

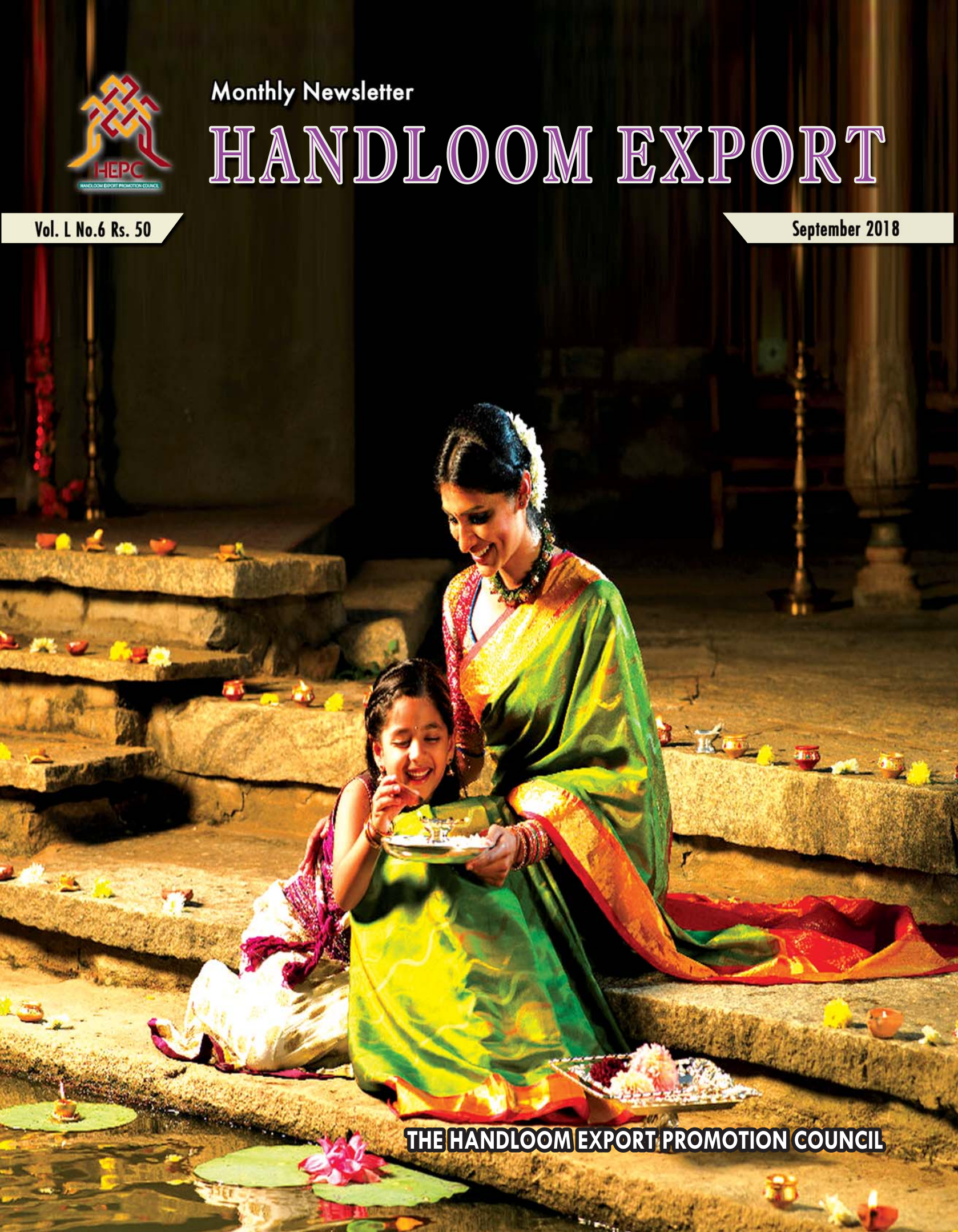


Monthly Newsletter

# HANDLOOM EXPORT

Vol. I No.6 Rs. 50

September 2018



**THE HANDLOOM EXPORT PROMOTION COUNCIL**

## Proposed Calendar of Events 2018 - 2019

Sl. No.	Name of the Event	Date	Status/Remarks*
1	Hong Kong International Home textiles & Furnishing Fair, Hong Kong	20-23 April 2018	Completed
2	Global Indian Festival, Kuala Lumpur	9 - 17 June 2018	Completed
3	India Home Furnishing fair, Japan	18 - 20 July 2018	Completed
4	Inter textile SHANGHAI home textiles, Shanghai	27-30 August 2018	Completed
5	Sourcing at Magic, Las Vegas, USA	12-15 August 2018	Completed
6	India Trend Fair, Tokyo, Japan	19-21 September 2018	Completed
7	WHOS NEXT, Paris, France	7-10 September 2018	Completed
8	IHGF Delhi	October 2018	Registration Closed
9	International Sourcing Expo, Sydney, Australia	November 2018	Registration Closed
10	Heimtextil, Frankfurt, Germany	8-11 January 2019	Registration Closed
11	Domotex, Hannover, Germany	11-14 January 2019	Registration Closed
12	WHO's NEXT, Paris, France	18-21 January 2019	Registration Open
13	Sourcing at Magic, Las Vegas, USA	4-7 February 2019	Registration Open
14	Ambiente, Frankfurt, Germany	8-12 February 2019	Registration Closed
15	Domotex, Atlanta, USA	February 28-March 2, 2019	Registration Open (Subject to space Confirmation)

