



INSIDE THIS ISSUE

Page 1 & 2 : CHAIRMAN'S MESSAGE

COVER STORY

Page 3 & 4 : TEXPROCIL @ FASHION SHOW
OF AO DAI & SAREE IN VIETNAM

TRADE PROMOTION

Page 5 & 6 : TEXPROCIL @
INTERTEXTILE SHANGHAI & YARN
EXPO FAIR, CHINA

TRADE NOTIFICATION

Page 7 : Member Satisfaction Survey

Page 8 : Membership Subscription Renewal

TEXPROCIL @ FASHION SHOW VIETNAM



The Consul General of India in Vietnam, Ms Smita Pant (extreme left) along with Vietnam's well-known fashion designer Mr. Le Si Hoang (Centre) and Shri Siddhartha Rajagopa, ED, TEXPROCIL (extreme right) during the inaugural event of Fashion Show of Ao Dai and Saree organised by the Consulate General of India in Ho Chi Minh City (HCMC) on the 1st April 2016.

CHAIRMAN'S MESSAGE



Dear Friends,

As the fiscal year 2015-2016, came to an end many of our exporter friends had mixed feelings borne out of lost opportunities and

renewed hopes.

Opportunities Lost

Lost opportunities were reflected in terms of the time lost in negotiating market access in critical countries and blocks like Australia, Canada, European Union where higher tariffs for Indian textile products are eroding our competitiveness.

Hopes Re-gained

Renewed hopes came from the visit of the Hon'ble Prime Minister to Brussels for the Indo- EU Summit on 31 March and breaking of the deadlock on the negotiations for the Indo - EU Free Trade Agreement.

The recent visit of the Hon'ble Finance Minister to Australia has put the FTA with that country on the fast track. Similar steps are being taken with regard to the Indo- Canada FTA.

We do hope that these processes bear fruit at an early date so that India does not lose out by being excluded from preferential arrangements.

We had also met the Hon'ble Textile Minister, Secretary, Ministry of Commerce and Textiles on 28 March, 2016 and impressed upon them the need to revive the FTA negotiations during the proposed visit of the Hon'ble Prime Minister to Brussels.

GSP benefits

During this period, the EU also renewed the GSP benefit for India covering Garments and Home Textiles products and not for Textiles vide a Regulation dated

8 March 2016 up to period 2017. India continues to get the GSP benefit as its share in imports of clothing and Home Textiles from all GSP beneficiaries is less than 14.5%.

While India will get a rebate of 20 % in tariffs, Pakistan and Bangladesh will continue to get "zero duty" benefits under the "GSP Plus" regime for both textiles and clothing. As per current estimates, India has already lost market share to Pakistan in 19 textile and 18 garment items and many exporters are reporting loss of business as orders are being diverted to Pakistan on account of the "Zero" tariff being granted to them by the European Union.

The Indo- EU FTA thus assumes vital importance on account of the rapid loss of market share by India. If the situation is not remedied on an urgent basis, it will have grave consequences for Indian textile exporters.

CHAIRMAN'S MESSAGE

CONTINUED FROM PAGE 1

Fashion Show in Vietnam

Friends, as part of its export promotion efforts, the Council sponsored a Fashion Show event featuring, "Ao Dai and Saree" organised by the Consulate General of India in Ho Chi Minh City (HCMC) on the 1st April 2016.

"Ao Dai" is a traditional Vietnamese dress, akin to our "Salwar-Kameez". The event was held in the Ao Dai museum, which is a heritage museum that showcases the journey of the Ao Dai, the traditional Vietnamese dress through the years.

The fashion show celebrated the works of Vietnam's well-known fashion designer Mr. Le Si Hoang. Mr. Hoang is famous for hand painted products on fabrics. The fashion show provided a platform to showcase work done on base Indian fabrics. Mr Le Si Hoang showcased his collections using synthetic fabrics for the ladies outfit and cotton fabrics for the men's outfit during the Fashion Show.

The event also included display of Indian fabric samples and catalogues in a separate exhibition hall within the premises of the Ao Dai Museum. This display will be kept open for three months until June.

