



Volume III. Issue No. 27 January 06, 2018

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CHAIRMAN'S MESSAGE



Dear Friends,

The New Year 2018 has already set upon us. Coming back from the celebrations, many of us would be planning our strategies with new pledges and resolutions. I take this opportunity to wish you all the very best in the New Year and sincerely hope that all your dedicated efforts during the New Year 2018 become significant achievements!

The key challenges as we step into 2018 are the need to accelerate the pace of job creation, deal with the new paradigm of tax reforms and the ways and means of improving our bottom lines and maintaining competitive advantage.

The ground realities facing the sector today are a matter of deep concern as overall textiles exports from India have not picked up

steam as hoped and are, in fact, likely to decline by 10-12 per cent in the current financial year. Steep reduction in the All Industry Rates of Duty Drawback across the entire textiles value chain after the implementation of GST and the appreciating Rupee against the dollar has contributed significantly towards this decline. Further, the overseas buyers are shifting orders from India to competing countries like Bangladesh, Cambodia, Vietnam because of preferential treatment (between 6 to 9.6%) being given to these countries. We urge the Government to take some steps immediately to revive exports.

Coping with Tax Reforms & Refunds

We are aware, many of the exporters are yet to receive the IGST refunds on exports. The Government has stated that all the claims which are error free has been cleared and paid to the exporters. However, IGST

refunds have been delayed in all those cases where there are errors and match matches between the information on the Shipping bills and the relevant Returns. In this regard, the system of communicating the discrepancies to the exporters need to be strengthened. We have taken up this issue with the Government and hope to get it resolved at the earliest. Exporters are also not receiving the ROSL on exports of Made ups due to lack of funds. We have urged the Ministry of Textiles to release funds to the Customs authorities so that the ROSL claims of the exporters can be settled.

It is more than 6 months since GST has been implemented. GST Laws continue to evolve with frequent changes in the procedures, formalities and documentations and it is very important that exporters should keep themselves updated. Recognizing this fact, the Council is conducting GST training

CHAIRMAN'S MESSAGE

CONTINUED FROM PAGE 1

programmes in various centres for its members. The next training programme will be held in Madurai on 19.1.2018 in association with SIMA. Similar programmes will be conducted very soon at other centres also.

Export Benefits

Friends, India has achieved a per capita income of more than US \$ 1000. As a result, all those export benefits under the Foreign Trade Policy which are not compatible with WTO are likely to be phased out in 2018. However, the Government is in the process of working out alternative schemes. In this regard, the Government has invited suggestions from the Council. I request all our members to please send us suggestions on any new scheme that can be introduced which will be WTO compatible.

Future Outlook

As we continue to dwell with these challenges in the New Year 2018, industrywide knowledge partners - Wazir Advisors have shared their 'Textile and Apparel Industry Business Confidence Survey report' with the Council. The Survey, based on an industry wide survey done in November 2017, indicates that, as of now the industry is feeling pressure because of recent policy changes, among other things. However, the sentiment which is still stronger is the better expectation for next 6-month. Industry's current sentiment corroborates well with the sub-optimal financial results in last 6 months. The industry's positive sentiment, however, remains to be converted into hard numbers in next 6-months.

While we at TEXPROCIL continue to undertake pre-emptive steps to stay abreast of these developments, it is my sincere request to all our members to actively send their reviews and suggestions on matters concerning the trade.

Summing Up

Friends, as the New Year commences there is a distinct feeling of hope and belief that we are going to see better days ahead. The Government is repeatedly assuring us of it's desire to implement business friendly policies and sort out procedural bottlenecks and issues. We wait for these assurances to turn themselves into achievements.

Ujwal R Lahoti
Chairman

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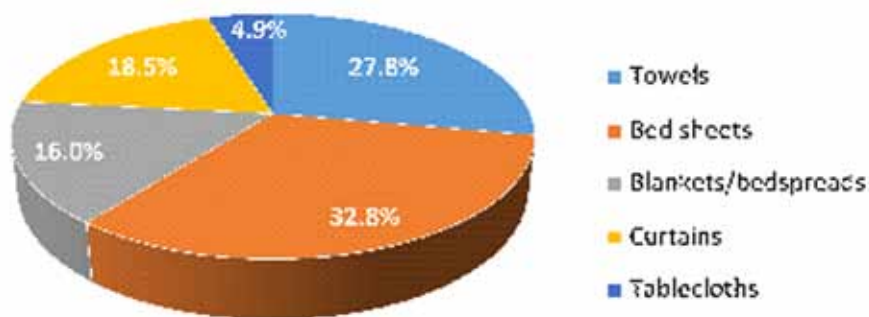
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COVER STORY

Chile Market: Prospects for Indian Home Textiles

CHILE HOME TEXTILE IMPORTS 2016 US\$ 122.8 mn (CIF Value)



Source: Chilean Customs Statistics

Introduction

Chile offers tremendous scope for imports of Home Textile products from India.