\* Status as on 30.09.2018



## HANDLOOM EXPORT

Newsletter of Handloom Export Promotion Council  
September 2018 Vol.L No.6

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**ANNUAL SUBSCRIPTION**  
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Dear Members,

The handloom product export during April-August 2018 stands at Rs.1004.59 cr. as compared to Rs.1032.03 cr. during April-Aug'2017 witnessed negative growth of 2.66% in rupee terms. Except fabrics category, all other product categories viz. Made ups, Floor covering and Clothing Accessories shows negative growth by 5.69 %, 0.81 % and 5.40 % respectively. The major concerns viz. DBK, MEIS, WTO compatible alternate subsidy schemes for exports, etc. of the industry is being taken up with the ministry by the Council.



HEPC organised participation in WHO's NEXT (Spring / Summer edition) and as per the feedback from the exhibitors, spot order worth Rs.3.65 crore and enquiries worth Rs.4.85 crore generated. Similarly, Council participated in "India Trend Fair" Tokyo, Japan, which is exclusive business matchmaking event for Indian apparel, accessories and home fashion trade show focusing Japanese market and as per the feedback received from participants spot order worth Rs.3.94 crore and business enquiries worth Rs.6.74 crore generated.

A challenge that Indian exporters are going to face is phasing out of export subsidies as per WTO compliances of graduate out all export subsidies of member countries if GNI per capita reached 1000 for three consecutive years. Council had given alternate scheme for subsidies based on following points viz. capital subsidy for new machinery purchase, production-based subsidy, cluster-based approach, reimbursement of R&D cost and sampling cost, etc. Refund of duty incidence on exports should not be considered as incentive but as mitigation of tax load imposed on exporters given in the structure of GST. There are expenses which has embedded taxes where the exporters could not get the refund viz. GST incurred on development of infrastructure, fuel, etc. Council also suggested to make common warehousing facility through EPCs with the financial support of ministry to augment handloom export. Member exporters are invited to share their views on alternate subsidy schemes compatible with WTO rule/strategy to achieve the export target.

With warm regards,

Dr. K.N. Prabhu,  
Chairman

## 4TH EDITION OF INDIA TREND FAIR, TOKYO, JAPAN, 19TH-21ST, SEPT. 2018

### 1.0 Market scenario

Japan's trade is now experiencing the 'Indian boom'. Rapid trade expansion is occurring between the two countries, which is likely to fuel the growth of Indian textile exports to Japan.

Japan is the third biggest textiles importer in the world. On an average, the country imports apparels worth of USD 24 billion. China is the leading supplier of textiles accounting for a 78.95% share followed by Italy, Vietnam, South Korea, and US. These 5 countries accounts for 88.76% of total apparel imports of Japan. India's contribution among apparel exporting countries to Japan was meagre with a 1.01% share. Earlier, business transactions between the two countries were very small. Currently, trade activities between the two countries are experiencing positive trend

### 1.1 Trade relations between India and Japan:

India and Japan share an excellent trade relation. India is one of the three countries with whom Japan has security pact, the other two being US, and Australia. Trade relations between the two countries flourished due to the establishment of diplomatic ties after the II World War. The current robust growth of Indian economy has attracted Japan's attention.

Major textile and apparel makers of India are exploring prospects for enhancing bilateral trade between the two countries. Indian firms are also focusing in developing partnership with Japanese firms to gain access into their fabric, and apparel market. There is a profitable market for cotton apparels in Japan. India is a good manufacturing base for cotton, and cotton based knitwear, and has good chances for market penetration.

China's share in the Japanese garment import is 90% while India's share is a measly 1%! This information came more as a shock than a surprise to many since it came from none other than Mr Yoshiaki Kamiyama, senior researcher of the Japan Textiles Importers Association, who was a part of a Japanese buyer team who visited the India Tokyo trend fair 2018.

Out of India's total textile and apparel export of nearly US \$ 40 billion, only US \$ 0.5 billion (or less) goes to Japan, which imports nearly US \$ 35 billion worth textile apparel annually.

Textiles Committee under MoT is geared up to enhance export to Japan and is working for the same with the help of experts from Japan Textile Products Quality and Technology Centre (QTEC). Of the total apparel imports by Japan, only 1.2 per cent is from India. We should increase it and it should be at least 5 per cent in next three years. Our quality is not poor and even technically we are superior to countries like Bangladesh and Vietnam, yet our export is less. Issues lie elsewhere, we need to go deeper for its solution."

Japan's Import of Textile and Apparel from World and India, US\$ Mn.

Country	Items	2010	2011	2012
World	Textile	32790.1	40938.4	41540
	Apparel	25262.9	31110.9	32073

India	Textile	356.9	504.5	485
	Apparel	204.6	271.3	293
India's Share in %	Textile	1.1	1.2	1.23
	Apparel	0.8	0.9	0.91

Data source: AEPC/Reg/F&E/814

India has signed a Comprehensive Economic Partnership Agreement (CEPA) with Japan on Feb 2011 facilitating Japan to import garments from India at zero duty. Earlier import duty for apparels from India to Japan was 11%. Share of India in Japan's clothing import was just 1%. The CEPA agreement is positively expected to increase Indian apparel exports to Japan by 50%.