Business discussions:

A business meeting was also organized by the Consul General of India, Ho Chi Minh City, Ms Smita Pant on 31st March which was attended by Executive Director, Texprocil and representatives of Vietnam

National Textile and Garment Group (VINATEX), Vietnam Textile and Apparel Association (VITAS), and Association of Garment, Textile, Embroidery & Knitting (AGTEK) which are the major textile associations in Vietnam.

Implications of the TPP Agreement and the need to diversify engagement between Indian and Vietnamese Textile & Garment industries through platforms like visit of designers, organizing fashion shows to popularize the range and quality of Indian fabrics were discussed. Many of the young designers present at the meeting were keen to work with Indian Fabrics and looked forward to greater opportunities to showcase their creations in India and also in Vietnam.

Getting Around the "Yarn Forward Rule"

Friends, Vietnam is an important market for Indian Yarns & Fabrics and even though the TPP agreement incorporating the "Yarn Forward" Rule has been signed there are enough opportunities for Indian Exporters to gain market access by popularizing the quality and variety of our fabrics through different mediums.

We should also study the options available to us under the "Short-Supply" Rule which permits use of selected material from third countries. A strategy to overcome the limitations imposed by the "Yarn Forward Rule" needs to be worked out by each company and the

Council will be willing to help out with clarifications and suggestions.

The list of items covered under the "Short Supply Rule" has been circulated by the Council and I urge all my exporter friends to familiarize themselves with these items and exploit them for commercial advantage.

Looking Ahead - 2016-2017

Friends, as the fiscal year 2015 - 2016 was drawing to a close, we continued to receive encouraging news that the Textile sector continues to be the creator of the maximum number of jobs in the country. These facts have been brought to the notice of the Government and in its wisdom the Government is taking steps to give the sector a "pride of place" in the economy.

While many of us may become impatient at the pace of the efforts but the earnest engagement that the O/O of Textile Commissioner and the Ministry of Textiles had with the trade & industry recently on finalizing the list of machines under the A- TUFS and the efforts to grant relief under pending RR-TUFS has been commendable.

We hope that a similar approach also guides the Government in its endeavors to address the remaining concerns of the textile industry, as we step into the new fiscal year 2016-2017.

R K Dalmia
Chairman

:: TEXPROCIL ::



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info@texprocil.org

COVER STORY

TEXPROCIL @ FASHION SHOW OF AO DAI & SARI, HCMC, VIETNAM

With a view of extending the cordial relations between India and Vietnam and considering the trade potential in yarns and fabrics, the Council had sponsored the Fashion Show event of Ao Dai and Saree organised by the Consulate General of India in Ho Chi Minh City (HCMC) on the 1st April 2016. The event was held in the Ao Dai museum, which is a heritage museum that showcases the journey of the Ao Dai, the traditional Vietnamese dress through the years.

The fashion show celebrated the works of Vietnam's well-known fashion designer Mr. Le Si Hoang. Mr. Hoang is famous for hand painted products on fabrics and the fashion show was an avenue to showcase work done on base Indian fabrics meant for traditional Vietnamese ladies wear called Ao Dai (similar to the Indian salwar kurta). Mr Le Si Hoang showcased his collections using synthetic fabrics for the ladies outfit and cotton fabrics for the men's outfit during the Fashion Show.

The event also included display of Indian fabric samples and catalogues in a separate exhibition hall within the premises of the Ao Dai Museum. This display will be kept open for three months until June.



Seen in pic. The Consul General of India in Vietnam, Ms Smita Pant (3rd from right) along with Shri Siddhartha Rajagopal, ED, TEXPROCIL (2nd from right) in a meeting with representatives of Vietnam Fashion Design Institute (FADIN) - training institute under VINATEX, Vietnam Chambers of Commerce and Industries (VCCI), Indian Chambers of Commerce in Vietnam, VCI Legal, Hawee etc.

The event received significant media attention. Over 100 articles appeared on the event which was covered widely by local TV and News channels like FBNC, HTV & ANTV.

