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Indian Cottons, Global Reach!

TEXPROCIL Enewsletter

A fortnightly publication of THE COTTON TEXTILES EXPORT PROMOTION COUNCIL OF INDIA



www.texprocil.org



Volume IV. Issue No. 3 January 22, 2019

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H.E. Mrs. Pratibha Parkar, The Consul General of Consulate General of India, Frankfurt, Germany (4th from Left) along with Mr. Sanjay Sharan, Joint Secretary & Textile Commissioner, Ministry of Textiles (5th from Left); along with Shri Manoj Patodia, Vice Chairman, Texprocil and other Council Officials visiting the Texprocil stall.

CHAIRMAN'S MESSAGE



Dear Friends,

The Heimtextil Fair is an important event in the calendar of Textile Fairs in the world. A large number of Indian

participants comprising Home Textile producers of Bed Linen, Table Linen, Towels, Kitchen Linen, Rugs, Mats, Blankets, etc. display their products. This year also the Fair was held in Frankfurt from 8th-11th January.

Interactions with a cross section of Indian exhibitors of these items suggests that there are a few areas which would require government intervention so that the present level of exports around US \$ 5 million from India can be increased to US \$ 8-10 million in next 3-5 years.

TEXPROCIL at Heimtextil 2019

A large number of Indian Companies (over 365), participated in the event. The

Report from the Fair indicates that quality visitors with a business focus were present and contracted good business.

The Council had also put up an attractive display in Hall No. 10.2, a premier location housing all the leading producers of Home Textile from South Asia. The Council's Stall received a large number of enquiries, which will be circulated shortly.

Preferential Tariff hurts competitiveness

While the business generated at the Fair was satisfactory, concerns continued to be expressed regarding the duty free access being given to Pakistan & Bangladesh which has led to these two Countries consolidating their presence in the Home Textile business in the European Union.

Almost all exhibitors suggested that the duty differential of around 9.6% is suffered by Indian exporters of Madeups in the EU markets against competing

countries like Bangladesh, Pakistan, Sri Lanka, Turkey, Egypt was a major factor inhibiting the exponential export growth.

If this issue is addressed by concluding the India-EU FTA or finding any alternative way out at the earliest, it would go a long way in boosting exports from India.

Many exhibitors pointed out that Buyers (except some with whom there is a long standing relationship), are wary of visiting the stalls of the Indian exhibitors as India is outpriced by the tariff advantage given to the competing countries.

Scaling up Design content in Indian products

An important aspect of the Home Textile industry is the vital role played by Designing and Trademarks. While the process of manufacturing is the basic 'cut and sew', the quality of the fabric along with the designing element is the USP of the sector.

CHAIRMAN'S MESSAGE

CONTINUED FROM PAGE 1

Very often we are consumed by our desire to scale up the manufacturing process. However, a visit to the Fair makes it amply clear that India needs to leverage its storehouse of designing talent well supported by ethnic motifs, etc.

Scaling up designing activities by setting up Design Studios, will enable India to use this 'soft power' to great advantage. Visit to Turkish, Portuguese and Swiss Pavilions showed how value is being earned through large scale designing.

Some Indian companies showcased excellent innovative products fully enriched by design in the exclusive Hall 12.0 meant only for International brands. Many more should scale to these heights.

Need to encourage / incentivize Digital Printing

Another area, which needs attention and encouragement is Digital printing. The sublimation process by which an image is transferred to the fabric by applying heat and pressure is fast replacing the conventional printing methods. In a few years from now, the printing will mainly become pigment based.

An important issue raised by some Jaipur based exporters was that at present digital printing where the

use of water to clean the surfaces is minimal is subject to pollution control norms, which makes it difficult to use and adopt this cost effective technology.

The Council has requested for further details from these exporters so that unnecessary controls can be removed and the industry is encouraged to adopt the digital printing technology. Many of these exporters stated that they have purchased the printing machines but due to present stipulations are not able to put them to optimum use. In case any of our other members have encountered similar problems or any other problem with regard to printing process should write to the Council.

Vibrant Gujarat

The Council is also a participant in the Vibrant Gujarat Global Trade Show (VGGTS) being held in Ahmedabad, Gujarat from 18-22 January 2019 by putting up a Stall. Members of Texprocil from Gujarat & Maharashtra are already taking part in the show. We are also utilising the opportunity to generate new membership and have found a lot of enthusiasm amongst the exporters based in the Western Region to avail of the Council's services.

