Dear Friends,

The present situation continues to pose many challenges to the textile and clothing sector. The Council’s analysis of data on Textiles & Clothing trade based on the quick estimates by MOC, shows that exports of cotton textiles (Yarn, Fabrics & Made-ups) during the period from April to September 2018 reached US$ 5.7 Billion as compared to US$ 4.8 Billion during April to September 2017 registering a growth rate of 18%.

During this period (April–September 2018), Textile & Clothing sector reached US $ 17.77 Billion as compared to US $ 18.29 Billion and has declined by (-) 3% over the last year period i.e. April–September 2017 registering a growth rate of 18%.

The positive growth in cotton textiles products is an outcome of the relentless pursuit of our exporters in keeping pace with global opportunities coming their way in the wake of ongoing trade war. Their entrepreneurial talent has helped them devise strategies to diversify products and markets to maintain the demand and supply equilibrium.

Keeping in line with these developments, the Council continued it’s wide ambit of export promotional activities in order to seek additional opportunities for trade in cotton and cotton textiles.

The Council undertook international activities like organizing group participation of its Member companies at ‘Intertextile Shanghai Apparel Fabrics’ and ‘Yarn Expo’ trade fairs in China under MAI Scheme of Government of India alongside efforts on the domestic front in organising workshops on ‘Alternate Export Promotion Schemes’ in the Karur and Erode districts of Southern India.

Further, in order to reward the achievers of excellence in exports of cotton textiles products the Council is holding its Annual Export Awards Function on Nov. 3, 2018 in Mumbai.

ITSAF Fair & Yarn Expo China

Considering the ever increasing production costs, including cost of raw material, power, labour cost etc., China is increasingly sourcing certain varieties of fabrics from other competitive countries. Even though China is the largest manufacturer of Fabrics in the World, it also imported US$ 7,676 Mn worth of Fabrics (of all fibres) in the year 2016. However, India’s share is only US$ 84 Mn (1.11%), thereby indicating large scope for increasing exports from India. The Council has been instrumental in
Organising various export promotion activities in China including B2B interactions and undertaking group participation in important fairs and exhibitions.

Intertextile Shanghai Apparel Fabrics (ITSAF) is the world’s largest apparel fabrics and accessories fairs and attracts thousands of apparel fabrics and accessory suppliers as well as over 60,000 garment manufacturers, trading company, retail chain stores, department stores, buying offices, wholesalers & distributors etc. from around the globe every year. In order to facilitate increase in India’s export of cotton Fabrics to China the Council organized group participation of its Members at the Intertextile Shanghai Apparel Fabrics (ITSAF) fair held from 27th to 29th September, 2018, at National Exhibition and Convention Centre, Shanghai, China. 7 Companies exhibited at the India Pavilion setup by the Council. The participants have reported receiving a good response for both grey and processed Fabrics. The enquiries received at the Council’s Stall have also been circulated.

The Council also organized a group participation at the Yarn Expo Fair, Shanghai, China held from 15 to 17 October, 2018. 54 companies participated at the event. While many importers from China and around the world visited the event, reports suggest that booking of orders was subdued as the Chinese appear to be waiting and watching the developments in the ongoing Sino-US trade war.

Government Representations

The Council has been engaging with the Government at various levels for extending the benefits of MEIS to Cotton Yarn and increasing the same in the case of Fabrics especially in the light of the tariff disadvantages faced by Indian exporter of these products on account of preferential access given to our competitors in important markets like E.U, China, Vietnam, Turkey etc. In this regard, we had several meetings and we hope our submissions will be considered favourably by the Government.

With regard to the GST refunds on exports, while the Government has taken many steps to expedite speedy refunds, there are still a large number of cases where exporters have not got the refunds. However, it is found that in many of the cases, the refunds are held up due to mistakes committed by the exporters. It is advisable that exporters should take all precautions to ensure that the details on the Shipping bills match with the monthly returns GSTR-1. In case, members need any assistance or guidance, they should get in touch with the Council.

Alternate Export Promotion Schemes

The Government is in the process of formulating WTO compatible schemes to promote exports. In this regard, TEXPROCIL has engaged the services of a consulting firm M/s Ikdhvaj Advisers LLP to conduct a Study on Alternate Export Promotion Schemes which can be recommended to the Government. In this connection, the Council in association with PDEXCIL and The Karur Exporters Association held meetings with exporters of fabrics at Erode on 15.10.2018 and with the exporters of Made ups (including home textiles) at Karur on 16.10.2018 respectively to discuss Alternate schemes for exports.