The following Survey of Chilean market presents the opportunities that exist for Indian exporters for the supply of home textile products to this market.

Until the 70's, Chilean textile industry used to be very important in the internal market. In 1965, the textile sector represented almost 18% of total GDP, fulfilling about 97% of total internal demand. Textile industry used to manufacture high quality products (mainly of wool, linen and cotton), but was not efficient in terms of costs.

In the 80's, Chile started a unilateral opening process to foreign trade, decreasing dramatically duty taxes and simplifying import procedures. In the following decade, this process was reinforced with the signing of commercial agreements with several countries reducing even more duty taxes. The subsequent massive entry of textiles and textile products (mainly from Asia) caused the closure of most of local textile and garment producers, which could not compete with the low cost of imported products.

Currently, the Chilean textile sector (including textiles products and garment) represent almost 2.5% of total GDP. According to sector actors, almost 80% of home textile products are imported (mainly from Asia). There is a tiny local industry composed mainly by small and medium size companies that manufacture mainly premium products (i.e. bed sheets, bed spreads, tablecloths, etc.), tailored-made products (i.e. curtains) and hospital linen.

Consumers and trends

During the last decade and in line with the increase of the disposable income per capita, Chilean consumer has become more willing to buy products to improve

and embellish their households. Currently in the market, there is a wide variety of home textile products of different qualities and prices, making them accessible to a large range of consumers.

The "fast fashion" concept (mainly associated to the garment and shoe segment) is well installed in Chile and has also extended to home textiles. More and more, consumers (especially low and medium income) prefer to buy low-cost home textile products more often, instead of investing in high quality ones, but more expensive. These consumers appreciate to be able to constantly renovate their home textiles (changing colours, textures and designs), even if their quality is poorest and their lifetime shorter. Also, families with small children usually prefer to invest in low-cost home textiles (i.e. bed sheets and towels), given the heavy usage and frequent washing under which they will be subject.

Nevertheless, there is still a group of consumers that are willing to pay more for superior quality and exclusive products, as well as for handmade products, instead of machine-manufactured ones. Home textiles manufactured of cotton are very appreciated especially for summer time,



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Chile Market: Prospects for Indian Home Textiles

because of their moisture absorption, breathability, comfort and aesthetic attributes.

There is also a growing but still small group of consumers (especially young people) concerned about the quantity of water and pesticides used in cotton production and processing. They prefer to buy home textiles and garment produced of other type of fibres or of organic cotton.

Imports

In 2016, total imports of the home textile products analysed in this survey accounted for US\$ 122.8 million (CIF value). Main imports correspond to bed sheets (32.8%), followed by towels (27.8%) and Curtains (18.5%). Source: Chilean Customs Statistics

Exports

Given that Chile is not a strong textile product manufacturer, exports are not significant. Most of them correspond to small volumes of the few existent local manufacturers and to re-exports to other Latin American countries.

Future Prospects

Sector actors believe that the home textile sector will remain flat or have a moderate increase during next year, given the slowdown Chile is facing in its economic growth.

Besides, the home textile sector is reaching a relative maturity, and therefore no dramatic growth is set to appear. Sales will continue to be mainly driven by low-cost and massive products.

Nevertheless, it is worth mention that the hotel linen segment (mainly bed sheets, pillow cases and towels) is expected to grow, given the current boom of the hotel industry. In October 2015, there were 16 hotels in construction in Santiago and 13 in regions, representing an increase in the number of rooms, from 9.551 in 2015 to 11.124 in 2016. The estimated number of rooms 11.587 in 2017. Moreover, it is expected that within the next 3 years, at least 17 new hotels will be built in Santiago, representing 2.700 new rooms.

Also, the medical linen demand (hospital bed sheets and pillow cases) is expected to grow within next years, given government program intended to build or renovate 61

hospitals and 322 primary care centres. Even if construction deadlines will almost for sure not be met - given the current status of projects- new hospital plans will remain in the pipeline to be constructed in a near future, and therefore, will demand new medical supplies, like linen.

Duty fees and taxes

The general VAT rate in Chile is 19% and is calculated on CIF value + duty taxes.

The tax treatment applicable to imports into Chile includes the payment of customs duties, Value Added Tax (VAT) and other taxes (if applicable), all calculated on CIF value and determined under GATT valuation standards. Home textile product imports are subject only to duty taxes and VAT.

The ad-valorem customs duty rate is 6%. However, goods originating in any of the countries or regions having signed a Commercial Agreement with Chile and evidencing such condition by means of a Certificate of Origin can be benefited with a reduction or exemption of import duties.

India and Chile have signed a Partial Scope Trade Agreement (PSA) giving tariff preferences to some textile product imported into Chile.