Retailers are approaching Japanese manufacturers to sell their merchandise in Japan, and also in bringing brands from Japan into India. China is confronting with some difficulties in its low-cost apparel manufacturing sector. Textile companies of Japan are also shifting their focus from China due to the disruption of relations resulting from political and economic reasons. India has the potential to handle the entire textile value chain in a much better way than its counterparts.

## 2.0 India Trend Fair

India Trend Fair is an exclusive Business Matching Event for Indian exporters, which gives an opportunity to exporters to showcase their products, and supply capabilities of value added products with special emphasis on the products designed to suit Japanese fashion trends and requirements. The fair promises to be different from other regular trade fairs in Japan aiming at delivering an assurance of success for its participants.

The event is organised by Japan- India Industry Promotion Association (JIIPA) a Japanese non-profit making company dedicated to increase India business to Japan

## 3.0 4<sup>th</sup> edition of India Trend Fair

The 4th edition of India Trend fair was organised during 19-21 September, 2018 at Belle Salle Shibuya First, Shibuya, and Tokyo.

With the support & blessings of Indian Ambassador to Japan H.E. Mr.Sujan.R.chinoy , Mr. Raj Kumar Srivastava, Deputy Chief of Mission, Embassy of India and Ms.Hiromi Sugiura, Director for Information Affairs and Technology, Ministry of Economy, Trade and Industry (METI), Japan, Mr.Masami Iijima Chairman- JIBCC, Development commissioner – Handicrafts Mr.Shantamanu IAS, Chairman AEPC, Joint Director - HEPC inaugurated 4th India Trend Fair-Tokyo 2018.

During the inaugural speech Mr. Raj Kumar Srivastava conveyed that in the last few years there has been an exponential increase in our political, trade, academic and cultural interaction. Our bilateral economic interaction is set to grow following the signing of a Comprehensive Economic Partnership Agreement that came into effect from August 1, 2011 which gave Indian textiles zero import duty to Japan.

With a number of Japanese settlements increasing in India & vice versa, we can be optimistic about a redefined interest in Indian garments in Japan.

## 3.1 Buyers Profile:

The event attracted a total number of 1276 business visitors. The visitors were from a cross-section of companies, including leading Departmental Stores, Chain Stores, Retailers, Wholesalers, Trading Companies, Fashion Designers and Home Centres. The segment wise break-up of the visitors is given below:



The majority of the visitors were buyers from retail segment & next majority from traders and importers who supplies to major Japanese stores.

Most of the major store groups sent representatives but there were also smaller independent stores and agents e.g. Tokyo Kankan, Sumitex, Titicaca, Cross plus, Itochu, Bussan, Blooming, Pent, Rose bud and Ron Herman, Onward, Crayon, Sanyo Shokai, Adventure, Teijin, Yagi, Nisshimbo, Can, YKK, Titikaka, MK Fashion, Toyoshima, Bigi, Mitsukoshi-Isetan, Isetan, Tokyu-hands, Actus, RyohinKeikaku (Muji), Takashimaya, Marubeni, Passport, AIC, KIYOHARA & CO., LTD., Koizumi Apparel Co., Ltd., Senshukai Co., Ltd., Toyota Tsusho Corporation, TOYOTSU TEXTILE CORPORATION ,Daimaru, Aeon, Sanyo, Seibu, Tobu, Keio, Sogo, 7-Eleven, 7 & I Holding, , Sogo & Seibu, Kokubu, Nisshinbo, Nishikawa, IRIS, Yamamotosada, Gunze, Converse, Yuzawaya, Yushima, Yagi, Accent, Yamato, Lanhua, Bandai, Nishikawa Living, Melrose, Sazabi, Accent, Dinos Cecile, Home Center Valor, Sumikin, Fashion.Net, Misses Tushin, Takihyo, Moririn, Eddie Bauer, Bigi, Fukusuke, Toyo, Renown, Kawashima Selkon Textiles Co., Ltd., Lixil, Daiwabo, Takisada, R, Boycrews, Luxa, Tomen, Dinos etc.,

## 3.2 India handicrafts branding:

Development Commissioner Handicrafts attended the fair and sponsored three member artisans who were displaying their skills with live demo of wood carving, painting, carving on metals etc. which many Japanese buyers appreciated the live demo of Indian artisans.

## 3.3 Overall feed back

The first day was unusually with less number of visitors may be due to heavy rain & typhoon in near-by areas, slowly buyer footfalls increased especially during afternoon session. The second day was noticeably quieter but many of the exhibitors in the garments segment conveyed that the quality of the contacts they made on the second day had been better than the first. The third day was very busy for all the exporters as the interested buyers turned

out again to whom they met on 1st and 2nd day for collecting samples & discuss further. New buyers also turned on the final 3rd day of the exhibition.

