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Chief Guest - Mr. Vinod K. Jacob, Deputy High Commissioner, High Commission of India in Colombo (10th from left), Guest of Honour - Ms. Indira Malwatte, Chairman (11th from Left), Dr. Sushil Kumar, First Secretary (Economic and Commercial) (extreme right), Dr. K V Srinivasan, Chairman, Texprocil (8th from left), and Dr. Siddhartha Rajagopal, Executive Director, Texprocil (6th from Right) amongst the VIP dignitaries at the Grand Opening Ceremony of Intex South Asia on 13th November, 2019 at BMICH, Colombo, Sri Lanka.

CHAIRMAN'S MESSAGE



Dear Friends,

The textile sector in India - as is well known - not only provides livelihood to a large labor force, but is also a storehouse of traditional skills, heritage, and culture. The sector in many ways is the custodian of inherited traditional techniques and design skills which need constant nurturing. At the same time, as we look around us, this sector is also undergoing a huge turnaround due to automation, innovations in dyeing & printing techniques and a relentless shift in paradigm in terms of very quick delivery and very high quality coupled with the rise of e-commerce.

All these developments are changing the face of the industry. There is thus a need to re-examine our assumptions and reinvent ourselves in terms of the emerging market trends and needs.

Our recent visits to various countries to promote exports of Indian textiles

clearly bring out these facts and if we do not adopt new techniques, expand our product base and adapt to the requirements of the markets, we may not be able to achieve major breakthroughs in our exports

National Textile Policy

It is in this context that the exercise undertaken by the Ministry of Textiles to frame a New Textiles Policy is very timely and the need of the hour.

The Ministry of Textiles has sought suggestions on the various aspects like boosting investment in the textile sector, enhancing the MMF sector, increasing exports from India, improving apparel exports from India, and strategic branding of Indian textiles long with quality compliance. The Council has invited suggestions from all the members vide Circular No. EPS/38/2019-20 dated 14 November 2019. We would request all our members to please send their suggestions to the Council at an early date (latest by 30th November) for compilation and presentation to the Government.

A new path for Indian Textiles

Apart from the innovations in product matrix and concerns regarding "speed to market", trade conflicts, rising protectionism increasing manufacturing and labor costs are compelling the existing supply chains to find new pastures for investments. For instance, the trade conflict between the USA and China is resulting in reports about investments shifting to Vietnam, Bangladesh, Indonesia and parts of Africa.

A key factor determining investment decisions is the growing need for size and scale. This is important as bulk of the investments, in the Textile & Clothing sector in Vietnam, Bangladesh, Sri Lanka, are Foreign Direct Investments, driven largely by retailers and brands.

Further, these countries have developed large textile parks and provide easy access to raw materials, plant, and machinery. A recent visit by a Texprocil delegation to Sri Lanka showed the advantages of scale and speed. Other countries like Vietnam and Bangladesh also offer large parks and friendly investment policies.

CHAIRMAN'S MESSAGE

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We need to set up similar such parks supported by investor-friendly policies. It is hoped that the new textile policy addresses these concerns.

Intex South Asia 2019, Colombo, Sri Lanka

The Council organized group participation of 30 member companies at the Intex South Asia 2019 fair held from 13-15 November 2019 at Bandaranaike Memorial International Convention Hall (BMICH) in Colombo, Sri Lanka. The organizers allocated a 9 sqm information booth to the Council at the 'Indian Pavilion' set up by TEXPROCIL. The trade inquiries received at the Council's information booth are being separately circulated to all members. On the sidelines of the fair, we also led a 2-day visit of Indian trade delegation comprising 10 member delegates, to have first-hand information on the market and have focused meetings with leading importers, trade associations and policy departments in Sri Lanka.

TEXPROCIL Trade Delegation

Friends, as a part of the focused promotions, the Texprocil trade delegation held meetings with Joint Apparel Association Forum (JAAF) and associated trade bodies like Sri Lanka Apparel Exporters Association (SLAEA), Sri Lanka Apparel Sourcing Association (SLASA), Sri Lanka Apparel Brands Association (SLABA), Fabric & Apparel Accessory Manufacturers' Association (FAAMA), and Free Trade Zone Manufacturers' Association (FTZMA). The Council also made a presentation on 'India-Sri Lanka bilateral trade development prospects' which was well-received by all present.