SWOT analysis

The following SWOT Analysis is intended to be a useful technique for understanding the Strengths and Weaknesses of India home textile product exporters, and for identifying both the Opportunities open to them and the Threats they face in the Chilean market.

Strengths

- Good quality of Indian home textiles.
- Wide variety of Indian home textiles products.
- Existence of experienced Indian producers and exporters.
- General good image of Indian products.
- Duty tax preference (India-Chile Partial Scope Agreement).



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



COVER STORY contd. from Pg. 4

Chile Market: Prospects for Indian Home Textiles

Weaknesses

- High competition of Chinese low cost products

Opportunities

- Grow of massive home textile products.
- Consumer trend toward customized home textile products.
- Growing consumer consciousness of their house appearance.
- Growth of the hotel and hospital linen market.
- Cotton home textiles are highly appreciated by consumers

Threats

- Current economy slowdown
- Limited number of potential importers/distributors in a highly concentrated market.
- Very concentrated market, leaving limited space for new brands.

Conclusion

India is the world largest producer of cotton, reaching 6.106 million of kilograms in 2016-17, and second largest of man-made fibers and filaments. The country has also the world's largest loom capacity (including hand looms) with 63% market share. Indian companies are becoming increasingly competitive in the textile export markets mainly due a) its availability of raw materials (cotton) at lower cost than China and Pakistan (which are importers) and b) labor cost advantages over China. Besides, India home textile products are well known because of its high quality.

Chilean imports of Indian home textiles are significant, especially in the case of towels, being the largest source nation in 2016, with 48.3% of total. Indian terry towels have a very good reputation because of their quality and competitive prices.

In the case of tablecloths, India is the second largest country of origin of Chilean imports. Import volume and value have decreased in the last years, leaving space to imports from China. It is worth mentioning that Chilean tablecloth imports are not very significant compared to other textile products and are expected to continue decreasing (as it has been in the last years), in line with the consumer trend to replace them by other type of materials that do not require water washing (faux-leather placemats, vinyl tablecloth, paper napkins, etc.).

The internal demand for curtains is also expected to continue growing, given that Chilean consumers will continue to switch from tailor-made curtains to readymade ones. In 2016, curtain imports from India rank in fourth position with US\$ 632 M, representing 2.8% of total. India has opportunities to increase its market share by offering innovative materials and competitive prices.

India has good opportunities in the segment of bed sheets, especially in the case of product made of 100% cotton or cotton blend. In the last 5 years, imports from India represented less than 1% of total, in a market dominated by imports from China and Pakistan. Even if this is a mature category, bed sheet imports are expected to grow, but moderately, especially in the case of hotel and hospital bed sheets.

It is important to take in mind that representatives of home textile foreign brands, as well as the local subsidiaries of these brands, have very few possibilities to decide where to import from, as most of the time this decision is imposed to them by the brand. Therefore, Indian exporters willing to sell home textiles in Chile should focus on companies importing under their own brands, as well as on department and home improvement stores (for their private labels) and supermarket chains. India exporters should also take in mind that price is one of the main decision factors and that they will most likely be compared to China prices, for similar quality products.

[Reader's please note: The above article includes relevant extracts of a Survey of Home Textiles undertaken by the Embassy of India, Santiago. Please write / send email to: info@texprocil.org to obtain the detailed survey report.]

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Avail of more detailed information on
EXIM POLICY
at **TEXPROCIL GREIVANCE REDRESSAL CELL**
email: ravikumar@texprocil.org

TRADE PROMOTION

Chilean Importers of Home Textiles

Contact Details of some of the main companies importing and distributing home textile products in Chile.