Most of the companies reported that they had met new buyers, that there had been substantive conversations about potential new business and some even made sales at the showcase although, being out of the season since many buyers placed their order during July at Osaka fair organised by ITPO

Most of the participants have expressed their deep satisfaction and gratitude for the opportunity to take part in the event and commented on the professional support extended by HEPC team.

#### 4.1 HEPC Participation:

The India Trend Fair is the only one exclusive business matchmaking event for Indian apparel, accessories and home fashion trade show held annually during September buying season.

This year, the event elicited participation of about 77 leading India companies. Of which and 20 exporters of Handloom Export Promotion Council showcased range of home furnishing and clothing accessories products in the event. The event also had the participation of 41 exporters of AEPC who displayed high Fashion garments and remaining exhibitors around 10 from EPCH & around 6 direct participation by JIIPA

The participants under HEPC were from all important export centres such as Kaur, Panipat, Jaipur, Kannur, New Delhi, Varanasi & Kolkata and offered diverse range of products from handloom industry.

Out of 20 HEPC participants under the Council, one participant KANSWA Textiles no personal representation was there in their stall & only their Terry samples were displayed. 6 of them offered made-up items, 1 with terry towels segment, 5 participants exhibited garments and remaining 8 clothing accessories.

As per the feedback received from HEPC participants, a total of 367 visitors visited their booths. Spot order worth Rs.3.94 crore and business enquiries worth Rs.6.74 crore were generated. Out of 20 participants, 15 of them had expressed their interest to participate in the event through Council during 2019 but fair dates to be changed to July first or second week.

Council had put up a central promotion stall wherein AV film on India Handloom brand (IHB) was screened and publicity brochures including IHB were distributed to the visitors. Participants' catalogue (ENGLISH) brought out by the Council for this event was also circulated among trade visitors availing the services of hostess. The central promotion stall of the Council had 45 visitors of various stake holders of the industry in Japan.

#### 4.2. Market Observations during the fair:

As per the interaction the official had with the exhibitors and visitors the following are some of noteworthy observations which are shared for information of the trade.

As all the exhibitors conveyed that September timing is not good for order placement since Japanese buyer working with India always place order during July months and luckily ITPO fair at Osaka seems to be ideal & they make use of it. Hence exhibitors at Tokyo fair wish that Tokyo trend fair to be preponed before ITPO fair preferably by first week of July every year is ideal timing.

Japanese buyers expects special innovative textile materials made with natural dyed and organic textile products

like embedded /coated medicated textiles.

It is essential to avoid European colored products which some exhibitors were displaying & buyers comments that they are less in demand in JAPAN since the color preference is to be same colours liked by Japanese

#### 5.1 Conclusion:

Indian Textiles exports are on the path of recovery to Japan market, and are gearing up to grow further. If issues such as less productivity, and soaring cotton and yarn prices, excessive tax burden on export textiles are taken care off, India has the potential to rise higher in the global textile arena esp. higher market share in Japanese markets by competing with other Asian countries like Bangladesh, Vietnam, china etc

Among made-up items cushion covers, bed sheets and bed covers are the predominant items being exported to Japan. Mats and matings including bath mats takes the major share in the export basket of floor covering items to Japan Existing market environment and CEPA agreement between India & Japan offer zero import duty and so scope for Indian textile industry to enhance its market share in Japan's textile market wide open. It is feasible through a continuous market exploration by availing every single opportunity to establish market linkage between Indian textiles exporters with Japanese buyers.

Japan is a sophisticated market, leaning towards small-lot & short cycle delivery of supply which Indian suppliers are good at doing small size supply lots. Consumption is diversified and quality expectations are very high. Speciality retailers and private labels are the in-thing and the market is open, transparent and competitive & If Indian suppliers understand above requirements then they will be definitely successful in Japan market & Indian textiles market share will grow from current 1.5% to at least 3% doubling the exports from India to Japan

The Council was represented by Shri Sundar Murugesan, Joint Director

#### Event Inauguration





Participants stalls & photos



- M. Sundar, Joint Director

## WHOs NEXT, Paris, France, 7-10, September 2018

### 1.0. About the event

More than 20 years of presence since its inception, WHOs NEXT has become the leading international fashion trade show for womenswear in Europe. The event is organised by WSN Developpement. In January and September, the event welcomes around 46000 trade visitors and provide opportunity to discover from around 600 French and international ready-to-wear brands

Brands, buyers, trend setters and journalists from over 100 different countries come together to discover and set each season's trends

#### 1.1. WHOs NEXT September 2018

This S/S 2019 edition left its stamp with the energy brought to Who's Next & Premiere Classe. With a strong and promising Africa Street theme, there was newness, inspiration and a layout supporting networking, and the launch of a beauty sector... A wealth of positive lessons to further extend!

With more than 1,400 brands taking part in this edition, a 4% increase compared to September 2017, the largest concept store in the world welcomed staple brands, young designers and, as with each edition, surprised its audience by putting young talents under the spotlight. The event brought together 43,500 visitors, 3% more than in September 2017. French visitors came in full force (69%) to discover key players in fashion, beauty & lifestyle or culture of the future. Out of balance 31% visitors from other countries, Italy shared with the maximum number of visitors followed by Spain, Belgium, Japan & Switzerland

Visitors enjoyed a new, clear and coherent route, enabled by gathering accessories and ready-to-wear, to create a more spacious trade show, as well as the development of three new dedicated areas: Fine Jewellery ( a dedicated area for fine jewellery), Mix & Mixte( Backpacks, glasses, shoes, watches, headphones) and Beachwear( Ready-to wear /and fashion accessories from 60 designers)

During the 4 days, Africa Street animations spread good vibes and positive energy with performances such as live art, body painting, stories and poems, as well as Africa-inspired soundtracks, networking on deckchairs, and parties which brought everyone together. Who's Next & Premiere Classe were well and truly in a 'festival' mood, far from the traditional trade show image.

