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## TEXPROCIL Seminar on ECGC & FOREX Mgmt.



Seen in pic. (L-R) Shri Aman Singla, Gp. Executive Director, YES Bank, Ms Padmavathy R. Gen. Manager, ECGC of India, Shri Ujwal Lahoti, Vice Chairman, Texprocil and Shri Siddhartha Rajagopal, Executive Director at TEXPROCIL organized seminar on 4th August 2016 in Mumbai.

## CHAIRMAN'S MESSAGE



Dear Friends,

The second fortnight of July was sedate as the Council evaluated the scope of expanding bilateral trade with the countries in the CIS region, Russian Federation and the need to focus on Made-ups in order to promote value - added exports.

### Trade with CIS countries

India holds just about two percent of share in the Textile and Clothing imports into the CIS region. With recent regulatory reform, proposed integration into the European Union and the existing free trade agreements with Russia and other CIS countries, the region can emerge as a new destination for Indian Businesses. The CIS region is an important area for exports of cotton textiles. Currently, exports are valued at US\$ 30 million.

Analysis of recent data on exports from India into the CIS region, indicate that

while the trade partnership with Russia ranked at number one, Kazakhstan was in second place and Uzbekistan was at the 4th position. In Uzbekistan and Kazakhstan Joint Working Groups (JWGs) have been set up to focus on improving bi- lateral relations in the textile sector.

In order to explore Uzbekistan's market for fabrics and yarn, FIEO is organizing group participation of Indian companies at '13th Textile Expo Uzbekistan from 7th – 9th September 2016' showcasing yarns, fabrics and made-ups along with garments. The Council has mooted the idea of organizing the visit of a trade delegation to coincide with the event provided sufficient number of members evince interest in exploring the market. We suggest that members should actively participate in this event so that we can diversify our markets.

### Export to Russia

Export to Russia is another area which needs focussed attention from

the members. Today, India's share in the imports of cotton textiles is almost negligible. The Council had made continuous efforts during the period 2009 - 2012 but achieved limited success. However, reports now suggest that fresh opportunities may be available to Indian exporters on account of geo- political factors, including Russia's conflict with Turkey and other considerations.

Keeping this in view, the various Textile EPCs like, Indian Silk Export Promotion Council (ISEPC), Synthetic and Rayon Export Promotion Council (SRTEPC) and Export Promotion Council for Handicrafts (EPCH) have organized group participation in Heimtextil Fair and Federal Trade Fair for Apparel and Textiles in Moscow, Russia from 20-23 September 2016

The Hon'ble Minister of Textiles is also expected to lead a High Level Delegation of leading exporters/manufacturers to Russia in order to engage with the various segments of the Textile Industry in Russia. B2B Meetings, Roadshows and meetings

## CHAIRMAN'S MESSAGE

## CONTINUED FROM PAGE 1

with associations and federations have also been planned.

The Council has also issued a Circular dated 18th July inviting participation in the Federal Trade Fair for Apparels and Textiles being organized by SRTEPC. I request all our members to participate in this event, even if the prospects at present may not look encouraging. In case any specific issues relating to trade with Russia need to be taken up, please feel free to write to the Council so that we can convey it to the Ministry of Textiles.

### RCEP Negotiations

Friends, as you are aware, the Government is actively engaged with the negotiations under RCEP. This group includes ASEAN, China, Korea, Japan, Australia and New- Zealand. India is already engaged with these countries under various regional agreements. The attempt under RCEP is to consolidate India's gains under the individual agreements and combine efforts to gain additional market access in these countries.

We have already flagged our concerns and reiterated them at a meeting held in the Ministry of Commerce on 27 July, 2016. At the meeting the Product Specific Rules (PSR) for yarns, fabrics and made-ups were also discussed for textile items falling under the HS Chapter 50 to 63. The Council has always maintained its stand that the two stage formula should be used as PSRs to determine the origin of the product.

We have clearly articulated the need to urgently seek tariff concessions on specific cotton fabric HS lines especially to China which have enormous potential for increasing our exports. We have also flagged the need to remove cotton yarn from the sensitive and exclusion list in Korea. We have similarly highlighted the need to remove significant HS lines of yarns and fabrics from the sensitive and exclusion list of Vietnam (under the India - ASEAN Agreement) and

Malaysia (under the India - Malaysia CECA). Further there are a few lines in yarn and fabrics, both in Vietnam and Malaysia, where the need to reduce the tariff or make it duty free has been felt.