Trade Data

The data on 'Quick Estimates of Textiles & Clothing for the month of December 2018' recently released by DGCIS has shown that export of Cotton Textiles (Yarn, Fabrics, Madeups) under the purview of Council have increased to US \$8394 million during April-December 2018 from a level of US \$7531 million during April -December 2017 Million recording a growth of 11%. Notwithstanding the head winds we need to buck up our efforts so that we can achieve our target of US \$ 12.6 billion in export of Cotton Textiles for F.Y 2018-19, during this last quarter.

Friends, the New Year has begun on a good note and we hope that the momentum is maintained throughout the year. The Government is also positively inclined to help all of us with friendly policies. New frontiers have opened with the codification of 207 items being incorporated as technical textiles. While consolidating our competitive position for products already included in existing basket of exports, we also need to keep intensifying our efforts to diversify in technical textiles and upscale our supplies to the world.

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

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

COVER STORY

TEXPROCIL@ Heimtextil 2019:
Frankfurt, Germany

A glimpse of the 'Brand India Pavilion' setup by TEXPROCIL at Heimtextil 2019 Fair, held in Frankfurt, Germany from 18-21 January, 2019

Realizing the tremendous potential in T&C trade offered by Germany which is also a leading market for Indian Home Textiles in the EU, the Council had organized the 'Brand India' Pavilion at the Heimtextil Fair 2019 held in Frankfurt, Germany from January 18 - 21, 2019 in Hall no. 10.2, Booth no. B05 of the Messe Frankfurt Exhibition Grounds.

Fair Statistics

Heimtextil Fair for Home and Contract textiles was held during 8-11 January 2019 at Frankfurt, Germany and experienced an increase in the number of exhibitors. Despite the economic downturn, Heimtextil continued its extremely positive development. With 3,025 exhibitors from 65 countries, Heimtextil 2019 had a stronger and more international outlook than it has had for 15 years. It has thus further consolidated its position as the world's leading trade fair for home and contract textiles.

The 2019 edition recorded exhibitor growth from Italy, Spain, Turkey, South Korea and the USA among others. It may be noted here that Indian presence at the exhibition has also been growing strong at Heimtextil Frankfurt over the years.

At the 2019 edition, India ranked second in terms of exhibitors with 392 exhibitors. Meanwhile, the fair - in its 49th edition this year - was launched with a new concept and the top themes of architecture, hotels, sustainability and sleep, thus combining the themes and product segments in an even better way for specific target groups. Visitors were benefited from new synergies, shorter distances and lots of inspiring presentation. In

India is the 4th largest supplier of T&C to European Union after China, Bangladesh, and Turkey with exports of all textiles and clothing to the European Union (EU) from India amounting to approximately US \$ 9 billion in F.Y. 2017-18. Germany's imports of Cotton Textiles (including Madeups) from India in 2017-18 amounted to US \$ 317.12 million out of which cotton made-ups consists of US \$ 225.57 million making India the fourth largest supplier to the country after China, Turkey and Pakistan.

addition to a globally unique design show with international market leaders, a high-calibre event programme with notable guests and renowned industry experts supports the four-day trade fair.

Exhibitor's Profile : Interior textiles, Design and trends, International manufacturers, Dealers and Designers

Products Profile : Home Textile Products, Household textile Products-Bath, Bed, Table, Services

Heimtextil 2019 - Structural change in the German retail sector: Management Report

Based on an IFH study, Heimtextil has published a new Management Report in cooperation with the trade fairs Ambiente, Tendence, Christmasworld, Paperworld and Creativeworld. It gives a current overview of structural change in the German retail sector.

Domestic consumption increased online and offline in 2017 to 595 billion Euros (plus 4.2 per cent). However, the perception in the stationary retail trade is that- the clear winner is online retail. For many retailers, the time has come to rethink their business concepts as part of the march of digitalisation. The route to success in this respect can be to use services and high-quality design in shops to turn

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COVER STORY contd. from Pg. 3

TEXPROCIL@ Heimtextil 2019: Frankfurt, Germany

shopping into an experience. At the same time, retailers are increasingly focusing on multi-channel concepts. Heimtextil supports retailers by offering innovative concept solutions for the point of sale and inspiration for experience-based business models.

Visit of Government Official from India

Mr. Sanjay Sharan, Joint Secretary, Ministry of Textiles, Govt. of India visited the fair, to gain a first-hand experience of the international event and led focussed promotions of 'Incredible Textiles of India' at the fair.