### 2.0. Economic scenario

In 2017, India France bilateral trade in goods stood at € 10.69 billion, an increase of 24.6% as compared to the previous year. India's exports to France were valued at € 5.35 billion, up 14.49%. French exports to India increased by 36.69% during the same period to €5.344 billion. However, the overall volume of bilateral trade remains low with India's exports to France being a meagre 0.99% of France's total imports. Bilateral trade in services for year 2016 stood at € 3.14 billion which was in India's favour with Indian exports standing at € 1.70 billion(Source: Embassy of India, Paris)

France is the 7th largest importer of handwoven textiles from India. As per DGCIS data, export of handwoven products from India to France registered a positive trend with 12.28% growth during 2017-18 (16.33MUS\$) over

2016-17 (14.54MUS\$).

Export to France – Performance of Handloom Products

S.No	Category	2013-14		2014-15		2015-16		2016-17		2017-18	
		INR CR	US \$ M	INR CR	US \$ M	INR CR	US \$ M	INR CR	US \$ M	INR CR	US \$ M
1	Fabrics	1.13	0.19	0.33	0.05	3.20	0.48	1.64	0.25	1.27	0.20
2	Floor Coverings	28.19	4.66	28.23	4.62	28.74	4.39	29.15	4.36	34.85	5.41
3	Clothing Accessories	1.47	0.24	1.89	0.31	3.11	0.49	6.34	0.95	0.85	0.13
4	Madeups	55.71	9.21	60.26	9.86	50.89	7.77	60.10	8.99	68.27	10.60
	<b>Total</b>	<b>86.49</b>	<b>14.30</b>	<b>90.71</b>	<b>14.84</b>	<b>85.93</b>	<b>13.13</b>	<b>97.24</b>	<b>14.54</b>	<b>105.23</b>	<b>16.33</b>

Source- DGCI& S, Kolkata

### 3.0. HEPC's participation in the event

HEPC organised participation in WHOs NEXT (Spring / Summer edition) for the 9th time in succession since 2010. The event was held at Parc Des Expositions, Port De Versailles, Paris during 7-10th September 2018. The event participation was organised under National Handloom Development Programme of O/o. The Development Commissioner (Handlooms), Ministry of Textiles, Govt. of India.

Shri.Raghvendra Singh, Secretary (Textiles), Govt of India visited the event and interacted with the participants. The Secretary (Textiles) inaugurated Indian pavilion and released participants catalogue. Shri.Sarvjeet Soodan, Head of Economic and Commercial Wing of Embassy of India in Paris accompanied the Secretary (Textiles) during the visit. Fair authorities extended necessary protocol and accompanied Secretary (Textiles) during the visit to the event.

There were a total of 21 exhibitors (20 exhibitors – subsidised category; 1 exhibitor-non-subsidised category) exhibited in this event under the aegis of Council in an area of 216 sq mtrs (including central promotion stall). 19 exhibitors were placed in Hall 3 - FROM segment and 2 exhibitors were placed in Hall No.4 meant for Designer collection for garments as per their product profile. Decision regarding such segmentation is made by a team of Juries of fair authority based on the product profile of the participants. Council had put up a central promotion stall publicising India Handloom Brand through a AV film presentation, display of samples and distribution of flyers.

The details of the exhibitors are given below in the table

Sl. No.	Company Name and address	Product details	Allotted booth No.
1.	Nehklank Textiles Noida – 201301	Garments & Accessories	510
2.	Rauny Exports, Ghaziabad -201005	Scarves	516

3.	Pragya International , New Delhi-110092	Scarves/Stoles/Fashion accessories	413
4.	ANS Design Studio New Delhi – 110076	Women’s Apparel	F23
5.	Quality Apparels, Greater Noida-201308	Beach Garments & Beach Accessories, Scarves, Stoles, etc.	521
6.	Fashion Folio, New Delhi -110063	Handmade Bags	412
7.	Dare Deer Creations Pvt. Ltd. Delhi -110024	Stoles, Scarves, Shawls	410
8.	Divyansh Apparels, New Delhi -110045	Handmade Ladies Garments & Scarf	519
9.	Rawsitasa Exports, New Delhi -110059	Fashion Accessories	417
10.	Raga Designs New Delhi -110038	Scarves & Accessories	414
11.	Saluja Exports, New Delhi – 110034	Cotton Handloom Bags, Hand-Beaded Bags & Belts	514
12.	Welkin Apex Banaras, Varanasi -221010	Scarves & Stoles	518
13.	Shikhar Overseas, Noida - 201308	Ladies Garments	411
14.	Esspee Exports & Mfg., Amritsar -143001,	Shawls & Stoles	415
15.	IRA , Bangalore - 560025	Handloom Stoles & Apparels and Fabrics	517
16.	Pacific Garments Pvt. Ltd. Noida-201305,	Assorted Garments & Made-ups	515
17.	Bhutti Weavers Co.op. Soc. Ltd. Kullu - 175126,	Shawls, Stoles, Mufflers, Cap, Jackets, Socks, tweeds, etc.	523
18.	Vinayak Exports, Jodhpur -342005	Scarf & Bags	416
19.	Rinku Sobti Fashions Pvt. Ltd., New Delhi – 110070, India	Women’s Apparel	F43
20.	Never Say Never, Mumbai – 400080	High Fashion Women’s wear	418
21.	Jugal Traders, Noida-201301,	Bags & Accessories	420
22.	The Handloom Export Promotion Council, Chennai - 600 034	Trade Promotion	419