Exporters who had sent their fabric samples for the fashion show included the following 7 companies:

- 1) Arvind Ltd
- 2) Birla Century Textiles Ltd.
- 3) Nirtex Corporation
- 4) Lovely Look
- 5) Palan Industries
- 6) Prafful Sarees
- 7) Sintex Industries

Companies who sent fabric samples for display included:

- 1) Birla Century Textiles Ltd.
- 2) Balkrishna Textiles
- 3) Glowfab Industries
- 4) Loyal Textiles Ltd.
- 5) Mahendra Textiles
- 6) Vardhman Industries

Business discussions:

A business meeting was organised by the Consul General of India, Ms Smita Pant on the 31st March which was attended by Vietnam National Textile and Garment Group (VINATEX), Vietnam

Textile and Apparel Association (VITAS), and Association of Garment, Textile, Embroidery & Knitting (AGTEK) which are the key textile associations in Vietnam. Fashion designers from Vietnam also attended the meeting along with other associations like Vietnam Fashion Design Institute (FADIN) - training institute under VINATEX, Vietnam Chambers of Commerce and Industries (VCCI), Indian Chambers of Commerce in Vietnam, VCI Legal, Hawee etc.

In her opening remarks, the Consul General, Ms Smita Pant spoke on the strength and quality of the Indian textile industry. She also emphasised the weaving, colours and patterns of the various Indian fabrics and that it was very important for the Vietnamese buyer to find the right Indian partner.

The Ao Dai outfit is tailored from the same yardage of a sari and being similar to the Indian salwar kurta, there was a strong similarity in the fashion culture of India and Vietnam.

She also mentioned that the Vietnamese designers would like to experiment with the range of Indian fabric. They have however sought access to good quality fabric keeping in mind the logistics regarding delivery of goods.

She also said that fashion retail chains like Thai Tuan have shown interest in procuring Indian fabric. With TPP



TEXPROCIL E-NEWSLETTER

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COVER STORY

TEXPROCIL @ FASHION SHOW OF AO DAI & SARI, HCMC, VIETNAM

implementation, Vietnamese fashion chains are likely to face competition from international fashion brands and are looking at new ways to make their designs more appealing.

The senior faculty from the Fashion Design Institute from University of Technical Education (UTE) sought India's support in capacity building by working on an arrangement for training 5-10 Vietnamese designers in India every year and introducing them to Indian fashion designing techniques.

The Consul General was keen that India considers hosting Vietnamese fashion shows in India. An MOU received by the CGI office from NIFT in this regard has already been forwarded to FADIN.

The Executive Director in his response stated that the Council will explore avenues through which the designers of Vietnam can get exposure in India but the commercial interest needs to be kept in mind considering that such exchanges will involve the wholehearted support of the Indian textile industry.

Fashion Show at Ao Dai Museum:

The Fashion Show event sponsored by Texprocil was inaugurated by the traditional lighting of the lamp in the Opera Hall of the Ao Dai Museum. The

lighting of the lamp was preceded by a history documentary film on Vietnam's Ao Dai followed by a documentary film on India's Saree.

Subsequently the exhibition display of Ao Dai outfits and display of fabrics was inaugurated by the cutting of the ribbon outside the Exhibition Hall located in the outdoor garden area and was then followed by the Fashion Show overlooking the Chan Lac lake.

The event started with an Indian Classical Dance followed by a catwalk by 16 Indian ladies/models in different saris. This was followed by a traditional Vietnamese Cultural performance of martial arts and dance form.

The finale was a catwalk by 16 Vietnamese models that included a popular Vietnamese actress and Ms. Vietnam herself, in Ao Dai outfits designed/tailored from Indian fabrics by Mr. Le Si Hoang. The event ended with mementos presented to each artiste at the Show.

:: TEXPROCIL ::



Glimpses of the Fashion Show of AO DAI & SARI held in VIETNAM



TRADE PROMOTION

TEXPROCIL @ INTERTEXTILE SHANGHAI APPAREL FABRICS & YARN EXPO FAIR, CHINA

In order to showcase the presence of the Indian suppliers in the Chinese market and to facilitate increasing India's export of cotton Yarn and Fabrics, the Council organized a group participation of Members at Intertextile Shanghai Apparel Fabrics & Yarn Expo Fair, Shanghai, China from 16 to 18 March 2016.

