile Manufacturers & Exporters, and many more...

Intex South Asia provided the exhibitors and buyers the opportunity to reap the benefits of the booming US\$ 80 billion Sri Lankan economy.

Overview of Textiles industry of Sri Lanka

Strategically located at the cross roads of major trade route to India, East/South East Asia, Middle East, Europe & Oceania and armed with the GSP+ Benefits, Sri Lanka is repositioning itself as a hub for supplier countries in the South Asia region. With an expected growth rate of 5%, this



country has the reputation of being one of the most business friendly nations within the South Asian Region.

Sri Lanka's T&C export industry valued over US\$ 1 million in 2016 is the most significant, highest industrial employment generator and the highest foreign exchange earner in the growing Sri Lanka's economy. This apart the sector is endowed with strengths such as managerial competence, strong compliance programs along with a focus on



value added high end products.

Efforts are being made by the Sri Lankan Government to increase exports to reach USD 8.5 billion by 2020 which would increase their global market share while attracting foreign investment into the country.

India is the 2nd supplier of T&C with a share of 21.28% and 2nd in Cotton Textiles with 29.08% share

Analysis of product wise imports shows that Cotton fabrics dominate the cotton textiles import market with a share of 84.32 followed by Cotton Yarn and Madeups.

TEXPROCIL Participation

TEXPROCIL setup an information counter at the zone contiguous with Indian participants in the 9 Sqm booth offered by the organisers. The Council's booth saw a steady stream of visitors who were keen to understand the Council's role and export promotional services being offered. Some of these visitors have shown keen interest to source their cotton textiles requirement from India. Enquiries received at the Council's Stall are being circulated separately.

Intex South Asia presented, for the first time, a 'Fashion Fiesta' the exclusive networking reception & fashion show for the exhibitors, buyers, foreign delegates, trade bodies and heads of missions to interact with each other on the evening of the first day of the show.

The second day saw organisation of an Interactive Business Forum Seminar Series alongside the exhibition. Shri Siddhartha Rajagopal, Executive Director, TEXPROCIL made a presentation on the subject 'Increasing Intra-regional Trade through Enhanced Regional Cooperation in South Asia' at the Interactive Business Forum organised during the fair, which was well received.

Feedback from the Indian Exhibitors

Feedback forms were collected from Indian exhibitors being part of India Pavilion organised by TEXPROCIL on the last day of the fair.



**For more information on
 Global Textile Markets,
 Please contact us on
 Email : info@texprocil.org**



SPECIAL FEATURE

Increasing Intra-regional Trade through Enhanced Regional Cooperation in South Asia

“The World Bank (WB) has named South Asia as the fastest growing region in the world (in 2016). However, the global lender said that the region is the least integrated in the world, thus, preventing South Asian countries from benefitting from intra-regional trade.” (WORLD BANK REPORT 2016)

South Asia - fastest growth

South Asia is the fastest-growing region in the world. As per World Bank, GDP growth for the region is expected to rise 6.7 % in 2016 to 6.8 % in 2017 to 7.1 % in 2018. The region has enormous potential that has largely remained untapped and includes - world's largest working-age population, 1/4th of the world's middle-class consumers, long period of robust economic growth (6% CAGR over the past 2 decades) and has managed the turbulence of financial and economic crisis reasonably well.(UNCTAD).

The countries viz. Afghanistan, Bangladesh, Bhutan,



India, Maldives, Nepal, Pakistan & Sri Lanka that comprise the South Asian Region – have come to realize the need to enhance the regional engagement aimed at economic integration of the region.

Challenges to Integration

Despite a century old common heritage shared by the member countries, South Asia today, continues to be the least integrated and one of the most unstable regions in the world on account of- structural weaknesses, regional vulnerability, policy uncertainties, macroeconomic imbalances,....

... contd. on Page 6

COVER STORY contd. from Pg. 4

Report on TEXPROCIL participation at Intex South Asia (15 – 17 Nov. 2017) Colombo, Sri Lanka

- It is reported that in the present third edition quality of visitors to the Fair has improved but the business matchmaking effort needs to be further improved to increase the one-to-one interaction of importers with the exhibitors at the fair.
- The fair authorities needs to improve on the venue and logistics support to meet the needs of growing participants including exhibition services such as free wi-fi connectivity, extra accessories, cleaning services, etc.
- The Exhibitors expressed satisfaction in general over the fair arrangements including the Hotel stay & free shuttle for to and fro from the Exhibition grounds to the hotel.

Fair Outcome

As per the feedback received by the Council, while just a few of the participants responded regarding the orders booked both in quantity and value terms, they reported meeting average 3 to 5 importers on each day with best turnaround on the last day of the fair. Reportedly, around USD 1 million worth of orders were negotiated during meetings in the 3 days of the fair while the actual outcome of orders will follow the factory negotiations after the fair.

The exhibitors have expressed satisfaction with the local buyer's turnout at the fair and the quality of business people

present at the exhibition. The environment was extremely conducive for business and was further enhanced by the one-to-one business meetings held at the show. In the years to come, participants believe that Intex South Asia will become an important sourcing platform in the global calendar of textile sourcing events and will attract leading buyers and brands across the globe to come to Sri Lanka for their sourcing requirements.

Conclusion

Targeting buyers from SAARC, GCC, Africa and South Asia region, Intex South Asia is well positioned as a focused networking platform for the global apparel market.