The product profile of the exhibitors under the aegis of the Council in this event witnessed a paradigm shift from the earlier composition of 100% clothing accessories (Stoles & Scarves and other accessories) to a mix of clothing accessories and garments. This change is influenced by market driven phenomenon and is happening due to change in the sourcing requirement and profile of visitors. It is a welcoming trend since it provides an opportunity to enhance product basket of handwoven textiles in international market and tap the overseas market potential with an array of unique handloom dress materials products which so far have been popular only in domestic market area.

The event had a few first time exhibitors / designer collection through HEPC and their feedback is given below.

“It was a wonderful experience to attend who’s next Paris show (Sep 2018). This was my first time to attend such kind of B 2 B fair, must say it was professionally organised show Truly inspired & encouraged to see face to face the creativity brought together from all around the world” – **Ms. Bharti Maheswari , proprietor, IRA**



“We are thankful for this opportunity and placing us at the right platform , it was very apt for the kind of products we make. ...., did some great business , looking forward to many more shows and seasons” – **Ms. Astha Sethi, Proprietor, ANS Design Studio**

“Experience of 1ST participation at WHO’S NEXT PARIS- I must say it was one our best experience as far as the show is organised as all products related to fashion was under one area & managed very professionally right from designing the exhibitors category area wise with separate halls & also the STAND LOCATION and construction of the stands having nice displays thus making buyers having clear view & nice presentation ..... We were please to build up some good contact internationally & look forward to start up some good orders soon & thus have decided to participate in upcoming show as well. We look forward HEPC to maintain your same level of approach in order to promote INDIAN EXPORTS globally “-**Mr. Uday Doshi, Owner, Never Say Never**

As per the feedback from the exhibitors, **spot order worth Rs.3.65 crore and enquiries worth Rs.4.85 crore from 493 visitors** who visited our exhibitors. The visitors were reportedly from Japan, Spain, Italy. Mexico, China, Finland, Norway, Belgium, Denmark, UK, Greece, Turkey, Middle East, apart from host country visitors from France. This aspects is an indicator of the event’s popularity among buyers across the globe.

Apart from HEPC, Indian Silk Export Promotion Council had also organised group participation of its member exporters

#### 4.0 Market Trend

As per the interaction the official on deputation had with various stake holders the following details are shared for the information of the trade.

- AQUA and GARDEN themes are expected to be in vogue during 2019
- With extended summer season and soaring temperature during summer in EU region, the demand for fine 100% cotton clothing, linen clothing, cotton+ Linen clothing are witnessing an increase in demand.
- Fine count products in pastel shades and with value addition work such as embroidery, print were having a better acceptance.
- Accessories included shoulder bags, belts, shoes, laptop/ipad bags made out of durries and other coarse textile items were there on display and considered to be an ideal one to be mixed along stoles, scarves . garments in the product line which may be offered to the visitors

#### 5.0 Meetings

The official on deputation had meeting with the following team of organiser.

- Ms. Aude Chabanier, Director
- Ms. Sylvie Pourrat, Director – Premiere Classe
- Ms. Christine Basset , Sales Manager – Premiere Classe
- Mr. Raphael Suspene, Project Manager





The following issues pertaining to event participation were discussed

- Quality certification requirement and screening of participants – Fair authority informed that these will become mandatory in future so as to reinforce confidence among visiting buyers as they emphasize on quality exhibitors rather than quantity of exhibitors.
- Number of exhibitors- Our requirement of space for a minimum of 20 exhibitors were discussed and fair authority conveyed that they will accommodate our request.
- Stand accessories – requirement for at least a minimum of 3 chairs and a plug point in each booth were discussed and the organiser’s Team that they will look into this requirement.
- Exclusive Designer Pavilion for fashion designer – Fair authority informed that a screening on the identified designers will be done by them before considering allotment. Further, the fair authority informed that the location will be based on product profile of the participants and it may be scattered around instead of clustered location
- Onsite advertisements- Council’ official requested for a proposal for onsite advertisements. Further, a request was also made with fair authority to consider a brand promotion for Indian textiles in line with “Africa Street” theme promoted during the event.
- The fair authority team also informed that in future edition they are planning to introduce a new segment for home décor which will encompass hometextile products in addition to the existing garments and clothing accessories segment. Hence, they requested that in next edition, we may recruit a few exhibitors who can display both hometextiles and clothing accessories. This will provide an opportunity for all our member exporters to participate in this event instead of restricting it to only clothing accessories which has been the practice so far.
- With a significant presence of Indian exhibitors (above 100 exhibitors), a request was made with fair authority to have an Indian restaurant inside the exhibition hall