45 companies exhibited at India Pavilion at 'Yarn Expo' and 6 exhibitors at India Pavilion in 'InterTextile Apparel Fabrics fair', held concurrently at different Halls in the National Exhibition and Convention Center (Shanghai), China. This was one of the events supported by the Ministry of Commerce with MAI funding.



Shri Ujwal Lahoti, Vice Chairman (extreme right) and Shri Siddhartha Rajagopal, Executive Director (extreme left) receiving Shri Prakash Gupta, Consul General of India in Shanghai (centre).

About Yarn Expo

Yarn Expo, held in Shanghai, China exclusively for sourcing all types of Fibres and Yarns, attracts importers from China, Taiwan, Hong Kong, Korea and other countries in the Region. Yarn Expo is held alongside "Intertextile Apparel Fabrics Fair" during every March and every October.

Exhibitors Profile:

289 exhibitors from 12 countries / region participated in the March 2016 edition of Yarn Expo. Exhibitors include suppliers from China, Hong Kong, India, Indonesia, Italy, Pakistan, Singapore, Switzerland, Uzbekistan and Vietnam presenting a variety of Yarns and Fibres.

Visitor Profile:

It is reported that approximately 3800 visitors from 20 countries / regions visited the Fair to meet with their regular suppliers as well as to meet new suppliers of yarn and fibres. Manufacturers of knitwear / knitted fabrics, woven fabrics, socks, home textiles and Agents visited the event looking for Yarns to suit various end uses.

Product groups:

Natural fibres (cotton, wool, silk & flax/ramie), Man-made fibres (regenerated & synthetic), Specialty fibres, regular carded and combed cotton yarns, fancy yarns, blended yarns etc were on display.

India Pavilion at Yarn Expo

Most of the Indian exhibitors were focusing on the regular cotton yarns in the count range from 6s OE to super fine combed yarns and a few exhibiting blended and fancy yarns, attracting a large number of visitors to the India Pavilion.

About Inter Textile Shanghai Apparel Fabrics Fair

More than 4,500 exhibitors from 32 countries and regions partook while about 80,500 buyers from 97 countries and regions visited the Fair, which was held across 230,000 sqm. While the fair is well-attended by local buyers, it is also a key event for overseas brands who source from both Chinese and overseas suppliers. Premium fabrics and accessories from Europe continue to be popular in China.

Foreign exhibitors / National pavilions at InterTextil Fair:

Country Pavilions from Germany, India, Indonesia, Japan, Korea, Portugal, Taiwan, Thailand and Turkey have showcased a wide variety of Fashion & Functional Fabrics at the Fair.

India Pavilion at Inter Textile Apparel Fabrics Fair

The Council organized an India Pavilion at this Fair, in which 6 exhibitors participated showcasing all types of fabrics, including cotton grey, embroidery, prints, yarn dyed, shirting, suiting, dress material, blended fabrics and functional fabrics.

A large number of trade enquiries were received from importers as well as prospective importers from China and other countries.

Fringe Programs

Not only is the fair an international event in terms of its exhibitor and buyer profiles, but the comprehensive fringe programme makes Intertextile Shanghai the only event in the industry that caters to both the Chinese and international markets concurrently.

This year's fringe programme featured 26 seminars, five panel discussions and international and domestic Trend Forums, all of which offered the industry information and inspiration with both international and domestic focuses.

TRADE PROMOTION

TEXPROCIL @ INTERTEXTILE SHANGHAI APPAREL FABRICS & YARN EXPO FAIR, CHINA

Meetings alongside the Fair

- ❖ Shri Prakash Gupta, Consul General, Indian Consulate has visited the India pavilion on the 1st day of the Fair and interacted with the Indian exhibitors. Mr Siddhartha Rajagopal, Executive Director explained to him the importance of Chinese market for Indian Yarn and Fabric exporters and the possibility of increasing export to China many fold if the tariff issue is addressed at the earliest.
- ❖ Ms Zhu Beina, Chairperson of China Cotton Textile Association (CCTA) and Ms Yuan HongPing, Director, China National Textile and Apparel Council (CNTAC) visited the India Pavilion and during the discussion with the officials from the Council they explained the proposed Cotton stock release policy and significance of increasing investment by the Chinese enterprises in Vietnam.