Dr. Sushil Kumar, First Secretary (Economic & Commerce) at the High Commission of India in Sri Lanka was also present at the meeting to facilitate the dialogue between the two sides.

On the second day, we took the opportunity to visit the office of leading Sri Lankan apparel producer 'Hirdaramani Group' and held meetings with their Directors to discuss prospects for increasing sourcing from India. That apart we were invited by the Investment Development Board (IDB) in Sri Lanka to develop an understanding of avenues available for enhancing bilateral trade. The group also visited the Biyagama Export Processing Zone and had a first-hand experience of hi-tech manufacturing practices at MAS Holdings and Brandix partnered factories, viz. Ocean Lanka and Nyon Lanka.

Overall, the effort enabled us to develop a better understanding of Sri Lankan trade policies, emerging trade issues, social and environmental compliances, quality management and sustainable business practices.

Key Takeaways

Our meetings in Sri Lanka offered a lot of learnings.. Especially, we were informed that 42% of the Sri Lankan companies do not take advantage of GSP plus which is available to them if they source fabrics from India. They prefer to bear the cost of around 16% premium being paid to China on account of quality, delivery and after-sales service assurances which more than compensates for loss of GSP preferences. The quality challenges from India, include shrinkages and deliveries in batches/lot sizes leading to colour matching issues. Also, the logistic issues make it impossible

to meet the quick turnaround time limits set by the nominating brand partners in the US and the EU.

In fact the Sri Lankan companies are themselves looking for a diverse range of product lines to increase their garment conversion base and devising means to source raw materials closer to home. In collaboration with the Sri Lankan Investment Development Board (IDB), they have plans to set up Special Economic Zones (SEZs) offering common ETP facilities, value stage conversion capability and to make available these facilities as a distribution hub for direct deliveries across the globe. The Sri Lankan side is offering attractive incentives for investments in SEZ facilities for fabric manufacturing within Sri Lanka in order to mitigate the quick-delivery and after-sales service issues. The Indian side needs to study and consider the various trade prospects available to them in the light of these developments.

Way Forward

Friends, our visits overseas make it quite clear that the textile industry at large is in the throes of intense change whether in dealing with consumer behavior, fast fashion, big digital push in design and automation, and meeting the needs of the e-commerce platform. There is an urgent need to address these challenges as they will remain with us as technology advances and a traditional industry like ours, modernizes.

It's a tall order, but it needs to be done if we are to retain our place as a key sector in the overall economy.

Dr. K. V. Srinivasan
Chairman

:: TEXPROCIL ::



JOIN US... NOW!

& avail of our Membership Benefits

To know more, please write to us on email:

info@texprocil.org

COVER STORY

TEXPROCIL organises India Pavilion in Intex South Asia 2019, Colombo, Sri Lanka



Texprocil Chairman Dr. K V Srinivasan, (3rd from left) represented India in the panel discussion on sustainability, titled as - "Materials, Sustainability & Circularity" held at Intex South Asia's Networking Reception on 13 November, 2019 at BMICH, Colombo, Sri Lanka.

TEXPROCIL, in its efforts to explore opportunity for increasing exports of yarn & fabrics, organized an India Pavilion in Intex South Asia 2019 exhibition from 13-15 November 2019 at the Bandaranaike Memorial International Conventional Hall (BMICH), Colombo, Sri Lanka.

About Intex South Asia

Intex, presently in its fifth edition, is South Asia's only international sourcing fair, showcasing the best in yarns, fabrics (apparel & denim), clothing accessories and allied services from across Asia and the World.

The fair provides a robust platform for untapped South Asian intra-regional trade, by delivering access to industry developments, networking opportunities and strategic initiatives with other global suppliers from across South Asia and the world to help expand industry and business, in one location, under one roof.

Intex South Asia showcased country pavilions from India with around 80 companies and China with 20 companies amongst more than 200 leading and quality textile suppliers from India, Sri Lanka, Pakistan, Bangladesh, China, Taiwan, Hong Kong, Indonesia, Korea, Switzerland, Australia and more.