These meetings were well attended by the exporters in and around the region. While the subject experts made a detailed presentation which covered WTO provisions, suggestions for devising schemes etc., the exporters also gave valuable insights in the matter which were noted by the consulting firm. The Study is in the final stages of preparation and will be released shortly.

Annual Export Awards

As you are aware the Council holds its annual export awards to felicitate the exporters who have achieved excellence in exports in various categories listed in the scheme of awards. The function this year is being organised on 3rd November 2018 in Mumbai. The Hon’ble Minister of Textiles, Smt Smriti Zubin Irani has kindly consented to be the Chief Guest at the event and present the awards to the winners. A novel feature this year is the Award for generating highest employment (including women employment). We are happy to note that our members responded enthusiastically to this award showing their unwavering commitment to contribute to the national mission of creating large scale employment in the Country. We look forward to have an active presence of the industry stalwarts who have contributed to the success of sector and have won laurels for their own companies and wish them success in their future endeavours.

Way forward

Friends, despite the challenging times with economic indicators sagging, our exporters need to be lauded for their performance. The government is also hopeful that exports would touch an all-time high in 2018-19 given its commitment to address concerns of labour-intensive textiles sector. While the Council is actively pursuing with the government to address concerns such as easier availability of credit from banks and simplification of procedures, incentivising exports in the wake of the global challenges, we as stakeholders must also act swiftly by devising our own specific strategies that will help us tide over these challenges.

Ujwal R Lahoti
Chairman :: TEXPROCIL ::
Heimtextil Russia is the most important event in Russia for interior textiles, interior design and interior trends. With its new products and ideas, it kicks off the upcoming season and gives important impulses to both exhibiting companies from all over the world and professional visitors from all regions of Russia.

In order to make a comprehensive assessment of the opportunities available for Indian exporters for increasing the market access in the textile sector, Texprocil officials visited Moscow and participated at the Heimtextil Russia 2018 fair held during 18-20 September at the Crocus Hall, Moscow, Russia.

Apart from meeting importers/traders in and around Moscow, Dr. Siddhartha Rajagopal, Executive Director, Texprocil also made a presentation on 19th September 2018 at the fair on “Advantages of Indian fabrics and home textiles to the Hospitality Segment” at the session dedicated to the ‘Hospitality sector and textile equipment of the Hotels’. The idea was to disseminate information amongst the Russian importers regarding the capabilities of Indian exporters to meet their sourcing requirements in the hospitality, contract and institutional segment. The effort was to understand the home textile market in Russia and get inputs for bringing a bigger delegation next year.

Heimtextil Russia 2018 – Facts and Figures

International Trade Fair for Home Textiles, Floor Coverings and Interior Furnishings Heimtextil Russia 2018 took place in Pavilion 1 of IEC Crocus Expo and attracted participation of 229 participants from 19 countries.

National pavilions of Germany, Turkey, China, Pakistan and individual participants from Russia, Italy, France, Poland, Portugal, India, UAE, Uzbekistan, Kazakhstan and other countries demonstrated its wide range of products to the professional visitors during the three days of the fair.

Among the foreign participants there was a markable presence of few companies with large booths, such as AGF Group (Kazakhstan), Arya (Turkey), G.M Syntex (India), KT Exclusive (Germany), Orsha Linen Mill (Republic of Belarus), Safeco (France), SUPERtextil (Turkey). Russian participants were represented by renowned local brands such as Decor City, Gerd Billerbeck, KARIGUZ, TDL Textile, Treartex, and Unico Interiors Decoration amongst others.

This year Heimtextil Russia was marked not only by the traditionally rich exposition, but also by the reinforced business part of the show. The organisers introduced several ways of business intercommunication for exhibitors and visitors to make their participation even more effective. This B2B trade fair was successful in attaining its main goals of providing a platform for direct communication and new business contacts for the companies participating at the fair.

Product groups

Heimtextil Russia offers an entire range of home and interior textiles including: Bedroom textiles, Kitchen textiles, Bathroom textiles, Fabrics for interior decoration, Window decoration, Wallpaper and wall decoration, Furnishings fabrics, Carpets and textile flooring, Sun protection systems and three new introductions this year that includes – Digital print on textile, Hotel and catering textiles, and Textile for children.