Friends, the Government is aware of our requests and suggestions and we hope they are able to move quickly in the matter.

### Meeting with Vietnamese Delegation

On August 1, 2016, the Council organised a presentation on the investment opportunities in the Dinh Vu industrial Zone, Haiphong. With the signing of the TPP, investing in Vietnam is an alternative to work around the Yarn Forward Rule so that yarn and fabrics manufactured in the TPP country can qualify for duty free exports of garments to USA.

The Dinh Vu Industrial Zone (DVIZ) is located adjacent to the new Deep Sea Port of Lach Huyen which is the first in the north of Vietnam. The presentation was made by representatives of the DVIZ along with an official from Rent A Port agency, who are experts in water management including waste water management.

### Seminar on ECGC policies and FOREX Issues

Friends, a large number of exporters face the problem of non-payment by overseas buyers especially from African countries and payment uncertainty from even buyers in developed markets. With a view to inform the exporters of the new policies being introduced by ECGC to protect them, as well as to address any current anomalies in the prevailing policies, a Seminar was organized at the Council's auditorium on 4 August, 2016. Ms Padmavati, General Manager from ECGC, addressed the gathering and also responded to queries from the participating exporters.

Exchange rate fluctuations of major foreign currencies is another area of concern for exporters. Many a time, exporters find it difficult to anticipate

the likely movement of currencies and are in a dilemma as to whether they should hedge their positions or not. Throwing light on the pros and cons of hedging and other relevant issues concerning foreign currency management in the context of the emerging macro-economic scenario, Mr Aman Singla, Vice President of Yes Bank and his team made a presentation at the Seminar. The seminar was well attended by over 50 member exporters of the Council.

### Goods and Services Tax (GST)

Friends, as this e-newsletter reaches you, the good news is that the Goods and Services Tax (GST) has been passed in the Rajya Sabha and we look forward to a historic era of "ONE COUNTRY, ONE TAX & ONE MARKET". While the landmark legislation has been passed, a lot of groundwork remains to be done. The crucial issue of the RATE has not yet been finalized. Let us all hope that it remains within a reasonable range

Friends, as we move forward in our quest to make India a manufacturing hub for Textiles, Made- ups and Garments, we need to diversify our product base, tackle non- cost factors like quality, delivery compliance and widen market reach to countries showing the fastest import/ retail growth like Argentina, Australia, Brazil, China, Russian Federation, Korea, Japan, Canada.

With the Government taking major steps to improve the taxation system and the general business environment by relaxing the condition of fulfilment of average export obligation under the EPCG Scheme in the case of textile products like fabrics, yarn etc., a lot depends on our ability to turn the emerging challenges into opportunities and "go for it" in the Olympian spirit.

**R K Dalmia**  
**Chairman**

**:: TEXPROCIL ::**

# COVER STORY

## “Stitches to Riches” - Benchmarking South Asia in the Global Apparel Industry - World Bank Study Report

The World Bank has undertaken an insightful study on “Benchmarking South Asia in the Global Apparel Industry” in its report titled “Stitches to Riches”



A summary of the major observations is given below: -

1. Apparel along with textiles is the largest manufacturing sector in South Asian countries, a major employer and a leading export sector. The South Asian region comprising India, Pakistan, Bangladesh, Sri Lanka exported approximately US \$ 43.8 billion

in apparel in 2012 representing 12 per cent of global apparel exports, providing direct employment to 4.7 million people and indirect employment in the textile and apparel sector of around 20.3 million people. However, despite this impressive figure, the South Asian countries, according to the report, will need to move up the global value chain in apparel “just to hang on to what they have, let alone make deeper inroads”.

2. A growing feature of global trade in Apparel and textiles, according to the report is the move towards consolidation i.e. buyers preferring to source from larger more capable vendors who offer a variety of products at competitive prices, along with consistent quality, reliable delivery, sufficient lead times and broader non-manufacturing capabilities.