On the first day of the fair, the heads of the Indian textile Councils held joint Inauguration of 'India Pavilion' at the hands of H.E. Mrs. Pratibha Parker, Consul General of India in Frankfurt and Mr. Sanjay Sharan, Joint Secretary, Ministry of Textiles, Govt. of India along with Mr. Manoj Patodia, Vice Chairman, TEXPROCIL and the key representatives of other Councils viz. TEXPROCIL, HEPC and EPCH participating at the fair.



Consul General of India inaugurating India Pavilion

Common Promotional material

TEXPROCIL along with other supporting councils including HEPC and EPCH participating at the fair, extended the promotional program to their respective participating member companies through various featured items like lapel-pins, exclusively designed bags, common fascia design and other media to popularise 'Incredible Textiles of India'. The promotions were well received by the international audience apart from the drawing attention of Asian competitors who felt the campaign did help to draw attention to Indian stalls at a greater extent.

TEXPROCIL - Brand India Pavilion

The Council's booth ad measuring 36 SQM was strategically located in Hall 10.2, exclusively meant for the Asian participants.

The information booth set-up by the Council also showcased an impressive presentation of Made-in-India products themed on 'Inspiring Luxury' campaign.

The fair saw 392 Indian participants both through Messe Frankfurt India and directly through Messe Frankfurt Germany. These included more than over 104 TEXPROCIL member participants. The Council also extended government subsidy to 20 SME participants under the MAI Scheme of Govt. of India in cooperation with Messe Frankfurt India.

The Council's booth saw a steady stream of trade visitors.

Feedback

Feedback forms from all the member exporters were collected on the final day of the show.

Overall, the participants expressed satisfaction regarding the Venue and a large number of them found the Event to be beneficial to their company. They expressed satisfaction over the quality of visitors but suggested that more marketing is required and better match making to increase buyer footfalls. Many of them appreciated the joint effort of the Indian Council's in promoting 'Incredible Textiles of India' with activities guided by the marketing plan of Ministry of Textiles, Govt. of India.



Mr. Sanjay Sharan, Joint Secretary & Textile Commissioner, Ministry of Textiles, interacting with Indian Participants

In the course of next two days of the fair, the officials had an extensive schedule of meetings including those with the International importers, and interactions with international participants and the participating Indian companies. The officials also conducted a recce of key designate areas like the Trend Space in Hall 3.0., Foreign Country Pavilion like those of best of European Companies in Hall 12.0., apart from meeting clusters of Indian participating companies under their respective export promotion councils.

Focussed Promotions

At various fora, the Ministry of Textiles sought suggestions of the participant Council's in relation to promotion of Indian textiles in unison to the world under the marketing plan for the year published by the Ministry. This included approved pavilion designs, booth designs and designs for the common fascia to be adopted for contiguous display of Indian participating companies.

PRESS RELEASE**TEXPROCIL welcomes increase in GST exemption & Composition Scheme threshold limits**

The 32nd meeting of the GST Council held on January 10, 2019 has raised the GST exemption threshold limit from Rs.20 lakhs to 40 lakhs effective from April 1, 2019. For the North Eastern states,

the threshold has been doubled to Rs 20 lakh from Rs. 10 lakhs.

Welcoming the decision, Dr. K. V. Srinivasan, Chairman of The Cotton Textiles Export Promotion Council (TEXPROCIL) said, "This decision will help the small and medium sized businesses and will encourage growth in the textiles sector".

The GST Council has also raised the existing Composition Scheme turnover threshold from Rs.

1 crore to Rs. 1.5 crore effective from April 1, 2019. Businesses under the scheme will now pay tax on a quarterly basis but returns will have to be filed annually. "The expansion of the Composition Scheme has come as relief to a large number of small tax payers who are not in a position to file returns on time", according to the Chairman, TEXPROCIL.

Dr. K. V. Srinivasan thanked the Hon'ble Prime Minister, Shri Narendra Modi and the Hon'ble Finance Minister, Shri Arun Jaitley for these two very important decisions which will have a positive impact on the overall economy of the country.

Dr. K. V. Srinivasan
Chairman

:: TEXPROCIL ::

COVER STORY
contd. from Pg. 4**TEXPROCIL@ Heimtextil 2019:**
Frankfurt, Germany

Mr. Sanjay Sharan (4th From Right), Joint Secretary & Textile Commissioner, MoT, along with Shri Manoj Patodia, Vice Chairman, Texprocil (Extreme Right) and other Council Officials in a meeting with representatives of Messe Frankfurt India and Messe Frankfurt Russia to promote India-Russia textile cooperation.

few of the suggestions were received with request to change in location; reduce/increase size of booth; offer better facilities with respect to Wi-Fi; improve stand construction; increase security and make available Indian food at the Venue.