Visitors Profile

As per the organisers’ report, more than 17,000 buyers, distributors, importers, designers,
representatives of retail chains and contract business from Russia and the CIS countries visited the fair grounds to see the best collections of home and interior textile, presented by the leading manufacturers and suppliers from different countries, make new business contacts and negotiate directly with current and future partners. This included various profile of visitors including – Retailers; Designers, decorators, architects; Manufacturers; Wholesalers; Importers, distributors; Exporters; and Hotel & catering industry.

**Special shows**

Some product groups were highlighted within the framework of special expositions. Apart from product groups, Heimtextil Russia offers you a number of special expositions including: CarpetLab - exposition for carpets and textile flooring, Design Laboratory - exposition of textile design, Wallpaper Bar pavilion for wallpaper and wall decoration, Contract textiles, and Digital print on textile. The stands attracted great interest among interior designers, retailers, wholesale buyers.

**Fringe programme**

Apart from the rich exposition, Heimtextil Russia presented to its participants a diverse fringe programme that included topical questions, connected with product sales on the Russian market, effective interaction with foreign suppliers as well as the theme of contract textiles for hospitality sector.

To increase effective interaction of Heimtextil Russia exhibitors with representatives of retail chains and wholesalers the first day of the fair was dedicated to the extensive event that included International Forum “Sales 2018/2019” and b2b negotiations. Representatives of large retail chains, such as Hoff, OZON, etc., as well as the leading market experts highlighted the crucial issues like consumer demand analysis, customer trends and effective sales channels in Russia. The topic on ‘co-operation with retail chains’ provided insights into the buying schedules of these chains. This was followed by B2B meetings with 12 federal and regional retail chains.

The second day of the fringe programme was fully devoted to the topic of textile for hospitality business. Tatiana Kibireva, President of First Club for Hospitality Professionals and moderator of the programme shared that ‘Heimtextil Russia’ offers the hoteliers – a professional consultation on textile for hotels – both from the participating companies and the experts. During the seminar, Dr. Siddhartha Rajagopal, Executive Director, TEXPROCIL made a presentation on the topic “Indian fabrics and textile products: Advantages for Hospitality segment”. The attendees included independent Home Textile entrepreneurs, Design Studios, Home Textile Wholesalers and Manufacturers amongst others. The presentation aroused a lot of discussions and was well received by all those present.

Tatiana Kibireva also conducted a guided tour of the potential buyers to meet the exhibitors of textiles for hotels and restaurants. The guided tour benefited the exhibitors as they could share the special features of their products, like ‘wear-resistance’ and ‘safety’ with the tour participants.

**Texprocil information booth**

The organisers offered a complimentary information booth ad. measuring 9 sq. mtrs to the Council which was well-furbished with Standees, Posters and Literature in Russian and English language along with display of a few of the representative samples of Indian Home textiles. Along with the Council, the fair saw participation from 4 Indian companies who had set up an impressive display of their products. These companies exhibited products like Furniture fabrics, Fabrics for interior decoration, Bathroom textiles, Bedroom textiles, Kitchen textiles, Carpets and textile flooring, Textile for children etc. The organisers were keen that the Council should utilise the opportunity to know more about Russian market and the profile of the fair so as to disseminate key information to their members.

**Feedback from the Indian Exhibitors and Russian importers**

- The importers from Russia and neighbouring region comprised about 90 percent of the visitors with just about 10 percent being international visitors at the Fair. However, quality of visitors from Russia was good and serious trade enquiries were received.
- Russian importers enquired mostly for small orders and trade samples and were keen that the Indian participants have a local agent and stock-point for distribution of their goods.
- There is an increasing demand for value added dyed and fancy yarns and equally good fabrics for conversion to home textile products in CIS region.
- The visitors were generally happy about the quality of Indian products showcased at the fair but were concerned about the minimum order quantities for sourcing from India.
- While China & Turkey have substantial shares in the textile domain, Russian traders are keen to source from other supplying countries. Hence, they are keen to increase their sourcing from India.
TEXPROCIL @ ITSAF & YARN EXPO CHINA: Exploring Business Opportunities for Indian Textiles

SPECIAL FEATURE

Asian countries also visit the Fair and hence some of the Indian exhibitors would prefer to focus on this particular Fair instead of participating in leading Fairs in European countries. However, quality of visitors from China was very good and received serious trade enquiries.