3. In other words, merely exporting at a “low cost” is no longer a sufficient advantage for exporting apparel and other textiles. While price is a consideration, buyers do not necessarily buy from the supplier offering the lowest price.

4. There is a growing need for countries in South Asia, like India to work towards expanding production to represent multiple high end product categories and enlarge the size of the end markets. The results of the benchmark analysis show that, overall, South East Asian Benchmark (SEAB) countries and China are outperforming the South Asian Region (SAR) countries in terms of aggregate export performance, product diversity, and non-cost-related factors important to global buyers.
5. The study has ranked the countries in terms of product category, fibre types, end markets, cost competitiveness as follows: -

Costs & Competitiveness AA6:C42+A6:C40		
Items	SAR	SEAB
Labour Cost	Sri Lanka (\$ 71)	China (\$ 211)
	India (\$101)	Cambodia (\$ 100)
	Pakistan (\$120)	
Labour Productivity	Bangladesh/India (Low)	China (Very High)
		Cambodia/Indonesia/Vietnam (High)
Work Quality	India (High)	China (High)
	Bangladesh (Low)	Cambodia/Indonesia/Vietnam (Average)
Work Attrition	India (High- 11%)	China (Low - 3%)

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## COVER STORY

(CONTD FROM PAGE 3)

## “Stitches to Riches” - Benchmarking South Asia in the Global Apparel Industry - World Bank Study

Product Categories & Fibre Types		
Products	SAR	SEAB
Top 3 traded items (Trousers, knit shirts, Sweaters/sweat shirts) World (46%) in 2012	(India, Pakistan, Bangladesh, Sri-Lanka) (57%)	Cambodia, Indonesia, Vietnam - (50%) China (41%)
Fibre Types		
World Share		
Cotton - (46%) MMF - (32%)	Pakistan, Bangladesh, India - (75%) Sri -Lanka (50%) Pakistan, Bangladesh, India - (25%) Sri Lanka - 50%	Cambodia, Indonesia, Vietnam - (47%) China (39%, MMF - 61%) Cambodia, Indonesia, Vietnam - (53%) China (61%)
End Markets	US- (25%) EU - (52%) Others – (23%) (India is least diversified, while Sri - Lanka is the most diversified)	China (USA - 21% EU- 28% Others - 51%) Cambodia, Vietnam, Indonesia (USA- 50% EU- 22% Japan- 9%)

6. The study emphasises the following key factors for South Asian Countries especially India:-
- Apparel Manufacturers should work towards increasing productivity by introducing new processes, work organisation and technology in order to improve operational performance.
  - Upgrade worker and managerial skills
  - Seek access to credit at reasonable rates.
  - Concentrate on improving non-cost factors like quality, reliable delivery, acceptable lead times and improving proper non-manufacturing sectors.
- [China provides evidence that higher wages do not have to translate in to higher apparel prices if productivity increasing measures takes place at the firm and country levels. This is shown by the fact that even after a decade of near continuous wage rises, the average price of Chinese apparel exported to the United States in fall 2013 was lower than in both 2012 and 2008].
7. The study points out that even though India is generally cost competitive in select product lines, it is not always the top exporter. A major reason for this is that global buyers perceive India as being less

competitive than the SEAB suppliers like Vietnam, Indonesia and China, when it comes to quality, lead times and compliances.

- A major factor affecting the garment sector in India is that unlike other supplying countries in South East Asia, India is the only major garment exporting country that has not attracted global suppliers of “Trims”. Consequently, a large share of “Trim” is being imported through Hong Kong which adds both to cost and delivery time.
- Another area requiring attention is improvement in the efficiencies of the domestic supply chain. One such step should include greater investment in production of processed fabrics and goods so that the need for the apparel manufacturer to buy grey goods and then send them for dyeing and finishing can be avoided. This would lead to improvement in reliability, lead time and quality in terms of consistency.
- The Report also states that garment industry should focus on ensuring social and environmental compliances, as buyers are sensitive to these considerations.
- In sum, the report clearly states that suppliers in South Asia especially India are performing relatively well on cost, but are found lagging on non-cost factors. In the case of the garment industry, India needs to scale up product diversification, expand end markets and improve efficiencies in terms of delivery, reliability and quality as they are paramount needs of the time.