While a few of the participants responded regarding the orders booked both in quantity and value terms, they reported meeting on an average about 10 importers each day, with least number of importers met on the last day of the fair. Around USD 53 million worth of orders were booked during the 4 days of the fair. While the participants held a good number of meetings, some of them felt that the fair duration can be reduced to 3 days instead of prevalent 4 days.

In addition the Indian participants expressed their desire to remain as one contiguous pavilion and also wished that the Fair delivered a better Cost-Return ratio in its future editions.

The next Heimtextil, international trade fair for home and contract textiles, will take place from 7-10 January 2020 in Frankfurt am Main.

:: TEXPROCIL ::

Some important suggestions from the Member participants to the Council included sensitizing the government on the prevailing benefits extended to Pakistan and Bangladesh which has led to loss of market share for India in the European Union. Expediting FTA with EU, especially for the textile segment is the need of the day, they felt.

An analysis of the feedback forms showed that most of the exporters were generally satisfied with the services provided by the Organizers (Messe Frankfurt). However



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

TRADE PROMOTION

TEXPROCIL invites participation at IND-TEXPO 2019, 27-29 Jan.2019, Coimbatore

E Serve No. 8 of 2019

January 17, 2019

To: Members of the Council

**Sub: INVITATION TO THE INAUGURATION CEREMONY OF
IND-TEXPO, AT 10.00 AM, SUNDAY, 27TH JANUARY 2019**

Dear Member,

With the objective of promoting the Textile and Clothing sector, The Cotton Textiles Export Promotion Council (TEXPROCIL) is organising a Reverse Buyer Seller Meet (RBSM), "Ind - Texpo 2019" from 27th to 29th January 2019 at CODISSIA Trade Fair complex, Coimbatore, Tamil Nadu in association with the Powerloom Development Export Promotion Council (PDEXCIL). This event is being supported by the Ministry of Textiles & Ministry of Commerce, Government of India.

With an exhibition area of 5000 sq mts, "Ind - Texpo 2019" is a specialized B2B fair in the Indian textile sector offering a one-stop destination for buyers of Yarn, fabrics and home textiles to source their requirement.

Efforts are being undertaken to bring in over 100 importers from around the world, of which 70 buyers have already confirmed their visit from countries like, Bangladesh, Sri Lanka, Myanmar, Vietnam, South Korea, Colombia, Paraguay, Chile, Argentina and UAE.

Over 100 Indian manufactures of yarn and fabrics will exhibit their samples and latest collections, including OE & Ring spun yarns, grey, dyed fabrics, prints, yarn dyed fabrics, denims, wider-width fabrics, fabrics for apparel and home textiles etc.

The event will be inaugurated by Smt.Smriti Zubin Irani, Hon'ble Minister of Textiles, Govt.of India on Sunday, 27th January 2019 at 10.00 a.m at Codissia Trade Fair Complex, G.V.Fair Grounds, Avinashi Road, Coimbatore - 641 014.

We request you to grace the occasion with your valuable presence. E-invite is attached herewith.

We look forward to your valuable support and cooperation in making "Ind - Texpo 2019" a huge success!

Regards

Dr.Siddhartha Rajagopal
Executive Director
TEXPROCIL

Dr. K. V. Srinivasan
Chairman, TEXPROCIL

Shri. Sunil Satgonda Patil
Chairman, PDEXCIL

and Members of the Committee of Administration of
TEXPROCIL and PDEXCIL
cordially invite you to

Inauguration Ceremony
of

IND-TEXPO

10:00 hrs, Sunday, 27th January 2019,
At Codissia Trade Fair Complex, G.V. Fair Grounds,
Avinashi Road, Coimbatore - 641014, Tamil Nadu, India.

Smt. Smriti Zubin Irani
Hon'ble Union Minister of Textiles, Government of India
has kindly consented to be the Chief Guest

Jointly organised by

TEXPROCIL
THE COTTON TEXTILES EXPORT PROMOTION COUNCIL
INCORPORATED IN INDIA
(Set up by Government of India)

PDEXCIL
Powerloom Development & Export Promotion Council
(Set up by Ministry of Textiles, Govt. of India)

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Admin. Div.

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 <i>(use additional sheet if required)</i>						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? <i>(use additional sheet if required)</i>						Suggestions:			

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

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

TRADE NOTIFICATION

TEXPROCIL MEMBERSHIP ANNUAL RENEWAL SUBSCRIPTION

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

For 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/-

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:

Sr. No.	Description	2017-2018 (Rs. FOB Value)	2016-2017 (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 31.03.2018:

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)