- Chinese importers were keen to buy Indian cotton fabrics in the present market conditions.
- The exhibitors were focusing either on meeting their existing customers or new buyers were able to find their targets. Those focused on China reported the continued strength of this market, while exhibitors targeting international markets were pleased with the buyer diversity and international brands in attendance. For buyers, the unrivalled range of quality products covering the entire apparel fabrics and accessories industry stood out the most for many of them."
- There is an increasing demand for imported grey fabrics into China. However Indian suppliers are facing the tariff disadvantage of 10% while compared to import from Pakistan. Therefore, at present, Indian suppliers of grey fabrics are only able to cater to the Export Processing Zones in China. If tariff disparity is addressed suitably, there is an enormous scope to increase export of grey fabrics from India to China.

REPORT on Intertextile Shanghai Apparel Fabrics Fair

Intertextile Shanghai Apparel Fabrics (ITSAF) is the world’s largest apparel fabrics and accessories fairs. It held biannually in March (Spring Edition) and October (Autumn Edition).

Intertextile Shanghai Apparel Fabrics attracts thousands of apparel fabrics’ and accessories’ suppliers as well as over 60,000 of garment manufacturer, trading company, retail chain store, department store, buying office, wholesaler & distributor etc. from around the globe every year.

In order to showcase the presence of the Indian suppliers in the Chinese market and to facilitate increasing India’s export of cotton Fabrics, the Council organized a group participation of its Members at Intertextile Shanghai Apparel Fabrics Fair, Shanghai, China from 27th to 29th September, 2018. 7 Companies exhibited at India Pavilion in ‘Intertextile Shanghai Apparel Fabrics fair’, held at National Exhibition and Convention Centre (Shanghai), China. This was one of the events supported by the Ministry of Commerce with limited funding under MAI scheme.

Exhibitor Profile: Exhibitors at ITSAF were showcasing latest collections of fashion fabrics, shirtings, embroidery, suiting, grey fabrics and CAD/CAM.

Visitor Profile: Around 78,000 trade buyers from some 110 countries and regions visited the fair, sourcing from 4,480 exhibitors from 33 countries and regions. Council received 50 enquiries at Council’s information booth.

Feedback from the Indian Exhibitors and visitors

- Importers of fabrics from EU, Middle East, North America and other

Visit www.texprocil.org
TEXPROCIL holds interactive meetings on Alternate Schemes for Exports

The Council in association with PDEXCIL and The Karur Exporters Association held meetings with exporters at Erode and Karur respectively to discuss Alternate schemes for exports. Ms. Veena Jha and Ms. Celine Fernandes from the consulting firm M/s IKDHVAJ and Shri A. Ravi Kumar, Joint Director, TEXPROCIL were present at the meetings. These meetings were well attended by the exporters.

While giving an overview, Shri A. Ravi Kumar, Joint Director, TEXPROCIL informed the participants that several nations, including the EU, Japan, Korea, Egypt and Sri Lanka have joined hands with the US at the WTO over Indian Export Promotion Schemes. In March this year, the US took a position that India could no longer continue with some of the subsidy schemes for its exporters as it violated WTO Rules. The schemes that has been questioned are the MEIS, 100% EOU and the EPCG scheme. He said, if these schemes are phased out to comply with the WTO requirements without putting alternative schemes in place, it will adversely affect exports of textiles from India. The Council has, therefore, engaged the services of a consulting firm M/s IKDHVAJ to work out an alternative scheme in place of MEIS which will be WTO compatible and which can be suggested to the Government.

It is in this context that the Council held the meetings with the exporters of Made ups (including home textiles) at Karur on 16.10.2018 and with exporters of fabrics at Erode on 15.10.2018. The objective of the meetings was to seek inputs from the exporters on areas such as employment, turnover, EPFO registrations of employees etc.

Ms. Veena Jha made a detailed presentation which covered WTO provisions, suggested schemes etc. She proposed that financial support given to the exporters should be based on the concept of eligible turnover, i.e. an adjusted value of the conventional concept of turnover. This is derived by the following formula:

Eligible Turnover = Total Turnover/ total employment multiplied by number of EPF accounts.

The exporters also gave their views and suggestions in the matter which were noted by the consulting firm.

:: TEXPROCIL ::

SPECIAL FEATURE

- There is an increasing demand for value added dyed and fancy yarns in China.
- As this edition of the Fair was delinked from InterTextile Apparel Fabrics Fair, visitor turnout from overseas as well as different Provinces of China were less than normal.
- Visitors from the USA were keenly looking for increasing their sourcing of large volumes of entire Textile & Clothing products from India so as to avert risk factor of higher tariff for importing from China.
- According to visitors from the US, most of the Chinese exporters are already offering discount upto the level of 50% of additional tariff for importing from China so as to equally share the additional tariff of 10%. However, if the tariff is further increased to 25% with effect from January 2019, Chinese companies as well as US companies will not be able to share the total burden and also will not be able to pass it on to the customers at retail level. Hence, they are already keen to increase their sourcing from other supplying countries.
- Chinese exporters are also keenly looking at various options, including outward processing at some of the Asian countries so as to qualify for country of origin at third country and export to US customers.
- To maintain competitiveness of the Chinese exporters, it is reported that the Chinese govt is willing to depreciate their currency to help exporters.