Intex South Asia 2019, organized by Worldex India Exhibition & Promotion Pvt. Ltd., has been endorsed by Ministry of Industry & Commerce (Government of Sri Lanka), Sri Lanka Export Development Board (EDB), Joint Apparel Association Forum (JAAF) and many other leading international industry associations and Chambers of Commerce.

Including the Buyer delegations from India, Poland, Nigeria and UAE, the show was attended by more than 3500 buyers that included the host country industry representatives such as Brandix, MAS, Hiradamani, Timex, Star Garments, Emjay International, EAM Maliban, Kash Garments, Marks & Spencer, TESCO, H&M, NEXT UK, Decathlon, George, Asmara International, MGF Sourcing, Regal Calibre, etc. visited the show.

INTEX South Asia 2019

Intex South Asia has successfully connected with professional trade buyers and suppliers from more than 18 countries and regions with an excellent growth of 18% international buyer growth and 14% in exhibitor's year-on-year basis making it the biggest and only international textile sourcing show of South Asia region.

Sri Lanka Textile & Clothing Industry

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



TEXPROCIL E-NEWSLETTER

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COVER STORY**TEXPROCIL organises India Pavilion in Intex South Asia 2019, Colombo, Sri Lanka**

The country aims to cross USD 8 billion apparel export mark by 2022 which would create new opportunities and demand for sourcing textiles from South Asian region. The growing domestic and home grown apparel industry is valued at USD 1 Billion and is expected to double by 2022.

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.

Sri Lanka has become a world class apparel manufacturer supplying to global super brands for over three decades and preferred destination for high-end apparel sourcing across Asia. Sri Lanka is repositioning itself as a hub for supplier countries in the South Asia region and hence offers good opportunity for increasing exports of yarn & fabrics.

Sri Lanka’s Imports of Textiles and Garments in 2018 was US\$ 3,055 million out of which imports of Textiles and textile articles was US\$ 2,820 million (92%) & Exports of Textiles and Garments in 2017 was US\$ 5,464 million. Sri Lanka is a net importer of Yarn & Fabrics for conversion, value addition and export of garments. With due regard to market proximity, the high quality conscious Sri Lankan garment manufacturers prefer to



increase their sourcing from Indian participants at the fair, thus providing an opportunity to Members to meet with major importers in Sri Lanka.

Texprocil India Pavilion

The Council organized group participation of 30 Indian companies by setting up India Pavilion at the fair under the MAI Scheme of Government of India. The participation was highlighted with special promotions highlighting the ‘Incredible Textiles of India’ programme of Ministry of Textiles, Govt. of India. Other groups participating in the pavilion included companies participating through FIEO and Chemexil.

The organizers allocated a 9 sqm information booth to the Council at the ‘Indian Pavilion’ set up by TEXPROCIL. The Council’s information booth saw a steady stream of visitors, the information on which is being separately circulated to all members.

Fringe Programs

Intex South Asia 2019 not only offered a platform for networking amongst the visiting importers and exhibiting companies but also presented a knowledge sharing platform through its fringe programs that included Interactive Business Forum and Panel Discussion on Sustainability.

Interactive Business Forum

The Interactive Business Forum included presentations by knowledge experts on various topic of interest to trade visitors and exhibition participants alike as below:



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

COVER STORY**TEXPROCIL organises India Pavilion in Intex South Asia 2019, Colombo, Sri Lanka**

- What's new in Cotton – by Cotton USA: By Mr. Peush Narang, Country Representative India and Sri Lanka, Cotton Council International.
- Circular Fashion & FFGs South Asia Innovation Programme: By Ms. Priyanka Khanna, Manager International Expansion, Fashion For Good.
- Sustainability in Textiles – by Better Cotton Initiative (BCI): By Mr. Rajiv Baruah, Head of Smallholder Programmes, Better Cotton Initiative.

The presentations saw a lot of interactions and the experts responded to all the queries raised by the participants.

Panel Discussion on Sustainability

Texprocil Chairman represented India in the panel discussion on sustainability, titled as - “Materials, Sustainability & Circularity” held at Intex South Asia’s Networking Reception on 13 November, 2019 at 6.30 pm at Sapphire Hall at BMICH, Colombo. The discussion which was moderated by Dr. Lloyd Fernando, Director of Global Business Development & Innovation, Shore2Shore (Sri Lanka).