| Company Name / Address | Contact Name / Designation | Telephone | Email |
|--|---|----------------|----------------------------------|
| FALABELLA Rosas 1665 - Santiago | María Jesús Serrano Deputy Manager Hometex & Decor | 56 2 2380 2070 | mjserrano@falabella.cl |
| CENCOSUD (PARIS) Avda Kennedy 9001 Piso 4 - Las Condes | Anita Manetti Deco & Textile Manager | 56 2 2336 7000 | anita.manetti@paris.cl |
| "RIPLEY" Mall Plaza Norte, Av. Americo Vespucio 1737 Edificio Integramédica, Piso 7 - Huechuraba | Rodrigo Elzo Deco & Home Division Manager | 56 2 2690 1000 | relzor@ripley.com |
| LA POLAR Pde Eduardo Frei Montalva 520 - Renca | Paula Montenegro Deco & Home Product Manager | 56 2 2383 3000 | pmontenegro@lapolar.cl |
| REPRESENTACIONES CANONTEX Patricia Viñuela 185 - Lampa | Eduardo Sabag Owner | 56 2 2482 5000 | esabag@canontex.cl |
| WALMART Avda. Eduardo Frei Montalva 8301 - Quilicura | Felipe Valles Deco & Home Business Manager | 56 2 200 5671 | felipe.valles@walmart.com |
| CASA & IDEAS Manuel Antonio Tocornal 356 - Santiago | Macarena Esposito Deputy Commercial Manager | 56 2 2389 1000 | macarena.esposito@casaidas.com |
| SODIMAC Av. Presidente Eduardo Frei Montalva 3092 - Renca | Alejandra Ortiz Deco Business Manager | 56 2 2738 1359 | aortiz@sodimac.cl |
| EASY Avda Kennedy 9001 Piso 4 - Las Condes | María Ignacia Coopman Sr Product Manager - Home textiles | 56 2 2959 0000 | ignacia.coopman@easy.cl |
| JOSE MORENO Y CIA (CHANTILLY) Los Industriales 2858 - Macul | José Andrés Moreno General Manager | 56 2 22946733 | jamoreno@chantilly.cl |
| MERIGGI Av. Vicuña Mackenna 4525 - San Joaquín | Pablo Constantino General Manager | 56 2 2553 2225 | pconstantino@meriggi.cl |
| COMERCIAL DORAL José Ananías 424 - Macul | Adolfo Hirmas General Manager | 56 2 2661 000 | contacto@doral.cl |
| TOTTUS Nataniel Cox 620 - Santiago | Camila Vives Home Textile Product Manager | 56 2 2827 0200 | cvives@tottus.cl |
| TEXTILES ZAHR Camino Troncal 01682 - Quilpué | Miguel Zahr General Manager | 56 32 265 0100 | mzahr@textileszahr.cl |
| LYON COMERCIAL Avda. Vitacura 4380 of 52 - Vitacura | Alfonso Sánchez General Manager | 56 2 2413 4281 | asanchez@lyoncomercial.cl |
| LOURDES Santo Domingo 3705 - Quinta Normal | Cristián Meynet General Manager | 56 2 2715 5333 | info@toallaslourdes.cl |
| HOHOS San Gerardo 675 - Recoleta | León Waissbluth General Manager | 56 2 2595 1905 | leon.waissbluth@hohos.cl |
| LOBBY SUR Luis Thayer Ojeda 0191 Of. 403 - Providencia | Jorge Kinast General Manager | 56 2 2334 4326 | jkinast@lobbysur.cl |
| COMERCIAL WINDSOR (Fabrics) Gral. Mackenna #1238 - Santiago | Alejandro Galemiri Comercial Manager | 56 2 2912 1100 | agalemiri@fabrics.cl |
| TEXTIL ARAUCO (El Castillo) Av. Mexico 854 - Santiago | Federico Casaccia General Manager | 56 2 2621 3455 | ventas@elcastillo.cl |
| TEXTIL LAS AMERICAS Av. Claudio Arrau 9430 - Pudahuel | Felipe Contreras General Manager | 56 2 2630 6100 | f.contreras@textillasamericas.cl |
| TEXTILES KALINDI Pedro de Valdivia 5763 - Macul | Cecilia Salinas Comercial Manager | 56 2 23434864 | csalinas@kalindi.cl |
| TEXTIL VELUTTI Arturo Prat 288 - Santiago Centro | David Solowiejczyk General Manager | 56 2 2664 1585 | davidsolowiejczyk@velutti.cl |
| REHUCE Santa Graciela 146 - Santiago | Hugo Fredes General Manager | 56 2 2555 6892 | hugofredes@rehuce.cl |
| TOALLAS REX Las Higueras 2585 La Pintana | José Vidal Sales Manager | 56 2 2849 8138 | rextollas@gmail.com |
| ROSEN Avda. Américo Vespucio Norte 1573 - Huechuraba | Gonzalo Aguilar Comercial Manager | 56 2 2620 5300 | gonzalo.aguilar@rosen.cl |
| BUALE GROUP Serrano 86 - Santiago | Mahmud Buale General Manager | 56 2 2664 6298 | mbuale@buale.cl |
| NINA HERRERA Calle Vista Hermosa 9590 - Cerrillos | Pablo Zabala General Manager | 56 2 2654 9700 | pzabala@ninaherrera.cl |
| KAMACOLOR Chacabuco 56 - Santiago | Carlos Hasbún Sales Manager | 56 2 2681 0433 | c.hasbun@kamacolor.cl |
| TEXTIL SUPER Dorsal 811 - Recoleta | Lydia Labarca Commercial Manager | 56 2 2621 0688 | ventas@comercialsuper.cl |

Source: Embassy of India, Santiago

Note: Please check the credentials of the above contacts before entering into contractual agreement.

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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"/> |
|---|-----|----------------------|----|----------------------|

| | |
|---|---------------------|
| 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 | <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"/> |
|---|-----|----------------------|----|----------------------|

| | |
|---|---------------------|
| 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.

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**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)