Publicity for participation of Indian exhibitors

A wide pre event publicity as well as at the Fair promotional efforts were undertaken to showcase the presence of a large number of Indian exhibitors. Publicity included:

- Pre event Email blasts by the Fair Organisers to more than 20,000 companies in China and other countries in the Region highlighting the participation of Indian Companies through TEXPROCIL.
- E-mail invites with brief profile of each of the participating members sent to all known importers in the Region.
- Distribution of booklet containing profile of exhibitors in the India Pavilion, to all the visitors at the Council's info booth.



- Enhanced booth design highlighting India Pavilion.
- On site banners at India Pavilion at YE & ITSAF Halls.
- Promotional Cotton Bags with the Council's logo was distributed at the main registration area and at the Council's info Booth.
- Advertisement in the Fair catalogue.

Feedback from the Indian Exhibitors

- It is reported that quality and number of visitors to the Fair was good.
- Several Chinese weaving and knitting companies (manufacturers) visited India pavilion looking for direct import.
- There is a shift in the preference of the large importers to source directly from the Spinners instead of intermediary suppliers.
- It was reported that prices of Indian suppliers in the count group 16s to 21s are very competitive and prices of counts above 21s are very close to the Chinese domestic prices.

Conclusion

- ❖ There is an increasing demand for cotton yarn (less than 40s count) as well as grey cotton fabrics in China. However, buyers were looking for very competitive price levels.
- ❖ Owing to higher cotton prices in the domestic market and restrictions on import of raw cotton, China will continue to be a net importer of cotton yarn in coming years.
- ❖ China's cotton stock policy is a major concern for Indian suppliers as well as Chinese importers of yarns.
- ❖ As this Fair attracts importers of Yarn and Fabrics from China as well as other countries in the Far East, it is important to showcase continuous presence of Indian suppliers at this event.

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TRADE NOTIFICATION

MEMBERSHIP SATISFACTION SURVEY

Dear Member,
 The Council has recently obtained ISO-9001:2008 Certification. As part of the ISO documentation concerning 'Customer Satisfaction' we are seeking feedback from our Members on the services offered by the Council. Accordingly 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 5 to 1. In order to serve you still better.*
 5= Excellent, 4=Good, 3 = Satisfactory, 2 = Needs Improvement., 1 = 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"/>
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b. If you have replied 'no' above, please suggest how the Council can improve the services (use additional sheet if required)

Suggestions:

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"/>
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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 FACILITATION

TEXPROCIL MEMBERSHIP ANNUAL RENEWAL SUBSCRIPTION

The annual renewal subscription amount for the financial year 2015-2016 (due from 1st April, 2015) is as follows: -

- 1) **MEMBER EXPORTER** - RS. 11,450/- (MEM FEES 10,000 + S. TAX 1,450)
 2) **REGISTERED TEXTILE EXPORTERS (RTE)** - RS. 5,725/- (MEM FEES 5,000 + S. TAX 725)

Special Discount: Texprocil is announcing a special discount scheme for those who wish to renew their membership for a period of 3 or 5 years as follows:

Period	Membership Fees		Discount Slab	Discounted Fees		Benefit to Exporters	
	RTE	Member		RTE	Member	RTE	Member
For 3 years	15,000	30,000	10%	13,500	27,000	1,500	3,000
For 5 years	25,000	50,000	15%	21,250	42,500	3,750	7,500

[RTEs and Members have to pay service tax on the discounted amount at the rate of 14.5%.]

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 2013-2014 & 2014-2015 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)

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 2013-2014 & 2014-2015 as follows:

Sr. No.	Description	2014-2015 (Rs. FOB Value)	2013-2014 (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 is expiring on 31.03.2015:

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)