On the side-line of participation in Whos Next, Council’s official also visited Maison & Objet on 11th September 2018 and had a meeting with Mr. Vincent HOYET, Attache Marketing, SAFI in the presence of Mr. Raj Anand, Indian representative of SAFI and discussed on matters pertaining to HEPC’s participation in the event. They informed that they are ready to provide space, however, screening and selection of participants will be done by them to ensure the presence of right exhibitor in the event, Further, the booth design need to undergo change from existing octonorm / compartment style to a collective umbrella display in a pavilion. Alternately, the participant may be given space scattered around the hall and construction may be undertaken in a befitting manner to match the ambience of event.

Council was represented at the event by Mr. P.Rangasamy, Deputy Director



INAUGURATION AND INTERACTION  
SHRI.RAGHVENDRA SINGH, SECRETARY (TEXTILES), GOVT OF INDIA



PARTICIPANTS STALLS





- P.Rangasamy, Deputy Director

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Government of India  
Ministry of Commerce and Industry  
Department of Commerce  
Directorate General of Foreign Trade  
Udyog Bhawan  
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Notification No. **35**/2015-20

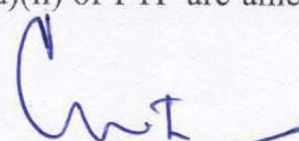
New Delhi, Dated **26**.09.2018

**Subject: Amendments to Foreign Trade Policy 2015-2020 - Extension of Integrated Goods and Service Tax (IGST) and Compensation Cess exemption under Advance Authorisation, EPCG and EOU scheme upto 31.03.2019.**

S.O(E): In exercise of powers conferred by Section 5 of FT(D&R) Act, 1992, read with Paragraph 1.02 of the Foreign Trade Policy, 2015-20, as amended from time to time, the Central Government hereby makes following amendments in Foreign Trade Policy 2015-20.

1. Exemption from Integrated Tax and Compensation Cess under Advance Authorization under Para 4.14 of FTP 2015-20 is extended upto 31.03.2019.
2. Exemption from Integrated Tax and Compensation Cess under EPCG Scheme under Para 5.01(a) of FTP 2015-20 is extended upto 31.03.2019.
3. Exemption from Integrated Tax and Compensation Cess under EOU scheme under Para 6.01(d)(ii) of FTP 2015-20 is extended upto 31.03.2019.

**Effect of the Notification:** Para 4.14, Para 5.01(a) and Para 6.01(d)(ii) of FTP are amended as above.

  
(Alok Vardhan Chaturvedi)  
Director General of Foreign Trade  
Ex-officio Additional Secretary, Government of India  
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(Issued from File No. 01/94/180/373/AM18/PC-4)



Government of India  
Ministry of Commerce & Industry  
Department of Commerce  
Directorate General of Foreign Trade  
Udyog Bhawan, New Delhi  
Policy 3 Division

Trade Notice No. **30**/2018-19

Dated: 11<sup>th</sup> September, 2018

To,

1. All Regional Authorities of the DGFT
2. All Exporters/Members of Trade

**Subject: Guidelines to apply for MEIS under the System Driven approval mechanism for MEIS applications for shipping bills from EDI ports.**

The Directorate has been on regular basis taking measures to simplify the process of implementation of the FTP Schemes by establishing processes which are smooth, free from manual interface and are quick and efficient. In line with the Government of India's motto of facilitating the "Ease of doing business", this Directorate would start the process of system driven approval of the MEIS claim Applications from 13.09.2018 in respect of exports made through EDI shipping bills. The procedure for exporters/ MEIS applicants and the RAs are being outlined below for information and awareness.

2. Information for Applicants:
  - i. The process of logging into the E com module would be the same as before. However, after entering the MEIS application window, the applicants would be prompted to select whether their MEIS claim is for Project Exports or not. The applicants are required to tick the relevant box in case they wish to apply for MEIS under Project Exports benefits as per procedure specified in Trade Notice 14 /2018-19 dated 30.05.2018. These applications would be submitted, but would be processed at the DGFT HQs as informed vide the above Trade Notice.
  - ii. The rest of the application process is same for EDI shipping bills. However, the applicants are being informed that the Online module would not accept the submission of the MEIS application if,
    - a. The applicant firm (IEC) is in Denied Entity List/ Suspended IEC/ Cancelled IEC.
    - b. The applicant's RCMC is not valid as on date of application.
    - c. The application is not made as per para 3.06 (a) of HBP 2015-20 under which the applicants are required to submit MEIS application for one financial year in one Jurisdictional Regional office. To illustrate, if an exporter has chosen RA Chennai for claiming rewards for exports made in 2017-18, then all claims for exports made in 2017-18, irrespective of the date of application shall be made to RA Chennai only. Date of export shall be reckoned as per criteria specified in Para 9.12 of HBP
    - d. The shipping bills, already attached in any of the earlier applications and later disallowed for any reason whatsoever, would not be allowed



## Notification

to be accepted again under the new MEIS module w.e.f. 13.09.2018. Such shipping bills need to be re-activated before filing claims. For reactivation of disallowed Shipping Bills, Shipping Bills of Cancelled Scrips and Rejected Applications, a request letter has to be sent after examination of the issue by Regional Office to the EDI Division, DGFT HQ with a copy to NIC DGFT HQ, quoting the File No, Shipping Bill Number, Shipping Bill Date and Shipping Bill Port.