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### TRADE NOTICE

#### Relief in Average Export obligation under the EPCG Scheme

DGFT has notified those sectors / product groups for which relaxation in the average export obligation under the EPCG Scheme would be available as exports of these sectors/ product groups have declined during 2015-16 as compared to 2014-15.

DGFT has advised the RAs to re-fix the average export performance for 2015-16 accordingly.

(Ref. DGFT Policy Circular No. 01/2015-20 dated 26.07.2016).

### POLICY AMENDMENTS

#### Clubbing facility for Advance Authorizations for Annual Requirement

As you are aware, DGFT has extended the facility of clubbing to Advance Authorizations for Annual Requirement issued under the Foreign Trade Policy 2009-14 and 2015-20 where exports has taken place as per the Standard Input Output Norms. Earlier, the facility of clubbing was not available in the case of Advance Authorization for Annual requirement as per para 4.38(v) of the Hand Book of Procedures 2015-20.

(Ref. DGFT Public Notice No. 24/2015-20 dated 04.08.2016).

## TRADE FACILITATION

## TEXPROCIL organized Seminar on ECGC Policies & Forex Management, Mumbai , August 4, 2016

The Council conducted a Seminar on ECGC Policies & Forex Management at the auditorium located at its office in Mumbai on August 4, 2016 . The seminar was well attended by the members of the Council. Senior officials from ECGC LTD and YES Bank made presentations on various topics in the seminar .



Shri Ujwal Lahoti, Vice Chairman, TEXPROCIL, in his welcome address had emphasized on the need for the exporters to protect themselves from the volatility in the forex exchange rates and the risk of non-receipt of payments from the foreign buyers. He pointed out that the instances of non-payment against export bills are found to be increasing in recent times. He urged the exporters to take adequate safeguard measures to protect themselves.

Ms. Padmavathy. R. General Manager, ECGC Ltd in her address informed of the services provided by ECGC Ltd. She said, the functioning of ECGC Ltd has changed dramatically in line with the changing times. She also pointed out that ECGC Ltd has introduced many policies to suit the requirements of the exporters.



Shri Vasantha Srinivasan, Deputy General Manager, ECGC Ltd made a presentation in which she had covered topics such claim procedures, documents required for settlement of claims, types of risks covered, country classification and evaluation of buyers. She was assisted in the presentation by Shri V. Sudhir and Shri Sunil Pawar, branch managers of ECGC Ltd.

On the Forex management, Shri Aman Singla, Group Executive Director, YES bank made a presentation on Forex Management . He was assisted in the presentations by Shri Vivek Kumar, Ms. Prakriti Shukla and Ms. Anjali Vasani - all senior officers of YES bank. The presentations covered topics such as risks in domestic & International Trade , factors affecting the forex movements, hedging products & strategies, INR performance – post-Brexit, forward strategy, options, treasury products, banking products available for exporters and transferable L/Cs & trade finance products. The presentations also highlighted the fact that the Indian Rupee will remain vulnerable to global headwinds. However, the Rupee will be an out performer vis-à-vis other foreign currencies. During the Question-Answer session the participants had raised various questions. All the were clarified satisfactorily by the by the speakers.

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

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**TRADE DATA**

Annual Survey of Industries – 2013 – 14  
( Surveyed in 2014-15 ) Source : MOSPI.nic.in

Annual Survey of Industries – 2013 – 14 Surveyed in 2014-15  
Source: Ministry of Statistics and Programme Implementation – MOSPI.nic.in

Table 1. Estimate of selected characteristics of sectors by 4–digit industry class (NIC-2008) for all-India

(Values in ₹ Lakh unless otherwise mentioned)

Characteristics	1392	1399	1410	1420	1430
Description	Manufacture of made-up textile articles, except apparel	Manufacture of other textiles n.e.c.	Manufacture of wearing apparel, except fur apparel	Manufacture of articles of fur	Manufacture of knitted and crocheted apparel

Table 2. Estimate of (i) employment, (ii) man-days employed and (iii) emoluments paid

(Values in ₹ Lakh unless otherwise mentioned)