- ❖ “Brand India” prominence and participation by Texprocil Members at “Intex South Asia” Fair was well appreciated by the visitors.
- ❖ There is an immense scope for increasing exports of fabrics & yarn to this market.
- ❖ As this Fair attracts importers of Yarn and Fabrics from Pakistan, Bangladesh as well as other countries in the South Asia, it is an important platform to promote South Asian Trade Integration and showcase continuous presence of Indian suppliers at this event.

:: TEXPROCIL ::

**SPECIAL
FEATURE contd.****Increasing Intra-regional Trade through
Enhanced Regional Cooperation in South Asia**

challenge of weak demand, supply side constraints, flow of capital out of the region due to lower intra trade, etc. South Asia's trade is less than 5% within the region in comparison, Intra-regional trade in the ASEAN region is around 30%, the European Union (EU) around 60% and Continental Africa around 12%.

Importance of T&C Sector in South Asia

Textiles & Clothing sector is one of the leading manufacturing sectors of South Asia in terms of - employment to over 60 million people directly and over 95 million indirectly across the T&C sector. Share in global Textile & Clothing trade rose from 8.04% in 2006 to 11.93% in 2016. Export volumes of Textile & Clothing have increased from US \$ 42.61 billion in 2006 to US \$ 86.61 billion in 2016. Growth in the South Asia's T&C sector is supported by various factors that include its traditional strengths, abundant natural resources, pro-business policies, large investments in infrastructure, skilled work force, amongst others.

Potential for developing production supply chains

An interesting fact to note is that there exists both demand and supply of inputs of T&C within South Asia, with different countries specializing in production of final products and inputs. Trends in Trade in Textiles & Clothing clearly show that countries within the region specialize in different segments of the T&C sector. For instance, Bangladesh and Sri Lanka have higher shares in wearing apparel in their global exports, while India and Pakistan have higher share of textiles in their global exports. This complementarity in production of final product and inputs increases the potential for developing production supply chains for the sector within the region.

Opportunities for trade development

Also, at country level, global exports of textiles are highest from India followed by Pakistan and Bangladesh. Further, Bangladesh and Sri Lanka have less than US \$ 2 billion of textile exports in the last decade. In terms of global exports in clothing, Bangladesh has highest exports closely followed by India. Even closer examination of trends of Bangladesh, India, Pakistan and Sri Lanka indicates that exports of T&C has risen considerably, in all countries during the last decade. Not only exports but imports of T&C have risen, with all the four countries indicating plenty of opportunities for trade development.

South Asia v/s ASEAN region

Share of South Asia in Global Exports of Textiles and Clothing is more than share of ASEAN region and has recorded significant growth in 2006-2016 period. Share of South Asia in Global Exports of Textiles and Clothing has shown better recovery than ASEAN region in the post crisis period 2009-2010. Looking at the competitiveness in T&C, it can be seen that the share of South Asia in exports of textiles has stagnated whereas its share of wearing apparel has been growing consistently. Similarly, while the share of South Asia in imports of textiles has almost doubled, share of ASEAN in imports of textiles have depicted a better pace indicating that South Asia is a garment centric region.

Promote Regional Value Chains

Realizing the potential for creating Regional Value Chains (RVCs) to further integrate them with Global Value Chains, there is a scope for industrial restructuring in South Asia based on the various comparative advantages offered by a particular constituent country in the region. Thus, there is a need to harness the goods and services produced by various constituent countries in the region specializing in different functions and tasks across the value chain.

Strategy for South Asian Integration

Despite several constraints, the South Asia region has a potential to develop itself as a global T&C hub. In this connection, a Six-Step formulation needs to be considered as follows- (1) Improve cross border infrastructure; (2) Harmonise disparate customs procedures; (3) Activate a robust regional transport and transit system; (4) Make investments to address "supply side" constraints in order to enhance the competitiveness of the Region; (5) Restrain from imposing NTB's/Trade defense measures on each other's products; and (6) Recognise production - process wise, "division of labour" and work towards integration of the region as a manufacturing hub.

(The above article is the extract of presentation made by **Dr. Siddhartha Rajagopal, Executive Director, Texprocil** at the Interactive Business Forum organised during the Intex South Asia 2017 fair in Colombo, Sri Lanka. To obtain a copy of presentation, extracts of trade data referred in the article or any other queries on the subject, kindly write to us on email: info@texprocil.org)

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Avail of more detailed information on
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email: ravikumar@texprocil.org

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

2) a. Are you generally satisfied with the services actively availed by your company and marked above? Tick (✓)	YES	<input type="text"/>	NO	<input type="text"/>
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b. If you have replied 'no' above, please suggest how the Council can improve the services (use additional sheet if required)	Suggestions:
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3) How is your company benefitting from the Exhibitions / BSMS being organized by the Council? Tick (✓)	Accessing new Markets	<input type="text"/>	Generating additional business	<input type="text"/>
<i>Others (Pls. Specify):</i>	Making new Contacts (Trade Enquiries)	<input type="text"/>	Any Others	<input type="text"/>

4) How is your company benefitting from the Export Facilitation services being provided by the Council?	Information on Export Policy / Procedures	<input type="text"/>	Responses to various EXIM queries	<input type="text"/>
<i>Others (Pls. Specify):</i>	Redressal of Trade related grievances	<input type="text"/>	Any Others	<input type="text"/>

5) Have you recommended TEXPROCIL Membership to other companies? Tick (✓)	YES	<input type="text"/>	NO	<input type="text"/>
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6) Do you have any other suggestions to offer regarding TEXPROCIL Member Services? (use additional sheet if required)	Suggestions:
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*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/-	3060/-	20060/-
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)