- iii. The applicants would also be prompted to select the mode of dispatch of the duty credit scrip. i.e, whether they want to collect the MEIS scrip in person from the Counter of the Jurisdictional Regional Office of DGFT or wish to have the scrip sent to them by post at the address specified. This choice needs to be necessarily filled in by the applicants in the online module.
- iv. After submission, the Online Module would segregate the applications into Manual (non-automated) and automated applications. The applications in which all shipping bills meet the following requirements would be approved by the system automatically at the end of submission process.
  - a. Shipping Bills from EDI PORT – Please note that SEZ shipping bills are non EDI port shipping bills for this system.
  - b. Shipping Bills having Let Export date on or after 01.01.2017.
  - c. No shipping Bill under the application should have any of the ITC(HS) codes as listed in Annexures to PN 62 dated 16.02.2018 and PN 13 dated 12.06.2018.
  - d. MEIS applications with Total Claim value of less than Rs.2 Crore.
- v. The system approved MEIS applications would be available for printing at the Regional offices of DGFT and would be authenticated (attested). Scrips shall be dispatched as per option selected by the applicant.
- vi. Further, the members of the trade may note that all kind of MEIS applications, except as in (iv) above would continue to be processed in the RAs as per the current practice through the non-automated procedure.

3. The EPCs and members of Trade are also informed that in order to transition to this new system of MEIS application processing, the E com module for MEIS, at the DGFT portal would not be available on 12.09.2018. This may be given wide publicity.

4. This is issued with approval of the competent authority.



(Lokesh H. D.)

Joint Director General of Foreign Trade

(Issued from F. No. 01/61/180/14/AM19/PC-3)

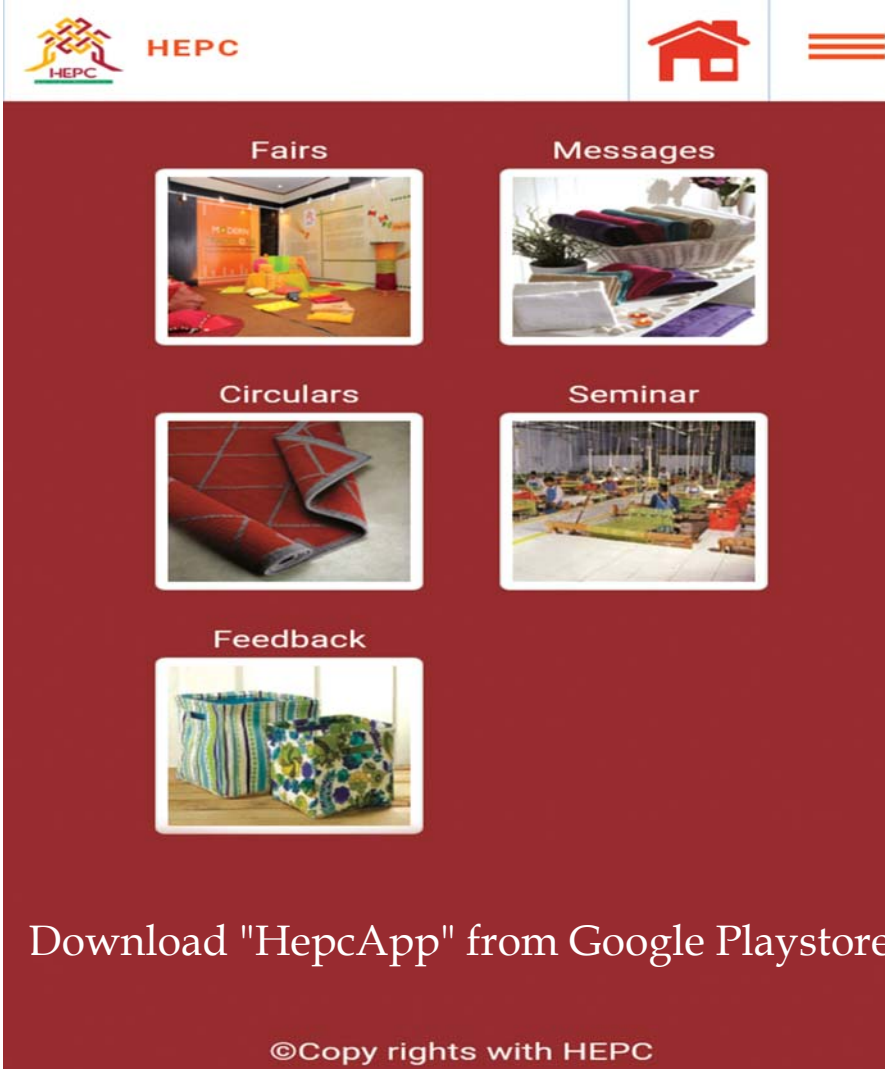


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