Dr. K V Srinivasan, Chairman, TEXPROCIL shared his views on the availability of Organic & Recycled Cotton highlighting Organic Cotton, Blended Cotton fabrics and their recycle usages. Other panellists included Mr. Muhammad Shuaib, Supply Chain Manager, Better Cotton Initiative (BCI) – Pakistan, who led discussions on sustainability processes at farm level highlighting Traceability in BCI system. The eminent panelists from Sri Lanka included Mr. Felix Fernando, Managing Director at Omega Line Ltd. (Sri Lanka), Ms. Sharika Senanayake, Director Environmental Sustainability, MAS Holdings (Sri Lanka) and Demith Goonaratne, Manager – Environmental Sustainability, Hirdaramani International Exports (Sri Lanka).



The Sri Lankan panelists including Mr. Felix Fernando highlighted the prevailing sustainability practices in the Sri Lankan Textile and Apparel sector. Ms. Sharika Senanayake shared the practice of Sustainable Manufacturing as a core function at MAS, highlighting their integrated strategy which aims to drive sustainability into the heart of the business. Mr. Demith Goonaratne presented the sustainability in Cut-Sew Manufacturing Process highlighting New Fashion Trends and need for Sustainable Materials Development. The discussions were well received by all those present.

Feedback from the participants

The participating companies generally expressed satisfaction over their participation at the fair. They were happy with the facilities provided by the organisers and the pre & post fair facilitations done by the Council. However, with regard to timing of present edition was between the holidays in Sri Lanka on account of State Elections. This led to a relative reduction in visitors footfall over the previous edition. Yet they were contended with quality of visitors and expressed hopes to consider participating in the future editions of this fair.

Conclusion

Presently, in its fifth edition, ‘Intex South Asia’ Fair has been able to offer a platform for strengthening intra-regional trade by helping manufacturers and buyers take advantage of developing opportunities by combining their strengths and joining hands to create stronger business ties under one trading platform. The fair also brought forward a lot of learnings for the participating Indian companies in terms of areas of improvement essential to focus to increase bilateral trade with Sri Lanka. By utilising each other’s strength and developing synergies to trade, the companies both from India and Sri Lanka can benefit in increasing their share in world trade.

:: TEXPROCIL::



TRADE PROMOTION

TEXPROCIL Delegation visits Sri Lanka



TEXPROCIL along with setting up an Indian Pavilion of 30 companies at the “Intex South Asia 2019” exhibition, organised a 2-day visit of a delegation of Indian cotton textile exporters on 13th & 14th November 2019 in Colombo, Sri Lanka. The idea was to have focused discussions with Sri Lankan importers of textile products. The delegation was led by Dr K V Srinivasan, Chairman, TEXPROCIL and comprised of leading exporters of fabrics and yarn from India.

As per the schedules planned on 13th November 2019 the delegates held a meeting with heads of Joint Apparel Association Forum (JAAF) – the principal textile organisation in Sri Lanka and associated trade bodies like Sri Lanka Apparel Exporters Association (SLAEA), Sri Lanka Apparel Sourcing Association (SLASA), Sri Lanka Apparel Brands Association (SLABA), Fabric & Apparel Accessory Manufacturers’ Association (FAAMA), and Free Trade Zone Manufacturers’ Association (FTZMA).

Dr. Sushil Kumar, First Secretary (Economic & Commerce) at the High Commission of India in Sri Lanka was also present at the meeting to facilitate dialogue between two sides.

Dr. Siddhartha Rajagopal, Executive Director, TEXPROCIL made a presentation on ‘India-Sri Lanka bilateral trade development prospects’ which was well received by all present. The idea was to find avenues to increase the bilateral trade with Sri Lanka. He also invited the top Sri Lankan companies to the Council organised event in India “Ind-Texpo - 2020” – An exclusive reverse buyer-seller meet being organised by TEXPROCIL at Codissia Trade Fair Grounds, Coimbatore, Tamil Nadu during 17th-19th March 2020.

The Council also facilitated the B2B interactions of Indian delegation with visiting Sri Lankan companies on the same day in the venue Mihilaka Medura of BMICH. Around 30 Sri Lankan companies attended the event and had one-to-one meetings with Indian delegates.