NIC- 2008: 4-digit Industry class	1392	1399	1410	1420	1430
<b>A. No. of Persons Engaged (no.):</b>	92005	46086	713833	615	264261
<b>1. Workers</b>	77054	36252	598482	499	224869
% Share of Total Persons Engaged	83.75	78.66	83.84	81.14	85.09
<b>1.1 Directly Employed</b>	60455	31663	510013	311	210151
% Share of Total Workers	78.46	87.34	85.22	62.32	93.45
<b>Men</b>	39122	29221	235746	255	131460
% Share of Directly Employed	64.71	92.29	46.22	81.99	62.56
<b>Women</b>	21333	2442	274267	56	78691
% Share of Directly Employed	35.29	7.71	53.78	18.01	37.44
<b>1.2 Employed through Contractors</b>	16598	4589	88469	188	14718
% Share of Total Workers	21.54	12.66	14.78	37.68	6.55
<b>2. Employees other than Workers</b>	14644	9461	113973	116	38125
% Share of Total Persons Engaged	15.92	20.53	15.97	18.86	14.43
<b>2.1 Supervisory and Managerial</b>	6365	4612	51620	77	14748
% Share of Employees other than workers	43.46	48.75	45.29	66.38	38.68
<b>2.2 Other Employees</b>	8279	4849	62353	39	23377
% Share of Employees other than workers	56.54	51.25	54.71	33.62	61.32
<b>3. Unpaid family members/proprietor etc.</b>	307	373	1378	0	1267
% Share of Total Persons Engaged	0.40	1.03	0.23	0.00	0.56
<b>B. Total Man-days Employed (in '000)</b>	28584	14021	214636	170	79600
<b>C. Wages &amp; Salaries incl. Employers' Contribution (₹ lakhs):</b>	140552	78521	1047279	1067	340203
<b>1. Wages and Salary including Bonus</b>	127653	72265	937915	960	314124
<b>1.1 Wages and Salary</b>	123328	70268	900523	914	294481
<b>1.1.1 Workers</b>	75389	36111	535566	489	193526
<b>1.1.2 Supervisory &amp; Managerial</b>	33160	24586	244823	350	63683
<b>1.1.3 Other Employees</b>	14779	9571	120134	75	37272
<b>1.2 Bonus to all staff</b>	4325	1997	37391	46	19643
<b>2. Employers' Contribution</b>	12899	6256	109364	107	26079

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To know more, please write to us on email:  
[info@texprocil.org](mailto:info@texprocil.org)

# 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="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? <b>Tick (✓)</b>	<b>YES</b>	<input type="text"/>	<b>NO</b>	<input type="text"/>
b. If you have replied 'no' above, please suggest how the Council can improve the services (use additional sheet if required)	<b>Suggestions:</b>			

3) How is your company benefitting from the Exhibitions / BSMs being organized by the Council? <b>Tick (✓)</b>	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? <b>Tick (✓)</b>	<b>YES</b>	<input type="text"/>	<b>NO</b>	<input type="text"/>
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6) Do you have any other suggestions to offer regarding TEXPROCIL Member Services? (use additional sheet if required)	<b>Suggestions:</b>			
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**\*Kindly ignore this feedback form, if you have already responded.**

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# TRADE NOTIFICATION

# TEXPROCIL MEMBERSHIP ANNUAL RENEWAL SUBSCRIPTION

The annual renewal subscription amount for the financial year 2016-2017 (due from 1st April, 2016) is as follows: -

- 1) **MEMBER EXPORTER** - RS. 11,500/- ( MEM FEES 10,000 + S. TAX 1,500 )
- 2) **REGISTERED TEXTILE EXPORTERS (RTE)** - RS. 5,750/- ( MEM FEES 5,000 + S. TAX 750 )

**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 15%.]

### 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 2014-2015 & 2015-2016 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 2014-2015 & 2015-2016 as follows:

Sr. No.	Description	2015-2016 (Rs. FOB Value)	2014-2015 (Rs. FOB Value)
1	Cotton		
2	Cotton Yarn		
3	Cotton Fabrics		
4	Cotton Made-ups		
	<b>TOTAL</b>		

(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 31.03.2016:

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](mailto:smita@texprocil.org))