:: TEXPROCIL ::

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

<table>
<thead>
<tr>
<th>Name of the Company</th>
<th></th>
</tr>
</thead>
<tbody>
<tr>
<td>Contact Person &amp; Designation</td>
<td></td>
</tr>
<tr>
<td>TEXPROCIL Membership (RCMC) No.</td>
<td></td>
</tr>
<tr>
<td>Email Address &amp; Website</td>
<td></td>
</tr>
</tbody>
</table>

1) Kindly rate the following services offered by Texprocil on rating of 1 to 5. in order to serve you still better.*

<table>
<thead>
<tr>
<th>Membership Rate Here</th>
<th>Trade Development Rate Here</th>
<th>Trade Promotion Rate Here</th>
<th>Trade Services Rate Here</th>
<th>Trade Intelligence Rate Here</th>
</tr>
</thead>
<tbody>
<tr>
<td>Procedure for New Membership</td>
<td>E-Newsletter</td>
<td>Pub.</td>
<td>Mark</td>
<td>Certificate of Origin</td>
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<tr>
<td>Membership Renewal</td>
<td>E-serve</td>
<td>Pub.</td>
<td>Mark</td>
<td>Grievance Redressal Services</td>
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<tr>
<td>RCMC Amendment</td>
<td>Circulation</td>
<td>Trad</td>
<td>Enq</td>
<td>MDA/MAI Schemes</td>
</tr>
</tbody>
</table>

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 |
   | Making new Contacts (Trade Enquiries) | Any Others |

   Others (Pls. Specify):

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 |
   | Redressal of Trade related grievances | Any Others |

   Others (Pls. Specify):

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
The Annual Renewal Subscription for the financial year 2018-2019 for existing members has become due for payment from 1st April, 2018, as follows:

<table>
<thead>
<tr>
<th>Type of Membership</th>
<th>Amount (Rs.)</th>
<th>GST @ 18%</th>
<th>Total Amount (Rs.)</th>
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<tbody>
<tr>
<td>Member (with Voting Right)</td>
<td>11000/-</td>
<td>1980/-</td>
<td>12980/-</td>
</tr>
<tr>
<td>Registered Textile Exporter</td>
<td>6000/-</td>
<td>1080/-</td>
<td>7080/-</td>
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</table>

Note: GST Invoice will be issued on receipt of payment.

For New Registration Fee Structure is as follows:-

<table>
<thead>
<tr>
<th>Type of Membership</th>
<th>Amount (Rs.)</th>
<th>GST @ 18%</th>
<th>Total Amount (Rs.)</th>
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</thead>
<tbody>
<tr>
<td>Member (with Voting Right)</td>
<td>17000/-</td>
<td>3060/-</td>
<td>20060/-</td>
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<tr>
<td>Registered Textile Exporter</td>
<td>9000/-</td>
<td>1620/-</td>
<td>10620/-</td>
</tr>
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</table>

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 2016-2017 & 2017-2018 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 2016-2017 & 2017-2018 as follows:

<table>
<thead>
<tr>
<th>Sr. No.</th>
<th>Description</th>
<th>2017-2018 (Rs. FOB Value)</th>
<th>2016-2017 (Rs. FOB Value)</th>
</tr>
</thead>
<tbody>
<tr>
<td>1</td>
<td>Cotton</td>
<td></td>
<td></td>
</tr>
<tr>
<td>2</td>
<td>Cotton Yarn</td>
<td></td>
<td></td>
</tr>
<tr>
<td>3</td>
<td>Cotton Fabrics</td>
<td></td>
<td></td>
</tr>
<tr>
<td>4</td>
<td>Cotton Made-ups</td>
<td></td>
<td></td>
</tr>
<tr>
<td>TOTAL</td>
<td></td>
<td></td>
<td></td>
</tr>
</tbody>
</table>

(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 or before 31.03.2018:
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 or DIR-12 or Board Resolution for those who have resigned and newly appointed.

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