On the following day 14th November, 2019, the delegation took the opportunity to visit the office of leading Sri Lankan apparel producer ‘Hirdaramani Group’ and held meetings with their Directors to discuss prospects for increasing sourcing from India.

That apart the delegates met the Investment Development Board (IDB) in Sri Lanka to develop an understanding of avenues available for enhancing bilateral trade.

The group also visited the Biyagama Export Processing Zone and had a first-hand experience of hi-tech manufacturing practices at MAS Holdings and Brandix partnered factories, viz. Ocean Lanka and Nyon Lanka.

Overall, the effort helped to develop a better understanding of Sri Lankan trade policies, emerging trade issues, social and environmental compliances, quality management and sustainable business practices.

:: TEXPROCIL::



B2B Meeting



Investment Development Board



Hirdaramani Group



B2B Meeting



Ocean Lanka



NYON Lanka

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="checkbox"/>	Publication: E-Newsletter	<input type="checkbox"/>	Intl. Fairs & Events	<input type="checkbox"/>	Certificate of Origin	<input type="checkbox"/>	Interactive Website	<input type="checkbox"/>
Membership Renewal	<input type="checkbox"/>	E-serve	<input type="checkbox"/>	Seminars & Workshops	<input type="checkbox"/>	Grievance Redressal Services	<input type="checkbox"/>	E-News Clippings	<input type="checkbox"/>
RCMC Amendment	<input type="checkbox"/>	Circulation Trade Enquiries/ Award	<input type="checkbox"/>	MDA/MAI Schemes	<input type="checkbox"/>	Information on Exim policy/ Amendment DBK	<input type="checkbox"/>	Information Disseminated	<input type="checkbox"/>
2) a. Are you generally satisfied with the services actively availed by your company and marked above? Tick (✓)						YES	<input type="checkbox"/>	NO	<input type="checkbox"/>
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="checkbox"/>	Generating additional business	<input type="checkbox"/>
<i>Others (Pls. Specify):</i>						Making new Contacts (Trade Enquiries)	<input type="checkbox"/>	Any Others	<input type="checkbox"/>
4) How is your company benefitting from the Export Facilitation services being provided by the Council?						Information on Export Policy / Procedures	<input type="checkbox"/>	Responses to various EXIM queries	<input type="checkbox"/>
<i>Others (Pls. Specify):</i>						Redressal of Trade related grievances	<input type="checkbox"/>	Any Others	<input type="checkbox"/>
5) Have you recommended TEXPROCIL Membership to other companies? Tick (✓)						YES	<input type="checkbox"/>	NO	<input type="checkbox"/>
6) Do you have any other suggestions to offer regarding TEXPROCIL Member Services? (use additional sheet if required)						Suggestions:			

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

TRADE NOTIFICATION

TEXPROCIL MEMBERSHIP ANNUAL RENEWAL SUBSCRIPTION

The Annual Renewal Subscription for the financial year 2019-2020 for existing members has become due for payment from 1st April, 2019, 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: GST Invoice will be issued on receipt of payment.

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 2017-2018 & 2018-2019 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 2017-2018 & 2018-2019 as follows:

Sr. No.	Description	2018-2019 (Rs. FOB Value)	2017-2018 (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 or before 31.03.2019:

Please apply immediately for renewal of RCMC with the following documents (self-attested copies) on mail or upload them online through member login from TEXPROCIL's website:

- [1] Copy of Importer-Exporter Code (IEC) of the company
- [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 DIR-12 or Board Resolution for those who have resigned and newly appointed.

Members may obtain RCMC & Renewal documents online through member login on TEXPROCIL's website. The procedure is as follows:

- Go to the Membership Login Menu and click on 'Enter Now' at Membership Management Program
- Since you are already registered member of the Council, you need to choose Registered Member at Member login page between New Member and Registered Member.
- Once you click on Registered Member, you should type your email id registered with the Council for the login purpose as User Name and type company's Importer Exporter Code (IEC) code as password.
- You can view all the details of your company and can get RCMC, renewal documents etc. by clicking on 'Company Details'.
- You can also upload your export returns online.

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